



LAKEWOOD RANCH
#1 MULTI-GEN
COMMUNITY IN U.S.

2018, 2019 2020, 2021

RCLCO & John Burns Real Estate



Sarasota County
Preview Meeting
February 8, 2022



LAKEWOOD RANCH™

An aerial photograph of a suburban landscape. In the foreground, there's a large, irregularly shaped lake with a small island in the center. To the left of the lake, there's a residential area with many houses. To the right, there's a commercial area with several large buildings and parking lots. The background shows a vast expanse of land with more residential areas, green spaces, and some water bodies under a clear blue sky.

AGENDA

1. Lakewood Ranch Southeast: A Continuation - Village Transition Zone
2. Propose changes to Sarasota 2050 and UDC, if needed
3. Public Benefit of this proposal
4. Process – from vision to finished lots
5. Discussion



LAKEWOOD RANCH AT A GLANCE

OVER \$10 BILLION IN CONSTRUCTION (LTD)

31 Residential Villages

Apartments, Single Family Rent & Sale, Condos, Active Adult & Age Restricted, Assisting Living, Workforce Housing

22,867*

Households

55,841

Population

47

Average Age

\$130K

Average HH Income

74%

College Educated

12 Business Centers

1,571 Businesses

16,362 Employees

Lakewood Ranch Business Alliance

Education

8 Public Schools (A-Rated)

13 Private Schools (Pre-School-to-12)

9 Colleges & Universities

Medical

Lakewood Ranch Medical Center

LECOM Medical School

Lifestyle

150 Miles of Trails & 11 Parks

Parks & Recreation Program

Premier Sports Campus

Lakewood Ranch Golf & CC

Sarasota Polo Club

Community Activities Corp

LWR Community Foundation

Lakewood Ranch Sales/Construction Value LTD

Land Use	Sales Price/Cost
Residential Sales to Date	\$ 8,598,250,456
Commercial Buildings	\$ 522,500,000
Rental Apartments	\$ 612,250,000
Single Family Rental	\$ 485,200,000
Master Infrastructure	\$ 550,000,000
Total Value	\$ 10,768,200,456

LAKEWOOD RANCH KNOWN FOR ITS ACTIVE LIFESTYLE



PARKS & TRAILS

- 150 miles of multi-surface trails
- 6 Community Parks
- Tampa Bay Lightning Youth Hockey Program
- Chargers Soccer League
- Adult Sports Leagues
- Biking Clubs
- Running Clubs
- 5ks and Family Runs
- YMCA



SARASOTA POLO CLUB

- 7 World Class Polo Fields
- Regulation Sized Arena
- Dec – Apr Polo Season
- Clubhouse
- Tailgating
- Developed by SMR, sold to private owner in 2018



PREMIER SPORTS CAMPUS

- 140 acres
- 22 FIFA regulated fields
- Soccer, Lacrosse, Field Hockey Leagues & Tournaments
- Home of the Nike Invitionals
- Over 200k visitors per year
- Developed by SMR, sold to Manatee Convention & Visitors Bureau in 2017

LAKEWOOD RANCH IS A LIFESTYLE DESTINATION



Music On Main

On the first Friday of each month, the whole community comes out for Music on Main. Live music, deepjays, shopping, dancing, dining – it's a ton of fun and all for a good cause.

60k Annual
Visitors



Theatre in the Field

Seeing a live performance without the confines of a theater opens up all new possibilities – and memories that last a lifetime.

The Players
Theatre



Premier Sports Campus

Gear up for a good time on 22 mixed-use fields. Premier Sports Campus has every field sport under the sun and year-round local, state and national events and festivals.

300k Annual Visitors



Sarasota Polo Club

Watching a polo match on Sundays in season is a local tradition. Insider's tip: get your name on the waitlist for reserved tailgating spots early!

40k Annual Visitors



The Market

From November through April, The Market at Lakewood Ranch brings fresh veggies and local purveyors to the community at The Lakewood Ranch Medical Center across from Main Street.

80k Annual Visitors



Lightning Watch Parties

This gives new meaning to having some friends over to watch the Bolts, and it's the next best thing to being in the stadium!

LWR Lightning Sponsor



Holidays on The Ranch

From Boo Fest to Santa visits to Memorial Day parades, you'll want to be home for every holiday on The Ranch.

