

COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS

**POST OFFICE BOX 1529
LAKE CITY, FLORIDA 32056-1529**

COLUMBIA COUNTY SCHOOL BOARD ADMINISTRATIVE COMPLEX

**372 WEST DUVAL STREET
LAKE CITY, FLORIDA 32055**

AGENDA

October 5, 2017

5:30 P.M.

Opportunity for public comment shall be in accordance with Rule 4.704. Each person who wishes to address the Commission regarding the Consent Agenda or any Discussion and Action Agenda Item shall complete one comment card for each item and submit the card or cards to County staff in the front of the meeting room. Cards shall be submitted before the meeting is called to order.

Invocation (Commissioner Bucky Nash)

Pledge to U.S. Flag

Staff or Commissioner Additions or Deletions to Agenda

Approval of Agenda

Presentation of Ministerial Matters Not Requiring Public Comment

Ben Scott, County Manager

- (1) Announcement of Public Meeting at Stephen Foster Folk Culture Center State Park on October 10, 2017 to View the Park Unit Management Plan Updates and Objectives (Pg. 1)**

Public Hearings

Joel Foreman, County Attorney

- (1) Enacting a Temporary Moratorium to Prohibit the Filing, Acceptance or Processing of Any Permit, Development Order, or Any Other Official Action of The County Having the Effect of Permitting or Allowing The Construction or Operation of Any Internet Gaming/Gambling Business Within The County (Pg. 4)**

Approval of Consent Agenda

Adoption of Consent Agenda

Discussion and Action Items

Century Ambulance

- (1) Request to Amend Contract and Increase Fees (Pg. 8)

Glenn Hunter, Economic Development Director

- (2) Project 17-8 Land Appraisal (Pg. 12)

Ben Scott, County Manager

- (3) Requesting Approval of Ranking and the Commencement of Negotiations with No. 1 Ranked Firm - Motorola for RFP 2017-0 Radio System Project (Pg. 72)

Open Public Comments to the Board – 2 Minute Limit

Staff Comments

Commissioner Comments

Adjournment



COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS AGENDA ITEM REQUEST FORM

The Board of County Commissioners meets the 1st and 3rd Thursday of each month at 5:30 p.m. in the Columbia County School Board Administrative Complex Auditorium, 372 West Duval Street, Lake City, Florida 32055. All agenda items are due in the Board's office one week prior to the meeting date.

Today's Date: September 28, 2017

Meeting Date: October 5, 2017

Name: Ben Scott

Department: BCC Administration

Division Manager's Signature: _____

Ben Scott

1. Nature and purpose of agenda item:

Announcement of Public Meeting at Stephen Foster Folk Culture Center State Park on October 10, 2017 to View the Park Unit Management Plan Updates and Objectives

Attach any correspondence information, documents and forms for action i.e., contract agreements, quotes, memorandums, etc.

2. Fiscal impact on current budget.

Is this a budgeted item?

☒

N/A

☐

Yes Account No. _____

☐

No Please list the proposed budget amendment to fund this request

Budget Amendment Number: _____

Fund: _____

FROM: _____

TO: _____

AMOUNT: _____

For Use of County Manger Only:

☐

Consent Item

☒

Discussion Item

Florida Department of Environmental Protection
Division of Recreation and Parks

Stephen Foster Folk Culture Center State Park
Public Meeting

This Meeting Is Open to the Public

Date and Time: Tuesday, October 10, 2017, 5:30 pm – 7:30 pm

Meeting Location: Stephen Foster Folk Culture Center State Park
Park Auditorium
11016 Lillian Saunders Drive
White Springs, FL 32096

AGENDA

5:30 – 6:00 pm	Open House – Viewing of Management Plan Maps and Objectives
6:00 - 6:30 pm	Welcome and Staff Presentation of Management Plan Update for Stephen Foster Folk Culture Center State Park
6:30 - 7:30 pm	Open House Continues – Q&A Session and Public Comment
7:30 pm	Adjournment

Comments will be taken at the public meeting. Participants and other interested parties will also be able to submit additional written comments to the Division of Recreation and Parks, Office of Park Planning at FL_StateParkPlanning@dep.state.fl.us until October 24, 2017.

You may review the entire management plan document at <http://www.dep.state.fl.us/parks/planning/default.htm>.

If you are interested in learning more about public meetings, please sign up to receive emails from the Department of Environmental Protection at www.dep.state.fl.us (click on "Sign Up for News & Info" in the left column).



FLORIDA
State Parks
...the Real FloridaSM



—STEPHEN FOSTER— PUBLIC MEETING

Folk Culture Center State Park

Tuesday October 10 2017

Stephen Foster Park Auditorium

11016 Lillian Saunders Drive

White Springs, FL 32096

5:30PM-7:30PM (Presentation at 6:00 PM)



A COPY OF THE AGENDA MAY BE OBTAINED BY CONTACTING: Manny Perez, Park Manager, Stephen Foster Folk Culture Center State Park, 11016 Lillian Saunders Drive, White Springs, FL 32096, PH# (386) 397-4331, FAX# (386) 397-4262 or email Manny.Perez@dep.state.fl.us.



COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS AGENDA ITEM REQUEST FORM

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Today's Date: September 26, 2017

Meeting Date: October 5, 2017

Name: Joel Foreman

Department: BCC Administration

Division Manager's Signature: _____

1. Nature and purpose of agenda item:

Joel Foreman, County Attorney

(1) Enacting a Temporary Moratorium to Prohibit the Filing, Acceptance or Processing of any Permit, Development order, or any other Official Action of the County having the Effect of permitting or Allowing the Construction or Operation of any Internet Gaming/Gabbling Business within the County

Attach any correspondence information, documents and forms for action i.e., contract agreements, quotes, memorandums, etc.

2. Fiscal impact on current budget.

Is this a budgeted item?

☒

N/A

☐

Yes Account No. _____

☐

No Please list the proposed budget amendment to fund this request

Budget Amendment Number: _____

Fund: _____

FROM: _____

TO: _____

AMOUNT: _____

For Use of County Manger Only:

☐

Consent Item

☒

Discussion Item

ORDINANCE NO. 2017-17

AN ORDINANCE OF THE BOARD OF COUNTY COMMISSIONERS OF COLUMBIA COUNTY, ENACTING A TEMPORARY MORATORIUM TO PROHIBIT THE FILING, ACCEPTANCE OR PROCESSING OF ANY PERMIT, DEVELOPMENT ORDER, OR ANY OTHER OFFICIAL ACTION OF THE COUNTY HAVING THE EFFECT OF PERMITTING OR ALLOWING THE CONSTRUCTION OR OPERATION OF ANY INTERNET GAMING/GAMBLING BUSINESS WITHIN THE COUNTY, PROVIDING A SEVERABILITY CLAUSE; PROVIDING REPEALING CLAUSES; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, there are now existing within the jurisdictional boundaries of Columbia County, Florida, establishments that are engaged in the business of providing access to and the use of gaming machines that may or may not meet the definition of a simulated gambling machine;

WHEREAS, the State Attorney's Office for the Third Judicial Circuit of Florida is presently reviewing and/or investigating such establishments that are operating within the County;

WHEREAS, a temporary moratorium on the acceptance of applications for, the processing of, and the issuance of development permits, site plan approvals or any other official action of the County permitting or having the effect of permitting new simulated gambling establishments will allow time for the State Attorney's Office to conclude its review of these establishments and will help prevent prospective business operators from opening businesses in the County that could be determined to be illegal;

WHEREAS, at its meeting on October 5, 2017, the Board of County Commissioners determined it necessary to impose a temporary, one-hundred-eighty-day (180-day) moratorium commencing on October 6, 2017 to allow sufficient time for the conclusion of the State Attorney's review;

WHEREAS, at least 10 days' notice has been given of the public hearing, once by publication in a newspaper of general circulation notifying the public of this proposed ordinance and of the place and time for the public hearing; and

WHEREAS, the public hearing was held pursuant to the published notice at which hearing the parties in interest and all others had an opportunity to be and were, in fact, heard.

NOW THEREFORE, BE IT ORDAINED BY THE BOARD OF COUNTY COMMISSIONERS OF COLUMBIA COUNTY, FLORIDA:

Section 1. RECITALS INCORPORATED

The recitals above are incorporated as the Board's findings in support of this Ordinance.

Section 2. PURPOSE

The purpose of this ordinance is to enable the County and State Attorney's Office to have sufficient time to review the operations of establishments currently offering what may or may not be simulated gambling devices prohibited under Florida Law.

Section 3. DEFINITIONS

- a. "Simulated gambling device " means a device that is available to play or operate a computer simulation of any game of chance or gambling, and which may reveal, deliver or entitle the person or persons playing or operating the device to a payoff or something of value; or any electronic device that is used or adapted for use to conduct and/or reveal the results of a game of chance conducted in connection with the sale of a consumer product or service, sweepstakes or game promotion that displays results by simulating a game or games ordinarily played on a slot machine, when the outcome of the game or drawing is not revealed to the purchaser prior to purchase of the merchandise, tickets or game entries.
- b. "Simulated gambling establishment" means a building, edifice, structure or location, along with its grounds, in which simulated gambling devices are used, operated or stored, including but not limited to, game rooms, arcades, internet cafes, internet centers or sweepstakes redemption centers.

Section 4. IMPOSITION OF MORATORIUM

For a period of one hundred eighty (180) days from and after 12:01 a.m. on October 6, 2017 (the "moratorium start date"), ending at 11:59 p.m. on the one hundred eightieth (180th) day thereafter:

- a. No application for permit, authorization or any other official action of the County having the effect of permitting or allowing the operation of a simulated gambling establishment, may be filed, accepted or processed or approved by the County.
- b. The imposition of this moratorium is not intended to affect nor does it affect either the processing of any application for permit or the issuance of a permit or other official action of the County authorizing the operation of a simulated gambling establishment, which was properly filed with the County on or before the moratorium start date.

Section 5. SEVERABILITY

If any word, phrase, clause, paragraph, section or provision of this ordinance or the application hereof to any person or circumstance is held invalid or unconstitutional, such finding shall not affect the other provisions or applications of the ordinance which can be given effect without the invalid or unconstitutional provisions or application, and to this end the provisions of this ordinance are declared severable.

Section 6. AUTOMATIC REPEAL

This ordinance shall stand repealed as of 12:00 a.m. on the one hundred eighty-first (181st) day following the moratorium start date unless sooner repealed; provided however, that nothing herein shall prevent re-adoption of an ordinance in the same or similar form for the purpose of extending the moratorium.

Section 7. EFFECTIVE DATE

This Ordinance shall take effect immediately upon a certified copy hereof being filed with the Florida Department of State.

DULY ADOPTED by the Board of County Commissioners of Columbia County, Florida, this 5th day of October, 2017.

**BOARD OF COUNTY COMMISSIONERS
COLUMBIA COUNTY, FLORIDA**

By: _____
Ronald Williams, Chair

Approved as to form and legality:

Joel F. Foreman, County Attorney

ATTEST: P. Dewitt Cason, Clerk of Court

Deputy Clerk

Effective Date: _____



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Today's Date: September 14, 2017

Meeting Date: October 5, 2017

Name: Scott Ward

Department: BCC Administration

Division Manager's Signature: _____

Ben Scott

1. Nature and purpose of agenda item:

Century Ambulance Request to Amend Contract and Increase Fees

Attach any correspondence information, documents and forms for action i.e., contract agreements, quotes, memorandums, etc.

2. Fiscal impact on current budget.

Is this a budgeted item?

☒

N/A

☐

Yes Account No. _____

☐

No Please list the proposed budget amendment to fund this request

Budget Amendment Number: _____

Fund: _____

FROM: _____

TO: _____

AMOUNT: _____

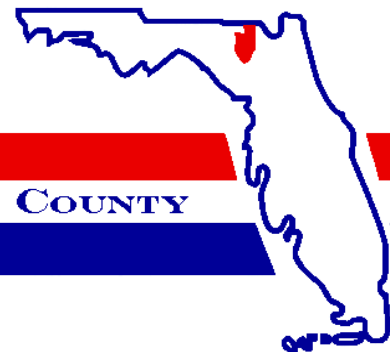
For Use of County Manger Only:

☐

Consent Item

☒

Discussion Item



BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY

Memo

Date: September 14, 2017
To: Ben Scott, County Manager
From: Scott Ward, Assistant County Manager
RE: Century Ambulance Request

A handwritten signature in blue ink, appearing to read "Scott Ward".

On September 5, 2017, Century Ambulance notified us of their request for an addendum to the contract allowing Century to reduce the contract's minimum deployment from five (5) ambulances, to four (4). They are also requesting an increase to the Fee Schedule. I am requesting the item be placed on the next agenda to allow Century Ambulance an opportunity to discuss their request with the Board.



RECEIVED

SEP 08 2017

**Board of County Commissioners
Columbia County**

5th September 2017

Mr. Ben Scott, County Manager
PO Box 1529
Lake City, Florida 32056-1529

Mr. Scott,

I would like to make two proposals on behalf of Century Ambulance Service, Inc. at the Columbia County Board of County Commissioners General Meeting on September 21st, 2017.

Century has been proud to serve as Columbia County's EMS provider since October of 2016. Thanks to our unique structure, we have consistently exceeded all of our contractual obligations including response times in both rural and urban areas.

During this period, we have been gathering and monitoring actualized demand, costs, and collections rates. Based on this data and our subsequent analysis of current deployment plans and collection results, we need to address two specific issues:

1. An addendum to the contract allowing Century the flexibility to manage deployment levels based on actual and historical demand.
2. A fee schedule adjustment to reach a minimum net income level of 10% but not to exceed 20% as outlined in the contract. The proposed fee would be implemented October 15th, 2017.

We have determined that the contract's deployment requirement of four units, regardless of actual or projected demand, is placing an unnecessary financial burden on the citizens of the County. Since we provide additional coverage via our inter-facility units, flexibility in this area is merited.

We have also determined that our net income level has fallen below the minimum net income level of 10% as required by the contract. This has been driven in part by the above referenced mandated deployment levels as well as the actualized collections.

Please let me know if there is any additional information you may require.

Sincerely,

A handwritten signature in blue ink, appearing to read "Matthew Johnson", is written over a horizontal line.

Matthew Johnson
General Manager

CC: County Attorney, Joel Foreman
City Manager, Wendell Johnson
City Attorney, Herbert F. Darby



Proposed Ambulance Fee Schedule

	HCPCS	Rate
Columbia Co. Ambulance Mileage	A0425	\$ 12.50
Columbia Co. ALS-1 Emer Base	A0427	\$1,145.00
Columbia Co. BLS Emer Base	A0429	\$1,090.00
Columbia Co. ALS-2 Base Rate	A0433	\$1,195.00



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Today's Date: September 28, 2017

Meeting Date: October 5, 2017

Name: Glenn Hunter

Department: Economic Development

Division Manager's Signature: _____

A handwritten signature in blue ink, appearing to be "Glenn Hunter", written over a horizontal line.

