

2009



[www.cdpnc.com](http://www.cdpnc.com)

Community  
Development  
Partners

*We Understand Your Industry*

**Community Development Partners,** LLC is a full-service land and real estate development consulting firm.

**We:**

- ◆ Provide smart, creative, and value-added solutions for investors, lenders, land developers, and project owners.
- ◆ Build strong and trusting client relationships.
- ◆ Surround ourselves with great and capable people.
- ◆ Develop economically and socially profitable legacy-grade communities.

If you are ready for fluid, effective, and cohesive community development services, then we are ready to meet with you.

*We Understand Your Industry*

## Principals

**Scott Bolyard** is the managing partner and founder of Creative Development Solutions. CDS is a North Carolina corporation that practices Landscape Architecture, Land Planning, and Community and Resort Design on a broad range of projects throughout the United States and Canada.

A graduate of West Virginia University, Scott received honors in his studies of Landscape Architecture. His resume is long in success with having influenced the creation, design, and management of many projects ranging from properties on the Florida coast to mountain-inspired developments along the Appalachian chain. While specializing in creating sensitive and original solutions that emphasize each project's unique character in balance with the built environment, Scott has garnered over 15 national and state design and project achievement awards.

**Zac Guy** is a nationally recognized authority on the construction application of reclaimed and recycled wood products. He has earned multiple undergraduate degrees in Chemical and in Pulp and Paper Engineering from North Carolina State University including a minor in Business Management. Having completed graduate course work at both Harvard University's Executive Business School and at the North Carolina State University Jenkins School of Management, he has authored over 100 papers and currently has four monthly editorials published in home and lifestyle periodicals.

Zac serves as President and CEO of Guy Holdings, Inc. which owns several large green-centered firms including Appalachian Antique Hardwoods, LLC, Legacy Quest Outdoors, LLC, Shades of the Past Finishes, LLC, Appalachian Legacy Homes, LLC, and Crabtree Creek Associates, LLC. A noted Pioneer in recycled wood applications and in building science education, Zac is a nationally-known speaker and educator. His interests include high end mountain-style home hybrid construction, Appalachian mountain architecture, low VOC wood preservatives, Lean Manufacturing and JIT principles for residential construction, and the manufacturing and usage of reclaimed and recycled wood products.