30k Annual Attendees

AT 2,000 HOME SALES PER YEAR LAKEWOOD RANCH WILL SELL OUT IN 4.8 YEARS

Current Sales Pace is 2,574 SALES



Northwest Quadrant

87% Sold to Retail Customers
100% Sold to Builders

Northeast

37% Sold to Retail Customers
100% Sold to Builders

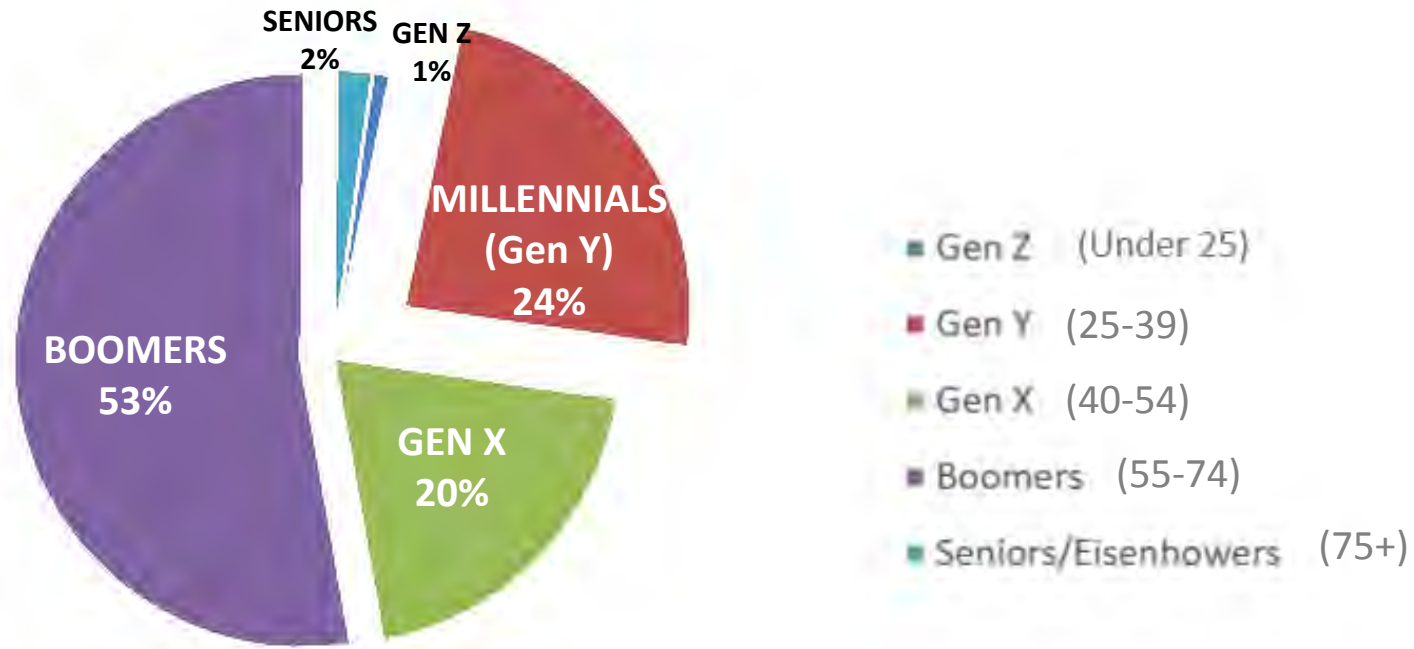