1. Nature and purpose of agenda item:

Project 17-8 Land appraisal

Attach any correspondence information, documents and forms for action i.e., contract agreements, quotes, memorandums, etc.

2. Fiscal impact on current budget.

Is this a budgeted item?

☒

N/A

☐

Yes Account No. _____

☐

No Please list the proposed budget amendment to fund this request

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Fund: _____

FROM: _____

TO: _____

AMOUNT: _____

For Use of County Manger Only:

☐

Consent Item

☒

Discussion Item

District No. 1- Ronald Williams
District No. 2- Rusty DePratter
District No. 3- Bucky Nash
District No. 4- Everett Phillips
District No. 5- Tim Murphy

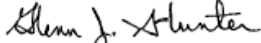
BOARD OF COUNTY COMMISSIONERS

COLUMBIA COUNTY

MEMORANDUM

DATE: September 28, 2017

TO: Ben Scott, County Manager

FR: Glenn Hunter, Director Economic Development 

RE: Agenda Item Request

The Board of County Commissioners approved for the Economic Development Department to secure an appraisal for the site for Project 17-8 at the August 3rd, 2017 meeting.

The appraisal was requested in order to establish a benchmark price for the site. Project 17-8 would like to secure approximately 25 acres. The site appraisal consists of approximately 36.5 acres.

BOARD MEETS FIRST THURSDAY AT 5.30P.M.
AND THIRD THURSDAY AT 5.30P.M.

APPRAISAL OF

A 36.50± ACRE PARCEL OF INDUSTRIAL LAND
Located on Northwest Bascom Norris Drive in Lake City, Florida
(Project 17-8)

PREPARED FOR

Mr. Glenn Hunter, Director
Columbia County, Florida
Economic Development Department
971 West Duval Street, Suite 150
Lake City, Florida 32055

PREPARED BY

CANDLER, MOSES & ASSOCIATES
184 North Marion Avenue, Lake City, Florida 32055

Jordan Chase Moses
State-Certified General
Real Estate Appraiser RZ3672

VALUATION DATE

September 19, 2017

JOB NUMBER

17-435





CHRISTOPHER D. CANDLER, MAI
Florida State-Certified General Real Estate Appraiser RZ2338
Georgia Certified Real Property Appraiser 345843

J. CHASE MOSES
Florida State-Certified General Real Estate Appraiser RZ3672
Georgia Certified Real Property Appraiser 359959

September 22, 2017

Mr. Glenn Hunter, Director
Columbia County, Florida
Economic Development Department
971 West Duval Street, Suite 150
Lake City, Florida 32055

Re: A 36.50± Acre Parcel of Industrial Land
Located on Northwest Bascom Norris Drive in
Lake City, Columbia County, Florida
(Project 17-8)

Dear Mr. Hunter:

At your request, a market value appraisal has been made of the captioned property. The purpose of this appraisal is to estimate the market value of the subject and is intended to be used as an aid for internal valuation of the subject by the client, the Columbia County, Florida Economic Development Department, and the intended users, Columbia County, Florida Economic Development Department and the Columbia County Board of County Commissioners. The appraisers are not responsible for unauthorized use of this report. Analyses and supporting data are provided in the attached Narrative Appraisal Report which is prepared in compliance with the requirements set forth by the Uniform Standards of Professional Appraisal Practice.

The subject consists of 36.50 acres of industrial land located on the southeast side of Northwest Bascom Norris Drive, 0.15 miles south of Northwest Lake Jeffery Road in northern Lake City. The southern boundary of the subject is a CSX rail line and a rail spur which serves an adjoining site operated by New Millennium Building Systems. The property is mostly cleared and contains a downward sloping topography from the northern boundary to the southern boundary.

A survey depicting the property boundaries was not available as of the date of value. Based on GIS mapping, a site area of 36.50 acres is determined. Therefore, this appraisal is performed under the extraordinary assumption that the boundaries delineated in this appraisal reasonably reflect the area which would be depicted by a survey. Should a survey be completed subsequent to the completion of this appraisal delineating boundaries contrary to those considered in this appraisal, the appraiser reserves the right to reconsider the opinion of value. The client and intended users are cautioned that the use of an extraordinary assumption has the potential to impact the conclusion of value.

Columbia County, Florida
Economic Development Department
September 22, 2017
Page 2

The market value of the **fee simple interest** in the herein described property, as of September 19, 2017, subject to conditions stated in the attached report, is:

SEVEN HUNDRED THIRTY THOUSAND DOLLARS
(\$730,000)

This letter must remain attached to the included report, which contains 50 pages plus related addenda, in order for the opinion of value to be considered valid.

Thank you for this opportunity to be of service.

Respectfully submitted,

CANDLER, MOSES & ASSOCIATES



Jordan Chase Moses
State-Certified General
Real Estate Appraiser RZ3672

17-435

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PART I - INTRODUCTION

CERTIFICATION

The following certification is based on guidelines set forth by the State of Florida and the Appraisal Institute. I certify that, to the best of my knowledge and belief:

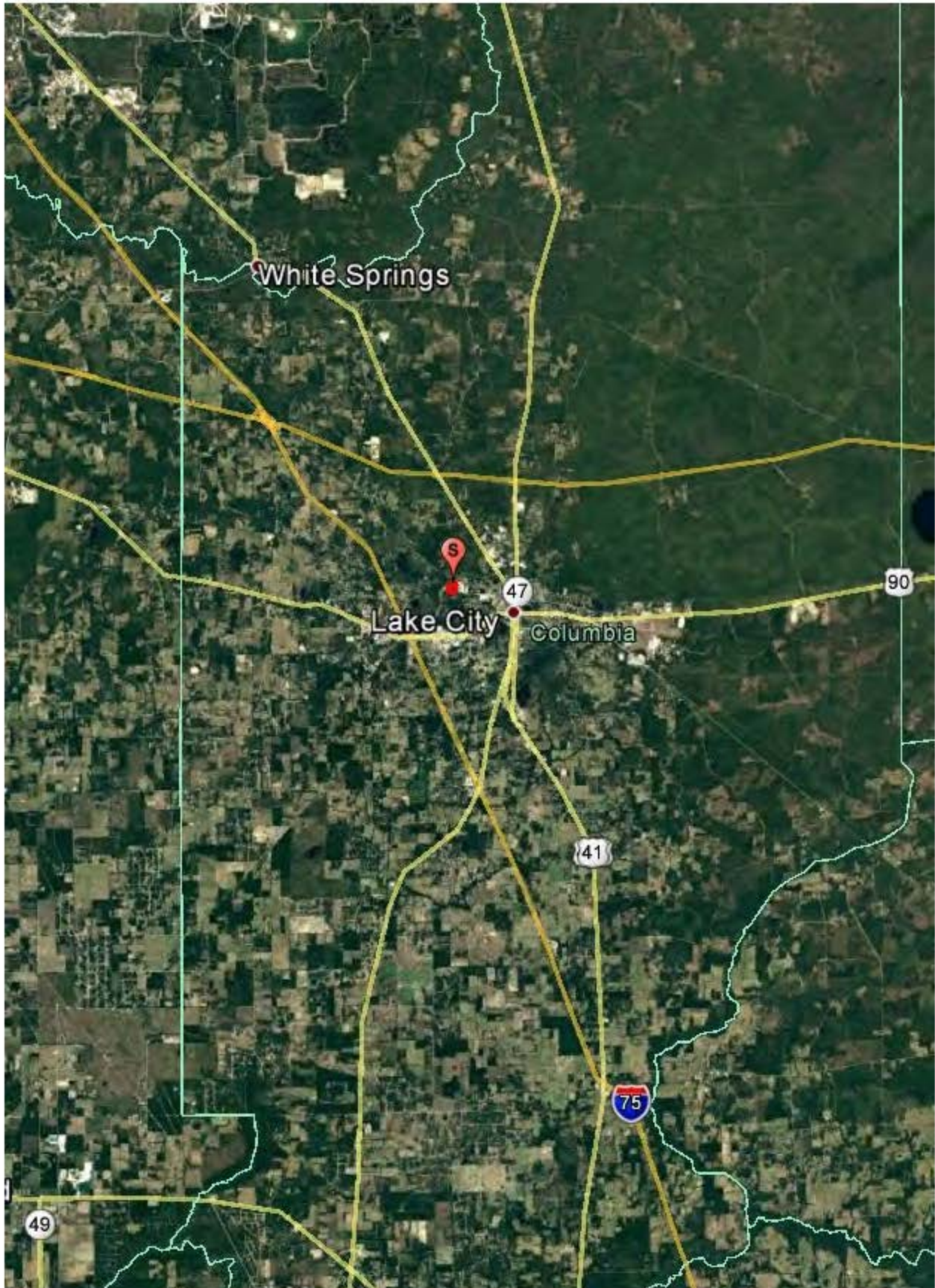
- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute.

Signed: _____

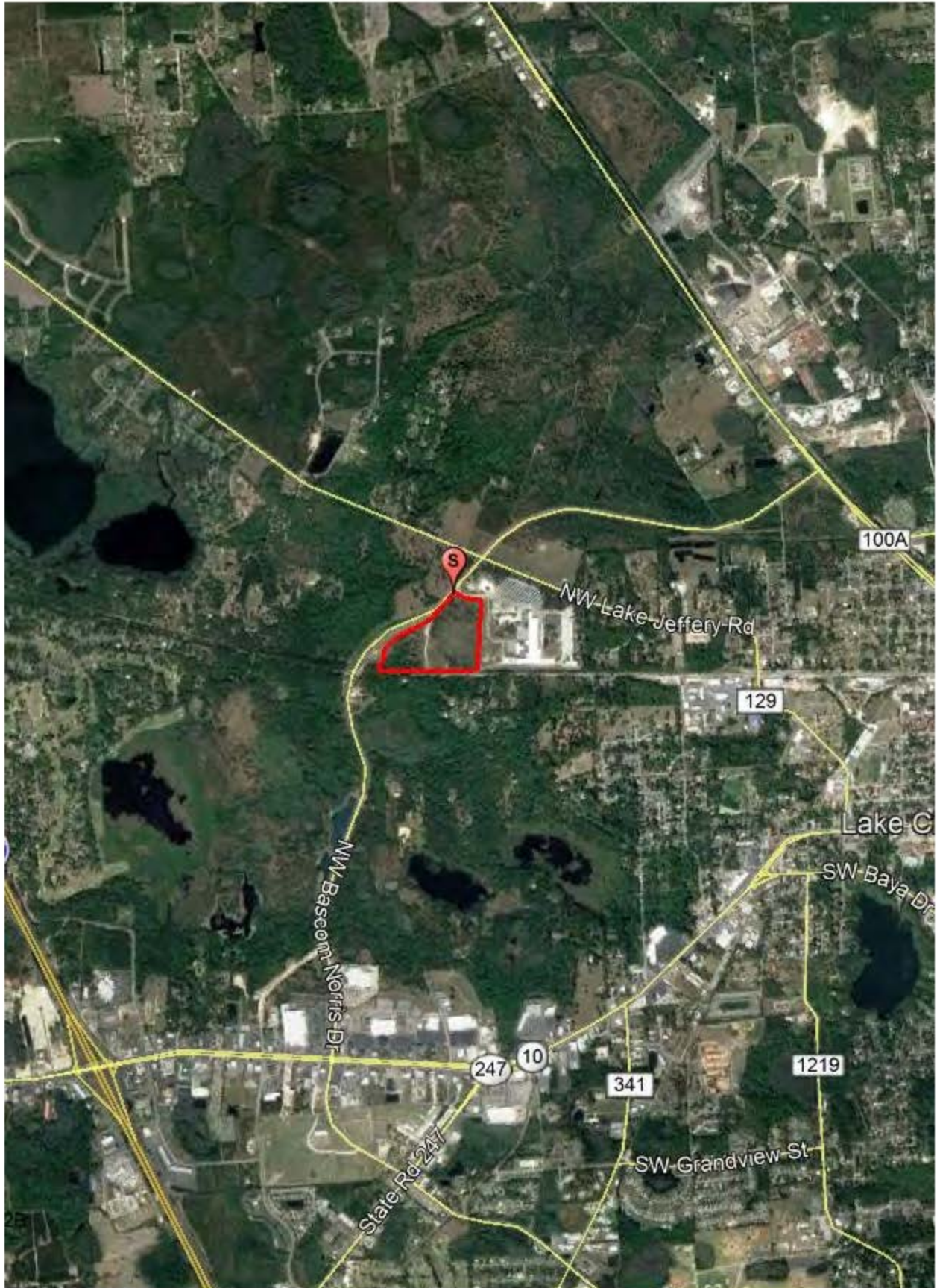


Jordan Chase Moses
State-Certified General
Real Estate Appraiser RZ3672

AREA LOCATION MAP



NEIGHBORHOOD LOCATION MAP



SATELLITE IMAGERY





View Southwest Along Northwest Bascom Norris Drive, Subject on Left



View Northeast Along Northwest Bascom Norris Drive, Subject on Right



View of Subject from Northwest Bascom Norris Drive



View of Subject from Northwest Bascom Norris Drive



View Along Subject's Eastern Boundary



Interior View of Subject, Wetland Area to Left



Abandoned Retention Area on Subject



Sewer Lift Station Located on Subject



View of CSX Rail Road Track Located on Southern Boundary



View of Rail Spur on Adjacent Site

PART II - SCOPE OF WORK

IDENTIFICATION OF PROPERTY

The subject consists of 36.50± acres of industrial land located on the southeast side of Northwest Bascom Norris Drive, 0.15 miles south of Lake Jeffery Road in northern Lake City. The Columbia County Property Appraiser's Office identifies the property as a portion of Parcel Identification Number 25-3S-16-02277-101.

Legal Description

The subject represents a portion of a larger 51.66 acre parcel and is not legally described in the public records of Columbia County. It is generally described as a portion of Section 25, Township 3 South, Range 16 East, Columbia County, Florida.

Present Ownership and Sales History

The parcel is held under the ownership of Columbia County, Florida, whose mailing address is Post Office Box 1529, Lake City, Florida 32056. No transactions pertaining to the subject were recorded in public records during the past three years. Further, the subject is not known to be listed for sale or subject to any contracts/agreements for deed.

THE APPRAISAL PROCESS

The following discussion of the appraisal (valuation) process is taken directly from the book, *The Appraisal of Real Estate*, Fourteenth Edition, Appraisal Institute:

"The valuation process begins when the appraiser enters into an agreement with a client to provide a valuation service. Generally, the terms of the agreement are satisfied when the appraiser delivers the assignment results (opinions and conclusions) that were agreed upon with the client. The objective of most appraisal assignments is to develop an opinion of market value. The valuation process contains all the steps appropriate to this type of assignment. The model also provides the framework for developing an opinion of other defined values.