## Principals

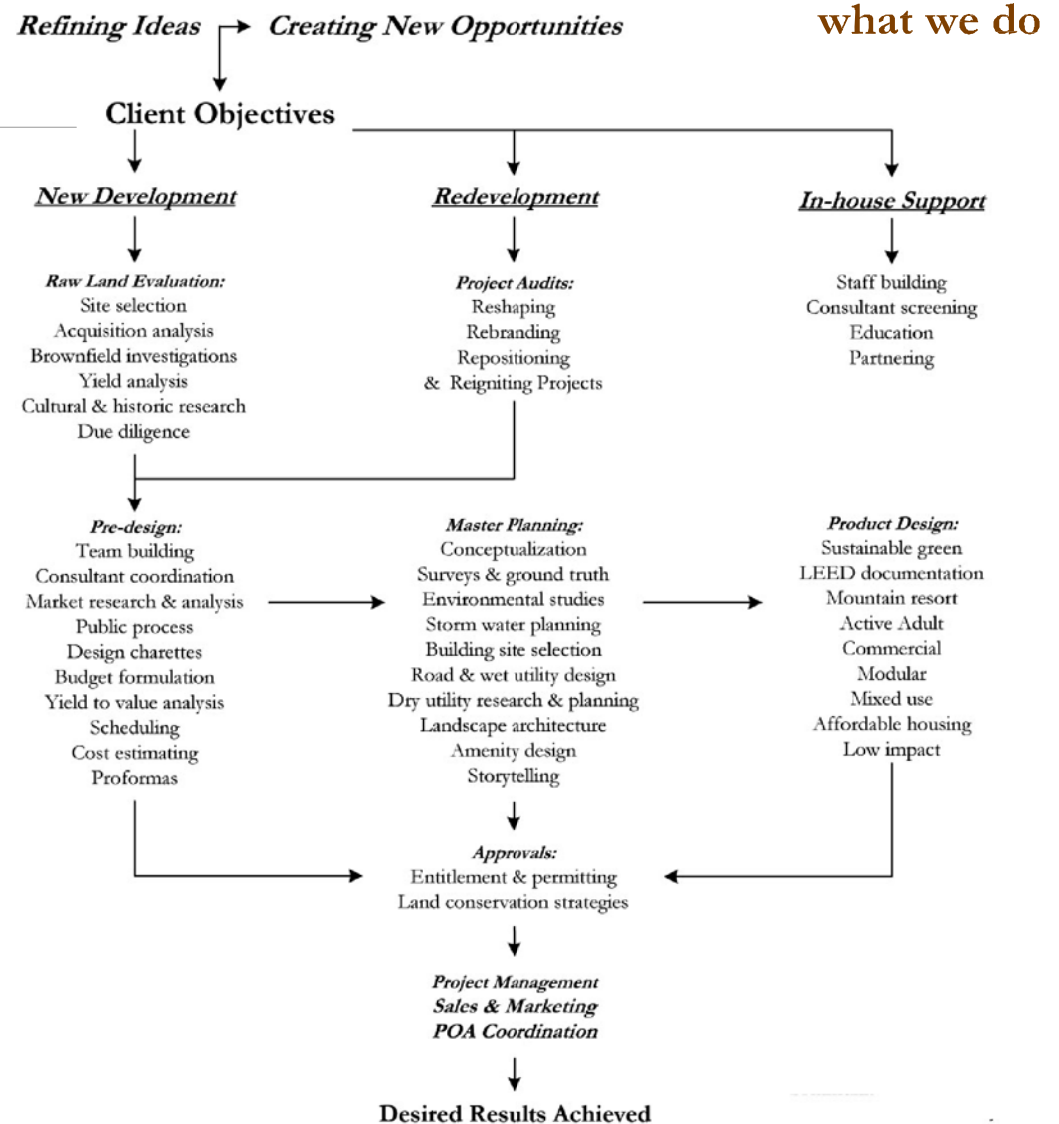
With over 25 years of real estate development experience, **Rod Johnston** understands the fabric of relationships integral to successful land and community development. From conceptualization through ownership, he knows how to drive a project's individual components well in advance of schedule while maintaining team focus. Through years of working with land owners, governmental entities, publicly traded corporations, and private companies, Rod's experience includes the development of PUD's, Master-Planned Developments, resort and Active Adult communities, mixed use, retail, commercial, industrial, and dense urban projects.

Holding an M.S. degree from the University of Washington, he is a writer, a speaker, and he teaches land development classes for the Asheville Home Builder's Association. Rod offers project owners the experience, talent, and skills required to minimize cost, optimize yield, and maximize profit.

We work with top-tier consulting firms that perform and that offer value. Choice of whom we use allows us flexibility to produce precise, timely, and quality work. These disciplines include:

- Market analysts
- Marketing experts
- Public relations
- Planners
- Architects
- Engineers
- Surveyors
- Archeologists
- Contractors.

- ◆ Can locate land that fits your vision.
- ◆ Analyze land to determine if it is the right piece for your project.
- ◆ Can take your land from design and construction through marketing and project completion.
- ◆ Work to ensure that you will attain the most value and highest use that your property will yield ... and we will do it in harmony with environmental, topographic, political, and aesthetic constraints.



*"In the past, roads and driveways were considered adequate if they provided access between points. Today we judge projects, in part, according to how well they are accessed. We want road systems to compliment, and not clash, with topography. They also have to look right, they have to drain properly, and they have to last. The difference isn't subtle; it separates good projects from great ones. At stake are higher profits, award-winning development, and satisfied customers."*

We do it with hard work...and lots of detail.