Waterside-Sarasota

21% Sold to Retail Customers
100% Sold to Builders

Central

96% Sold to Retail Customers
100% Sold to Builders

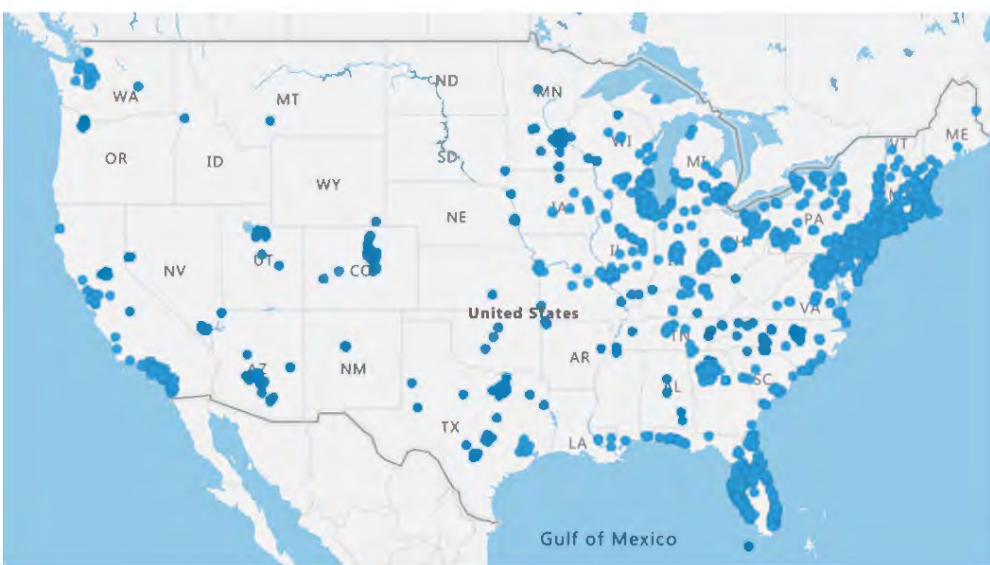
DEMOGRAPHICS OF LAKEWOOD RANCH BUYERS



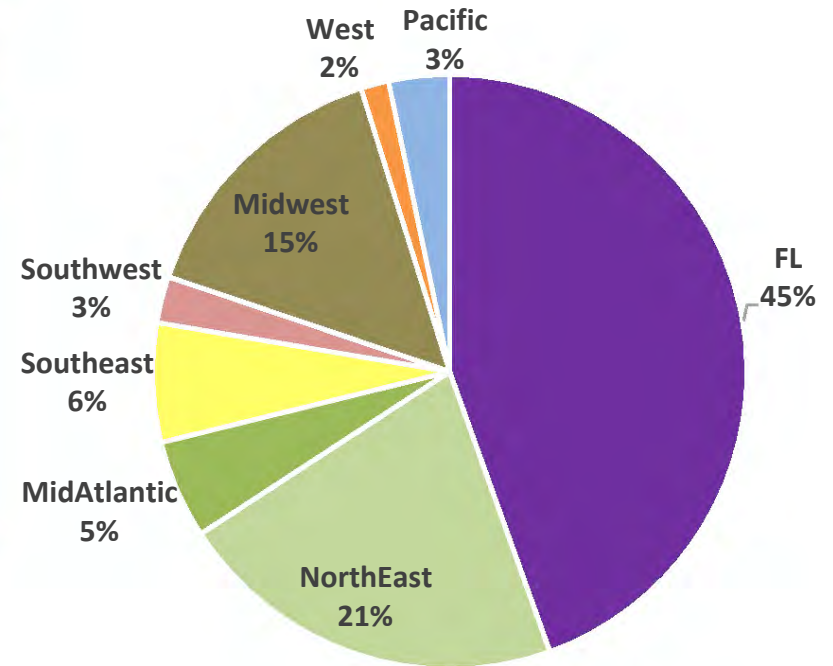
Source: John Burns Real Estate 2019 Data

