



AGENDA

Lake Park Town Commission
Town of Lake Park, Florida
Regular Commission Meeting
Wednesday, January 5, 2022, 6:30 P.M.
Commission Chamber, Town Hall
535 Park Avenue, Lake Park, FL 33403

Michael O'Rourke	—	Mayor
Kimberly Glas-Castro	—	Vice-Mayor
Erin T. Flaherty	—	Commissioner
John Linden	—	Commissioner
Roger Michaud	—	Commissioner
<hr style="border-top: 1px dashed black;"/>		
John O. D'Agostino	—	Town Manager
Thomas J. Baird, Esq.	—	Town Attorney
Vivian Mendez, MMC	—	Town Clerk

PLEASE TAKE NOTICE AND BE ADVISED, that if any interested person desires to appeal any decision of the Town Commission, with respect to any matter considered at this meeting, such interested person will need a record of the proceedings, and for such purpose, may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. *Persons with disabilities requiring accommodations in order to participate in the meeting should contact the Town Clerk's office by calling 881-3311 at least 48 hours in advance to request accommodations.*

A. **CALL TO ORDER/ROLL CALL**

B. **PLEDGE OF ALLEGIANCE**

C. **SPECIAL PRESENTATION/REPORT:**

1. Update by the Treasure Coast Regional Planning Council and WTL+a on the C-3 Market Analysis for the Northlake Promenade/Twin Cities Mall (C-3) Area Shared by the Town of Lake Park and the Village of North Palm Beach.

Tab 1

D. **PUBLIC COMMENT:**

This time is provided for addressing items that do not appear on the Agenda. Please complete a comment card and provide it to the Town Clerk so speakers may be announced. Please remember comments are limited to a **TOTAL** of three minutes.

E. **CONSENT AGENDA:** All matters listed under this item are considered routine and action will be taken by one motion. There will be no separate discussion of these items unless a Commissioner or person so requests, in which event the item will be removed from the general order of business and **considered in its normal**

sequence on the agenda. Any person wishing to speak on an agenda item is asked to complete a public comment card located on either side of the Chambers and given to the Town Clerk. Cards must be submitted before the item is discussed.

2. December 1, 2021 Regular Commission Meeting Minutes Tab 2

3. December 15, 2021 Regular Commission Meeting Minutes Tab 3

4. Resolution 01-01-22 Authorizing and Directing the Mayor to Execute a Contract with C.R. Dunn, Inc., for the Provision of Electrical Lighting Services and Other Related Services Per the Terms and Conditions of City of West Palm Beach Contractor Agreement Number 2002.014 – Cooperative Purchase. Tab 4

**F. PUBLIC HEARING(S) - ORDINANCE ON FIRST READING:
None**

**G. PUBLIC HEARING(S) - ORDINANCE ON SECOND READING:
None**

**H. NEW BUSINESS:
None**

**I. PUBLIC COMMENT:
This time is provided for addressing items that do not appear on the Agenda. Please complete a comment card and provide it to the Town Clerk so speakers may be announced. Please remember comments are limited to a TOTAL of three minutes.**

J. TOWN ATTORNEY, TOWN MANAGER, COMMISSIONER COMMENTS:

K. REQUEST FOR FUTURE AGENDA ITEMS:

L. ADJOURNMENT:

Next Scheduled Regular Commission Meeting will be held on January 19, 2022

Special Presentations /Reports

TAB 1



Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: January 5, 2022

Agenda Item No.

Agenda Title: Update by the Treasure Coast Regional Planning Council and WTL+a on the C-3 Market Analysis for the Northlake Promenade/Twin Cities Mall (C-3) Area shared by the Town of Lake Park and the Village of North Palm Beach.

- | | |
|--|--|
| <input checked="" type="checkbox"/> SPECIAL PRESENTATION/REPORTS
<input type="checkbox"/> BOARD APPOINTMENT
<input type="checkbox"/> ORDINANCE
<input type="checkbox"/> NEW BUSINESS
<input type="checkbox"/> OTHER | <input type="checkbox"/> CONSENT AGENDA
<input type="checkbox"/> OLD BUSINESS |
|--|--|

Approved by ^{ACTING} Town Manager *Randall McCallister* Date: 12/29/2021

Originating Department: <p style="text-align: center;">Town Manager</p>	Costs: \$48,170 (Phase I Completed)-previously approved Funding Source: Not a new expense (presentation only) Acct: -- <input type="checkbox"/> Finance _ <u><i>[Signature]</i></u>	Attachments: Market Analysis/Study TCRPC/WTL+a Presentation
Advertised: Date: Paper: <input checked="" type="checkbox"/> Not Required	All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.	Yes I have notified everyone or Not applicable in this case _ ND <u><i>[Initials]</i></u> Please initial one.

Summary Explanation/Background:

In March 2021, the Town Commission approved an Agreement with the Treasure Coast Regional Planning Council (TCRPC), working with WTL+a, to conduct a Market Analysis and Financial Feasibility Study for the Twin City Mall Site. This is a collaborative project with the Village of North Palm Beach. The total amount of the scope of work for the agreement is \$96,340. The Town's share of the project costs, is \$48,170.

Background:

Located at the southwest corner of US1 and Northlake Boulevard, the Twin City Mall opened on July 21, 1971. The 400,000-square foot mall bisected the Village of North Palm Beach and the Town of Lake Park, thus the "Twin City" name. The Twin City Mall took a year and approximately \$10 million to build. By the 1980's, the mall began to struggle financially – especially when the opening of the Gardens Mall in 1988 drew major tenants away. After years

of financial issues, code violations and attempts to revitalize the mall, demolition took place in June, 1997.

Currently, the site has approximately 103,000 sf of commercial space located on 15.75 acres in the Village of North Palm Beach. The Lake Park section of the site contains nearly 22.5 acres of land and 74,500 sf of commercial space, including Publix.

Due to the origins of the Twin City Mall, the Town and the Village have committed to work collaboratively on development issues affecting the property through an interlocal agreement that was approved in 1993. Recently, given that the redevelopment of the site is a strategic priority for both communities, the Town and the Village have been coordinating efforts related to the creation of a regulatory code that will guide the development of the property.

Market Analysis and Feasibility Study:

During Town and Village staff discussions about the regulatory framework (in other words, the development code) that would be needed for the property, it became clear that it should be guided not only by the vision and expectations of the two communities, but by the market, to determine what new uses will be economically viable at this location, and an associated financial feasibility study to understand what type of development plan will be needed to attract investment to the site.

This information is critical to the development of a workable code as we anticipate the need for parking structures and other amenities that will attract customers. These development expenses will make sense only if the code provides for a development plan that offers investors an appropriate rate of return. While some factors may be unknown in the initial redevelopment phases, there is also the option to allow for developer contributions up front (on a percentage based on project value basis) so that needed public improvements and amenities can later be incorporated as the Town and Village deem necessary.

TCRPC and WTL+a will be presenting the completed Market and Development Analysis (Phase I) to the Town Commission this evening. **This Market and Development Analysis (Phase I – distributed to the Town Commission by the Town Clerk by email for preliminary review on December 15 and also enclosed here)** included the following activities for which conclusions will be explained:

- Market and Site Reconnaissance: understand local market dynamics and economic anchors and identification of regional market contacts.
- Key Stakeholder Interviews: interviews to understand opportunities and challenges and real estate market performance in the area, assess competitive markets and absorption potential, and identify market-based strengths and weaknesses.
- Demographic and Economic Profile: examine the “drivers” of market demand for desired land uses (multi-family residential, office/workplace, retail, hospitality).
- Real Estate Market Conditions: analyze real estate market conditions to understand the Twin City Mall site’s competitive market condition.
- Market/Development Potentials: test market support for each of the identified uses.
- Summary of Key Findings and Recommendations.
- Presentation of Key Findings

The Financial Feasibility Study (Phase II) has not yet been completed. The Village and Town Managers and staff have discussed the market analysis, as it relates to the Phase II which anticipates testing out certain development options and the draft land development regulations (LDRs) that now have the potential of moving forward. Since both the Town and the Village have prospective developers in the pipeline and since residential (i.e. density), along with some additional amenities, are anticipated to be introduced to the C-3, it has been discussed that perhaps Phase II is no longer required and that a public contribution method of receiving funds from developers for future public improvements, might be best for the LDRs. In addition, there are many changing variables in the market that could impact the C-3 area and therefore, a contribution method might work best. In addition, keeping a mechanism that allows both municipalities to review proposed site plan applications, would also continue to be beneficial to the joint redevelopment of the C-3 area. This can be accomplished through an updated Interlocal Agreement. The goal is to be able to move the LDRs forward in 2022.

Recommended Motion: Presentation only.

Twin City Mall Redevelopment Feasibility Study

Town of Lake Park & Village of North Palm Beach, FL

Phase 1 Report: Market Study



Prepared for:
Treasure Coast Regional Planning Council Stuart,
FL



On behalf of:
Town of Lake Park & Village of North Palm Beach



November 2021 **FINAL**

WTL +a

Real Estate & Economic Advisors
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General & Limiting Conditions

Every reasonable effort has been made to ensure that the data contained in this study reflect the most accurate and timely information possible. These data are believed to be reliable at the time the study was conducted. This study is based on estimates, assumptions, and other information developed by WTL +Associates (referred hereinafter as "WTL+a") from its independent research effort, general knowledge of the market and the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent and/or representatives, or any other data source used in preparing or presenting this study.

No warranty or representation is made by WTL+a that any of the projected values or results contained in this study will be achieved. Possession of this study does not carry with it the right of publication thereof or to use the name of "WTL+a" in any manner without first obtaining the prior written consent of WTL+a. No abstracting, excerpting or summarizing of this study may be made without first obtaining the prior written consent of WTL+a. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person, other than the client, without first obtaining the prior written consent of WTL+a. This study may not be used for purposes other than that for which it is prepared or for which prior written consent has first been obtained from WTL+a.

This study is qualified in its entirety by, and should be considered in light of, these limitations, conditions and considerations.

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1 Executive Summary

Introduction

WTL+a, a national real estate and economic development consulting firm in Massachusetts and Washington, DC, with significant project experience throughout Florida, was retained in March 2021 by the Treasure Coast Regional Planning Council (TCRPC) to prepare a redevelopment feasibility study of the Twin City Mall site, located in the Town of Lake Park and the Village of North Palm Beach, in Palm Beach County. Retail & Development Strategies LLC of Arlington, VA assisted WTL+a in this effort.

The study is intended to provide municipal officials with critical real estate market and financial data necessary to guide public decisions regarding redevelopment of the site and comprises the following phases and tasks:

- **Phase 1**

- Profile and analyze **demographic/economic characteristics and real estate market conditions** across four land uses (housing, workplace/office, general retail and hotel/lodging)
- Conduct public outreach across a broad spectrum of stakeholders
- Evaluate **market/redevelopment potentials** by testing market support for each land use, and
- Outline implementation strategies and approaches to ensure successful redevelopment.

- **Phase 2**

- Prepare a **financial feasibility analysis** of up to three (3) redevelopment scenarios to measure the overall investment viability of specified land uses and understand whether these uses would be expected to attract private investment, and

-
- Estimate potential “residual value” that could be utilized to offset land acquisition *and/or* costs of required infrastructure (such as structured parking), public realm improvements, etc., as identified and prioritized by both municipalities.

This document represents the deliverable for Phase 1. It is organized as follows:

Section 1: Executive Summary & Key Findings

Section 2: Site Characteristics & Conditions

Section 3: Demographic Characteristics & Economic Profile

Section 4: Real Estate Market Conditions

Section 5: Development Potentials

Section 6: Implementation Issues & Approaches

Impacts of the 2020—21 Pandemic (Updated)

This report presents the findings of demographic and real estate market conditions and development potentials on the Twin City Mall site for housing, “workplace” (professional and medical office), and supporting uses such as retail and lodging. It should be noted that **market conditions are based on data and conditions prior to COVID-19 impacts**. While the timing of future development may be delayed due to the pandemic, there are potentials for selected, well considered new growth and investment. Experience in other Florida markets has demonstrated the best way to fully optimize economic benefits generated by redevelopment of the site will result from a carefully structured and implemented plan that appropriately integrates different land uses and phases to provide development flexibility.

Office Market

The most important difference between year-end 2019 (the data-year used for this analysis) and current conditions is the impact of the global Coronavirus pandemic. COVID-19 has resulted in significant impacts on commercial real estate, although these impacts vary considerably from location to location. It has affected consumer spending, real estate sales, job prospects, and recreation options in ways that are profoundly different than pre-COVID conditions. **The office market, especially for technology and other computer-based industries, has been affected the most significantly and in ways that are *not likely to encourage* new office development.** At the broadest levels across the country, reactions to self-isolation and working-at-home have resulted in multiple companies advising employees to continue working from home for the near future. Many

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companies have integrated “work from home” as a permanent component of the work environment as well as staggered in-office work commitments that substantially reduce demand for office space.

During summer 2021, an explosion of COVID cases driven by the emergence of the highly contagious and rapidly changing Delta variant, uneven and low (especially in the Southern U.S.) vaccination rates, and re-emergence of mask mandates has resulted in a growing number of office users to reconsider office reopening plans, whether delaying return to in-person office attendance or permanently reducing office occupancy on a day-to-day basis. With infection and hospitalization rates rising across the U.S.—and persistent vaccine hesitancy rendering herd immunity unlikely—many companies are reported to be rethinking previously announced deadlines for employees to start reporting to the office.

Firms in the tech sector—among the first to go remote at the start of the pandemic—are leading the retreat from office reopening. Google and Apple both announced in July 2021 they were pushing their office re-openings to October 2021. However, in August, Google, Apple, Amazon, and Facebook decided to delay reopening until January 2022. Twitter, which last year announced that employees could work from home indefinitely, has closed offices that it had recently reopened in New York and San Francisco.

Financial firms, including BlackRock, Wells Fargo, Credit Suisse, PIMCO, T. Rowe Price, and Liberty Mutual, have all pushed back plans to return to their offices until at least October 2021. Boston-based asset manager State Street announced in August that it would abandon and sublease its two Manhattan office buildings entirely in a more permanent embrace of hybrid remote and in-person work. While JP Morgan and Goldman Sachs have targeted a late September reopening, the list of major firms postponing office re-opening dates continues to increase across a range of economic sectors—from Viacom/CBS and Sony Pictures to Ford Motor Company and Coca-Cola. These uncertainties are prolonging anticipated recovery in the commercial office sector.

To identify trends in how Americans are returning to the office, Kastle Systems has been evaluating anonymous aggregated occupancy data (from keycard, fob and “KastlePresence” app) for 2,600 buildings and 41,000 businesses the company secures in 138 cities across 47 states. Through its “Back-to-Work Barometer,” Kastle Systems’ data reflect unique authorized user entries in multiple markets relative to a pre-COVID (March 5, 2020) baseline, averaged on a weekly basis. **Across all office-using industries, national office occupancies for 10 major cities averaged 30.9% in September 2021.** This reflected a *decline* in occupied office space from 33.1% in August 2021,

suggesting continued business uncertainty regarding employees returning to the office. For specific cities, occupancies ranged from:

- 19% in San Francisco and New York
- 28% to 29% in Washington, DC, Philadelphia and Los Angeles, and
- 42% to 45% in Austin, Dallas and Houston.

Retail/Restaurants & Travel/Hospitality

The travel/hospitality and retail/food service industries, which were particularly hard-hit in 2020 (e.g., airline passenger volumes declined by 90% to 95%, major layoffs in the hotel and food & beverage industries, etc.), began to emerge from these declines in mid-2021. The tourism/travel/leisure markets were seriously impacted and may require several years to stabilize, much less fully recover.

In its bi-annual bankruptcy update of the retail industry at year-end 2020, BDO counted 18 retailers that headed to bankruptcy court in the first half of the year and another 11 in the last half. In fact, the industry's bankruptcy record so far put it on pace with 2010, following the Great Recession, when there were 48 bankruptcy filings by retailers. The COVID-19 pandemic has interfered with what is normally a cyclical pattern for retailers and set up the industry for yet more bankruptcies and store closings through 2021.

According to BDO researchers, 2020 set the record for the highest number of retail bankruptcies and store closings in a single year. By BDO's measure, bankrupt retailers announced nearly 6,000 store closings in 2020, on top of the 9,500 stores that closed in 2019 (most closings were in regional and super-regional malls). Another 15 retailers (including Macy's, Bed Bath & Beyond, and Gap) outside of bankruptcy court announced a total of 4,200 closures at year-end 2020. According to Coresight Data, retailers have announced 4,889 store closures in 2021 representing a decline of 37.9% from the number of store closures announced in 2020.

The number of retail bankruptcies has declined in 2021 due to the following factors:

- Government stimulus funding has provided both subsidies and more available capital to the retail sector;
- Online spending grew by over 21% in 2020 and is likely to increase again in 2021; this increase in sales does not correlate with bricks-and-mortar retail store sales, which remain challenged by COVID restrictions and cautious consumer behavior. As noted above, thousands of retail businesses have closed during the global pandemic; industry sources suggest the pace of

closures has largely stabilized in late 2021, but online sales growth is expected to continue to affect new physical retail store opportunities;

- Due to the increasing amount of retail space vacancy, property owners have less leverage over tenants and have lowered rents to maintain occupancy, easing the cost of operations for specific retailers;
- Spending has shifted toward goods rather than services. The food service, hospitality, travel, and sporting and entertainment/events retail categories remain deeply affected by COVID, significantly reducing in-person attendance and on-site consumer spending. This has redirected the share of spending on consumer services, which traditionally accounted for about 70% of all consumer spending (National Retail Federation, 2021).

According to the National Restaurant Association, more than 110,000 eating and drinking establishments across the United States closed—temporarily or permanently—in 2020, with nearly 2.5 million jobs erased from pre-pandemic levels. Of restaurants that closed permanently in 2020, the majority were established businesses; these eateries had been in business for an average of 16 years, and 16% had been open for at least 30 years. Since the pandemic started, 62% of fine dining operators and 54% of family and casual dining operators reported staffing levels more than 20% below normal.

Moreover, restaurant and food service sales fell by \$240 billion in 2020 from an expected level of \$899 billion. The association's [2021 State of the Restaurant Industry](#) report also noted that sales and employment losses have disproportionately impacted full-service restaurants, which have had greater challenges in pivoting to off-premises service.

COVID-related impacts on the visitor market in this part of Palm Beach County are characterized as significant—at least as it pertains to impacts on the area's hotel market. As noted in the analysis of hotel market conditions, area occupancies declined sharply in 2020—from 83.7% in February 2020 to 17.6% in March 2020. Occupancies climbed steadily through the remainder of the year—to 50.2% by December 2020. During the first four months of 2021, area hotel occupancies jumped from 57.2% in January to 77.1% in March but fell slightly in April.

VisitFlorida data for Southeast Florida (including Broward, Palm Beach, Miami-Dade, and Monroe Counties) indicates that visitor volumes were down dramatically in 2020 over prior years. Survey data on visitors “planning to travel in the next six months” indicated the proportion of those planning

to visit Florida decreased from 87% in March 2020 to 58% in November 2020. Commercial airline capacities declined significantly in 2020 but are rapidly improving in mid-2021.

For a visitor destination like Florida, where the \$111.7 billion annual tourism industry is the state's largest industry, the impacts are great. Government policies are attempting to balance social responsibility and safety with the need to re-open businesses and encourage visitors to return. While beaches and tourist destinations across the state reopened in late 2020 and early 2021, the **emergence of virus variants such as Delta in mid-2021 are producing a significant increase in caseloads and hospitalizations, thus generating significant uncertainty about full economic recovery.**

Unemployment & Impacts on Real Estate Development

In 2020, national unemployment levels were the highest since the Great Depression of the 1930s. From a record annual low of 3.5% in February, seasonally adjusted unemployment jumped to 14.7% in April. With uneven recovery generated by the pandemic, the *official* unemployment rate in 2020 steadily declined—from 13.3% in May to 6.7% in December. As vaccination rates soared in 2021, national unemployment levels decreased steadily—from 6.3% in January to 5.4% in July. In fact, 943,000 jobs were added across the U.S. in June 2021. Fully 40% (380,000) of the job increase occurred in Leisure & Hospitality, including Food Services & Drinking Places (+253,000 jobs) and Accommodations (+74,000) as restaurants and hotels across the U.S. reopened and the summer tourism season flourished. Another 243,000 jobs nationwide were created in July.

By comparison, according to the Department of Economic Opportunity (DEO), Florida's unemployment rate jumped from a low of 2.8% in February 2020 to a peak of 13.8% in April 2020. During the last half of 2020, the state's unemployment rate declined—from 11.4% in July to 6.4% in November. During the first-quarter 2021, the state's unemployment rate remained in the range of 4.7%; **the state's unemployment rate increased to 5.0% in June 2021 as the Delta variant of the virus and hospitalizations surged across the state.**

Other factors impacting real estate development and economic potentials include significant inflation in multiple sectors of the economy as well as inordinately high increases in construction material costs. In fact, inflation of 5% to 6% per month has been reported, and lumber set an all-time price record of \$1,515 per thousand board feet in May 2021. However, the "cash" market price dropped to \$472 per thousand board feet in the first week of August according to data from Fast-markets Random Lengths and reported by Fortune. The highest price that lumber fetched by the same metric in mid-2018 was \$582.

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Driving that decline is an inversion of the supply-and-demand equation. Just as lumber producers increased their capacity and were reducing backlogs, developers and construction firms had started planning for delays, pivoting to other materials or halting projects altogether. Lumber costs are felt most acutely by the homebuilding and low-rise multi-family sectors, where project starts had begun tailing off as prices hit record highs in May. According to Bloomberg, steel, which commercial developers turned to as a way of avoiding lumber, continued to rise in price well into the summer.

Ongoing supply-chain delays and disruptions in deliveries will affect the 2021 holiday season, which traditionally accounts for most retailers' annual profits.

Conclusion

Taken in total, **these impacts caused a major slowdown in economic activity across Florida (especially in hospitality and tourism-dependent sectors) in 2020; the costs of lost consumer spending resulted in sizable increases in vacancy rates for retail and office uses and a massive slowdown in tourism and visitor spending.** While recovery in multiple business sectors emerged in early 2021, full economic recovery is uncertain—if not temporarily stalled—due to the emergence of virus variants and remaining unknowns about the pandemic. For at least the remainder of 2021, economic prospects are likely to remain cautious.

However, there are mitigating factors that could change the mid-to longer-term outlook:

- **Slowing of Unsupportable Speculative Real Estate Development**—an overheated real estate market in Florida has encouraged speculative development and over-entitlements in multiple submarkets.
- **Time to Plan More Effectively**—the 2020 recession and uneven 2021 recovery could encourage a more manageable pace of development and reduce environmental and social impacts that often result from hurried decisions.
- **Business Opportunities for Millennials**—the millennial generation is highly entrepreneurial and will be more willing to start new retail, food & beverage, and consumer service businesses once the pandemic has stopped.
- **Pent-up Demand for Social Experiences**—while on-line sales spiked, higher vaccination rates have allowed consumers to feel more comfortable dining out, going out, and shopping; in fact, consumer demand for goods and services occurred at pent-up levels in early- and mid-2021 not seen since the 2007 recession.

- **Creative Regulation & Behavior Management**—if reasonable standards are implemented and safety practices realized, Florida’s beaches, communities and visitor destinations should rebound faster than other parts of the country (although the Delta variant has appeared to temporarily slow recovery).

It remains to be seen whether the mid-2021 spike in COVID cases in Florida and in other states across the country will stall ongoing economic recovery. As of mid-September 2021, Palm Beach County has confirmed 212,877 COVID-19 cases and 3,514 COVID-related deaths. The recent impacts of the Delta variant are striking; while Florida recorded 251 deaths in all of June and July, there were 6,603 new deaths in August.

That said, Florida has reportedly benefited from major residential relocation from the Northeast, adding new residents, spenders, and workers to the state’s economic base. COVID remains a major factor affecting otherwise available, pent-up spending power by U.S. consumers. As the travel/tourism industry regains stability, Florida’s largest industry should accelerate its recovery, potentially rippling through the state’s other economic sectors.

Key Findings

The following summarizes key findings of the demographic and economic profile, real estate market conditions by land use, and development potentials:

Housing

As detailed in Section 5, the analysis to determine market support for new residential development illustrates how transformational the Twin City Mall site can be for both the Town of Lake Park and the Village of North Palm Beach. The limited number of vacant/undeveloped parcels in both communities has hindered population/household growth, particularly in Lake Park, over the past 20 years. While nominal population growth occurred in each municipality between 2010 and 2020, **a historic trendline analysis as exhibited in Scenarios #1 and #2 will not justify market support for new housing.**

As a result, WTL+a prepared an alternative analysis for Lake Park as depicted in Scenario #3 to identify the rate of population growth necessary over the next 10 years to ensure successful redevelopment. As noted, **the analysis suggests that Lake Park will need to grow at a *sustained* compound annual pace of 1.5% per year**—well above its recent 0.76% annual growth rate. This could expect to generate **sufficient demand to support up to 820 new housing units town-wide by 2030**, including:

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- Nautilus 220 (332 units under construction)
- 315 Federal Highway (100 units proposed)
- Woolbright Development's proposed "Lake Park Apartments" (250 units) on a portion of the Twin City site, and
- Another 130 to 140 "unallocated" units over the next 10 years.

Lake Park's required growth rate could be slightly lower if a portion of the 332 units at Nautilus sell to seasonal occupants.

Similarly, while slightly higher historic growth rates between 2010—2020 have generated modest population/household growth in North Palm Beach, the Village will also need to strengthen its future growth rate to support new housing on the Twin City Mall site. Specifically, as the portion of the site available to accommodate redevelopment in North Palm Beach is larger than it is in Lake Park, **land acquisition costs by any developer will be significantly higher. Higher land costs will necessitate additional density and building height to justify construction feasibility.** As densities along the corridor appear to be increasing, the Twin City Mall site is both a larger and pre-assembled redevelopment opportunity and therefore should anticipate higher densities (i.e., 800 to 1,000 units). As a result, WTL+a created an alternative scenario to illustrate the higher growth rate/market capture necessary to support approximately 800 to 1,000 units of new housing on the North Palm Beach portion of the Twin City Mall site.

Another factor bearing upon feasibility will be the costs associated with providing structured parking, which would be required to support a higher density redevelopment scenario.

As a result, WTL+a prepared an alternative analysis for North Palm Beach as depicted in Scenario #3 to identify the rate of population growth necessary over the next 10 years to ensure successful redevelopment. As noted, **the analysis suggests that North Palm Beach will need to grow at a sustained compound annual pace of 1.3% per year**—well above its recent 0.77% annual growth rate. This could expect to generate **sufficient demand to support up to 1,000 new housing units village-wide by 2030**, including:

- 200 Yacht Club (215 units proposed), and
- Another 800 "unallocated" units over the next 10 years.

This suggests that redevelopment opportunities for new housing on the North Palm Beach portion of the Twin City Mall site could **support up to 800 units of new housing by 2030**.

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The analysis concludes that stronger population/household growth in the U.S. Highway 1 corridor in this part of Palm Beach County is feasible, in part due to the impacts that the COVID pandemic has introduced, including enhanced/accelerated forces such as population shifts from New York/the Northeast to South Florida as well as recent, ongoing interest in private investment as exhibited by such projects as Nautilus 220.

Since real estate market conditions data was collected and analyzed in May/June 2021, supplemental data from CoStar, Inc. reveals that “Emara Palm Beach”, a 250-unit rental complex that replaced Beach Plaza on U.S. 1 (just north of the Village’s municipal boundaries), and delivered in mid-2021, is approximately 34% leased. This suggests that **monthly absorption has averaged approximately 17 units per month** (assuming lease-up started in June 2021). Information on net absorption at “Solara City Centre,” a 136-unit complex located at PGA Boulevard and U.S. 1, and delivered in mid-2021, was not reported.

The multi-family industry considers the reported pace of monthly absorption at Emara Palm Beach to be strong.

In total, these factors could expect to generated market potentials that support **between 850 and 1,050 units of new housing across the entirety of the Twin City Mall site over the next 10 years (2030).**

Twin City Mall: 850 to 1,050 Units of New Housing

Across Entire Site

Multi-tenant/Speculative Office

As detailed in Section 5, the analysis of supportable market demand for new office space is extremely limited in Lake Park and negligible in North Palm Beach. Moreover, the majority of existing office inventory in both jurisdictions is aging/outdated and may have a degree of functional and/or physical obsolescence—even with the presence of multiple owner-occupied office condominium buildings in North Palm Beach. This is best exemplified in *negative* net absorption, particularly in North Palm Beach, over the past 14 years.

While a small amount of office space may be attractive as part of a mixed-use project, any office space developed on the Twin City Mall site should be considered a tertiary use that serves as an

amenity to activate public space during the day. **Any limited office space built should comprise no more than 5,000 to 10,000 sq. ft. of space** oriented to professional services tenancies and located above street-level retail. The capacity to support any additional office space beyond this amount will be determined by growth in specific business markets and office-using sectors, transition of home-based businesses into leased space, rental/occupancy costs compared to competing nearby locations, etc.

**Twin City Mall: Office Potentials are Very Limited;
May Serve as Supporting Amenity**

Hotel/Lodging

To understand hotel market performance and opportunities for hotel development on the Twin City Mall site, WTL+a obtained hotel performance data from STR Global for 16 selected properties located primarily on nearby commercial corridors and I-95 interchanges. It is critical to understand market conditions given the enormity of the impacts on the hotel and hospitality industries from the COVID pandemic as well as the time required for recovery.

The COVID pandemic which struck in early March 2020 has significantly impacted the hotel/hospitality industry. Monthly occupancies dropped precipitously—from 83.7% in February 2020 to 17.6% in April 2020. Overall occupancies among these 16 properties in 2020 averaged 44.8%. Occupancies climbed to 50.2% by year's end and returned to pre-COVID metrics in the range of 77% during the first quarter of 2021.

As detailed in Section 5, the analysis reveals negligible market support for new hotel development on the Twin City Mall site in what would be considered by the hotel industry as a secondary location. Even if peak growth in roomnight demand (which occurred between 2013 and 2017 among the competitive set) continues, it is insufficient to support more than 150 additional hotel rooms in the surrounding area over the next 10 years. **This demand is likely to be captured in stronger, primary locations, such as the commercial node created by The Gardens Mall and Downtown at the Gardens or at interchanges along I-95.** In fact, ShopCore is planning a 174-room hotel as part of expansion and repurposing of Downtown at the Gardens. This will capture competitive area roomnight demand in the near-term.

**Twin City Mall: Near-term Hotel Demand will be Focused
On More Marketable Sites in Surrounding Area**

Supporting Retail

The retail demand analysis in Section 5 details potential consumer markets and sales estimates from various sources that could expect to support new retail uses as part of the redevelopment of the Twin City Mall site. A critical assumption is that **the redevelopment program will create a retail setting that is differentiated from other offerings in the area**, that the configuration is pedestrian and on-site resident friendly, and that the mix of retail businesses can become a dining and *limited* shopping/services location. These assumptions are necessary to achieve capture rates applied in the analysis and to retain a portion of household sales leakage occurring in North Palm Beach. If these criteria are not met, then the retail program will not be achievable. Moreover, if the residential development program identified in the housing analysis is reduced below the supportable 800 to 1,050 units, the site's retail program will also be reduced.

Using potential sales increases from all consumer sources, the **total retail development program for the Twin City Mall site should target a range of 22,000 to 24,000 sq. ft.**

**Twin City Mall: Retail Potentials Limited as a
Secondary Use to Support On-site Residential Program**

2 Site Characteristics

The following highlights key site and location characteristics of the Twin City Mall site. It is intended to illustrate the complexities associated with redeveloping a large site that straddles two different municipalities with multiple parcels and fragmented/multiple private ownership. Property data was obtained from Palm Beach County Property Appraiser public records.

Figure 1: Palm Beach County Property Appraiser Twin City Mall Parcel Boundaries



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Key findings from the County Property Appraiser indicate that:

- The subject site in its entirety contains 38.22 acres of land with 177,749 sq. ft. of commercial uses. This suggests an overall density (floor area ratio) of .106 FAR. While this is considered low density for commercial/retail uses, it reflects six vacant commercial parcels (with 12.58 acres, 33% of the total) and two parcels for stormwater management (with 2.51 acres);
- The entire site has a preliminary 2021 market value of \$26,396,200 and a preliminary **2021 taxable value of \$24,838,980 (\$139.74 per sq. ft. of building area)**. This is a slight increase over the site's 2019 taxable value of \$23,401,328, or \$131.65 per sq. ft.-GBA);
- **There are nine separate property owners/entities and 16 separate parcels.** These include:
 - Village Shops LLC (13.07 acres and five parcels) and Northlake Promenade Shops LLC (11.57 acres and four parcels);
 - Real Sub LLC/Publix Supermarket (one parcel comprising 7.41 acres);
 - OPV Northlake Promenade LLC (2.30 acres and two parcels); and
 - Multiple pad sites along Northlake Boulevard and U.S. 1 occupied by various retail tenants (e.g., BP Gas, CVS, Wendy's, TD Bank).
- There are seven parcels comprising 15.75 acres of land located in North Palm Beach (accounting for 41% of the total site). These seven parcels contain 103,285 sq. ft. of commercial uses with a 2021 taxable value of \$12,186,168 (\$118 per sq. ft.-GBA); and
- There are nine parcels comprising 22.47 acres of land located in Lake Park (accounting for 59% of the total site). These nine parcels contain 74,464 sq. ft. of commercial uses (including the Publix Supermarket) with a 2021 taxable value of \$12,652,812 (\$169 per sq. ft.-GBA). **While there is less commercial space located on the Lake Park portion of the site, it generates higher taxable value (driven by Publix and the UPS retail store).**



Table 1: Twin City Mall Parcel Information—Village of North Palm Beach, 2021

Parcel Address	Owner	Site Size (Acres)	Year Built	Property Use Code	Land Uses	Size (SF)	2019 Values			2021 Values & % Change From 2019		
							Market	Taxable	Per SF	Market	Taxable	Per SF
North Palm Beach												
Multiple Tenants 101 US Highway 1	Village Shops at US 1 LLC	7.99	1967	Shopping Center-Community	Office Lobby Warehouse Warehouse	5,566 1,813 7,120 71,117						
					Total:	85,616	\$ 7,437,763	\$ 4,831,530	\$ 56.43	\$ 6,983,995	\$ 5,846,151	\$ 68.28
										-6.1%	21.0%	
BP Gas 165 US Highway 1	Northlake Petroleum, Inc.	0.75	2000	Service Station	C-Mart Car Wash	2,275 648						
					Total:	2,923	\$ 1,235,824	\$ 1,235,824	\$ 422.79	\$ 1,278,332	\$ 1,278,332	\$ 437.34
										3.4%	3.4%	
CVS 312 Northlake Blvd.	OPVC Northlake Promenade LLC	1.45	1997	Supermarket/ Drug Store	Drug store Freestanding	9,842 648						
					Total:	9,842	\$ 1,900,000	\$ 1,900,000	\$ 193.05	\$ 2,509,376	\$ 2,080,000	\$ 212.36
										32.1%	10.0%	
TD Bank 316 Northlake Blvd.	Palm Beach County Bank	0.95	2005	Financial	Neighborhood Bank	4,904						
					Total:	4,904	\$ 1,683,976	\$ 1,683,976	\$ 343.39	\$ 1,781,917	\$ 1,781,917	\$ 363.36
										5.8%	5.8%	
Stormwater Parcels	Northlake Promenade Shoppes LLC	0.37		River/Lakes			\$ 112	\$ 112	\$ -	\$ 112	\$ 112	\$ -
										0.0%	0.0%	
Vacant	Village Shops at US 1 LLC	3.81		Vacant Commercial			\$ 898,331	\$ 898,331	\$ -	\$ 943,164	\$ 943,164	\$ -
										5.0%	5.0%	
Vacant	Village Shops at US 1 LLC	0.43		Vacant Commercial			\$ 234,710	\$ 234,710	\$ -	\$ 246,492	\$ 246,492	\$ -
										5.0%	5.0%	
Subtotal - North Palm Beach:		15.75				103,285	\$ 13,390,716	\$ 10,784,483	\$ 104.41	\$ 13,743,388	\$ 12,186,168	\$ 117.99
		41%						81%		2.6%	13.0%	



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Table 2: Twin City Mall Parcel Information—Town of Lake Park, 2021

Parcel Address	Owner	Site Size (Acres)	Year Built	Property Use Code	Land Uses	Size (SF)	2019 Values			2021 Values & % Change From 2019		
							Market	Taxable	Per SF	Market	Taxable	Per SF
Lake Park												
Wendy's 320 Northlake Blvd.	Wendys Properties LLC	0.87	2002	Restaurant, Drive-in	Franchise Food	2,938						
					Total:	2,938	\$ 1,115,431	\$ 1,115,431	\$ 379.66	\$ 1,148,231	\$ 1,148,231	\$ 390.82
										2.9%	2.9%	
Bank 328 Northlake Blvd.	San Fiz Inc.	1.39	2005	Financial	Neighborhood Bank	4,176						
					Total:	4,176	\$ 1,352,533	\$ 1,352,533	\$ 323.88	\$ 1,701,929	\$ 1,701,929	\$ 407.55
										25.8%	25.8%	
Publix Supermarket 370 Northlake Blvd.	Real Sub LLC	7.32	2000	Shopping Center-Community	Comm. Retail Supermarket	4,038 52,768						
					Total:	66,804	\$ 6,232,749	\$ 6,232,749	\$ 109.72	\$ 5,891,872	\$ 5,891,872	\$ 103.72
										-5.5%	-5.5%	
UPS Store 378 Northlake Blvd.	Northlake Promenade Shoppes LLC	2.41	2000	Shopping Center-Community	Comm. Retail	6,196 4,350						
					Total:	10,546	\$ 1,599,073	\$ 1,599,073	\$ 151.63	\$ 1,525,631	\$ 1,525,631	\$ 144.66
										-4.6%	-4.6%	
Stormwater Parcels	Northlake Promenade Shoppes LLC	2.14		River/Lakes		-	\$ 642	\$ 642	\$ -	\$ 642	\$ 642	\$ -
										0.0%	0.0%	
Vacant	OPV Northlake Promenade LLC	0.85		Vacant Commercial		-	\$ 660,789	\$ 660,789	\$ -	\$ 693,736	\$ 693,736	\$ -
										5.0%	5.0%	
Vacant (MF Parcel)	Northlake Promenade Shoppes LLC	6.65		Vacant Commercial		-	\$ 1,641,058	\$ 1,641,058	\$ -	\$ 1,676,187	\$ 1,676,187	\$ -
										2.1%	2.1%	
Vacant	Village Shops at US 1 LLC	0.70		Vacant Commercial		-	\$ 228	\$ 228	\$ -	\$ 239	\$ 239	\$ -
										4.8%	4.8%	
Vacant	Village Shops at US 1 LLC	0.14		Vacant Commercial		-	\$ 14,342	\$ 14,342	\$ -	\$ 14,345	\$ 14,345	\$ -
										0.02%	0.02%	
Subtotal - Lake Park:		22.47										
		59%								100%	0.3%	0.3%
TOTAL:		38.22				177,748	\$ 26,007,561	\$ 23,401,326	\$ 131.65	\$ 26,390,200	\$ 24,838,980	\$ 136.74

Source: Palm Beach County Property Appraiser; WTL+a, updated August 2021.



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3 Demographic & Economic Profile

The following evaluates those indices that drive fundamental market demand for various land uses to help inform redevelopment potentials for the Twin City Mall site. Accordingly, the profile is focused on population and household growth; employment trends and forecasts; household incomes and annual retail spending power; current business mix; and other economic indicators for Lake Park, North Palm Beach, and the northern part of Palm Beach County based on available data that form the basis of potential market support for redevelopment.

This profile and analysis are based on data from various secondary public and private sources, including U.S. Census Bureau; University of Florida Bureau of Business & Economic Research; Town of Lake Park; Village of North Palm Beach; Palm Beach County; ESRI Business Analyst; Claritas, Inc.; Dun & Bradstreet, Inc.; and other sources.

Demographic Trends & Forecasts



WTL+a evaluated historic population growth patterns and forecasts for the Town of Lake Park, the Village of North Palm Beach, and a selected portion of northern Palm Beach County using the sources noted above. Key findings are summarized below, with data illustrated in Table 3 through Table 18.

Domestic Relocations to Florida

A portion of Florida's annual population growth can be attributed to domestic relocations from other cities and states across the U.S. As illustrated in Table 3, U.S. Census data from the American

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Table 3: State-by-State Relocations to Florida—Top 10 States, 2010—2019

Rank by Share	State	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2010-2019	
												Total Relocations	% Share of Total
1	New York	55,011	59,288	53,009	55,419	58,753	69,289	60,472	63,722	63,033	57,488	596,484	10.7%
	<i>Annual % Change</i>	-	7.8%	-10.6%	4.5%	6.0%	17.9%	-12.7%	5.4%	-1.1%	-8.8%		
2	Georgia	35,615	38,658	42,754	35,386	42,020	38,654	39,578	38,800	35,350	49,681	396,496	7.2%
3	New Jersey	22,344	25,206	27,606	30,914	24,425	29,390	33,966	27,892	30,105	28,222	280,070	5.1%
4	Pennsylvania	19,935	20,821	25,659	28,771	28,841	28,826	30,258	28,507	31,712	34,965	278,295	5.0%
5	Texas	24,039	25,532	28,564	24,226	25,175	29,706	31,153	31,625	24,197	26,174	270,391	4.9%
6	North Carolina	19,108	23,983	23,133	29,017	25,333	24,003	28,726	23,270	26,708	28,207	251,488	4.5%
7	California	22,130	22,420	20,366	26,690	23,239	21,217	28,420	30,919	26,888	28,628	250,937	4.5%
8	Ohio	21,047	18,191	22,927	22,597	27,438	27,403	29,655	22,946	22,452	30,335	244,991	4.4%
9	Virginia	20,080	16,614	25,697	18,132	25,342	23,377	29,485	28,232	31,798	26,031	244,788	4.4%
10	Illinois	17,432	19,152	22,565	19,973	25,095	26,406	23,319	28,631	27,622	24,425	234,620	4.2%
TOTAL BY YEAR:		482,889	498,597	537,148	529,406	546,501	584,938	605,018	566,476	587,261	601,611	5,539,845	
Annual % Change:		-	3.3%	7.7%	-1.4%	3.2%	7.0%	3.4%	-6.4%	3.7%	2.4%		

[State-to-State Migration Flows \(census.gov\)](#)

Source: U.S. Census Bureau; American Community Survey, 2010-2019; WTL+a, November 2021.

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Community Survey for 2010—2019, resident relocations from the top 10 states accounted for 55% of all domestic relocations to Florida. In particular, the Northeast (New York, New Jersey, Pennsylvania and Virginia) accounted for 25% of all relocations from these top 10 states, with **residents relocating from New York State comprising the largest share (10.7%) of the 5.5 million total statewide relocations over the past 10 years**. Notably, **the number of New York State residents relocating to Florida declined in 2018 and 2019**—by 1.1% between 2017—2018 and almost 9% between 2018—2019. Georgia accounted for the second largest share of relocations to Florida—with 7.2% of the total between 2010 and 2019.

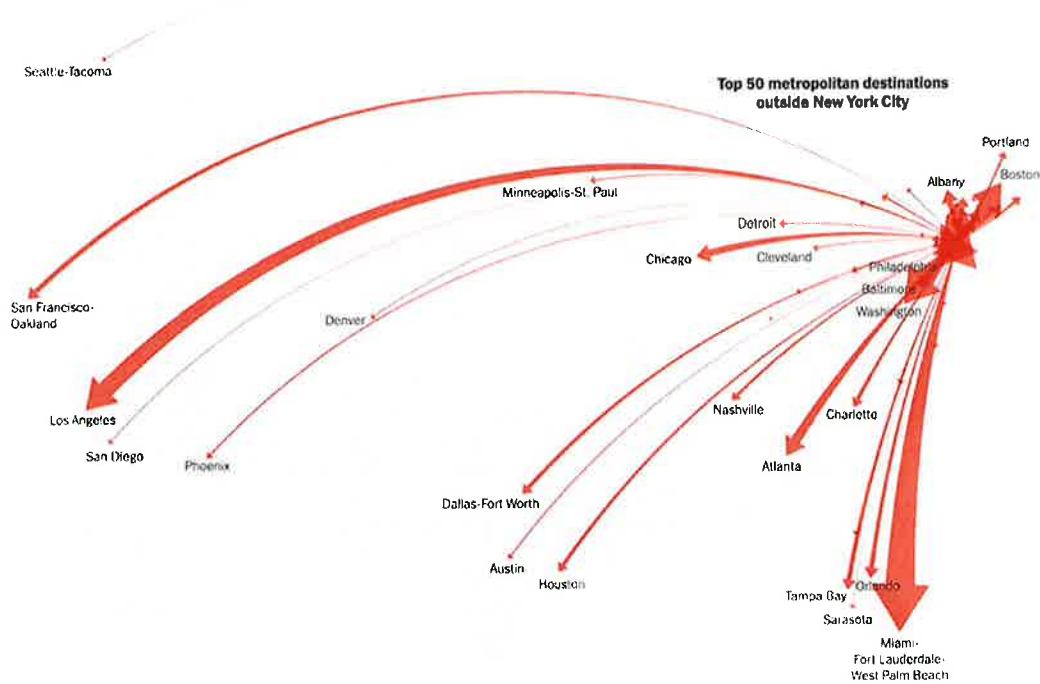
While relocation data for 2020 and 2021 are not yet available, change-of-address filings from the United States Postal Service (USPS) provide insights into patterns expected upon release of U.S. Census data. However, permanent residential change-of-address filings (combining both individuals and families) are not a perfect measure of resident relocations. While individuals filing represent one mover, the number of people associated with one family filing cannot be determined. Moreover, duplicate filings can occur (such as a family with different last names at the same address), or a mover may not even submit a USPS filing.

According to the USPS, migration patterns for most of the U.S. were remarkably similar in 2020 to resident relocations in 2018 and 2019. Notably, several densely populated cities experienced a dramatic change of filings compared to prior years. According to USPS permanent filings, **the number of individuals and families leaving New York City for a new state jumped 47% from 2019 to 2020. It is not known how many of these moves were attributable to the COVID pandemic.**

While the number of permanent change-of-address filings by New York City residents leaving for other states increased in 2020, there was little change in which destination states they chose. The share of movers from New York City to Florida over the past three years is illustrated below:

<u>Year</u>	<u>% of Movers</u>	<u>% Change</u>
2018	12.4%	N/A
2019	12.7%	2.4%
2020	12.2%	(3.9%)

Figure 2: Top 50 Metropolitan Destinations from New York City, 2020



USPS data on permanent address changes from New York City to selected counties in Florida is illustrated in Table 4. According to USPS, the four South Florida counties (Broward, Miami-Dade, Monroe and Palm Beach) accounted for 5,793 address changes from New York City in 2020, a jump of 89% from 2019 (2,735 filings). South Florida accounted for 62% of all permanent address changes from New York City between 2019 and 2020.

There were 2,048 address changes from New York City to Palm Beach County in 2020, an increase of 1,059 filings over 2019 (107%). Notably, **Palm Beach County accounted for 22% of all New York City filings to the State of Florida between 2019 and 2020.**

Table 4: Permanent Address Changes—New York City to Florida Counties, 2019—2020

Destination County	2019	2020	Change		2020 As % of State
			No.	%	
Miami-Dade	1,411	2,639	1,228	87%	
Palm Beach	989	2,048	1,059	107%	22%
Broward	646	1,069	423	65%	
Monroe	12	37	25	208%	
Subtotal-South Florida:	3,058	5,793	2,735	89%	62%
Hillsborough	289	427	138	48%	
Manatee	58	156	98	169%	
Pasco	53	69	16	30%	
Pinellas	206	330	124	60%	
Sarasota	122	245	123	101%	
Subtotal-Tampa Bay:	728	1,227	499	69%	13%
Orange	269	468	199	74%	
Osceola	78	122	44	56%	
Polk	75	100	25	33%	
Seminole	59	91	32	54%	
Lake	30	46	16	53%	
Subtotal-Central Florida:	511	827	316	62%	9%
Collier	152	312	160	105%	
Lee	113	199	86	76%	
Charlotte	15	17	2	13%	
Subtotal-SW Florida:	280	528	248	89%	6%
Duval	114	189	75	66%	
St. John's	41	115	74	180%	
Alachua	39	70	31	79%	
Leon	24	38	14	58%	
Flagler	16	36	20	125%	
Clay	21	25	4	19%	
Subtotal-NE Florida:	255	473	218	85%	5%
Brevard	51	106	55	108%	
Volusia	50	87	37	74%	
Indian River	28	77	49	175%	
Martin	34	74	40	118%	
St. Lucie	39	51	12	31%	
Subtotal-Treasure Coast:	202	395	193	96%	4%
Marion	14	33	19	136%	
Sumter	13	27	14	108%	
Okaloosa	16	25	9	56%	
Hernando	18	20	2	11%	
Subtotal-Other:	61	105	44	72%	1%
TOTAL-Florida:	5,095	9,348	4,253	83%	

New York City to Florida Relocations: Flight or Hype? - Sarasota Luxury Real Estate (peterglauhlin.com)

Source: U.S. Postal Service; Florida Realtors; WTL+a, November 2021.

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Palm Beach County

- As illustrated in Table 5, Palm Beach County’s population increased—from 1,131,200 residents in 2000 to 1,466,500 residents as of the April 1, 2020 State census, reflecting strong population growth exceeding 335,300 new residents over the past 20 years. This represents *sustained* annual growth of 1.31% per year since 2000; growth slowed to a more reasonable but still solid compound annual rate of 1.06% per year between 2010 and 2020;

Since 2000, Palm Beach County Added

335,300 New Residents

- The University of Florida-Bureau of Business & Economic Research (BEER) prepares the official population forecasts for all 67 counties across the state. Its Medium Growth Scenario suggests that Palm Beach County’s population will increase to 1,668,600 by 2035, reflecting an increase of **more than 202,100 new residents over the next 15 years** based on a compound annual growth rate of 0.86% per year;
- Lake Park, North Palm Beach, and five other selected municipalities contain a 2020 population of 323,340, accounting for 22% of the County’s total population. These seven municipalities (which gained 40,400+ new residents between 2000 and 2010) added population at an annual growth rate of 1.54% per year during this 10-year period. This was on par with the County’s overall growth rate of 1.56% per year between 2000 and 2010 ; and
- Over the past 10 years, however, redevelopment and infill growth accelerated in these seven municipalities, generating 38,340 new residents between 2010 and 2020. This resulted in a compound annual growth rate of 1.27% per year—exceeding the County’s growth rate of 1.06% during this period.

More detailed demographic data for Lake Park, North Palm Beach, and the North County “trade area” is provided below.