## New Development:

**We:**

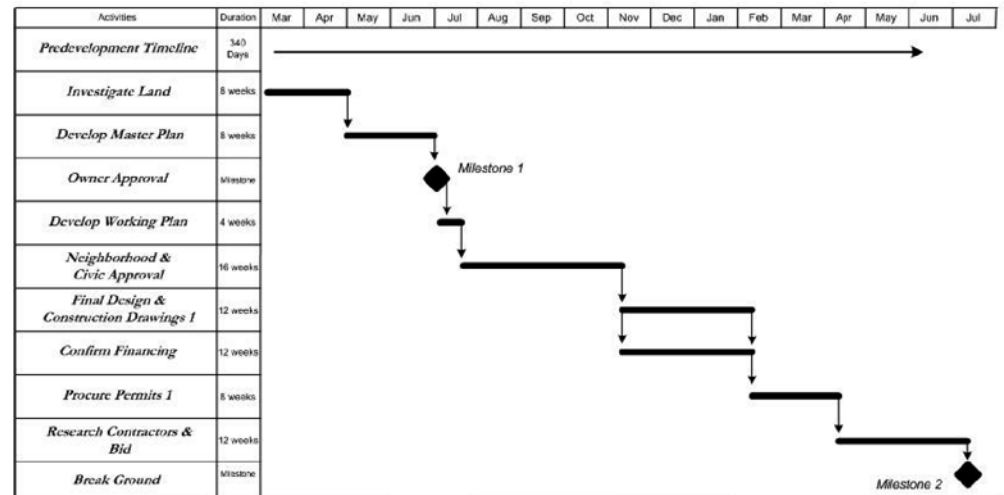
- ◆ Research, explore, and accurately measure land. Before we design or engineer anything.
- ◆ Locate building sites before we engineer roads to those sites.  
This way:

- Foundations are shorter.
- Structures blend naturally with topography.
- Views and home position can be optimized.
- Roads and driveway flow with flatter grades.
- Homes and amenities are easily accessed...the way buyers expect them to be.
- ◆ Plan for multiple product types on the same site. Design flexibility enables you to change development plans or react quickly to market fluctuations.

***“Measure land twice, cut once.”***



Sample Project Timeline



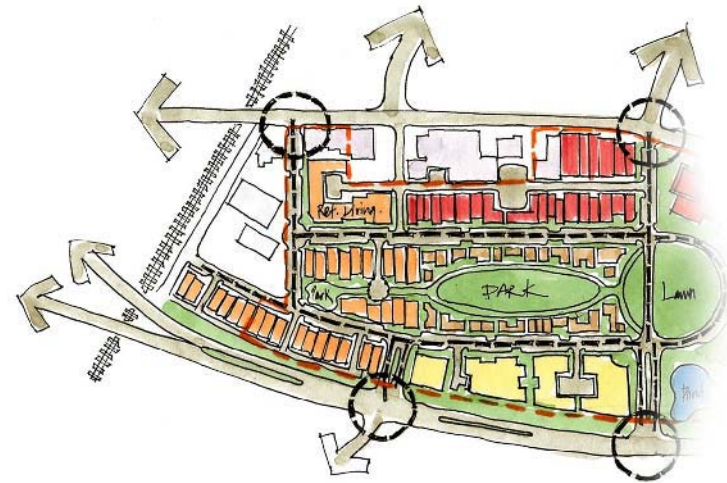


## Redevelopment:

### We:

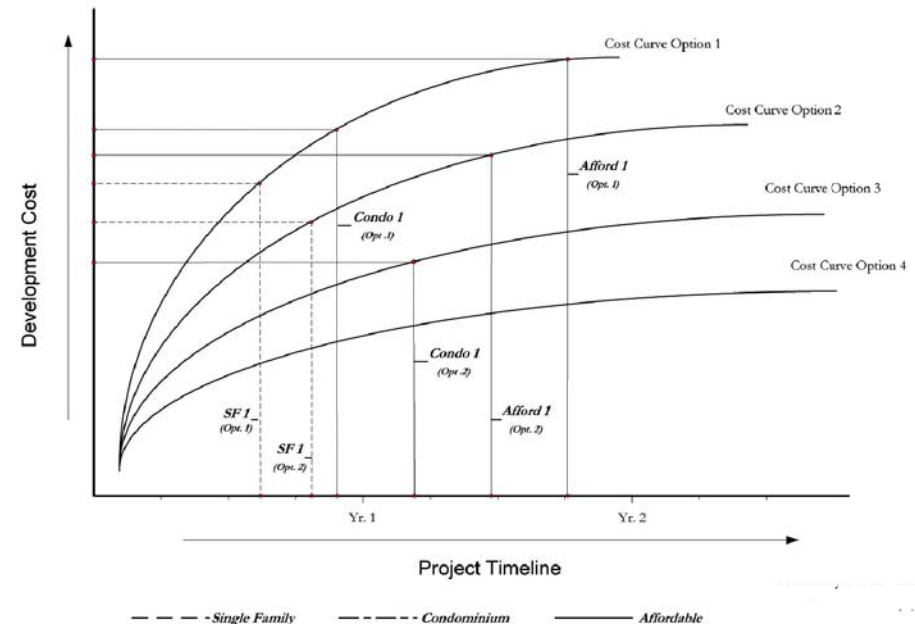
- ◆ Create viable alternatives for repositioning projects.
- ◆ Design with emotion but we analyze with reason. How? Intuitively, it may appear that maintaining an existing plat configuration makes sense however a new market may dictate that increased profitability lies in demolition and reconstruction. We design, do the math, and find out.
- ◆ Develop a wide-range of concepts aimed at:
  - Moving product.
  - Maximizing yield.
  - Completing development.
- ◆ Calculate financial and quantitative breakeven points for the design components that we propose. The more options we create, the more information we generate to help us decide which strategy to pursue. It's a number's game but it leads to better decision-making.