REGIONAL DISTRIBUTION OF SALES IN LWR

JANUARY 2020 – JUNE 2021



NY, DC, BOSTON, AND CHICAGO METRO AREAS
FASTEST GROWING MARKETS FOR LWR SALES
LOS ANGELES AND ATLANTA ON THE RISE



*Southeast does not contain Florida

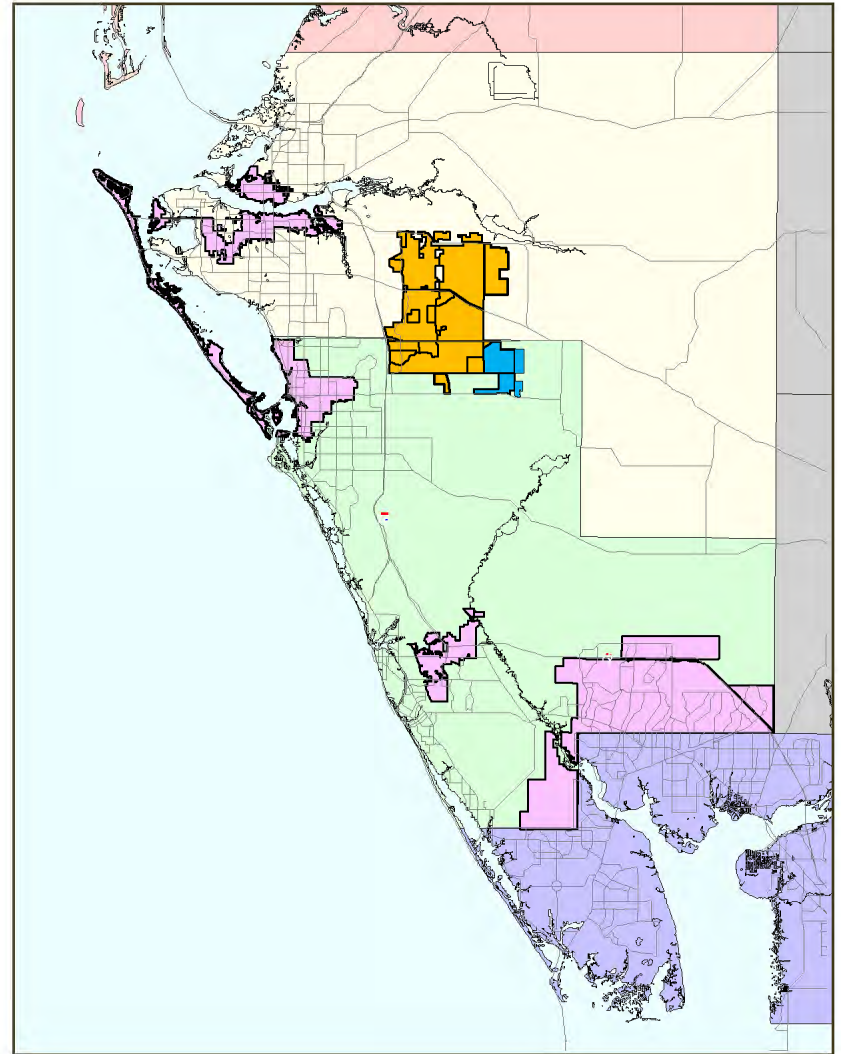
THE NEED TO EXPAND

We Seek to Entitle Our Remaining Land

What Form Should It Take?

- Urban Village? Too Dense
- Hamlet? Not Dense Enough for Central Utilities
- *What's Wrong with Lakewood Ranch?*

Requesting amendment to the Sarasota 2050 Resource Management Areas (RMAs) to create a Village Transition Zone specific to this property.



CONSISTENCY WITH AND ALTERNATIVES TO 2050

Consistency with 2050

- Open Space at 50%
- Community Housing Density Incentives
- Mix of Housing Types
- Public Park Space
- Provide Public Utilities
- Expand/Enhance/Connect Greenway RMA
- Trails and multiuse paths
- Maintaining 500' Greenbelt and Viewshed along Fruitville Road

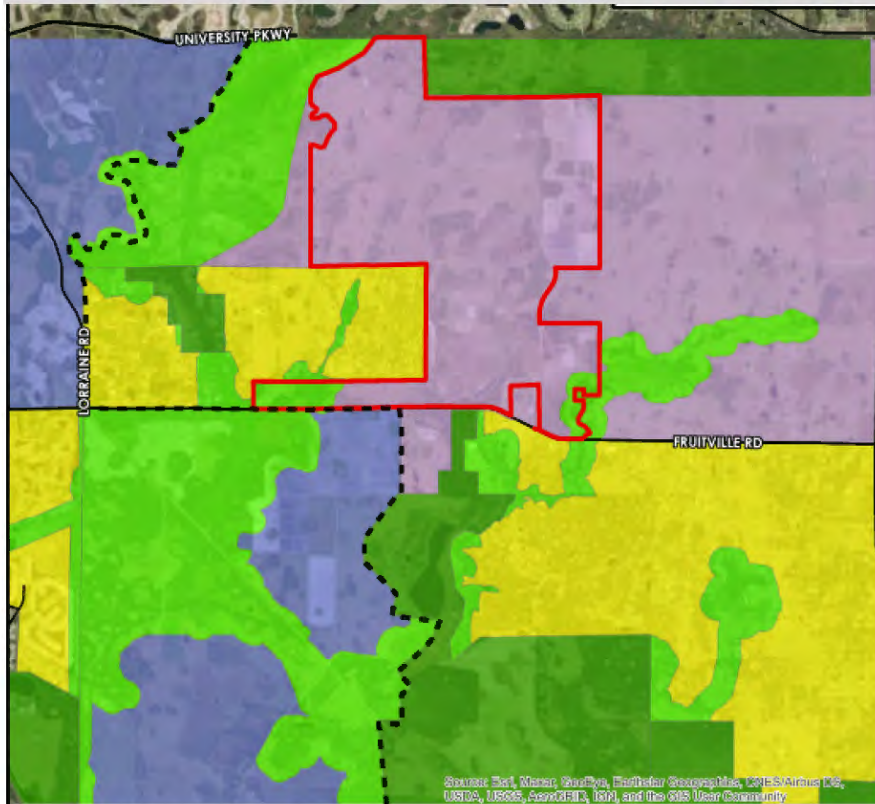
Alternatives to 2050

- Lower Density than Village/Higher Density than Hamlet
- Use Waterside Place as Village Centers (Constructed & Open)
- Eliminate Prescriptive Design Mandates at Comp Plan Level
- Eliminate Prescriptive VPD UDC Regulations from Applying (use PUD Overlay UDC Regs Instead)
- Allow Gated Neighborhoods
- Suburban as Opposed to Urban Landform