Table 5: Palm Beach County Population Trends & Forecasts, 2000—2040

	2000	% of County	2010	% of County	1-Apr 2020	% of County	Change: 2010-2020		Forecasts (3)			% of County	Change: 2020-2035		
							Amount	CAGR (2)	2025	2030	2035		Amount	CAGR (2)	
Population															
Palm Beach County	1,131,184		1,320,134		1,466,494		146,360	1.06%	1,544,900	1,612,200	1,668,600		202,106	0.86%	
Boynton Beach	60,389	5.3%	68,217	5.2%	78,495	5.4%	10,278	1.41%	84,201	90,322	96,887	5.8%	18,392		
Delray Beach	60,020	5.3%	60,522	4.6%	67,168	4.6%	6,646	1.05%	70,760	74,544	78,530	4.7%	11,362		
Jupiter	38,397	3.4%	55,156	4.2%	63,188	4.3%	8,032	1.37%	67,633	72,390	77,481	4.6%	14,293		
Lake Park	8,659	0.77%	8,155	0.62%	8,912	0.61%	757	0.89%	9,316	9,739	10,181	0.61%	1,269		
North Palm Beach	12,157	1.07%	12,021	0.91%	12,813	0.87%	792	0.64%	13,228	13,657	14,100	0.85%	1,287		
Palm Beach Gardens	35,058	3.1%	48,440	3.7%	56,709	3.9%	8,269	1.59%	61,359	66,390	71,833	4.3%	15,124		
Riviera Beach	29,884	2.6%	32,488	2.5%	36,057	2.5%	3,569	1.05%	37,988	40,018	42,159	2.5%	6,102		
Total:	244,564	21.6%	284,999	21.6%	323,342	22.0%	38,343	1.27%	344,483	367,059	391,172	23.4%	67,830	1.28%	

(1) Based on the 2025-2045 Low-Medium-High Population Forecasts prepared by BEBR (for the 2020-2035 period), using the Medium Growth Scenario for Palm Beach County.

(2) CAGR=Compound Annual Growth Rate.

(3) As municipal population forecasts are not prepared by the State of Florida, population projections for 2025-2035 for these municipalities assume that each continues the same rate of growth as occurred between 2010-2020.

Population Studies Program | www.bibr.ufl.edu *2020_pop_estimates-Revised.xlsx (state.fl.us)

Source: U.S. Census Bureau; Florida Legislature, Office of Economic & Demographic Research; ESRI Business Analyst; WTL+a, revised October 2021.



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Town of Lake Park



Key demographic characteristics of the Town of Lake Park are illustrated in Table 6 and summarized below:

- In 2020, data from ESRI Business Analyst suggests that Lake Park contains **8,762 residents in 3,400 households**. This is slightly lower than the official April 1st state estimate of 8,912 residents;
- While Lake Park lost population between 2000—2010, the town **gained more than 600 new residents between 2010 and 2020**, equating to a solid average annual growth rate of 0.72% per year over the past 10 years;
- The Town's share of Palm Beach County's population has declined over the past 20 years—from 0.77% in 2000 to 0.60% in 2020. Over the next five years, ESRI forecasts suggest Lake Park's share of the County's population will remain stable in the range of 0.59% by 2025;
- Lake Park's population is 32% White, 60% Black, and 10% Hispanic (can be two or more races);
- Residents have a median age of 37.5 years, which is forecast to increase slightly to 38.0 years by 2025. By comparison, Palm Beach County's median age is older—45.9 with a nominal increase to 46.2 years over the next five years;
- Lake Park is a moderate-income community, with average household incomes of almost \$62,400 per year. **Approximately 15.5% of Lake Park's households have annual incomes greater than \$100,000 per year;**
- Average household incomes are forecast to increase by 1.2% per year over the next five years, rising to \$66,100 by 2025. The Town's average household incomes are forecast to remain well-below its counterparts in Palm Beach County, where average household incomes are forecast to be \$106,700 by 2025. Notably, **the largest gains in household incomes are forecast to occur in the \$100,000-\$149,999 range**, with declines in annual household incomes below \$50,000 over the next five years. This would be expected to enhance disposable incomes and retail spending patterns in Lake Park over the next five years;

Table 6: Demographic Trends & Forecasts—Town of Lake Park, 2000—2025

	2000	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
							No.	CAGR %
Demographic Profile								
Population	8,659	8,155	8,762		9,101		339	0.76%
As % of County	0.77%	0.62%	0.60%		0.59%			
Households	3,326	3,144	3,400		3,534		134	0.78%
Avg. HH Size	2.57	2.57	2.55		2.55			
Median Age		35.9	37.5		38.0			
Race								
White		3,054	2,765	32%	2,651	29%	(114)	-0.8%
Black		4,485	5,242	60%	5,622	62%	380	1.4%
American Indian		15	15	0%	15	0%	-	0.0%
Asian, Pacific Islander		204	232	3%	252	3%	20	1.7%
Other		167	229	3%	267	3%	38	3.1%
Two or More Races		230	279	3%	294	3%	15	1.1%
Total:		8,155	8,762		9,101		339	
Hispanic (1)		653	896	10%	1,052	12%	156	3.3%
Age Distribution								
0-14		1,605	1,633	19%	1,695	19%	62	0.7%
15-24		1,299	1,100	13%	1,055	12%	(45)	-0.8%
25-34		1,081	1,381	16%	1,413	16%	32	0.5%
35-44		1,038	1,049	12%	1,185	13%	136	2.5%
45-54		1,305	1,063	12%	1,049	12%	(14)	-0.3%
55-64		898	1,257	14%	1,163	13%	(94)	-1.5%
65-74		491	742	8%	918	10%	176	4.3%
75-84		320	368	4%	454	5%	86	4.3%
85+		118	169	2%	169	2%	-	0.0%
Income Profile								
Households by Income								
<\$15,000			12.0%		10.9%			-1.9%
\$15,000 - \$24,999			10.5%		10.1%			-0.8%
\$25,000 - \$34,999			13.1%		12.8%			-0.5%
\$35,000 - \$49,999			13.7%		13.6%			-0.1%
\$50,000 - \$74,999			25.2%		25.8%			0.5%
\$75,000 - \$99,999			10.0%		10.2%			0.4%
\$100,000 - \$149,999			8.4%		9.3%			2.1%
\$150,000 - \$199,999			5.4%		5.7%			1.1%
\$200,000+			1.7%		1.6%			-1.2%
Average HH Income			\$ 62,384		\$ 66,100			1.2%
Median HH Income			\$ 50,398		\$ 51,534			0.4%
Educational Profile								
Years of Education: 25 Years & Over (2019 American Community Survey/ACS)								
High School Graduate or Higher			84.0%					
Bachelor's Degree or Higher			30.1%					

(1) Persons of Hispanic origin are a subset of other race categories; therefore, totals do not add.
U.S. Census Bureau QuickFacts: Lake Park town, Florida

Source: U.S. Census Bureau; American Community Survey; ESRI Business Analyst; WTL +a, April 2021.

- ESRI's five-year forecasts through 2025 suggest that Lake Park's growth rate will increase slightly over previous trends, with a forecast population gain of **339 new residents in 134 new households**. This forecast suggests an average annual growth rate of 0.76% per year over the next five years; and
- ESRI forecasts further suggest that **population growth will be greatest in specific age cohorts** over the next five years:
 - Two age cohorts - 65—74 and 75—84 - are expected to exhibit the greatest rate of growth—4.3% per year (consistent with an aging population throughout Florida and the U.S.)
 - The only other cohort where notable growth is forecast includes 35—44-year-olds (2.5% per year). In combination, this is likely to translate into opportunities for specific types of housing, such as move-up buyers in for-sale housing units as well as age-restricted and independent living/continuing care for those over the age of 65.

Lake Park Population Growth Next 5 Years:
339 New Residents in 134 New Households by 2025

Village of North Palm Beach



Key demographic characteristics of the Village of North Palm Beach are illustrated in Table 7 and summarized below:

- In 2020, data from ESRI Business Analyst suggests that North Palm Beach contains **12,975 residents in 6,570 households**. This is slightly higher than the official April 1st state estimate of 12,813 residents;
- Like Lake Park, North Palm Beach lost population between 2000—2010, but **gained over 950 new residents between 2010 and 2020**, equating to a solid average annual growth rate of 0.77% per year over the past 10 years;

Table 7: Demographic Trends & Forecasts—Village of North Palm Beach, 2000—2025

	2000	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
							No.	CAGR %
Demographic Profile								
Population	12,157	12,021	12,975		13,490		515	0.78%
As % of County	1.1%	0.9%	0.9%		0.9%			
Households	6,237	6,097	6,570		6,819		249	0.75%
Avg. HH Size	1.97	1.97	1.97		1.97			
Median Age		51.8	57.4		60.0			
Race								
White		11,221	11,782	91%	12,039	89%	257	0.4%
Black		320	483	4%	588	4%	105	4.0%
American Indian		10	13	0%	13	0%	-	0.0%
Asian, Pacific Islander		205	281	2%	339	3%	58	3.8%
Other		108	181	1%	230	2%	49	4.9%
Two or More Races		157	236	2%	281	2%	45	3.6%
Total:		12,021	12,976		13,490		514	
Hispanic (1)		826	1,383	11%	1,781	13%	398	5.2%
Age Distribution								
0-14		1,360	1,246	10%	1,255	9%	9	0.1%
15-24		937	837	6%	804	6%	(33)	-0.8%
25-34		1,089	1,108	9%	1,072	8%	(36)	-0.7%
35-44		1,280	1,254	10%	1,339	10%	85	1.3%
45-54		1,975	1,514	12%	1,382	10%	(132)	-1.8%
55-64		1,858	2,256	17%	2,079	15%	(177)	-1.6%
65-74		1,580	2,342	18%	2,723	20%	381	3.1%
75-84		1,392	1,603	12%	1,991	15%	388	4.4%
85+		550	814	6%	844	6%	30	0.7%
Income Profile								
Households by Income								
<\$15,000			6.2%		5.4%			
\$15,000 - \$24,999			7.3%		6.5%			
\$25,000 - \$34,999			8.9%		8.0%			
\$35,000 - \$49,999			11.2%		10.3%			
\$50,000 - \$74,999			16.9%		16.2%			
\$75,000 - \$99,999			9.9%		9.9%			
\$100,000 - \$149,999			18.4%		19.9%			
\$150,000 - \$199,999			9.6%		11.0%			
\$200,000+			11.6%		12.7%			
Average HH Income			\$ 107,822		\$ 119,111			2.0%
Median HH Income			\$ 73,715		\$ 82,501			2.3%
Educational Profile								
Years of Education: 25 Years & Over (2018 American Community Survey/ACS)								
High School Graduate or Higher			96.0%					
Bachelor's Degree or Higher			45.2%					

(1) Persons of Hispanic origin are a subset of other race categories; therefore, totals do not add.
U.S. Census Bureau QuickFacts: North Palm Beach village, Florida

Source: U.S. Census Bureau; American Community Survey; ESRI Business Analyst; WTL +a, April 2021.

- The Village's share of Palm Beach County's population has declined slightly over the past 20 years—from 1.1% in 2000 to 0.90% in 2020. Over the next five years, ESRI forecasts suggest the Village's share of the County's population will remain stable in the range of 0.90% by 2025;
- North Palm Beach's population is far less diverse than Lake Park: 91% White, 4% Black, and 11% Hispanic (can be two or more races);
- Village residents are older than Lake Park residents, with a median age of 57.4 years. This is forecast to increase to 60.0 years by 2025. By comparison, Palm Beach County's median age is much younger—45.9 with a nominal increase to 46.2 years over the next five years;
- North Palm Beach is an affluent community, with average household incomes of over \$107,800 per year. **Fully 40% of Village households have annual incomes greater than \$100,000 per year;**
- Average household incomes are forecast to increase by 2.0% per year over the next five years, rising to \$119,100 by 2025. The Village's average household incomes are forecast to remain above Palm Beach County, where average household incomes are forecast to be \$106,700 by 2025. Notably, **gains in household incomes are forecast to occur for all levels above \$100,000**, with declines in all levels of annual household incomes below \$100,000 over the next five years. This could enhance disposable incomes and retail spending patterns in North Palm Beach over the next five years;
- ESRI's five-year forecasts through 2025 suggest that North Palm Beach's growth rate will parallel its growth over the past 10 years, with a forecast population gain of **515 new residents in 249 new households**. This forecast suggests an average annual growth rate of 0.78% per year over the next five years; and
- ESRI forecasts further suggest that North Palm Beach's population will continue to age, with population growth greatest in the 65—74 and 75—84 age cohorts (3.1% and 4.4%, respectively). Nominal growth of 0.7% per year is also forecast for those over the age of 85. Notably, the proportion of Village residents in peak earning years (45—54 and 55-64) are forecast to decline.

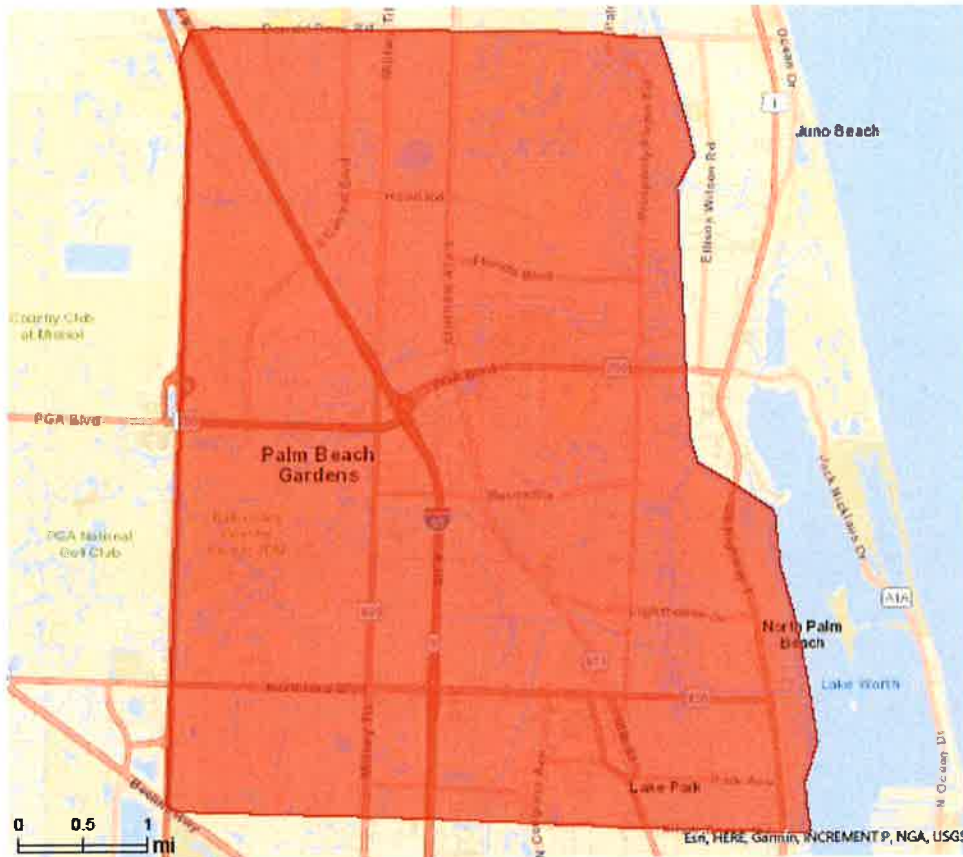
North County Trade Area

At the request of the municipalities, WTL+a also examined demographic characteristics of the northern portion of Palm Beach County. This was conducted to understand growth trends in a larger regional context. As illustrated in Figure 3 below, the “North County” trade area comprises a 26.2 square mile area bounded by Donald Ross Road on the north, the Florida

WTL +a

Turnpike on the west, Silver Beach Road on the south, and the Intracoastal Waterway on the east. The trade area includes portions of Palm Beach Gardens, Jupiter, and unincorporated Palm Beach County.

Figure 3: North County Trade Area



Key demographic characteristics of the North County trade area are illustrated in Table 8 and summarized below:

- In 2020, data from ESRI Business Analyst suggests that North County contains **73,538 residents in over 32,880 households**. The share of both municipalities' population of North County *declined* between 2000 and 2020—from 15% to 12% in Lake Park and 21% to 18% in North Palm Beach—as the outlying portion of North County continue to grow;

Table 8: Demographic Trends & Forecasts—North County Trade Area, 2000—2025

	2000	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
							No.	CAGR %
Demographic Profile								
Population	57,761	65,356	73,538		77,525		3,987	1.06%
As % of County	5.1%	5.0%	5.0%		5.0%			
Households	25,002	29,268	32,882		34,604		1,722	1.03%
Avg. HH Size	2.22	2.22	2.23		2.23			
Median Age		45.0	47.6		48.1			
Race								
White		52,986	56,550	77%	57,868	75%	1,318	0.5%
Black		7,716	10,054	14%	11,352	15%	1,298	2.5%
American Indian		131	143	0%	147	0%	4	0.6%
Asian, Pacific Islander		2,033	2,921	4%	3,508	5%	587	3.7%
Other		1,269	2,016	3%	2,493	3%	477	4.3%
Two or More Races		1,220	1,854	3%	2,157	3%	303	3.1%
Total:		65,355	73,538		77,525		3,987	
Hispanic (1)		6,379	10,574	14%	13,399	17%	2,825	4.8%
Age Distribution								
0-14		9,880	10,208	14%	10,626	14%	418	0.8%
15-24		6,634	6,839	9%	6,897	9%	58	0.2%
25-34		7,883	8,490	12%	8,761	11%	271	0.6%
35-44		8,262	8,892	12%	9,608	12%	716	1.6%
45-54		10,371	9,456	13%	9,213	12%	(243)	-0.5%
55-64		9,077	11,373	15%	11,057	14%	(316)	-0.6%
65-74		6,876	9,760	13%	11,194	14%	1,434	2.8%
75-84		4,614	5,864	8%	7,300	9%	1,436	4.5%
85+		1,756	2,656	4%	2,869	4%	213	1.6%
Income Profile								
Households by Income								
<\$15,000			7.7%		6.9%			
\$15,000 - \$24,999			6.4%		5.8%			
\$25,000 - \$34,999			8.1%		7.6%			
\$35,000 - \$49,999			11.5%		10.9%			
\$50,000 - \$74,999			18.2%		17.8%			
\$75,000 - \$99,999			12.6%		12.8%			
\$100,000 - \$149,999			15.3%		16.2%			
\$150,000 - \$199,999			8.0%		8.9%			
\$200,000+			12.1%		13.3%			
Average HH Income			\$ 107,081		\$ 116,950			1.8%
Median HH Income			\$ 71,490		\$ 76,691			1.4%
Educational Profile								
Years of Education: 25 Years & Over (2018 American Community Survey/ACS)								
High School Graduate or Higher			N/A					
Bachelor's Degree or Higher			N/A					

(1) Persons of Hispanic origin are a subset of other race categories; therefore, totals do not add.

Source: U.S. Census Bureau; American Community Survey; ESRI Business Analyst; WTL +a, May 2021.

- In fact, North County gained almost 15,800 new residents between 2000—2020, equating to a positive average annual growth rate of 1.21% per year over the past 20 years. This growth is attributable to new residential development in portions of Palm Beach Gardens and Jupiter;
- North County's population is less diverse than Lake Park but more diverse than North Palm Beach: 77% White, 14% Black, and 14% Hispanic (can be two or more races);
- North County residents have a median age of 47.6 years. This is forecast to increase to 48.1 years by 2025. By comparison, Palm Beach County's median age is slightly younger—45.9 with a nominal increase to 46.2 years over the next five years;
- Like North Palm Beach, North County is affluent, with average household incomes of more than \$107,000 per year. **Fully 35% of North County households have annual incomes greater than \$100,000 per year;**
- Average household incomes are forecast to increase by 1.8% per year over the next five years, rising to \$116,950 by 2025. Average household incomes are forecast to remain above Palm Beach County, where average household incomes are forecast to be \$106,700 by 2025. **Notably, gains in household incomes are forecast to occur for all levels above \$75,000,** with declines in all levels of annual household incomes below \$75,000 over the next five years. This should ensure that disposable incomes and retail spending patterns in North County remain strong over the next five years;
- ESRI's five-year forecasts through 2025 suggest that North County's growth rate will parallel its growth over the past 20 years, with a forecast population gain of **3,980+ new residents in 1,720+ new households.** This forecast suggests an average annual growth rate of 1.06% per year over the next five years; and
- ESRI forecasts further suggest that North County's population will continue to age, with population growth greatest in 65—74 and 75—84 cohorts (2.8% and 4.5%, respectively). Solid growth of 1.6% per year is also forecast for those over the age of 85 as well as those ages 35—44. Nominal declines are expected in peak earning cohorts: 45—54 and 55—64.

Household Incomes & Retail Spending

Household retail spending is the primary driver of demand for retail space, such as neighborhood commercial districts, community shopping centers, "Big Box" stores such as Wal-Mart or Target, food & beverage, and specialty or destination retail projects.



Table 9: Annual Household Consumer Spending, 2019

	Palm Beach County	Boynton Beach	Delray Beach	Lake Park	North Palm Beach	North County	Palm Beach Gardens	Riviera Beach
Total Households (2020)	695,316	32,834	30,244	3,400	8,670	32,882	27,069	13,386
Apparel & Accessories								
Men's Wear	\$ 439	\$ 352	\$ 443	\$ 309	\$ 489	\$ 498	\$ 580	\$ 344
Women's Wear	781	638	812	536	916	906	1,069	614
Children's Wear	323	258	309	233	319	357	400	271
Footwear	512	407	506	362	544	568	649	419
Watches & Jewelry	154	99	125	80	139	137	162	123
Apparel Products & Services	74	49	64	43	74	71	87	55
Subtotal:	\$ 2,284	\$ 1,802	\$ 2,269	\$ 1,686	\$ 2,481	\$ 2,638	\$ 2,947	\$ 1,827
Computers								
Computers & Hardware	\$ 179	\$ 152	\$ 191	\$ 116	\$ 198	\$ 197	\$ 253	\$ 141
Software & Accessories	37	16	19	23	40	38	26	29
Subtotal:	\$ 216	\$ 168	\$ 211	\$ 139	\$ 237	\$ 235	\$ 279	\$ 170
Entertainment & Recreation								
Membership Fees for Clubs	\$ 256	\$ 195	\$ 256	\$ 163	\$ 299	\$ 294	\$ 353	\$ 185
Fees for Participant Sports	123	86	107	65	130	122	147	90
Tickets to Theater/Opera/Concerts	82	66	88	58	104	101	121	58
Tickets to Movies	61	50	61	42	68	69	80	46
Tickets to Parks/Museums	34	27	34	23	38	38	45	26
Admission to Sporting Events	66	49	65	42	75	74	89	51
Fees for Recreational Lessons	147	108	144	102	165	174	208	104
Dating Services	0.79	0.73	0.98	0.70	0.99	1.04	1.18	0.74
Subtotal:	\$ 768	\$ 661	\$ 765	\$ 495	\$ 879	\$ 873	\$ 1,045	\$ 662
TV/Video/Audio								
Cable & Satellite TV Services	\$ 944	\$ 689	\$ 874	\$ 574	\$ 892	\$ 952	\$ 1,112	\$ 795
Televisions	119	96	116	78	129	128	148	98
Satellite Dishes	2	1	1	0.77	2	1	2	1
VCRs, Video Cameras & DVD Players	7	5	6	4	6	6	7	5
Miscellaneous Video Equipment	27	21	26	17	28	29	33	23
Video Cassettes & DVDs	12	9	11	7	12	12	14	10
Video Game Hardware/Accessories	29	24	30	22	30	33	36	26
Video Game Software	16	14	17	13	18	19	21	14
Rental/Streaming/Downloaded Video	51	48	58	40	62	65	73	42
Installation of Televisions	1	1	1	0.64	2	2	2	1
Audio	104	90	113	74	126	127	149	83
Rental & Repair of TV/Radio/Audio/Sound	3	2	3	2	3	3	3	3
Subtotal:	\$ 1,316	\$ 1,000	\$ 1,285	\$ 831	\$ 1,408	\$ 1,376	\$ 1,601	\$ 1,102

(1) Consumer spending data are derived from the 2017 and 2018 Consumer Expenditure Surveys conducted by the Bureau of Labor Statistics.

Source: US Department of Labor, Bureau of Labor Market Statistics; ESRI Business Analyst; WTL +a, April 2021.



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Table 9 (Continued): Annual Household Consumer Spending, 2019

	Palm Beach County	Boynton Beach	Delray Beach	Lake Park	North Palm Beach	North County	Palm Beach Gardens	Riviera Beach
Other Entertainment								
Pets	\$ 680	\$ 549	\$ 709	\$ 448	\$ 796	\$ 790	\$ 931	\$ 548
Toys & Games	123	100	125	89	136	142	161	100
Recreational Vehicles & Fees	156	105	147	89	178	175	215	101
Sports/Recreation/Exercise Equipment	225	173	211	143	243	242	282	171
Photo Equipment & Supplies	56	42	54	37	59	61	70	43
Reading	118	93	120	75	145	134	160	89
Catfared Affairs	27	24	32	24	36	35	42	19
Subtotal:	\$ 1,369	\$ 1,067	\$ 1,398	\$ 905	\$ 1,693	\$ 1,581	\$ 1,861	\$ 1,071
Food & Alcohol								
Food at Home	\$ 5,556	\$ 4,533	\$ 5,697	\$ 3,855	\$ 6,351	\$ 6,298	\$ 7,342	\$ 4,501
Food Away from Home	3,940	3,202	4,001	2,672	4,412	4,440	5,194	3,130
Alcoholic & Non-alcoholic Beverages	629	520	669	428	757	750	893	472
Subtotal:	\$ 10,125	\$ 8,254	\$ 10,366	\$ 6,955	\$ 11,520	\$ 11,488	\$ 13,430	\$ 8,103
Household Furnishings & Equipment								
Household Textiles	\$ 108	\$ 86	\$ 109	\$ 74	\$ 122	\$ 121	\$ 140	\$ 88
Furniture	667	540	674	454	760	764	888	530
Floor Coverings	32	27	36	24	44	43	49	24
Major Appliances	381	296	369	234	436	422	500	302
Housewares	115	84	105	65	121	116	138	89
Small Appliances	52	42	53	38	59	59	68	42
Luggage	15	13	16	11	18	18	21	12
Telephones & Accessories	82	75	95	64	113	108	126	62
Lawn & Garden	508	398	517	296	633	594	715	375
Housekeeping Supplies	820	660	841	545	961	921	1,083	660
Maintenance & Remodeling Materials	498	419	539	324	643	629	754	375
Subtotal:	\$ 3,277	\$ 2,858	\$ 3,354	\$ 2,125	\$ 3,910	\$ 3,780	\$ 4,484	\$ 2,559
Health & Personal Care								
Non- & Prescription Drugs	\$ 558	\$ 431	\$ 544	\$ 333	\$ 639	\$ 591	\$ 697	\$ 462
Optical	95	75	88	64	112	110	129	75
Personal Care Products	546	431	533	360	591	589	683	437
School Supplies	164	124	154	103	167	173	202	131
Smoking Products	399	331	423	302	429	451	500	385
Subtotal:	\$ 1,762	\$ 1,392	\$ 1,762	\$ 1,162	\$ 1,959	\$ 1,914	\$ 2,211	\$ 1,491
TOTAL:								
Total Annual Spending	\$ 12,561,201,960	\$ 866,306,149	\$ 646,885,810	\$ 48,190,910	\$ 157,469,677	\$ 782,102,318	\$ 754,081,184	\$ 226,011,901
As % of Palm Beach County		4.4%	5.1%	0.4%	1.3%	6.2%	6.0%	1.8%
Per Household	\$ 21,134	\$ 16,943	\$ 21,349	\$ 14,178	\$ 23,966	\$ 23,785	\$ 27,858	\$ 16,884
Average HH Income	\$ 93,331	\$ 74,503	\$ 95,197	\$ 62,384	\$ 107,822	\$ 107,061	\$ 126,644	\$ 72,695
As % of Average HH Income	22.6%	22.7%	22.4%	22.7%	22.2%	22.2%	22.0%	23.2%

(1) Consumer spending data are derived from the 2017 and 2018 Consumer Expenditure Surveys conducted by the Bureau of Labor Statistics.

Source: US Department of Labor, Bureau of Labor Market Statistics; ESRI Business Analyst; WTL +a, April 2021.



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Household retail spending patterns among households in Palm Beach County, the two municipalities, the North County trade area and selected other nearby communities are illustrated in Table 9 and summarized below:

- Households in specific jurisdictions—including North Palm Beach and Palm Beach Gardens—have high household incomes and, therefore, higher amounts of discretionary spending potentials on retail and restaurants. This includes consumer retail goods (clothing, entertainment/recreation, electronics, household furnishings, personal care products, etc.) and food & beverage (restaurants, liquor, catering, etc.):
 - With **2020 average household incomes exceeding \$107,000 per year in both North Palm Beach and the North County trade area, households in these jurisdictions spend in the range of \$24,000 per year on consumer retail and restaurants** (or 22% of annual household income). This is slightly below their more affluent counterparts in Palm Beach Gardens, which spend approximately \$27,900 annually on retail and restaurants;
 - By comparison, lower household incomes in Lake Park, Boynton Beach, and Riviera Beach translate into **lower annual retail spending ranging from \$14,176 per year in Lake Park** to roughly \$16,900 per year in Boynton and Riviera; and
 - Palm Beach County households, with average household incomes of \$93,300, spend approximately \$21,100 per year on retail and restaurants.
- **In total, retail spending among North Palm Beach households exceeds \$157.4 million per year**, accounting for 1.3% of the \$12.5 billion in annual household consumer retail spending in Palm Beach County. Lake Park households spend \$48.2 million per year (0.4% of the County) and North County trade area households spend \$782.1 million (6.2% of the County); and
- Notably, household spending totals are irrespective of location (i.e., spending can occur anywhere).

Retail “Recapture” Opportunities

Another key indicator of retail market potentials involves what is known as the “retail opportunity gap.” This compares annual household spending (i.e., “demand”) in specific merchandise categories against estimated annual retail sales by businesses in those same categories (i.e., “supply”). The difference between demand and supply represents the “recapture” opportunity, or surplus, available in each retail category in the reporting geography.

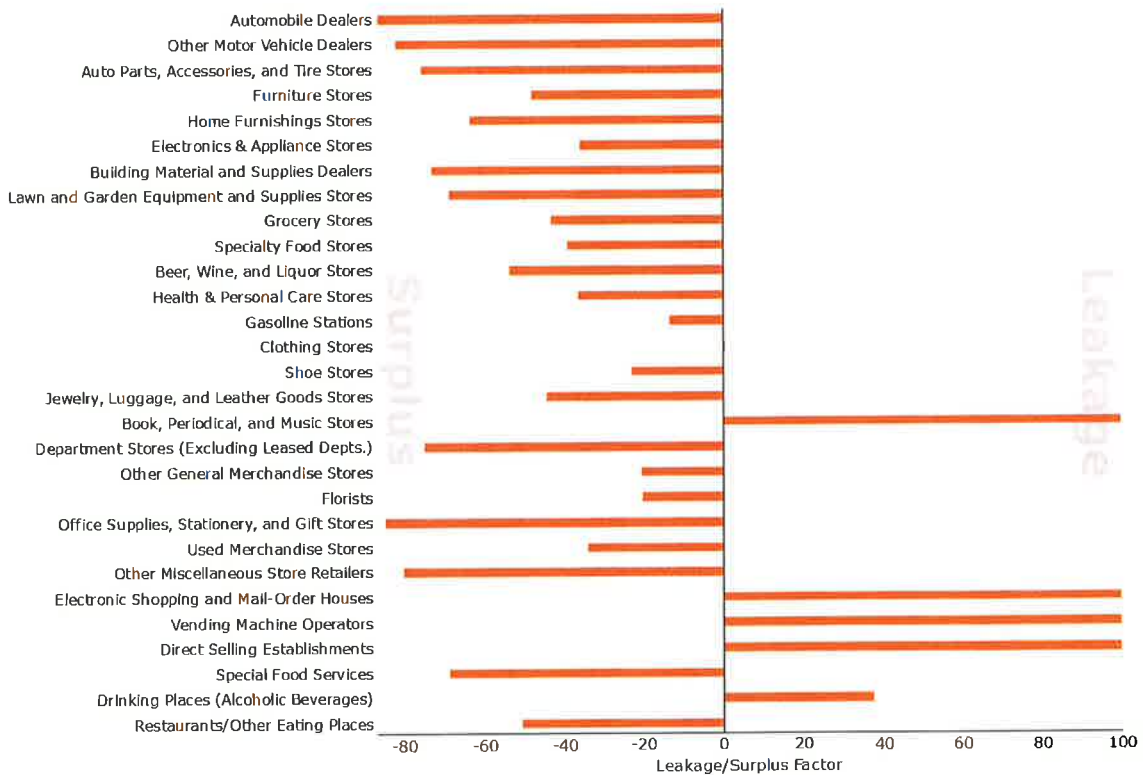
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When *demand* is greater than *supply*, there is an apparent opportunity for additional retail space in that category. By comparison, when demand is less than *supply*, there is a surplus of sales in that retail category. That is, a positive value in green indicates a potential recapture opportunity, while a negative value in red indicates a surplus of sales among businesses or an “inflow” of sales from outside of the reporting geography. In the figures that follow, recapture opportunities among specific merchandise categories are illustrated on the right side of the graph while surplus sales (inflow) are illustrated on the left side of the graph. Numerical findings for each municipality are illustrated in Table 10 and Table 11.

Town of Lake Park

Figure 4: Retail Leakage & Surplus—Town of Lake Park, 2018



Another source for household retail spending includes the Bureau of Labor Statistics (BLS) and Claritas, Inc.

Table 10: Retail “Recapture” Opportunities—Town of Lake Park, 2018

Retail Category	Demand (HH Spending)	Supply (Store Sales)	“Recapture” Opportunity
General Merchandise Stores			
Department Stores Excl Leased Depts.	\$ 9,289,614	\$ 65,100,821	\$ (55,811,207)
Other General Merchandise Stores	3,994,399	6,107,249	(2,112,850)
Subtotal:	\$ 13,284,013	\$ 71,208,070	\$ (57,924,057)
Clothing & Accessories Stores			
Clothing Stores	\$ 2,753,813	\$ 2,734,516	\$ 19,297
Shoe Stores	625,226	1,002,015	(376,789)
Jewelry, Luggage, Leather Goods	686,201	1,785,253	(1,099,052)
Subtotal:	\$ 4,065,240	\$ 5,521,784	\$ (1,456,544)
Furniture & Home Furnishings Stores			
Furniture Stores	\$ 1,606,598	\$ 4,603,071	\$ (2,996,473)
Home Furnishing Stores	1,224,899	5,504,126	(4,279,227)
Subtotal:	\$ 2,831,497	\$ 10,107,197	\$ (7,275,700)
Electronics & Appliance Stores			
Appliances, TVs, Electronics Stores	\$ 2,288,138	\$ 4,876,218	\$ (2,588,080)
Subtotal:	\$ 2,288,138	\$ 4,876,218	\$ (2,588,080)
Leisure & Entertainment			
Sporting Goods/Hobby/Musical Instruments	\$ 1,599,336	\$ 7,653,964	\$ (6,054,628)
Books, Periodicals & Music Stores	351,965	-	351,965
Subtotal:	\$ 1,951,301	\$ 7,653,964	\$ (5,702,663)
Food Services & Drinking Places			
Special Food Services	\$ 144,291	\$ 785,470	\$ (641,179)
Drinking Places - Alcoholic Beverages	669,532	303,276	366,256
Restaurants/Other Eating Places	7,722,066	23,678,623	(15,956,557)
Subtotal:	\$ 8,535,889	\$ 24,767,369	\$ (16,231,480)

Key findings for Lake Park indicate that:

- Lake Park households spend \$60.9 million per year. **This estimate is *higher* than annual spending illustrated previously in Table 9 because it includes multiple additional merchandise categories** such as Building Materials, Leisure & Entertainment and Miscellaneous Store sales. This compares to **estimated town-wide store sales of \$230.3 million per year;**

Table 10 (Continued): Retail "Recapture" Opportunities—Town of Lake Park, 2018

Retail Category	Demand (HH Spending)	Supply (Store Sales)	"Recapture" Opportunity
Food & Beverage Stores			
Grocery Stores	\$ 13,182,752	\$ 33,474,553	\$ (20,291,801)
Specialty Food Stores	611,258	1,398,769	(787,511)
Beer, Wine & Liquor Stores	688,469	2,290,980	(1,602,511)
Subtotal:	\$ 14,482,479	\$ 37,164,302	\$ (22,681,823)
Health & Personal Care Stores			
Health & Personal Care Stores	\$ 5,292,528	\$ 11,418,780	\$ (6,126,252)
Subtotal:	\$ 5,292,528	\$ 11,418,780	\$ (6,126,252)
Building Material, Garden Equipment Stores			
Building Materials & Supplies	\$ 4,632,512	\$ 30,250,098	\$ (25,617,586)
Lawn & Garden Equipment & Supplies	370,047	2,018,913	(1,648,866)
Subtotal:	\$ 5,002,559	\$ 32,269,011	\$ (27,266,452)
Miscellaneous Store Retailers			
Florists	\$ 125,842	\$ 191,312	\$ (65,470)
Office Supplies, Stationery, Gift Stores	690,596	8,542,747	(7,852,151)
Used Merchandise Stores	727,783	1,480,720	(752,937)
Other Miscellaneous Retail Stores	1,656,468	15,160,631	(13,504,163)
Subtotal:	\$ 3,200,689	\$ 25,375,410	\$ (22,174,721)
TOTAL:			
HH Demand vs. Retail Sales	\$ 60,934,333	\$ 230,362,105	\$ (169,427,772)
	(2)		

- (1) Claritas' "Retail Market Power" data is derived from two major sources of information. Demand data are derived from Consumer Expenditure Surveys fielded by the U.S. Bureau of Labor Statistics (BLS). Supply data are derived from the Census Bureau. The difference between demand and supply represents the "recapture opportunity", or surplus, available for each retail category in the reporting geography. **When demand is greater than supply, there is an apparent opportunity for additional retail space in that category.** By comparison, **when demand is less than supply, there is a surplus of sales in that retail category (i.e., positive value = recapture opportunity, while negative value = sales inflow from sources other than resident households).**
- (2) Total household retail spending excludes spending on Non-Store Retailers (Internet); Motor Vehicle Parts and Dealers; and Gas Stations.

Source: Bureau of Labor Statistics; Claritas, Inc.; ESRI Business Analyst; WTL +a, April 2021.

- The difference between spending and sales is known as inflow or leakage; in other words, **there is more than \$169.4 million in annual household retail sales inflow into Lake Park** due to the presence of Big Box stores as well as a significant retail cluster on commercial corridors such as Northlake Boulevard. It should be noted that resident household sales can occur anywhere (i.e., often outside of the Town), so sources of sales inflow include daytime employees (who do not live in Lake Park), visitors, and others such as pass-through traffic;
- Given the depth of retail sales inflow into Lake Park from sources other than existing households, the retail analysis reveals there are **very few merchandise categories where apparent opportunities could be recaptured to support new retail uses as part of mixed-use redevelopment of the Twin City Mall site**—at least as supported by existing households in Lake Park.

**More than \$169 Million in Annual
Household Retail Sales *Inflow* into Lake Park**

Village of North Palm Beach

- With higher household incomes, North Palm Beach households spend \$182.1 million per year. **This estimate is higher than annual spending illustrated previously in Table 9 because it includes multiple additional merchandise categories** such as Building Materials, Leisure & Entertainment, and Miscellaneous Store sales. This compares to **estimated village-wide store sales of almost \$97.6 million per year;**

Table 11: Retail "Recapture" Opportunities—Village of North Palm Beach, 2018

Retail Category	Demand (HH Spending)	Supply (Store Sales)	"Recapture" Opportunity
General Merchandise Stores			
Department Stores Excl Leased Depts.	\$ 30,676,563	\$ -	\$ 30,676,563
Other General Merchandise Stores	13,010,334	1,737,262	11,273,072
Subtotal:	\$ 43,686,897	\$ 1,737,262	\$ 41,949,635
Clothing & Accessories Stores			
Clothing Stores	\$ 8,999,395	\$ 2,756,891	\$ 6,242,504
Shoe Stores	1,980,057	421,568	1,558,489
Jewelry, Luggage, Leather Goods	2,471,955	3,207,485	(735,530)
Subtotal:	\$ 13,451,407	\$ 6,385,944	\$ 7,065,463
Furniture & Home Furnishings Stores			
Furniture Stores	\$ 5,427,613	\$ 7,246,601	\$ (1,818,988)
Home Furnishing Stores	4,549,249	6,207,445	(1,658,196)
Subtotal:	\$ 9,976,862	\$ 13,454,046	\$ (3,477,184)
Electronics & Appliance Stores			
Appliances, TVs, Electronics Stores	\$ 7,850,046	\$ 8,175,393	\$ (325,347)
Subtotal:	\$ 7,850,046	\$ 8,175,393	\$ (325,347)
Leisure & Entertainment			
Sporting Goods/Hobby/Musical Instruments	\$ 5,447,183	\$ 3,502,311	\$ 1,944,872
Books, Periodicals & Music Stores	1,114,800	630,883	483,917
Subtotal:	\$ 6,561,983	\$ 4,133,194	\$ 2,428,789
Food Services & Drinking Places			
Special Food Services	\$ 454,105	\$ 78,919	\$ 375,186
Drinking Places - Alcoholic Beverages	2,457,478	413,558	2,043,920
Restaurants/Other Eating Places	25,883,379	23,685,972	2,197,407
Subtotal:	\$ 28,794,962	\$ 24,178,449	\$ 4,616,513

Table 11 (Continued): Retail “Recapture” Opportunities—Village of North Palm Beach, 2018

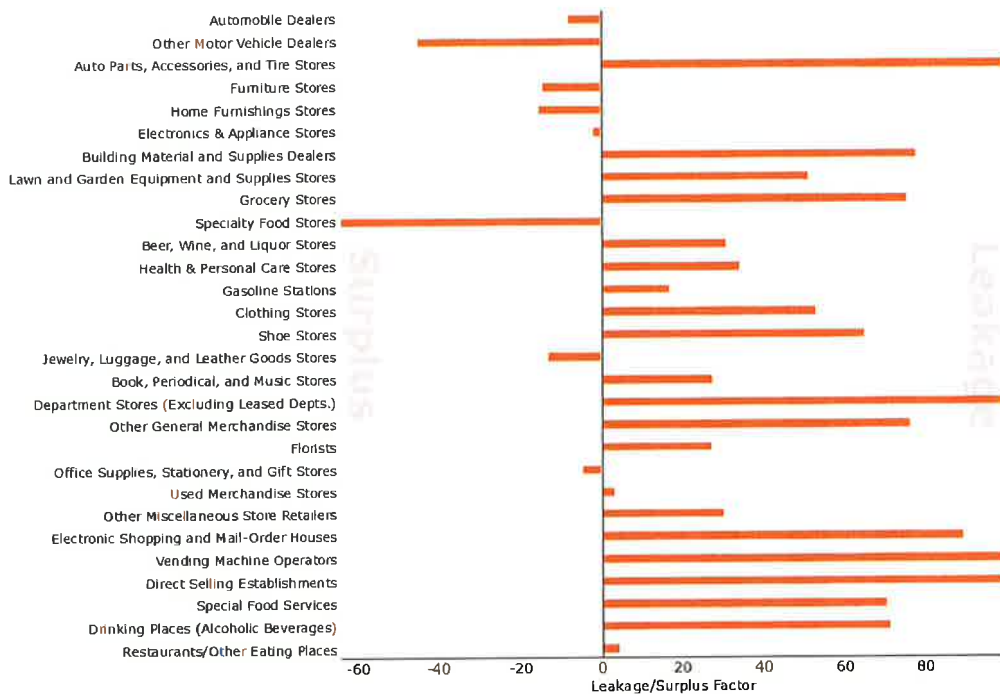
Retail Category	Demand (HH Spending)	Supply (Store Sales)	“Recapture” Opportunity
Food & Beverage Stores			
Grocery Stores	\$ 1,966,612	\$ 9,021,589	\$ (7,054,977)
Specialty Food Stores	2,403,006	1,270,000	1,133,006
Beer, Wine & Liquor Stores	18,740,434	9,169,811	9,570,623
Subtotal:	\$ 23,110,052	\$ 19,461,400	\$ 3,648,652
Health & Personal Care Stores			
Health & Personal Care Stores	\$ 18,740,434	\$ 9,169,811	\$ 9,570,623
Subtotal:	\$ 18,740,434	\$ 9,169,811	\$ 9,570,623
Building Material, Garden Equipment Stores			
Building Materials & Supplies	\$ 17,536,940	\$ 2,181,192	\$ 15,355,748
Lawn & Garden Equipment & Supplies	1,432,099	463,021	969,078
Subtotal:	\$ 18,969,039	\$ 2,644,213	\$ 16,324,826
Miscellaneous Store Retailers			
Florists	\$ 504,747	\$ 286,968	\$ 217,779
Office Supplies, Stationery, Gift Stores	2,396,789	2,626,312	(229,523)
Used Merchandise Stores	2,396,555	2,255,920	140,635
Other Miscellaneous Retail Stores	5,711,847	3,062,920	2,648,927
Subtotal:	\$ 11,009,938	\$ 8,232,120	\$ 2,777,818
TOTAL:			
HH Demand vs. Retail Sales	\$ 182,151,620	\$ 97,571,832	\$ 84,579,788
	(2)		

(1) Claritas' "Retail Market Power" data is derived from two major sources of information. Demand data are derived from Consumer Expenditure Surveys fielded by the U.S. Bureau of Labor Statistics (BLS). Supply data are derived from the Census Bureau. The difference between demand and supply represents the "recapture opportunity", or surplus, available for each retail category in the reporting geography. **When demand is greater than supply, there is an apparent opportunity for additional retail space in that category.** By comparison, **when demand is less than supply, there is a surplus of sales in that retail category (i.e., positive value = recapture opportunity, while negative value = sales inflow from sources other than resident households).**

(2) Total household retail spending excludes spending on Non-Store Retailers (Internet); Motor Vehicle Parts and Dealers; and Gas Stations.

Source: Bureau of Labor Statistics; Claritas, Inc.; ESRI Business Analyst; WTL +a, April 2021.

Figure 5: Retail Leakage & Surplus—Village of North Palm Beach, 2018



- Thus, the retail analysis reveals there are **multiple merchandise categories where *apparent* opportunities could be recaptured to support new retail uses as part of mixed-use redevelopment of the Twin City Mall site**—as generated solely by existing households in North Palm Beach. These include:

- \$41.9 million in General Merchandise stores
- \$9.5 million in Health/Personal Care stores
- \$7.0 million in Clothing/Apparel stores
- \$4.6 million in Food Services/Restaurants
- \$3.6 million in Food & Beverage/Grocery stores

Opportunities to recapture the loss of existing sales leakage out of North Palm Beach are considered in the retail demand analysis provided in Section 4.

Economic Characteristics

Employment Trends—Palm Beach County

Job growth is a key barometer of demand for “workplace” uses such as multi-tenant office space, industrial parks, retail centers, and the like. WTL+a examined trends and forecasts in employment growth, utilizing data for Palm Beach County, as prepared by the state’s labor agency, the Department of Economic Opportunity (DEO), for the period between 1995 and 2020. This data is critical to understanding redevelopment potentials of the Twin City Mall site. Key findings are summarized below and illustrated in Table 12:

- **Palm Beach County added a remarkable 175,700 new jobs in the 11-year period between 1995 and 2006.** This growth, which translates into 17,500+ new jobs annually, was focused in specific sectors, including:
 - Construction (22,000)
 - Professional/Business Services (56,200), fueling demand for office space
 - Education/Healthcare (20,900)
 - Retail Trade (16,700), and
 - Government (16,100);
- **By contrast, the economic downturn of 2007—2009 resulted in the loss of 66,200 jobs;**



Table 12: Employment Trends—Palm Beach County, 1995—2018

Industry Sector	1995	2000	2006	Change: 1995-2006		2007	2009	2011	2013	2015	2017	2019	2020	Change: 2007-2020		
				Amount	CAGR %									Pandemic	Amount	CAGR %
In 000s																
Construction	27.7	36.4	49.7	22.0	5.5%	42.0	25.8	24.1	27.8	32.8	36.8	38.3	37.9	(4.1)	-0.8%	
Manufacturing	28.0	28.5	20.1	(7.9)	-3.0%	19.2	16.0	15.4	16.2	18.8	20.5	20.4	19.8	0.6	0.2%	
Transp/Warehousing/Utilities	7.6	8.2	9.8	2.2	2.3%	10.3	9.3	9.3	10.1	12.5	13.6	14.7	14.5	4.2	2.7%	
Trade																
Wholesale	14.8	18.1	24.3	9.5	4.6%	23.8	21.7	21.6	22.8	24.2	24.1	24.1	22.8	(1.0)	-0.3%	
Retail	61.3	74.1	78.0	16.7	2.2%	76.7	69.4	71.9	76.6	82.5	83.8	83.1	78.1	1.4	0.1%	
Information	9.5	13.3	11.0	1.5	1.3%	11.0	9.0	9.1	10.4	10.8	11.6	11.0	9.5	(1.5)	-1.1%	
Financial Activities	29.1	37.8	42.1	13.0	3.4%	40.2	35.1	36.5	38.8	41.0	41.1	44.4	44.4	4.2	0.8%	
Services																
Prof/Business Services	41.7	82.1	97.9	56.2	8.1%	96.0	84.2	90.5	98.7	107.6	115.0	117.5	118.3	22.3	1.6%	
Education/Health Services	58.1	65.3	79.0	20.9	2.8%	80.3	81.9	83.7	87.6	95.9	100.8	108.3	101.8	21.5	1.8%	
Leisure & Hospitality	53.5	62.5	74.2	20.7	3.0%	74.9	68.9	73.8	79.1	85.6	89.8	94.4	79.6	4.7	0.5%	
Other Services	23.1	25.6	27.9	4.8	1.7%	29.1	27.4	28.2	30.2	32.5	33.6	33.4	30.1	1.0	0.3%	
Government	51.1	57.8	67.2	16.1	2.5%	68.5	66.4	63.8	62.8	63.3	64.4	66.8	61.6	(6.9)	-0.8%	
Total (In 000s):	405.5	509.7	581.2	175.7	3.3%	572.0	515.1	528.0	561.1	607.5	635.1	656.4	618.4	46.4	0.6%	
Change During Period:		104.2	71.5			(9.2)	(57.0)	12.9	33.1	46.4	27.6	21.3	(38.0)			

(1) As of year-end for each reported year.
CES Current Employment Statistics - FloridaJobs.org

Source: US Department of Labor, Bureau of Labor Market Statistics; Florida Department of Economic Opportunity, Bureau of Labor Market Statistics; WTL +a, April 2021.



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- There was significant job growth in the nine-year economic boom between 2011 and 2019. In fact, more than 141,400 new jobs were created by 2019, far surpassing the job losses during the 2007—2009 recession;
- In 2020, the **recession generated by the COVID 19 pandemic resulted in the loss of 38,000 jobs** across Palm Beach County. The Retail Trade, Education, and Leisure/Hospitality sectors suffered the greatest job losses; and
- **Even accounting for the 2007—2009 recession and 2020 pandemic, the economy of Palm Beach County has exhibited remarkable resiliency—with a net gain of 46,400 new jobs since 2007.** Notably, the Services sector—which comprises multiple categories such as Business and Professional Services, Education/Health Services, and Leisure/Hospitality, has gained the largest share of new jobs, with 49,400 new jobs during this period. Conversely, job losses were greatest in Government (-6,900), Construction (-4,100), and Information (-1,500).

Palm Beach County Gained
141,400 New Jobs between 2011 & 2019

- As illustrated in Table 13, Dun & Bradstreet, Inc. estimates that **Palm Beach County contained almost 714,000 full- and part-time jobs** in 79,241 registered businesses in January 2020, which reflects a jobs-to-population ratio of 0.49. That is, there are 49 jobs for every 100 residents in the County, which reflects the concentration of multiple employment centers such as downtown West Palm Beach, Boca Raton, Delray Beach, and others;
- Notably, the County’s jobs-to-population ratio is higher than both neighboring Martin County (0.46) and Broward County (0.47); and
- Employment is concentrated in particular sectors, including Services (46%), Wholesale/Retail Trade (25%), and Finance/Insurance/Real Estate (10%).