*"Rebrand after analyzing multiple layouts and options for development."*



### Redevelopment Option Analysis

Time versus cost of bringing units to market (per two of four development options)



## Urban Development:

### We:

- ◆ Listen to the city...literally. We spend time on the ground. We link with neighborhood groups and policy makers to produce something that is wanted...and needed...to improve lives.
- ◆ Savor historic and new development. Whether our challenge is to incorporate the old in with the new or pursue total redesign, we can do it.
- ◆ Design aesthetic and pedestrian-oriented projects that establish civic identity with a renewed sense of neighborhood. Our public spaces are supported by creative and inspiring landscape design and vice-versa.
- ◆ Welcome the opportunity to partner with clients, governments, and neighbors to help revitalize downtown blight, convert brownfields into usable property, and transform urban areas into better and more livable places.

*“An increased tax base, improved neighborhoods, and vibrant public spaces define the rewards of creative urban development.”*





## Our Amenity and Landscape Designs are:

- ◆ Beautiful, buildable, and financially responsible.
- ◆ Inspired. Our dramatic designs will set your project apart from the competition.
- ◆ A priority. Once we have a Master Plan, we focus on trail, park, entryway, streetscape, and lighting design. This way:
  - Marketing can advertise earlier.
  - Sales has more substance to offer buyers, earlier in the project.
  - Amenity and landscape elements integrate with civil design.
  - Landscape and amenity construction link with your project schedule. Buyers know exactly what they are getting and when they are getting it. That leads to sales.

*“Details define projects. People invest in details.”*



Entrance Signage





## We will base your Sustainable Green Design on:

- ◆ What the environment will allow. Understanding nature, plant communities, hydrology, and topography allows us to determine appropriate land-use alternatives.
- ◆ Identifying - then integrating - your project's rare, scarce, and sacred places as key components within your development. These “control points” provide a baseline for developing project-specific principles of stewardship, long-term sustainability, and conservation.
- ◆ Requirements for profitability. Expect us to find ways to save trees, minimize site disturbance, maintain water quality, and utilize Low Impact Development.

Watch us reach for hidden value whenever possible. Examples could include building naturally vegetated retaining walls, crushing onsite rock for construction use, and enacting smart storm water-recycling strategies.

The result: less site impact and more profit for you.

*“In practicing sustainable development, we mine for a deeper green.”*

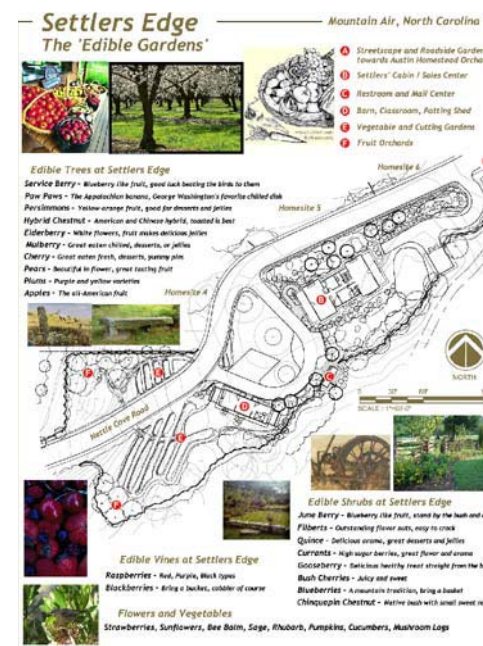


## We will tell your Story:

◆ Powerful, thought-provoking, and exciting stories intrigue buyers. People want to belong to something endearing, something forever - like a good story. For buyers, a good story can close the deal. It can bridge the human element to something already stated in wood, stone, and glass. The characters, the tale, and the history help to personalize a project. A well-told story stands alone as a bragging right for the development and for those who call your project home.