The valuation process is accomplished through specific steps. The number of steps followed depends on the intended use of the assignment results, the nature of the property, the scope of work deemed appropriate for the assignment, and the availability of data. The model provides a pattern that can be used in any appraisal assignment to perform market research and data analysis, to apply appraisal techniques, and to integrate the results of these activities into an opinion of defined value. In addition to assisting appraisers in their work, models that apply the valuation process are recognized by the market of appraisal users and facilitate their understanding of appraisal conclusions.

Research begins after the appraisal problem has been identified and the scope of work required to solve the problem has been determined. The analysis of data relevant to the problem starts with an investigation of trends observed at the market level: international, national, regional, or neighborhood. This investigation (i.e., the market analysis) helps the appraiser understand the interrelationships among the principles, forces, and factors that affect real property value in the specific market area. Research also provides raw data from which the appraiser can extract

THE APPRAISAL PROCESS (Continued)

quantitative information and other evidence of market trends. Such trends may include positive or negative percentage changes in property value over a number of years, the population movement into an area, and the number of employment opportunities available and their effect on the purchasing power of potential property users.

In assignments to develop an opinion of market value, the ultimate goal of the valuation process is a well-supported value conclusion that reflects all of the pertinent factors that influence the market value of the property being appraised. To achieve this goal, an appraiser studies a property from three different viewpoints, which are referred to as the approaches to value.

- In the cost approach, value is estimated as the current cost of reproducing or replacing the improvements (including an appropriate entrepreneurial incentive or profit), minus the loss in value from depreciation, plus land value.
- In the sales comparison approach, value is indicated by recent sales of comparable properties in the market.
- In the income capitalization approach, value is indicated by a property's earning power, based on the capitalization of income.

Traditionally, specific appraisal techniques are applied within the three approaches to derive indications of real property value. One or more approaches to value may be used depending on which approaches are necessary to produce credible assignment results, given the intended use. The three approaches are interrelated. Each requires the gathering and analysis of data that pertains to the property being appraised.

From the approaches applied, the appraiser develops separate indications of value for the property being appraised. To complete the valuation process, the appraiser integrates the information drawn from market research, data analysis, and the application of the approaches to reach a value conclusion. This conclusion may be presented as a single point estimate of value or, if the assignment permits, as a range within which the value may fall (or as a point referenced from a benchmark). An effective integration of all the elements in the process depends on the appraiser's skill, experience, and judgment." A report of the appraiser's findings and conclusions (verbal or written) is ultimately submitted to the client.

METHOD OF APPRAISAL

The Appraisal Process identified the three standard approaches to value: Cost Approach, Sales Comparison Approach, and Income Capitalization Approach. As discussed, the applicability of the approaches depends on the character of the property and the availability of market data.

The subject, as vacant, has been valued under highest and best use as vacant.

Method of Appraisal - Land

It is customary in the current market to use the Sales Comparison Approach for land valuation when adequate comparable data are available for analysis. Sufficient recent comparable land

METHOD OF APPRAISAL (Continued)

sales were found for a reliable Sales Comparison Approach. A detailed analysis of this approach is provided in a subsequent section of this report.

The Cost Approach utilizes land value in connection with a cost-depreciation analysis for real property improvements. Since no improvements are a part of this land analysis, this approach was not applicable.

The Income Capitalization Approach requires sufficient income and expense data from reasonably comparable properties in the market. Such information was not available for the analysis of the subject. In addition, the market does not customarily use the Income Capitalization Approach to value just land. As a result of these factors, this approach was also not applicable.

EXTENT OF PROPERTY INSPECTION AND DATA COLLECTION

The subject was physically inspected on September 19, 2017. An inspection was made of the subject neighborhood and surrounding area, and information was gathered regarding land development and potential projects that may affect the market value of the subject parcels. Data was gathered on the subject in relation to site characteristics, applicable zoning and land use issues, available utilities, flood zone information, tax data, sales history, etc.

ASSIGNMENT ELEMENTS

Client/Intended User and Intended Use of Appraisal

This appraisal report is intended to be used as an aid in determining the market value of the fee simple interest in the subject by the client, the Columbia County, Florida Economic Development Department, and the intended users, Columbia County, Florida Economic Development Department and the Columbia County Board of County Commissioners. No other intended users are known or presumed in this analysis.

Type and Definition of Value

This appraisal estimates the *market value* of the *fee simple interest* in the herein described property. The estimate of value is subject to any existing leases, customary cash-equivalent financing available in the market, and any easements located on the property.

This appraisal is based on the definition of market value set forth by the Office of the Comptroller of the Currency in 12 CFR Part 34.42g:

Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting

ASSIGNMENT ELEMENTS (Continued)

prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in US dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

A *fee simple interest* is absolute unencumbered ownership subject only to public and semipublic limitations of eminent domain, escheat, police power, and taxation. As previously discussed, the herein estimated value is also subject to customary cash-equivalent financing, and any easements. Any easements are described in subsequent sections of this report.

A *leased fee interest* is a fee simple interest subject to one or more long term leases. The subject is not leased, therefore, a *fee simple interest* is considered in this appraisal.

Exposure Time

The Dictionary of Real Estate Appraisal, Fifth Edition, by the Appraisal Institute, defines exposure time as “The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market.” Exposure time is always presumed to occur prior to the effective date of the appraisal. The overall concept of reasonable exposure encompasses not only adequate, sufficient and reasonable time but also adequate, sufficient and reasonable effort. Given the subject’s location, age, and condition, an exposure time of 24 months is determined.

Effective Date of Appraisal

Based on conversations with the client, the intended use of the appraisal, and the type of value being sought, the effective date of this appraisal is September 19, 2017, the date of inspection of the subject.

Relevant Characteristics of the Subject

The subject consists of 36.50 acres of industrial land located on the southeast side of Northeast Bascom Norris Drive, 0.15 miles south of Northwest Lake Jeffery Road in northern Lake City. The southern boundary of the subject is a CSX rail line and a rail spur which serves an adjoining site operated by New Millennium Building Systems. The property is mostly cleared and contains a downward sloping topography from the northern boundary to the southern boundary. Characteristics of the subject that are pertinent to its valuation include, but are not limited to the size and shape of the tract, topography, road and rail frontage, zoning, location in a desirable area of Lake City, utility easements located on the site, and the extraordinary assumption upon

ASSIGNMENT ELEMENTS (Continued)

which this appraisal is based. All these factors are pertinent in the valuation of the subject and are considered throughout this report.

Assignment Conditions

The following items are based on guidelines from the Appraisal Institute. This appraisal is subject to the following assumptions and limiting conditions.

Standard Assumptions and Limiting Conditions

1. The legal description provided to the appraiser and used in this report is assumed to be correct.
2. This appraisal covers the property as described in this report, and the areas and dimensions as shown herein are assumed to be correct. No survey of property has been made by the appraiser and no responsibility is assumed in connection with such matters. The sketches in this report are included only to assist the reader in visualizing the property.
3. No responsibility is assumed for matters of a legal nature affecting title to the property nor is an opinion of title rendered. The title is assumed to be good and merchantable.
4. Information furnished by others is assumed to be true, correct, and reliable. A reasonable effort has been made to verify such information; however, no responsibility for its accuracy is assumed by the appraiser.
5. All mortgages, liens, encumbrances, easements, leases, and servitudes have been disregarded unless so specified within the report. The property is appraised as though under responsible ownership and competent management and under customary available mortgage financing.
6. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures (including termites) which would render it more or less valuable. No responsibility is assumed for such conditions or engineering which may be required to discover such factors.
7. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless non-compliance is stated, defined, and considered in the appraisal report.
8. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non-conformity has been stated, defined, and considered in the appraisal report.
9. It is assumed that all required licenses, consents, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
10. It is assumed that the utilization of the land and improvements is within the boundaries of the property lines of the property described and that there is no encroachment or trespass unless noted within the report.
11. The appraiser will not be required to give testimony or appear in court because of having made this appraisal, with reference to the property in question, unless arrangements have previously been made therefore.
12. Possession of this report, or copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is

ASSIGNMENT ELEMENTS (Continued)

- addressed without the written consent of the appraiser, and in any event, only with proper written qualification and only in its entirety.
13. Disclosure of the contents of this appraisal report is governed by the By-Laws and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report, or copy thereof, shall be conveyed to the public through advertising, public relations, news, sales, or any other media without written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organization of which the appraiser is a member be identified without written consent of the appraiser.
 14. Unless otherwise stated in this report, this appraisal does not address or consider any value that would be attributable to any minable subsurface minerals or mineral rights that may be applicable to the subject.
 15. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on, under, or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, ureaformaldehyde foam insulation, subsurface contaminants, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on, under, or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
 16. "Radon is a naturally occurring radioactive gas that, when it has accumulated in a building in sufficient quantities, may present health risks to persons who are exposed to it over time. Levels of radon that exceed federal and state guidelines have been found in buildings in Florida. Additional information regarding radon and radon testing may be obtained from your public health unit." This appraisal presumes no presence of radon gas.
 17. Any special assumptions and limiting conditions pertaining to the subject are provided below.

Extraordinary Assumptions, Hypothetical Conditions and Supplemental Standards

1. A survey depicting the property boundaries was not available as of the date of value. Based on GIS mapping, a site area of 36.50 acres is determined. Therefore, this appraisal is performed under the extraordinary assumption that the boundaries delineated in this appraisal reasonably reflect the area which would be depicted by a survey. Should a survey be completed subsequent to the completion of this appraisal delineating boundaries contrary to those considered in this appraisal, the appraiser reserves the right to reconsider the opinion of value. The client and intended users are cautioned that the use of an extraordinary assumption has the potential to impact the conclusion of value.

PART III - PRESENTATION OF DATA

COLUMBIA COUNTY AREA ANALYSIS

Columbia County is located in the North-Central section of Florida. Jacksonville lies approximately 60 miles to the east and Gainesville is located approximately 45 miles south. The State capital of Tallahassee is 100 miles to the west.

Columbia County contains 797 square miles. Among the county's natural resources are the Osceola National Forest, the bordering Suwannee River, and the Ichetucknee River that provides nearly three miles of swimming, tubing, and canoeing.

Social and Economic Considerations

According to the Florida Trend 2017 Economic Yearbook, at the beginning of 2017 the Columbia County population was estimated at 70,306, representing a 3.5% increase from the beginning of 2012. Projected growth rates for 2015 to 2019 according to the 2012 Economic Year Book are 4-6%. Columbia County contains two incorporated areas: Lake City and Fort White. According to the 2010 Census, the City of Lake City had an estimated population of 12,046, while the Town of Fort White had a population of approximately 567.

The 2017 county population density is 88 persons per square mile (797 square miles) with the majority of the population centered in and around the area's incorporated cities. There is a relatively equal distribution of population among the various age groups with the greatest percentage in the 25-44 year-old age bracket (28%). The remaining age brackets are ranked as follows: under 18 (25%), 45-64 (24%), 65+ (14%) and 18-24 (9%).

Selected Economic Indicators

In addition to general population growth, per capita personal income has grown and is expected to continue to grow. The 2017 study revealed a per capita personal income of \$32,441 representing an 13.9% increase from 2013.

Development in the county has been stable with a lull during 2009 and 2010. Recent construction in Lake City Includes the Lake City Commons (2008), an 83,000 square foot shopping center anchored by a Publix supermarket and located along the north side of US Highway 90, just east of the Home Depot store. Lake City Commons also includes several strip retail units and three outparcels. Additional expansion of Lake City Commons was completed in September 2011 with the addition of a PetSmart retail location along with two additional retail spaces. Western expansion of the city is being encouraged by several recent and ongoing projects, including a 28-lot professional/medical office park known as the Cypress Lake Business Park (2008) located at the western edge of the city, the construction of the 61,000 square foot Heritage Oaks shopping center (2008) located at the southeast corner of US Highway 90 and Pinemount Road, and a 94 room multi-story Comfort Suites hotel located within close proximity to Interstate Highway 75 completed in 2008. Retail giant Target located a cold food storage distribution center just north of Lake City on US Highway 41/441. The fully automated facility, an \$85 million investment and Target's first company-owned perishable food distribution center, supports Target Supercenters in Florida and Georgia. Completed in August 2008, the 465,000 square foot operation employs approximately 140 people with an average

COLUMBIA COUNTY AREA ANALYSIS (Continued)

annual wage of \$35,000. Plans were announced in September 2011 to add a second shift in the Spring of 2012 which employed an additional 60 hourly workers and five executives.

In the more recent past, development activity in the US Highway 90 corridor near the Interstate Highway 75 interchange has seen an increase. In September 2012, an aging motel property located on a 2.56 acre parcel on the south side of US Highway 90 was razed to make way for two restaurants. Construction on the buildings that house Olive Garden and Longhorn Steakhouse locations was completed in March of 2013. Also, construction has begun on two large retail developments along US 90. The first is a 16.8 acre development north of the US Highway 90 and State Road 247 intersection by The Hutton Group. This development will be anchored by Hobby Lobby, Dicks Sporting Goods and Ross retail stores. Additional outparcels for the development are expected to be filled with various retail and chain restaurant establishments. The second large retail development is the Gateway Crossing project. This project is a 28.35 acre commercial development on the northwest corner of US highway 90 and Interstate 75 featuring a Hilton Hotel, Circle K Gas Station and a Denny's restaurant. Other recent redevelopment includes, the development of a build to suit two tenant building occupied by a Heartland Dental and Lake City Medical Center in 2014, redevelopment of a mobile home sales office with a multi-tenant building to be occupied by Panera Bread and Mattress Firm and the razing of another older motel for a Panda Express restaurant, both in 2015.

In September 2016, construction completed on US Highway 90 from Northwest Lake City Avenue west to Brown Road commenced to widen the road from two to four lanes of traffic. The \$11,000,000 project includes a raised grass median, underground drainage, and additional turn lanes to support intersecting thoroughfares along the stretch under construction. The project was identified to serve the westward growth of the county and reduce congestion along this corridor.

Development in the Fort White areas has been limited due to the lack of commercial support systems. Recent developments in the area include the North Florida Pharmacy of Fort White (2007), Fort White High School (2000), Fort White Middle School (2008), a Subway restaurant (2008), Fort White Library (2010), and a Family Dollar store (2013) 12 house chicken coop complex (2015).

Lake City and Columbia County also saw substantial residential development prior to the economic downturns. One of the largest residential projects in the Columbia County area is the Preserve at Laurel Lake, located along the west side of County Road 252-B, approximately one-quarter mile south of US Highway 90. The community consists of over 800 lots developed with single family and multi-family residences on over 400 acres, including nearly 90 acres of nature preserve. This subdivision is unique due to an amenities package unlike those provided by other subdivisions in the area. Residents of this subdivision have access to a community pool; volleyball, basketball, and tennis courts; play and picnic areas; an R/V and boat parking area; and a clubhouse. This subdivisions first phase of development contains 148 lots ranging in size from 0.22 to 0.56 acres, with a median size of 0.25 acres. Infrastructure of this phase was completed in 2007 and lot sales are currently very slow totaling less than 20% of the available lots as of April 2012. Due to the economic conditions, the financial feasibility of this

COLUMBIA COUNTY AREA ANALYSIS (Continued)

development suffered and the developers resorted to selling the undeveloped phases to investors in an effort to reduce holding costs. In August of 2013 the 114 remaining undeveloped lots were purchased in a bulk sale by a local developer for \$963,500 and all remaining undeveloped phases were also sold to local investors and developers.