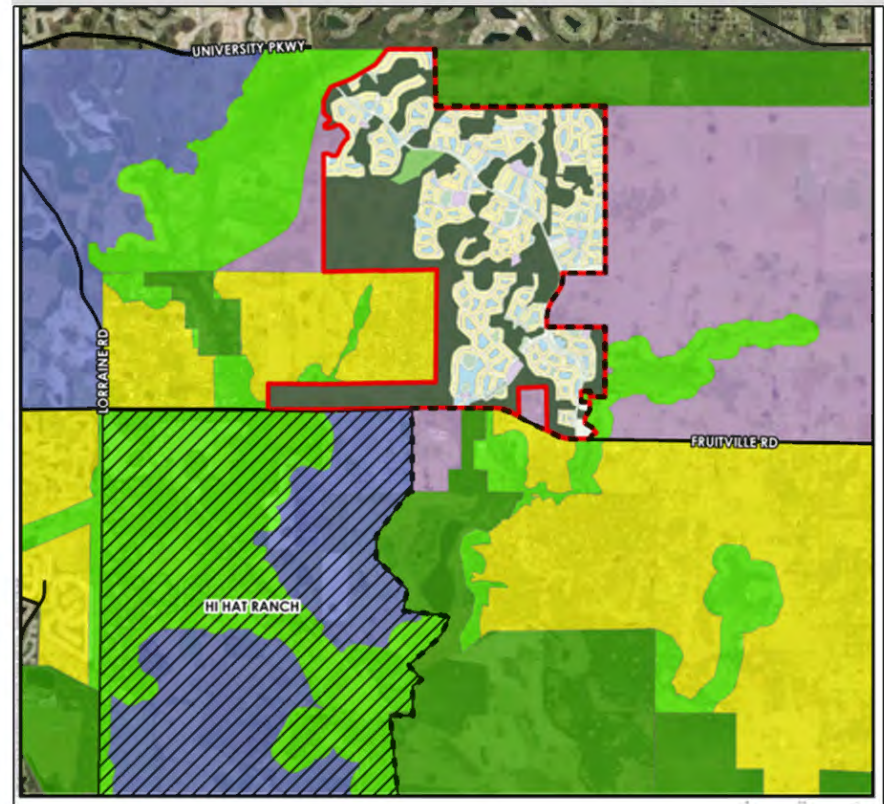
VILLAGE TRANSITION ZONE

- Maintain Village Standard of 50% Open Space
- Density Transition from Village to Hamlet
- Base Density of 2 Dwelling Units per Gross Developable Acre

Village/Open Space RMA Land Use Map - Existing



Village/Open Space RMA Land Use Map - Proposed



INCENTIVIZED COMMUNITY HOUSING

Community Housing can take the form of:

- Alley Loaded Homes
- Villas
- Town Homes
- Cottages

Propose incentive to create Community Housing

- Develop additional residential units beyond base entitlement if units qualify as Community Housing.
- Additional market rate units will be granted per the ratios outlined in the UDC, as an incentive to develop Community Housing