Table 13: Business Mix—Palm Beach County, 2020

NAICS Category	Businesses		Employees	
	No.	% of Total	No.	% of Total
Agriculture & Mining	1,471	1.9%	11,258	1.6%
Construction	5,036	6.4%	29,726	4.2%
Manufacturing	1,527	1.9%	35,163	4.9%
Transportation & Warehousing	1,805	2.3%	12,424	1.7%
Communications	610	0.8%	5,731	0.8%
Utilities	141	0.2%	4,083	0.6%
Wholesale & Retail Trade				
Wholesale	2,031		24,472	
Retail	13,487		154,632	
- Home Improvement	802		7,814	
- General Merchandise	560		14,895	
- Food Stores	1,304		21,276	
- Auto Dealers/Gas Stations	1,386		16,680	
- Apparel & Accessory Stores	1,133		7,416	
- Furniture/Home Furnishings	1,102		6,813	
- Eating & Drinking Places	3,523		53,545	
- Miscellaneous & Non-store Retail	3,677		26,193	
Subtotal - All Retail:	15,518	19.6%	179,104	25.1%
Finance/Insurance/Real Estate	9,273	11.7%	70,082	9.8%
Services				
- Hotel/Lodging	325		13,481	
- Automotive Services	1,558		7,618	
- Motion Pictures & Amusements	2,034		25,003	
- Health Services	5,342		76,789	
- Legal Services	1,988		14,275	
- Educational Institutions	937		72,932	
- Other Services	17,817		119,946	
Subtotal - Services:	30,001	37.9%	330,044	46.2%
Government	920	1.2%	34,187	4.8%
Unclassified Establishments	12,939	16.3%	2,141	0.3%
TOTAL:	79,241	100.0%	713,943	100.0%

ANALYSIS:	
2020 Employment	713,943
2020 Population (State Estimate)	1,466,494
Jobs/Population Ratio	0.49

Source: ESRI Business Analyst; InfoGroup, Inc.; Dun & Bradstreet, Inc.; WTL +a, April 2021.

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Employment Forecasts—Palm Beach County

Employment forecasts for Florida's 67 counties are prepared in eight-year forecast periods by the Department of Economic Opportunity. As illustrated in Table 14, these forecasts suggest that:

- Palm Beach County is forecast to **add more than 87,750 new jobs between 2020 and 2028**, reflecting a *sustained* pace of 11,000 new jobs annually over this eight-year period.
- The Services sector is expected to comprise fully 50% of all new jobs in the region—adding almost 60,500 new jobs—with the largest gains expected in Health Care and Accommodation & Food Services (hospitality, and food and beverage) sectors. The Wholesale & Retail Trade sector is forecast to add more than 5,600 new jobs. This growth can be expected to fuel demand for medical office space, restaurants, and lodging.

Employment Trends—Town of Lake Park

WTL+a utilized data from the U.S. Census Bureau's "On-the-Map" database, which tallies job growth by major industry sectors for specific jurisdictions and discrete geographies of the U.S., to understand employment trends in Lake Park. As illustrated in Table 15, data indicate the following:

- **In 2018 (latest Census data available), Lake Park contained a total of 4,865 jobs.** This would suggest that, in 2018, the Town accounted for 0.79% of total jobs in Palm Beach County, a slightly higher proportionate share versus its population representing only 0.60% of the county. **Notably, the Town's share of countywide jobs has remained flat**—from 0.80% in 2007 to 0.65% in 2012 to 0.79% in 2018;
- The 2007—2012 recession and recovery resulted in the **loss of 1,051 jobs**. Since 2013, however, Lake Park has added more than 1,500 new jobs and experienced a **net gain of 552 new jobs** during this 12-year period;
- Between 2007 and 2018, notable job losses occurred in 10 of 19 industry sectors, including:
 - Professional/Business Services (-140 jobs) (reducing demand for office space)
 - Construction (-80 jobs)
- Conversely, gains occurred in the following sectors:
 - Administration/Waste Management (+343 jobs)
 - Accommodation & Food Services (+229 jobs), and
 - Retail (+169 jobs)

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Table 14: State Employment Forecasts—Palm Beach County, 2020—2028

Employment Category	2020	% Dist.	2028	Change: 2020-2028	
				% Dist.	Total CAGR
Agriculture & Forestry					
Crop & Animal Production	4,214		3,958		-0.8%
Agriculture & Forestry Support Activity	2,084		1,982		-0.6%
Subtotal:	6,298	0.9%	5,940	0.8%	-0.7%
Construction					
Buildings/Heavy & Civil Construction	13,229		14,660	1,431	1.3%
Specialty Trade Contractors	25,832		28,050	2,218	1.0%
Subtotal:	39,061	5.9%	42,710	3,649	1.1%
Manufacturing					
Durable Goods Manufacturing	15,332		16,468	1,136	0.9%
Non-Durable Goods Manufacturing	5,257		5,643	386	0.9%
Subtotal:	20,589	3.1%	22,111	1,522	0.9%
Transportation/Communications/Public Utilities					
Public Utilities	2,288		1,736	(552)	-3.4%
Transportation & Warehousing	12,040		13,783	1,743	1.7%
Subtotal:	14,328	2.2%	15,519	1,191	1.0%
Wholesale & Retail Trade					
Wholesale Trade	22,635		24,455	1,820	1.0%
Retail Trade	77,791		83,386	5,595	0.9%
Subtotal:	100,426	15.1%	107,841	7,415	0.9%
Finance/Insurance/Real Estate					
Information	10,907		11,067	160	0.2%
Finance & Insurance	25,208		26,181	973	0.5%
Real Estate, Rental & Leasing	17,604		19,346	1,742	1.2%
Subtotal:	53,719	8.1%	56,594	2,875	0.7%
Services					
Professional, Scientific & Technical Services	49,950		56,514	6,564	1.6%
Management of Companies & Enterprises	11,494		13,029	1,535	1.6%
Administrative & Waste Management	52,132		61,171	9,039	2.0%
Educational Services	13,437		16,193	2,756	2.4%
Health Care & Social Assistance	91,215		104,470	13,255	1.7%
Arts, Entertainment & Recreation	16,526		21,093	4,567	3.1%
Accommodation & Food Services	59,283		78,482	19,199	3.6%
Other Services (Except Government)	26,467		30,010	3,543	1.6%
Subtotal:	320,504	48.2%	380,962	60,458	2.2%
Government	64,356	9.7%	69,610	5,254	1.0%
Self-Employed & Unpaid Family Workers	45,166	6.8%	50,952	5,786	1.5%
TOTAL:	664,487		752,242	87,755	1.6%
Annual Increase (Rounded):				11,000	

<http://www.floridajobs.org/workforce-statistics/data-center/statistical-programs/employment-projections>

Source: Florida Department of Economic Opportunity, Bureau of Labor Statistics; WTL +a, April 2021.



Table 15: Employment Trends—Town of Lake Park, 2007—2018

Industry Sector	2007	2008	National Recession			2012	2013	2014	2015	2016	2017	2018	2018 % Dist.	Change: 2007-2018	
			2009	2010	2011									Amount	CAGR %
Agriculture & Mining	-	1	2	11	-	-	1	2	-	-	-	-	0.0%	-	0.0%
Construction	824	837	535	470	349	390	444	648	603	504	577	744	15.3%	(80)	-0.9%
Manufacturing	488	365	335	330	226	190	216	285	309	403	481	540	11.1%	52	0.9%
Transp & Warehousing	6	7	16	24	37	20	43	73	29	44	47	30	0.8%	24	15.8%
Utilities	40	38	32	25	26	33	31	35	67	52	54	44	0.0%	4	0.0%
Trade															
Wholesale	246	211	181	189	207	175	179	195	178	232	253	245	5.0%	(3)	-0.1%
Retail	932	955	949	988	835	744	781	841	1,013	1,018	973	1,101	22.8%	169	1.5%
Information	13	16	23	15	4	5	4	8	8	4	4	4	0.1%	(9)	-10.2%
Finance & Insurance	104	139	140	103	64	53	54	62	56	43	54	44	0.9%	(60)	-7.5%
Real Estate/Rental & Leasing	35	32	19	24	37	29	42	46	62	43	20	20	0.4%	(15)	-5.0%
Services															
Prof/Business Services	269	226	224	102	67	113	125	105	139	111	101	129	2.7%	(140)	-8.5%
Management of Companies	7	6	4	5	2	6	5	6	6	1	4	2	0.0%	(5)	-10.8%
Administration/Waste Mgmt.	313	366	366	414	439	344	490	456	511	586	685	656	13.5%	343	7.0%
Educational Services	48	51	39	38	28	24	21	7	12	6	6	19	0.4%	(29)	-8.1%
Health Care & Social Assistance	335	380	425	416	459	476	462	566	552	404	411	403	8.3%	68	1.7%
Arts/Entertainment/Recreation	10	11	81	5	56	72	49	56	100	91	90	71	1.5%	61	19.5%
Accommodation & Food Services	337	433	340	344	309	413	397	419	460	515	593	566	11.8%	229	4.8%
Other Services	214	203	210	190	161	167	194	166	175	178	201	193	4.0%	(21)	-0.8%
Public Administration/Gov't	90	73	82	75	79	67	77	67	77	51	59	54	1.1%	(36)	-4.5%
Total:	4,313	4,372	3,983	3,766	3,387	3,321	3,595	4,043	4,357	4,288	4,613	4,665		662	1.1%
Annual Change	-	59	(389)	(215)	(381)	(66)	274	448	314	(69)	325	252			
Annual % Change	-	1%	-9%	-5%	-10%	-2%	8%	12%	8%	-2%	8%	5%			
Lake Park As % of County:	0.60%	0.63%	0.62%	0.78%	0.66%	0.66%	0.68%	0.74%	0.76%	0.71%	0.76%	0.78%		12 Years	0.75%
														5 Years	0.75%

Source: U.S. Census Bureau, On-the-Map; WTL +a, April 2021.



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- As illustrated in Table 16, Dun & Bradstreet, Inc. estimated there are **6,604 jobs in 1,040 registered businesses in Lake Park in 2020**. According to Dun & Bradstreet, the Town accounts for approximately 0.9% of the nearly 714,000 jobs in Palm Beach County;
- The two largest sectors generating demand for workplace real estate in Lake Park include: Wholesale/Retail Trade (2,824 jobs, or 43% of all jobs) and Services (1,854 jobs, or 28% of all jobs). Within the Retail Trade sector, Auto Dealers/Gas Stations and Eating & Drinking Places account for 23% and 22% of all jobs, respectively. Within the Services sector, “Other Services” accounts for 56% all Services employment (1,037 jobs); this includes auto repair and associated businesses. Together, Wholesale/Retail Trade and Services account for fully 75% of total employment in Lake Park;
- Another sector, Finance/Insurance/Real Estate, accounts for less than 4% of Lake Park’s employment base, with 248 jobs. This sector generates limited demand for office space;
- As noted above, Lake Park **contains 0.9% of all at-place jobs in Palm Beach County**. This is known as *fair share*, and is considered in the analysis of development potentials for workplace/office uses; and

**Lake Park’s Jobs-to-Population Ratio of 0.75 is
Significantly Above Surrounding Communities**

- The data also suggest Lake Park’s current jobs-to-population ratio is 0.75 (i.e., there are 75 jobs for every 100 residents living in the Town). Notably, this is much higher than the overall ratio of Palm Beach County (0.49). **Lake Park’s jobs-to-population ratio is significantly higher than Boynton Beach (0.46), Delray Beach (0.59) and Riviera Beach (0.63), on par with Palm Beach Gardens (0.72), and lower than West Palm Beach (0.86) and Boca Raton (1.24).**

Table 16: Business Mix—Town of Lake Park, 2020

NAICS Category	Businesses		Employees	
	No.	% of Total	No.	% of Total
Agriculture & Mining	12	1.2%	50	0.8%
Construction	90	8.7%	634	9.6%
Manufacturing	32	3.1%	314	4.8%
Transportation & Warehousing	19	1.8%	62	0.9%
Communications	8	0.8%	24	0.4%
Utilities	3	0.3%	8	0.1%
Wholesale & Retail Trade				
Wholesale	36		257	
Retail	265		2,824	
- Home Improvement	28		286	
- General Merchandise	12		554	
- Food Stores	28		280	
- Auto Dealers/Gas Stations	59		656	
- Apparel & Accessory Stores	7		37	
- Furniture/Home Furnishings	21		82	
- Eating & Drinking Places	48		614	
- Miscellaneous & Non-store Retail	62		315	
Subtotal - All Retail:	301	28.9%	3,081	46.7%
Finance/Insurance/Real Estate	70	6.7%	248	3.8%
Services				
- Hotel/Lodging	3		16	
- Automotive Services	62		295	
- Motion Pictures & Amusements	30		146	
- Health Services	28		144	
- Legal Services	7		27	
- Educational Institutions	7		189	
- Other Services	214		1,037	
Subtotal - Services:	351	33.8%	1,854	28.1%
Government	13	1.3%	305	4.6%
Unclassified Establishments	141	13.6%	24	0.4%
TOTAL:	1,040	100.0%	6,604	100.0%

ANALYSIS:	
2020 Employment	6,604
<i>% Share of Palm Beach County</i>	0.9%
2020 Population	8,762
Jobs/Population Ratio	0.75

Source: ESRI Business Analyst; InfoGroup, Inc.; Dun & Bradstreet, Inc.; WTL +a, April 2021.

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- As illustrated in Figure 6, the U.S. Census Bureau estimates the highest employment densities are concentrated in the western half of Lake Park, including the industrial uses along Old Dixie Highway, 10th Street, Watertower Road, and Killian Drive corridors as well as the retail/Big Box stores located on N. Congress Avenue. Secondary and tertiary employment clusters include the Northlake Boulevard corridor and the Twin City Mall site (Publix), respectively; and

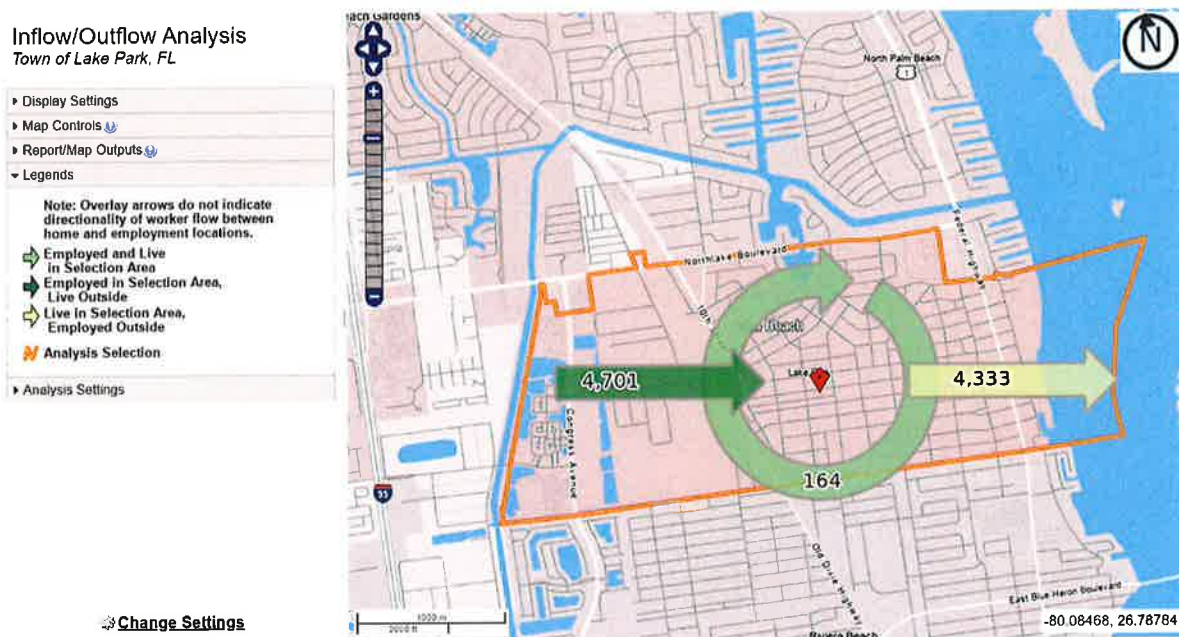
Figure 6: Employment Densities—Town of Lake Park, 2018



- As illustrated in Figure 7, according to 2018 U.S. Census Bureau data, Lake Park exhibited daily inflow of 4,701 employees who live elsewhere but work in the Town, as compared to 4,333 residents who leave Lake Park daily for jobs elsewhere. The difference—*inflow* of 368 employees daily—reflects an 80% increase since 2008.

**The Number of Employees Working in Lake Park
But Living Elsewhere Increased by 11% Since 2008**

Figure 7: Employment Inflow/Outflow—Town of Lake Park, 2018



In summary, despite 1,051 recession-based job losses, Lake Park had a net gain of 552 new jobs between 2007 and 2018 (reflecting an average annual growth rate of 1.1% per year).

Differences between the U.S. Census Bureau On-the-Map data (Table 15) and Dun & Bradstreet (Table 16) are attributed to part-time jobs, self-employment, two different reporting years (in part, 2018 and 2020), and those jobs not contributing to the Unemployment Insurance Fund.

Employment Trends—Village of North Palm Beach

Using the same data from the Census Bureau’s “On-the-Map” database, employment trends in North Palm Beach are illustrated in Table 17. This indicates the following:

- In 2018 (latest Census data available), North Palm Beach contained a total of 4,619 jobs. This would suggest that, in 2018, the Village accounted for 0.75% of total jobs in Palm Beach County. Notably, the Village’s share of countywide jobs has fluctuated—from 0.82% in 2007, 0.69% in 2012, 0.86% in 2016 and 0.82% in 2018;



Table 17: Employment Trends—Village of North Palm Beach, 2007—2018

Industry Sector	2007	2008	National Recession			2012	2013	2014	2015	2016	2017	2018	% Dist.	Change: 2007-2018	
			2009	2010	2011									Amount	CAGR %
Agriculture & Mining	3	9	2	-	1	4	2	1	-	-	-	-	0.0%	(3)	-100.0%
Construction	212	191	245	304	172	178	222	179	255	302	231	201	4.4%	(11)	-0.5%
Manufacturing	55	46	34	24	94	28	26	25	21	33	26	25	0.5%	(30)	-6.9%
Transp & Warehousing	21	23	30	15	15	18	25	15	15	15	27	22	0.5%	1	0.4%
Utilities	-	-	1	10	12	7	6	8	2	2	-	-	0.0%	-	0.0%
Trade															
Wholesale	99	67	67	91	149	147	111	114	110	67	49	48	1.0%	(51)	-6.4%
Retail	220	241	142	174	235	239	257	204	245	294	344	356	7.7%	136	4.5%
Information	49	52	27	19	21	25	18	15	10	4	5	3	0.1%	(46)	-22.4%
Finance & Insurance	578	384	197	243	248	208	137	149	161	139	189	229	5.0%	(349)	-8.1%
Real Estate/Rental & Leasing	121	108	89	107	91	71	86	65	100	102	108	115	2.5%	(6)	-0.5%
Services															
Prof/Business Services	931	455	413	535	608	567	566	584	707	724	716	680	14.7%	(251)	-2.8%
Management of Companies	5	9	8	12	12	21	35	24	24	22	20	16	0.3%	11	11.2%
Administration/Waste Mgmt.	266	148	108	334	629	158	509	500	627	693	821	378	8.2%	112	3.2%
Educational Services	356	358	368	351	341	348	263	287	294	313	306	294	6.4%	(62)	-1.7%
Health Care & Social Assistance	528	480	443	573	627	651	606	695	888	1,096	892	1,118	24.2%	590	7.1%
Arts/Entertainment/Recreation	136	116	51	61	49	66	74	78	81	56	73	83	1.8%	(53)	-4.4%
Accommodation & Food Services	457	460	450	393	438	385	532	457	632	643	697	635	13.7%	178	3.0%
Other Services	256	232	202	238	204	198	216	265	410	412	292	209	4.5%	(47)	-1.8%
Public Administration/Gov't	144	133	223	234	220	212	220	241	218	223	192	207	4.5%	63	3.4%
Total:	4,437	3,510	3,098	3,718	4,166	3,531	3,911	3,906	4,800	5,140	4,986	4,619		182	0.4%
Annual Change	-	(927)	(412)	620	448	(635)	380	(5)	894	340	(154)	(367)			
Annual % Change	-	-21%	-12%	20%	12%	-15%	11%	-0.1%	23%	7%	-3%	-7%			
North Palm Beach As % of County:	0.82%	0.67%	0.64%	0.77%	0.80%	0.69%	0.74%	0.71%	0.83%	0.86%	0.82%	0.75%		12 Years	0.76%
														5 Years	0.79%

Source: U.S. Census Bureau, On-the-Map; WTL +a, April 2021.



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- The 2007—2012 recession and recovery resulted in the **loss of 906 jobs**. Between 2013 and 2018, the Village added almost 1,100 new jobs. However, when combined with recession-based job losses, there was a limited **net gain of 182 new jobs** in North Palm Beach during this 12-year period;
- Between 2007 and 2018, notable job losses occurred in 11 of 19 industry sectors, including:
 - Finance & Insurance (-349 jobs) and Professional/Business Services (-251 jobs) and Information (-46 jobs), significantly reducing demand for office space
- Conversely, gains occurred in the following sectors:
 - Health Care & Social Assistance (+590 jobs)
 - Accommodation & Food Services (+178 jobs), and
 - Retail Trade (+136 jobs)
- As illustrated in Table 18, Dun & Bradstreet, Inc. estimated there are **6,185 jobs in 1,132 registered businesses in North Palm Beach in 2020**. According to Dun & Bradstreet, the Village accounts for approximately 0.9% of the nearly 714,000 jobs in Palm Beach County;
- The two largest sectors generating demand for workplace real estate in the Village include: Services (2,974 jobs, or 48% of all jobs) and Finance/Insurance/Real Estate (1,310 jobs, or 21% of all jobs). Retail Trade, with 1,042 jobs, accounts for 17% of total employment;
- Like Lake Park, North Palm Beach also **contains 0.9% of all at-place jobs in Palm Beach County**. This is known as *fair share*, and is considered in the analysis of development potentials for workplace/office uses; and

North Palm Beach's Jobs-to-Population Ratio of 0.48 is

Lower than Surrounding Communities

- The data also suggest the Village's current jobs-to-population ratio is 0.48 (i.e., there are 48 jobs for every 100 residents). Notably, this is on par with the overall ratio of Palm Beach County (0.49) as well as Boynton Beach (0.46). **The Village's jobs-to-population ratio is significantly lower than Riviera Beach (0.63), Palm Beach Gardens (0.72), Lake Park (0.75), West Palm Beach (0.86), and Boca Raton (1.24).**

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Table 18: Business Mix—Village of North Palm Beach, 2020

NAICS Category	Businesses		Employees	
	No.	% of Total	No.	% of Total
Agriculture & Mining	16	1.4%	69	1.1%
Construction	64	5.7%	271	4.4%
Manufacturing	17	1.5%	143	2.3%
Transportation & Warehousing	30	2.7%	144	2.3%
Communications	-	0.0%	-	0.0%
Utilities	1	0.1%	4	0.1%
Wholesale & Retail Trade				
Wholesale	13		71	
Retail	145		1,042	
- Home Improvement	6		24	
- General Merchandise	2		4	
- Food Stores	10		39	
- Auto Dealers/Gas Stations	30		246	
- Apparel & Accessory Stores	6		35	
- Furniture/Home Furnishings	19		83	
- Eating & Drinking Places	39		464	
- Miscellaneous & Non-store Retail	33		147	
Subtotal - All Retail:	158	14.0%	1,113	18.0%
Finance/Insurance/Real Estate	168	14.8%	1,310	21.2%
Services				
- Hotel/Lodging	4		24	
- Automotive Services	14		148	
- Motion Pictures & Amusements	31		163	
- Health Services	66		399	
- Legal Services	50		487	
- Educational Institutions	14		437	
- Other Services	278		1,316	
Subtotal - Services:	457	40.4%	2,974	48.1%
Government	9	0.8%	137	2.2%
Unclassified Establishments	212	18.7%	20	0.3%
TOTAL:	1,132	100.0%	6,185	100.0%

ANALYSIS:

2020 Employment	6,185
% Share of Palm Beach County	0.9%
2020 Population	12,975
Jobs/Population Ratio	0.48

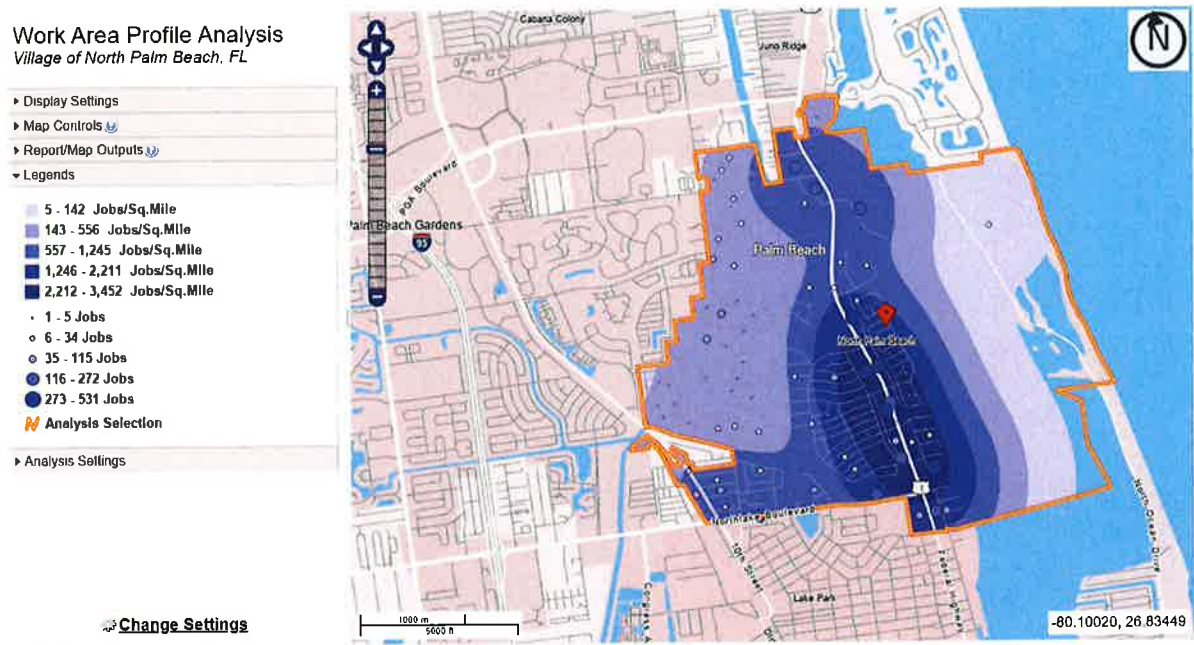
Source: ESRI Business Analyst; InfoGroup, Inc.; Dun & Bradstreet, Inc.; WTL +a, April 2021.

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- As illustrated in Figure 8, the U.S. Census Bureau estimates the highest employment densities in North Palm Beach are concentrated along U.S. 1, which has a concentration of low-rise suburban office buildings as well as retail businesses located on the north side of Northlake Boulevard; and

Figure 8: Employment Densities—Village of North Palm Beach, 2018



- As illustrated in Figure 9, according to 2018 U.S. Census Bureau data, North Palm Beach exhibited daily inflow of 4,313 employees who live elsewhere but work in the Village, as compared to 5,038 residents who leave the Village daily for jobs elsewhere. The difference—outflow of 725 employees daily—has decreased by 47% since 2008, when outflow totaled 1,370 employees.

**The Number of Employees Working in North Palm Beach
But Living Elsewhere Increased by 32% Since 2008**

Figure 9: Employment Inflow/Outflow—Village of North Palm Beach, 2018



In summary, recession-based job losses between 2007 and recovery in 2013 has limited the number of new jobs created in North Palm Beach between 2007 and 2018. In fact, the Village had a net gain of only **182 new jobs** over this 12-year period (reflecting a limited average annual growth rate of 0.4% per year). Differences between the U.S. Census Bureau On-the-Map data (Table 17) and Dun & Bradstreet (Table 18) are attributed to part-time jobs, self-employment, two different reporting years (in part, 2018 and 2020), and those jobs not contributing to the Unemployment Insurance Fund.

Employment Trends—North County Trade Area

Using the same data from the Census Bureau’s “On-the-Map” database, employment trends in North County are illustrated in Table 19. This indicates the following:

- **In 2018 (latest Census data available), North County contained a total of 44,755 jobs,** suggesting that, in 2018, the trade area accounted for 7.4% of total jobs in Palm Beach County. **Notably, North County’s share of countywide jobs has remained stable—in the range of 7% to 8% over the past 12 years;**

- The 2007—2009 recession resulted in the **loss of more than 6,000 jobs**. Despite the loss of almost 3,700 jobs in 2012 (in Manufacturing, Retail Trade and Administration/Waste Management), the trade area added 9,775 new jobs over multiple economic cycles between 2010 and 2018. When combined with the previous recession-based job losses, there was an overall **net gain of 3,760 new jobs** in North County over this 12-year period;
- Between 2007 and 2018, job losses occurred in eight of 19 industry sectors, including:
 - Construction (-1,414 jobs)
 - Manufacturing (-564 jobs), and
 - Finance & Insurance (-462 jobs)
- Conversely, gains occurred in the following sectors:
 - Accommodation & Food Services (+1,919 jobs)
 - Health Care & Social Assistance (+1,462 jobs), and
 - Other Services (+1,019 jobs)
- As illustrated in Table 20, Dun & Bradstreet, Inc. estimated there are **49,371 jobs in 6,055 registered businesses in North County in 2020**. According to Dun & Bradstreet, North County accounts for roughly 7% of the nearly 714,000 jobs in Palm Beach County;
- The two largest sectors generating demand for workplace real estate in North County include: Services (20,293 jobs, or 41% of all jobs) and Wholesale/Retail Trade, with 15,474 jobs, accounts for 31% of total employment;
- North County also **contains 7% of all at-place jobs in Palm Beach County**. This is known as *fair share*, and is considered in the analysis of development potentials for workplace/office uses; and

North County’s Jobs-to-Population Ratio of 0.67

Reflects a Blend of Low & High Job Concentrations

Table 20: Business Mix—North County Trade Area, 2020

NAICS Category	Businesses		Employees	
	No.	% of Total	No.	% of Total
Agriculture & Mining	86	1.4%	470	1.0%
Construction	357	5.9%	2,517	5.1%
Manufacturing	121	2.0%	2,163	4.4%
Transportation & Warehousing	113	1.9%	466	0.9%
Communications	35	0.6%	297	0.6%
Utilities	15	0.2%	70	0.1%
Wholesale & Retail Trade				
Wholesale	133		895	
Retail	1,061		14,579	
- Home Improvement	63		779	
- General Merchandise	40		1,806	
- Food Stores	80		1,536	
- Auto Dealers/Gas Stations	136		1,852	
- Apparel & Accessory Stores	111		950	
- Furniture/Home Furnishings	86		864	
- Eating & Drinking Places	279		4,996	
- Miscellaneous & Non-store Retail	266		1,796	
Subtotal - All Retail:	1,194	19.7%	15,474	31.3%
Finance/Insurance/Real Estate	731	12.1%	6,466	13.1%
Services				
- Hotel/Lodging	26		767	
- Automotive Services	106		836	
- Motion Pictures & Amusements	160		1,343	
- Health Services	466		5,055	
- Legal Services	181		1,235	
- Educational Institutions	70		2,390	
- Other Services	1,366		8,667	
Subtotal - Services:	2,375	39.2%	20,293	41.1%
Government	59	1.0%	1,045	2.1%
Unclassified Establishments	969	16.0%	110	0.2%
TOTAL:	6,055	100.0%	49,371	100.0%

ANALYSIS:	
2020 Employment	49,371
% Share of Palm Beach County	6.9%
2020 Population	73,538
Jobs/Population Ratio	0.67

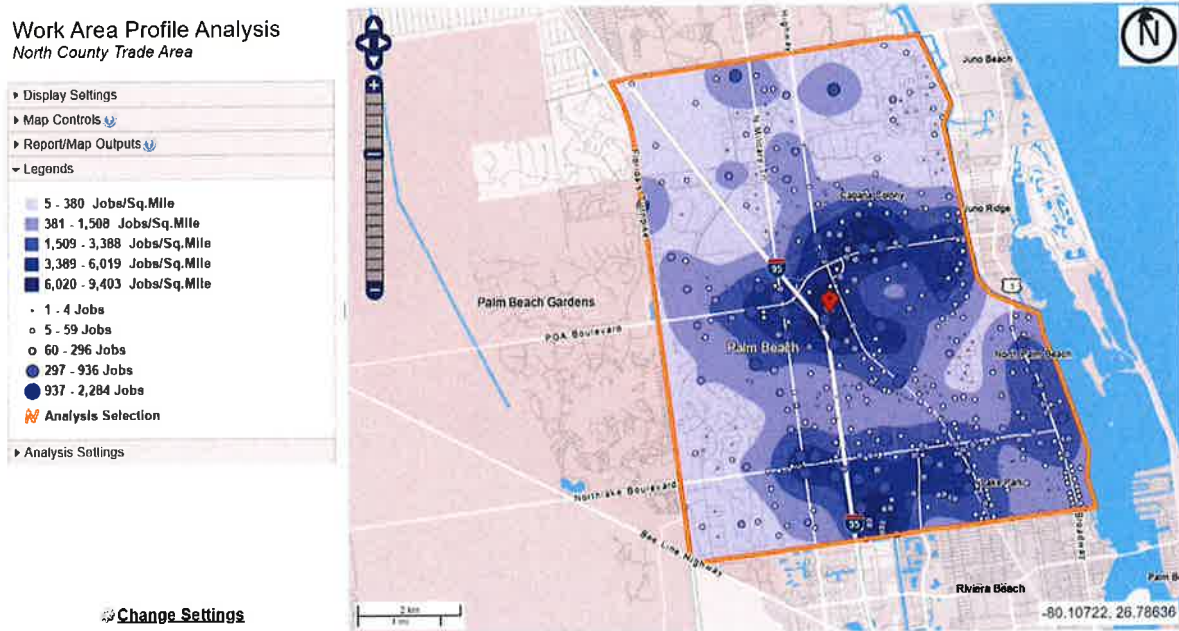
Source: ESRI Business Analyst; InfoGroup, Inc.; Dun & Bradstreet, Inc.; WTL +a, May 2021.

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- The data also suggest North County's current jobs-to-population ratio is 0.67 (i.e., there are 67 jobs for every 100 residents). Notably, this is higher than North Palm Beach (0.32) as well as the overall ratio of Palm Beach County (0.49) but lower than Palm Beach Gardens (0.72) and Lake Park (0.75). It reflects a blend of low and high job concentrations such as the PGA Boulevard corridor.
- As illustrated in Figure 10, the U.S. Census Bureau estimates the highest employment densities in North County are concentrated in the area encompassing the PGA Boulevard and Military Trail corridors, surrounding the Gardens Mall, and the west side of Lake Park, including the Northlake Boulevard corridor; and

Figure 10: Employment Densities—North County Trade Area, 2020



- As illustrated in Figure 11, according to 2018 U.S. Census Bureau data, North County exhibited daily inflow of almost 38,500 employees who live elsewhere but work in the trade area as compared to 25,700 residents who leave North County daily for jobs elsewhere. The difference—*inflow* of more than 12,700 employees daily—has increased by 23% since 2008.

**The Number of Employees Working in North County
But Living Elsewhere Increased by 23% Since 2008**

Figure 11: Employment Inflow/Outflow—North County Trade Area, 2020



In summary, the North County trade area encompasses a diverse, 26.2 square mile region that includes employment concentrations in Lake Park (west), the PGA Boulevard and Military Trail corridors, and the area surrounding the Gardens Mall. Strong job growth between 2010 and 2018 was offset by recession-based job losses between 2007 and 2009, resulting in a net gain of 3,760 new jobs, an average annual growth rate of 0.8% per year.

Over this 12-year period, **both Lake Park and North Palm Beach have maintained a consistent share of North County jobs—with each falling in the range of 9% to 12% between 2007 and 2018.**

4 Real Estate Market Conditions

WTL +a evaluated real estate market conditions in Lake Park, North Palm Beach, and other selected locations in Palm Beach County to understand how recent market trends, current economic conditions, and future growth may affect opportunities for redevelopment of the Twin City Mall site.

This section of the report analyzes historic and current building inventory, occupancy and vacancy levels, annual absorption (leasing) activity, historic development trends, and other appropriate market indices for housing, workplace/office, and supporting commercial (retail and hotel/lodging) uses based on available data. Data is illustrated in Table 21 through Table 36.

Due to variations in supply, demographic characteristics, seasonal residencies and other factors, there is no single adopted standard for a level of 'True Vacancy' among Florida's cities. Real estate industry standards hold that a 5% vacancy rate in commercial office, retail, industrial, and (rental) residential reflects 'stabilized' market conditions.

Housing

Town of Lake Park

Lake Park's housing stock is characteristic of a fully built-out suburb in South Florida with a mix of housing types. Market metrics of the Town's housing stock are illustrated in Table 21 and detailed below:

- Based on data from ESRI Business Analyst, the U.S. Census and the American Community Survey (ACS), Lake Park contains 3,940 total housing units;
- **The number of owner-occupied units in Lake Park has remained stable over the past 10 years**—in the range of 40%—while the number of renter-occupied units increased slightly—from 44% in 2010 to 46% by 2020. While the number of "unoccupied" units decreased between 2010 and 2020, approximately 14% of the Town's housing stock is empty (estimated at 540 units). Distinctions between "unoccupied" and "truly vacant" are explained below;

Table 21: Housing Profile—Town of Lake Park, 2010—2025

	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
						No.	CAGR %
Housing Tenure							
Owner-occupied	1,481	1,570		1,633		63	0.79%
% of Total	39.6%	39.8%		40.0%			
Renter-occupied	1,663	1,830		1,901		71	0.76%
% of Total	44.4%	46.4%		46.6%			
Unoccupied	598	540		545		5	0.18%
% of Total	16.0%	13.7%		13.4%			
Total Units:	3,742	3,940		4,079		139	0.70%
Change in Units:		198		139			
Owner-Occupied Value							
\$0 - \$99,999		44	3%	16	1%	(28)	-18.3%
\$100,000 - \$199,999		687	44%	538	33%	(149)	-4.8%
\$200,000 - \$299,999		603	38%	729	45%	126	3.9%
\$300,000 - \$399,999		85	5%	148	9%	63	11.7%
\$400,000 - \$499,999		133	8%	173	11%	40	5.4%
\$500,000 - \$749,999		1	0%	3	0%	2	24.6%
\$750,000 - \$999,999		4	0%	8	0%	4	14.9%
\$1,000,000 - \$1,499,999		3	0%	5	0%	2	10.8%
\$1,500,000 - \$1,999,999		10	1%	13	1%	3	5.4%
\$2,000,000+		-	0%	-	0%	-	0.0%
Median Value		\$ 205,556		\$ 223,107			1.7%
Average Value		\$ 233,869		\$ 261,053			2.2%

All Housing Units By Structure (2019 American Community Survey)

1 Unit, Detached	1,381	71.7%
1 Unit, Attached	67	9.4%
2 Units	107	2.2%
3 or 4 Units	173	5.0%
5 to 9 Units	350	3.7%
10 to 19 Units	429	2.3%
20 to 49 Units	412	4.0%
50 or more Units	333	0.9%
Mobile Home	-	0.6%
Boat/RV/Other	-	0.0%
Total Units:	3,252	100%

Unoccupied Housing Units By Status

Unoccupied-All Reasons	2010	2019 (ACS)
Rented (Not Occupied)	3	
For Sale Only	84	
Sold (Not Occupied)	11	
Seasonal Use	91	2%
For Migrant Workers	-	
Subtotal:	189	

TRUE VACANCIES		
Other Vacant	119	
Vacant, For Rent	290	
Subtotal:	409	460
True Vacancy Rate	10.9%	11.7%

Total Unoccupied Units: 598 672 68.4%

Source: ESRI Business Analyst; American Community Survey; WTL +a, May 2021.

- The average value of all owner-occupied housing units in Lake Park in 2020 is \$233,900. Over the next five years, ESRI Business Analyst forecasts suggest that average owner-occupied housing values will increase—at a compound annual rate of 1.7% per year—to \$261,000;
- Fully 85% of the Town's owner-occupied housing stock is valued at less than \$300,000. Another 14% is valued between \$300,000 and \$500,000, and only 1.1% is valued above \$500,000;



- More specific analysis of Lake Park's *unoccupied* housing stock indicates that units are unoccupied for various reasons. As a result, this does not accurately reflect actual, "truly vacant" units. U.S. Census data indicate that 598 units, or 16% of inventory, were unoccupied as of the 2010 Census, as the economic recovery from the 2007—2009 recession ended, and recovery gained momentum, thereby reducing the number of vacant units in housing markets with an improving economy. In fact, the number of **unoccupied units decreased between 2010 and 2020**—from 598 units in 2010 to 540 units in 2020;
- **The number of unoccupied units includes only 91 units (2%) that are seasonally owned** (i.e., occupied for only a portion of the year, such as units owned by snowbirds who vacation in Florida). When such units (as well as others, such as units sold but not yet occupied) are removed from the unoccupied category, **Lake Park's true vacancy in 2010 was lower—10.9%, or 409 units;**

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- If the proportion of truly vacant units to total unoccupied units remains the same as it did in 2010 (2%), data from the 2019 American Community Survey (ACS) suggests that the number of **truly vacant units in Lake Park has increased slightly since 2010**—to 460 units—which would reflect a vacancy rate of 11.7%. That is well-above the standard 5% vacancy levels that the housing industry considers to be “stabilized”; and
- ACS data reveal Lake Park’s housing stock consists of an array of housing characteristic of a well-established, built-out suburban community, including: 1,381 single-family detached units (72%), 67 single-family attached units (9%), and 1,804 multi-family units (19%).

Village of North Palm Beach

Like Lake Park, the housing stock in North Palm Beach is also characteristic of well-developed suburb in South Florida. However, the Village has significantly higher price points as well as a much higher proportion of multi-unit and high-rise buildings. Market metrics of the Village’s housing stock are illustrated in Table 22 and detailed below:

- Based on data from ESRI Business Analyst, the U.S. Census and the American Community Survey (ACS), North Palm Beach contains 8,092 total housing units;
- **The number of owner-occupied units in North Palm Beach has increased over the past 10 years**—from 58% in 2010 to 60% in 2020—while the number of renter-occupied units remained stable—in the range of 21%. The number of “unoccupied” units decreased between 2010 and 2020—from 21% to 19%, it is due primarily to the higher number of seasonal units (estimated at 1,014 units). Distinctions between “unoccupied” and “truly vacant” are explained below;
- The average value of all owner-occupied housing units in North Palm Beach in 2020 is significantly higher than in Lake Park: \$505,700. Over the next five years, ESRI Business Analyst forecasts suggest that average owner-occupied housing values will increase—at a compound annual rate of 2.2% per year—to \$552,200;
- Approximately 37% of the Village’s owner-occupied housing stock is valued at less than \$300,000. Another 32% is valued between \$300,000 and \$500,000, 25% is valued between \$500,000 and \$1.0 million, and 7% is valued above \$1.0 million

Table 22: Housing Profile—Village of North Palm Beach, 2010—2025

	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
						No.	CAGR %
Housing Tenure							
Owner-occupied	4,501	4,872		5,089		217	0.88%
% of Total	58.3%	60.2%		60.8%			
Renter-occupied	1,596	1,698		1,730		32	0.37%
% of Total	20.7%	21.0%		20.7%			
Unoccupied	1,617	1,522		1,553		31	0.40%
% of Total	21.0%	18.8%		18.5%			
Total Units:	7,714	8,092		8,372		280	0.68%
Change in Units:		378		280			
Owner-Occupied Value							
\$0 - \$99,999		48	1%	12	0%	(36)	-24.2%
\$100,000 - \$199,999		586	12%	246	5%	(340)	-15.9%
\$200,000 - \$299,999		1,184	24%	1,104	22%	(80)	-1.4%
\$300,000 - \$399,999		906	19%	1,104	22%	198	4.0%
\$400,000 - \$499,999		615	13%	745	15%	130	3.9%
\$500,000 - \$749,999		757	16%	937	18%	180	4.4%
\$750,000 - \$999,999		425	9%	548	11%	123	5.2%
\$1,000,000 - \$1,499,999		129	3%	144	3%	15	2.2%
\$1,500,000 - \$1,999,999		57	1%	73	1%	16	5.1%
\$2,000,000+		165	3%	177	3%	12	0.0%
Median Value		\$ 368,212		\$ 410,604			2.2%
Average Value		\$ 505,716		\$ 552,176			1.8%
All Housing Units By Structure (2019 American Community Survey)							
1 Unit, Detached		2,899	34.9%				
1 Unit, Attached		347	4.2%				
2 Units		94	1.1%				
3 or 4 Units		249	3.0%				
5 to 9 Units		378	4.5%				
10 to 19 Units		802	9.7%				
20 to 49 Units		1,504	18.1%				
50 or more Units		2,027	24.4%				
Mobile Home		8	0.1%				
Boat/RV/Other		-	0.0%				
Total Units:		8,308	100%				
Unoccupied Housing Units By Status							
Unoccupied-All Reasons	2010	2019 (ACS)					
Rented (Not Occupied)	16						
For Sale Only	193						
Sold (Not Occupied)	28						
Seasonal Use	1,014	13%					
For Migrant Workers	-						
Subtotal:	1,251						
TRUE VACANCIES							
Other Vacant		152					
Vacant, For Rent		214					
Subtotal:		366	465				
True Vacancy Rate		4.7%	5.7%				
Total Unoccupied Units:	1,617	2,054		22.6%			

Source: ESRI Business Analyst; American Community Survey; WTL +a, May 2021.

- As compared to Lake Park (where only 5% of the Town’s stock is in buildings with 20 or more units), fully 42.5% of the Village’s housing inventory is in buildings with 20 or more units. This includes a number of high-density condominium buildings such as Water Club, Marina Pointe, Gemini Club, Ports O’ Call, Old Port Cove, and others;



- More specific analysis of the Village’s *unoccupied* housing stock indicates that units are unoccupied for various reasons. As a result, this does not accurately reflect actual, “truly vacant” units. U.S. Census data indicate that 1,617 units, or 21% of inventory, were unoccupied as of the 2010 Census, as the economic recovery from the 2007—2009 recession ended, and recovery gained momentum, thereby reducing the number of vacant units in housing markets with an improving economy. The number of **unoccupied units decreased slightly between 2010 and 2020**—from 1,617 units in 2010 to 1,522 units in 2020;
- **The number of unoccupied units includes 1,014 units (13%) that are seasonally owned** (i.e., occupied for only a portion of the year). When such units (as well as others, such as those units sold but not yet occupied) are removed from the unoccupied category, **the Village’s true vacancy in 2010 was significantly lower—4.7%, or 366 units;**
- If the proportion of truly vacant units to total unoccupied units remains the same as it did in 2010 (13%), data from the 2019 American Community Survey (ACS) suggests that the number of

truly vacant units in North Palm Beach has increased since 2010—to 465 units—which would reflect a vacancy rate of 5.7%. This is on par with the standard 5% vacancy levels that the housing industry considers to be “stabilized”; and

- ACS data reveal North Palm Beach’s housing stock is characteristic of a well-established, built-out suburban community, including: 3,246 single-family detached or attached units (38%), 1,523 units in buildings of 2—19 units (18%), and 3,531 multi-family units in buildings of 20 units or more (42.5%).

North County Trade Area

- As illustrated in Table 23, based on data from ESRI Business Analyst, the U.S. Census and the American Community Survey (ACS), the North County trade area contains almost 37,500 total housing units;
- **The number of owner-occupied units has increased slightly over the past 10 years**—from 58.6% in 2010 to 59.4% in 2020. The number of renter-occupied units has also increased—from 26.6% to 28.4%. The resulted in a decrease in the number of “unoccupied” units—from 14.8% to 12.2%;
- The average value of all owner-occupied housing units in North County in 2020 is lower than North Palm Beach and higher than Lake Park: \$481,315. Over the next five years, ESRI Business Analyst forecasts suggest that average owner-occupied housing values will increase—at a compound annual rate of 1.6% per year—to \$522,700;
- Approximately 40% of the trade area’s owner-occupied housing stock is valued at less than \$300,000. Another 32% is valued between \$300,000 and \$500,000, 20% is valued between \$500,000 and \$1.0 million, and 8% is valued above \$1.0 million
- As compared to Lake Park (where only 4.9% of its stock is in buildings with 20 or more units) and North Palm Beach (where 42.5% of its stock is in buildings with 20 or more units), only 12% of North County’s housing inventory is in buildings with 20 or more units. This reflects the predominantly single-family detached areas of Palm Beach Gardens and Jupiter;
- U.S. Census data indicate that 5,072 units, or almost 15% of inventory, were unoccupied as of the 2010 Census. The number of **unoccupied units in North County decreased slightly between 2010 and 2020**—to 4,580 units (12.8%) in 2020;

Table 23: Housing Profile—North County Trade Area, 2010—2025

	2010	2020	% Dist.	2025	% Dist.	Change: 2020-2025	
						No.	CAGR %
Housing Tenure							
Owner-occupied	20,120	22,253		23,629		1,376	1.21%
% of Total	58.6%	59.4%		60.3%			
Renter-occupied	9,148	10,629		10,975		346	0.64%
% of Total	26.6%	28.4%		28.0%			
Unoccupied	5,072	4,580		4,589		9	0.04%
% of Total	14.8%	12.2%		11.7%			
Total Units:	34,340	37,462		39,193		1,731	0.91%
Change in Units:		3,122		1,731			

Owner-Occupied Value							
\$0 - \$99,999		572	3%	340	1%	(232)	-9.9%
\$100,000 - \$199,999		3,019	14%	1,770	7%	(1,249)	-10.1%
\$200,000 - \$299,999		5,322	24%	5,369	23%	47	0.2%
\$300,000 - \$399,999		4,319	19%	5,298	22%	979	4.2%
\$400,000 - \$499,999		2,864	13%	3,471	15%	607	3.9%
\$500,000 - \$749,999		3,239	15%	3,897	16%	658	3.8%
\$750,000 - \$999,999		1,132	5%	1,358	6%	226	3.7%
\$1,000,000 - \$1,499,999		761	3%	895	4%	134	3.3%
\$1,500,000 - \$1,999,999		355	2%	410	2%	55	2.9%
\$2,000,000+		670	3%	821	3%	151	0.0%
Median Value		\$ 351,250		\$ 381,833			1.68%
Average Value		\$ 481,315		\$ 522,688			1.66%

All Housing Units By Structure (2019 American Community Survey)

1 Unit, Detached	16,695	46.7%
1 Unit, Attached	4,792	13.4%
2 Units	1,658	4.6%
3 or 4 Units	2,713	7.6%
5 to 9 Units	1,768	4.9%
10 to 19 Units	2,847	8.0%
20 to 49 Units	2,272	6.4%
50 or more Units	2,135	6.0%
Mobile Home	868	2.4%
Boat/RV/Other	9	0.03%
Total Units:	35,757	100%

Unoccupied Housing Units By Status

Unoccupied-All Reasons	2010	2019 (ACS)
Rented (Not Occupied)	75	
For Sale Only	721	
Sold (Not Occupied)	121	
Seasonal Use	2,143	6%
For Migrant Workers	-	
Subtotal:	3,060	

TRUE VACANCIES		
Other Vacant	797	
Vacant, For Rent	1,222	
Subtotal:	2,019	2,336
True Vacancy Rate	5.9%	6.2%

Total Unoccupied Units: 5,079 5,876 39.8%

Source: ESRI Business Analyst; American Community Survey; WTL +a, May 2021.