Another large scale development in the southern portion of the county is The Oaks of Lake City. The Oaks consists of 236 one to five acre lots situated on a 1,222 acre site in southern Columbia County. In addition, the community provides a 33 stall barn; competition-quality riding arenas, including a covered arena; a cross country course designed by David O'Connor; competition-quality dressage arena, hunter/jumper ring, and covered round pen; more than 15 miles of looped riding trails; multiple equestrian park-like open spaces associated with each neighborhood within the community; and equestrian programming to serve all riding disciplines.

Commercial office subdivisions have seen increases in sales and development over the past several years. Stonegate Park is located on the south side of US Highway 90, just west of Interstate Highway 75 and has sold nine of twelve lots but has remained inactive since 2008. A three-acre lot in the aforementioned Cypress Lake Business Park, located at the western edge of Lake City, was developed with a 17,500 square foot Orthopedic Institute. With the recent widening of State Road 247, professional office parks along the road, such as Perimeter Park, have seen increased demand, as well. The majority of Perimeter Park's nine lots remained undeveloped between its opening in 2003 and the completion of the road widening in 2006. Since that time, good quality developments were constructed on the majority of the lots.

In August 2010 state and local officials announced plans to develop a 500-acre industrial site linked by nearby rail and highways to Florida ports to take advantage of the expected increase in goods to flow to and from the Panama Canal, which is being widened to allow for larger cargo ships. The "Inland Port" site is currently timberland owned by Weyerhaeuser and is located east of Lake City on U.S. 90, along an east-west CSX rail line and near a north-south running Norfolk Southern rail line, just miles from interstates 10 and 75, 65 miles from the Port of Jacksonville, and next to Lake City Municipal Airport. It is also adjacent to Florida Gateway College, formerly Lake City Community College, which houses the state's Banner Center for Logistics and Distribution.

Employment

In Columbia County, the largest employer is the Columbia County School System with approximately 1,373 employees. The VA Medical Center is the second largest, followed by HAECO, Florida Department of Corrections, Sitel, Potash Corp of White Springs, Wal-Mart Supercenter, Shands at Lakeshore, First Federal Bank of Florida, S&S Food Stores, Columbia County Government, Rountree Moore Auto Group, Anderson Columbia Company, Inc., Lake City Medical Center, Target and the City of Lake City.

Sitel, a Nashville based global technical provider for acquisition and sales, back office services, tech support, and customer care recently announced the addition of 210 full-time positions at the Lake City location in January 2012. As of 2016, Sitel employs around 556 people.

COLUMBIA COUNTY AREA ANALYSIS (Continued)

Hunter Panels, a Portland, Maine based manufacturer of insulated roofing panels employs 53 individuals in its 200,000 square foot, \$11 million facility completed in 2004.

In 2014 HAECO acquired TIMCO and took over their Lake City operation in the Lake City Gateway Airport. HAECO announced in July of 2016 plans to expand their facility and add an additional 400 jobs to the existing operation. HAECO currently employs 630 full time personnel in Lake City making them the third largest employer in Lake City Florida.

United States Cold Storage completed construction on a 188,000 square foot (5.2 million cubic foot of storage) refrigerated distribution center in 2008. As of December 2010 the center had created 25 jobs.

In Columbia County alone, the labor force is estimated at 30,246. According to the most recent unemployment statistics released by the Florida Department of Economic Opportunity, the August 2017 unemployment rate for Columbia County is estimated at 4.2%, which is down from 4.4% last month, and down significantly from 4.9% the same time last year. The unemployment rate for Columbia County is the same as the statewide average and slightly below the national average of 4.5%.

Transportation

Rail services are provided to the area by the CSX Transportation Company and by Norfolk-Southern. Railroads provide an important function for many industries of the area, especially those in forestry related businesses and phosphate mining. Additional transportation services are provided by bus lines, various trucking companies, and numerous overnight parcel delivery companies. Columbia County contains the Lake City Gateway Airport (formerly Lake City Municipal Airport) with two runways, one at a length of 8,003 feet and width of 150 feet and the smaller runway with a length of 4,001 feet and width of 75 feet. The larger runway is capable of supporting aircraft up to 250,000 pounds. Lake City Gateway Airport was recently remodeled with a 6,000 square foot General Aviation Terminal addition which was completed in September 2011 and a new taxiway. The new terminal improves automobile and aircraft parking facilities, created more space for pilot lounges, flight planning areas, community conference rooms, and space for airport ground support as well as administrative staff and personnel. The Gateway airport as of May 2016 completed the long awaited service taxiway to support the main service runway, allowing a much higher traffic rate for incoming and outgoing air service. The Jacksonville International Airport is located approximately 60 miles to the east of Lake City, and the Gainesville Airport is 45 miles to the south.

Governmental, Environmental, and Locational Characteristics

The area has a typical balance (compared to similar rural communities) of industrial centers, commercial districts, residential neighborhoods, apartments, churches, schools, universities, medical facilities, and park areas. Columbia County and Lake City still has substantial land for development, particularly in the outlying county areas. Remaining growth and redevelopment of older properties are occurring at mixed rates. Other parts of the county that are less built up are growing at slow rates because of the current depressed local, state and national economy.

COLUMBIA COUNTY AREA ANALYSIS (Continued)

Local governments are run by both elected and appointed officials. Both spending and taxation are reviewed annually. The current level of assessments and taxes is well within the reasonable guidelines established by the state. Homestead exemption of up to \$50,000 is available for permanent residents and up to a 4% discount is available for early payment of taxes. A big drawing power to the state and area is that there are still no state or local personal income taxes.

Services provided by local governments include public water and sewer, police and fire protection, zoning and building regulations, and other administration. Trash collection is divided between city governments and private contractors.

Other utilities of the area include: electricity from Florida Power and Light Company, Florida Power Corporation, Suwannee Electric Cooperative, and Clay Electric Cooperative; telephone service from Southern Bell, Alltel, and Comcast; and piped natural gas from Lake City (distributor), and the Florida Gas Transmission Company (supplier). Most neighborhoods have adequate utilities and public services, however, the more outlying areas have inferior utilities and public services and use private wells and septic systems.

Medical

Columbia County contains two hospitals with 203 total beds, two emergency centers, the VA Medical Center with 107 beds, one VA nursing home with 200 beds, and three private nursing homes with 275 beds. Shands at Lake Shore Regional Medical Center recently underwent a multi million dollar renovation following a 60% partnership acquisition in late 2010 by Health Management Associates which owns or operates 71 hospitals. Renovations were completed in late 2013 and included improved dining areas, meeting facilities, and upgrades to hospital infrastructure. In July of 2013 HMA announced they had entered into a merger agreement in which Community Health Systems would acquire HMA in a deal totaling \$7.6-billion.

Summary

These and other statistics indicate a continuance of variable population and income growth, and a good base for reasonable demand in most sectors of the real estate market.

In conclusion, the long-term outlook appears to be continued growth of population, employment, and income. Property values and demand are expected to exhibit mixed trends as the various market factors interact. Different areas will be growing at different rates depending on availability of land, supply and demand, and other factors.

NEIGHBORHOOD ANALYSIS

The subject is located on the southeast side of Northwest Bascom Norris Drive, 0.15 miles south of Northwest Lake Jeffery Road. Bascom Norris Drive is a two-lane asphalt paved secondary thoroughfare that carries traffic north from US Highway 90 and the main shopping/commercial district of Lake City to the more residentially oriented areas of the city and county. The subject is located 1.75 miles north of US Highway 90 near its intersection with Northwest Lake Jeffery Road. Bascom Norris Drive continues in a north/easterly direction to its intersection with US Highway 41 in an industrial district where it jogs south and continues east and southerly to an eventual terminus at US Highway 90 on the east side of town. The roadway was designed and constructed in an effort to alleviate traffic congestion on some segments of US Highway 90 and provide a “bypass” to those individuals traveling from the northern parts of the city into the main shopping district.

Northwest Lake Jeffrey Road (County Road 250) is one of the primary thoroughfares through the subject neighborhood and in northern Lake City/Columbia County. The highway extends north/northwest from its intersection with US Highway 90 (approximately two miles southeast of the subject property) through the subject neighborhood. To the north and west of the subject, the road extends through some of the more outlying residential neighborhoods of northern Lake City before turning to the west/southwest and traveling through some of the more remote areas of northwestern Columbia County and reaching its western terminus in the Town of Wellborn in eastern Suwannee County.

The subject is bordered to the north/east by New Millennium Building Systems, a steel joist and decking manufacturing facility with over 250,000 square feet of manufacturing space which was constructed on 2005 on a 70 acre site with rail access. To the north/west, across Bascom Norris Drive, is a 78 acre vacant industrial tract. The subject is bordered to the south by a CSX rail line. South of the rail line, improved properties are predominantly residential in nature with commercial uses in close proximity to US Highway 90.

The subject neighborhood is described as the industrial sector of northwest Lake City. It is generally bound to the west by Interstate Highway 75, to the South by US Highway 90, and to the east by Marion Avenue/US Highway 441. This designates a mixed industrial and heavy commercial area of Lake City/Columbia County which benefits from its proximity to three US highways, two interstate highways, and multiple rail lines. Compatibility of land use patterns, and an area within which similar properties are subject to similar influences on value are the reasons for this delineation.

For the vicinity surrounding the subject neighborhood, commercial businesses are generally located at major intersections and along the major thoroughfares including US Highways 90, 41 (Main Boulevard), and 441 (Marion Avenue). The neighborhoods surrounding these thoroughfares contain a mix of established single family residential subdivisions and other residential developments. Overall, the area has a reasonable compatibility among uses, adequate access, utilities and public services, and a reasonable conformity between zoning and land use designations.

The subject neighborhood generally has adequate access, utilities and public services. For the vicinity surrounding the subject neighborhood, rural residential, commercial, and industrial land uses are predominant. Overall, the area has a reasonable compatibility among uses, adequate access, and a reasonable conformity between zoning and land use designations.

NEIGHBORHOOD ANALYSIS (Continued)

The subject neighborhood should see continued growth of population and development as the trend of homeowners and retirees seeking a more rural atmosphere continues to increase as the population of the State of Florida increases. The economic condition of the neighborhood is adequate to support the allowable uses. These conditions are expected to continue into the future.

In summary, the subject neighborhood has reasonable compatibility within itself and with the subject, and has no apparent adverse influences for the subject under highest and best use. Overall, the neighborhood is considered to provide reasonable supporting characteristics for utilizing the subject under its highest and best use.

SITE ANALYSIS

Physical Characteristics

Size: 36.50 acres (GIS Mapping)

Shape: Irregular, see included satellite imagery for a visual representation.

Topography: Gently downward sloping topography from the north to the south. The site lies below the grade of the adjoining roadway. A review of the National Wetland Inventory, prepared by the U.S. Fish & Wildlife Service indicated the present of significant probable jurisdictional wetlands on the property. However, conversations with representatives of Columbia County indicated that during prior site engineering in conjunction with the construction of Bascom Norris Road, that no wetlands were found on the eastern area of the subject as indicated by mapping. An area located in the southwest corner of the site containing 1.6 acres was confirmed to contain wetlands.

Vegetation: The subject is mostly cleared with a few mature hardwoods scattered across the site and surrounding the wetland area.

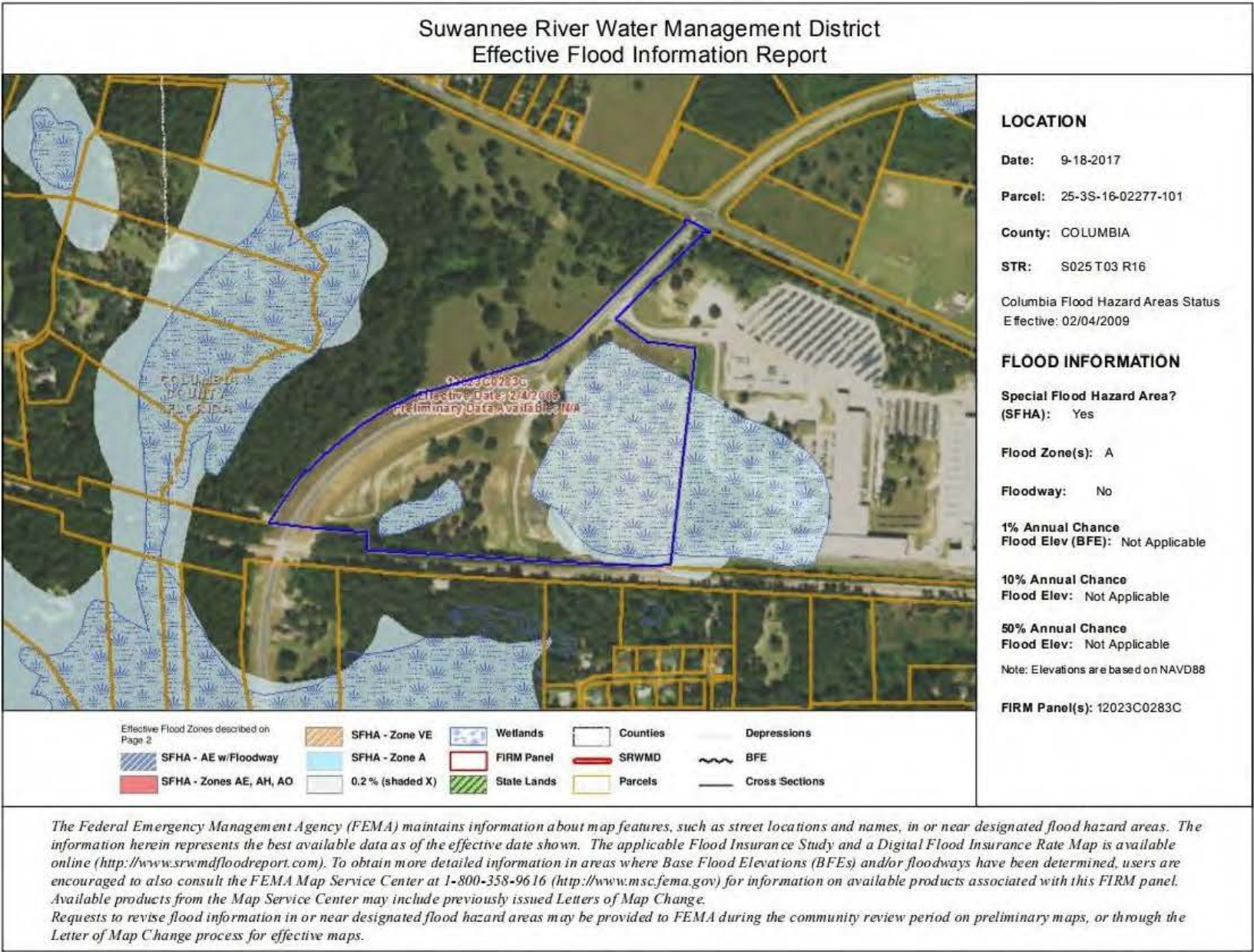
Soil Conditions: The site is presumed to have an adequate load-bearing capacity for development purposes. No surface or subsurface hazardous materials or other contaminants are presumed on or in the site. However, engineering test borings were not performed by the appraiser and no warranties are given by the appraiser concerning engineering of the site.