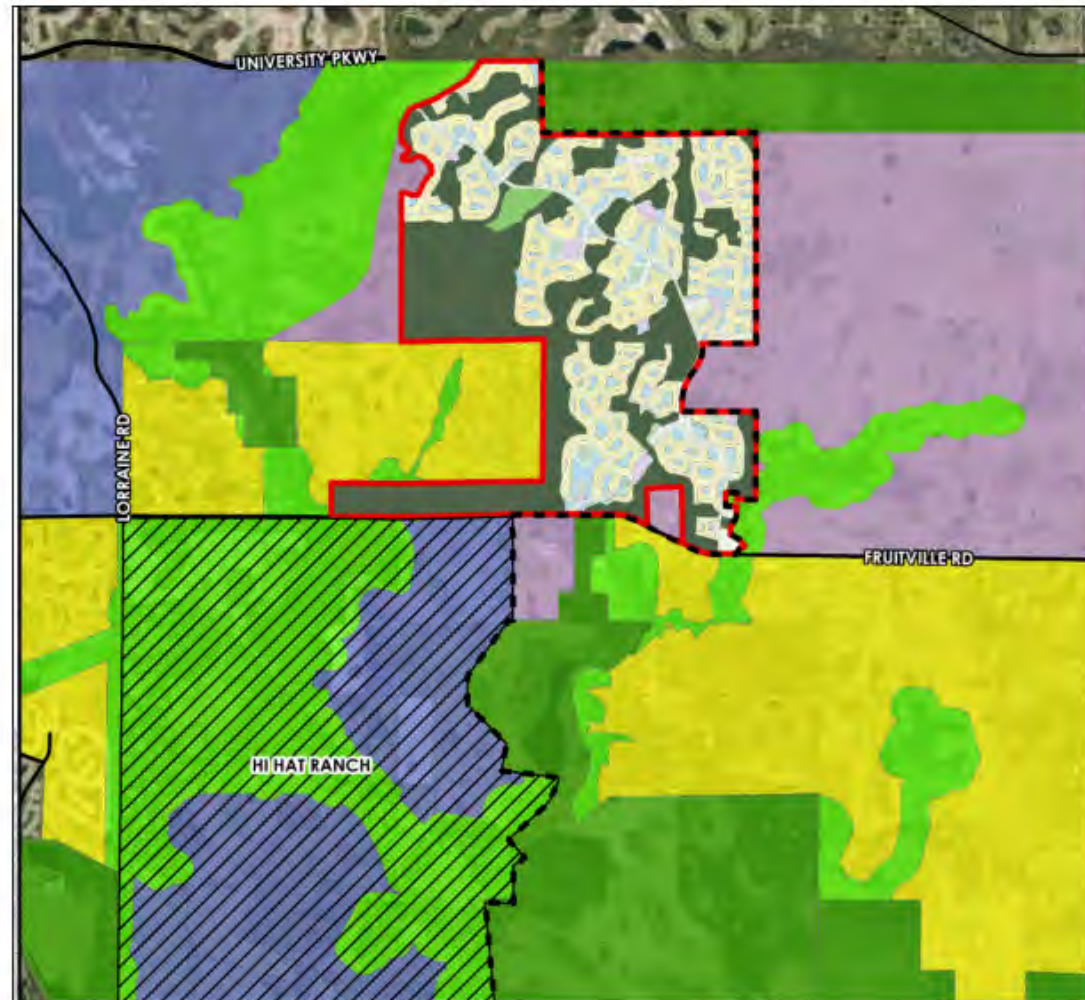


VILLAGE TRANSITION ZONE

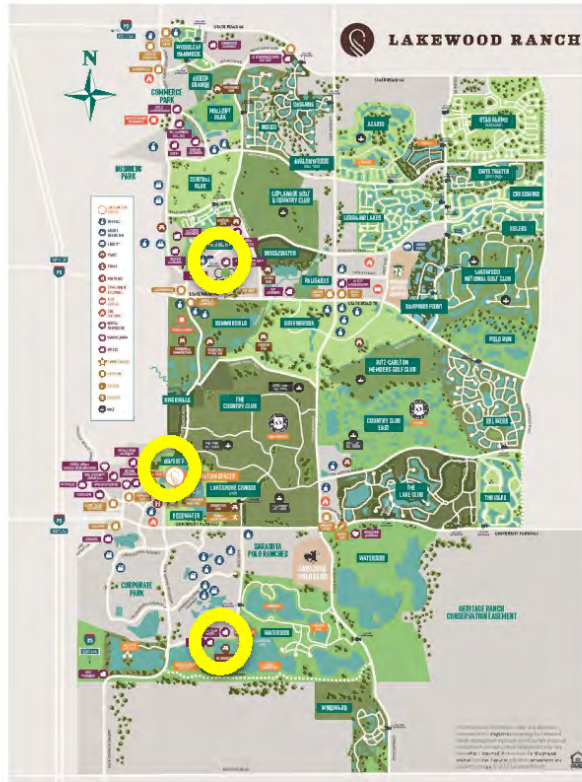
Village Transition Zone would comply with UDC requirements for development, rather than VPD Standards

Why?

- Predictability for staff during concurrent review
- Simplified process
- Better Fit with Lakewood Ranch Development Form
- Development outcome will be the same as if we asked to waive, modify or revise the VPD Standards for this Village Transition Zone
- Many of these are regularly waived