- **The number of unoccupied units includes 2,143 units that are seasonally owned.** When such units (as well as others, such as units sold but not yet occupied) are removed from the unoccupied category, **North County's true vacancy in 2010 was significantly lower—5.9%, or 2,019 units;**
- If the proportion of truly vacant units to total unoccupied units remains the same as it did in 2010 (6%), data from the 2019 American Community Survey (ACS) suggests that the number of **truly vacant units in North County has increased slightly since 2010**—to 2,336 units—which would reflect a vacancy rate of 6.2%. This is on par with the standard 5% vacancy levels that the housing industry considers to be "stabilized"; and
- ACS data reveal North County's housing stock includes almost 21,500 single-family detached or attached units (60%), 8,980 units in buildings of 2—19 units (25%), and 4,400 multi-family units in buildings of 20 units or more (12%).

Housing Starts

To document how population and household growth affects market potentials for new housing at the Twin City Mall site, WTL+a reviewed information on annual housing starts. Housing starts are defined as the start of actual construction (after permits are issued). This analysis also compares housing starts to household growth to understand whether the pace of one metric is consistent with (or exceeds) the other. Municipalities across the U.S. provide housing starts data to the U.S. Department of Housing & Urban Development (HUD). Starts for the 13-year period between 2007 and 2019 (latest date available) are illustrated in Table 24. Key findings indicate that:

- Between 2007 and 2019, housing starts across Palm Beach County resulted in delivery of more than **49,750 new housing units, producing a sustained annual pace of 3,827 units per year** over this 13-year period. In terms of unit distribution, this includes 28,823 single-family units (58% of the total) and 20,934 multi-family units (42% of the total). Unincorporated parts of the County accounted for 40% of all starts;



Table 24: Housing Starts—Palm Beach County & Selected Municipalities, 2007—2019

Municipality	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Change: 2007-2019		
														Total Starts	Annual Average	% of County
Single-family Detached																
Boynton Beach	61	96	36	9	214	50	115	29	39	20	15	15	22	721	55	3%
Delray Beach	113	38	27	21	57	99	153	111	129	85	69	54	107	1,063	82	4%
Lake Park	-	-	1	-	-	1	-	-	-	-	1	-	-	3	0	0.0%
North Palm Beach	1	-	-	5	3	6	-	-	6	6	6	6	6	45	3	0.2%
Palm Beach Gardens	206	111	76	98	111	194	186	188	154	187	205	219	220	2,165	167	8%
Riviera Beach	48	45	4	1	-	2	5	3	8	10	9	75	100	310	24	1%
West Palm Beach	35	17	10	8	15	29	27	107	169	193	46	40	69	765	59	3%
Selected Jurisdictions:	464	307	154	142	400	381	496	438	505	501	351	409	524	5,072	390	18%
<i>As % of County</i>	22%	24%	14%	11%	21%	16%	19%	17%	19%	22%	13%	14%	16%			
Unincorporated County	1,145	465	605	687	783	1,021	1,241	1,301	1,718	1,211	1,733	1,754	1,843	15,487	1,191	54%
<i>As % of County</i>	54%	36%	55%	55%	40%	47%	46%	51%	65%	53%	66%	59%	56%			
TOTAL COUNTY-SFD:	2,101	1,277	1,102	1,256	1,885	2,172	2,678	2,552	2,625	2,297	2,622	2,993	3,263	28,823	2,217	58%
Multi-family																
Boynton Beach	368	400	-	2	20	298	538	-	525	700	22	266	747	3,886	299	19%
Delray Beach	93	55	217	144	27	687	6	172	234	349	115	20	15	2,134	164	10%
Lake Park	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
North Palm Beach	-	-	-	-	-	-	-	146	26	10	-	-	-	182	14	0.9%
Palm Beach Gardens	128	121	-	-	-	42	180	49	87	68	57	66	71	869	67	4%
Riviera Beach	4	77	-	-	-	-	-	-	18	5	234	24	-	-	-	-
West Palm Beach	4	-	11	-	-	-	-	797	99	321	278	323	480	2,293	176	11%
Selected Jurisdictions:	597	653	228	146	47	1,027	724	1,164	971	1,466	477	909	1,317	9,726	748	46%
<i>As % of County</i>	58%	72%	69%	57%	8%	45%	31%	46%	44%	47%	32%	60%	58%			
Unincorporated County	232	98	47	66	458	252	497	552	294	633	221	100	888	3,450	265	12%
<i>As % of County</i>	23%	11%	14%	26%	75%	11%	21%	22%	13%	20%	15%	7%	39%			
TOTAL COUNTY-MF:	1,029	805	329	255	614	2,297	2,336	2,519	2,206	3,119	1,513	1,525	2,287	20,934	1,610	42%

<http://socds.huduser.org/permits/>

Source: U.S. Census Bureau; U.S. Dept. of Housing & Urban Development; WTL+a, May 2021.

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Table 24 (Continued): Housing Starts—Palm Beach County & Selected Municipalities, 2007—2019

Municipality	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Change: 2007-2019			
														Total Starts	Annual Average	% of Total	
Total Starts																	
Boynton Beach	429	496	36	11	234	348	653	29	564	720	37	281	769	4,607	354	9%	
Delray Beach	206	93	244	165	84	786	159	283	363	434	184	74	122	3,197	246	6%	
Lake Park	-	-	1	-	-	1	-	-	-	-	1	-	-	3	0.2	0.0%	
North Palm Beach	1	-	-	5	3	6	-	146	32	16	6	6	6	227	17	0.6%	
Palm Beach Gardens	334	232	76	98	111	236	376	237	241	255	262	285	291	3,034	233	6%	
Riviera Beach	52	122	4	1	-	2	5	3	8	28	14	309	124	672	52	1%	
West Palm Beach	39	17	21	8	15	29	27	904	268	514	324	363	529	3,058	235	6%	
Total-Selected Jurisdictions:	1,061	960	382	288	447	1,408	1,220	1,602	1,476	1,867	828	1,318	1,841	14,798	1,138	30%	
<i>As % of County</i>	<i>34%</i>	<i>44%</i>	<i>27%</i>	<i>19%</i>	<i>16%</i>	<i>32%</i>	<i>24%</i>	<i>32%</i>	<i>31%</i>	<i>36%</i>	<i>20%</i>	<i>29%</i>	<i>33%</i>				
Total-Unincorporated:	1,377	563	662	763	1,221	1,273	1,738	1,853	2,012	1,844	1,954	1,854	2,731	19,826	1,525	40%	
<i>As % of County</i>	<i>44%</i>	<i>26%</i>	<i>46%</i>	<i>50%</i>	<i>49%</i>	<i>28%</i>	<i>35%</i>	<i>37%</i>	<i>42%</i>	<i>34%</i>	<i>47%</i>	<i>41%</i>	<i>49%</i>				
TOTAL - County:	3,130	2,182	1,431	1,511	2,499	4,469	5,014	5,071	4,831	5,416	4,135	4,518	5,550	49,757	3,827	100%	

<http://socds.huduser.org/permits/>

Source: U.S. Census Bureau; U.S. Dept. of Housing & Urban Development; WTL+a, May 2021.

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- In Lake Park, HUD data indicate **no multi-family units and only three (3) single-family detached units were built over the 13 years between 2007 and 2019**; and
- In North Palm Beach, a total of 227 housing starts were recorded, including 45 single-family and 182 multi-family starts, between 2007 and 2019. The Village accounted for only 0.5% of all housing starts in Palm Beach County during this period. Notably, multi-family starts jumped in 2014, when Water Club was approved.

Multi-family Rental

WTL+a examined market trends in the area's multi-family rental market based on data for those properties that are tracked by CoStar, Inc. Overall market conditions are key to understanding market potentials for development of new housing, particularly for multi-family rental, on the Twin City Mall site. WTL+a notes the Town of Lake Park has received a proposal from Woolbright Development to construct 250 market-rate rental units on a 6.65-acre portion of the site. Market performance characteristics for each jurisdiction's multi-family rental market are illustrated in Table 25 and Table 26 and summarized below:

- As tracked by CoStar, Inc., Lake Park contains an inventory of 183 rental units in 11 properties with an average unit size of 823 sq. ft., and North Palm Beach contains 393 units in 37 properties with an average unit size of 906 sq. ft.;
- In 2020, the overall apartment **vacancy rate in both municipalities achieved stabilized levels—Lake Park at 4.4% and North Palm Beach at 3.8%**. Vacancies peaked at 11.6% in Lake Park and 7.6% in North Palm Beach during the national recession in 2009. Vacancies have declined steadily since then and are now below industry-standard “stabilized” levels of 5%;
- As a result of the lack of new multi-family construction and stabilized vacancies, **net absorption in both municipalities has been extremely limited over the past 13 years**. In fact, only 12 units were absorbed in the Village, and 13 units were absorbed in Lake Park; and
- As a result, average monthly rents in Lake Park increased at a solid compound annual rate of 2.4% per year since 2007, with an average rent of \$1,115 per month (\$1.36 per sq. ft.) in 2020. Monthly rents in North Palm Beach increased at a lower rate of 1.4% per during this period but remain higher than Lake Park, with an average rent of \$1,982 per month (\$1.96 per sq. ft.) in 2020.

A detailed profile of selected multi-family properties in the two municipalities is illustrated in Table 26.

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Table 25: Multi-family Rental Characteristics—Town of Lake Park, 2007—2020

	2007	2008	National Recession & Recovery				2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012									Total	Ann'l Avg.	% CAGR
Inventory (Units)	181	181	181	181	181	181	181	181	181	181	181	183	183	183	2		
No. of Buildings	11	11	11	11	11	11	11	11	11	11	11	11	11	11	-		
Vacant Stock (Units)	20	20	21	19	18	17	16	12	7	8	11	10	9	8	(12)		
Vacancy Rate	11.0%	11.0%	11.6%	10.5%	9.9%	9.4%	8.8%	6.6%	3.9%	4.4%	6.1%	5.5%	4.9%	4.4%			-6.9%
Total Net Absorption (Units)	(3)	-	-	3	-	1	1	4	4	-	(3)	3	2	1	13	0.9	
Past 5 Years															3	0.6	
Construction Deliveries	-	-	-	-	-	-	-	-	-	-	-	5	-	-	5		
Average Unit Size (SF)	823	823	823	823	823	823	823	823	823	823	823	823	823	823			0.0%
Average Monthly Rent	\$ 817	\$ 797	\$ 769	\$ 787	\$ 794	\$ 800	\$ 818	\$ 859	\$ 955	\$ 993	\$ 1,063	\$ 1,071	\$ 1,100	\$ 1,115			2.4%
Per SF Rent	\$ 0.99	\$ 0.96	\$ 0.91	\$ 0.94	\$ 0.94	\$ 0.95	\$ 0.97	\$ 1.03	\$ 1.16	\$ 1.20	\$ 1.30	\$ 1.31	\$ 1.35	\$ 1.36			2.5%
Average Annual % Change		-3.0%	-5.2%	3.3%	0.0%	1.1%	2.1%	6.2%	12.6%	3.4%	8.3%	0.8%	3.1%	0.7%			

Source: CoStar, Inc.; WTL+a, May 2021.



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Table 26: Multi-family Rental Characteristics—Village of North Palm Beach, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg.	% CAGR	
Inventory (Units)	393	393	393	393	393	393	393	393	393	393	393	393	393	393	-			
No. of Buildings	37	37	37	37	37	37	37	37	37	37	37	37	37	37	-			
Vacant Stock (Units)	28	30	30	25	24	20	18	18	18	17	20	18	16	15	(13)			
Vacancy Rate	7.1%	7.6%	7.6%	6.4%	6.1%	5.1%	4.6%	4.6%	4.6%	4.3%	5.1%	4.6%	4.1%	3.8%			-4.7%	
Total Net Absorption (Units)	(2)	(1)	-	5	-	5	2	-	-	2	(4)	2	1	2	12	0.9		
Past 5 Years															3	0.8		
Construction Deliveries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		0.0%	
Average Unit Size (SF)	906	906	906	906	906	906	906	906	906	906	906	906	906	906			0.0%	
Average Monthly Rent	\$ 1,658	\$ 1,603	\$ 1,527	\$ 1,573	\$ 1,592	\$ 1,617	\$ 1,655	\$ 1,691	\$ 1,770	\$ 1,831	\$ 1,868	\$ 1,906	\$ 1,945	\$ 1,982			1.4%	
Per SF Rent	\$ 1.65	\$ 1.59	\$ 1.52	\$ 1.56	\$ 1.58	\$ 1.60	\$ 1.64	\$ 1.68	\$ 1.74	\$ 1.80	\$ 1.84	\$ 1.88	\$ 1.92	\$ 1.96			1.3%	
Average Annual % Change		-3.6%	-4.4%	2.6%	1.3%	1.3%	2.5%	2.4%	3.6%	3.4%	2.2%	2.2%	2.1%	2.1%				

Source: CoStar, Inc.; WTL+a, May 2021.



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Profile of Selected Multi-family Projects

As illustrated in Table 27, WTL+a prepared a profile of selected multi-family rental projects to understand market conditions to inform the feasibility of multi-family residential on the Twin City Mall site. This profile categorizes 12 comparable projects into primary, secondary, and tertiary categories, defined by specific metrics such as location/proximity, age/year built, rent levels, net absorption, and the like. Key findings indicate that:

Primary Comparable Set

- There are four primary rental projects—Marina Key (Lake Park), Village at Mangonia Lake (West Palm Beach), Emara (delivered in 2021 in North Palm Beach), and Solara at City Centre (North Palm Beach). These four projects contain 833 units and **average densities of 25 units per acre**. Building heights range from three to six floors;
- Two projects are under construction. Emara, located at 12155 U.S. 1 in North Palm Beach, is scheduled for delivery in 2021. It will contain 250 units on an 11.1-acre site (22 units per acre). The other, Solara City Centre, located at 2100 PGA Boulevard in Palm Beach Gardens, is scheduled for delivery in 2021. Solara will contain 136 units on a 3.21-acre site (42 units per acre). It is not known if either project is in pre-leasing;
- These four projects contain a mix of one-, two- and three-bedroom units with a weighted average size of 967 sq. ft., a weighted average monthly asking rent of \$2,108 per month (\$2.18 per sq. ft.). **Asking rents for the two newest projects are expected to range from \$2.20 to \$2.44 per sq. ft.;**
- With two projects under construction and a third (Village at Mangonia Lake) in lease-up, information on net absorption is limited. Average annual unit absorption at Mangonia Lake, which was delivered in 2019, totaled **77 units per year** (6.4 units per month). Lease-up continues, as Mangonia Lake remains 29.6% vacant; and
- Marina Key, located at 913 Lake Shore Drive in Lake Park, was built in 1965 and renovated in 2009. Its 207 units have a weighted average asking rent of \$2,219 per month (\$2.15 per sq. ft.).

Average asking rents for both secondary and tertiary comparables are significantly lower—\$1.65 per sq. ft. for the three secondary comparables and \$1.25 per sq. ft. for five tertiary comparables.

Table 27 (Continued): Profile of Selected Multi-family Properties

Project/Location	Year Built Class & Height	Site Size Densities & Bldg. Area	Unit Type	No. of Units	% Dist.	Size (In SF)	Per Month				Current 2021	5-Year Vacancy & Absorption Analysis										
							Asking Rent	Rent Per SF	Effective Rent	Rent Per SF		2020	2019	2018	2017	2016						
Secondary Comparables																						
The Abbey at Northlake	1987/2015	40.28	1 BR	168	32%	650	\$ 1,235	\$ 1.90	\$ 1,235	\$ 1.90	0.8%											
Low-rise Garden	Class C	acres	2 BR	190	37%	786	1,340	1.70	1,340	1.70	4											
2304 W. Congress Avenue	2 floors	0.25	3 BR	162	31%	950	1,599	1.68	1,599	1.68												
West Palm Beach		433,243																				
True Owner: Joe Ciccarello																						
Recorded Owner: DXM-Northlake LLC																						
Total:												2.5%	4.9%	3.1%	4.6%	4.6%						
												12	(9)	8	-	33						
												5-Year Absorption:										
												Annual Average:										
																44						
																8						
Asking Rent Concessions:																						
																0.00%						
Woodbine Apt Homes	2000	19.24	1 BR	132	32%	751	\$ 1,571	\$ 2.09	\$ 1,566	\$ 2.09	0.8%											
Low-rise Garden	Class B	acres	2 BR	204	50%	1,078	1,808	1.68	1,802	1.67	3											
9000 Woodbine Trail	3 floors	0.50	3 BR	72	18%	1,311	2,100	1.60	2,093	1.60												
Riviera Beach		418,171																				
True Owner: Morguard N. American Residential REIT																						
Recorded Owner: Morguard Woodbine LLC																						
Total:												4.0%	4.8%	4.1%	5.0%	2.8%						
												3	(3)	4	(10)	4						
												5-Year Absorption:										
												Annual Average:										
																(2)						
																(0.3)						
Asking Rent Concessions:																						
																-0.34%						
Sanctuary Cove	1996/2017	32.80	1 BR	113	27%	866	\$ 1,490	\$ 1.72	\$ 1,484	\$ 1.71	2.3%											
Low-rise Garden	Class B	acres	2 BR	180	45%	1,175	1,676	1.43	1,669	1.42	10											
700 Sanctuary Cove Drive	3 floors	0.33	3 BR	117	28%	1,335	1,885	1.41	1,878	1.41												
North Palm Beach		472,500																				
True Owner: Olen Properties																						
Recorded Owner: Sanctuary Bay Trust Corp.																						
Total:												3.4%	10.2%	10.5%	11.5%	23.2%						
												29	1	4	49	(13)						
												5-Year Absorption:										
												Annual Average:										
																70						
																14						
Asking Rent Concessions:																						
																-0.42%						
COMPARABLES ANALYSIS (Secondary):																						
												17										
Total Weighted Average:												1.3%	3.3%	6.6%	5.9%	10.1%						
												3.3%	6.6%	5.9%	7.0%	10.1%						
Total Unit Absorption (2016-2020):																						
												44	(11)	18	39	23						
Annual Average																22						

Table 27 (Continued): Profile of Selected Multi-family Properties

Project/Location	Year Built	Class & Height	Site Size Densities & Bldg. Area	Unit Type	No. of Units	% (Dist.)	Size (in SF)	Per Month				Current 2021	5-Year Vacancy & Absorption Analysis										
								Asking Rent	Rent Per SF	Effective Rent	Rent Per SF		2020	2019	2018	2017	2016						
Tertiary Comparables																							
Humani Court 806 5th Street Lake Park	1975	Class C 2 floors	3.06 acres	1 BR 2 BR 3 BR	10 40 10	17% 67% 17%	650 800 1,150	\$ 1,077 \$ 1,229 \$ 1,722	\$ 1.66 \$ 1.54 \$ 1.50	\$ 1,067 \$ 1,225 \$ 1,718	\$ 1.64 \$ 1.53 \$ 1.49	2.9% 2											
True Owner: Anthony Girona Recorded Owner: Humani Courts LLC			46,150		Total:	60	833	\$ 1,268	\$ 1.54	\$ 1,281	\$ 1.54		3.1% 0.2	3.4% 1.0	5.0% 0.1	5.1% (0.8)	3.8% -						
Asking Rent Concessions:												-0.4%	5-Year Absorption: Annual Average:					0.4 N/A					
Lake Park Manora 105 2nd Street Lake Park	2018	Class A 2 floors	0.39 acres	1 BR 2 BR 3 BR	- 3 2	0% 60% 40%	- - -	\$ - \$ - \$ -	\$ - \$ - \$ -	\$ - \$ - \$ -	\$ - \$ - \$ -	4.3% 0.2											
True Owner: Anastasia Vlasjuk Recorded Owner: Lake Park Manora LLC			20,000		Total:	5	-	\$ -	\$ -	\$ -	\$ -		4.7% 0	5.3% 2	52.5% 2	100.0% -	N/A -						
Asking Rent Concessions:												N/A	3-Year Absorption: Annual Average:					4.6 1.6					
Cedar Crest 12 E Ilex Drive Lake Park	1982	Class C 2 floors	0.20 acres	1 BR 2 BR 3 BR	49 - -	100% 0% 0%	736 - -	\$ - \$ - \$ -	\$ - \$ - \$ -	\$ - \$ - \$ -	\$ - \$ - \$ -	4.3% 2											
True Owner: Sami Baghdady Recorded Owner: Sami J Baghdady			42,044		Total:	49	736	\$ -	\$ -	\$ -	\$ -		4.7% 0.3	5.3% -	5.3% 1	8.7% (1)	5.1% -						
Asking Rent Concessions:												N/A	3-Year Absorption: Annual Average:					0.2 N/A					
Evergreen Manor 921 Evergreen Drive Lake Park	1971	Class C 2 floors	0.67 acres	1 BR 2 BR 3 BR	1 17 -	6% 94% 0%	700 1,000 -	\$ 857 \$ 1,054 -	\$ 1.22 \$ 1.05 -	\$ 895 \$ 1,048 -	\$ 1.22 \$ 1.05 -	4.1% 1											
True Owner: Buy Here Pay Here RE LLC Recorded Owner: 730 Whitmore LLC			17,706		Total:	18	983	\$ 1,043	\$ 1.09	\$ 1,038	\$ 1.09		4.5% 0.1	5.0% -	5.0% 0.2	6.3% (0.3)	4.9% -						
Asking Rent Concessions:												-0.5%	5-Year Absorption: Annual Average:					0.1 N/A					
Opabota Square 923 Magnolia Drive Lake Park	1962	Class C 2 floors	1.00 acres	1 BR 2 BR 3 BR	- 32 24	0% 57% 43%	- 1,000 1,200	\$ - \$ 1,016 \$ 1,319	\$ - \$ 1.02 \$ 1.10	\$ - \$ 1,014 \$ 1,315	\$ - \$ 1.01 \$ 1.10	0.0% -											
True Owner: Equinox Realty Inc. Recorded Owner: Amoc Holdings LLC			62,226		Total:	56	1,086	\$ 1,148	\$ 1.06	\$ 1,143	\$ 1.05		0.0% 0.7	1.3% 0.6	2.7% 0.8	4.2% 0.5	5.1% -						
Asking Rent Concessions:												-0.25%	5-Year Absorption: Annual Average:					3 N/A					
COMPARABLES ANALYSIS (Tertiary):													11										
Total/Weighted Average					134		938.86	\$ 1,195	\$ 1.25			8.1%	3.1%	3.8%	12.9%	21.5%	5.3%						
Total Unit Absorption (2016-2020):													2	14	3	1	(2)						
Annual Average																						4	

Source: CoStar, Inc.; WTL+a, May 2021.

In conclusion, the area's housing market reflects stabilized market conditions—with solid occupancies among rental properties; increasing values among owner-occupied properties; limited new residential development over the past five years; and, ongoing lease-up (absorption) activity in recently-delivered multi-family properties.



Marina Key, Lake Park



Village at Mangonia Park, West Palm Beach



Emara Palm Beach, North Palm Beach



Solara City Centre, Palm Beach Gardens

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Workplace—Office

WTL+a evaluated development potentials for “workplace” uses including multi-tenant/speculative office for professional/business services and medical office uses. (In such an analysis, it is not possible to evaluate development potentials for specific end-users—also known as “build-to-suits”—as such deals are based on specific recruitment strategies and terms, including the amount of space to be occupied, and are negotiated on a case-by-case basis). A profile of market conditions in each municipality’s office sector was prepared to:

- Understand the overall competitive market position for speculative/multi-tenant office uses on the Twin City Mall site, based on key performance metrics (total inventory, construction deliveries, net annual absorption/leasing activity, vacant stock, vacancy rates, and rental rates);
- Inform the evaluation of workplace/office development potentials based on the findings in this profile; and
- Guide the TCRPC planning team’s evaluation of development scenarios to ensure that uses such as office physically fit and are sufficiently marketable.

Key findings in each municipality’s office market are summarized below:

Town of Lake Park



- As illustrated in Table 28, Lake Park has an extremely limited office inventory. **There are only 57,566 sq. ft. of speculative office space in 13 buildings** as tracked by CoStar, Inc. The Town accounts for only 0.10% of Palm Beach County’s 57.9 million sq. ft. of office space and is a *tertiary* office submarket. Lake Park’s share of the County’s supply has remained flat since 2007;
- Between 2007 and 2012, office vacancies ranged between 6% and 12%. However, **since 2013 the Town’s office vacancy rate has increased—to 17% in 2013, 19.5% in 2017, and 20% in 2019**. Notably, with positive net absorption of 8,860 sq. ft. in 2020 (during the COVID pandemic no less), the office vacancy rate dropped to stabilized levels of 4.6%;
- No new office space was built in Lake Park between 2007 and 2019 as new office construction was built elsewhere in Palm Beach County;

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Table 28: Office Market Profile—Town of Lake Park, 2007—2020

	2007	2008	National Recession & Recovery										Change: 2007-2020					
			2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Total	Ann'l Avg.	% CAGR	
Office																		
Inventory	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	57,566	-			
As % of County	0.11%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%				
No. of Buildings/Centers	13	13	13	13	13	13	13	13	13	13	13	13	13	13	-			
Vacant Stock	5,670	6,684	6,499	3,989	3,439	5,439	9,816	5,839	6,339	10,192	11,217	10,192	11,492	2,632	(3,038)			
Vacancy Rate	9.8%	11.6%	11.3%	6.9%	6.0%	9.4%	17.1%	10.1%	11.0%	17.7%	19.5%	17.7%	20.0%	4.6%				-5.7%
Net Absorption:	9,100	(1,014)	185	2,510	550	(2,000)	(4,377)	3,977	(500)	(3,853)	(1,025)	1,025	(1,300)	8,860	12,138	867		
Past 5 Years															3,707	741		
Construction Deliveries																		
Gross Rent/SF	\$ 21.50	\$ 16.18	\$ 14.96	\$ 10.89	\$ 11.08	\$ 11.63	\$ 15.13	\$ 13.55	\$ 17.43	\$ 17.80	\$ 21.26	\$ 22.20	\$ 18.79	\$ -				-1.0%
Average Annual % Change		-24.7%	-7.5%	-27.2%	1.7%	5.0%	30.1%	-10.4%	28.6%	2.1%	19.4%	4.4%	-15.4%	N/A				
Base Rent/SF (NNN)	\$ 11.73	\$ 11.70	\$ 11.86	\$ 10.73	\$ 10.81	\$ 11.63	\$ 13.18	\$ 13.18	\$ 12.44	\$ 11.48	\$ 13.47	\$ 20.74	\$ 12.60	\$ 25.00				0.6%

Source: CoStar, Inc.; WTL+a, May 2021.



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- As a result of increasing vacancy rates, **net office absorption was extremely limited** over the past 14 years—totaling only 12,130 sq. ft. and averaging less than 900 sq. ft. per year. Over the past five years, **net absorption weakened to 740 sq. ft. per year** between 2016 and 2020 (3,700 sq. ft. total); and
- Illustrative of other impacts attributable to limited absorption, gross office rents *decreased* between 2007 and 2011—from \$21.50 per sq. ft. to \$11.08 per sq. ft. Office rents in Lake Park fluctuated between \$11 and \$15 per sq. ft. between 2012 and 2014. Since 2015, however, office rents have rebounded—between \$17 and \$22 per sq. ft. through 2019.



Lake Park is a Tertiary Office Market with Limited Inventory & Annual Net Absorption of 740 SF/Year Past 5 Years

Village of North Palm Beach



- As illustrated in Table 29, North Palm Beach contains almost **1,081,300 sq. ft. of speculative office space in 68 buildings** as tracked by CoStar, Inc. The Village accounts for 1.9% of Palm Beach County's 57.9 million sq. ft. of office space and is a *tertiary* office submarket. The Village's share of the County's supply has remained flat since 2007;



Table 29: Office Market Profile—Village of North Palm Beach, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg	% CAGR	
Office																		
Inventory	1,093,972	1,093,972	1,093,972	1,093,972	1,069,972	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	1,081,296	(12,676)		
As % of County	2.0%	2.0%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%			
No. of Buildings/Centers	68	68	68	68	67	68	68	68	68	68	68	68	68	68	68			
Vacant Stock	120,952	159,698	207,598	237,891	216,396	205,188	214,995	158,369	103,741	74,598	77,610	103,822	123,497	122,772	1,820			
Vacancy Rate	11.1%	14.6%	19.0%	21.8%	20.2%	19.0%	19.9%	14.6%	9.6%	6.9%	7.2%	9.6%	11.4%	11.4%				0.2%
Net Absorption:	(62,639)	(39,746)	(47,900)	(30,353)	(2,405)	22,632	(9,807)	66,626	64,628	29,143	(3,012)	(26,212)	(19,675)	725	(77,035)	(5,603)		
Past 5 Years															(19,031)	(3,806)		
Construction Deliveries	-	-	-	-	-	11,324	-	-	-	-	-	-	-	-	-	11,324		
Gross Rent/SF	\$ 24.87	\$ 23.42	\$ 20.16	\$ 19.14	\$ 18.65	\$ 18.31	\$ 19.34	\$ 21.17	\$ 21.22	\$ 21.69	\$ 26.35	\$ 24.02	\$ 22.81	\$ 24.89				-0.7%
Average Annual % Change	-	-5.8%	-13.9%	-5.1%	-2.6%	-1.8%	5.6%	9.5%	0.2%	2.2%	21.5%	-8.8%	-5.0%	9.1%				
Base Rent/SF (NNN)	\$ 18.52	\$ 17.34	\$ 16.16	\$ 14.66	\$ 15.33	\$ 15.17	\$ 15.49	\$ 17.13	\$ 17.31	\$ 18.21	\$ 21.04	\$ 18.39	\$ 18.83	\$ 20.50				0.1%

Source: CoStar, Inc., WTL+a, May 2021.



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- Office vacancies in North Palm Beach peaked at 21.8% in 2010 as the economy emerged from the 2007—2009 recession. Over the next six years, vacancies declined to 7% in 2017. However, over the past three years, **office vacancy rates increased—to 9.6% in 2018 and 11.4% in both 2019 and 2020;**
- Only 11,324 sq. ft. of new office space was built in North Palm Beach between 2007 and 2019, as new office construction was built elsewhere in Palm Beach County;
- **Net office absorption has been uneven** over the past 14 years, as there were nine years of negative absorption and only five years of positive absorption village-wide. In fact, **North Palm Beach lost over 77,000 sq. ft. of occupied office space between 2007—2020;** and
- Coinciding with negative net absorption between 2007 and 2012, gross rents *declined*—from \$24.87 per sq. ft. in 2007 to \$18.31 per sq. ft. in 2012. Conversely, during three years of positive net absorption, gross rents *increased*—from \$19.34 per sq. ft. in 2013 to \$26.35 per sq. ft. in 2017. Over the past three years office rents have been in the range of \$23 to \$25 per sq. ft. on a gross basis.



The Village's Office Market is clustered on U.S. 1;

Overall Net Absorption over Past 14 Years is Negative: -77,000 SF

In conclusion, the extent to which office occupancies and rents in the Town and Village can be strengthened will depend on multiple factors over the near-term, including growth in specific business and office-using sectors, transition of home-based businesses into leased space, rental/occupancy costs compared to competing nearby locations, etc. Opportunities and strategies to increase commercial office as a viable use as part of redevelopment of the Twin City Mall site are explored in Sections 5 and 6 of this report.

General Retail

WTL+a and RDS LLC most frequently utilize CoStar, Inc., a national commercial real estate database, as the most reliable data source to evaluate market characteristics and metrics associated with specific land uses (residential, commercial office/workplace, industrial, and retail). CoStar data is aggregated from information provided through its network of realtors/brokers and other real estate industry sources. It is considered the most accurate resource to evaluate real estate industry performance.

However, WTL+a and RDS LLC have determined that CoStar's retail database, in multiple markets, is insufficiently reported, as retail brokers focus on established shopping centers, mixed-use projects completed by major property owners/investors and projects with national "credit" tenants, usually defined as chain-affiliated retail stores. **In "non-mall" areas, particularly those with fragmented ownership, a mix of national retailers and locally owned businesses and older/smaller commercial buildings, CoStar data can be seriously underreported.** These environments are not as lucrative or easily leased as malls and larger community shopping centers, so CoStar data is not readily available or reported.

In other Florida locations, reporting by commercial brokers is more complete, and CoStar information can be considered accurate. **In other locations, however, particularly older commercial districts and corridors, as much as one-third of existing retail space is unaccounted in CoStar's data.** We note that Florida's County Property Appraiser records are among the best and most accessible in the U.S., but Appraiser records for multi-tenant retail properties are reported only for total size (in square feet); records on individual business spaces, such as retail category, vacant space, and annual net absorption over time—all elements to better understand overall retail mix, store counts and available space—are excluded.

To address this data issue, WTL+a and RDS LLC have developed a methodology to conduct back-up inventories of existing retail space that documents the following:

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- Retail businesses by name
- Each business is sorted into a specific retail category, and
- Estimated size (in square feet) for each business

Total estimated square footage of all retail space and sub-totals by retail category are useful indicators to identify potential new space and the types of businesses that best reflect potential spending and capture rates of household spending on soft goods, consumer services, food & beverage, groceries, etc. This information is also useful in providing perspective on whether specific areas are over-supplied with particular types of retail categories. For purposes of this analysis, the following categories and totaled:

Retail Mix Analysis Categories

- **Retail**—specialty retail stores, apparel, shoes, accessories, gifts, furniture and household goods, anchor/freestanding department stores, ‘big box’ stores, pawn shops, etc.
- **Food & Beverage/Grocery**—full-service and casual dining restaurants, fast food and carry-out food service, liquor and juice bars, produce and meat stores, grocery stores, convenience stores, liquor stores, etc.
- **Consumer Services**—hair and nail salons, beauty supplies, dry cleaners, repair services, travel services, etc.
- **Finance, Insurance & Real Estate (FIRE)**—banks, walk-in insurance agency offices, real estate sales and management offices, financial advisors, credit companies, etc.
- **Professional Offices**—medical offices, chiropractic and acupuncture offices, dentists, storefront law offices, other storefront professional services, etc. occupying street-level/storefront commercial space
- **Automotive**—automotive sales dealerships and services, used car sales, auto repair, tire stores, auto parts, gas stations (enclosed structures only), etc., and
- **Vacant**—existing commercial space unoccupied or available for lease at the time of the inventory.

Although not considered a traditional “retailer,” automotive sales and services generate sales taxes, occupy large parcels that frequently are sold and converted to other commercial uses when land values warrant the investment returns and create customer traffic. Similarly, FIRE and other storefront-using professional services activate the street and generate traffic to retail districts, so these two categories are included as part of the inventory. **Overall sizes for each category are field estimates and reflect total space within a 5% to 10% degree of accuracy;** actual square

footages by building or “improvement” were documented through the Palm Beach County Property Appraiser.

As general comment, Florida has traditionally granted entitlements to developers, investors, and owner/occupants for retail as a land use without comparing the amount of existing physical space with what is measured as market supportable. Too often, **this practice has resulted in retail entitlements that far exceed what is market supportable and sustainable over time.**

As a result, this has produced retail space entitlements without any net increase in the amount of supply operating as successful retail space. More often, over-entitlements cause a shift of stronger, market-supportable retail tenants from one commercial project/area to another, thereby increasing vacancy rates in aging retail properties or conversion of space formerly occupied by retail businesses to non-retail uses such as medical facilities, law firms and other professional office, or social service uses. In summary, **the continuing over-supply of retail space in multiple Florida locations is well outside what is market sustainable.**

The national average of retail space per capita (before the COVID 19 pandemic) in the U.S. ranges from approximately 25 sq. ft. per person, potentially up to 50 sq. ft. per capita if all spaces (i.e., mall and non-mall locations) are included. This total includes retail of all types, such as anchor department stores and in-line stores within major malls like Gardens Mall; fast food restaurants on pad sites and along major roadways; “Big Box” stores; consumer service businesses such as hair and nail salons, dry cleaners, and banks; and locally owned specialty retail stores in mixed-use buildings, downtown areas, and automobile-oriented strip shopping centers. WTL+a and RDS note that all these store types exist in large quantities in and around the Twin City Mall site. This is due, in part, to the presence of major malls, including Gardens Mall, and surrounding properties (e.g., Downtown at the Gardens, Legacy Place, the former Loehmann’s Plaza, etc.). These centers comprise approximately 43% of the existing retail supply within three miles of the Twin City Mall site.

Town of Lake Park

Performance Metrics from CoStar Retail Data

As the primary commercial component, particularly in Lake Park, retail land uses play a disproportionate role in generating real estate tax revenues in this part of Palm Beach County. According to CoStar, Inc., Palm Beach County contains 79,631,653 sq. ft. of retail space (as of 2Q/2021). CoStar retail performance data for Lake Park is summarized below.

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CoStar information is followed by the more detailed RDS retail inventory. While the RDS inventory illustrated below is more exhaustive, it does not analyze key metrics over time—such as annual net absorption, new construction deliveries, or changes in retail rents, as CoStar is the only commercial real estate database that tracks such metrics over time.

- As tracked by CoStar, Inc. and illustrated in Table 30, Lake Park contains a reported **908,700 sq. ft. of retail space in 59 retail centers/buildings**, comprising approximately 1.1% of the County's total retail supply in four primary locations:
 - Downtown Lake Park/Park Avenue
 - Congress Avenue corridor
 - Northlake Boulevard corridor
 - U.S. Highway 1 corridor



- CoStar estimates that there was only **30,700 sq. ft. of vacant retail space** (including direct vacancies and sublet space) in 2020, reflecting a vacancy rate of 3.4%. Retail vacancies in Lake Park have fluctuated over the past 14 years. Surprisingly, recession-based vacancies remained at stabilized levels of 4% to 5% between 2008 and 2012. Vacancies peaked in the range of 13% to 14% in 2015 and 2016, and they have been stabilized in the range of 3% to 4% since 2018;
- While vacancies are low, net annual retail absorption totaled 114,640 sq. ft., **averaging less than 8,200 sq. ft. per year** over the past 14 years. However, net absorption strengthened over the past five years to almost 102,900 sq. ft., **averaging almost 20,600 sq. ft. per year**;
- CoStar data suggest that approximately 101,900 sq. ft. of new retail space was built in Lake Park between 2007 and 2020, including:
 - 260 N. Congress Avenue (Culver's, 4,765 sq. ft., 2019)
 - 400 N. Congress Avenue (Kohl's, 97,109 sq. ft., 2009)
- Three Big Box stores were built on the Congress Avenue corridor between 2003 and 2006, including: Lowe's (134,727 sq. ft., 2003), Target (112,294 sq. ft., 2005) and Walmart (214,698 sq. ft. 2006); and

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- Base (triple net) retail rents in Lake Park declined in the national recession and subsequent recovery years—dropping from \$12.66 per sq. ft. in 2008 to \$11.06 per sq. ft. in 2011. Retail rents increased thereafter—steadily increasing to \$19.73 per sq. ft. by year-end 2019. Notably, rents dropped by 21.5% in 2020 (as a direct result of the COVID pandemic) to \$15.49 per sq. ft. Declines in retail rents could also be attributed to reduced sales/rents, fewer available retail tenants because of national retail industry trends/bankruptcies, and/or other factors.





Table 30: Retail Market Profile—Town of Lake Park, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg.	% CAGR	
Inventory	808,865	903,974	903,974	903,974	903,974	903,974	903,974	903,974	903,974	903,974	903,974	903,974	908,739	908,739	101,874			
As % of County	1.1%	1.2%	1.2%	1.2%	1.2%	1.2%	1.2%	1.2%	1.2%	1.1%	1.1%	1.1%	1.1%	1.1%	1.1%			
No. of Buildings/Centers	57	58	58	58	58	58	58	58	58	58	58	58	59	59	59			
Vacant Stock	93,226	43,855	40,861	35,689	34,564	30,897	40,900	40,410	128,745	121,555	79,224	34,147	38,361	30,654	(62,672)			
Vacancy Rate	11.6%	4.9%	4.5%	3.9%	3.8%	3.4%	4.5%	4.5%	14.2%	13.4%	8.8%	3.8%	4.3%	3.4%			-9.0%	
Net Absorption:	(49,800)	146,480	2,994	5,172	1,125	3,667	(10,003)	490	(88,335)	7,190	42,331	45,077	(449)	8,707	114,646	8,189		
Post 5 Years															102,866	20,571		
Construction Deliveries	-	97,109	-	-	-	-	-	-	-	-	-	-	-	4,765	-	101,874		
Gross Rent/SF	\$ 12.96	\$ 14.05	\$ 13.30	\$ 11.45	\$ 10.80	\$ 11.63	\$ 12.27	\$ 13.37	\$ 13.83	\$ 14.09	\$ 17.81	\$ 16.26	\$ 18.85	\$ 17.96			2.5%	
Average Annual % Change	-	8.4%	-5.3%	-13.9%	-5.7%	7.7%	5.5%	9.0%	1.9%	3.4%	26.4%	-8.7%	14.7%	-3.7%				
Base Rent/SF (NNN)	\$ 12.08	\$ 12.68	\$ 13.47	\$ 10.59	\$ 9.00	\$ 11.31	\$ 12.55	\$ 12.48	\$ 12.94	\$ 15.72	\$ 31.86	\$ 21.31	\$ 19.73	\$ 15.49			1.9%	

Source: CoStar, Inc.; WTL+a, May 2021.

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RDS Retail Inventory

To better understand the actual store mix and amount of existing space, a more comprehensive field inventory was prepared within three miles of the Twin City Mall site. The I-95 corridor marks the western edge of primary retail competition for the site; the boundary of Riviera Beach forms the southern limit; Oakbrook Center in Palm Beach Gardens forms the northern edge; and the concentration of major retail developments in Palm Beach Gardens (east of I-95) forms the western boundary.

The results of this field inventory suggest a vastly different supply of total retail space than CoStar data. At the time of the field data inventory (May 2021), there was **almost 6.7 million sq. ft. of total retail space within a three-mile radius; approximately 11.4% of the retail inventory was vacant (over 760,000 sq. ft.).**

RDS LLC identified 10 separate retail sub-districts comprising the existing retail supply, with four located in Lake Park; three located in North Palm Beach; and three zones encompassing selected nearby retail concentrations outside these municipal boundaries that will remain strong competition for any incremental retail space considered as part of Twin City Mall's redevelopment planning.

For purposes of geographic definition, retail concentrations are defined by facing roadways. In specific cases, retail is totaled for both sides of the street/boulevard while others are separated by the municipality in which the retail area is located (e.g., Northlake Boulevard's inventory is separated into north (in the Village of North Palm Beach) and south (in the Town of Lake Park).

Table 31 illustrates the more detailed inventory by geographic sub-zone. Key findings indicate that:

- There is a total of 6.67 million sq. ft. of retail space located within a three-mile radius of the Twin City Mall site;
- 1.959 million sq. ft. are in Lake Park (29%)
- 1.813 million sq. ft. are in North Palm Beach (27%), and
- 2.893 million sq. ft. include and surround the Gardens Mall (43%). This includes selected retail centers immediately adjacent to the boundaries of North Palm Beach and selected Lake Park-adjacent spaces).

Table 31: Summary of Area Retail Inventory—by Sub-district, 2020

No.	Subarea	Approximate Length (In Miles)	Total Retail Space		No. of Retail Businesses	Vacant Space		No. of Vacant Spaces
			In SF	As % of Total		In SF	% Vacant	
Town of Lake Park (Municipal Boundaries Only)								
1	Downtown Lake Park	0.62	139,432	7%	53	37,080	27%	9
2	Congress Avenue Corridor	0.86	514,195	26%	11	-	0%	-
3	Northlake Boulevard (South Side Only) (1)	1.64	942,717	48%	284	93,129	10%	25
4	U.S. Route 1	0.82	363,639	19%	388	186,306	51%	34
Subtotal:			1,959,983	29%	736	316,515	16.1%	68
North Palm Beach								
5	Northlake Boulevard (North Side Only) (2)	1.31	565,655	31%	128	16,458	3%	6
6	Old Dixie Highway/SR 811 (East/West Sides) (3)	0.58	285,656	16%	62	40,048	14%	9
7	U.S. Route 1 (North of Northlake) (4)	2.58	962,495	53%	194	216,352	22%	34
Subtotal:			1,813,806	27%	384	272,858	15.0%	49
Selected Nearby Retail Concentrations								
8	PGA Blvd (Mall Entrance East to U.S. 1)	1.51	419,967	15%	83	25,335	3%	4
9	Malls & Surrounding Areas (5)	-	2,193,966	76%	216	532,712	73%	TBD
10	U.S. Route 1 (NPB Boundary to PGA Blvd.)	0.30	279,415	10%	36	171,528	24%	15
Subtotal:			2,893,348	43%	335	729,575	25.2%	19
TOTAL:			6,667,137	100%	1,455	1,318,948	19.8%	136
								<i>Plus Others</i>

Field estimates may not exactly match properties & jurisdictions, but reflect total square footage of existing retail

- (1) Includes the south side of Northlake Boulevard located in Lake Park.
- (2) Includes the north side of Northlake Boulevard, from I-95 to U.S. 1, in North Palm Beach.
- (3) Includes Prosperity Farms Road.
- (4) Includes north of Northlake Boulevard to Juno Road in Juno Beach; includes retail properties located within North Palm Beach and selected adjacent retail in neighboring jurisdictions.
- (5) All malls and retail locations from I-95 on the west to Kew Gardens Avenue on the east; PGA Boulevard on the south and Gardens Parkway on the north. Vacant spaces not verified.

Source: RDS LLC; Palm Beach County Property Appraiser; WTL+a, revised September 2021.

As noted above, within Lake Park, there are four retail subareas:

- **Downtown Lake Park**—Approximately 0.62 miles in length and containing approximately 140,000 sq. ft. of retail space (7% of the Town’s total) along Park Avenue—from 5th Street to 10th Street—and northwest of the traditional downtown
- **Congress Avenue**—Northwest of downtown Lake Park, between Silver Beach Road on the south and N. Killian Drive on the north (approximately 0.86 miles in length), and containing multiple Big-Box stores (Target, Walmart, Kohl’s, and Lowe’s), with almost 514,000 sq. ft. of retail (26% of the Town’s total)

- **Northlake Boulevard (south side only within Lake Park)**—Approximately 1.64 miles in length, and comprising an auto-related corridor and major east-west arterial; the south side of Northlake Boulevard contains 942,700 sq. ft. of retail space (48% of the total), and
- **Federal Highway/U.S. Route 1 (from the municipal boundary to Silver Beach Road)**—With approximately 0.82 miles in length and containing 363,600 sq. ft. of retail space (19% of the total).

At the time of the inventory, Lake Park had 736 retail spaces in these four sub-districts. **There are 68 retail vacancies with 316,515 sq. ft. of vacant space, reflecting an overall vacancy of 16.1%.** Fully half of these vacant spaces are located along Park Avenue in downtown Lake Park. The Town’s retail vacancy rate is well-above the acceptable industry standard “stabilized” vacancy rate of 5%.

We note that **Lake Park’s regional market retail drawing power is significantly greater than what resident households could support.** In fact, as noted in Section 3, annual retail spending inflow into Lake Park totals more than \$169.4 million per year. The larger stores on Congress Avenue (Walmart, Lowe’s Target, Kohl’s) attract regional as well as local spending, drawing customers from well beyond the boundaries of Lake Park. From the standpoint of consumer behaviors and preferences, Congress Avenue’s retail cluster is considered equivalent extensions of the regional identity/drawing power of the Gardens Mall and its neighboring major retail developments.

Village of North Palm Beach

Performance Metrics from CoStar Retail Data



CoStar retail performance data for North Palm Beach is summarized below. CoStar information precedes the more detailed RDS retail inventory. While the RDS inventory illustrated below is more exhaustive, it does not analyze key metrics over time—such as annual net absorption, new construction deliveries or changes in retail rents, as CoStar is the only commercial real estate database that tracks such metrics over time.

- As tracked by CoStar, Inc. and illustrated in Table 32, North Palm Beach contains a reported **1,285,500 sq. ft. of retail space in 106 retail centers/buildings**, comprising approximately

1.6% of the County's total retail supply. Like Lake Park, CoStar data likely under-reports the amount of retail space in the Village, particularly in locally owned, small retail centers and pad sites.

- Northlake Boulevard corridor
- U.S. Highway 1 corridor, including above the intersection of PGA Boulevard (properties have a North Palm Beach address but are in unincorporated Palm Beach County)
- Prosperity Farms Road corridor
- While the inventory illustrated below is more exhaustive, it does not analyze key metrics over time—such as annual net absorption, new construction deliveries or changes in retail rents. As CoStar is the only commercial real estate database that tracks such metrics over time. Accordingly, CoStar estimates that there was **81,700 sq. ft. of vacant retail space** (including direct vacancies and sublet space) in 2020, reflecting a vacancy rate of 6.4%. Retail vacancies in North Palm Beach have fluctuated over the past 14 years, peaking at 14.3% in 2010. Vacancies declined to 2.2% in 2017, but they have since increased to 9.1% in 2019;
- Even as vacancies declined overall net absorption was negative over the past 14 years. However, **since 2016 net annual retail absorption totaled only 3,990 sq. ft., averaging only 800 sq. ft. per year** between 2016 and 2020;
- CoStar data suggest that only 15,400 sq. ft. of new retail space was built in North Palm Beach between 2007 and 2020, including:
 - 555 Northlake Boulevard (Flagler Bank, 10,000 sq. ft., 2008)
 - 124 U.S. 1 (Dairy Queen, 3,100 sq. ft., 2016)
 - 900 U.S. 1 (Sunoco, 2,337 sq. ft., 2007), and



- Base (triple net) retail rents in North Palm Beach declined in the national recession and subsequent recovery years—dropping from \$19.73 per sq. ft. in 2009 to \$11.48 per sq. ft. in 2012. Retail rents increased thereafter, rising to \$22.52 per sq. ft. by 2020.



Table 32: Retail Market Profile—Village of North Palm Beach, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg.	% CAGR	
Inventory	1,342,047	1,325,872	1,325,872	1,325,872	1,325,872	1,325,872	1,316,492	1,316,492	1,309,642	1,285,492	1,285,492	1,285,492	1,285,492	1,285,492	(56,556)			
As % of County	1.8%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%			
No. of Buildings/Centers	111	108	108	108	108	108	107	107	106	106	106	106	106	106	(76,561)			
Vacant Stock	157,297	93,031	107,967	189,202	156,418	123,233	126,810	127,662	109,886	46,418	28,137	75,265	117,074	81,746				
Vacancy Rate	11.7%	7.0%	8.1%	14.3%	11.9%	9.3%	9.6%	9.7%	8.4%	3.6%	2.2%	5.9%	9.1%	6.4%			-4.6%	
Net Absorption:	(36,280)	48,091	(14,936)	(81,235)	30,784	35,185	(12,957)	(852)	10,928	39,318	18,281	(47,128)	(41,809)	35,328	(17,264)	(1,235)		
Past 5 Years															3,990	798		
Construction Deliveries	2,337	10,000	-	-	-	-	-	-	-	3,100	-	-	-	-	15,437			
Gross Rent/SF	\$ 18.05	\$ 18.72	\$ 18.95	\$ 15.57	\$ 14.17	\$ 11.65	\$ 11.72	\$ 11.71	\$ 13.04	\$ 14.10	\$ 26.02	\$ 22.49	\$ 21.99	\$ 22.45			1.69%	
Average Annual % Change	-	3.7%	1.2%	-17.8%	-9.0%	-17.8%	0.6%	-0.1%	11.4%	8.1%	84.5%	-13.6%	-2.2%	2.1%				
Base Rent/SF (NNN)	\$ 18.05	\$ 19.28	\$ 19.73	\$ 15.92	\$ 14.17	\$ 11.48	\$ 11.64	\$ 11.54	\$ 12.46	\$ 12.50	\$ 26.39	\$ 22.55	\$ 21.96	\$ 22.52			1.72%	

Source: CoStar, Inc.; WTL+a, May 2021.