Flood Map Classification: According to Federal Emergency Management Agency Flood Map# 12023C0283C, dated February 4, 2009, a large portion of the subject is located within Flood Hazard Zone A, a special flood hazard area subject to inundation by the one-percent annual chance flood (100-year flood). However, conversation with county representative has indicated only limited flood prone areas have been located on the site which are associated with the wetland area in the southwest corner of the site. The balance is located within Flood Hazard Zone X, a designated non-flood hazard area. Zone X is the area determined to be outside the 500-year flood plain. Insurance purchase is not required in Zone X. A map illustrating the extent and location of flood zones on or near the parcel is provided on the following page.

Drainage: The subject is considered to have adequate drainage under normal conditions. Surface runoff travels mainly to the lower lying areas at the southern end of the parcel. A retention basin is located along the southern boundary of the subject. It is associated with the original location of Bascom Norris Drive which was relocated subsequent to the construction of the retention area due to topographical issues south of the rail road tracts. According to a county representative, this retention basin is abandoned and can be removed or relocated if desired.

Access

The subject gains access via 600'± of frontage along the east side of Northwest Bascom Norris Drive, a paved two lane thoroughfare. The subject also benefits from 1,200'± feet of frontage on a CSX rail line. A rail spur extends along the eastern one-third of the subject's frontage to a site adjoining the eastern boundary of the subject.



SITE ANALYSIS (Continued)

Utilities and Public Services

Municipal water and sewer are available to the site. Electricity and telephone service is available. Columbia County provides police and fire protection. The aforementioned utilities and public services are adequate for the subject under highest and best use.

Easements and Other Restrictions

The subject is encumbered by multiple utility easements. A powerline easement is located along the southern boundary of the property but is not considered to have an impact on value. An easement for a sewer line which connects to a lift station located near the southern boundary of the subject bisects the property. The sewer line was located along the original route for Bascom Norris Drive, which was subsequently shifted west to its current location as a result of topographical issues located south of the rail line. According to a county representative, no permanent structures can be constructed on the easement area. However, storage, parking, and other temporary uses are permitted. The potential for relocating the easement and infrastructure exists but cost estimates were unknown as it would be based on what materials could be salvaged and where the relocation would occur. No other easements or other restrictions are known or presumed in this analysis having an adverse affect on market value.

Leases and Other Encumbrances

None

Site Improvements

None

Zoning and Land Use Plan

The reported zoning of the subject property is “I”, Industrial by Columbia County. This district is intended primarily for manufacturing and closely related uses within designated urban development areas as defined by the County’s Comprehensive Plan. It is intended to preserve such lands for the functions of industrial activity, wholesaling, warehousing, and distribution. Other primary uses include enclosed research facilities; printing facilities; outdoor storage yards; retail establishments for automobiles, automotive parts and equipment, farm equipment, lumber, and building supplies; service establishments catering to commerce and industry, including restaurants, pest control, freight movers, and communication services; service and medical facilities; existing church facilities; existing single/multi-family residences; and other similar uses.

Special exceptions include wrecking yards, junk yards, or yards used for scrap, salvage, second-hand building materials, junk automotive vehicles, or second-hand automotive parts. Other exceptions include bulk storage of flammable liquids, hazardous chemical manufacturing, paper manufacturing, petroleum refining, rendering plants, truck stops, automotive service stations, hazardous waste disposal sites, electric or gas generating plants, asphalt or concrete batching plants, public facilities, public and private technical schools, and other similar uses.

SITE ANALYSIS (Continued)

The requirements and restrictions under the subject's zoning are reasonable and also typical of similar zoning ordinances in other local communities.

For the government body, land use plans serve as generalized guidelines for both current and future development. Items generally included in guidelines are use classifications, use intensity, and preservation areas. The land use plan is generally used in conjunction with existing zoning when a proposed development is being reviewed by the government authority.

The zoning department reported that the zoning designation is in accordance with the future land use designation.

PROPERTY TAX DATA

According to the Columbia County Property Appraiser's Office, the parent parcel of the subject contains the following ad valorem tax information:

2017 Assessed Value						
Parcel #	Land Value	Building	Site Imp.	Total	Millage Rate	Estimated Taxes
25-3S-16-02277-101	\$833,202	\$0	\$0	\$833,202	16.1383	\$13,446.46
Fire Assessment						\$0.00
With 4% discount						\$12,908.60

Taxes are paid on an annual basis and are due in March of the following year. The following discounts are generally available for early payment: November, 4%; December, 3%; January, 2%; February, 1%. Delinquent taxes are assessed penalty charges. On a relative basis, the subject's assessment is considered to be reasonable and in line with the market.

Because the subject is owned by the county, no historical tax payments are available for analysis.

PART IV - ANALYSIS OF DATA AND CONCLUSIONS

HIGHEST AND BEST USE ANALYSIS

The Dictionary of Real Estate Appraisal, Fifth Edition, by the Appraisal Institute, defines Highest and Best Use as follows:

“The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.”

The highest and best use is a 2-fold analysis. The first analysis requires a determination of the highest and best use of the subject as vacant. The second analysis determines the highest and best use of the subject as improved with the existing and/or proposed improvements.

The subject is put to a 4-point test to determine the potential uses in order to estimate the highest and best use. The test requires the highest and best use of the property as vacant to be: legally permissible, physically possible, financially feasible, and that use which results in the greatest return to the real estate. The highest and best use is addressed in the following analysis.

Highest and Best Use of the Property as Though Vacant

Highest and best use of the property as though vacant is defined as follows:

“Among all reasonable, alternative uses, the use that yields the highest present land value, after payments are made for labor, capital, and coordination. The use of a property is based on the assumption that the parcel of land is vacant or can be made vacant by demolishing any improvements.”¹

The highest and best use of the subject as vacant is for any industrial use economically suitable for the property’s size and location along Northwest Bascom Norris Drive and a CSX rail line which conforms to zoning and the immediate subject neighborhood.

Legally Permissible: The first test concerns permitted uses. The subject is zoned I, Industrial by Columbia County. This district is intended primarily for manufacturing and closely related uses within designated urban development areas as defined by the County’s Comprehensive Plan. It is intended to preserve such lands for the functions of industrial activity, wholesaling, warehousing, and distribution. Additional uses may be allowable on site if a zoning change was performed. However, surrounding properties in the subject neighborhood are zoned similarly, and the majority of them are developed with various conforming facilities. Therefore, the subject’s zoning designation is necessary for conforming to the immediate neighborhood. Further, the zoning designation for the subject neighborhood is in accordance with the land use designation. The Columbia County Planning and Zoning Department utilizes Future Land Use Designations as a general guideline of the direction in which certain types of growth will occur in the community. These plans are more permanent in nature and applying for changes to the Future Land Use Plan is a costly and time consuming affair. When a zoning designation is in

¹The Dictionary of Real Estate Appraisal, Fifth Edition (Appraisal Institute: Chicago, 2010), pg. 93.

HIGHEST AND BEST USE ANALYSIS (Continued)

agreement with its land use designation, it is generally not feasible for a potential user to pursue zoning changes.

The subject could be restricted in other areas such as environmental regulations, deed and private restrictions, and building codes. The Suwannee River Water Management District, the Florida Department of Environmental Protection, and the US Army Corps of Engineers, the primary agencies overseeing wetland regulation in the subject area, tend to highly discourage development in wetland areas. Zoning regulations placed on flood zone areas may also restrict development options. Since the subject contains areas of probable jurisdictional wetlands and other flood prone areas, adverse affect from environmental regulations is considered. Finally, through discussions with local property owners, government officials, and participants in the market, no further limitations via building codes and/or private or deed restrictions were noted.

Based on the discussions presented above, the legally permissible uses of the subject site are governed by the current zoning designation and environmental regulations, which allows a wide variety of possible uses.

Physically Possible: The next constraint imposed upon a possible use of a property is dictated by the physical aspects of the site itself. The size, shape, location and topography limit the uses for which a site may be developed.

In general, the larger the site, the greater its potential to achieve flexibility of development. The subject contains 36.50± acres and is irregular in shape. The size is adequate to support many of the uses allowed by zoning and the irregular shape does not adversely affect its potential uses. The subject obtains good access from its location along the east side of Northwest Bascom Norris Drive and benefits from good access to a CSX Rail line.

The site is presumed to have an adequate load-bearing capacity for development purposes. This is supported by a cursory review of the soil survey maps of Columbia County (prepared by the United States Department of Agriculture, Natural Resources Conservation Service) and by Columbia County flood insurance rate maps, which indicates the majority of the subject is comprised of uplands and is located outside of flood hazard areas. The gently sloping topography may also require additional site work an engineering for development and to utilize the potential for rail access. Therefore, adverse impact from topography is considered limited. Based on the physical attributes of the subject, it is well suited for industrial use.

Financially Feasible: The above analyses of the legally permissible and physically possible uses of the subject site have eliminated some possible uses from consideration. Next, uses deemed permissible and possible must be analyzed for financial feasibility. In order for a potential use to be financially feasible, “it must be able to produce a positive return to the land after considering risk and all costs to create and maintain the use”.²

To determine financial feasibility, the appraiser must perform a financial analysis which “will determine which uses are likely to create a value or result in a profit equal to or greater than the

²The Appraisal of Real Estate, Fourteenth Edition (Appraisal Institute: Chicago, 2013), p. 341

HIGHEST AND BEST USE ANALYSIS (Continued)

amount needed to develop and market the property.”³ The calculation of a potential use’s mathematical financial feasibility goes beyond the scope of this appraisal analysis. Based on a preliminary analysis, those uses which have a reasonable probability of being feasible are provided below.

As described in the Neighborhood Analysis section of this report, the property is located in an area of just north of Lake City oriented toward industrial development with additional residential uses surrounding the neighborhood. The adjoining property to the east is developed with a large scale manufacturing facility and surrounding properties are primarily developed with residential uses. Most legally permissible and physically possible uses for the subject site that conform to the surrounding neighborhood could be expected to generate positive returns if properly developed and managed.

Maximally Productive Development: The maximally productive development of the subject, as vacant, is governed by the subject’s legally permissible, physically possible and financially feasible uses. “Of the financially feasible uses of the land as though vacant, the highest and best use is the use that produces the highest residual land value all else being equal.”⁴

Again, the calculation of a property’s mathematical highest and best use goes beyond the scope of this appraisal analysis. Based on preliminary analysis, those uses which have a reasonable probability of being the highest and best use are any industrial uses economically suitable for the property’s size and location along Northwest Bascom Norris Drive and a CSX rail line which conforms to zoning and the immediate subject neighborhood.

³Ibid, p. 341

⁴Ibid, p. 343

SALES COMPARISON APPROACH TO LAND VALUE

The Sales Comparison Approach is a method whereby the appraiser estimates value by comparing the subject to similar properties which have recently sold. Adjustments are then considered for various applicable factors.

An extensive search was made of comparable land sales in Columbia County and similar areas of north Florida and south Georgia. It was the objective of the appraiser to find comparable land sales similar in size and with a similar highest and best use. Investigation of each sale included an examination of available public records for property data and indicated recorded instruments, an on-site inspection, and, when possible, confirmation of sales price, terms, and arm's length conditions with either the buyer, seller, or agent. Each of the sales was then compared to the subject in an effort to derive a market value indication. The time period for data investigation included the seven years prior to the date of appraisal. Sources used to collect and verify data included public records, governmental agencies, market participants, and various other sources as required. Those sales providing the best degree of comparison are outlined on the following pages.

Sale Price: \$323,400

Terms: Cash to seller with no effect on sale price.

COMPARABLE LAND SALE 1 (Continued)

Conditions of Sale: Arm's length; no unusual motivation on the part of the grantor or grantee.

Verification: Mr. Glen Fiorello, representative of grantee, on July 22, 2013 by Chase Moses of Candler Appraisal Services, Inc.

Orientation/Access/Exposure: Corner; Approximately ¼ mile of frontage along the west side of Northwest 27th Avenue and approximately 350 feet of frontage along the north side of Northwest 21st Avenue.

Frontage/Depth Ratio: Not applicable due to irregular shape, adequate for development.

Shape: Irregular/rectangular

Topography/Flood Zones/Wetlands: Level and lying at the grade of the adjoining roadways. No flood zones or wetlands are located on the property.

Vegetation: Partially wooded.

Utilities: All public utilities available.

Stormwater Retention: On-site

Easements: None known having an effect on value.

Zoning/Land Use: M1, Light Industrial by Marion County, Florida

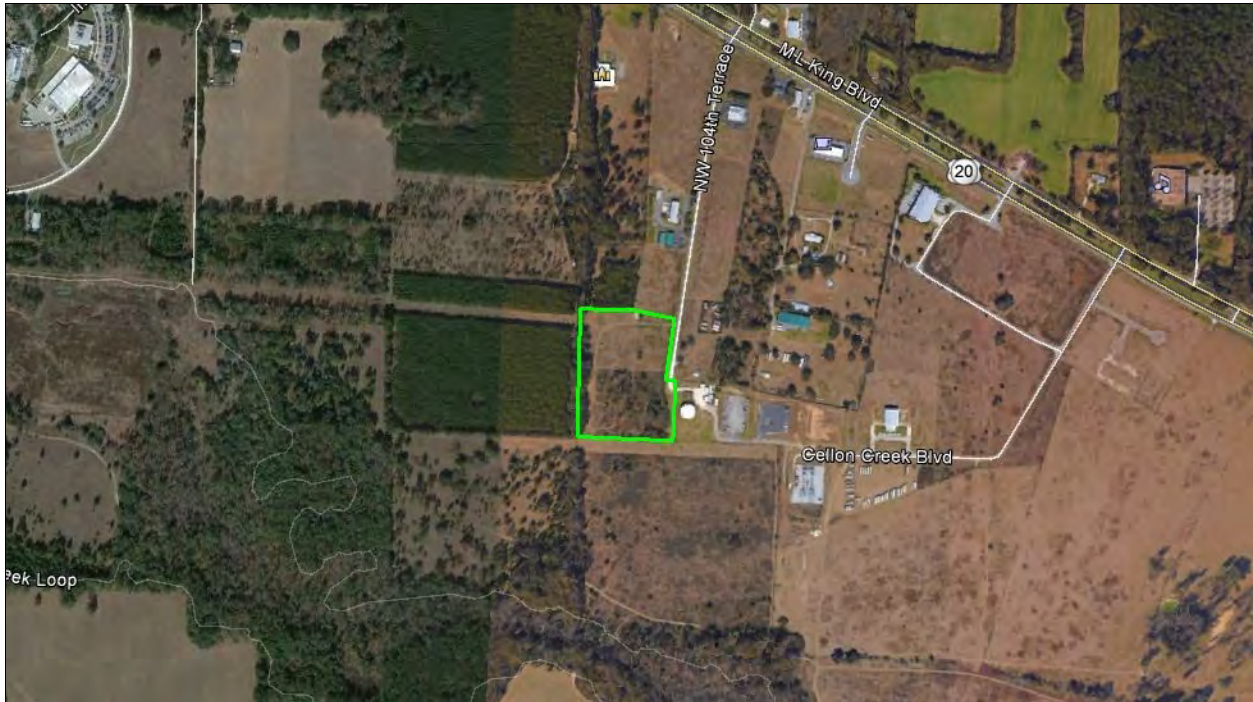
Use at Time of Sale: Vacant

Site Improvements: None

Highest & Best Use: Future industrial development

Comments: This comparable represents the sale of a 14± acre parcel of industrial land in northwest Ocala. According to verification, the sale was arm's length and the site is proposed for future construction of a recycling facility. The parcel is bordered to the north and west by a construction debris removal company; a construction supply company to the west; and to the south and east, across the adjoining roadways, by older single-family residences.