TOWN CENTERS AND NEIGHBORHOOD PLAZAS IN CLOSE PROXIMITY TO RESIDENTS



3 TOWN CENTERS



NEIGHBORHOOD PLAZAS

GATEWAY NORTH

MARKET SQUARE

LAKWOOD WALK

THE SHOPPES OF SUMMERFIELD

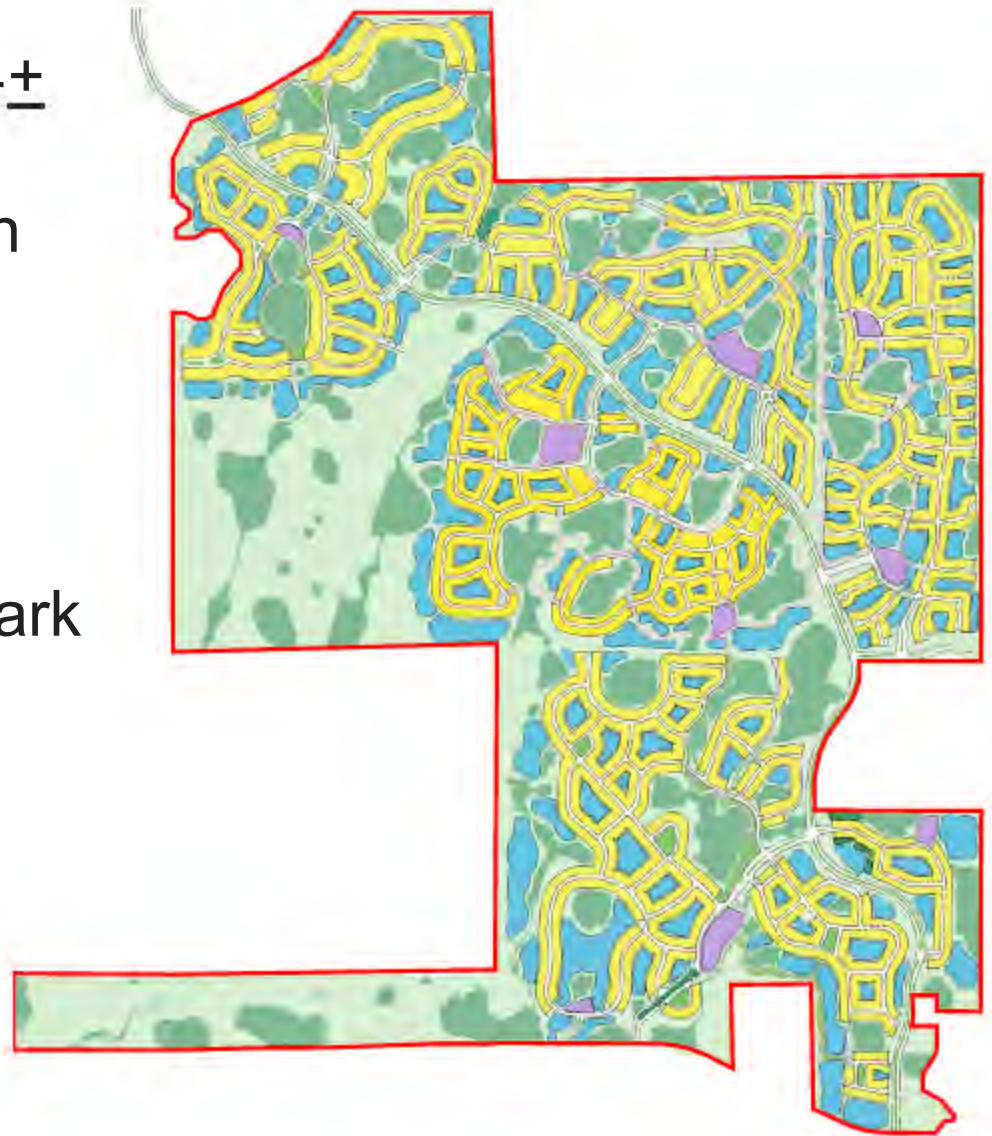
UNIVERSITY CORNER

LORRAINE CORNERS

SAN MARCO PLAZA

PUBLIC BENEFIT

- Design/Permit/Construct 4± miles of road
 - Complete a north/south corridor
- Public Safety Facilities
- Create significant public park space
- Community Housing

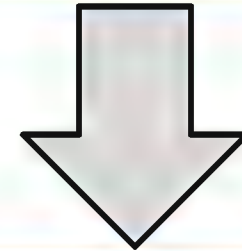


EXISTING VPD PROCESS

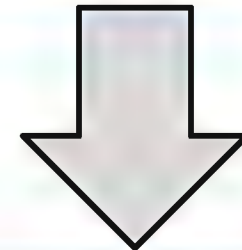
VPD Process (Zoning)

- Master Development Plan
- Specific Design Guidelines for the Development
- Waivers & Modifications
- Fiscal Neutrality Plan
- Permanent Conservation Easements for Open Space and Greenway RMA areas
- Phasing Plan for development (including timing and amount and phasing of residential and non-residential development)