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RDS Retail Inventory

As illustrated previously in Table 31 above, North Palm Beach's retail inventory clusters in three areas:

- **Northlake Boulevard**—The north side of Northlake Boulevard is located within the municipal boundaries of North Palm Beach and includes 565,655 sq. ft. of space between I-95 and U.S. Route 1/Federal Highway (31% of the Village total), primarily in smaller strip centers and pad sites along the 1.31-mile corridor. RDS notes this total includes retail space not technically within the Village's boundaries, but tied to the overall character of Northlake Boulevard
- **Old Dixie Highway/State Road 811 (from Northlake Boulevard to north of Hinda Road)**—This 0.58-mile segment includes almost 285,700 sq. ft. of retail businesses located along the east and west sides of US 1 in the southwest corner of North Palm Beach (16% of the Village total). Specific businesses in unincorporated Palm Beach County adjacent to the Village boundary (in selected locations north to Hinda Road) are included in this total, and
- **U.S. Route 1 (from municipal boundary north to PGA Boulevard)**—This 2.58-mile corridor contains 962,495 sq. ft. of retail space on both sides of the arterial (53% of the Village total). This commercial corridor is more fragmented with intermittent retail clusters, but it still presents potential competition for the Twin City Mall site as it is the approach to the site from the north.



In sum, North Palm Beach's three retail clusters include 1.83 million sq. ft. in 384 spaces. **There are 49 vacancies with 272,858 sq. ft. of vacant space, reflecting an overall vacancy rate of 15%.** The Village's retail inventory is characterized as typical of commercial corridors. Notably, the Village lacks a concentrated, pedestrian-oriented retail "center." While Lake Park's Park Avenue sub-district

qualifies as pedestrian-friendly in its layout and scale, it still lacks sufficient retail uses/critical mass to be a regional destination.

Nearby/Adjacent Retail Concentrations

While not within the municipal boundaries of Lake Park or North Palm Beach, **these adjacent retail concentrations represent powerful regional destinations** and contain with fully 43% of the total 6.6 million sq. ft. of competitive supply affecting retail potentials at the Twin City Mall site.

Dominated by The Gardens Mall (1.4 million sq. ft.), the mall and its neighboring properties in Palm Beach Gardens comprise the majority of the 2,893,300+ sq. ft. of retail space in this sub-district. We

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note that the former Loehmann's Plaza (included as vacant in the inventory) is planned for redevelopment. While Legacy Place and Downtown at the Gardens have different retail concepts, both account for significant concentrations of "mall-oriented" retail space. **The Gardens Mall** is an upscale enclosed super-regional mall with four major anchors and multiple higher-end in-line stores. Even with the fallout in the regional mall industry, The Gardens Mall has maintained its ability to generate and sustain customer traffic and reportedly high sales productivities (before COVID 19). In fact, The Gardens Mall is in the upper tier of super-regional malls nationally, both in its tenant mix and its sustained annual sales (per square foot). The mall also has 10 large surface parking fields (containing 7,700 spaces) that could potentially be redeveloped with residential, office, and mixed-use. This would likely require structured parking to meet parking requirements, but the economic generation provided by The Gardens Mall over the decades since its construction suggest that its site is primed for phased and infill redevelopment and the introduction of new, complementary uses.

As other regional malls are closing across the U.S. due to underperformance, the failure of traditional anchor department stores, and shifts in shopping patterns caused by rapid growth of online shopping and exacerbated by the pandemic, The Gardens Mall appears to have emerged as a 'survivor mall,' a major destination that will "outlive" retrenchment occurring in the shopping mall industry.



A second concentration, **Legacy Place**, delivered in 2003, was built as a mixed-use, well-landscaped center anchored by "Big-Box" tenants and strong pad/outparcel businesses with abundant surface parking. There are also 384 residential units integrated into the project. If Legacy Place's anchor tenants remain viable, the center is a strong complement to the Gardens Mall across PGA Boulevard and serves as a destination. Legacy Place has been the subject of various proposals in recent years, and its proximity to neighboring retail centers and high visibility make it a likely redevelopment candidate.

Third, **Downtown at the Gardens** represents the newest retail concept on PGA Boulevard—that of a walkable/pedestrian-friendly, open air, two-story center featuring a “lifestyle” mix of stores, restaurants, and entertainment uses on a 49.4-acre site. In 2021, the center’s owners announced a significant redevelopment and expansion plan that will include a 174-room hotel, 280 apartments, and an eight-floor parking garage. While there have been multiple changes in management and



store mix since its opening, and amidst ongoing efforts to withstand COVID impacts on businesses, its dining/entertainment uses, proximity to high-income households in Palm Beach Gardens, expansion plan, and adjacency to I-95 should allow Downtown to continue its repositioning and long-term viability.

In combination, these three projects create a powerful competitive context for any new retail in the three-mile trade area. This suggests that additional retail included as part of redevelopment of the Twin City Mall site requires consideration of the following:

- Total retail inventory in a three-mile area, and
- Range and depth of offerings, store mix and quality of existing retail.

The presence of almost 6.7 million sq. ft. of existing retail space strongly suggests that **any new retail programmed for a redeveloped Twin City Mall site must be carefully planned to provide elements that are not easily found in the area’s existing supply**. Moreover, any retail should be created as part of a new concept, not a replica of what already exists nearby. Just as residential potentials for the site (and selected others in the surrounding area) must be transformative to catalyze incremental growth beyond the traditional pace of absorption, so should any new retail provide a consumer experience that is not currently present in the surrounding trade area.

Hotel/Lodging

Palm Beach County

WTL+a reviewed data on market conditions for hotel and lodging uses in the communities surrounding Lake Park and North Palm Beach based on performance data provided by STR Global, the industry leader in hotel market data. Performance metrics from this analysis served as the basis to determine hotel/lodging market potentials as part of redevelopment of the Twin City Mall site.

In larger population centers and communities with established commercial office concentrations, hotels can serve as an important supporting amenity to corporate and business activity generators, for tourism destinations, and for nearby residential clusters. Hotel quality levels are determined by the depth and sustainability of support from available market segments. In areas with lower spending potentials or more price-sensitive consumers (such as logistics-related markets serving truck drivers and others), market potentials may be best met by a limited-service property (which is defined by the hotel industry to include the absence of an on-site restaurant and limited other amenities such as gyms, meeting/conference/event spaces, swimming pools, spas, etc.) as opposed to higher-priced hotel categories (such as full-service business-oriented hotels, which include all of the above amenities) or destination resort properties oriented toward beaches/waterfronts, golf courses, etc.

As illustrated in Table 33, Palm Beach County contains 17,740 hotel rooms, with the County's two largest submarkets, West Palm Beach containing 4,944 rooms (28% of supply) and Boca Raton containing 4,061 rooms (23% of supply).

STR Global categorizes hotel properties into the following class levels:

- **Economy**—properties in this class typically include EconoLodge, Day's Inn, Extended Stay America, Red Roof Inn, and other smaller, non-chain affiliated properties across the County. This category comprises 14% of the County's hotel market
- **Midscale**—hotels in this category typically include Best Western, Quality Inn, Sleep Inn, and Wingate by Wyndham. This category comprises only 6% of the County's hotel market
- **Upper Midscale**—properties in this category typically include the Comfort Inn, Fairfield Inn, Hampton Inn, and Holiday Inn Express & Suites. This category comprises 18% of the County's hotel market

- **Upscale**—properties in this class typically include Marriott Courtyard, Hilton Garden Inn, Hyatt Place, and Residence Inn. This category comprises 21% of the County’s hotel market
- **Upper Upscale**—properties in this class typically include Hyatt Regency, Marriott, Sheraton, and Wyndham. This category comprises fully 26% of the County’s hotel market
- **Luxury**—properties in this class typically include international chains such as the Ritz Carlton and W Hotel. There are multiple luxury properties in Palm Beach County—mostly in beach/resort locations—that comprise 15% of the County’s room inventory

Hotel occupancies are a principal source of information on both business and leisure travel markets; measures of demand for hotel development follow general industry patterns that identify markets to determine readiness to add more room capacity. The general investment thresholds used in capital markets to assess expansion feasibility for new hotel rooms include Average Daily Rates (ADRs) and sustained average annual room occupancies (allowing for seasonal changes over the year in major visitor markets).

The industry benchmark identified for construction feasibility/potential expansion is a **sustained annual occupancy level between 65% and 72%**. If a market/location sustains an average annual occupancy within these levels (or higher), that location can support additional capacity and warrant development of new hotel rooms.

North County Area Hotel Inventory

To understand hotel market performance and opportunities for additional new hotel development in the study area, WTL+a obtained hotel performance data from STR Global for 16 selected properties in or surrounding Lake Park/North Palm Beach. There are no hotels in Lake Park, and only one competitive property in North Palm Beach reporting to STR (Super 8 with 102 rooms) (Camelot Lodge does not report). To ensure a thorough competitive context, WTL identified multiple other properties in this area of northern Palm Beach County.

It is critical to understand market conditions given the enormity of the impacts on the hotel and hospitality industries from the COVID pandemic as well as the time required for recovery.

Table 33: Palm Beach County Hotel Inventory, 2020

Location (By Rooms)	No. of Rooms by Property Class						Total Rooms	As % of Palm Beach County
	Economy	Mid-scale	Upper Mid-scale	Upscale	Upper Upscale	Luxury		
	(1)	(2)	(3)	(4)	(5)	(6)		
West Palm Beach	600	584	821	1,356	1,583	-	4,944	27.9%
Boca Raton	183	144	690	948	1,049	1,047	4,061	22.9%
Palm Beach Gardens	-	95	199	554	778	-	1,626	9.2%
Delray Beach	17	69	124	559	304	154	1,227	6.9%
Palm Beach	-	-	98	-	-	1,101	1,199	6.8%
Jupiter	-	52	317	128	347	-	844	4.8%
Boynton Beach	185	100	373	170	-	-	828	4.7%
Riviera Beach/Singer Isl	271	-	-	31	412	-	714	4.0%
Lake Worth	309	20	104	-	-	-	433	2.4%
Lantana	303	-	122	-	-	-	425	2.4%
Manalapan	-	-	-	-	-	309	309	1.7%
Wellington	-	-	229	-	-	-	229	1.3%
Juno Beach	-	-	197	-	-	-	197	1.1%
North Palm Beach	154	-	-	-	-	-	154	0.9%
South Bay	122	-	-	-	-	-	122	0.7%
Highland Beach	-	-	-	-	114	-	114	0.6%
Royal Palm Beach	111	-	-	-	-	-	111	0.6%
Belle Glade	105	-	-	-	-	-	105	0.6%
Palm Beach Shores	50	-	-	-	-	-	50	0.3%
Greenacres	48	-	-	-	-	-	48	0.3%
Lake Park	-	-	-	-	-	-	-	0.0%
TOTAL:	2,458	1,064	3,274	3,746	4,587	2,611	17,740	100%
% Dist. by Class	14%	6%	18%	21%	26%	15%		

- (1) Examples of economy class properties include: Days Inn; Extended Stay America; Red Roof Inn; Super 8; and Travelodge.
- (2) Examples of mid-scale class properties include: Best Western; LaQuinta Inn; Quality Inn; Sleep Inn & Suites and Wingate By Wyndham.
- (3) Examples of upper mid-scale properties include: Comfort Inn; Fairfield Inn; Hampton Inn; and Holiday Inn Express & Suites.
- (4) Examples of upscale properties include: Marriott Courtyard; Crowne Plaza; Doubletree; Hilton Garden Inn; Hyatt Place; and Residence Inn.
- (5) Examples of upper upscale properties include: Hyatt Regency; Marriott; Sheraton and Wyndham.
- (6) Examples of luxury properties include: Boca Raton Resort; Seagate Hotel & Spa; Jupiter Beach Resort; The Breakers; Brazilian Court and others.

Source: STR Global; WTL+a, May 2021.

Table 34: North County Area Hotel Inventory, 2020

Facility	Location	Opening Date	No. of Rooms	% of Supply	Product Class
Property Reports to STR					
Super 8 North Palm Beach	North Palm Beach	Jun 1972	102	5%	Economy
Super 8 Riviera Beach	Riviera Beach	Jun 1982	100	5%	
Travelodge Riviera Beach	Riviera Beach	Jul 1988	116	5%	
Red Roof Inn West Palm Beach	West Palm Beach	Jun 1996	129	6%	
Extended Stay America Northpoint	West Palm Beach	Nov 1998	73	3%	
Subtotal:			520	24%	
Hampton Inn	Palm Beach Gardens	Jul 1999	116	5%	Upper Midscale
Best Western Plus Hotel & Suites	Palm Beach Gardens	Feb 1990	83	4%	
Holiday Inn Express & Suites Metrocenter	West Palm Beach	Jul 2008	70	3%	
Subtotal:			269	12%	
Doubletree Hotel Executive Mtg Center	Palm Beach Gardens	Nov 1970	280	13%	Upscale
Hilton Garden Inn Palm Beach Gardens	Palm Beach Gardens	Dec 2008	180	8%	
Homewood Suites by Hilton	West Palm Beach	Oct 2009	114	5%	
Residence Inn	West Palm Beach	Jan 1998	78	4%	
SpringHill Suites I-95	West Palm Beach	Aug 2009	130	6%	
Marriott Courtyard	West Palm Beach	Jan 1989	149	7%	
Subtotal:			931	43%	
Marriott Palm Beach Gardens	Palm Beach Gardens	Feb 1990	279	13%	Upper Upscale
Embassy Suites PGA Boulevard	Palm Beach Gardens	Feb 1990	160	7%	
Subtotal:			439	20%	
TOTAL ROOMS:			2,159	100%	
<i>As % of Palm Beach County Inventory</i>			12.2%		
Property Does Not Report to STR					
Camelot Motor Lodge	North Palm Beach	Mar 1973	52		Economy
Inn Of America	Palm Beach Gardens	Aug 1989	95		
Travel Inn	Riviera Beach	May 1957	24		
Subtotal:			171		

Source: STR Global; WTL+a, May 2021.

Table 35 and Table 36 illustrate key performance metrics among the selected competitive hotel properties. These properties include a range of limited-, select-, and full-service categories located on commercial corridors or at I-95 interchanges. Key findings from STR Global data on these competitive properties indicate that:

- The 16 properties selected for this analysis that report to STR include 2,159 rooms (another three properties, with 171 rooms, do not report to STR). These rooms represent more than 12% of Palm Beach County’s hotel supply. WTL+a notes that STR criteria prohibit the use of properties if any single “corporate” flag exceeds 50% of supply. Notably, the newest property, a

Hilton Homewood Suites on I-95 in West Palm Beach, with 114 rooms, opened over 11 years ago in 2009. (A newer property, a Hampton Inn located at 4001 RCA Boulevard in Palm Beach Gardens is not contained in the STR dataset);

- Average annual occupancies strengthened between 2013 and 2017, increasing from 73.2% to a peak of 77.6%; **the seven-year average occupancy was 70.7%**. Occupancies declined slightly to 74% in 2018 and 70.6% in 2019;
- As illustrated in Table 36, indicative of peak seasonality in south Florida, occupancies averaged 76.5 in January, 83.9% in February, and 83.2% in March over the past seven years. In fact, occupancies exceeded 80% for fully 23% of the 100 months profiled in this analysis;
- Other indicators of solid market performance include Average Daily Rates (ADRs), which increased at a *sustained* annual pace of 4.91% per year, and Revenue per Available Room (REVPAR), which increased at a solid annual rate of 4.30% per year between 2013 and 2019. As illustrated, there were specific year-over-year fluctuations in these metrics; and
- **The COVID pandemic which struck in early March 2020 has caused considerable damage to the hotel/hospitality industry. Monthly occupancies dropped precipitously—from 83.7% in February 2020 to 17.6% in April 2020.** Overall occupancies among these 16 properties in 2020 averaged 44.8%. Occupancies climbed to 50.2% by year-end and returned to pre-COVID metrics in the range of 77% during the first quarter of 2021.

In conclusion, based on pre-COVID occupancy and revenue performance, this analysis suggests **there appears to be sufficient demand/investment-level performance necessary to support new hotel rooms in this area of northern Palm Beach County.** It is likely that this near-term demand will be captured by the proposed 174-room hotel planned as part of the expansion of Downtown at the Gardens in Palm Beach Gardens. Impacts of the pandemic on the hotel industry are well-known (as exhibited by significant declines in occupancy between March and October 2020); and the industry's recovery in the near-term is highly uncertain. Additional time is required to gauge its longer-term impacts on market performance and the capacity to support additional new hotel rooms in the market area.

Pre-COVID Area Hotel Market Performance is Strong:

Occupancies Exceeded 70% in 6 of the Past 7 Years



Table 35: Annual Market Performance of Selected Competitive Hotels, 2012—2019

	2013	2014	2015	2016	2017	2018	2019	Pandemic	Thru April	CHANGE: 2013-2019	
								2020	2021	Average	CAGR
Performance Characteristics											
Number of Rooms	2,158	2,155	2,156	2,156	2,158	2,158	2,159	2,162	2,162		(1)
Available Room Nights (Supply)	787,783	786,575	786,759	786,940	787,552	787,731	788,128	789,130	259,440	787,575	0.01%
Occupied Room Nights (Demand)	576,381	600,760	592,667	581,791	611,338	582,912	556,770	353,231	179,617	556,981	-0.58%
Annual Occupancy (%)	73.2%	76.4%	75.3%	73.9%	77.6%	74.0%	70.6%	44.8%	69.2%	70.7%	-0.58%
Average Daily Rate	\$ 95.45	\$ 104.19	\$ 112.20	\$ 114.79	\$ 120.57	\$ 126.62	\$ 127.25	\$ 117.93	\$ 122.61	\$ 114.66	4.91%
(2) Revenue Per Available Room	\$ 69.83	\$ 79.58	\$ 84.52	\$ 84.07	\$ 93.59	\$ 93.69	\$ 89.90	\$ 52.79	\$ 84.88	\$ 81.09	4.30%
Year-to-Year % Growth											
Annual Occupancy	-	4.4%	(1.4%)	(1.9%)	5.0%	(4.7%)	(4.5%)	(36.6%)	54.7%		
Average Daily Rate	-	9.2%	7.7%	2.3%	5.0%	5.0%	0.5%	(7.3%)	4.0%		
Revenue/Available Room	-	14.0%	6.2%	0.4%	10.3%	0.1%	(4.1%)	(41.3%)	60.8%		
Selected Property											
	Location	Rooms	% Dist.	Year Open							
Super 8 Riviera Beach	W Palm Beach	100	5%	Jun 1982							
Travelodge Riviera Beach	Riviera Beach	116	5%	Jul 1988							
Marriott Courtyard	W Palm Beach	149	7%	Jan 1989							
Red Roof Inn	W Palm Beach	129	6%	Jun 1996							
Residence Inn	W Palm Beach	78	4%	Jan 1998							
Extended Stay America Northpoint	W Palm Beach	73	3%	Nov 1998							
Holiday Inn Express & Suites Metrocentre	W Palm Beach	70	3%	Jul 2008							
SpringHill Suites I-95	W Palm Beach	130	6%	Aug 2009							
Homewood Suites by Hilton	W Palm Beach	114	5%	Oct 2009							
Super 8 North Palm Beach	N Palm Beach	102	5%	Jun 1972							
Best Western Plus Hotel & Suites/Conf Ctr	PB Gardens	83	4%	Feb 1990							
DoubleTree by Hilton Hotel Executive Mtg Ctr	PB Gardens	280	13%	Nov 1970							
Marriott Palm Beach Gardens	PB Gardens	282	13%	Feb 1990							
Embassy Suites by Hilton PGA Boulevard	PB Gardens	160	7%	Feb 1990							
Hampton Inn Palm Beach Gardens	PB Gardens	116	5%	Jul 1999							
Hilton Garden Inn Palm Beach Gardens	PB Gardens	180	8%	Dec 2008							
Total:		2,162	100%								

(1) CAGR=Compound Annual Growth Rate.

(2) Revenue per available room is total annual room revenue divided by available rooms. It is the best measure of year-to-year growth as it considers simultaneous changes in room rate and annual occupancies

Source: STR Global; WTL+a, June 2021.

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Table 36: Monthly Market Performance of Selected Competitive Hotels, 2013—2019

	2013	2014	2015	2016	2017	2018	2019	Pandemic 2020	Thru April 2021	2013 Thru April 2021	
										Annual Average	Annual % Change
Occupancies By Month											
January	77.2%	81.5%	83.7%	81.2%	78.7%	79.0%	73.5%	76.9%	57.2%	76.5%	-
February	83.3%	90.9%	91.2%	87.4%	90.0%	84.6%	78.4%	83.7%	65.7%	83.9%	10%
March	84.5%	89.4%	92.4%	88.8%	91.4%	90.3%	87.6%	47.1%	77.1%	83.2%	-1%
April	76.4%	76.3%	80.8%	80.0%	80.1%	81.1%	76.5%	17.6%	76.9%	71.7%	-14%
May	70.1%	71.4%	67.0%	67.9%	74.8%	72.5%	69.6%	26.1%		64.9%	-10%
June	70.4%	69.8%	69.9%	70.7%	76.0%	75.5%	66.8%	36.0%		66.9%	3%
July	68.4%	75.4%	70.8%	71.0%	70.0%	65.8%	68.2%	39.9%		66.2%	-1%
August	66.1%	68.2%	65.4%	62.8%	65.2%	65.5%	59.5%	40.8%		61.7%	-7%
September	60.0%	66.3%	62.4%	59.8%	68.8%	60.8%	56.7%	38.5%		59.2%	-4%
October	73.2%	73.9%	70.8%	68.5%	78.1%	68.2%	66.1%	39.9%		67.3%	14%
November	76.3%	74.0%	72.1%	75.0%	81.2%	71.0%	71.1%	42.9%		70.4%	5%
December	72.7%	80.1%	78.4%	75.0%	78.4%	74.5%	74.2%	50.2%		72.9%	4%
Annual Average:	73.2%	76.4%	75.3%	73.9%	77.6%	74.0%	70.6%	44.8%	69.2%	70.7%	

Indicates months where occupancies exceed 80%.

Indicates impacts of the Covid pandemic from March 2020 through early 2021.

Source: STR Global; WTL+a, June 2021.

5 Real Estate Development Potentials

The following details the analysis of real estate market/redevelopment potentials for key land uses for the Twin City Mall site based on the demographic profile and real estate market conditions. The analysis focuses on the following land uses: market-rate housing, workplace/office, and supporting services such as retail and hotel/lodging.

Market-rate Housing

WTL+a prepared a demand analysis that measures development potentials for new, market-rate housing for a 10-year period between 2020 and 2030. As the site falls in two jurisdictions, separate demand analyses were prepared for both Lake Park and North Palm Beach. These analyses use various historic population growth rates as well as forecast growth to estimate demand and consider key real estate metrics such as approved or proposed new housing and other private investment identified at the time of the study.

Town of Lake Park

Scenario #1—Past 10-Year Trendline

This model assumes that Lake Park will continue to growth as it has over the last 10 years, using an **average annual growth rate of 0.72% per year** consistent with **historic actual population growth in Lake Park between 2010—2020**. Notably, population growth in Lake Park strengthened between 2010 and 2020 over the preceding 10 years. For purposes of this analysis, this average annual growth rate was extrapolated for the next 10 years (i.e., growth remains constant through 2030).

As Scenario #1 is based on past trends, **it does not consider the transformational nature of the Twin City Mall site on redevelopment opportunities in Lake Park.**

- As noted in the demographic profile in Section 3, the Town of Lake Park **gained 607 new residents in 256 new households between 2010 and 2020**—for a 2020 population of 8,762 residents in 3,400 households. This resulted in a compound average annual growth rate of 0.72% over this 10-year period;

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Table 37: Housing Potentials Scenario #1—Town of Lake Park, 2030

Scenario	Forecasts		Population Change	Average Household Size	2030 Housing Units
	2021	2030			
Scenario #1 (Based on 2010-2020 Trendline) (1)					
Average Annual Growth Rate	0.72%				
Current & Future Population	8,762	9,414	652	2.55	256
Allocation to Known Residential Projects:				(2)	
Under Construction					-
- N/A					
Approved					332
- Nautilus 220					
Proposed					100
- 310 Federal Highway					
- "Lake Park Apartments" (Woolbright)					250
Subtotal - Allocated Units:					682
Unallocated Units-Scenario #1:					(426)

- (1) In Scenario #1, 10-year population forecasts assume that the Town of Lake Park continues to growth at the same pace it did between 2010 and 2020 (0.72% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 2.55 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Town's annual growth rate would have to double (to 1.5% per year) to support the 682 units in approved and proposed projects town-wide. This would leave an additional 130 to 140 "unallocated" units that could be built at Twin City Mall or elsewhere in Lake Park.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Town of Lake Park; WTL+a, revised September 2021.

- As illustrated in Table 37, if the *pace* of growth continues at this historic 10-year average of 0.72% per year, it would yield **652 new residents in 256 new households (i.e., housing units)** by 2030, assuming the Town's average household size of 2.55 remains unchanged. This would translate into average *annual* demand of approximately 25 units per year;
- The next step allocates future growth in population/households to known approved, proposed, or under construction residential projects totaling 682 units. According to data provided by the Town and stakeholders, these include Nautilus 220 (approved for 332 units; site demolition is underway); 310 Federal Highway (proposed 100 multi-family units), and Lake Park Apartments (proposed 250 multi-family units on that portion of the Twin City Mall site owned by Woolbright Development);
- The analysis assumes that all 682 units as identified are built. However, **market potentials in Scenario #1 support only 256 new units, which leaves a *shortfall of 425 "unallocated"***

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units. In other words, if the historic trendline growth rate (2010—2020) continued, growth would be insufficient to support the total number of approved and proposed units in Lake Park; and

- While a portion of the proposed Nautilus 220 project will sell to seasonal residents, it is not known how many seasonal buyers there will be. As noted in the housing profile in Section 4, the 2019 American Community Survey (ACS) indicates seasonal units in Lake Park amounted to only 2% of the Town’s housing stock. Since seasonal residents are excluded from population growth forecasts, multiple seasonal buyers at Nautilus could serve to reduce the “shortfall” in unallocated units.

Scenario #2—5-Year Forecast Extrapolated

This scenario utilizes Lake Park’s five-year (2020—2025) **forecast of population growth at a rate of 0.76% per year** as prepared by ESRI Business Analyst. ESRI’s forecast considers multiple factors in suggesting that redevelopment opportunities in Lake Park will be enhanced such as supportive policies as defined in the updated Comprehensive Plan, job growth, and physical and/or transportation improvements. For purposes of this analysis, this average annual growth rate was extrapolated for the next 10 years through 2030.

Table 38: Housing Potentials Scenario #2—Town of Lake Park, 2030

Scenario	Forecasts			Average Household Size	2030 Housing Units
	2021	2030	Population Change		
Scenario #2 (Based on ESRI 2020-2025 Forecast & Extrapolated 10 Years) (3)					
Average Annual Growth Rate	0.76%				
Current & Future Population	8,762	9,453	691	2.55	271
Allocation to Known Residential Projects:				(2)	
Under Construction					-
Approved					332
Proposed					350
Subtotal - Allocated Units:					682
Unallocated Units-Scenario #2:					(411)

- (1) In Scenario #1, 10-year population forecasts assume that the Town of Lake Park continues to grow at the same pace it did between 2010 and 2020 (0.72% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 2.55 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Town’s annual growth rate would have to double (to 1.5% per year) to support the 682 units in approved and proposed projects town-wide. This would leave an additional 130 to 140 “unallocated” units that could be built at Twin City Mall or elsewhere in Lake Park.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Town of Lake Park; WTL+a, revised September 2021.

- As illustrated in Table 38, if this *pace* of growth is achieved, it would yield more than **691 new residents in 271 new households** (i.e., housing units) by 2030, assuming the Town's average household size of 2.55 during this 10-year period remains unchanged. This would translate into *annual* demand of 27 units per year;
- The next step allocates future growth in population/households to known approved, proposed or under construction residential projects and assumes that all 682 units as identified are built. However, **market potentials in Scenario #2 support only 271 new units, which leaves a shortfall of more than 400 “unallocated” units**. In other words, if ESRI's growth forecast for 2020—2025 continues through 2030, growth would be insufficient to support the total number of approved and proposed units in Lake Park.

Scenario #3—Required Capture to Support New Development

The first two scenarios suggest there is insufficient market demand necessary to support the 682 units in approved and proposed residential projects in Lake Park identified during the study (332 for-sale units at Nautilus 220, 100 rental units at 315 Federal Highway, and 250 rental units at Woolbright). As a result, an alternative scenario was prepared that illustrates the *minimum* required growth rate/market capture that would be necessary to support all approved/proposed units.

Table 39: Housing Potentials Scenario #3—Town of Lake Park, 2030

Scenario	Forecasts		Population Change	Average Household Size	2030 Housing Units
	2021	2030			
Scenario #3 (Required Growth to Support Proposed Projects) (4)					
Average Annual Growth Rate	1.62%				
Current & Future Population	8,762	10,193	1,431	1.75	818
Allocation to Known Residential Projects:				(5)	
Under Construction					-
Approved					332
Proposed					350
Subtotal - Allocated Units:					682
Unallocated Units-Scenario #3:					136

- (1) In Scenario #1, 10-year population forecasts assume that the Town of Lake Park continues to grow at the same pace it did between 2010 and 2020 (0.72% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 2.55 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Town's annual growth rate would have to double (to 1.5% per year) to support the 682 units in approved and proposed projects town-wide. This would leave an additional 130 to 140 "unallocated" units that could be built at Twin City Mall or elsewhere in Lake Park.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Town of Lake Park; WTL+a, revised September 2021.

- As illustrated in Table 39, **Lake Park’s population would have to increase at a *sustained annual rate of approximately 1.3% to 1.5% per year* for each of the next 10 years** to provide sufficient market support for the 682 approved and proposed units identified during this study;
- If this *pace* of growth is achieved it would yield more than **1,400 new residents in 818 new households (i.e., housing units)** by 2030. This would translate into *annual* demand of 80 units per year. As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density suburban housing. To reflect those characteristics, Scenario #3 utilizes an average household size of 1.75 people per household; and
- If Lake Park can achieve a higher annual growth rate of 1.5% per year, it would also suggest market support for an additional 130 to 140 “unallocated” units town-wide. These could be located either at Twin City and/or other redevelopment sites within Lake Park.

Village of North Palm Beach

Scenario #1—Past 10-Year Trendline

This model assumes that North Palm Beach will continue to grow as it has over the last 10 years, using an **average annual growth rate of 0.77% per year** consistent with **historic actual population growth in the Village between 2010—2020**. For purposes of this analysis, this average annual growth rate was extrapolated for the next 10 years (i.e., growth remains constant through 2030).

As Scenario #1 is based on past trends, **it does *not* consider the transformational nature of the Twin City Mall site on redevelopment opportunities in North Palm Beach**.

- As noted in the demographic profile in Section 3, North Palm Beach **gained 954 new residents in 473 new households between 2010 and 2020**—for a 2020 population of 12,975 residents in 6,570 households. This resulted in a compound average annual growth rate of 0.77% over this 10-year period;

Table 40: Housing Potentials Scenario #1—Village of North Palm Beach, 2030

Scenario	Forecasts		Population Change	Average Household Size	2030 Housing Units
	2021	2030			
Scenario #1 (Based on 2010-2020 Trendline) (1)					
Average Annual Growth Rate	0.77%				
Current & Future Population	12,975	14,005	1,030	1.97	523
Allocation to Known Residential Projects:				(2)	
Under Construction					
- N/A					
Approved					
- N/A					
Proposed					
- 200 Yacht Club/US 1 Site (Mast Capital)					215
Subtotal - Allocated Units:					215
Unallocated Units-Scenario #1:					308

- (1) In Scenario #1, 10-year population forecasts assume that the Village of North Palm Beach continues to grow at the same pace it did between 2010 and 2020 (0.77% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 1.97 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Village's annual growth rate would have to increase by approximately 65% (to 1.3% per year) to support up to 800 units, after accounting for the proposed 215 units in the 200 Yacht Club project.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Village of North Palm Beach; WTL+a, revised September 2021.

- As illustrated in Table 40, if the pace of growth continues at this historic 10-year average of 0.77% per year, it would yield **1,030 new residents in 523 new households** (i.e., housing units) by 2030, assuming the Village's average household size of 1.97 remains unchanged. This would translate into average annual demand of approximately 52 units per year;
- The next step allocates future growth in population/households to known approved, proposed or under construction residential projects. According to data provided by the Village and stakeholders, this includes 215 units proposed as part of a potential assemblage of parcels located on U.S. 1 known as 200 Yacht Club. The analysis assumes that all 215 units as identified are built;
- The analysis in Scenario #1 suggests **supportable market potentials for both the 200 Yacht Club project as well as an additional 300+ “unallocated” units** (i.e., not assigned to a proposed or approved project).

Scenario #2—5-Year Forecast Extrapolated

This scenario utilizes the Village’s five-year (2020—2025) **forecast of population growth at a rate of 0.78% per year** as prepared by ESRI Business Analyst. ESRI’s forecast considers multiple factors in suggesting that redevelopment opportunities in North Palm Beach will be enhanced such as zoning and land use policies that support additional density and height, continued job growth, and physical and/or transportation improvements. For purposes of this analysis, this average annual growth rate was extrapolated for the next 10 years through 2030.

- As illustrated in Table 41, if this *pace* of growth is achieved, it would yield **1,050 new residents in 533 new households (i.e., housing units)** by 2030, assuming the Village’s average household size of 1.97 remains unchanged during this 10-year period. This would translate into *annual* demand of 53 units per year;
- The next step allocates future growth in population/households to known approved, proposed or under construction projects and assumes that 215 units at 200 Yacht Club are built; and
- The analysis in Scenario #2 suggests **supportable market potentials for both the 200 Yacht Club project as well as an additional 320 “unallocated” units** (i.e., not assigned to a proposed or approved project).

Table 41: Housing Potentials Scenario #2—Village of North Palm Beach, 2030

Scenario	Forecasts		Population Change	Average Household Size	2030 Housing Units
	2021	2030			
Scenario #2 (Based on ESRI 2020-2025 Forecast & Extrapolated 10 Years) (3)					
Average Annual Growth Rate	0.78%				
Current & Future Population	12,975	14,025	1,050	1.97	533
Allocation to Known Residential Projects:				(2)	
Under Construction					-
Approved					-
Proposed					215
Subtotal - Allocated Units:					215
Unallocated Units-Scenario #2:					318

- (1) In Scenario #1, 10-year population forecasts assume that the Village of North Palm Beach continues to growth at the same pace it did between 2010 and 2020 (0.77% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 1.97 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Village’s annual growth rate would have to increase by approximately 65% (to 1.3% per year) to support up to 800 units, after accounting for the proposed 215 units in the 200 Yacht Club project.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Village of North Palm Beach; WTL+a, revised September 2021.

Scenario #3—Required Capture to Support New Development

The first two scenarios indicate there is sufficient market demand to support the construction of approximately 520—530 units of new housing in North Palm Beach by 2030. After construction of 215 units at the proposed 200 Yacht Club project, this leaves 300—320 “unallocated” units that could potentially be built on the Twin City Mall site.

However, WTL+a notes that **the cost to acquire the Twin City Mall site by any developer will necessitate higher residential densities to justify feasibility.** As densities along the corridor appear to be increasing, the Twin City Mall site is both a larger and pre-assembled redevelopment opportunity and therefore should anticipate higher densities (i.e., 800 to 1,000 units). As a result, WTL+a created an alternative scenario to illustrate the higher growth rate/market capture necessary to support approximately 800 units of new housing on the Twin City Mall site.

Table 42: Housing Potentials Scenario #3—Village of North Palm Beach, 2030

Scenario	Forecasts			Average Household Size	2030 Housing Units
	2021	2030	Population Change		
Scenario #3 (Required Growth to Support Proposed Projects) (4)					
Average Annual Growth Rate	1.30%				
Current & Future Population	12,975	14,764	1,789	1.75	1,022
Allocation to Known Residential Projects:				(5)	
Under Construction	0.663418958				-
Approved					-
Proposed					215
Subtotal - Allocated Units:					215
Unallocated Units-Scenario #3:					807

- (1) In Scenario #1, 10-year population forecasts assume that the Village of North Palm Beach continues to grow at the same pace it did between 2010 and 2020 (0.77% per year).
- (2) In order to convert 2030 population growth into housing units, the analysis assumes average household size of 1.97 people per household remains the same in the future as it was in 2020.
- (3) In Scenario #2, 10-year population forecasts utilize the 5-year (2020-2025) forecast of growth as prepared by ESRI, and extrapolated over the 10-year forecast period.
- (4) In Scenario #3, the Village’s annual growth rate would have to increase by approximately 65% (to 1.3% per year) to support up to 800 units, after accounting for the proposed 215 units in the 200 Yacht Club project.
- (5) As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density, suburban housing. To reflect those characteristics, an average household size of 1.75 people per household was utilized.

Source: ESRI Business Analyst; Village of North Palm Beach; WTL+a, revised September 2021.

- As illustrated in Table 42, the Village’s population would have to increase at a **sustained annual rate of approximately 1.3% per year** for each of the next 10 years to provide sufficient market support for approximately 800 units on the Twin City Mall site;

- If this *pace* of growth is achieved, it would yield almost **1,800 new residents in 1,020+ new households (i.e., housing units)** by 2030. This would translate into *annual* demand of approximately 100 units per year. As is characteristic of moderate-density, urban infill multi-family housing, average household size is typically smaller than it is in low-density suburban housing. To reflect those characteristics, Scenario #3 utilizes an average household size of 1.75 people per household; and
- After construction of the 215 units at the 200 Yacht Club project, market support would be sufficient for an additional 800 “unallocated” units across North Palm Beach. These could be located either at Twin City and/or other redevelopment sites within the Village.

Conclusion—Housing Potentials

The analysis to determine market support for new residential development illustrates how transformational the Twin City Mall site can be for both the Town of Lake Park and the Village of North Palm Beach. The limited number of vacant/undeveloped parcels in both communities has hindered population/household growth, particularly in Lake Park, over the past 20 years. As a result, **a historic trendline analysis as exhibited in Scenarios #1 and #2 does not indicate market support for new housing.**

As a result, WTL+a prepared an alternative analysis for Lake Park as depicted in Scenario #3 to identify the rate of population growth necessary over the next 10 years to ensure successful redevelopment. As noted, **the analysis suggests that Lake Park would need to grow at a *sustained* compound annual pace of 1.5% per year**—well above its recent 0.76% annual growth rate. This could expect to generate **sufficient demand to support up to 820 new housing units town-wide by 2030**, including:

- Nautilus 220 (332 units under construction)
- 315 Federal Highway (100 units proposed)
- Woolbright Development’s proposed “Lake Park Apartments” (250 units) on a portion of the Twin City site, and
- Another 130 to 140 “unallocated” units over the next 10 years.

Lake Park’s required growth rate could be slightly lower if a portion of the 332 units at Nautilus sell to seasonal occupants.

Similarly, while slightly higher historic growth rates between 2010—2020 have generated modest population/household growth in North Palm Beach, the Village would also need to strengthen its future growth rate to support new housing on the Twin City Mall site. Specifically, as a portion of the site available to accommodate redevelopment in North Palm Beach is larger than it is in Lake Park, **land acquisition costs by any developer will be significantly higher. Higher land costs will necessitate additional density and building height to justify construction feasibility.** Another factor bearing upon feasibility will be the costs associated with providing structured parking.

As a result, WTL+a prepared an alternative analysis for North Palm Beach as depicted in Scenario #3 to identify the rate of population growth necessary over the next 10 years to ensure successful redevelopment. As noted, **the analysis suggests that North Palm Beach would need to grow at a sustained compound annual pace of 1.3% per year**—well above its recent 0.77% annual growth rate. This could be expected to generate **sufficient demand to support up to 1,000 new housing units village-wide by 2030**, including:

- 200 Yacht Club (215 units proposed), and
- Another 800 “unallocated” units over the next 10 years.

This suggests that redevelopment opportunities for new housing on the North Palm Beach portion of the Twin City Mall site could **support up to 800 units of new housing by 2030**.

Our analysis concludes that stronger population/household growth in the U.S. Highway 1 corridor in this part of Palm Beach County is feasible, in part due to the impacts that the COVID pandemic has introduced, including enhanced/accelerated forces such as population shifts from New York/the Northeast to South Florida as well as recent, ongoing interest in private investment as exhibited by such projects as Nautilus 220.

In total, these factors could expect to generated market potentials that support **between 850 and 1,050 units of new housing across the entirety of the Twin City Mall site over the next 10 years (2030)**.

Twin City Mall: 850 to 1,050 Units of New Housing

Across Entire Site

Workplace: Multi-tenant/Speculative Office

Prior to the COVID-19 pandemic's emergence in 2020, knowledge-based industries like finance, software, business and management consulting services, market and communications, professional/business services such as accountants, legal and medical and other similar businesses typically housed their employees in commercial office buildings.

The first step in measuring support for new multi-tenant/speculative office space at the Twin City Mall site examines market potentials for office use in Palm Beach County and allocates demand to both Lake Park and North Palm Beach. The analysis translates employment forecasts (for 2019—2027) among specific industry sectors in Palm Beach County (as prepared by the Florida Department of Economic Opportunity/DEO) into demand for office space by applying an occupancy factor (of occupied space per employee) and estimates the proportion of employees in each sector who are office workers. We note that **DEO employment forecasts are issued only in eight-year periods.**

The analysis also considers demand generated by other market factors, such as vacancy adjustments, part-time/self-employed individuals (who may or may not occupy multi-tenant office space), and cumulative replacement; these estimates either increase or reduce future demand for office space. Cumulative replacement, for example, considers tenants that move when a building is removed from the inventory due to physical and/or functional obsolescence.

We note that assumptions pertaining to occupancy factors *may* be overstated. **Since the 2007—2009 recession, office-using businesses have been reducing office occupancies, sometimes by significant amounts.** Historically, the commercial real estate industry has used an average occupancy factor of 250 sq. ft. per office employee. However, according to a 2017 study by REIS, Inc. (a national commercial real estate database) the amount of office space per employee has been steadily declining in each successive business cycle after a recession. REIS data indicate that in the national economic expansion of the late 1990s, a new office employee was typically associated with approximately 175 sq. ft. of additional office space. During the early- and mid-2000s (until the 2007—2009 recession), the typical employee was associated with approximately 125 sq. ft. of additional office space. Since 2010, however, each added/new employee has been associated with only about 50 sq. ft. of additional office space. This is particularly notable in space-efficient industries like software and professional/business services, which have been the strongest growing sectors in the current business cycle. Moreover, hoteling and remote work-arrangements, where employees share space rather than having dedicated offices or cubicles, enables companies to

accommodate even more workers in a given amount of occupied space. **The unprecedented shift to teleworking because of COVID-19 may, as previously noted, lead to permanent part-time and full-time teleworking for multiple workplace industries.**

Another study by CoStar, Inc., an international commercial real estate database, indicates the **amount of office space occupied per employee dropped to 182 sq. ft. per worker in 2017 from 197.3 sq. ft. in 2010.** According to the annual 2018 Experience Exchange Report (EER) prepared by the Building Owners & Managers Association, the average occupancy factor for office employees in 2018 was 288 sq. ft. per employee on a *rentable* basis (rentable includes all common areas of a building). However, after netting out a common area factor (typically 30% to 35%), the **usable occupancy factor for office employees is in the range of 187 to 202 sq. ft. per employee.**

The following evaluates office market potentials for speculative (or multi-tenant) and medical office space. That is, the analysis *excludes* any estimates for individual end-users, also known as “build-to-suits.” The analysis is illustrated in Table 43 through Table 45.

Palm Beach County

- The Florida Department of Economic Opportunity/DEO prepares employment forecasts for individual counties and groups of counties throughout the state known as “workforce regions.” Palm Beach County is its own Workforce Region (#21). DEO estimates that Palm Beach County will add **more than 87,750 new jobs between 2020 and 2028;**
- The analysis indicates potential *gross* demand for 6.94 million sq. ft. of office space across the County between 2020 and 2028. This estimate is based on an average occupancy factor of 194 sq. ft. per office employee, generated by growth in office-using jobs comprising roughly 34% of all jobs. This is inclusive of adjustments related to vacancy, cumulative (building) replacements, tenant churn, etc.;
- From a financing perspective, however, a portion of the County’s existing 6.25 million sq. ft. of vacant office space would need to be leased before new office space could be financed. It is also not known how much of the remaining existing vacant inventory suffers from physical and/or functional obsolescence, will convert to other uses such as residential, or could be demolished; and
- For purposes of this analysis, WTL+a conservatively assumes that 35% of Palm Beach County’s vacant office inventory is leased before financing is provided for new office construction. This serves to reduce the County’s office vacancy rate to roughly 7% from current levels, and **lowers**

demand generated by job growth in office-using sectors to approximately **4.75 million sq. ft. of net new space by 2028.**

Table 43: Office Potentials—Palm Beach County, 2020—2028

Industry Sector	New Jobs 2020-2028	% Office- Using	SF Occupancy Factor	2028 Demand (In SF)
Palm Beach County (Workforce Region #21)				
Agriculture/Mining & Construction	3,649	10%	175	63,900
Manufacturing	1,522	20%	200	60,900
Transp/Communications/Utilities	1,191	40%	200	95,300
Wholesale & Retail Trade	7,415	20%	175	259,500
Finance/Insurance/Real Estate Services	2,875	85%	275	672,000
Professional, Scientific & Technical Services	6,564	90%	250	1,476,900
Management of Companies & Enterprises	1,535	60%	275	253,300
Administrative & Waste Management	9,039	35%	175	553,600
Educational Services	2,756	20%	200	110,200
Health Care & Social Assistance	13,255	35%	200	927,900
Arts, Entertainment & Recreation	4,567	20%	175	159,800
Accommodation & Food Services	19,199	20%	175	672,000
Other Services (Except Government)	3,543	35%	225	279,000
Government	5,254	60%	150	472,900
Self-Employed	5,786	10%	200	115,700
Total/Weighted Average:	87,755	34%	194	6,172,900
+ Vacancy Adjustment @		5%	(1)	308,600
+ Cumulative Replacement Demand		7.5%	(2)	463,000
2028 Gross Demand - Palm Beach County:				6,944,500
Existing Vacant Office Space			6,257,221	
- Lease-up Required @	35%		(2,190,027)	(2,190,027)
Remaining Vacant Space:			4,067,194	
% Vacant			7.0%	
2028 NET DEMAND (Rounded, In SF):				4,754,500

- (1) This allows for a 5% "frictional" vacancy rate in new office space delivered to the market (i.e., this accounts for tenant movement to new space).
- (2) This represents new space required by existing businesses to replace obsolete or otherwise unusable office space. This is assumed to represent 7.5% of total demand.
- (3) From a financing perspective, some portion of existing vacant office space in Palm Beach County will need to be leased before financing of new construction is viable. The analysis assumes that 35% of existing vacant office space is leased, thereby reducing the overall vacancy rate to approximately 7.0%.

Source: Florida Dept. of Economic Opportunity (DEO); CoStar, Inc.; WTL +a, September 2021.

Town of Lake Park

Table 44 estimates market potentials for speculative/multi-tenant office space in Lake Park based on the Town's current share of countywide employment.

- With an estimated 6,604 employees working in Lake Park, the Town's share of all jobs in Palm Beach County has averaged 0.75% over the past five years;
- Under this "fair share" analysis, Lake Park would continue to capture 0.75% of future countywide job growth, or approximately 660 new jobs, of the 87,750+ new jobs across Palm Beach County by 2028. However, as illustrated in Section 4, Lake Park has an extremely limited amount of office space;
- Based on Lake Park's current occupied office inventory (54,934 sq. ft.) using an occupancy factor of 150 sq. ft. per office employee, there are an estimated 366 office employees comprising only 5.5% of all jobs in Lake Park. If future office-using employment remains at this 5.5% share, this translates into **gross demand for only 5,500 sq. ft. of office space in Lake Park over the next eight years**;
- For new office buildings to receive construction financing, a portion of Lake Park's existing 7,660 sq. ft. of vacant office space would need to be leased before new office space could be built. It is also not known how much of the Town's remaining existing vacant office inventory suffers from physical and/or functional obsolescence, will convert to other uses such as residential, or could be demolished; and
- For purposes of this analysis, WTL+a conservatively assumes that 25% of Lake Park's vacant office inventory is leased before financing is provided for new office construction. This serves to reduce its office vacancy rate to 10% from current levels, and lowers **demand generated by job growth in office-using sectors to only 3,600 sq. ft. of net new office space by 2028**. In effect, there is negligible demand for new office space on the Lake Park portion of the site.

Table 44: Office Potentials—Town of Lake Park, 2020—2028

Industry Sector	New Jobs 2020-2028	% Office- Using	SF Occupancy Factor	2028 Demand (In SF)
Professional/General Office				
Total Employment:				6,604
As % of Palm Beach County (5-Year Average)			(1)	0.75%
Fair Share Analysis				
2020-2028 Employment Growth (If Fair Share Maintained)				659
% Office-using Jobs			(2)	5.5%
SF Occupancy Factor				150
2028 Gross Demand (All Office):				
Existing Vacant Office Space (10-Year Average)		7,660	(3)	5,500
- Lease-up Required @	25%	<u>(1,915)</u>		(1,915)
Remaining Vacant Space:		5,745		
% Vacant		10.0%		
2028 NET DEMAND (Rounded, In SF):				3,600

- (1) This reflects the 5-year average of Lake Park's share of all jobs in Palm Beach County. The analysis assumes that the Town maintains its "fair share" of the County's total employment in the future.
- (2) Based on Lake Park's 2020 occupied office inventory (54,934 sq. ft.), there are approximately 366 office employees at an average occupancy factor of 150 sq. ft. per employee). This suggests that office-using employees comprise approximately 5.5% of the 6,604 total employees in Lake Park.
- (3) Due to fluctuating office vacancy rates in Lake Park (ranging from a low of 4.6% in 2020 to a peak of 20% in 2019), a 10-year average of 13.3% was utilized in the analysis. To reflect financing conditions, a 25% lease-up factor (of existing vacant space) was assumed; this would reduce future vacancies to approximately 10%.

Source: Florida Dept. of Economic Opportunity; CoStar, Inc.; WTL +a, September 2021.

Village of North Palm Beach

As illustrated in Table 45, market potentials for speculative/multi-tenant office space in North Palm Beach were also prepared based on the Village's current share of countywide employment.