COMPARABLE LAND SALE 2



Reference Number: 01-4328-24

Property Type: Vacant Industrial Land

Date of Sale: January 29, 2015 (July 28, 2014 approval of contract by Grantee)

Sale Price: \$325,000

	<u>Acre(s)</u>	<u>Square Feet</u>
<u>Total Land Size:</u>	10.890	474,368
<u>Total Unit Price:</u>	\$29,844	\$0.69

Location: Along the west side of 104th Terrace near its terminus, just south of US Highway 441 in Alachua, Florida.

Legal Description: A portion of Section 19, Township 8 South, Range 19 East, Alachua County, Florida.

Recorded: Alachua County Official Records Book 4328, Page 24

Grantor: AGT Partners, LLC

Grantee: City of Alachua

Terms: Cash to seller with no effect on sale price.

Conditions of Sale: Arm's length; no unusual motivation on the part of the grantor or grantee.

COMPARABLE LAND SALE 2 (Continued)

Verification: Avery Roberts, representative of grantor, on May 4, 2015 and Adam Boukari, Assistant City Manager of Alachua, on June 27, 2016, by Chase Moses of Candler Appraisal Services, Inc.

Orientation/Access/Exposure: Interior/cul-de-sac; access is provided via 475± feet of frontage on 101st Court.

Frontage/Depth Ratio: 0.79 based on an average depth of 600± feet.

Shape: Irregular/rectangular

Topography/Flood Zones/Wetlands: Gently rolling and lying near to below the grade of the adjoining roadway. No flood zones or wetlands are located on the property.

Vegetation: Mostly clear with scattered hardwood and pine vegetation and some overgrown underbrush.

Utilities: All public utilities available, private well and septic required.

Stormwater Retention: Off site

Easements: None known having an effect on value.

Zoning/Land Use: "I", Industrial by Alachua, Florida

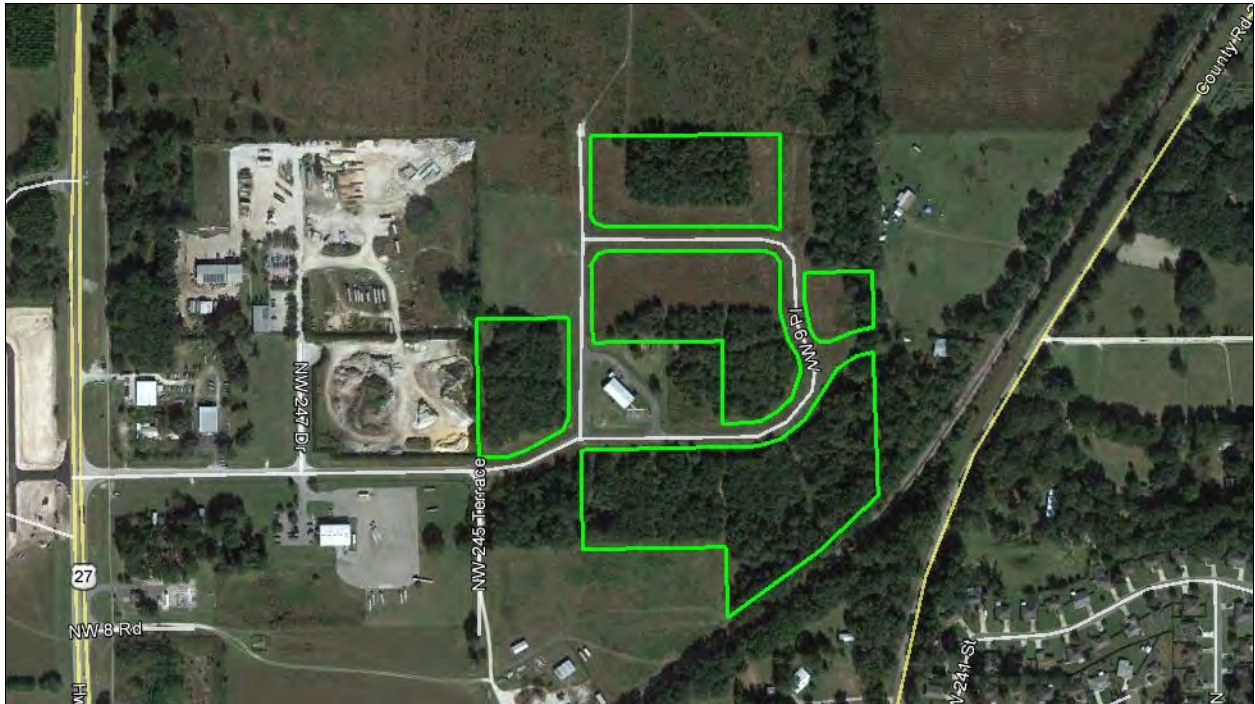
Use at Time of Sale: Vacant

Site Improvements: None

Highest & Best Use: Future industrial development

Comments: This comparable represents the sale of an industrial site in Progress Professional Center, located just east of Alachua. The lot was purchased by the City of Alachua to develop as a service/call center for the utility services of the City of Alachua. While the city owned an adjoining site utilized as a water treatment facility, this was not reported as having had an impact the sale price. A transaction was recorded in June of 2014 relating to this parcel, per conversations with the grantor, the transaction was related to a buyout of other partners in AGT Partners, LLC by Mr. Roberts.

COMPARABLE LAND SALE 3



Reference Number: 01-4319-311

Property Type: Vacant Industrial Land/Lots

Date of Sale: December 12, 2014

Sale Price: \$375,000

	<u>Acre(s)</u>	<u>Square Feet</u>
<u>Total Land Size:</u>	23.850	1,022,789
<u>Total Unit Price:</u>	\$15,723	\$0.37

Location: Throughout the 41 Commerce Park of Newberry, Florida.

Legal Description: Lots 4, 5, and 7 through 18, 41 Commerce Park, Alachua County, Florida.

Recorded: Alachua County Official Records Book 4319, Page 311

Grantor: Select Communities, Inc.

Grantee: Suwannee Valley Feeds, LLC

Terms: Cash to seller with no effect on sale price.

Conditions of Sale: Arm's length; no unusual motivation on the part of the grantor or grantee.

COMPARABLE LAND SALE 3 (Continued)

Verification: Will Lloyd, representative of grantee, and Bruce Rider, listing agent, by Chase Moses of Candler Appraisal Services, Inc., on June 21, 2016.

Orientation/Access/Exposure: Interior and corner; access is provided via extensive frontage on Northwest 9th Place, an interior subdivision roadway serving the development. The property also contains 650± feet of frontage on a rail line.

Frontage/Depth Ratio: Not applicable due to the irregular design. However, all lots, individually and as a whole, contain adequate frontage to depth ratios.

Shape: Irregular

Topography/Flood Zones/Wetlands: Relatively level and lying at the grade of the adjoining roadway. No flood zones or wetlands are located on the property.

Vegetation: Approximately one-third cleared and two-thirds wooded.

Utilities: All public utilities available including municipal water and sewer.

Stormwater Retention: Off-site; master retention provided for development.

Easements: None known having an effect on value.

Zoning/Land Use: "I", Industrial

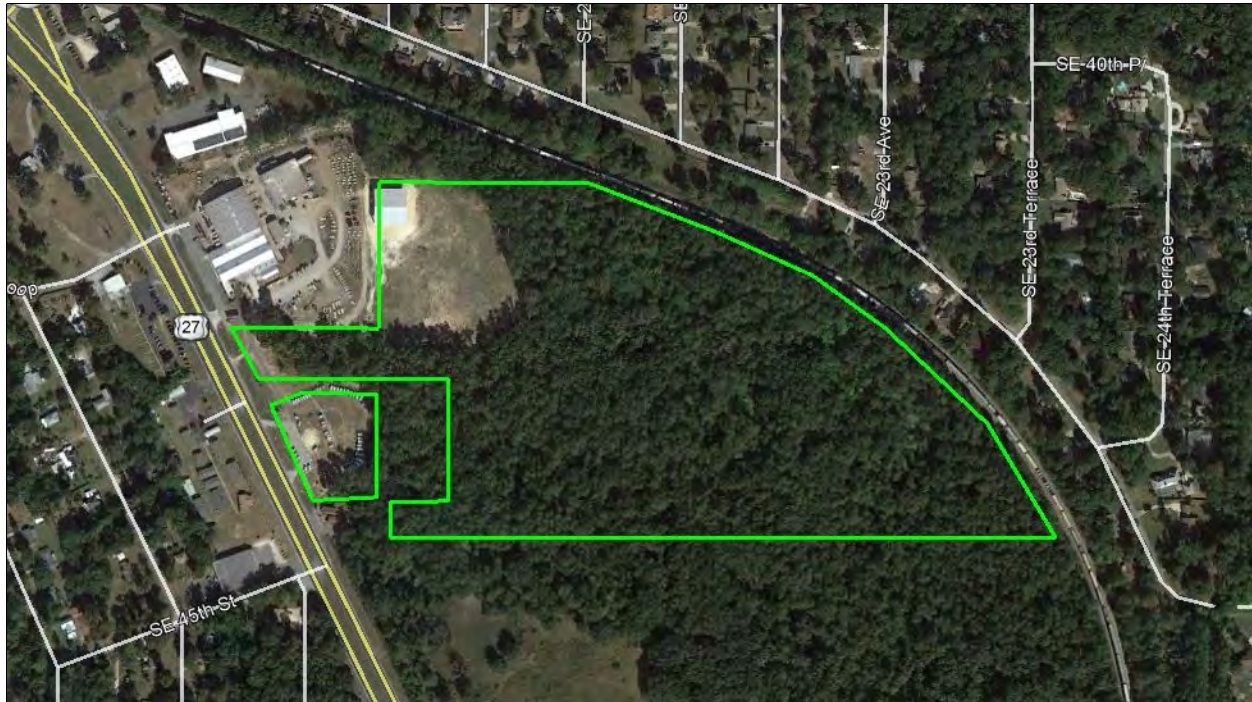
Use at Time of Sale: Vacant

Site Improvements: None

Highest & Best Use: Future industrial development

Comments: This comparable represents the sale of 14 lots in the 41 Commerce Park in Newberry. The lots were purchased for future expansion by an animal feed company looking to expand their services through rail access. The exact timing of the expansion is not yet known and the buyers felt the purchase price was a fair deal given that immediate development was not the intention. The listing agent did not recall the list price at the time of sale but said they had been gradually reducing the price over the prior years before being approached by the buyer. The agent indicated limited, if any, discount was negotiated from the list price. While the price was felt to be low, both verification sources also agreed that demand for larger industrial space such as this was limited, thus the price may ultimately be indicative of market value for larger industrial acreage, rather than representing individual lot sales.

COMPARABLE LAND SALE 4



Reference Number: 42-6277-1962

Property Type: Vacant Industrial Land

Date of Sale: September 17, 2015

Sale Price: \$500,000

	<u>Acre(s)</u>	<u>Square Feet</u>
<u>Total Land Size:</u>	41.050	1,788,138
<u>Total Unit Price:</u>	\$12,180	\$0.28

Location: On the east side of South Pine Avenue, one-quarter mile south of Southeast Lake Weir Road in southeastern Ocala in Marion County, Florida.

Legal Description: Lengthy metes and bounds description being a portion of Section 33, Township 15 South, Range 22 East, Marion County, Florida.

Recorded: Marion County Official Records Book 6277, Page 1962

Grantor: Renasant Bank

Grantee: Triple Crown Trailers, LLC

Terms: Cash to seller with no effect on sale price.

Conditions of Sale: Motivated grantor; no unusual motivation on the part of the grantee.

COMPARABLE LAND SALE 4 (Continued)

Verification: Marty Lorick, representative of grantee and Joey Shiver, representative of grantor, on September 20, 2017, by Chase Moses of Candler, Moses & Associates.

Orientation/Access/Exposure: Interior; parcel is accessible via 500±feet of divided frontage on the east side of South Pine Avenue/US Highway 27,441, and 301. The site also benefits from 1,870± feet of frontage on a rail line.

Frontage/Depth Ratio: Not applicable due to irregular shape, adequate for development.

Shape: Irregular

Topography/Flood Zones/Wetlands: Gently rolling and lying at the grade of the adjoining roadway. No flood zones or wetlands are located on the property.

Vegetation: Heavily wooded.

Utilities: All public utilities available.

Stormwater Retention: On-site required for development.

Easements: Typical utility easements, none known having an effect on value.