Neighborhood Plans



**Subdivision/Site &
Development Plan**



Subdivision Plat

PROPOSED PROCESS

**Proposed -
Rezone to
Planned Unit
Development
(PUD)**

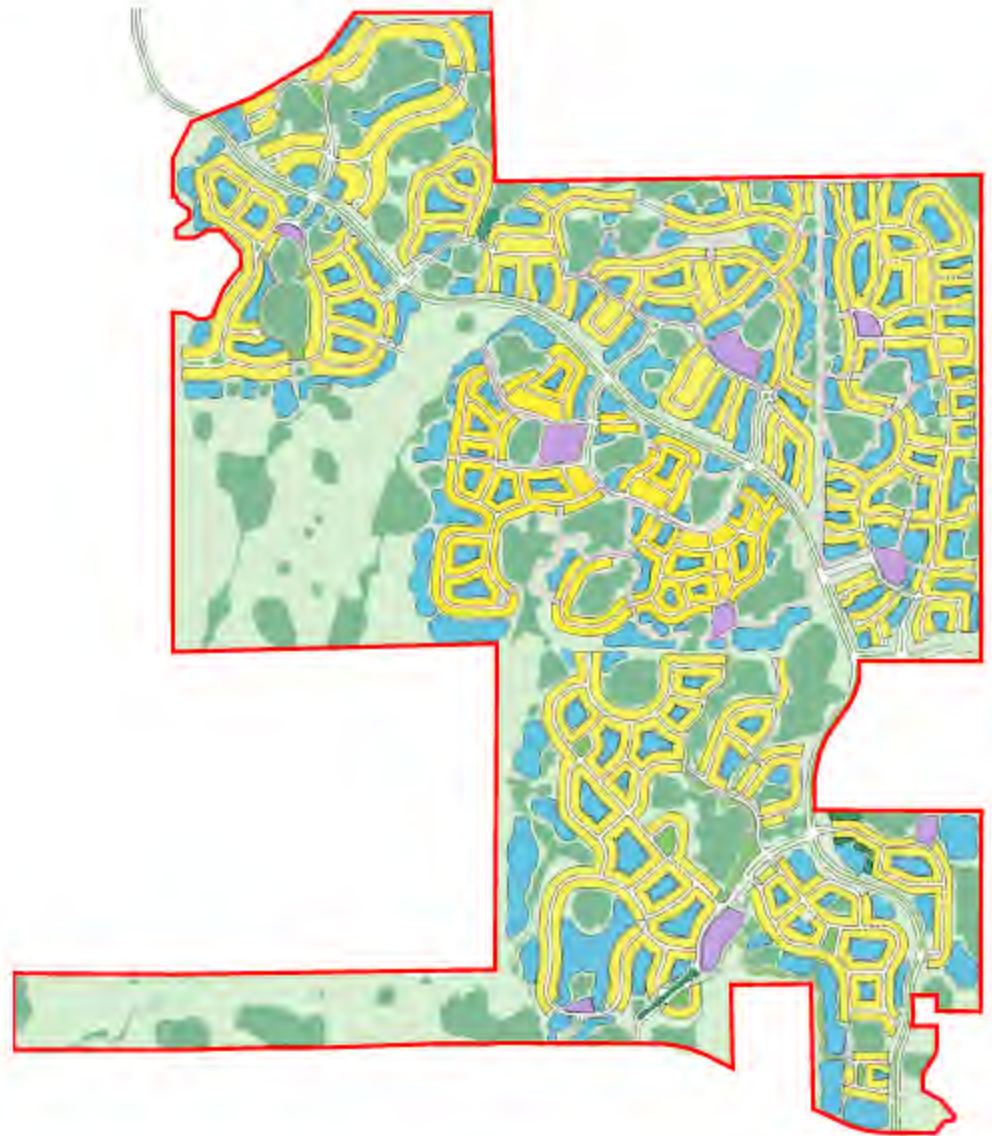
- Development of Critical Concern
- Binding Development Concept Plan
- Development Order

**Subdivision/Site &
Development Plan**

Subdivision Plat

SUMMARY

1. What's wrong with Lakewood Ranch?
2. Sarasota 2050 Amendment: Village Transition Zone.
3. Achieve the intent of the Village/Open Space RMA without proscriptive design criteria.
4. Simplified review process for County staff.
5. Commitment to Open Space, public infrastructure, significant park space, Community Housing Incentives.
6. Thoughtful, meaningful & proven track record of successful master planning.



LEGACY OF LAKEWOOD RANCH

- Fastest Selling Multi-generational Community in United States
- Numerous & Viable Employment Centers
- Energized Shopping and Dining Districts
- Desirable Residential Neighborhoods
- 150 Miles of Multi-surface Trails and 11 Regional & Community Parks
- Vibrant Lifestyle
- Ecological Preservation (Nearly 9 square miles in addition to open space within development)
- Land Stewardship (SMR Has Owned and Cared for this Land for 100 Years)