- With an estimated 6,185 employees working in North Palm Beach, the Village's share of all jobs in Palm Beach County has averaged 0.79% over the past five years;
- Under this "fair share" analysis, the Village would continue to capture 0.79% of future countywide job growth, or approximately 697 new jobs, of the 87,750+ new jobs across Palm Beach County by 2028. As noted previously in Section 4, North Palm Beach contains 1,081,300 sq. ft. of office space;
- Based on the Village's current occupied office inventory (958,524 sq. ft.) using an occupancy factor of 350 sq. ft. per office employee, there are an estimated 2,739 office employees comprising fully 44.3% of all jobs in North Palm Beach. WTL+a notes the office occupancy factor (350 sq. ft.) in North Palm Beach is much higher than it is in Lake Park (150 sq. ft.) due to the presence of a large amount of owner-occupied office condominium buildings as well as boutique professional services tenancies. If future office-using employment remains at this 44% share, this translates into **gross demand for approximately 46,300 sq. ft. of office space in North Palm Beach over the next eight years**;
- For new office buildings to receive construction financing, a portion of the Village's existing 140,000 sq. ft. of vacant office space would need to be leased before new office space could be built. It is also not known how much of the Village's remaining existing vacant office inventory suffers from physical and/or functional obsolescence, will convert to other uses such as residential, or could be demolished. As noted previously in Section 4, the Village's office vacancy rate has remained stubbornly high, ranging from a low of 7% to 22% between 2007 and 2020; and
- Due to consistently high office vacancies, WTL+a conservatively assumes that 35% of North Palm Beach's vacant office inventory would have to be leased before financing is provided for new office construction. This serves to reduce the Village's future office vacancy rate to 8.4% from current levels. Notably, it would negate any market potentials for new office development in North Palm Beach over the next eight years. In other words, **demand for office space generated by job growth in office-using sectors can be accommodated in existing vacant office space in North Palm Beach for the near future.**

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Table 45: Office Potentials—Village of North Palm Beach, 2000—2028

Industry Sector	New Jobs 2020-2028	% Office- Using	SF Occupancy Factor	2028 Demand (In SF)
Professional/General Office				
Total Employment:				6,185
As % of Palm Beach County (5-Year Average)			(1)	0.79%
Fair Share Analysis				
2020-2028 Employment Growth (If Fair Share Maintained)				697
% Office-using Jobs			(2)	44.3%
SF Occupancy Factor				150
2028 Gross Demand (All Office):				
Existing Vacant Office Space (10-Year Average)		140,099	(3)	46,300
- Lease-up Required @	35%	(49,035)		(49,035)
Remaining Vacant Space:		91,064		
% Vacant		8.4%		
2028 NET DEMAND (Rounded, In SF):				(2,700)

- (1) This reflects the 5-year average of North Palm Beach's share of all jobs in Palm Beach County. The analysis assumes the Village maintains its "fair share" of the County's total employment in the future.
- (2) Based on North Palm Beach's 2020 occupied office inventory (958,524 sq. ft.), there are approximately 2,739 office employees at an average occupancy factor of 325 sq. ft. per employee. This suggests that office-using employees comprise approximately 44% of the 6,185 total employees in North Palm Beach. A higher office occupancy factor (325 sq. ft. per employee) was utilized due to the presence of multiple office condominium buildings.
- (3) Due to fluctuating office vacancy rates in North Palm Beach (ranging from a low of 6.9% in 2016 to a peak of 20.2% in 2011) a 10-year average of 13.0% was utilized in the analysis. To reflect financing conditions, a 35% lease-up factor (of existing vacant space) was assumed; this would reduce future vacancies to approximately 9.7%.

Source: Florida Dept. of Economic Opportunity; CoStar, Inc.; WTL +a, September 2021.

Conclusion—Office Potentials

In conclusion, the analysis of supportable market demand for new office space is extremely limited in Lake Park and negligible in North Palm Beach. Moreover, existing office inventory in both jurisdictions is aging/outdated and may have a degree of functional and/or physical obsolescence—even with the presence of owner-occupied office condominium buildings in North Palm Beach. This is best exemplified in *negative* net absorption, particularly in North Palm Beach, over the past 14 years.

It should be noted that the only significant office investment in the portion of the North County trade area closest to the two municipalities includes "Divosta Towers" a two-building complex located at

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3825-35 PGA Boulevard. According to CoStar, Inc., data, these twin 11-story buildings contain 217,208 sq. ft. of space and were delivered in 2019 and 2020. Specific metrics for each building are noted as follows:

- **North Tower**—contains 108,786 sq. ft. of leasable area. As of October 2021, the building was *reportedly* 30.9% occupied (69.1% vacant), suggesting annual net absorption of only 8,400 sq. ft. per year for the four years since construction started in October 2017 (i.e., including pre-leasing efforts). Six floors remain fully vacant. While several other floors are reportedly partially occupied, the CoStar tenant stacking plan identifies only one tenant occupying the 11th floor
- **South Tower**—contains 108,422 sq. ft. of leasable area. As of October 2021, the building was *reportedly* 95.4% occupied (4.6% vacant), suggesting annual net absorption of approximately 51,700 sq. ft. per year for the two-year period between construction start (September 2017) and completion (late 2019). However, WTL+a notes that the CoStar tenant stacking plan has no information on tenant occupancies for five floors of the building.

According to the Palm Beach Post, DiVosta Towers were the first new office buildings built in Palm Beach Gardens in 10 years. The complex sold in September 2021 to Gatsby Enterprises of New York, for \$80 million (\$368 per sq. ft.). As illustrated in Table 62 in the Appendix, the North County office market contains 4.97 million sq. ft. of office inventory in 230 buildings (8.6% of the County). The office vacancy rate peaked at 19.7% in 2011, declined to 9.0% in 2016, and increased to 12.6% in 2020. Annual net absorption has been modest—averaging approximately 34,400 sq. ft. per year over the past 14 years (2007—2020) and increasing to 42,500 sq. ft. per year over the past five years (2016—2020).

While a small amount of office space may be attractive as part of a mixed-use project, any office space developed on the Twin City Mall site should be considered a tertiary use that serves as an amenity to activate public space during the day. Any limited office space built should comprise no more than 5,000 to 10,000 sq. ft. of space oriented to professional services tenancies and located above street-level retail. The capacity to support any additional office space will be determined by growth in specific business markets and office-using sectors, transition of home-based businesses into leased space, rental/occupancy costs compared to competing nearby locations, etc.

Hotel/Lodging

Demand for hotel/motel rooms in any location is typically driven by specific market segments, including corporate business, leisure/social, interstate pass-by traffic, tourism, and visitors to specific

venues or events. **The capital markets typically seek sustained annual occupancies between 65% and 72% before financing new hotel construction.**

To understand hotel market performance and opportunities for hotel development on the Twin City Mall site, WTL+a obtained hotel performance data from STR Global for multiple selected properties located primarily on nearby commercial corridors and I-95 interchanges. It is critical to understand market conditions given the enormity of the impacts on the hotel and hospitality industries from the COVID pandemic as well as the time required for recovery:

- Average annual occupancies strengthened between 2013 and 2017, increasing from 73.2% to a peak of 77.6%; **the seven-year average occupancy was 70.7%**. Occupancies declined slightly, to 74% in 2018 and 70.6% in 2019;
- **The COVID pandemic which struck in early March 2020 has significantly impacted the hotel/hospitality industry. Monthly occupancies dropped precipitously—from 83.7% in February 2020 to 17.6% in April 2020.** Overall occupancies among these 16 properties in 2020 averaged 44.8%. Occupancies climbed to 50.2% by year-end and returned to pre-COVID metrics in the range of 77% during the first quarter of 2021.

As illustrated in Table 46 and Table 47, WTL+a prepared two possible scenarios to evaluate hotel potentials at Twin City Mall.

Scenario #1: Past Trends

- Scenario #1 assumes that growth in available roomnights among the area's *existing* supply of hotel rooms remains flat (i.e., 0.01% annual growth), and growth in occupied roomnights (demand) continues at their historic 2013—2019 negative pace of -0.58% per year through 2030. This translates into **negative demand for (56) fewer hotel rooms over the next 10 years** (through 2030); and
- There are 174 new hotel rooms planned as part of an expansion of the Downtown at the District project in Palm Beach Gardens. If these rooms are built, this would represent a room count 312% greater than the market will support. In other words, there would be **an excess of supply of (230) rooms** over the next 10 years. Any new hotel, including this 174-room property as proposed at Downtown at the Gardens, would have to steal market share among existing hotel properties.

Table 46: Hotel Potentials Scenario #1—Twin City Mall Site, 2020—2030

	2020	2030	Change: 2020-2030	Supportable Rooms
Scenario 1: Past Trends (2013-2019)				
Area Hotel Rooms	2,162			
Available Roomnights	789,130	789,706	576	
Annual Growth (2013-2019)	0.01%			
Occupied Roomnights	353,231	333,428	(19,803)	(56)
Annual Growth (2013-2019)	-0.58%			
Allocation to Known Hotel Rooms:				
Under Construction				
- N/A				-
Planned/Approved				
- Downtown at the Gardens (ShopCore)				174
Subtotal-Allocated Hotel Rooms:				174
As % of Area-wide Demand				-312%
Unallocated Hotel Rooms:				(230)

Source: STR Global; WTL+a, revised September 2021.

Scenario #2: Moderate Growth

- Scenario #2 utilizes peak market trends as occurred between 2013 and 2017. First, it assumes that growth in available roomnights among the area's *existing* supply of hotel rooms remains flat (i.e., -0.01% growth). This scenario also utilizes the actual 1.49% per year compound annual growth rate that occurred in occupied roomnights between 2013 and 2017. This is predicated on business expansion generated by commercial growth in this area of northern Palm Beach County, aided by focused economic development initiatives aimed at business retention and recruitment; and, dependent on unknown recovery in the tourism industry;
- Similar to Scenario #1, there are 174 new hotel rooms planned as part of an expansion of the Downtown at the District project in Palm Beach Gardens. If these rooms are built, this would represent a room count 112% greater than the market will support. In other words, there would be a **nominal excess of supply of (18) rooms** over the next 10 years. Market growth will

accommodate a new 174-room property as proposed at Downtown at the Gardens without any significant loss of demand for rooms in the area's existing hotel supply.

Table 47: Hotel Potentials Scenario #2—Twin City Mall Site, 2020—2030

	2020	2030	Change: 2020-2030	Supportable Rooms
Scenario 2: Moderate Growth (2013-2017)				
Area Hotel Rooms	2,162			
Available Roomnights	789,130	788,552	(578)	
Annual Growth (2013-2017)	-0.01%			
Occupied Roomnights	353,231	409,550	56,319	156
Annual Growth (2013-2017)	1.49%			
Allocation to Known Hotel Rooms:				
Under Construction				
- N/A				-
Planned/Approved				
- N/A				174
Subtotal-Allocated Hotel Rooms:				
				174
As % of Area-wide Demand				
				112%
Unallocated Hotel Rooms:				
				(18)

Source: STR Global; WTL+a, revised September 2021.

Conclusion—Hotel Potentials

The analysis reveals negligible market support for new hotel development on the Twin City Mall site in what would be considered by the hotel industry as a secondary location. Even if peak growth in roomnight demand (which occurred between 2013 and 2017 among the competitive set) continues, it is insufficient to support more than 150 additional hotel rooms in the surrounding area over the next 10 years. **This demand is likely to be captured in stronger, primary locations, such as the commercial node created by The Gardens Mall and Downtown at the Gardens, or at interchanges along I-95.** In fact, ShopCore is planning a 174-room hotel as part of expansion and repurposing of Downtown at the Gardens. This will capture competitive area roomnight demand in the near-term.

General Retail

The potential for retail uses as part of the redevelopment of the Twin City Mall site is less affected by past trends and development patterns than other commercial land uses. The major influences and economic forces affecting retail feasibility in 2021 are significantly different than when Twin City Mall opened in 1973 and closed in 1994. The effects of COVID-19 on consumer behavior, supply chain delays in securing merchandise and supplies, reduced in-store sales due to growth of online shopping (particularly for soft goods and gifts), job losses, and household income fluctuations caused by the pandemic have combined to reduce sales for retail, food and beverage, and consumer services. Those reduced sales have rippled through increased vacancies and unpaid rents in commercial retail space. For traditional shopping malls, the significant decline in the viability of department stores has reduced the number of store locations and has disrupted the balance of anchor stores and the inline businesses that connected them; in fact, **the entire retail industry has been in turmoil, particularly since 2020.**

In addition to these industry-wide challenges, the Twin City Mall site will be affected by other localized forces, both positive and negative. Those forces include:

- The **abundant supply of existing/competitive retail located within three miles totaling almost 6.7 million sq. ft. of retail space** (based on the findings of the RDS field inventory). The greater area is an established retail destination (particularly surrounding The Gardens Mall). While there is major drawing power across the region, the Twin City Mall site is not central to these other destination points and must compete with that critical mass of retail that forms multiple major destinations within that three-mile trade area;
- **The potential for new on-site residential densities, with as many as 850 to 1,050 new units**, plus other new housing nearby such as the Nautilus 220 and 315 Federal Highway projects **represent a new market segment of resident spending**, potentially enhanced by the presence of Publix and direct proximity for 1,500 to 1,800 new on-site residents. The local resident market will expand through development of new dwelling units; and
- There is an ongoing shift in total retail sales across adjacent markets in North Palm Beach and Lake Park. As noted in Section 3, there is **\$169 million in annual net inflow of retail spending from outside of Lake Park into the Town and annual sales outflow (i.e., 'leakage') of \$84 million out of North Palm Beach**; these existing spending patterns may create opportunities for on-site retail if the right type of new development and tenant mix is implemented.

In dollar volume, consumer spending on retail goods and services is primarily attributable to resident-based activities. But those same residents can also spend (in different ways) as employees, purchasing food and beverage for lunch, making purchases of apparel and accessories, gifts, or consumer services during the workday. However, not all employees have the time or opportunity to go out for lunch, but other employees in specific industry sectors eat out and shop frequently as long as food and retail stores and services are proximate to allow efficient use of lunch times or other parts of the workday. Industry sectors that more regularly patronize retail areas principally correlate to the number of nearby office workers. While neither Lake Park nor North Palm Beach are major office clusters, **potential spending generated by nearby office and service employees remains a factor in determining how much retail might be supportable** at the Twin City site.

In Florida, tourism and visitor spending are the single largest economic activity in the state. While Palm Beach County contains many visitor destinations, limited visitation and business travel to both Lake Park and North Palm Beach do *not* suggest that a visitor-oriented market (and a hotel to accommodate it) will be present at the Twin City Mall site. **Visitor spending potentials are not significant contributors to retail viability at the site.**

These market factors can either continue to operate under current conditions (resulting in limited potential to add feasible new retail), *or* market conditions can be changed by *inducing* modifications in consumer spending. Perhaps most important, those traditional consumer behaviors and modifications can be altered by re-thinking the use mix, implementing proven planning concepts that result in a clear 'sense of place,' and a more walkable environment (which does not exist in this part of Palm Beach County). If the redevelopment of Twin City Mall is characterized as a transformative new mixed-use product and a differentiated setting, it may be possible to add selective retail uses into the project plan.

Retail Methodology

To recognize this potential (and assuming a transformative overall character is created), four potential sources of increased retail sales were analyzed; each is described below. The four consumer market segments are drawn from each of the municipalities as well as through the capture of a new share from overall regional spending. **These increased sales projections should be considered conservative and potentially achievable as long as a dramatically differentiated redevelopment project is implemented.** If redevelopment character is similar to what exists in the competitive trade area today, incremental supportable retail space would not be considered

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financially feasible or economically sustainable over time. **Achieving an increase in demand for viable retail will be almost solely dependent on the quality and execution of a new identity and physical character for the Twin City Mall site.** The four major consumer markets include:

Retail Demand—Existing Residents (“Baseline”)

The first consumer market that may be increased through retail spending comprises existing residents (the “baseline”) in Lake Park, North Palm Beach, and the North County trade area. Table 46 illustrates:

- Current (2020) and future (2025) population and households in each municipality and North County, and
- Total spending potentials and assumptions regarding potential increased sales by each.

The premise in the estimated increase in spending is that, if a compelling and differentiated new ‘place’ (providing a pedestrian-oriented ‘civic place’ that is programmed with strong retail operators, most likely focused on food & beverage), existing resident-based consumers should increase on-site spending.

Total retail spending was increased by very modest percentages (e.g., 0.50% for Lake Park, 0.35% for North Palm Beach, and 0.10% for North County residents). Next, additional sales were divided by an aggregated average sales productivity factor of \$372.82 per sq. ft. (i.e., total annual sales divided by total square footage).



Table 48: Retail Potentials—Existing Residents, 2025

Location	Population		Households		2025		Incremental Increase in Capture (f)	Add'l Annual On-site Spending Existing HHs	Avg. Sales Productivity Per SF (2)	2025 Supportable SF
	2020	2025	2020	2025	Avg HH Retail Spending	Total Retail Spending				
Town of Lake Park	8,762	9,101	3,400	3,534	\$ 16,837	\$ 59,501,319	0.50%	\$ 297,507	\$ 372.82	798
Village of North Palm Beach	12,975	13,490	6,570	6,819	\$ 28,465	\$ 194,100,274	0.35%	\$ 679,351	\$ 372.82	1,822
North County Trade Area	73,538	73,538	32,882	34,604	\$ 28,249	\$ 977,537,438	0.10%	\$ 977,537	\$ 372.82	2,622
Total:	95,275	96,129	42,852	44,957		\$ 1,231,139,031		\$ 1,954,395		5,242
% Change:		0.9%		4.9%						

(1) The increase in capture is an estimate that reflects the enhanced marketability of a redeveloped Twin City Mall in capturing additional household retail sales from area residents.

(2) This reflects 2025 aggregated average sales productivity (per sq. ft.) across selected retail categories. This is based on an average annual inflation rate of 3.5% per year (using an adjusted Federal Reserve rate from 2021, during which the Fed increased estimated inflation rates from 3.4% to 4.2%).

Source: Federal Reserve Bank, 2021; Bureau of Labor Statistics; Claritas, Inc.; ESRI Business Analyst; RDS LLC; WTL+a, September 2021



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RDS notes different retailers generate different sales per square foot; as the final mix of retail uses is not known, an aggregated average of all sales productivities of \$372.82 per sq. ft. (a 2025 estimate across various retail sectors) was used to determine supportable new retail square footage attributable to the increase in sales. Using these analytical parameters, **increased sales generated by additional spending from existing (baseline) residents could justify approximately 5,250 sq. ft. of retail space at buildout.**

Retail Demand—New On-site Residents

The second resident-based consumer market to provide additional sales can be generated by new on-site residents in approved and/or proposed new residential development on the Twin City Mall site:

- A 250-unit, multi-family rental complex proposed by Woolbright Development on acreage the applicant currently owns on the Lake Park side of the site, and
- Any future residential that might be built by development of the 13.1 acres of land located on the North Palm Beach side of the site.

The Woolbright program was more fully understood at the time of the retail analysis. If approved by the Town of Lake Park, these 250 units would be built adjacent to the Publix grocery store. Required parking will be provided on surface lots with amenities located in the central courtyard of the new project. The project is not currently planned to include any retail space. The unit mix will comprise one-, two- and three-bedroom units. **Assuming an average of 1.75 residents per unit suggest over 430 new on-site residents at buildout** on the Lake Park portion of the site.

As noted, 13.1 acres located on the North Palm Beach side of the site were recently contracted by a resident of northern Palm Beach County. Due diligence is underway, and any future redevelopment remains conceptual and without exact unit counts. However, WTL+a has assumed the contract purchaser will pursue both greater building heights and densities (that will likely necessitate the provision of structured parking); a high level of resident amenities; and opportunities for enhanced values provided by views of the Intracoastal Waterway and/or the Atlantic Ocean.

The housing demand analysis measured market potentials for residential development totaling between 600 and 800 units for this portion of the site. **Assuming an average of 1.75 residents per units suggest the potential for 1,000 to 1,400 new, on-site residents at buildout** on the North Palm Beach portion of the site.

We recognize that densities at this scale are greater than currently considered. The retail analysis also assumes that any future development program will be mixed-use, potentially incorporating new housing, a retail component, and possibly a limited amount of office space. Due to the size of the site and potential residential buildout, on-site parking requirements would be met in new, on-site structured parking.

As planning assumptions are more clearly defined (and ultimately, development entitlements), **a final unit count is likely to have a significant effect on retail market potentials.** The retail analysis assumed both “low” (i.e., 600 units) and “high” (i.e., 800 units) development scenarios. We also note these estimates may not reflect a final development program but were used to measure the impacts of these densities on how much retail could be supported by new on-site residents.

The methodology used to calculate incremental retail demand generated by new, on-site residents is similar to the approach used for existing (baseline) residents. Average annual household spending by new on-site residents is assumed to be similar to spending patterns among existing households in both Lake Park and North Palm Beach. Potential household spending for residents of the 250 units proposed by Woolbright may be considered conservative, as likely rents will require higher average household incomes than existing residents of Lake Park command.

Further, estimated spending capture rates for new, on-site residents are higher than for existing (baseline) residents due to the immediate adjacency of the retail (this includes spending at Publix) and the convenience and ready access to a potential retail concentration (which would be walkable from both sides of the site). To the extent the redevelopment plan emphasizes a coherent walkable plan and cohesive connections between the two jurisdictions, ease and convenience factors affecting spending will be sustainable over time.

As illustrated in Table 49, the analysis suggests that **new, on-site residents on both the Lake Park and North Palm Beach sides of the site will support between 9,200 sq. ft. and 11,700 sq. ft. of retail space at buildout, depending upon the approved/final unit mix.**



Table 49: Retail Potentials—New On-Site Residents, 2025

Location	No. of Units (HHs)	Average Persons Per Unit	2025			Estimated Capture Rate (1)	Annual On-Site Spending New HHs	Avg. Sales Productivity Per SF (2)	2025 Supportable SF
			New Residents	Ann'l Retail Spending/HH	Ann'l Spending All New HHs				
Proposed Woolbright Project Lake Park	250	1.75	438	\$ 16,837	\$ 3,998,745	15.0%	\$ 599,812	\$ 372.82	1,609
Proposed Residential - Low North Palm Beach	600	1.75	1,050	\$ 28,465	\$ 16,224,836	17.5%	\$ 2,839,346	\$ 372.82	7,616
Proposed Residential - High North Palm Beach	800	1.75	1,400	\$ 28,249	\$ 21,469,439	17.5%	\$ 3,757,152	\$ 372.82	10,078
Total:									
Low Scenario	850		1,488		\$ 20,223,581		\$ 3,439,158		9,225
	to		to		to		to		to
High Scenario	1,050		1,838		\$ 25,468,183		\$ 4,356,963		11,686

(1) The capture rate is an estimate that considers that new on-site households are immediately proximate to on-site retail/food & beverage/consumer services.

(2) This reflects 2025 aggregated average sales productivity (per sq. ft.) across selected retail categories. This is based on an average annual inflation rate of 3.5% per year (using an adjusted Federal Reserve rate from 2021, during which the Fed increased estimated inflation rates from 3.4% to 4.2%).

Source: Federal Reserve Bank, 2021; Bureau of Labor Statistics; Claritas, Inc.; ESRI Business Analyst; RDS LLC; WTL+a, September 2021



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Retail Demand—Nearby Office & Service Employees

While smaller than both existing and future resident-based markets, **area office and service workers could also provide spending support for new retail at the site.** This assumes that there will be a range of food and beverage offerings in a distinctive setting (i.e., not similar to the existing strip commercial character of Northlake Boulevard or U.S. 1). Not all employees have the ability to dine out for lunch or to go shopping; as a result, the retail analysis selected those segments most likely to be lunchtime dining and shopping consumers—this is comprised primarily of office workers in professional and business services, among others. As presented in Section 3, 2020 employment data for both Lake Park and North Palm Beach served as the basis to estimate potential spending and capture rates, and office worker spending patterns were based on a 2012 employee spending survey (updated in 2019) completed by the International Council of Shopping Centers (ICSC), considered the most accurate source in the retail industry.

Average weekly spending on retail, food and beverage and consumer services was annualized over 50 weeks per year (as vacation spending would be counted as visitor-, not worker-, expenditures). We also note that spending patterns are prior to the pandemic's effects on workplace populations and reduced in-person visitation to stores and restaurants. Since the redevelopment of Twin City Mall will require multiple years of construction and lease-up, the analysis assumes stabilized (i.e., non-COVID) market and economic conditions.

As illustrated in Table 50, 2020 employee counts from both Lake Park and North Palm Beach were utilized to estimate total potential spending by office and service workers. North County was excluded from this analysis—to ensure a more conservative approach and because of the significant retail inventory that exists elsewhere in the surrounding trade area. As such, employees in the larger North County trade area are less likely to travel to the Twin City Mall redevelopment due to time constraints. Using very modest capture rates of spending potentials for selected workplace categories suggests that **nearby office and service employees will support a limited amount up to 1,575 sq. ft. of retail space at buildout.**



Table 50: Retail Potentials—Nearby Office & Service Employees, 2025

Location	2020		Annual Per Employee Spending (1)	Total Annual Employee Spending	Estimated Capture Rate (2)	Annual On-site Spending Area Employees	Avg. Sales Productivity Per SF (3)	2025 Supportable SF
	Total Employment	Office & Service Employees						
Lake Park	6,604	1,520	\$ 8,957.50	\$ 13,615,400	1.5%	\$ 204,231	\$ 372.82	548
North Palm Beach	6,185	1,712	\$ 8,957.50	\$ 15,335,240	2.5%	\$ 383,381	\$ 372.82	1,028
Total:	12,789	3,232	\$ 8,957.50	\$ 28,950,640		\$ 587,612		1,576

(1) ICSC Research Report on Office Worker Spending, 2012 (updated to 2019).

(2) The capture rate is an estimate that reflects the enhanced marketability of a redeveloped Twin City Mall in capturing a portion of area office/service employee spending.

(3) This reflects 2025 aggregated average sales productivity (per sq. ft.) across selected retail categories. This is based on an average annual inflation rate of 3.5% per year (using an adjusted Federal Reserve rate from 2021, during which the Fed increased estimated inflation rates from 3.4% to 4.2%).

Source: Federal Reserve Bank; International Council of Shopping Centers (ICSC); RDS LLC; WTL+a, September 2021



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Retail Demand—Resident-based Leakage & Inflow

Using information on household retail sales (among residents of both municipalities) and actual store sales (as presented in Section 3), it is possible to understand the degree to which existing retail is capturing expenditures by residents and other consumers such as visitors. The origin of non-resident sales is *not* documented, but by comparing estimated volumes of resident spending potentials against total store sales, the difference between resident-serving locations and retail that attracts spending from outside the area can be determined. If store sales exceed what households spend, the difference is known as 'inflow,' meaning that a portion of total retail sales are attributable to outside/non-resident consumers.

As illustrated previously in Table 10, **store sales in the Town of Lake Park generate annual sales inflow of approximately \$169 million per year.** This is mostly attributable to large format ("Big Box") stores located on Congress Avenue, such as Walmart, Lowe's, Kohl's, and Target, which draw consumers from a much larger trade area. These types of stores are strong shopping destinations and offer product ranges and price values that encourage shoppers to travel farther than they might for smaller/local businesses. By contrast, **households in North Palm Beach export sales (known as retail 'leakage') of \$84.6 million per year to stores and retail businesses located outside of North Palm Beach.** It is likely that a portion of this spending transfers to both Lake Park retailers along Congress as well as The Gardens Mall area, where there are three major retail destinations. In North Palm Beach, these 'exported' or 'leaked' sales appear in green in Table 9, suggesting that some portion of this leakage can be "recaptured" if a better product mix is available nearby, such as the Twin City site.

The part of the site fronting U.S. 1 (north of Palmetto Drive in Lake Park) is within the municipal boundaries of North Palm Beach. Existing uses like the BP Gas Station, CVS, and other pad site uses are not likely to be removed in the near future, but the 13.1-acre parcel containing the auto museum is under contract, and redevelopment concepts are being prepared. One concept considers a mix of uses, predominantly residential, that may also include limited retail and a small amount of professional office space. **If this mix of uses is approved/entitled and built on the site proximate to the rest of North Palm Beach, an opportunity exists to 'recapture' a share of existing retail sales 'leakage' out of the Village.**

Table 51: Retail Potentials—Recapture of Existing Resident-based Sales Leakage

Location	Annual "Opportunity Gap"		Avg. Sales Productivity Per SF (3)	Potential Supportable SF	Estimated Capture Rate (4)	Recaptured On-site Spending	Avg. Sales Productivity Per SF (3)	2025 Supportable SF
	Inflow (1)	Leakage (2)						
Lake Park Sales	\$ 169,427,772		\$ 372.82	454,449	0.50%	\$ 847,139	\$ 372.82	2,272
North Palm Beach Sales		\$ (84,579,788)	\$ 372.82	(226,865)	1.5%	\$ 1,268,697	\$ 372.82	3,403
Total:	\$ 169,427,772	\$ (84,579,788)		227,584		\$ 2,115,836		5,675

- (1) Inflow is defined as retail store sales that occur within the jurisdiction in excess of annual household spending. This reflects sales drawn from outside Lake Park (primarily to Congress Avenue).
- (2) Leakage is defined as household retail sales that households transfer out of the jurisdiction to other jurisdictions. This reflects sales leaving North Palm Beach for other areas, and represents a potential "recapture" opportunity.
- (3) This reflects 2025 aggregated average sales productivity (per sq. ft.) across selected retail categories. This is based on an average annual inflation rate of 3.5% per year (using an adjusted Federal Reserve rate from 2021, during which the Fed increased estimated inflation rates from 3.4% to 4.2%).
- (4) The capture rate is an estimate that reflects the enhanced marketability of a redeveloped Twin City Mall in capturing existing household sales inflow and leakage.

Source: Federal Reserve Bank, 2021; Bureau of Labor Statistics; Claritas, Inc.; ESRI Business Analyst; RDS LLC; WTL+a, September 2021

As illustrated in Table 51, if Lake Park is able to recapture 0.50% more of total annual inflow sales, that slight increase would support approximately 2,270 sq. ft. of retail space (either on the Lake Park portion of the site or shifted to a mixed-use concept with a retail concentration on the North Palm Beach side of the site). While Lake Park may not want to forego potential ad valorem and sales tax revenues generated by new retail space, shifting this space across the municipal boundary might also strengthen the convenience of retail as an amenity for residents of Woolbright's project, which will include no retail space.

Conversely, supporting a cohesive retail component on the North Palm Beach side of the site could potentially recapture a share of annual household retail spending leaving the Village for other jurisdictions. If 1.5% of the 'leaked' sales could be recaptured at the site, this would support an additional 3,400 sq. ft. of new retail. In summary, **the recapture opportunity suggests support for up to 5,675 sq. ft. of retail space at buildout.**

Retail Demand—Conclusion

Table 52 summarizes potential consumer markets and sales estimates from various sources that could expect to support new retail uses as part of the redevelopment of the Twin City Mall site. A critical assumption is that **the redevelopment program will create a retail setting that is differentiated from other offerings in the area**, that the configuration is pedestrian and on-site resident friendly, and that the mix of retail businesses can become a dining and *limited* shopping/services location. These assumptions are necessary to achieve capture rates applied in the analysis and to retain a portion of household sales leakage occurring in North Palm Beach. If these criteria are not met, then the retail program would not appear to be achievable. Moreover, if the residential development program identified in the housing analysis is reduced below the supportable 800 to 1,050 units, market demand for the site's retail program would also be reduced.

Using potential sales increases from all consumer sources, the **total retail development program for the Twin City Mall site should target a range of 22,000 to 24,000 sq. ft.**

Table 52: Retail Demand—Summary of Market Support

Location	Consumer Segment/ Source	Supportable SF	
		Low	High
Lake Park	Existing Residents	798	798
	New On-site Residents	1,609	1,609
	Office & Service Employees	548	548
	Sales Inflow/Leakage	2,272	2,272
Subtotal - Lake Park:		5,227	5,227
North Palm Beach	Existing Residents	1,822	1,822
	New On-site Residents	7,616	10,078
	Office & Service Employees	1,028	1,028
	Sales Inflow/Leakage	3,403	3,403
Subtotal - North Palm Beach:		13,869	16,331
North County	Existing Residents	2,622	2,622
TOTAL SUPPORTABLE RETAIL:		21,718	24,180

Source: RDS, LLC; WTL+a, September 2021.

6 Redevelopment & Marketing Issues

The possible redevelopment of the Twin City Mall site will be a significant improvement to a complicated parcel that has been underutilized for a significant period of time. That redevelopment opportunities will be enhanced due to a joint effort between the Village of North Palm Beach and the Town of Lake Park will create economic benefits for both communities. Notably, redevelopment planning will require a shared effort to market, administer, review, and approve future proposals. As background for discussion and coordination between the two jurisdictions in managing the redevelopment process, this section outlines several areas for consideration. Depending on how the developer solicitation process is defined, proposals reviewed and approved, and financial and/or regulatory incentives authorized, initial design of the process can avoid misunderstandings or mistaken expectations and unintended project delays, or final outcomes may vary from goals established at the outset of the process.

Similar to other redevelopment projects, there are likely to be multiple successive steps in this process. These steps are generally sequential, including the earliest to determine initial goals and objectives as defined by each municipality, structuring and solicitation of redevelopment proposals, to developer selection(s)/project approvals/entitlements and final implementation. Unlike other sites in which there is (at least) partial ownership by the public sector, **neither municipality owns any of the multiple properties comprising the redevelopment site.** The public sector's influence on the desired plan will be less direct and based on entitlements, adoption and incorporation of an overall master redevelopment plan, negotiations with developers between the two jurisdictions, and project implementation. Redevelopment will result from the exercise of zoning and public policies rather than direct participation as an owner. This policy-based method is used frequently and requires clarity in terms and goals, longer-term commitments to the adopted master plan, and flexibility over time to ensure that redevelopment is successful.

The redevelopment project can be grouped under three major areas:

- Definition of Redevelopment Program and Master Plan
- Marketing, Developer Solicitation, and Selection Process, and

- Application and Implementation of Public Policy to Leverage Developer Commitments

Each of these elements is discussed in greater detail below.

The long-term redevelopment program for the Twin City Mall site will be shaped by the following components:

Property Ownership Patterns/Separate Jurisdictions

One of the biggest challenges to a cohesive, master-planned redevelopment of the site is fragmented ownership. As depicted in Figure 1, the Twin City Mall site is located in two adjoining municipalities—the Town of Lake Park and the Village of North Palm Beach. As noted in Section 2, there are at least 16 parcels within the site's boundaries with nine separate property owners.

Town of Lake Park Portion

As illustrated previously in Table 1 and according to Palm Beach County Property Appraiser records:

- Approximately 59% of the western portion of the site (comprising 22.47 acres) is located in the Town of Lake Park. This portion is bounded by Northlake Boulevard on the north; Palmetto Drive on the south; an internal road on the west; and the municipal limits with North Palm Beach on the east;
- Northlake Promenade Shoppes/Woolbright Development (based in Boca Raton) own four parcels comprising 11.57 acres across the site (in both jurisdictions). The other major property owner is a LLC partnership known as JS133 US One LLC and Village Shoppes at US1 LLC;
- The largest retail property, “Northlake Promenade Shoppes,” is located in Lake Park and anchored by a ± 52,768 sq. ft. Publix supermarket; another 4,036 sq. ft. of adjacent in-line retail spaces for 10 businesses; 10,546 sq. ft. occupied by a UPS store; and 300+/- surface parking spaces. The grocery store and parking areas are owned/controlled by Publix, but the store is the anchor use of the Northlake Promenade Shoppes, owned by Woolbright Development;
- Pad sites along U.S. 1 and Northlake Boulevard located in Lake Park include Helix Urgent Care (a walk-in medical clinic) and Wendy's; and
- Three parcels used as storm water management ponds are recorded under one property number.

Woolbright Development is seeking approval to construct 250 rental apartments on a vacant 6.6-acre parcel west of Publix supermarket in Lake Park. The building would be constructed around a

central 'amenity' 'courtyard with approximately 260 surface parking spaces located to the west of the building. This significant infill project will be the first private investment in redevelopment of the site.

Village of North Palm Beach Portion

As illustrated previously in Table 1 and according to Palm Beach County Property Appraiser records:

- The remainder (41%) of the site is located in the Village of North Palm Beach (comprising 15.75 acres). The North Palm Beach portion of the site is bounded by Northlake Boulevard on the north; by U.S. Route 1 on the east; and, by the eastern extension of Palmetto Drive on the south. There are three curb-cut access roads into the mall site from Northlake Boulevard; another three from U.S. 1; and three from Palmetto Drive;
- The eastern portion of the northernmost water retention pond is located in North Palm Beach;
- Pad sites along U.S. 1 and Northlake Boulevard located in North Palm Beach include a CVS Pharmacy (at the intersection), a BP Gas Station, and TD Bank; and
- WTL+a understands that 13.1 acres were placed under contract in August 2021 by JS 133 US One LLC and Village Shoppes at US1 LLC. At the time of this report, the sale has not yet been recorded in the County's records. This property formerly housed the "Cars of Dreams" Museum, office and warehouse space, and a restaurant and has frontage on U.S. 1 (a small linear parcel on the back side/western edge of the auto museum is located in Lake Park).

The site totals 38.22 acres of land. Notably, **the two largest parcels on the site are slated for redevelopment, one located in each municipality.** These projects will be the primary focus of the redevelopment master plan and are expected to generate greater ad valorem tax revenues for both Lake Park and North Palm Beach after redevelopment.

From a regulatory and administrative perspective, both Lake Park and North Palm Beach have taken critical steps in creating an overall conceptual approach for the Twin City Mall site, and both jurisdictions have modified their planning documents and building codes to mutually promote an overall site plan concept:

- The Village of North Palm Beach's plan and development code amendments addressed broader zoning descriptions/designations and review and approval processes to update the 1972 Ordinance to a new 'Code', which removed the Certificates of Appropriateness submission/review and approvals system enacted in 1972;

- The new code in North Palm Beach updates an older, more cumbersome system of submittal and review by proposers. The Village's amendments were approved and adopted on September 24, 2020;
- The revised building code for North Palm Beach assigns review and approval of development design issues to the Planning Board, which (since 1977) has served as the former 'Appropriateness Board' in reviewing development proposals by developers. References to the process and awarding of Certificates of Appropriateness have been struck from the new document; and
- The Lake Park amendments, reviewed in September 2020 also addressed changes in site layout and mix of uses and included an overall site plan that illustrated conceptual redevelopment concepts for the site in *both* jurisdictions.

We note that the concepts shown on the documents do *not* match the proposed site plan of the 250-unit residential project submitted by Woolbright Development for its property west of Publix. According to municipal staff, **there is no interlocal agreement between North Palm Beach and Lake Park that outlines how an approved/adopted redevelopment master plan might be reviewed, approved, and/or adopted through a design partnership between the two municipalities.**

As noted above, the building location of the former Cars of Dreams Museum was included in the sale of several parcels (comprising 7.99 acres, 0.43 acres and 0.72 acres) that were placed under contract for sale in August 2021. The redevelopment concept for this group of properties is planned to be a mix of uses with housing, retail, and possibly limited office space. The initial concept is anticipated to seek between 600 and 800 residential units, structured parking in two garages, open space for public gathering surrounded by activating retail uses (especially food and beverage), and possible office space on the second floor of mixed-use buildings.

Planning and design for this redevelopment concept are underway, but there is no schedule for submission, review, and approvals by the Village, nor is there a determined construction/completion schedule at the time of this analysis. Notably, **the number of units needed to recover the property's purchase price will necessitate that existing building heights and densities be reconsidered and/or revised.** The applicant recognizes that public support for these possible changes is critical.

Potential Marketing & Implementation Issues

Potential marketing and implementation issues resulting from fragmented/multiple property ownership and two different jurisdictions include:

Design/Development Consistency & Central Planning Guidance Document

While both local governments have modified their development codes to accommodate redevelopment and outline broad height and density guidelines, Woolbright Development's proposal does not correspond to the conceptual plans developed by Lake Park in its Comprehensive Plan, or the conceptual diagrams developed for the Village of North Palm Beach Master Plan by TCRPC.

Based on documents provided, it appears that **there is no single guiding master plan document to be used by the two local governments in implementing redevelopment**. Modifications to respective local development codes and Comprehensive Plans will provide a level of consistency, but the two are not linked. We recognize this may not be an issue, as Woolbright's multi-family rental project is already designed, and redevelopment planning of the property formerly occupied by the Cars of Dreams Museum has just been initiated. For purposes of consistency and predictability for present and future developers on the Twin City Mall site, a mutually related legal description of materials, scale/height/density, and other design characteristics could enhance the final redevelopment image and identity.

To ensure a predictable planning process, **the two jurisdictions should collaborate on production of a shared planning guidance document** that illustrates 1) existing allowed heights and densities; 2) how the two portions of the site can be optimally connected for pedestrians and vehicles; and 3) a vision of how future redevelopment might occur for existing outparcels, project entries and (should it ever become an opportunity), consideration of a new location for a future (potentially expanded) Publix.

There does not appear to be a jointly developed plan for the site's redevelopment today; without this type of documented future vision (which could also comprise an evolved consolidation of past plans), redevelopment will occur in a more piecemeal manner. Excellent development results from excellent planning. **A central vision plan would establish both predictability for long-term redevelopment and allow for consistent outcomes across a site with multiple owners.**

Public Goals & Objectives

Without a fully vetted master plan for the site across both municipalities (whether incentivized or legally adopted as a planning requirement), it is unclear where and how much public open space, accessible amenities, and other non-revenue generating features of redevelopment will be guaranteed in the project's implementation. In different ways, each conceptual plan identified in this report (Woolbright site in Lake Park and investor concept in North Palm Beach) recognizes the objectives of increasing the amount of public open space, providing 'urban' plazas/green space, landscaped roadways, and other benefits, but **as there is no single plan, there is no single agreed location and/or development mechanism to achieve this important public goal.** A joint planning effort may strengthen the ability of the two governments to meet open space goals by legislatively "sharing" the available open space on one site to serve the requirements of another.

That is not to say that there are not significant other benefits that will accrue from redevelopment. In terms of direct and indirect economic benefits, there will be new housing, new residents (generating additional resident spending), increased ad valorem property taxes, new sales taxes generated, and opportunities for job creation, with categories depending on the final development program of uses. But it is noted that during public discussions about redevelopment, there were stated goals for more open space in a larger combination of redevelopment parcels. There were also comments about balancing increased density with walkable scale and a well-connected, pedestrian-friendly environment, something largely lacking in both communities today.

As the project evolves, to meet the goal of increased densities (and potentially goals of more affordable housing, mixed-use and more multi-family residential), there may be the need to plan for structured parking, whether for existing retail (like the Publix supermarket) or for mid-rise residential to free up land for increased density. Key issues surrounding structured parking include:

- At present, **base land values and allowed redevelopment densities at the site are not likely to justify the capital investment costs of structured parking** at a commercial level, so a mechanism for public funding may be necessary if this objective is pursued;
- The location, linkage to adjacent use(s), and timing of structured parking could conceivably be managed by either Lake Park, North Palm Beach, or a combination of the two; and
- The ability to use public financing sources (such as a public bond) may require consideration of an overlay 'authority district' or planning district (potentially including land in both jurisdictions) as a solution, should structured parking become a requirement.

At present, redevelopment planning is specific to the municipality in which the new project is located. While the Wendy's site on Northlake Boulevard is relatively small, the property is split between the two local governments. As a legal issue, Wendy's is functioning well as currently divided. As a future redevelopment site, however, split parcels may complicate a single connected plan and vision.

Administration, Review & Approvals

With nine separate property owners, each having different priorities and timing for redevelopment or other investment, it is likely that longer-term redevelopment will result in property consolidation, higher-density projects (concurrent with increasing values in the underlying land) and changing development patterns along the major roadways framing the site. While the Town of Lake Park and Village of North Palm Beach have worked cooperatively to revise development codes and to share information about developer proposals, **the municipalities do not appear to have a joint mechanism to administer, review, and approve development program review** for components such as potentially shared infrastructure investment, differing property tax rates, or sales tax revenues.

If the primary objective is to redevelop the site and generate net new ad valorem taxes for each municipality, a more formalized structure may not be needed. But if there are economies-of-scale or joint financing benefits to be gained by considering cost-sharing of elements like storm water management, water and sewer, police and fire protection services, building inspections, or property tax assessment rates, a more structured approach (such as a joint- or shared-jurisdiction overlay district) may be considered.

A less structured approach may involve regular joint meetings between the two municipalities for planning and development workshops for review by both jurisdictions' specific committees. These regular meetings could help identify issues of inconsistency and allow representative advisory review committees/commissions/boards to discuss and resolve unanticipated project circumstances or requests for planning policy changes or financial incentives. This 'joint meetings' approach could also consider consistencies or differences in urban design and planning standards, material standards, and public space connectivity across both parts of the site.

Changing Market Forces & Characteristics

Both Lake Park and North Palm Beach have developed over time as low-scale, suburban communities characterized by a predominance of single-family detached housing, with selected higher-density development along the Intracoastal Waterway in each community. Because

waterfront properties are highly desirable for residential development (and generally more highly valued in the marketplace), these parcels present a particular opportunity for long-term redevelopment, particularly in Lake Park. Existing development along the Lake Park waterfront is centered around Kelsey Park and the Town's marina, which preserve public views and access. These public amenities are now attracting potentially significant new investment, such as the Nautilus 220 project (which will contain 332 high-end condominium units) and are developing in response to a higher-density opportunity, both in scale and height and in the achieved values that are anticipated over time.

This raises the issue of future reconsideration of current building heights and densities and the new markets they can represent. Florida has long benefitted from the relocation of residents from the Northeast and Midwest due to its tropical climate; more recently, population relocation has increased as a result of the pandemic and ability to work remotely. New 'relocated' residents are looking for new places to live and do not bring preconceived notions about community character. In response, developers are looking for lower-priced parcels to create higher values, and **Lake Park's waterfront is viewed as an opportunity to create those higher-priced (and higher-density) values.**

While the North Palm Beach part of the site is technically within the Village's boundaries, it is positioned to capitalize on this new resident opportunity, as the Village's remaining water-proximate properties are already developed, have highly fragmented ownership, and will be more costly to purchase. This suggests that a higher-density option should be considered for that portion of the site adjacent to U.S. 1, including the former Dreams of Cars Museum building. Higher elevations bring water views and value premiums in both sale prices and rental rates, and this will be appealing to new residents who may not want the lower-scale lifestyle that exists in the single-family neighborhoods in North Palm Beach.

Current development codes and height limits do not encourage or allow developments above mid-rise levels. The decision to consider increased heights on the North Palm Beach part of the site will also affect views and public space access from the Lake Park parcels. **WTL+a suggests, because of its location and context, that new uses on the North Palm Beach portion of the site consider greater densities and building heights to capture a share of this emerging market.** The Village is effectively competing for this market with multiple other communities along the waterfront in South Florida.

Another consideration is the value of land for surface parking. In real estate economics, there will be a point in time when the value per surface-foot will exceed the inherent value of surface parking.

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This will mean that structured parking can become more financially feasible than the opportunity-cost of retaining surface parking over the long-term. This issue is an immediate one for the mixed-use concept being considered by the prospective owners of 13.1 acres on the North Palm Beach side of the site. Over time, this may also become an issue for the Publix site in Lake Park. Grocery stores require parking and provide an amenity to nearby residents, but they are generally planned with suburban development and parking standards. It is unknown whether Publix' real estate department is considering long-term redevelopment of their existing Lake Park store (and particularly its large parking field). The planned Woolbright project is also meeting its parking requirements with surface parking, but that could also change as property values increase. It is also recognized that structured parking is much more costly per parking stall than surface parking (by a cost factor of two to four times per parking stall).

This is the reason that **public incentives may be required to close the 'cost gap' between land values that exceed those of surface parking but may not be high enough to be cross-subsidized by the value of internal project uses** (on a per square foot basis). WTL+a suggests that the Town of Lake Park should anticipate that long-term future redevelopment on parcels dependent on surface parking may evolve over time to require structured parking; the Town should seek to balance opportunities for additional density against the structured parking costs, whether incorporated into developer costs or incentivized by the Town or another public entity.

Appendix

Table 53: Summary of Demographic Characteristics & Forecasts, 2010—2025

	2020	As % of County	2010-2020	Annual Growth Rate	2020-2025	Annual Growth Rate	
Population Trends & Forecasts							
	Current Estimates (2020)		Population Growth (Past 10 Years)		Population Forecast (Next 5 Years)		
Palm Beach County	1,460,733		140,599	1.02%	88,359	1.18%	
Lake Park	8,762	0.6%	607	0.72%	339	0.76%	
North Palm Beach	12,975	0.9%	954	0.77%	515	0.78%	
North County Trade Area	73,538	5.0%	8,182	1.19%	3,987	1.06%	
Age Cohorts							
	Current Estimates (2020)			5-Year Forecast (2025)		% Change: 2020-2025	
	Median Age	Age 25-64	Age 65+	Age 25-64	Age 65+	Age 25-64	Age 65+
Lake Park	37.5	54%	15%	53%	17%	-2.5%	16.0%
North Palm Beach	57.4	47%	37%	44%	41%	-7.9%	12.3%
North County Trade Area	47.6	52%	25%	50%	28%	-4.1%	10.9%
Annual Household Incomes							
	Current Estimates (2020)			5-Year Forecast (2025)		% Change: 2020-2025	
	Annual Average	< \$100,000	\$100,000+	< \$100,000	\$100,000+	< \$100,000	\$100,000+
Lake Park	\$ 62,384	85%	16%	83%	17%	-1.3%	7.1%
North Palm Beach	\$ 107,822	60%	40%	56%	44%	-6.8%	10.1%
North County Trade Area	\$ 107,081	65%	35%	62%	38%	-4.2%	8.5%

Source: U.S. Census Bureau; American Community Survey; ESRI Business Analyst; WTL +a, May 2021.

Table 54: Summary of Economic Characteristics & Forecasts, 2007—2028

	Annual HH Retail Spending	Comparison to County	Retail Leakage or (Inflow)	Retail Space Per Capita				
Retail Spending & Inflow/Leakage								
Palm Beach County	\$ 21,134			54.3				
Lake Park	\$ 14,176	67.1%	\$ (169,427,772)	103.7				
North Palm Beach	\$ 23,966	113.4%	\$ 84,579,788	99.1				
North County Trade Area	\$ 23,785	112.5%		112.0				
Employment								
	2020 (Dun & Bradstreet)			2007-2018 (Census)		2028 (DEO)		
	Total Jobs	As % of County (Fair Share)	Jobs-to-Population Ratio	Job Gains or (Losses)	New Jobs As % of County Past 12 Years	Past 5 Years	New Jobs if Fair Share Maintained	
Palm Beach County	713,943		0.49	75,851			87,755	
Lake Park	6,604	0.93%	0.75	552	0.747%	0.751%	812	
North Palm Beach	6,185	0.87%	0.48	182	0.758%	0.794%	760	
North County Trade Area	49,371	6.9%	0.67	3,760	5.0%	7.4%	6,068	
Selected Industry Sectors (As % of Total Jobs)								
	2018 (Census)							
	Retail & Hospitality			Administration & Waste Management	Office Professional/ Scientific/Tech'l Services		Information Finance/Insur & Real Estate	Industrial Manufacturing Wholesale Trade Transp & Whsg
	Retail Trade & Arts/Entertainmt & Recreation	Accommodation/ Food Services	Healthcare					
Palm Beach County	15%	11%	15%	11%	8%	8%	8%	8%
Lake Park	24%	12%	8%	14%	3%	1%	17%	
North Palm Beach	10%	14%	24%	9%	15%	8%	2%	
North County Trade Area	20%	13%	15%	12%	8%	8%	9%	

Source: U.S. Census Bureau; American Community Survey; ESRI Business Analyst; WTL +a, May 2021.