Zoning/Land Use: M1, Light Industrial by Marion County, Florida

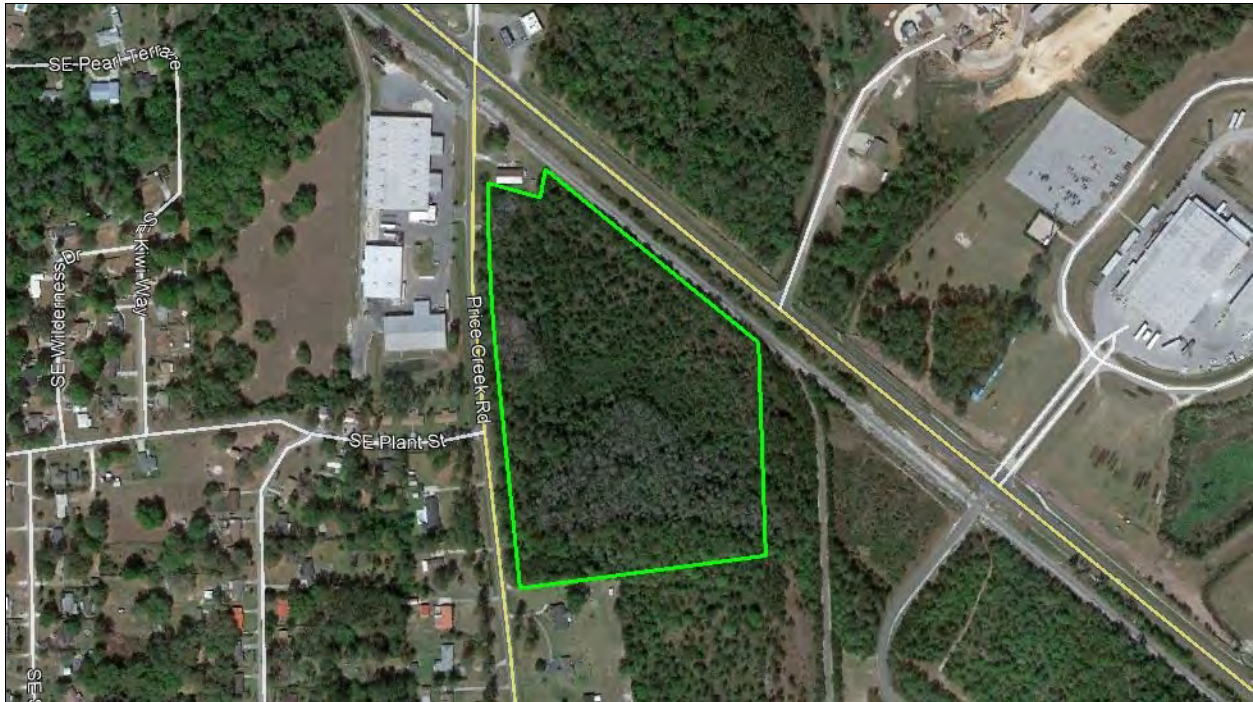
Use at Time of Sale: Vacant

Site Improvements: None

Highest & Best Use: Future industrial development

Comments: This comparable represents the sale of a 41± acre parcel of vacant industrial land in southeast Ocala. The property was bank owned at the time of sale and had been listed for sale periodically for the past five years with limited interest. The most recent list price was \$850,000 and a February 2015 broker's price opinion of \$765,000 was indicated by the bank. The buyer, who was an adjoining land owner, had made several verbal offers in prior years but the offers had been declined as the property had gone through multiple bank ownerships through various mergers. Upon acquisition, the buyer cleared several acres adjoining his eastern boundary to expand his business and increase retention. According to verification, the buyer agreed the purchase price was below market but based on five years of marketing history, felt the prior asking price was above market.

COMPARABLE LAND LISTING 5



Reference Number: 12-07481-007

Property Type: Vacant Industrial Land

Date of Sale: Current Listing

List Price: \$500,000

	<u>Total</u>		<u>Usable</u>	
	<u>Acre(s)</u>	<u>Square Feet</u>	<u>Acre(s)</u>	<u>Square Feet</u>
<u>Total Land Size:</u>	20.860	908,662	15.770	686,941
<u>Total Unit Price:</u>	\$23,969	\$0.55	\$31,706	\$0.73

Location: At the southeast quadrant of Price Creek Road and State Road 100 in eastern Lake City, Florida.

Legal Description: A portion of the NW 1/4 of Section 2, Township 4 South, Range 17 East, Columbia County, Florida.

Recorded: Not applicable.

Grantor: Price Creek, LLC

Grantee: Not applicable

Terms: Cash to seller with no impact on sale price.

COMPARABLE LAND LISTING 5 (Continued)

Conditions of Sale: Arm's length; no unusual motivation on the part of the grantor or grantee.

Verification: Daniel Crapps, listing agent and representative of grantor, by Chase Moses of Candler, Moses & Associates, on September 19, 2017.

Orientation/Access/Exposure: Interior; access is provided via 1,315± feet of frontage on Price Creek Road/County Road 245, a paved two lane secondary roadway. The property benefits from exposure to State Road 100 which is accessible 400 feet north of the subject across the adjoining rail line. The property also contains 890± feet of frontage on a Norfolk Southern rail line.

Frontage/Depth Ratio: Approximately 1.52

Shape: Irregular/Rectangular

Topography/Flood Zones/Wetlands: Relatively level and lying near the grade of the adjoining roadways. Approximately five acres of probable jurisdictional wetlands are located on the property and 9.3 acres are located within Flood Zone A.

Vegetation: Wooded.

Utilities: All public utilities available including municipal water and sewer.

Stormwater Retention: On-site required for development.

Easements: None known having an impact on value.

Zoning/Land Use: "I", Industrial with a southern portion of the tract being zoned "RR" Rural Residential. Future land use designation is industrial.

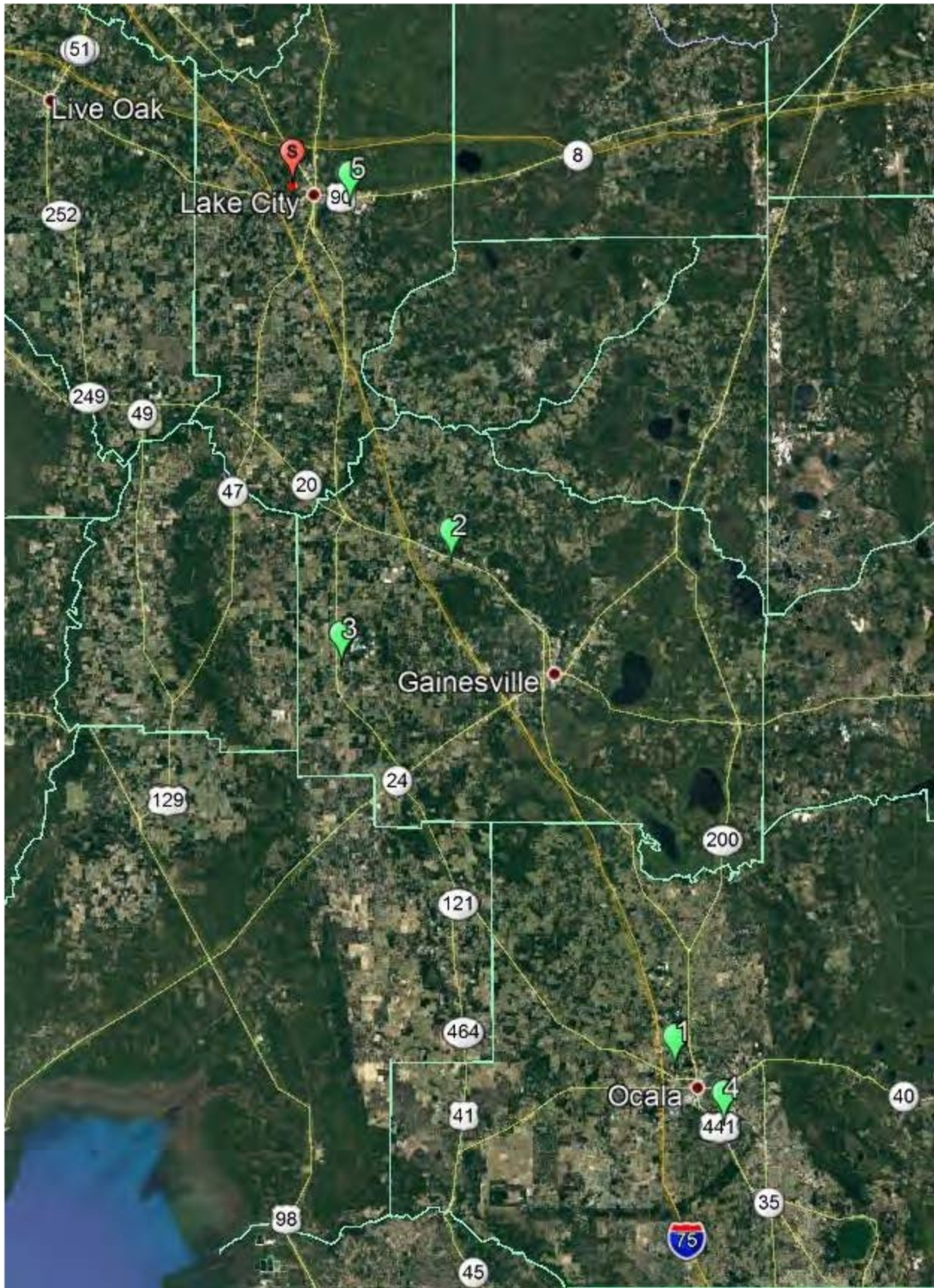
Use at Time of Sale: Vacant

Site Improvements: None

Highest & Best Use: Future industrial development

Comments: This comparable represents the listing of a 21± acre industrial tract in eastern Lake City. The property has been on the market since 2007 when it was originally listed for \$730,100. The list price was reduce to the current list price in 2013 where it has remained since that time. According to conversation with the listing agent, a reasonable selling price was estimated between \$15,000 and \$20,000 per ace for the entire site. The most recent larger acreage industrial sale in close proximity to this parcel was a 21.85 acre parcel located 600 feet southeast of this property which sold in 2004 to CFS Property, Inc. (Hunter Panels) for \$310,000 or \$14,188 per acre. A rail spur was extended to the site subsequent to the acquisition.

LAND SALE LOCATION MAP



SALES COMPARISON APPROACH TO LAND VALUE (Continued)

The comparable sales are analyzed for the transactional and physical/legal characteristics. First, a unit of comparison typically utilized to compare the subject property type is determined through analysis of the characteristics and through conversations with market participants. Units of comparison vary from one property type to the next and can include units such as price per acre, price per square foot, price per front foot, price per upland or usable acre, price per lot, price per buildable unit (residential or multiple family), and many others.

The analysis can be quantitative or qualitative. Quantitative adjustments are numeric adjustments based on percentages or fixed dollar amounts. Qualitative adjustments are more generalized comparisons based on consideration of characteristics being considered superior, inferior, or similar. The use of quantitative versus qualitative adjustments is determined based on the quantity and quality of available data. In some cases, a combination of quantitative and qualitative analysis may be applicable.

A description of the characteristics which are typically considered during the sales comparison approach is provided below.

Transactional Characteristics

Rights Conveyed: The consideration of the rights conveyed or restricted in a transaction bears impact on value in that a fee simple ownership allows for unrestricted use of a property (with the exception of governing laws and regulations). A less than fee simple ownerships (conservation easements or similar) may significantly reduce the uses allowed on a property and subsequently have a negative impact on value. Conveyance of a leased fee interest can have varying impacts on a property depending on the nature of the lease/encumbrance relative to the market. An above market lease would have a positive impact on value while a below market lease would have an negative impact on value. A market oriented lease may have no impact on value unless the buyer intended to occupy the property upon acquisition and required a discount for the delay in occupancy.

Conditions of Sale: Adjustments are applied for consideration of the arm's length nature of a sale. Sales involving motivated or distressed sellers often yield unit values below market and require upward adjustments while transactions involving motivated buyers often yield unit values above market and require downward adjustments.

Financing: Financing considers the impact of cash sales, seller held financing, private financing, or market oriented financing. The types of financing utilized could have an impact on value if favorable financing terms are provided by an owner to facilitate a sale, atypical interest rates could also impact the true "net" price for a seller when compared to market oriented rates, or discounts may be provided for cash sales to facilitate a quick sale. The impact of these is derived through conversations with market participants, comparison to similar transactions, or calculation of the net present value of a series of payments. Applicable adjustment are applied accordingly, if warranted. Sales which involve typical market financing would not require adjustments.

Market Conditions: Market conditions vary from location to location and require consideration of local, regional, and/or national changes in the economy. Market conditions can also be

SALES COMPARISON APPROACH TO LAND VALUE (Continued)

property specific based on the availability of supply and demand. In some cases, consideration may relate to general economic inflation. Adjustments are derived through conversation with market participants, comparison of supply and demand or through paired sales analysis and/or sale/re-sale analysis.

Physical/Legal Characteristics

Location, access, and exposure can be viewed as individual or grouped characteristics depending on the property type and the significance of each characteristic.

Location: Location factors include quality and condition of surrounding improvements, desirability of neighborhood for development, proximity to supporting infrastructure, growth trends, linkages, and other supporting characteristics.

Exposure: Exposure includes consideration of traffic counts and general population. Exposure can be considered in conjunction with or separate from access depending on the property type. For commercial properties, generally, a property with superior exposure yields higher unit values, while from an agricultural or recreational standpoint, exposure may have limited impact.

Access: Generally, the more or better access a parcel has, the higher the unit values achieved. Factors include, paved or graded, highway or secondary roadways, and others. As mentioned above, access can be considered independent of exposure. An example would be a property which has good exposure to a highway but access to opposing traffic is impaired due to raised medians. For agricultural or recreational properties, value may be impacted more by the mere availability of access, rather than extensive access.

Orientation: Orientation is an additional component of access but considers the location of the access points relative to a parcel - interior, corner, sandwich, city block, or traffic controlled corner. This characteristic typically has greater impact on commercial parcels where more access points and traffic controls can improve traffic flow around and on a site.

Frontage Ratios: Frontage ratios can affect the functional utility of a parcel and overall development relative to the type of frontage under consideration - roadway, water body, rail line, etc. Higher frontage ratios, within reason, generally yield higher unit values due to increased site development potential (orientation, parking, etc) or superior utility or benefit from the frontage type under consideration. Lower ratios can hinder the impacts of these characteristics. This category may also consider the quality of the frontage type in addition to the ratio.

Size: Size factors vary between different categories and locations. Generally, the greater the size of the parcel, the lower the unit price paid. This is attributed to the economies of scale often achieved in the purchase of larger parcels, as well as the reduced availability of buyers for larger parcels when compared to smaller parcels. Conversely, smaller parcels generally yield higher unit values. Size is relative and consideration for size difference can change between various property types. Typically, significant differences must exist before the market changes unit price.

SALES COMPARISON APPROACH TO LAND VALUE (Continued)

Topography: Topography factors consider elevation (relative to road grade), slope, drainage, soil conditions, wetlands, and related issues. The greater the percentage of usable land and the fewer the impairments to a site's utility and development potential, the higher the unit price typically observed.

Vegetation: The presence of vegetation has a varying impact on a property value. Pine plantations can be considered value for the ability to harvest timber, but may be less desirable for residential development. Cleared sites, as compared to wooded tracts, can reduce site preparation costs and would yield higher unit values. Where topographical conditions are ideal, cultivated land may yield a premium due to the ability to grow crops.