◆ We will compose your project story. We will brainstorm your project's history and offer a palette of ways to incorporate this information into your brand. Together, we will identify story elements that will enhance your project vision.

*"Buyers buy things they love, not just like. Buyers love a good story."*

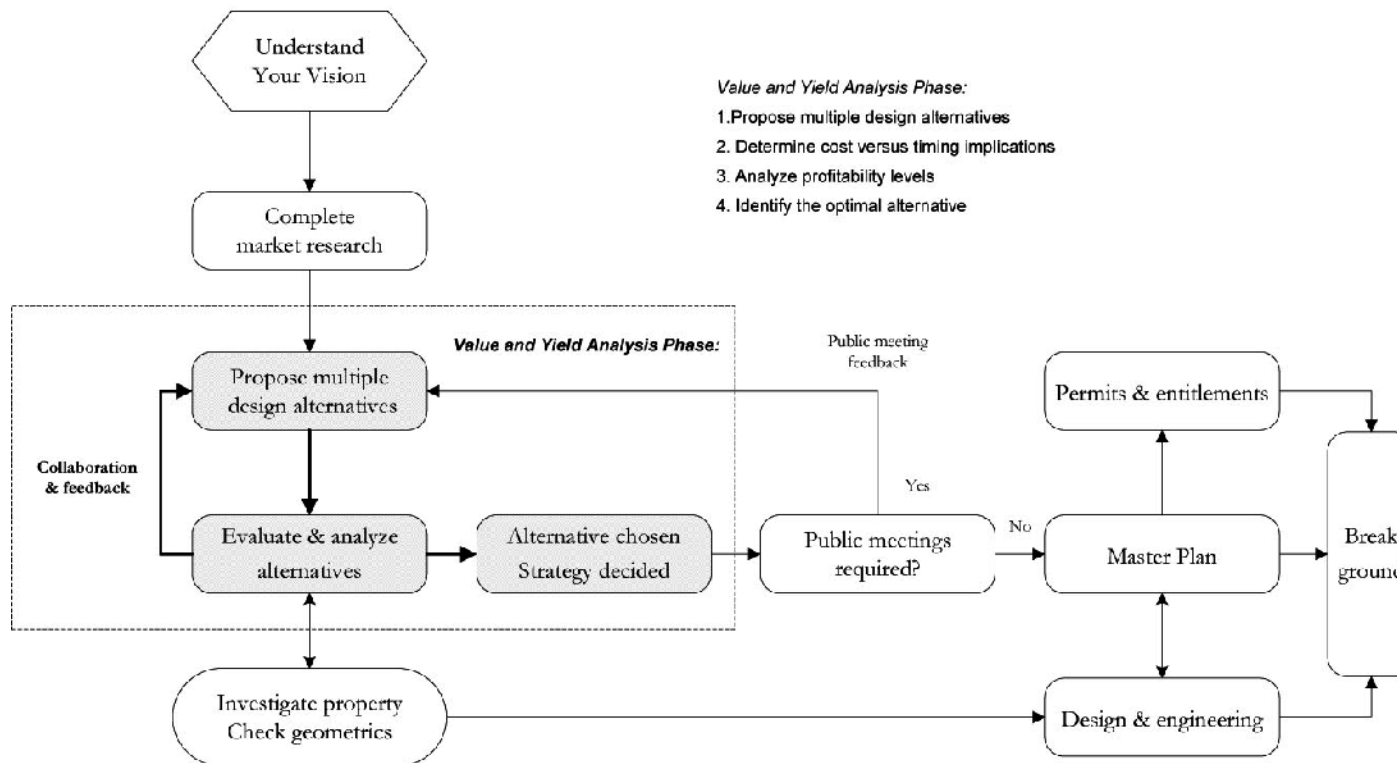


## CDP is great to work with because we:

- ◆ Are **accountable**.
- ◆ Work with you **on your terms**.
- ◆ **Listen, understand,** and find ways to meet your goals.
- ◆ Quickly bring **inspiration, ideas, and creativity** to the table.
- ◆ **Perform** . We do whatever it takes to get the job done right.
- ◆ Handle projects or assignments of **any size, in any location**
- ◆ Deliver high-quality and complete work **on time and on schedule**
- ◆ Are **experienced** in residential, commercial, mixed-use, and industrial development.
- ◆ Are **committed**.
- ◆ Are **comfortable** with mountain terrain, flat ground, and urban settings.
- ◆ Understand that sustainable green has to be **economic and practical**.
- ◆ **Are experienced** in modular, active adult, resort, and affordable housing.
- ◆ Can **strengthen your team** or help you build staff.
- ◆ Wait with great **anticipation to tell your story**.
- ◆ Offer **captivating landscape architecture**
- ◆ Bill on a periodic not-to-exceed basis. **No broken budgets, no surprises.**
- ◆ **Surround ourselves with the best people.**



## Value & Yield Analysis Phase in context of the development process



## Project Timeline

### Fast Track Option

1. Evaluate existing project or develop a concept for development or redevelopment including market analysis. (8 weeks)
2. Once approved, develop and present a working plan. (8 weeks)
3. Procure neighbor and civic buy in. (variable)
4. Perform land investigations and ground truth. (8 weeks)
5. Design and construction drawings. (12 weeks)
6. Procure financing (variable)
7. Procure permits (variable)

**Best Case Schedule - 10 Months**

### Resort:

Mountain Air - *Burnsville, NC.*  
Amelia Island Plantation - *Jacksonville, FL.*  