Table 55: Summary of Real Estate Market Conditions, 2001—2020

	Palm Beach County	North County Trade Area	Lake Park	North Palm Beach
Workplace: Office				
2020 Inventory (SF)	57,613,955	4,970,337	57,566	1,081,296
<i>As % of County or Trade Area</i>		8.6%	1.2%	21.8%
Annual Net Absorption				
Past 20 Years (2001-2020)	10,222,609	1,365,726	7,822	(53,440)
Average Annual	511,130	68,286	391	(2,672)
<i>As % of County or Trade Area</i>		13%	0.6%	-
Past 5 Years (2016-2020)	854,515	212,422	3,707	(19,031)
Average Annual	170,903	42,484	741	(3,806)
<i>As % of County or Trade Area</i>		25%	1.7%	-
2020 Only (Pandemic)	(434,190)	59,890	8,860	725
2021 (Jan-April)	237,726	(52,234)	(1,345)	18,679
New Development				
Past 20 Years (2001-2020)	14,750,527	1,763,316	1,332	35,496
<i>Average Annual</i>	737,526	88,166	-	-
<i>As % of County or Trade Area</i>		12%	0.08%	2.0%
Past 5 Years (2016-2020)	1,277,936	300,158	-	-
<i>Average Annual</i>	255,587	60,032	-	-
<i>As % of County or Trade Area</i>		23%	0%	0%

Table 55 (Continued): Summary of Real Estate Market Conditions, 2001—2020

	Palm Beach County	North County Trade Area	Lake Park	North Palm Beach
Retail & Hotel				
2020 Inventory (SF)	79,577,880	8,239,538	908,739	1,285,492
<i>As % of County or Trade Area</i>		10%	11%	16%
Annual Net Absorption				
Past 15 Years (2006-2020)	5,330,722	1,292,961	109,050	77,437
Average Annual	355,381	86,197	7,270	5,162
<i>As % of County or Trade Area</i>		24%	8%	6%
Past 5 Years (2016-2020)	1,361,841	325,811	102,856	3,990
Average Annual	272,368	65,162	20,571	798
<i>As % of County or Trade Area</i>		24%	32%	1.2%
2020 Only (Pandemic)	(161,770)	(49,235)	8,707	35,328
2021 (Jan-April)	119,226	72,768	4,332	(36,503)
New Development				
Past 15 Years (2006-2020)	11,941,314	1,849,853	101,874	36,803
<i>Average Annual</i>	796,088	123,324	6,792	2,454
<i>As % of County or Trade Area</i>		15%	6%	2%
Past 5 Years (2016-2020)	2,481,384	259,332	4,765	3,100
<i>Average Annual</i>	496,277	51,866	-	-
<i>As % of County or Trade Area</i>		10%	1.8%	1.2%
Hotel Inventory (Rooms)	17,740	N/A	-	154
<i>As % of County</i>		N/A	0%	0.9%
Housing				
Housing Starts (2007-2019)				
Single-family Detached	28,823	N/A	3	45
Multi-family	20,934	N/A	-	182
Total:	49,757		3	227
Annual Net Absorption-Multi-family				
Past 20 Years (2001-2020)	N/A	1,537	(14)	10
Average Annual		77	-	-
<i>As % of County or Trade Area</i>			-	-
Past 5 Years (2016-2020)	N/A	812	3	3
Average Annual		162	-	-
<i>As % of County or Trade Area</i>			-	-

Source: CoStar, Inc.; ESRI Business Analyst; STR Global; WTL+a, May 2021.

Table 56: Employee Inflow/Outflow—Town of Lake Park, 2008—2018

	2008	2013	2018	Change: 2008-2018	
				Amount	%
Total Inflow/Outflow					
Employed in Lake Park	4,372	3,595	4,865	493	11%
Labor Force Living in Lake Park	4,167	2,915	4,497	330	8%
Net Job Inflow (+) or Outflow (-)	205	680	368	163	80%
Outflow Job Characteristics (1)					
Workers in "Goods Producing" Industries	371	184	361	(10)	-3%
Workers in "Trade, Transportation & Utilities" Industries	708	402	822	114	16%
Workers in "All Other Services" Industries	2,911	2,197	3,150	239	8%
Total:	3,990	2,783	4,333	343	9%
Inflow Job Characteristics (2)					
Workers in "Goods Producing" Industries	1,170	643	1,259	89	8%
Workers in "Trade, Transportation & Utilities" Industries	1,182	990	1,385	203	17%
Workers in "All Other Services" Industries	1,843	1,830	2,057	214	12%
Total:	4,195	3,463	4,701	506	12%

(1) Includes job characteristics of labor force residents of Lake Park who work elsewhere.

(2) Includes job characteristics of labor force residents living elsewhere who work in Lake Park.

Source: U.S. Census Bureau, On-the-Map; WTL+a; April 2021.

Table 57: Employee Inflow/Outflow—Village of North Palm Beach, 2008—2018

	2008	2013	2018	Change: 2008-2018	
				Amount	%
Total Inflow/Outflow					
Employed in North Palm Beach	3,510	3,911	4,619	1,109	32%
Labor Force Living in North Palm Beach	4,880	4,188	5,344	464	10%
Net Job Inflow (+) or Outflow (-)	(1,370)	(277)	(725)	645	-47%
Outflow Job Characteristics (1)					
Workers in "Goods Producing" Industries	557	347	533	(24)	-4%
Workers in "Trade, Transportation & Utilities" Industries	972	659	984	12	1%
Workers in "All Other Services" Industries	3,135	2,889	3,521	386	12%
Total:	4,664	3,895	5,038	374	8%
Inflow Job Characteristics (2)					
Workers in "Goods Producing" Industries	217	226	201	(16)	-7%
Workers in "Trade, Transportation & Utilities" Industries	320	375	403	83	26%
Workers in "All Other Services" Industries	2,757	3,017	3,709	952	35%
Total:	3,294	3,618	4,313	1,019	31%

(1) Includes job characteristics of labor force residents of North Palm Beach who work elsewhere.

(2) Includes job characteristics of labor force residents living elsewhere who work in North Palm Beach.

Source: U.S. Census Bureau, On-the-Map; WTL+a; April 2021.

Table 58: Employee Inflow/Outflow—North County Trade Area, 2008—2018

	2008	2013	2018	Change: 2008-2018	
				Amount	%
Total Inflow/Outflow					
Employed in North County Trade Area	39,316	37,222	44,755	5,439	14%
Labor Force Living in North County Trade Area	28,912	26,967	31,999	3,087	11%
Net Job Inflow (+) or Outflow (-)	10,404	10,255	12,756	2,352	23%
Outflow Job Characteristics (1)					
Workers in "Goods Producing" Industries	2,524	1,759	2,611	87	3%
Workers in "Trade, Transportation & Utilities" Industries	4,635	4,068	5,015	380	8%
Workers in "All Other Services" Industries	15,560	15,507	18,085	2,525	16%
Total:	22,719	21,334	25,711	2,992	13%
Inflow Job Characteristics (2)					
Workers in "Goods Producing" Industries	4,464	2,622	4,108	(356)	-8%
Workers in "Trade, Transportation & Utilities" Industries	7,988	7,704	8,586	598	7%
Workers in "All Other Services" Industries	20,671	21,263	25,773	5,102	25%
Total:	33,123	31,589	38,467	5,344	16%

(1) Includes job characteristics of labor force residents of North County Trade Area who work elsewhere.

(2) Includes job characteristics of labor force residents living elsewhere who work in North County Trade Area.

Source: U.S. Census Bureau, On-the-Map; WTL+a; May 2021.

Table 59: Demographic Trends & Forecasts—Palm Beach County, 2000—2024

	2000	2010	2019	% Dist.	2024	% Dist.	Change: 2019-2024	
							No.	CAGR %
Demographic Profile								
Population	1,131,184	1,320,134	1,460,733		1,549,092		88,359	1.18%
Households	474,175	544,227	595,315		629,257		33,942	1.12%
Avg. HH Size	2.34	2.39	2.42		2.43			
Median Age		43.5	45.9		46.2			
Race								
White		970,121	1,015,647	70%	1,043,274	67%	27,627	0.5%
Black		228,690	284,136	19%	319,417	21%	35,281	2.4%
American Indian		6,043	6,010	0%	5,967	0%	(43)	-0.1%
Asian, Pacific Islander		31,870	41,944	3%	49,228	3%	7,284	3.3%
Other		53,138	71,768	5%	84,150	5%	12,382	3.2%
Two or More Races		30,272	41,228	3%	47,056	3%	5,828	2.7%
Total:		1,320,134	1,460,733		1,549,092		88,359	
Hispanic (1)		250,823	343,611	24%	409,465	26%	65,854	3.6%
Age Distribution								
0-14		220,616	223,593	15%	233,670	15%	10,077	0.9%
15-24		153,675	155,395	11%	156,584	10%	1,189	0.2%
25-34		146,694	176,499	12%	185,962	12%	9,463	1.1%
35-44		165,576	159,321	11%	178,203	12%	18,882	2.3%
45-54		188,126	177,559	12%	169,783	11%	(7,776)	-0.9%
55-64		160,292	197,572	14%	197,733	13%	161	0.0%
65-74		130,427	181,184	12%	204,744	13%	23,560	2.5%
75+		154,728	189,610	13%	222,413	14%	32,803	3.2%
Income Profile								
Households by Income								
<\$15,000			9.3%		7.6%			
\$15,000 - \$24,999			9.2%		7.6%			
\$25,000 - \$34,999			9.0%		7.7%			
\$35,000 - \$49,999			12.7%		11.8%			
\$50,000 - \$74,999			17.8%		17.4%			
\$75,000 - \$99,999			12.5%		13.1%			
\$100,000 - \$149,999			14.0%		15.9%			
\$150,000 - \$199,999			6.4%		8.4%			
\$200,000+			9.1%		10.6%			
Average HH Income			\$ 93,331		\$ 106,694			2.7%
Median HH Income			\$ 61,366		\$ 70,955			2.9%
Education Profile								
Years of Education (2018 American Community Survey/ACS)								
Less than 9th Grade			5.9%					
9th-12th Grade, No Diploma			6.0%					
High School Graduate (Includes Equivalency)			24.9%					
Some College, No Degree			19.6%					
Associate Degree			8.8%					
Bachelor's Degree			21.8%					
Graduate/Professional Degree			13.0%					

(1) Persons of Hispanic origin are a subset of other race categories; therefore, totals do not add.
<https://factfinder.census.gov/faces/nav/jsf/pages/index.xhtml>

Source: ESRI Business Analyst; American Community Survey; WTL +a, April 2021.



Table 60: Industrial Market Profile—Town of Lake Park, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg.	% CAGR	
Industrial																		
Inventory	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	872,422	-		
As % of County	1.6%	1.7%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.7%	1.7%	1.7%	1.7%	1.7%	1.7%	1.6%			
No. of Buildings/Centers	86	86	86	86	86	86	86	86	86	86	86	86	86	86	86			
Vacant Stock	101,590	122,231	110,497	73,207	33,571	40,491	31,018	30,938	32,369	8,725	5,214	2,800	13,300	3,800	(97,790)			
Vacancy Rate	11.8%	14.0%	12.7%	8.4%	3.8%	4.6%	3.6%	4.2%	3.7%	1.0%	0.6%	0.3%	1.5%	0.4%	-22.3%			
Net Absorption:	(47,047)	(20,841)	11,734	37,290	39,836	(6,920)	9,475	(5,922)	4,569	23,644	3,511	2,414	(10,500)	9,500	50,743	3,825		
Past 5 Years															28,569	5,714		
Construction Deliveries	38,043	-	-	-	-	-	-	-	-	-	-	-	-	-	-	38,043		
Gross Rent/SF	\$ 9.16	\$ 10.48	\$ 8.94	\$ 9.30	\$ 8.90	\$ 9.76	\$ 8.33	\$ 9.12	\$ 10.00	\$ 11.60	\$ 11.90	\$ 11.73	\$ 13.32	\$ 13.40				
Average Annual % Change	-	14.4%	-14.7%	4.0%	-4.3%	9.7%	-4.4%	-2.3%	9.6%	16.0%	2.6%	-1.4%	13.6%	0.6%				3.0%
Flex																		
Inventory	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	191,575	-		
As % of County	1.7%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.6%	1.7%	1.7%				
No. of Buildings/Centers	15	15	15	15	15	15	15	15	15	15	15	15	15	15				
Vacant Stock	29,100	9,392	5,487	7,271	6,355	5,541	9,920	7,920	17,550	2,000	-	-	7,235	7,235	(21,865)			
Vacancy Rate	15.2%	4.9%	2.9%	3.8%	3.3%	2.9%	5.2%	4.1%	9.2%	1.0%	0.0%	0.0%	3.8%	3.8%	-10.2%			
Net Absorption:	(27,700)	19,708	3,895	(1,774)	916	814	(4,379)	2,000	(9,830)	16,550	2,000	-	(7,235)	-	(6,835)	(417)		
Past 5 Years															10,315	2,063		
Construction Deliveries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Gross Rent/SF	\$ 4.43	\$ 9.63	\$ 9.87	\$ 9.91	\$ 9.03	\$ 8.85	\$ 8.89	\$ 8.99	\$ 13.36	\$ 13.09	\$ 12.53	\$ 12.00	\$ 12.15	\$ 11.95				
Average Annual % Change	-	117.4%	2.6%	0.4%	-8.0%	-2.0%	1.6%	0.0%	48.8%	-2.0%	-4.3%	-4.2%	1.3%	-1.6%				7.8%

Source: CoStar, Inc.; WTL+a, May 2021.



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Table 61: Multi-family Rental Characteristics—North County Trade Area, 2007—2020

	2007	2008	National Recession & Recovery				2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012									Total	Ann'l Avg.	% CAGR
Inventory (Units)	3,910	3,910	3,910	3,910	3,910	3,910	4,134	4,134	4,474	4,474	4,482	4,961	4,961	4,961	1,051		
No. of Buildings	81	81	81	81	81	81	82	82	83	83	84	86	86	86	5		
Vacant Stock (Units)	290	322	326	239	273	208	251	170	527	282	266	403	249	205	(85)		
Vacancy Rate	7.4%	8.2%	8.3%	6.1%	7.0%	5.3%	6.1%	4.1%	11.8%	6.3%	5.9%	8.1%	5.0%	4.1%			-4.4%
Total Net Absorption (Units)	(32)	(32)	(2)	86	(35)	65	181	81	(18)	245	26	343	154	44	1,106	79	
Past 5 Years															812	162	
Construction Deliveries	-	-	-	-	-	-	224	-	340	-	8	482	-	-	1,054		
Average Unit Size (SF)	1,009	1,009	1,009	1,009	1,009	1,009	1,026	1,026	1,060	1,060	1,063	1,098	1,098	1,098			0.7%
Average Monthly Rent	\$ 1,376	\$ 1,350	\$ 1,272	\$ 1,335	\$ 1,343	\$ 1,373	\$ 1,413	\$ 1,454	\$ 1,527	\$ 1,579	\$ 1,641	\$ 1,691	\$ 1,738	\$ 1,758			1.9%
Per SF Rent	\$ 1.27	\$ 1.25	\$ 1.18	\$ 1.23	\$ 1.24	\$ 1.27	\$ 1.31	\$ 1.34	\$ 1.41	\$ 1.46	\$ 1.52	\$ 1.56	\$ 1.61	\$ 1.62			1.9%
Average Annual % Change		-1.6%	-5.6%	4.2%	0.8%	2.4%	3.1%	2.3%	5.2%	3.5%	4.1%	2.6%	3.2%	0.6%			

Source: CoStar, Inc.; WTL+a, May 2021.

WTL +a

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Table 62: Office Market Profile—North County Trade Area, 2007—2020

	2007	2008	National Recession & Recovery					2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012	Total									Ann'l Avg.	% CAGR	
Office																		
Inventory	4,326,209	4,494,078	4,549,145	4,549,145	4,622,620	4,661,564	4,661,564	4,661,564	4,699,969	4,695,760	4,326,209	4,708,993	4,800,551	4,970,337	644,128			
As % of County	8.1%	8.0%	8.0%	8.0%	8.1%	8.2%	8.2%	8.1%	8.2%	8.2%	7.5%	8.2%	8.3%	8.6%				
No. of Buildings/Centers	216	222	225	225	226	227	227	227	228	227	227	228	228	230	14			
Vacant Stock	457,063	637,767	733,927	811,442	912,734	820,332	846,298	684,125	567,552	420,915	424,202	543,847	515,602	625,498	168,435			
Vacancy Rate	10.6%	14.2%	16.1%	17.8%	19.7%	17.6%	18.2%	14.2%	12.1%	9.0%	9.8%	11.5%	10.7%	12.6%			1.4%	
Net Absorption:	6,440	(12,835)	(41,093)	(77,515)	(27,817)	131,346	(25,966)	182,173	134,978	142,428	(3,287)	(106,412)	119,803	59,890	482,133	34,438		
Past 5 Years															212,422	42,484		
Construction Deliveries	218,877	167,869	55,067	-	73,475	38,944	-	-	38,405	-	-	18,400	111,972	169,786	892,795			
Gross Rent/SF	\$ 28.61	\$ 27.59	\$ 26.37	\$ 26.39	\$ 23.36	\$ 23.63	\$ 25.26	\$ 25.52	\$ 26.01	\$ 26.68	\$ 29.59	\$ 29.36	\$ 30.23	\$ 34.80			0.4%	
Average Annual % Change	-	-3.6%	-4.4%	0.1%	-11.5%	1.2%	6.9%	1.0%	1.9%	2.6%	10.9%	-0.8%	3.0%	15.1%				
Base Rent/SF (NNN)	\$ 20.85	\$ 20.42	\$ 19.64	\$ 19.95	\$ 18.78	\$ 18.54	\$ 20.04	\$ 19.69	\$ 20.69	\$ 21.56	\$ 22.44	\$ 22.62	\$ 23.28	\$ 26.78			0.9%	

Source: CoStar, Inc.; WTL+a, May 2021.

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Table 63: Retail Market Profile—North County Trade Area, 2007—2020

	2007	2008	National Recession & Recovery				2013	2014	2015	2016	2017	2018	2019	2020	Change: 2007-2020		
			2009	2010	2011	2012									Total	Ann'l Avg.	% CAGR
Inventory	7,546,358	7,841,154	7,970,229	8,061,489	8,061,489	8,049,125	8,036,933	8,036,933	8,039,089	8,038,829	8,013,696	8,117,459	8,199,142	8,239,536	693,180		
As % of County	9.9%	10.1%	10.2%	10.4%	10.3%	10.3%	10.3%	10.2%	10.2%	10.1%	10.1%	10.2%	10.4%	10.4%			
No. of Buildings/Centers	383	394	394	398	398	397	395	395	392	395	395	399	407	409	26		
Vacant Stock	432,138	471,503	544,942	496,653	406,178	283,307	328,889	344,556	451,444	335,271	192,103	359,505	236,451	326,082	(106,054)		
Vacancy Rate	5.7%	6.0%	6.8%	6.2%	5.0%	3.5%	4.1%	4.3%	5.6%	4.2%	2.4%	4.4%	2.9%	4.0%			-2.8%
Net Absorption:	(143,678)	269,429	66,636	139,649	90,476	110,607	(66,674)	(17,867)	(104,732)	116,913	118,036	(63,639)	204,737	(49,235)	659,656	47,118	
Per 5 Years															326,611	65,162	
Construction Deliveries	46,855	320,971	144,121	91,280	-	-	-	-	16,000	29,490	4,000	103,763	81,683	40,398	876,639		
Gross Rent/SF	\$ 22.45	\$ 23.22	\$ 22.15	\$ 18.17	\$ 16.56	\$ 15.34	\$ 16.38	\$ 18.05	\$ 16.75	\$ 20.36	\$ 27.80	\$ 26.62	\$ 24.71	\$ 22.87			0.14%
Average Annual % Change	-	3.4%	-4.6%	-18.0%	-8.9%	-7.4%	8.8%	10.2%	3.9%	8.6%	36.5%	-4.2%	-7.2%	-7.4%			
Base Rent/SF (NNN)	\$ 22.04	\$ 24.80	\$ 23.41	\$ 17.99	\$ 16.20	\$ 14.65	\$ 15.77	\$ 17.29	\$ 18.40	\$ 20.44	\$ 31.82	\$ 27.21	\$ 24.80	\$ 23.15			0.38%

Source: CoStar, Inc.; WTL+a, May 2021.



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Twin City Mall Redevelopment Feasibility Study Phase 1 Market Study



WTL+a

**Real Estate &
Economic Advisors
DC & MA**

**Retail &
Development
Strategies
Arlington, VA**

Prepared for:
**Treasure Coast
Regional Planning
Council**

On behalf of:
**Town of Lake
Park & Village of
North Palm
Beach**

December 2021



Introduction



Tom Lavash, Managing Principal

WTL+a Real Estate & Economic Advisors



Tom Moriarity, Managing Principal

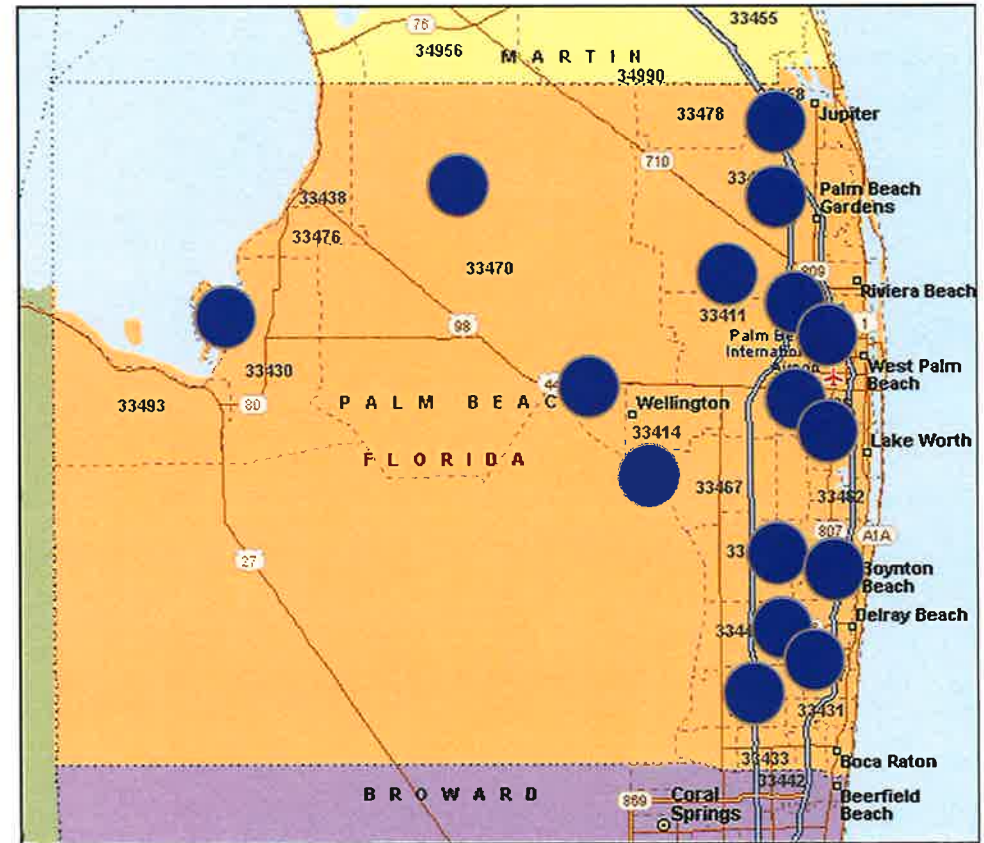
Retail & Development Strategies LLC



Introduction

Multiple Projects Across Palm Beach County Since 2005

- **CRA & TIF Studies**—Boynton Beach, Delray Beach, Jupiter, Lake Park, Lake Worth, Riviera Beach, West Palm Beach
- **TOD Master Plans**—Delray Beach, Jupiter, Palm Beach Gardens, West Palm Beach
- **Community & District Master Plans:** Glades Region, North Palm Beach, SR 7 Corridor, Transit Village, Waterways Plan
- **Redevelopment Feasibility**—Twin City Mall, Atlantic Crossing, Auburn Trace, Seacrest Village



Introduction

- Commenced feasibility study in March 2021
- Two phases:

Phase 1: Demographic/economic profile
Stakeholder interviews
Real estate market conditions
Redevelopment potentials
Implementation issues & direction
Completed October 2021

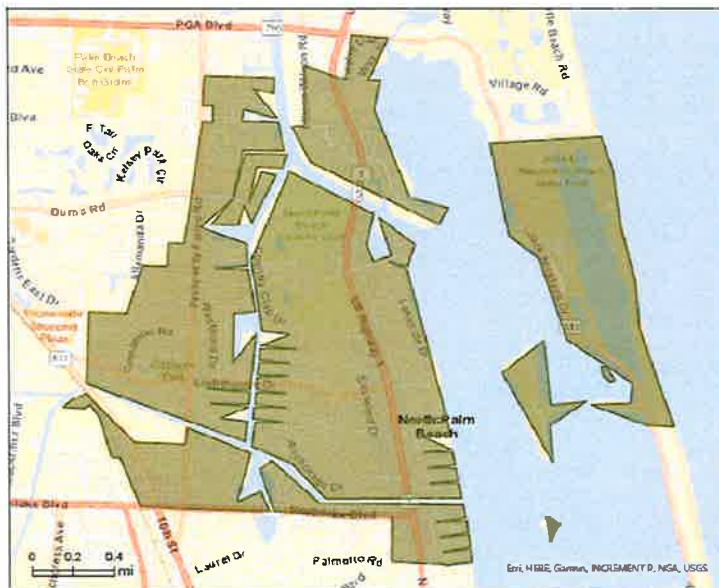
Phase 2: Financial feasibility of *up to* 3 development scenarios (TBD by TC)
Anticipated draft 2 months from receipt of development scenarios

- Key objective to ensure plan is grounded in economic/market realities
- Sequential tasks serve as “building blocks”:
 - Demographic & economic profile: the “drivers” of real estate demand
 - Market conditions: real estate metrics & performance
 - Demand potentials: evaluates redevelopment opportunities

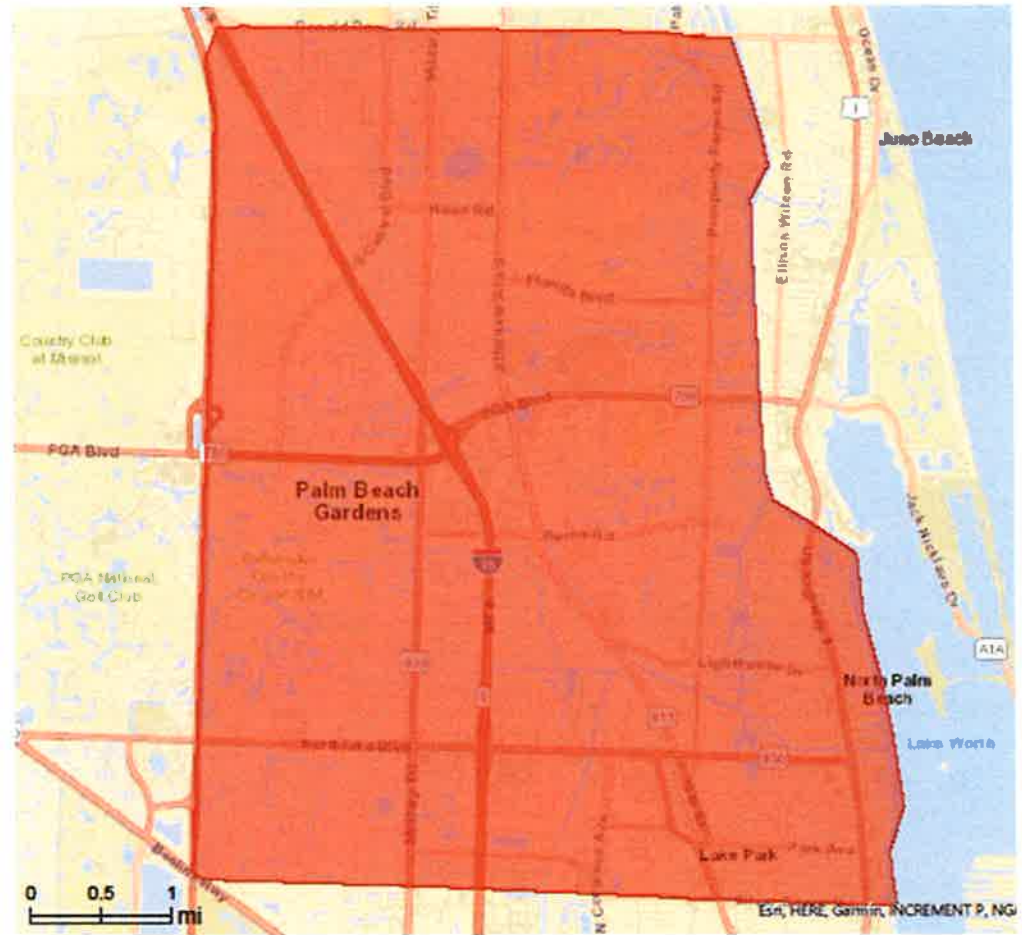
Demographics



Town of Lake Park



Village of North Palm Beach



North County Trade Area

Demographics

- Population growth since 2010:
 - Lake Park: 600+ residents in 250+ HHs
 - North Palm Beach: 950+ residents in 470+ HHs
 - North County: 8,100+ residents in 3,600+ HHs
- Population forecasts (2025) do not consider opportunities associated with a 38-acre *transformative* site:
 - Lake Park: 339 new residents in **134 HHs**
 - North Palm Beach: 515 new residents in **250 HHs**
 - North County: 3,980 new residents in 1,720 HHs
- Average annual HH incomes:
 - Lake Park: \$62,400
 - North Palm Beach: \$107,800
 - North County: \$107,000



Demographics

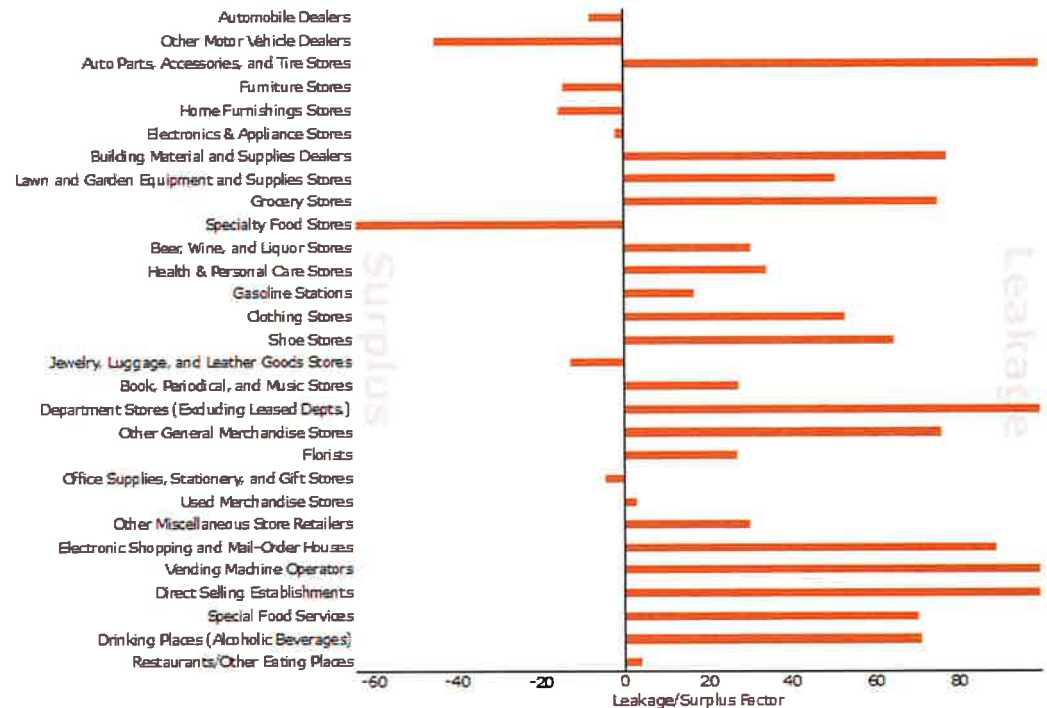
- Annual household retail spending:

- Lake Park: \$14,176
- North Palm Beach: \$23,966
- North County: \$23,785



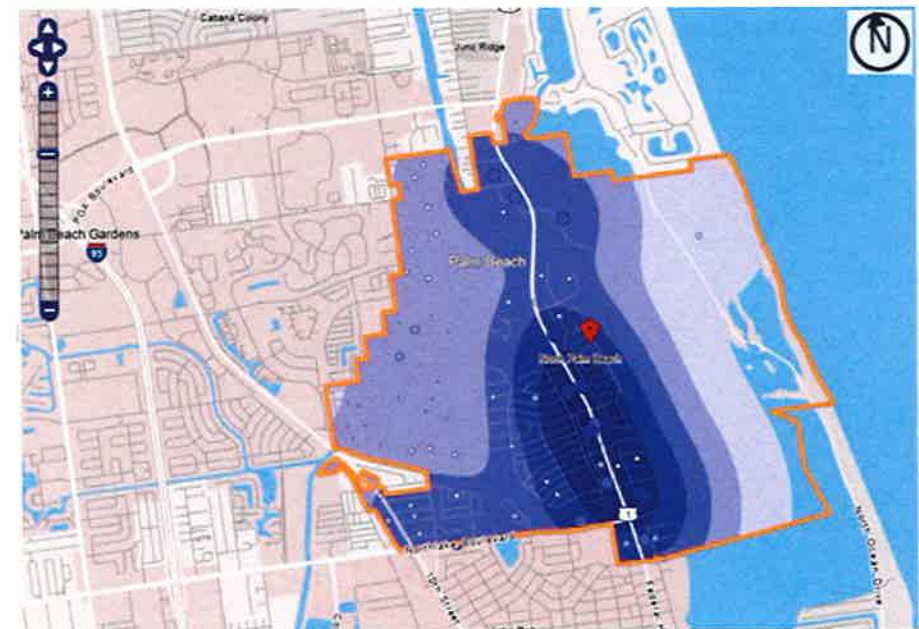
- Annual retail sales *inflow* or *leakage*:

- Lake Park: **\$169.4 million inflow**
- North Palm Beach: **\$84.6 million leakage** across multiple merchandise categories
- Leakage represents a **potential sales recapture opportunity**



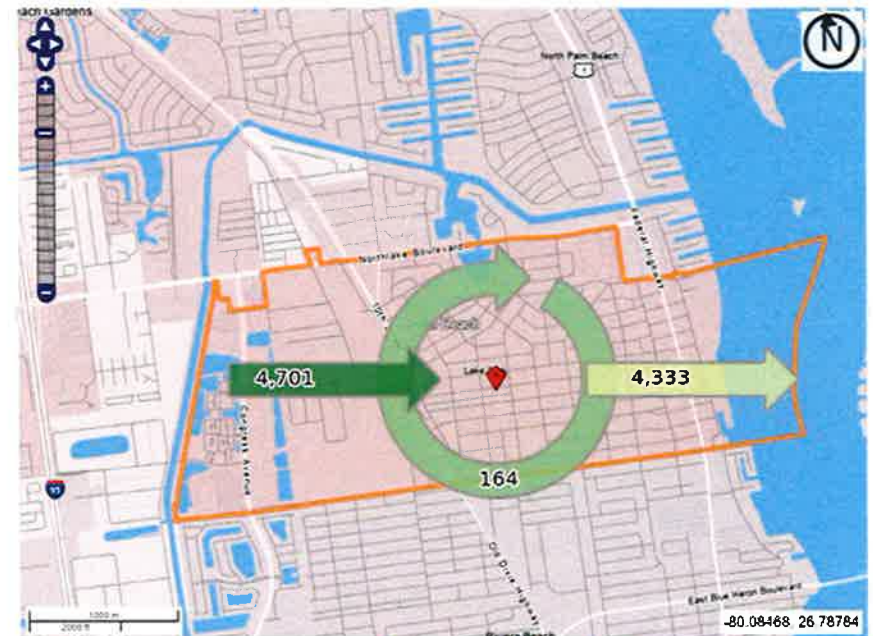
Economic Profile

- *Net new jobs (2007—2018):*
 - Lake Park: 552
 - North Palm Beach: 182
 - North County: 3,760
- *Share of countywide jobs:*
 - Lake Park: **0.75%**
 - North Palm Beach: **0.79%**
 - North County: 7.4%
- *Jobs-to-population ratio:*
 - Boca Raton: 1.24
 - West Palm Beach: 0.86
 - **Lake Park: 0.75**
 - Riviera Beach: 0.63
 - Palm Beach County: 0.49
 - **North Palm Beach: 0.48**



Economic Profile

- Both municipalities account for 9% to 12% of North County jobs—share has remained consistent
- DEO employment forecast for Palm Beach County: **87,755 new jobs** countywide (2020—2028)
- If municipalities maintain their *fair share* of County employment:
 - Lake Park @ 0.75% = **659 new jobs**
 - North Palm Beach @ 0.79% = **697 new jobs**



Market Conditions: Housing

Town of Lake Park

- Housing market is generally stable:
 - Flat owner-occupancy (40%)
 - Increasing renter-occupancy (46%)
 - Limited new construction
 - Average values: \$233,900
 - True vacancy rate: 11.7% has increased since 2010

- **Significant increase in investor interest in US 1 corridor:**
 - **Nautilus 220** (transformative)
 - 315 Federal Highway
 - Woolbright



Market Conditions: Housing

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Village of North Palm Beach

- Housing market is strong:
 - Increasing owner-occupancy (60%)
 - Stable renter-occupancy (21%)
 - Housing starts average 17 units/year
 - Average values: \$505,700
 - True vacancy rate: 5.7% on par with industry standards

- Recent/new investment in US 1 corridor:
 - **Water Club** (new price ceiling)
 - Solara City Centre
 - Emara Palm Beach



Market Conditions: Office

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Town of Lake Park

- Very limited supply: 57,600 SF in 13 buildings (0.10% of County) & no new construction
- **Negligible net absorption:**
 - Past 14 years: 867 SF/year
 - Past 5 years: **741 SF/year**
- Fluctuating vacancy rates—from 6% (2011) to 20% (2019)
- **Vacancies declined in 2020: 4.6%** with **8,860 SF** of *positive* net absorption



Market Conditions: Office

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Village of North Palm Beach

- Supply: 1,081,300 SF in 68 buildings (1.9% of County) & only 11,300 SF of new construction since 2007
- **Negative net absorption:**
 - Past 14 years: **(5,500 SF)/year**
 - Past 5 years: **(3,800 SF)/year**
- Fluctuating vacancy rates—from 22% (2010) to 7% (2017) to 11% (2020)
- Vacancies remain at 11% in 2021; net absorption is flat



Market Conditions: Retail

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RDS Inventory

- Classified retail in 7 major industry categories:
 - Specialty Retail
 - Food & Beverage/Grocery
 - Consumer Services
 - FIRE (Finance, Insurance, Real Estate)
 - Professional Offices
 - Automotive
 - Vacant Space
- Retail vacancy rates:
 - Lake Park: **16.1%**
 - North Palm Beach: **15.0%**
 - Gardens Mall Area: **25.2%**



Market Conditions: Retail

RDS Inventory

- Surrounding 3-mile area is already a **regional** shopping destination with an **estimated 6.7 million SF** of retail space
- Municipal retail inventory includes:
 - Lake Park: 1.96 million SF
 - North Palm Beach: 1.81 million SF
- Major retail cluster on PGA corridor contains 2.9 million SF:
 - The Gardens Mall: 1.4 million SF
 - Downtown at the Gardens: 450,000 SF
 - Legacy Place: 416,000 SF



Market Conditions: Hotel

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- No hotels in Lake Park & only one in North Palm Beach
- Pre-COVID market performance is strong:
 - Selected 16 properties with 2,162 rooms (12% of County supply)
 - Average annual occupancies strengthened—from 73.2% (2013) to a peak of 77.6% (2017)
 - Seven-year **average occupancies exceeded 70% in 6 of past 7 years**
 - Average daily rates (ADRs) increased at *sustained* pace of 4.91% per year
 - Newest: Hampton Inn on RCA Blvd.
 - Planned: 174-room hotel in Downtown at the Gardens expansion



Market Potentials

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Market Potentials: Housing

Twin City Mall Site: Lake Park Portion

Scenario	Forecasts			Average Household Size	2030 Housing Units
	2021	2030	Population Change		
Scenario #3 (Required Growth to Support Proposed Projects) (4)					
Average Annual Growth Rate	1.52%				
Current & Future Population	8,762	10,193	1,431	1.75	818
Allocation to Known Residential Projects:				(5)	
Under Construction					-
Approved - Nautilus 220					332
Proposed - 310 Federal Highway & Woolbright					350
Subtotal - Allocated Units:					682
Unallocated Units-Scenario #3:					136

250 New Housing Units
+ Potential for 130—140 “Unallocated” Units

Market Potentials: Housing



Twin City Mall Site: North Palm Beach Portion

Scenario	Forecasts			Average Household Size	2030 Housing Units
	2021	2030	Population Change		
Scenario #3 (Required Growth to Support Proposed Projects) (4)					
Average Annual Growth Rate	1.30%				
Current & Future Population	12,975	14,764	1,789	1.75	1,022
Allocation to Known Residential Projects:				(5)	
Under Construction					-
Approved					-
Proposed-200 Yacht Club/Mast Capital					215
Subtotal - Allocated Units:					215
Unallocated Units-Scenario #3:					807

600 to 800 (or More?) New Housing Units

Market Potentials: Office



Twin City Mall Site: Lake Park Portion

Industry Sector	New Jobs 2020-2028	% Office- Using	SF Occupancy Factor	2028 Demand (In SF)
Professional/General Office				
Total Employment:				6,604
<i>As % of Palm Beach County (5-Year Average)</i>			(1)	0.75%
Fair Share Analysis				
2020-2028 Employment Growth (If Fair Share Maintained)				659
% Office-using Jobs			(2)	5.5%
SF Occupancy Factor				150
2028 Gross Demand (All Office):				
Existing Vacant Office Space (10-Year Average)			(3)	5,500
- Lease-up Required @	25%			(1,915)
Remaining Vacant Space:				5,745
<i>% Vacant</i>				10.0%
2028 NET DEMAND (Rounded, In SF):				3,600

3,000 to 5,000 SF of Office

Market Potentials: Office

Twin City Mall Site: North Palm Beach Portion

Industry Sector	New Jobs 2020-2028	% Office- Using	SF Occupancy Factor	2028 Demand (In SF)
Professional/General Office				
Total Employment:				6,185
<i>As % of Palm Beach County (5-Year Average)</i>			(1) 	0.79%
Fair Share Analysis				
2020-2028 Employment Growth (If Fair Share Maintained)				697
% Office-using Jobs			(2) 	44.3%
SF Occupancy Factor				150
2028 Gross Demand (All Office):				
Existing Vacant Office Space (10-Year Average)		140,099	(3)	46,300
- Lease-up Required @	35%	(49,035)		(49,035)
Remaining Vacant Space:		91,064		
<i>% Vacant</i>		8.4%		
2028 NET DEMAND (Rounded, In SF):				(2,700)

**Negligible Demand Unless Anchor Tenant
Can be Secured**

Market Potentials: Retail

- Area supply, retail industry transitions & Pandemic impacts suggest the site's retail program should be carefully planned & selected to serve on-site/nearby markets
- Creating a walkable, “place-based” character will differentiate the product & sustain consumer traffic
- The analysis suggests market support will be generated by:
 - Future on-site residents & employees (46%)
 - Existing residents (23%)
 - Nearby office workers (7%)
 - Re-captured “sales leakage” (25%)
- **If overall redevelopment plan is *not* ‘transformative’ in densities & heights, total supportable retail would be considerably less**

22,000 – 24,000 SF of Retail, F&B & Services

Implementation Issues

- **Multiple Property Owners/Separate Jurisdictions**
 - Property owners have different priorities, timetables & investment requirements; more complex to weave into a coherent plan
 - Separate jurisdictions require coordination of planning, use of potential incentives & approved development programs

- **Design/Development Consistency & Central Controlling Plan**
 - Both jurisdictions modified complementary development codes, but **there is no governing plan for the overall site**

- **Achieving Public Goals & Objectives**
 - How can public goals/objectives be satisfied (e.g., public gathering space, coordinated parking, connectivity, accessibility, etc.)

Implementation Issues

- **Administrative Reviews & Approvals**
 - How can reviews & approvals process be coordinated?

- **Changing Market Forces & Characteristics**
 - Lake Park/North Palm Beach/US 1 Corridor is attracting developers who want greater heights & densities
 - How can these market forces, preferences be balanced?

Next Steps

Phase 2

- Select development scenarios
- Upon authorization, initiate financial feasibility analysis to measure:
 - Investment viability of each use
 - Order-of-magnitude cost estimates for public realm, infrastructure improvements
 - Residual value & magnitude of financing gap, if any
- Prepare summary of findings
- Schedule staff workshop & final presentation



Contact Information

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The logo for Retail & Development Strategies (RDS) features the letters "RDS" in a bold, white, sans-serif font, set against a dark teal rectangular background.

Retail & Development Strategies

Consent Agenda

TAB 2



Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: January 5, 2022

Agenda Item No.

Agenda Title: December 1, 2021 Regular Commission Meeting Minutes.

- SPECIAL PRESENTATION/REPORTS **CONSENT AGENDA**
- BOARD APPOINTMENT OLD BUSINESS
- PUBLIC HEARING ORDINANCE ON _____ READING
- NEW BUSINESS
- OTHER: _____

Approved by Town Manager _____

Date: _____

12/20/21

Vivian Mendez, Town Clerk, MMC

Name/Title

Originating Department: <p style="text-align: center;">Town Clerk</p>	Costs: \$ 0.00 Funding Source: Acct. # <input type="checkbox"/> Finance _____	Attachments: Minutes Exhibits A-C
Advertised: Date: _____ Paper: _____ <input checked="" type="checkbox"/> Not Required	All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.	Yes I have notified everyone _____ or Not applicable in this case ____ Please initial one.

Recommended Motion: I move to approve the December 1, 2021 Regular Commission Meeting Minutes.



**Minutes
Town of Lake Park, Florida
Regular Commission Meeting
Wednesday, December 1, 2021 8:26 PM
Town Hall Commission Chamber,
535 Park Avenue, Lake Park, Florida 33403**

The Town Commission met for the purpose of a Regular Commission Meeting on Wednesday, December 1, 2021 at 8:26 p.m. Present were Mayor O'Rourke, Vice-Mayor Kimberly Glas-Castro, Commissioners Erin Flaherty, John Linden, Roger Michaud, Town Manager John D'Agostino, Town Attorney Thomas Baird, and Executive Assistant to the Community Development Department Kimberly Rowley.

Executive Assistant Rowley performed the roll call and Commissioner Linden led the pledge of allegiance.

SPECIAL PRESENTATION/REPORT: None

PUBLIC COMMENTS: None

CONSENT AGENDA

- 1. November 10, 2021 Regular Commission Meeting Minutes**
- 2. November 17, 2021 Regular Commission Meeting Minutes**
- 3. Approval of Work Authorization for Hinterland Group, Inc., to Perform Stormwater Repairs at 344 Date Palm Drive per Pricing and Terms of City of Palm Beach Gardens/Hinterland Group, Inc., Contract No. ITB2016-O59PS (Cooperative Purchase).**
- 4. Request for the Commission to Direct and Authorize the Town Manager to Accept a Proposal from Engenuity Group for the Preparation of a Schematic Engineering Layout and Design of the Proposed Oval-a-Bout at the Roadway Intersection of 10th Street, Prosperity Farms and Northern Drive.**
- 5. Resolution 75-12-21 Authorizing and Directing the Mayor to Execute an Interlocal Agreement between the Town, Palm Beach County, and Palm Beach County Sheriff's Office for the Provision of Fleet Fueling Services.**

Motion: Commissioner Michaud moved to approve the consent agenda; Commissioner Linden seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		

Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

PUBLIC HEARING(S) - ORDINANCE ON FIRST READING: None

PUBLIC HEARING – ORDINANCE ON SECOND READING:

6. ORDINANCE NO. 10-2021 Amending Comprehensive Plan

AN ORDINANCE OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, AMENDING ITS COMPREHENSIVE PLAN; PROVIDING FOR A NEW ELEMENT OF THE COMPREHENSIVE PLAN ENTITLED PRIVATE PROPERTY RIGHTS ELEMENT; PROVIDING FOR AMENDMENTS TO GENERAL TEXT AND CERTAIN OBJECTIVES AND POLICIES WITHIN THE CAPITAL IMPROVEMENTS ELEMENT; PROVIDING FOR AMENDMENTS TO GENERAL TEXT, A NEW POLICY 3.0, AND AMENDMENTS TO CERTAIN OBJECTIVES AND POLICIES WITHIN THE TRANSPORTATION ELEMENT; AND PROVIDING FOR THE TRANSMITTAL OF THE AMENDMENTS TO THE STATE DEPARTMENT OF ECONOMIC OPPORTUNITY; PROVIDING THE REPEAL OF LAWS IN CONFLICT; PROVIDING FOR SEVERABILITY; PROVIDING FOR AN EFFECTIVE DATE.

Motion: Commissioner Flaherty moved to approve Ordinance 10-2021 on second reading; Commissioner Michaud seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

Attorney Baird read the Ordinance by title only.

NEW BUSINESS:

7. Resolution 76-12-21 Fiscal Year 2020/2021 Budget Adjustment.

Town Manager D'Agostino explained the item. Vice-Mayor Glas-Castro asked if the Community Redevelopment Agency budget needed to be adjusted for any fund balance that does not need to be returned to Palm Beach County. Town Manager D'Agostino stated that there are still funds that need to be expensed in phases, so that the Town does not need to return funds to Palm Beach County.

Motion: Commissioner Linden moved to approve Resolution 76-12-21; Commissioner Michaud seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

8. Resolution 77-12-21 Third Amendment to the Freedom Boat Club Commercial Tenant Agreement with Lake Park Harbor Marina.

Town Manager D'Agostino explained the item (see Exhibit "A"). He explained that the contract includes a five-year agreement and a request for an additional boat slip. The additional slip would bring them up to a total of 15-boat slips. He explained that Freedom Boat Club was requesting that parking fees be waived. He stated that if the Commission agrees with waiving parking fees, then staff would ask that the parking spaces be open to the public and not designated for Freedom Boat Club.

Marina Director Stephen Bogner explained that he reviewed the Freedom Boat Club agreement and realized a series of issues. The first issues was that the agreement expired in 2019 with an option to renew. The agreement was not renewed. The updated agreement would extend the agreement until 2024. The second issue was that the original agreement and second amendment included a parking fee for the nineteen (19) spaces allocated to Freedom Boat Club. To his knowledge, parking fees were not paid. He stated instead of requesting that the fees for parking be paid for the past few years, they would request payment for parking spaces moving forward for the next three (3) years of the agreement. He explained the Freedom Boat Club inventory was 30-32-vessels in 15-boat slips. The policy at the Marina states that a dockage customer pays for either the greater of the length overall of the vessel or the length of the slip. He calculated that Freedom Boat Club carried approximately 100 more feet of their boats in the Town's slips than the slips were designed to carry. He explained that staff has met with the Freedom Boat Club team since March to resolve these, as well as other issues. Staff was willing for forgo the Town policy for the term of the agreement, allow for the use of multiple boats in their slips, and only charge for the length of the slip. He felt these negotiations resulted in a fair agreement with Freedom Boat Club.