Zoning/Entitlements: Zoning designations determine the usability of a site through density and use restrictions and therefore have a significant impact on value. A property with a zoning designation which provides greater flexibility in uses or permits a higher density development is superior, and vice versa. When considering zoning, the overall highest and best use must also be considered with respect to development type and timing of the development. If market conditions support immediate development of a property, as compared to a speculative purchase with an extended holding period, a higher unit value would likely be achieved by the property which could be developed with a reduced holding period. Additionally, the presence of entitlements to permit development can speed up overall development time, making a tract more valuable due to the reduce holding time prior to development.

Other Site Characteristics: Other characteristics considered may include site improvements such as paving, fencing, infrastructure (utilities), well or septic systems, barns and out buildings, rail frontage, easements or encroachments, or a number of other characteristics which are considered of value but may be incidental to the primary site characteristics which create value.

These and any other applicable characteristics are considered and analyzed between the subject and comparable sales in order to derive indications of value in the following grid.

SALES COMPARISON APPROACH TO LAND VALUE (Continued)

Analysis of Sales

The comparable sales have been analyzed for time, location, physical characteristics, and any other applicable factors. A qualitative analysis of the comparable sales follows:

	Subject	Comparable Sales/Listings				
		1	2	3	4	5
Unadjusted Price/Ac	~	\$22,216	\$29,844	\$15,723	\$12,180	\$23,969
Rights Conveyed	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Adjustment	~	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Price/Ac	~	\$22,216	\$29,844	\$15,723	\$12,180	\$23,969
Conditions of Sale	Arm's Length	Arm's Length	Arm's Length	Arm's Length	Bank Sale/ Motivated Seller	Listing
Adjustment	~	0.00%	0.00%	0.00%	30.00%	-25.00%
Adjusted Price/Ac	~	\$22,216	\$29,844	\$15,723	\$15,834	\$17,977
Financing	Cash/Cash Equivalent	Cash/Cash Equivalent	Cash/Cash Equivalent	Cash/Cash Equivalent	Cash/Cash Equivalent	Cash/Cash Equivalent
Adjustment	~	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Price/Ac	~	\$22,216	\$29,844	\$15,723	\$15,834	\$17,977
Market Conditions	Sep 19, 2017	Mar 27, 2013	Jul 28, 2014	Dec 12, 2014	Sep 7, 2015	Current
Adjustment	~	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Price/Ac	~	\$22,216	\$29,844	\$15,723	\$15,834	\$17,977
Location	Lake City	NW Ocala	Alachua	Newberry	SE Ocala	E Lake City
Adjustment	~	None	Downward	Upward	None	None
Access	Bascom Norris Dr	21 st Street & 27 th Ave	104 th Terrace	NW 9 th Place	S Pine Ave	CR 245
Adjustment	~	None	None	None	None	None
Size (acres)	36.50	14.57	10.89	23.85	41.05	20.77
Adjustment	~	Downward	Downward	Slight Downward	None	Slight Downward
Topography/ Vegetation	Gentle Slope, Mostly Clear, < 5% Wet	Level, Dry, Partially Clear/ Overgrown	Gently Rolling, Dry, Mostly Clear	Level, Dry, Partially Cleared	Level, Wooded	Level, Wooded, 24% Wet
Adjustment	~	None	None	None	Upward	Upward
Zoning	I	M-2	I	I	M-1	I
Adjustment	~	None	None	None	None	None
Rail Frontage	Yes	No	No	Yes	Yes	Yes
Adjustment	~	Upward	Upward	None	None	None
Overall Adjustment	~	Slight Downward	Significant Downward	Upward	Upward	Upward

SALES COMPARISON APPROACH TO LAND VALUE (Continued)

Correlation and Conclusion of Value

Due to the limited availability of recent comparable large acreage industrial zoned land sales in Columbia County, the appraiser was forced to use sales from outside of the area. However, the sales came from relatively similar markets in close proximity to the subject and are reliable indicators of value for the subject. The unadjusted unit prices range from \$12,180 to \$29,844 per acre. After adjusting for transactional characteristics which included adjusting Sale 4 upward for the motivated seller and Listing 5 downward based on owner estimates of a reasonable selling price and for the discounts which would likely be achieved during the negotiation process, a range of from \$15,225 to \$29,844 per acre, with an average of \$20,319 per acre is indicated.

Due to the limited availability of sales data for larger acreage industrial parcels in recent years, insufficient data was available to determine quantitative adjustments for the various physical and legal characteristics. Therefore, the factors of comparison are judged as inferior, superior, or similar and the application of hypothetical adjustment is considered in order to determine a range of unit values for the subject.

While Sale 1 occurred approximately 4 years prior to the date of value, market conditions for industrial parcel in the north-central region of the state have remained relative flat in recent years. Due to the significantly smaller acreage, a downward adjustment is required to this sale. However, an upward adjustment for the lack of rail access would likely mitigate the adjustment for size. Therefore, the \$22,216 per acre unit value indicated by this sale is considered a reasonable indication of value for the subject.

Sale 2 also occurred under relatively similar market condition and is located in an adjacent county. However, significant downward adjustments are required for the smaller site size and superior industrial market in the Gainesville/Alachua markets. While the adjustments are partially offset by an upward adjustment for lack of rail, overall, the unit price of \$29,844 per acre yielded by this sale is considered superior to that which could be achieved by the subject.

Sale 3 represents the sale of a comparable property in the rural community of Newberry. Significant upward adjustments are applied for the inferior rural location and a slight downward adjusted is applied for the smaller site size. Overall, the \$15,723 per acre unit price derived from this sale is considered inferior to that which would be achieved by the subject.

After considering the previous adjustments for conditions of sale, an adjusted unit price of \$15,834 per acre is derived from Sale 4. An upward adjustment for the inferior vegetation is required as extensive site clearing and preparation costs would be required for development. As a result, the unit price indicated by this sale is considered inferior to that which could be achieved by the subject.

Lastly, Listing 5 represents a parcel which has been available for sale in Lake City for several years. The overall area is considered relatively similar for industrial development. An upward adjustment is required for the wooded vegetation which will require additional site preparation for development and a slight downward adjustment for the smaller site size is required.

SALES COMPARISON APPROACH TO LAND VALUE (Continued)

Therefore, the \$17,977 per acre unit price indicated by this sale is relatively in line with or slightly below that which may be attainable by the subject.

The application of adjustments for the differences in the various components of value in the preceding analysis support an adjusted range of \$18,000 to \$22,000 per acre for the five comparables considered. Additional consideration for the utility easement is also required as there could be costs associated with relocating it for development, or to engineer a site plan around the easement. Because easements of this nature are not uncommon and use of the easement area only restricts building improvements while allowing for uses such as parking, storage, etc., it is likely that the impact on value would be limited. Therefore, on the date of value, the subject would likely yield a unit value of \$20,000 per acre for a fee simple market value calculated as follows:

$$36.50 \text{ acres} \times \$20,000 \text{ per acre} = \$730,000$$

Rounded, \$730,000

ADDENDA

COMPANY PROFILE

CANDLER, MOSES & ASSOCIATES, INC.

Candler, Moses & Associates was formed in 2016, having evolved from its predecessor, Candler Appraisal Services, which served the north Florida market for over 20 years since its founding in 1995. During this time, the firm established itself as one of the preeminent appraisal companies in the market when dealing with complex and high value assignments, a tradition which Candler, Moses & Associates proudly continues today.

Our firm currently staffs six full time appraisers. Christopher D. Candler, MAI is president of the firm, holds a Master of Arts degree in Real Estate Appraisal from the University of Florida, the MAI designation with the Appraisal Institute. He and is certified in Florida and Georgia and began his appraisal career in 1995. J. Chase Moses is vice-president of the firm, holds a Bachelor of Science degree in Business Administration with a Major in Finance from the University of Florida. He is certified in Florida and Georgia and began his appraisal career in 2011 having previously spent six years in commercial lending and underwriting. Michael S. Logan, SRA holds a Bachelor of Science degree in Business Management and Real Estate from Florida State University, the SRA designation with the Appraisal Institute. He is certified in Florida and began his appraisal career in 2000. Jacob M. Fenn began his appraisal career in 2014 and holds a Bachelor of Science degree in Business Administration with a Major in Finance from the University of Florida. Stephen M. Douglas, LEED AP holds a Bachelor of Science degree in Building Construction from the University of North Florida. He began his appraisal career in 2016 having previously spent 13 years in the commercial and industrial construction and fabrication industries. Tammy L. Tyre began her appraisal career in 2004.

At Candler, Moses & Associates, Inc., we pride ourselves on our ability to address various appraisal problems for our clients through experience with a diversified client base and diverse background of appraisers. Valuation and consulting services are provided for a variety of individuals, lending institutions, financial service providers, attorneys and estate planners, as well as numerous governmental agencies and private land conservation groups.

In addition to local and national banks, law firms, government agencies, and individuals, some of our larger clients include the Alachua Conservation Trust; the Alachua County Environmental Protection Department; the Conservation Fund; CSX Transportation; the Florida Department of Environmental Protection; Holland and Knight; the National Park Service; the Nature Conservancy; Progress Energy; Rayonier; the Suwannee River, Saint Johns River, and Northwest Florida Water Management Districts; the United States Department of the Interior; the United States Fish and Wildlife Service; and the United States Forest Service.

Through performing assignments for the various parties listed previously, our appraisers have become proficient in addressing many types of complex appraisal problems including, but not limited to: sovereignty issues, jurisdictional wetlands, timber value and allocation, land and building allocations, partial interests, corridor and right-of-way valuations, water rights and spring issues, and less-than-fee simple interests (conservation easements).

Our experience includes, but is not limited to: shopping centers, fast food and other retail establishments, net lease properties, lodging, automotive dealerships, industrial facilities, service stations, condominium developments, multi-tenant medical/professional buildings, single-family residences, multi-family housing, residential and commercial subdivisions, agricultural and timber land, conservation land, market rent studies, and feasibility studies.

We thank you for the opportunity to be of service, now and in the future, for all of your valuation and consultation needs.

QUALIFICATIONS OF APPRAISER

J. CHASE MOSES

Professional Experience and Background

Vice-President of Candler, Moses & Associates, Inc., 184 North Marion Avenue, Lake City, Florida 32055 from October 2016 to present.

Appraisal Associate with Candler Appraisal Services, Inc., 356 Northwest Lake City Avenue, Lake City, Florida 32055 from September 2011 to October 2016.

Florida State-Certified General Real Estate Appraiser (RZ3672) and Georgia Certified Real Property Appraiser (359959)

Appraisal experience consists mainly of appraisal of vacant land (agriculture, timberland, and development); a variety of commercial, industrial, and income-producing properties; as well as vacant and improved residential properties. Work performed in Alachua, Baker, Columbia, Dixie, Hamilton, Lafayette, Leon, Levy, Madison, Marion, Putnam, Suwannee, Union, and Walton counties in Florida and Echols, Grady and Lowndes counties in Georgia. Clients served by the firm consist of various governmental bodies, corporations, law firms, banks, savings and loan associations, utility companies, and individuals.

Real Estate Sales Associate (SL3326532) with D.W. Hunt & Associates, Inc., 119 Northwest Ethan Place, Lake City, Florida 32055 from June 2015 to current.

City Executive/Vice-President with HeritageBank of the South, 463 West Duval Street, Lake City, Florida 32055 from September 2010 to September 2011.

Commercial Lender with Columbia Bank, 173 West Hillsboro Street, Lake City, Florida 32055 from March 2007 to September 2010.

Business Development Officer with Campus USA Credit Union, 183 Southwest Bascom Norris Drive, Suite 105, Lake City, Florida 32055 from February 2006 to February 2007.

Banking experience consists of commercial lending and loan structuring, portfolio management, underwriting and loan risk analysis, collateral review, and branch management.

Education

Appraisal Institute - Various courses including: General Appraiser Income Approach Part 1 and 2; Advanced Income Capitalization; Real Estate Finance, Statistics, and Valuation Modeling; General Appraiser Market Analysis and Highest and Best Use; Advanced Market Analysis and Highest and Best Use; General Appraiser Sales Comparison Approach; General Appraiser Site Valuation and Cost Approach.

Cooke Real Estate School - Mastering Unique and Complex Property Appraisal.

IFREC Real Estate Schools - November 2011. Completion of 100 hours of required pre-licensure education including: National Uniform Standards of Appraisal Practices, Florida Law, Residential Report Writing, Basic Appraisal Principles, Basic Appraisal Procedures.

University of Florida - Warrington College of Business Administration, August 2003 to December 2005, Graduated with Bachelor of Science in Business Administration with a Major in Finance.

Lake City Community College - August 2001 to May 2003, Graduated with an Associate of Arts degree, cum laude.



COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS AGENDA ITEM REQUEST FORM

The Board of County Commissioners meets the 1st and 3rd Thursday of each month at 5:30 p.m. in the Columbia County School Board Administrative Complex Auditorium, 372 West Duval Street, Lake City, Florida 32055. All agenda items are due in the Board's office one week prior to the meeting date.

Today's Date: September 19, 2017

Meeting Date: October 5, 2017

Name: Ray Hill

Department: Purchasing

Division Manager's Signature: _____

1. Nature and purpose of agenda item:

Approve Ranking and the commencement of negotiations with No. 1 ranked firm Motorola for RFP 2017-0 Radio System Project

Attach any correspondence information, documents and forms for action i.e., contract agreements, quotes, memorandums, etc.

2. Fiscal impact on current budget.

Is this a budgeted item?

☐

N/A

☒

Yes Account No.

30226205256064

☐

No Please list the proposed budget amendment to fund this request

Budget Amendment Number: _____

Fund: _____

FROM: _____

TO: _____

AMOUNT: _____

For Use of County Manger Only:

☐

Consent Item

☒

Discussion Item

District No. 1 - Ronald Williams
District No. 2 - Rusty DePratter
District No. 3 - Bucky Nash
District No. 4 - Everett Phillips
District No. 5 - Tim Murphy



BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY

Memo

Date: September 19, 2017
To: Board of Commissioners
From: Ray Hill, Purchasing Director
RE: RFP 2017-O APCO P25 700 MHz Radio System

C. Ray Hill

On September 6, 2017 an evaluation committee consisting of Ben Scott, Lawrence Wilson, Todd Manning, Mike Minton, and Anthony Craig met and ranked the proposals for the above referenced project as follows:

1. Motorola
2. Williams Communications
3. EF Johnson

I am requesting the board approve this ranking and the commencement of negotiations with the No. 1 ranked firm Motorola.

EVALUATION SHEET
APCO P25 700MHz Radio System
RFP 2017-O

Columbia County, Florida
 Board of County Commissioners
 Criteria for Ranking:

Firm	Ben Scott	Lawrence Wilson	Todd Manning	Mike Minton	Anthony Craig				
									Total Score
EF Johnson	3	3	3	3	3				3
Motorola	2	1	2	1	1				1
Williams Communications	1	2	1	2	2				2

Signature: *C Ray Hill*
 Date: 9/6/17

Print Name: C Ray Hill