The Preserve at Wolf Laurel - *Burnsville, NC.*  
Asheville Highlands - *Swannanoa, NC.*  
Caroland Farms - *Landrum, SC.*

### Land Development:

The Vineyards on Roaring River - *Traphill, NC.*  
Firefly Mountain - *Hot Springs, NC.*  
Elk Mountain Highlands - *Asheville, NC*  
CH2M Hill - *Bellevue, WA.*  
Plum Creek Inc. - *Roslyn, WA.*  
Weyerhaeuser Real Estate Company - *Snoqualmie, WA.*  
Wallace Properties - *Cle Elum, WA.*  
Penhallegon Engineering - *Kirkland, WA.*  
City of Redmond - *Redmond, WA.*  
Palmer Coking Development - *Black Diamond, WA.*

### Residential and mixed-use:

Issaquah Highlands - *Issaquah, WA.*  
Redmond Ridge - *Redmond, WA.*  
Snoqualmie Ridge - *Snoqualmie, WA.*  
Montreux - *Issaquah, WA.*  
Lakemont - *Bellevue, WA.*  
7th Avenue District - *Hendersonville, NC.*  
Avondale Mills - *Burnsville, NC.*  
Wayward Winds - *Hot Springs, AR.*

### Industrial:

Seattle Transit Tunnels - *Seattle, WA.*  
Boeing - *Marginal Way, Spanaway, and Everett, WA.*

### Special:

Energy Education Center - *Woodfin, NC.*  
Southside Gateway Park - *Hendersonville, NC.*  
Fletcher Soccer Park - *Fletcher, NC.*  
Zephyrhills Main Street - *Zephyrhills, FL.*  
Mukilteo High School & Mukilteo Middle School - *Mukilteo, WA.*  
Everett Middle School - *Everett, WA.*  
Snoqualmie Middle School - *Snoqualmie, WA.*  
Perkins Coie law firm - *Seattle, WA.*  
KJM Associates - *Bellevue, WA.*

### Active Adult:

Reems Creek Village - *Weaverville, NC.*  
Regal Oaks - *Hendersonville, NC.*  
Oak Hill - *Asheville, NC.*  
Falls Run - *Fredericksburg, VA.*  
Celebrate Virginia - *Fredericksburg, VA.*  
Forest Lakes-Hot Springs, *AR.*

### Commercial:

United Community Bank - *Hendersonville, Newland, Cashiers, Burnsville, Spruce Pine, NC*  
Issaquah Highlands - *Issaquah, WA.*  
Nestle Corporation - *Carnation, WA.*  
Microsoft Campuses - *Redmond and Issaquah, WA.*  
BNC Bank - *Bellevue, WA.*  
Fred Meyer Corporation - *Covington, WA.*

### Retail:

South Hill Mall- *Puyallup, WA.*  
Pickering Place - *Issaquah, WA.*  
Lakemont - *Bellevue, WA.*