Vice-Mayor Glas-Castro explained that she had not ever seen an agreement in which the extensions were all lump into on extension rather than including the years that were not covered since the agreement expired. In this case it would be two-years since the agreement expired that was being included in this version of the agreement. She asked the Town Attorney if it was okay to proceed this way. Town Attorney Baird stated that he had not seen it done this way either. He stated that it would depend upon what the termination provisions was. It seemed that the parties negotiated a one-year term renewable each year for the next five-years. Marina Director Bogner explained that the second amendment to the agreement provided for an extension of the term of the agreement, at the Town's discretions, for an additional five, one-year terms. He explained

that the intent of the agreement was to incorporate those separate five one-year terms retroactively to the expiration of the original term of the agreement. Town Attorney Baird explained that the problem he noticed with the term language was that it grants five one-year extensions all at once. If the term was one-year he was unsure how you would grant five of those one-year terms. He suggested wordsmithing. He explained that it would typically read renewable for one-year annually for up to five-years.

Mayor O'Rourke asked was there a policy at the Marina that would accommodate multiple boats in one slip. Town Manager D'Agostino explained that the policy was for a dockage customer to pay for either the size of the slip or the length of the vessel, whichever was greater. Mayor O'Rourke asked if there were a way to clear up all the loose ends that are within the agreement. Town Manager D'Agostino explained that the updated agreement clears up those loose ends. Marina Director Bogner explained that there was language in the amendment that clarifies that they would be charged for the length of the slip and not the vessel.

Mayor O'Rourke asked for clarification regarding the parking issue. Town Manager D'Agostino explained that when the Town removed the parking meters Freedom Boat Club stopped paying for parking.

Mr. Dan Lund, owner of Freedom Boat Club franchise in Lake Park provided responses regarding the parking situation at the Marina. He explained that during the time the Town had parking meters anyone could purchase parking passes for \$100.00 for the year. That cost was included into the agreement. When the parking meters were removed Town staff contacted them to say that they no longer had to pay for parking. He explained that as part of their agreement they had exclusivity to the parking spaces near their slips. He explained that the Marina Director and Town Commission, at the time of the original agreement, agreed to provide them with the exclusivity to the parking spaces.

He highlighted all the accomplishments Freedom Boat Club has generated at the Lake Park Harbor Marina. He stated that they have been placing multiple boat per slip since they began operating in the Town. Lastly, he stated that they would like a longer agreement, since the current version expires in 2024.

Mayor O'Rourke explained that the Marina would be undergoing a change and issuing an extended agreement would need to be changed in the future.

Vice-Mayor Glas-Castro expressed concern extending the agreement more than one-year due to the pending P-3 at the Marina. She suggested moving the item to the next agenda, where it could be placed on Consent, to allow the Town Attorney time to review the agreement.

Commissioner Linden asked if the current agreement could remain in place until 2024, since no action was taken on the agreement when it expired in 2019. Town Attorney Baird stated that he did not have the agreement in front of him to provide guidance.

The Commission discussed parking at the Marina and reserved parking spaces. Town Manager D'Agostino explained the issue was that Freedom Boat Club has exclusivity to

the parking spaces and are not paying for them. He stated that if the exclusivity were removed, then anyone could park in those spaces. The Commission discussed the 19 parking spaces allocated to Freedom Boat Club and the fee of \$1,900 a year to keep them exclusive to them. Mr. Lund explained that \$1,900 a year would not break their bank, however in fairness there are other businesses at the Marina with allocated parking spaces that pay no fees. He pointed out that Freedom Boat Club purchases 25 percent of the fuel from the Marina. The Commission continued to discuss the yearly parking fee and came to consensus to include a fee of \$1,900 for parking in the agreement.

Public Comment:

Shana Phelan, 718 Evergreen Drive – explained that she owns a charter boat company that operates out of the Marina and spoke about having one parking spot allocated to her company. She also addressed the concerns of the existing businesses at the Marina as the new development and future changes occurs.

The Commission came to consensus to have the item brought back at the next meeting.

9. Senior Tax Abatement Program for Residents Earning Under \$31,100 per Year.

Vice-Mayor Glas-Castro asked if the Palm Beach County Property Appraiser would determine which properties are eligible. Town Manager D’Agostino stated “yes”. He explained that the Town has 60 eligible properties. He explained the Lake Park exemption estimates (see Exhibit “B”). Mayor O’Rourke suggested lowering the availability to 10,000. Vice-Mayor Glas-Castro agreed. Commissioner Linden disagreed and suggested 25,000. Commissioner Michaud suggested 15,000.

Motion: Commissioner Linden moved to establish an exemption amount of \$15,000; Commissioner Michaud seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty		X	
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro		X	
Mayor O’Rourke	X		

Motion failed 2-3.

Motion: Commissioner Flaherty moved to establish an exemption amount of \$10,000; Vice-Mayor Glas-Castro seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden		X	
Commissioner Michaud		X	
Vice-Mayor Glas-Castro	X		
Mayor O’Rourke	X		

Motion passed 3-2.

TOWN ATTORNEY, TOWN MANAGER, COMMISSIONER COMMENTS:

Town Attorney Baird had no comments.

Town Manager D'Agostino had the following comments - see Exhibit "C". He announced that the Town of Lake Park were the winners, for the first time ever, of the Read for the Record Small Municipality category. Mayor O'Rourke personally thanked Special Events Director Franks for reading to the children at Lake Park Elementary when he was unavailable to read to them. He thanked Library Director Judie Cooper for all her efforts to put the event together. Town Manager D'Agostino thanked everyone involved with the success of the event.

Commissioner Linden participated in the Operation Hope turkey give-a-way. It was a great event.

Commissioner Michaud had the pleasure to work with Club 100 Charities, who works with Bethlehem Baptist Church, to distribute 100 turkeys, chicken and Publix gift cards to families. He also worked with Bethlehem Community Empowerment Center. He mentioned being interviewed by Cassie Castro for a school assignment, in which she received an A. He congratulated Nadia DiTommaso on her 15th work anniversary with the Town.

Commissioner Flaherty had no comments.

Vice-Mayor Glas-Castro reminded everyone that Friday, December 3rd would be the networking event in Belle Glade.

Mayor O'Rourke wished a Happy Hanukkah and Happy Holidays to everyone. He reminded everyone of the Holiday Celebration on Friday, December 3rd.

ADJOURNMENT

There being no further business to come before the Commission and by unanimous vote, the meeting adjourned at 9:38 p.m.

Mayor Michael O'Rourke

Town Seal

Town Clerk, Vivian Mendez, MMC

Approved on this _____ of _____, 2022



Exhibit A

Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: December 1, 2021

Agenda Item No.

Agenda Title: Resolution approving the Third Amendment to the Freedom Boat Club Commercial Tenant Agreement with the Lake Park Harbor Marina.

- SPECIAL PRESENTATION/REPORTS
- BOARD APPOINTMENT
- PUBLIC HEARING ORDINANCE ON _____ READING
- NEW BUSINESS
- OTHER: _____

- CONSENT AGENDA
- OLD BUSINESS

Approved by Town Manager *[Signature]* Date: 11/19/21

Stephen Bogner, Marina Director

Name/Title

Originating Department: <p style="text-align: center;">Marina</p>	Costs: \$ 0.00 Funding Source: Acct. # <input type="checkbox"/> Finance _____	Attachments: -Resolution No. <u>77</u> -12-21 Third Amendment to Agmt.
Advertised: Date: _____ Paper: _____ <input checked="" type="checkbox"/> Not Required	All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.	Yes I have notified everyone _____ OR Not applicable in this case <u>SB</u> Please initial one.

Summary Explanation/Background:

Freedom Boat Club (FBC) has been a commercial tenant at Lake Park Harbor Marina since 2014. They have requested to formally lease a fifteenth slip, and extend the term of their agreement with the Town in accordance with the terms and conditions previously set forth in the agreement and first and second amendments. Additionally, the Town seeks to clarify and amend certain other terms of the agreement in order to more clearly define specific responsibilities of the parties. The Marina Director has met with FBC to review the terms and provisions detailed in this third amendment, and recommends approval of this legislation.

Recommended Motion: I move to approve Resolution No. 77-12-21 and the Freedom Boat Club Agreement Third Amendment.

RESOLUTION 77-12-21

A RESOLUTION OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, AUTHORIZING AND DIRECTING THE MAYOR TO EXECUTE A THIRD AMENDMENT TO THE AGREEMENT WITH FREEDOM ADVENTURES, LLC D/B/A FREEDOM BOAT CLUB; PROVIDING FOR A LEASE EXTENSION THROUGH FEBRUARY 18, 2024; PROVIDING FOR THE LEASING OF ONE ADDITIONAL SLIP; CLARIFYING AND AMENDING CERTAIN PROVISIONS OF THE AGREEMENT; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Town has all of the powers and authority conferred upon it pursuant to the Florida constitution and Chapter 166, Florida Statutes; and

WHEREAS, pursuant to its proprietary functions and authority, the Town owns and operates a marina known as the Lake Park Harbor Marina (the Marina) which leases slips to the operators of both recreational and commercial vessels; and

WHEREAS, FBC has negotiated an agreement with the Town whereby it would lease 14 slips to accommodate vessels it owns and leases to its members; and

WHEREAS, FBC has requested an amendment to its agreement with the Town to lease 1 additional slip for a total of 15 slips, and

WHEREAS, FBC has requested to extend the term of the agreement, as per the terms of Resolution 05-02-14, through February 18, 2024; and

WHEREAS, the Town and FBC wish to clarify and amend certain other terms and provisions of the agreement; and

WHEREAS, the Town Manager and Marina Director have recommended to the Town Commission that entering into the Third Amendment to the Agreement with FBC is in the best interests of the Marina.

NOW, THEREFORE, BE IT RESOLVED BY THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA:

Section 1. The foregoing recitals are incorporated herein.

Section 2. The Mayor is hereby authorized and directed to execute the Third Amendment with FBC which is attached hereto and incorporated herein as Exhibit "A".

Section 3. This Resolution shall be effective upon adoption.

**THIRD AMENDMENT TO THE DOCKAGE AGREEMENT TO LEASE SLIPS
TO
FREEDOM ADVENTURES, LLC (dba Freedom Boat
Club) AT LAKE PARK HARBOR MARINA**

This Third Amendment to the Dockage Agreement to Lease Slips to Freedom Adventures, LLC, aka Freedom Boat Club (FBC) and the Town of Lake Park (the Agreement) is made this ___ Day of _____, 2021.

WHEREAS, the Town has all of the powers and authority conferred upon it pursuant to the Florida constitution and Chapter 166, Florida Statutes; and

WHEREAS, pursuant to its proprietary functions and authority, the Town owns and operates a marina known as the Lake Park Harbor Marina (the Marina) which leases slips to the operators of both recreational and commercial vessels; and

WHEREAS, FBC has negotiated an agreement with the Town whereby it would lease 14 slips to accommodate vessels it owns and leases to its members; and

WHEREAS, FBC has requested an amendment to its agreement with the Town to lease 1 additional slip for a total of fifteen (15) slips; and

WHEREAS, FBC has requested to extend the term of the agreement, as per the terms of Resolution 05-02-14, through February 18, 2024; and

WHEREAS, the Town and FBC wish to clarify and amend certain other terms and provisions of the agreement; and

WHEREAS, the Town Manager and Marina Director have recommended to the Town Commission that entering into the Third Amendment to the Dockage Agreement to Lease Slips to Freedom Adventures, LLC, aka Freedom Boat Club is in the best interests of the Town.

NOW THEREFORE THE PARTIES HAVE AGREED TO AMEND THE AGREEMENT AS FOLLOWS:

2. TERM

The previously amended term of this agreement provided for a term of five (5) years, with an option at the Town's sole discretion to extend the agreement for an additional five (5) one-year terms. The Town hereby grants five (5) one-year extensions, beginning on February 19, 2019 and ending on February 18, 2024, unless otherwise subsequently amended.

3. PROPERTY SUBJECT TO LEASE.

FBC is permitted to lease slip F 98B, providing for a total of fifteen (15) leased slips. A schedule of FBC slips is attached as "Exhibit A".

6. RENT

a. FBC shall pay a monthly slip rental fee at the Town's published Commercial Dockage Rate, which may be revised from time to time. The charged dockage rate

shall be for the total length of the slip. Monthly slip rental fees shall be due on the first of each month. If payment is not received on or before the tenth of each month then the Marina Director may assess a penalty of 5% of the total monthly rent.

b. FBC shall pay all fuel charges on the 15th and 30th of each month

c. FBC shall reimburse the Town for the cost of water service provided by the town to all rented slips at a total cost of \$100 per month.

d. FBC shall reimburse the Town for the cost of electrical utility service for three (3) 30 amp services at the Town's published utility service rate. FBC shall use no more than three (3) single 30 amp services, unless authorized in advance by the Marina Director.

7. PARKING.

a. FBC shall commence payment to the Town the previously agreed upon annual fee of \$100 per parking space for a total of nineteen (19) parking spaces, effective immediately. FBC customers and staff shall only park in designated FBC parking spaces and other public (non-designated) parking spaces, and shall abide by the terms and conditions previously established under this section of the agreement.

b. FBC shall be permitted two (2) designated trailer parking spaces for the storage of no more than two (2) boat trailers, unless authorized in advance by the Marina Director.

IN WITNESS WHEREOF, the parties hereto have made and executed this Agreement as of the day and year last executed below.

ATTEST:

TOWN OF LAKE PARK

By: _____
Vivian Mendez, Town Clerk

By: _____
Michael O'Rourke, Mayor

WITNESSES:

FREEDOM ADVENTURES, LLC
(dba Freedom Boat Club)

Print Name: _____

Print Name: _____

Title: _____

EXHIBIT A

Freedom Boat Club As Of 11/1/21

Name	Slip	Utility
Freedom #1	F88	yes
Freedom #2	F89	yes
Freedom #3	F90	
Freedom #4	F91	
Freedom #5	F92	
Freedom #6	F93	
Freedom #7	F94	
Freedom #8	F95	
Freedom #9	F96	
Freedom #10	F97	
Freedom #11	G98	
Freedom #12	G99	
Freedom #13	G100	
Freedom #14	G101	yes
Freedom #16	G98B	



Exhibit B

Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: December 1, 2021

Agenda Item No. Tab 9

Agenda Title: Senior Tax Abatement Program for resident earning under \$31,100.00 per year.

- Checkboxes for SPECIAL /REPORTS, BOARD APPOINTMENT, PUBLIC HEARING ORDINANCE ON READING, NEW BUSINESS, OTHER: WORKSHOP, and CONSENT AGENDA OLD BUSINESS.

Approved by Town Manager [Signature] Date: 12/1/2021

John O. D'Agostino, Town Manager

Name/Title

Table with 3 columns: Originating Department (Town Manager), Costs/Funding Source (Costs: \$0, General Fund), Attachments (Estimated Financial Impact Spreadsheet), Advertised (Date, Paper, Not Required), and notification options (Yes/Not applicable).

Summary Explanation/Background: Several meetings ago, a resident of Jupiter, Florida, approached the Commission under the public comment section of the Commission Agenda to request the Town look into providing further tax relief in the form of an additional homestead exemption for taxpayers who qualify due to income.

The limited income Senior citizen exemption applies to homeowners age 65 and older. The Town has approximately 60 residents who qualify who live in the Town of Lake Park. The request from staff is the amount of the homestead exemption the Commission would like to impose?

An ordinance granting an additional homestead exemption must meet the following requirements:

1. It must be adopted under the procedures for adopting a non-emergency ordinance pursuant to Chapter 166, FS.
2. It must specify that the exemption applies only to taxes levied by the governmental unit granting the exemption.
3. It must specify the amount of the exemption.

The purpose of the Agenda Request Form is to have the Commission determine the amount of the exemption.

Within Palm Beach County, the municipalities that offer this exemption and the amount granted by each municipality are below:

Municipality	2021 Exemption Amount
Town of Haverhill	\$50,000
Town of Loxahatchee Groves	\$50,000
Village of Wellington	\$50,000
Palm Beach County	\$25,000
City of Boynton Beach	\$25,000
City of Lake Worth Beach	\$25,000
Town of Lantana	\$25,000
City of Palm Beach Gardens	\$25,000
Village of Palm Springs	\$25,000
Town of Jupiter	\$25,000
Village of Royal Palm Springs	\$5,000

Once adopted by the Town of Lake Park, the Palm Beach Property Appraiser's Office program will manage the program.

Before the meeting on Wednesday, I will have the Finance Director provide a financial analysis of the additional exemption's impact on the Town when implemented. The analysis will show the effect in \$10,000 increments up to \$50,000. Once we have determined the exemption amount, the Town will proceed with an ordinance allowing for the exemption for certain residents who meet the income qualifications to qualify for the additional homestead exemption.

Recommended Motion: I move to establish an exemption amount of _____.

LAKE PARK EXEMPTION ESTIMATES

Current Millage Rate 5.3474
 Estimated Number of Seniors 60

Exemption	Impact	Formula							
5,000	1,604	5000	/	1000	x	5.3474	*60	=	1,604.22
10,000	3,208	10000	/	1000	x	5.3474	*60		3,208.44
15,000	4,813	15000	/	1000	x	5.3474	*60		4,812.66
20,000	6,417	20000	/	1000	x	5.3474	*60		6,416.88
25,000	8,021	25000	/	1000	x	5.3474	*60		8,021.10
30,000	9,625	30000	/	1000	x	5.3474	*60		9,625.32
40,000	12,834	40000	/	1000	x	5.3474	*60		12,833.76
50,000	16,042	50000	/	1000	x	5.3474	*60		16,042.20



TOWN MANAGER COMMENTS TOWN COMMISSION MEETING

Wednesday, December 1, 2021

TOWN OFFICES CLOSED

Friday, December 17th Town Offices will be closed for early dismissal from 2 p.m. – 5 p.m.

Town Offices will be closed Wednesday, December 22, 2021 – Monday, December 27, 2021 in observance of the Christmas Holiday. The Lake Park Public Library will also be closed on Saturday, December 25, 2021.

LAKE PARK WINS READ FOR THE RECORD AWARD

We are proud and excited to let you know that the Town of Lake Park won the Literacy Coalition of Palm Beach County's Read for the Record Award in the Small Municipality category! Lake Park was one of seven municipalities in this category.

PUBLIC WORKS DEPARTMENT

A previously announced Florida Power & Light project to replace more than fifty (50) wooden utility poles throughout Town was completed early, the week of November 22nd. The work is expected to improve the reliability and safety of the electrical utility service for our residents and businesses.

Additionally, sidewalks at more than two-dozen Town locations will be repaired beginning on Monday, December 13, 2021. This work, authorized under a newly negotiated agreement, is part of the Town's efforts to provide a more responsive street maintenance operation. Pedestrians and drivers are asked to please be exercise caution while around the work sites and follow temporary traffic control and flag person instructions.

Finally, the department is currently seeking licensed commercial drivers to serve as Sanitation Truck Operators. The deadline by which to apply is December 9, 2021 at 5:00 p.m. Those interested may contact the Town's Human Resources Department at (561) 881-3300, Option 8, or visit our website at www.lakeparkflorida.gov for additional information.

SPECIAL EVENTS

Holiday Celebration:

The Town of Lake Park will host our annual Holiday Celebration (formerly Holiday Tree Lighting) on Friday, December 3 from 6:00 pm – 8:00 pm at the Town Green (located on the corner of Park Avenue and 9th Street). There will be music, live entertainment, children's activities and raffle prizes. This year is extremely special as Santa will join the Town Commission as we countdown to the lighting of our new Holiday Tree, Menorah and Kinara. For more information please contact the Special Events Department.

Holiday Decorating Contest:

Residents and Businesses are asked to show their holiday spirit by decorating their homes or businesses. Participants are asked to register with the Special Events Department by Wednesday, December 8.

Santa's Magical Ride:

On Saturday, December 11 Santa will travel through the Town of Lake Park on a holiday themed fire truck complete with LED lights and snow! Residents and businesses are urged to be on the lookout for Santa from 6:00 pm – 7:30 pm. For more information please contact the Special Events Department.

Lake Park Elementary Chorus:

Lake Park Elementary Chorus will sing Christmas carols on Thursday, December 9 beginning at 5:45 pm. The chorus will walk from Lake Park Elementary and travel on Foresteria Drive and Evergreen Drive between 3rd Street and 6th Street. Everyone is invited to watch and sing along. For more information please contact Sara Hoyos at 561-494-1328.

TOWN CLERK'S OFFICE

Town of Lake Park Municipal Election:

The Town of Lake Park will hold a General Municipal Election for four Town Commission seats Tuesday March 8 2022. The qualifying period for candidacy ended on November 23, 2021.

The qualified candidates for Town Commission are as follows:

Erin T. Flaherty (Incumbent)
Kimberly Glas-Castro (Incumbent)
John L. Linden (Incumbent)
Roger Michaud (Incumbent)
Mary Beth Taylor (Candidate)
Judith E. Thomas (Candidate)

This information has been posted on the Town's website and the Town's social media. Please contact Vivian Mendez, MMC, Town Clerk, at 561-881-3311 for more information regarding the municipal election and/or the candidates.

To register to vote please go to the Palm Beach County Supervisor of Elections website at <https://www.votepalmbeach.gov/>



HOLIDAY DECORATING CONTEST

SHOW YOUR HOLIDAY SPIRIT BY
DECORATING YOUR HOME OR BUSINESS IN
CELEBRATION OF THE HOLIDAY SEASON

TO REGISTER PLEASE CONTACT
THE SPECIAL EVENTS DEPARTMENT
AT 561-840-0160 OR
SPECIALEVENTS@LAKEPARKFLORIDA.GOV

REGISTRATION DEADLINE
EXTENDED TO DECEMBER 8

ENTRIES WILL BE JUDGED FOR
BEING MOST CREATIVE
1ST PLACE - \$100.00 GIFT CARD
2ND PLACE - \$50.00 GIFT CARD
3RD PLACE - \$25.00 GIFT CARD





HOLIDAY CELEBRATION

FRIDAY, DECEMBER 3

6:00 PM - 8:00 PM

TOWN GREEN

**CORNER OF PARK AVENUE
AND 9TH STREET**

**COUNTDOWN TO THE LIGHTING OF THE
HOLIDAY TREE, MENORAH AND KINARA**





DECEMBER

11

TOWN OF LAKE PARK



SANTA'S MAGICAL RIDE

Please join Santa as he travels through the Town of Lake Park on his magical sleigh this holiday season! Be on the lookout from 6:00 PM to 7:30 PM to see if Santa is on your street. Santa's magical sleigh will not stop but will travel continuously throughout the town.

Lake Park
Elementary's

2nd Annual Caroling Night!

Where: Lake Park Elementary 410 3rd street Lake Park, FL (meet in front of the front office!) We will walk from LPE North towards Foresteria, West on Foresteria towards 6th st, South on 6th, and East on Evergreen back to the school on 3rd st.

When: December 9th, 5:45-6:45 pm

Attire: Holiday clothes or school uniform. All colors are ok!

Mandatory: Masks and social distancing are the only way we can make sure to be safe as we carol. Please wear a mask for the duration of the event!

If you would like to watch as we walk by, come sit on the lawn and enjoy our beautiful singing as we pass by!





TOWN OF LAKE PARK
PUBLIC COMMENT CARD

MEETING DATE: 12/1/21

Cards must be submitted before the item is discussed!!
*****Three (3) minute limitation on all comments**

Name: Shana Phelan
Address: 710 Evergreen Dr

If you are interested in receiving Town information through Email, please provide your E-mail address: _____

I would like to make comments on the following Agenda Item:

Freedom Boat Club

I would like to make comments on the following Non-Agenda Item(s):

Instructions: Please complete this card, including your name and address; once the card has been completed, give it to the Town Clerk. The Mayor will call your name when it is time for you to speak. Comments are limited to three (3) minutes per individual.

6



TOWN OF LAKE PARK
PUBLIC COMMENT CARD

Commission
H.8.

MEETING DATE: 1 Dec 21

Cards must be submitted before the item is discussed!!
*****Three (3) minute limitation on all comments**

Name: Dan Lund

Address: 103 Lake Shore Ave

If you are interested in receiving Town information through Email, please provide your E-mail address: _____

I would like to make comments on the following Agenda Item:
Freedom Boat Club

I would like to make comments on the following Non-Agenda Item(s):

Instructions: Please complete this card, including your name and address; once the card has been completed, give it to the Town Clerk. The Mayor will call your name when it is time for you to speak. Comments are limited to three (3) minutes per individual.

5

TAB 3



Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: January 5, 2022

Agenda Item No.

Agenda Title: December 15, 2022 Regular Commission Meeting Minutes.

- SPECIAL PRESENTATION/REPORTS **CONSENT AGENDA**
- BOARD APPOINTMENT OLD BUSINESS
- PUBLIC HEARING ORDINANCE ON _____ READING
- NEW BUSINESS
- OTHER: _____

Approved by Town Manager *[Signature]* **Date:** 12/20/21

Vivian Mendez, Town Clerk, MMC
Name/Title

Originating Department: <p style="text-align: center;">Town Clerk</p>	Costs: \$ 0.00 Funding Source: Acct. # <input type="checkbox"/> Finance _____	Attachments: Minutes Exhibits A-D
Advertised: Date: _____ Paper: _____ <input checked="" type="checkbox"/> Not Required	All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.	Yes I have notified everyone _____ OR Not applicable in this case ____ Please initial one.

Recommended Motion: I move to approve the December 15, 2022 Regular Commission Meeting Minutes.



**Minutes
Town of Lake Park, Florida
Regular Commission Meeting
Wednesday, December 15, 2021 6:30 PM
Town Hall Commission Chamber,
535 Park Avenue, Lake Park, Florida 33403**

The Town Commission met for the purpose of a Regular Commission Meeting on Wednesday, December 15, 2021 at 6:30 p.m. Present were Mayor O'Rourke, Vice-Mayor Kimberly Glas-Castro, Commissioners Erin Flaherty, John Linden, Roger Michaud, Town Manager John D'Agostino, Attorney Thomas Baird, and Town Clerk Vivian Mendez.

Town Clerk Mendez performed the roll call and Vice-Mayor Glas-Castro led the pledge of allegiance.

SPECIAL PRESENTATION/REPORT:

1. Special Presentation by the American Planning Association (APA), Florida Chapter's Lifetime Service Award (2021).

Mr. Cory Benin, Chair of the Treasurer Coast Section of the American Planning Association, Florida Chapter presented Vice-Mayor Glas-Castro with the Lifetime Service Award for 2021. (see attached "Summary of Entry" as exhibit "A"). Vice-Mayor Glas-Castro was humbled to receive the award and thanked everyone for recognizing her. Mayor O'Rourke congratulated Vice-Mayor Glas-Castro on her award.

2. Announcement of the Winners of the 2021 Holiday Decorating Contest.

Mayor O'Rourke announced the winners of the 2021 Holiday Decorating Contest as follows: Third place went to The Gorman Family of 822 Magnolia Drive; second place went to The Dingle & Gauthier Family of 722 W. Kalmia Drive; and in first place The Moss Family of 341 Hawthorne Drive.

PUBLIC COMMENTS: None

CONSENT AGENDA

3. Resolution 77-12-21 Resolution Approving the Third Amendment to Freedom Boat Club Commercial Tenant Agreement with Lake Park Harbor Marina.

4. Resolution 78-12-21 Resolution Declaring Certain Town-Owned, Tangible Personal Property as "Surplus" and Eligible for Disposal.

5. Resolution 79-12-21 Resolution of the Commission of the Town of Lake Park, Florida Authorizing and Directing the Mayor to Sign the Library Services and Technology Act Grant Agreement and Providing an Effective Date.

6. Request to Authorize the Town Manager to Encumber and Disburse Payment to Seacoast Utility Authority for the Furnishing, Installation and Connection of a

New Irrigation Meter for Service along Lake Shore Drive.

7. Resolution 80-12-21 Authorizing and Directing the Mayor to Execute an Agreement Modification between the State of Florida, Division of Emergency Management for Additional Grant Funding Associated with the Lake Shore Drive Drainage Project.

8. Resolution 81-12-21 VALIC 401A – Retirement Saving Plan Revised Agreement.

8a. Resolution 83-12-21 Approving and Authorizing the Town to Join with the State of Florida And Other Local Governmental Units as a Participant in the Florida Memorandum of Understanding.

Mayor O'Rourke suggested that item 3 be moved to a future agenda.

Motion: Commissioner Michaud moved to have item 3 place on a future agenda; Vice-Mayor Glas-Castro seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

Motion: Commissioner Flaherty moved to approve items 4-8a on the consent agenda; Commissioner Linden seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

QUASI-JUDICIAL PUBLIC HEARING:

9. Resolution 82-12-21 Approving a Site Plan and Special Exception use Authorizing the Development of a Two-Story 28,075 Square Foot Small-Scale Food and Beverage Production use with a Third-Story Rooftop at 1310 10th Street.

A RESOLUTION OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, APPROVING A SITE PLAN AND SPECIAL EXCEPTION USE AUTHORIZING THE DEVELOPMENT OF A TWO-STORY 28,075 SQUARE FOOT SMALL-SCALE FOOD AND BEVERAGE PRODUCTION USE WITH A THIRD-STORY ROOFTOP AT 1301 10TH STREET; PROVIDING FOR CONDITIONS ASSOCIATED WITH THE APPROVAL OF THE SITE PLAN

AND SPECIAL EXCEPTION USE; AND PROVIDING FOR AN EFFECTIVE DATE.

The Commission disclosed the following Exparte Communication:

Commissioner Linden had no Exparte to disclose.

Commissioner Michaud had no Exparte to disclose.

Commissioner Flaherty had no Exparte to disclose.

Vice-Mayor Glas-Castro had no Exparte to disclose.

Mayor O'Rourke had no Exparte to disclose.

Attorney Baird swore in all witnesses.

Town Planner Anders Viane explained the item (see Exhibit "B"). Mr. Emilio Lebolo, President of A-1C Architect presented to the Commission. The Commission discussed their concerns with the traffic off of Northern Drive and requested that the site circulation be redesigned to avoid back-ups onto the street. Mayor O'Rourke asked for the anticipated completion date. Community Development Director DiTommaso stated the end of 2022. Town Manager D'Agostino explained the process of the oval-about moving forward with Palm Beach County in the intersection of this business. The Commission discussed options for traffic circulation with Mr. Lebolo. Mr. Lebolo asked the Commission to approve the item so that they could comply with financing. They would agree to the additional conditions.

Motion: Vice-Mayor Glas-Castro moved to approve Resolution 82-12-21 site plan and special exception use with staffs 14 conditions of approval and adding another condition that prior to permitting the site circulation be redesigned to bring the drive-thru circulation back onto Magnolia Drive; Commissioner Flaherty seconded the motion.

Mayor O'Rourke explained that the Town was very excited to have Oceana Coffee. Commissioner Linden suggested that an additional entrance be placed on Northern Drive. He suggested that the item come back before the Commission to see the modification of the site plan. He asked that the motion be restated. Vice-Mayor Glas-Castro stated that the motion was something to the effect that: "adding a condition that, prior to permitting, the site circulation for the drive-thru would be rise to have the drive circulation come from Magnolia Drive from the south for the drive-thru, not drive-thru access from the north".

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden		X	
Commissioner Michaud	X		

Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 4-1.

TRANSMITTAL HEARING – ORDINANCE ON FIRST READING:

10. Ordinance 11-2021 Amendments to the Text of the Future Land Use Element by Amending the Density and Intensity of the Downtown Future Land Use Classification; Providing for a New Objective Setting Forth Policies Related to the Downtown Future Land Use Classification; Amending the Future Land Use Map by Assigning the Downtown Future Land Use Classification to Approximately 21.6 Acres of Real Property as Shown Thereon.

AN ORDINANCE OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, AMENDING ITS COMPREHENSIVE PLAN; PROVIDING FOR AMENDMENTS TO THE TEXT OF THE FUTURE LAND USE ELEMENT BY AMENDING THE DENSITY AND INTENSITY OF THE DOWNTOWN FUTURE LAND USE CLASSIFICATION; PROVIDING FOR A NEW OBJECTIVE SETTING FORTH POLICIES RELATED TO THE DOWNTOWN FUTURE LAND USE CLASSIFICATION; AMENDING THE FUTURE LAND USE MAP BY ASSIGNING THE DOWNTOWN FUTURE LAND USE CLASSIFICATION TO APPROXIMATELY 21.6 ACRES OF REAL PROPERTY AS SHOWN ON THEREON; PROVIDING FOR THE REPEAL OF LAWS IN CONFLICT; PROVIDING FOR SEVERABILITY; AND PROVIDING FOR AN EFFECTIVE DATE.

Town Planner Karen Golonka presented to the Commission (see Exhibit "C").

Motion: Vice-Mayor Glas-Castro moved to approve Ordinance 11-2021 on first reading; Commissioner Linden seconded the motion.

Vote on Motion:

Commission Member	Aye	Nay	Other
Commissioner Flaherty	X		
Commissioner Linden	X		
Commissioner Michaud	X		
Vice-Mayor Glas-Castro	X		
Mayor O'Rourke	X		

Motion passed 5-0.

Attorney Baird read the Ordinance by title only.

NEW BUSINESS: None

COMMISSION WILL NOW RECESS THE REGULAR COMMISSION MEETING AND GO INTO AN EXECUTIVE SESSION.

The Town Commission for the Town of Lake Park, Florida will have an Executive Session pursuant to Florida Statute 447.605(1) in the Town Hall Mirror Ballroom.

Those in attendance shall be: Mayor Michael O'Rourke; Vice-Mayor Kimberly Glas-Castro; Commissioners Erin Flaherty; John Linden; and Roger Michaud; also in attendance will be Town Manager John D'Agostino; Assistant Town Manager/Human Resources Director Bambi McKibbon-Turner, Public Works Director Roberto Travieso and Attorney Thomas Baird for the purposes to discuss collective bargaining of the Federation of Public Employees, A Division of National Federation of Public and Private Employees (AFL-CIO).

The Commission recess the meeting at 8:10 p.m.

AFTER THE EXECUTIVE SESSION, THE COMMISSION WILL RECONVENE THE REGULAR COMMISSION MEETING.

The Commission reconvened the meeting at 8:37 p.m.

TOWN ATTORNEY, TOWN MANAGER, COMMISSIONER COMMENTS:

Town Attorney Baird wished everyone happy holidays and a happy New Year.

Town Manager D'Agostino see Exhibit "D". Vice-Mayor Glas-Castro explained that she would not be available on Saturday, January 22, 2022 for the Public Workshop. Staff would reschedule to Saturday, January 29, 2022 instead.

Commissioner Linden announced all of the holiday events attended over the past few days. He wished everyone happy holidays.

Commissioner Michaud was honored to speak at Watkins Middle School to the Junior Honor Society. He was excited to participate at the holiday events over the past few days. He wished everyone a Merry Christmas.

Commissioner Flaherty explained that several meeting ago he stated that he was not receiving any of the Code-Red alerts on his phone. He answered a call a few days ago and it was from the system. He apologized because as it turned out he was receiving the alerts on his phone, but was not answering those call. He told a story that his children were waiting for Santa to drive down their street but he did not. Santa heard how disappointed the children were made a special stop at the house yesterday. He really appreciated that Santa took the time to visit their home personally to see his children.

Vice-Mayor Glas-Castro thanked the families for participating in the Holiday Decorating contest. She wished everyone a Merry Christmas and Happy New Year.

Mayor O'Rourke congratulated all the families that participating in the Holiday Decorating contest. He hopes more families will participate next year. He thanked Santa for all he does in the Town. He wished everyone a Merry Christmas and Happy New Year. He thanked the Commission for everything they do for the Town throughout the year. He thanked staff and the Town Attorney. He congratulated the Vice-Mayor on her award.

ADJOURNMENT

There being no further business to come before the Commission and after a motion to adjourn by unanimous vote, the meeting adjourned at 9:00 p.m.

Mayor Michael O'Rourke

Town Clerk, Vivian Mendez, MMC

Town Seal

Approved on this _____ of _____, 2022

Exhibit "A"

Summary of the Entry

It is my great pleasure, on behalf of the Treasure Coast Section Executive Board, Florida Chapter, American Planning Association (APA), to nominate Kimberly Glas-Castro, AICP, for the 2021 President's Lifetime Achievement Award from the Florida Chapter (APA FL). She has been an active and exemplary member of APA at the Section, Chapter and National levels since 1989 and a member of the American Institute of Certified Planners since 1992.

During her 34-year career, Kim has modelled effective planning and public participation practices and served as a mentor for many public and private sector planners, elected officials, and volunteers throughout the State of Florida and elsewhere, me included, encouraging and enabling us to be more effective planners. Kim has held numerous elected and volunteer positions with the Treasure Coast Section, APA FL, and APA. She has been instrumental in encouraging greater member participation in Chapter and Section activities and significantly improved services to all members of APA FL as a result of her ability to successfully involve others in identifying needs and implementing mutually agreeable solutions at all levels of APA. In addition to leading APA FL's successful efforts in 2008-2010 to defeat the "misnamed" Hometown Democracy constitutional amendment, which would have negatively affected planning by requiring a local referendum for all comprehensive plan amendments, Kim was also successful in obtaining a gubernatorial proclamation by Governor Charlie Crist in 2009 declaring October as National Planning Month.

Kim currently serves as Assistant Village Manager in Palm Springs, Florida, after serving as Palm Springs Planning, Zoning, and Building Director from 2014 – 2020. She previously served as a senior level planner with Palm Beach County and the City of Palm Beach Gardens and two private law firms working on a wide variety of complex planning projects. Kim is also the Vice Mayor of the Town of Lake Park, first elected in 2013, and has served as a Board Member, First and Second Vice President, and Chair for the Palm Beach County League of Cities (2014-Present). She is also active at the state level for the Florida League of Cities, serving as a Member (since 2013) and now Chair of its Municipal Administration Legislative Policy Committee. In recognition of her tireless efforts to combat efforts to limit municipal home rule during the annual Florida Legislative sessions, Kim has received the Florida League of Cities Home Rule Hero Award every year since 2017.

Kim is also a Court Certified Mediator (since 2004) who has used her mediation and consensus-building skills to achieve successful outcomes for numerous projects and endeavors while serving as a professional planner, elected official, or volunteer.

Kim's extensive and sustained professional, community service, and volunteer activities throughout her career, both in the public and private sector, and her ability to incorporate and promote effective planning principles in all her endeavors, exemplify the sustained contributions to the planning profession and the development and mission of

differing volunteer and fiscal capabilities of the sections as a result of their geographic locations and urban/rural interfaces. These included the development of grant programs for professional development seminars, standardized budgeting and programming practices, improved communications among sections, and a Section Chair Handbook with Chapter practices and policies that is updated on a regular basis.

Kim continues to promote APA's planning objectives, serving as a speaker at numerous local and state planning conferences, webinars, and programs, AICP study classes, and planning officials training workshops, and as a volunteer APA Ambassador. In 2018, she conducted two hands-on planning related workshops with local middle school students, first as part of the school's career day activities and the second as part of the Village of Palm Springs' celebration of Florida City Government Week and APA's National Community Planning Month. These were recognized in the January 2019 edition of the APA FL E-News and the May/June 2019 APA PAS Memo on Increasing Diversity, Equity, and Inclusion in Planning.

Kim's volunteer activities extend beyond APA and the planning profession and have had a positive impact in many ways on the local communities where she has lived and worked. In addition to serving as a member of the Lake Park Tree Board (1994-1997) and the Lake Park Planning and Zoning Board (2012), she served as a Resident Facilitator for the successful 1997 Lake Park Bond Referendum for capital improvements to renovate the public park and marina, and as the President, Charter Member, and Historic Homes Tour Co-Chair of the Lake Park Historical Society (1998-2002).

As the Vice Mayor of Lake Park since 2013, and a strong advocate for visioning, master planning, and consensus-formed priority setting, Kim has used her planning expertise and leadership skills to improve citizen participation and transparency in the Town's decision-making processes. Due to her influence, the Town now includes direct mailings to all property owners within 300 feet of a proposed special exception use, in addition to the historical newspaper listings and postings on Town bulletin boards. This has resulted in greater dialogue between developers and affected neighbors prior to hearings and more attendance at public meetings. She has been an active participant in the Town's planning efforts to establish a mixed-use comprehensive plan and zoning policy for the US 1/Federal Highway corridor, including walking door to door to invite residents to stakeholder meetings, and has represented Lake Park on the Northlake Boulevard Overlay Task Force since 2013, a multi-jurisdictional effort involving several local governments.

Kim is recognized by her fellow commissioners for her planning experience and knowledge, and they often defer to her opinion on these matters. She also mentors the Town's young planners helping them to enhance their planning skills and expertise.

Chairman,
Leadership Awards Jury
APA Florida Chapter

June 25, 2021

Dear Chairman and Leadership Awards Jury,

It's an honor to write this letter in support of Kim Glas Castro receiving the 2021 President's Lifetime Achievement Award from the APA Florida Chapter. I first met Kim when she was Florida Chapter President and attended APA National Leadership meetings. I have followed her career and volunteer activities since then.

All chapter presidents participate in the national Chapter Presidents Council meetings. In a room full of Chapter Presidents, Kim stood out. In her term as Florida Chapter President, she achieved significant and transferable accomplishments that she shared with the group. The other chapter presidents were in awe of the leadership role Kim played in defeating the Florida Hometown Democracy Amendment. Most APA Chapters struggle to develop successful legislative strategies, and as Kim explained her success, the other Chapter Presidents were busy taking notes and were able to emulate her strategy.

Kim also offered a solution to a dilemma faced by many chapters, which is engaging student members in chapter activities. Through her leadership, Kim introduced conference sessions that were dedicated to universities. The results were increased conference attendance by students and professors.

Throughout her career, Kim has been a tireless volunteer. She has spread the planning gospel as Vice-Mayor for the Town of Lake Park, introducing and gaining support for important planning principles including increased opportunities for citizen involvement, consensus building and priority setting. She has held offices in the both the Palm Beach County and State League of Cities. At both levels of the organization, she has been steadfast in espousing the importance of planning.

Most planners strive hard to make an impact on their communities. Kim has gone far beyond impacting her own community. She is an authentic leader who has given her time generously to advance the art of planning throughout other professions, her community, the state and nationally. Kim is truly deserving of the Lifetime Achievement Award.

Best regards,



Mary Kay Peck Delk, FAICP

June 23, 2021

Chairman
APA, Florida Leadership Awards Jury
2017 Delta Boulevard, Suite 201
Tallahassee, FL 32303

Dear Chairman and Leadership Award Jury:

I am writing to support the nomination of Kim Glas-Castro for the APA Florida President's Lifetime Achievement Award. While Kim began her service to the Chapter in 1989, I had the pleasure of working with Kim when I became the Chapter's Executive Director in July 2002. At the time, Kim was serving on the Chapter's Executive Committee as Chair of the Treasure Coast Section.

Kim's legacy to the Chapter is without a doubt the empowerment of the sections and their ongoing participation in Chapter activities and on the Executive Committee. Throughout her years on the Chapter Executive Committee, Kim was a tireless advocate for the sections because she knew the importance of providing members with educational opportunities at the local level. Kim's dedication to the planning profession, belief in the importance of an active and successful state Chapter, commitment to volunteerism, and steadfast leadership have strengthened the Florida Chapter, making it one of the best in the nation.

Kim served as the Chapter's conference Chair in 2003. Under Kim's leadership, that conference broke the Chapter's attendance and revenue generation records at the time. Under her continued guidance and service to the Chapter, and with the 2003 annual conference serving as a future model, subsequent conferences continued to break records. While the Chapter relies heavily on the proceeds from the annual planning conference, Kim recognized the need to share those proceeds more fairly with the host section. Under her leadership, the formula for sharing revenue with the host section was modified, thereby increasing section funding for local programming.

In 2004, Kim was elected by the Chapter membership to serve as Vice President for Section Affairs. In that capacity, she facilitated the sharing of best practices among Florida's 12 section chairs and spurred stronger section participation on the Executive Committee. Kim wrote the first edition of the Florida Chapter's Section Chair Handbook, which served as a manual for local volunteers on Chapter operations, local educational activities, and section responsibilities and expectations. As a living document, the handbook continues to serve as a reference for incoming section chairs.

Kim was nominated in 2005 for President-Elect for the 2006-2008 term of office. Kim's demonstrated leadership on the board of the Treasure Coast Section, conference successes, and ability to lead and empower the 12 section chairs won her the election. Kim assumed the reigns of the Chapter as the nation began an economic downturn, yet Kim kept the Chapter on sound financial footing. Under her leadership in 2009-2010, the Chapter defeated key legislative proposals, instituted its first social media campaign, and convinced then Governor Charlie Crist to recognize October as "Community Planning Month." If that wasn't enough, Kim continued her active involvement on the Executive Committee as Chapter Secretary and Chair of the Chapter Bylaws Committee from 2016 to 2018 and continues to serve APA as an APA Ambassador conducting special mentoring programs for students in Palm Springs. She also gives her time to the Town of Lake Park as Vice Mayor since 2013, served as Planning, Zoning and Building Director for the Village of Palm Springs from 2014 to 2020 and was promoted in 2021 to Assistant Village Manager, and has volunteered with several community organizations, including the Palm Beach County League of Cities and Town of Lake Park Planning and Zoning Board.

In recognition of her contribution to the public advancement of the planning profession and contribution to APA, I whole heartedly endorse Kim's nomination for the President's Lifetime Achievement Award.

Sincerely,



Sheri Coven
Former Executive Director of APA, Florida



**Palm Beach County
LEAGUE of CITIES, Inc.**

June 22, 2021

Chairman Leadership Awards Jury
Florida Chapter of the American Planning Association
2017 Delta Boulevard Suite 201
Tallahassee, Florida 32303

Dear Chairman Leadership Awards Jury,

It is my honor to write this letter requesting your favorable consideration of Kimberly Glas-Castro for a Florida Chapter American Planning Association Award.

I serve as the Executive Director of the Palm Beach County League of Cities where we advance municipal interests at the County, State, and Federal levels. In 2014, I was introduced to Kim Glas-Castro when she was nominated to serve as an At Large Board Member based on her qualifications as Vice Mayor for the Town of Lake Park. Since then she has risen to become the President of our League and her stellar leadership throughout this health crisis has predicated the rare instance of her serving a second year. Kim also has received the Florida League of Cities (FLC) Home Rule Hero Award every year since 2017 for her legislative advocacy. Presently, she chairs the FLC Municipal Administration Policy Committee, which is setting their 2022 Legislative Agenda, and has a seat on FLC Board of Directors. Kim also serves for us on the Executive Board of the Issues Forum, which oversees the Intergovernmental Planning and Review Committee (of which she is a former Chair) which is a composite of all the Planners in Palm Beach County, working for community betterment. All of this while becoming Planning Director for the Village of Palm Springs and eventually becoming Assistant Village Manager. In the over four decades that I have worked in municipal government and services, I have met and worked with thousands of individuals volunteering their time or working professionally in support of them. Rarely can any individual do both. Not only does Kim Glas-Castro excel in this she has risen to leadership positions in both worlds. This achievement with the class, grace, and dignity she exhibits and encourages leads me to believe she deserves the APA Florida Chapter Lifetime Achievement Award.

Respectfully,


Richard C. Radcliffe
Executive Director



Exhibit "B"

Town of Lake Park Town Commission

Agenda Request Form

Meeting Date: December 15, 2021

Agenda Item No.

Agenda Title: A RESOLUTION OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, APPROVING A SITE PLAN AND SPECIAL EXCEPTION USE AUTHORIZING THE DEVELOPMENT OF A TWO-STORY 28,075 SQUARE FOOT SMALL-SCALE FOOD AND BEVERAGE PRODUCTION USE WITH A THIRD-STORY ROOFTOP AT 1301 10TH STREET; PROVIDING FOR CONDITIONS ASSOCIATED WITH THE APPROVAL OF THE SITE PLAN AND SPECIAL EXCEPTION USE; AND PROVIDING FOR AN EFFECTIVE DATE.

- SPECIAL PRESENTATION/REPORTS
- BOARD APPOINTMENT
- ORDINANCE
- NEW BUSINESS – DISCUSSION ITEM
- OTHER: QUASI-JUDICIAL PUBLIC HEARING RESOLUTION
- CONSENT AGENDA
- OLD BUSINESS

Approved by Town Manager *Nadia Di Tommaso* Date: 12/8/21
Nadia Di Tommaso / Community Development Director

<p>Originating Department:</p> <p style="text-align: center;">Community Development</p>	<p>Costs: \$ Legal Review and Legal Ad and Consultant Reviews</p> <p>Funding Source: #5589 (escrow account for all advertising and reviews)</p> <p>Acct. #</p> <p><input type="checkbox"/> Finance <u><i>Russell Lewis</i></u></p>	<p>Attachments:</p> <ul style="list-style-type: none"> → Staff Report → Resolution __-05-21 → Applicant Application and Backup Materials → Legal Ad → Certified Letter <p>**PLANS and additional documents associated with the project are located in a separate folder in the Dropbox**</p>
<p>Advertised:</p> <p>Date: 11/26/21</p> <p>Paper: Palm Beach Post</p> <p><input type="checkbox"/> Not Required</p>	<p>All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.</p>	<p>Yes I have notified everyone <u><i>ND</i></u> (certified mail to everyone within 300 feet)</p> <p>or</p> <p>Not applicable in this case</p> <p>Please initial one.</p>

Summary Explanation/Background:

Please refer to the Staff Report.

Recommended Motion: I move to "APPROVE" Resolution 82-12-21 with the associated conditions of approval.



**TOWN LAKE OF PARK
TOWN COMMISSION
MEETING DATE: DECEMBER 15, 2021**

APPLICATION: Oceana Coffee Roasters

SUMMARY OF APPLICANT'S REQUEST: On behalf of Lake Park O3, LLC ("Property Owner" and "Applicant"), Emilio Lebolo of One A Architecture ("Agent") is requesting site plan approval for a three-story (*two stories under air plus a third story rooftop*), 28,075 SF small-scale food and beverage production use (special exception use), consisting of office, retail, warehousing, and commercial kitchen components. This space will serve as the new headquarters for Oceana Coffee Roasters.

Additionally, the Agent will be requesting special exception approval for a 'small-scale food and beverage production' use in accordance with the requirements of the C-1 business district; the Agent's sub-consultant, PlanW3st LLC, provided this portion of the application.

Overall, the proposed development is consistent with the Town of Lake Park's adopted regulations for the C-1 business district and the Comprehensive Plan.

The Subject Property is located on the southeast corner of 10th Street and Northern Drive in the Town of Lake Park. It is comprised of the following parcel, which totals 0.946 acres:

- Parcel 1 – PCN: 36434220010790190

STAFF REPORT

Planning & Zoning Board (December 6, 2021): The P&Z Board unanimously recommended **APPROVAL** of the application at their December 6 meeting. There was discussion on the stacking of vehicles, particularly since the business will be highly successful. It was explained that having both Magnolia and Northern drives is a benefit so that when customers become familiar with the site, they will be able to stack in both directions. It was also explained that their product is simple, it's only coffee and therefore, the wait time is negligible and vehicles will be able to get in and out very quickly. The applicant also explained that as the operation grows in popularity, they will tweak their operation as needed to accommodate the needs. There was some discussion on the number of commercial kitchens being offered (total of 14 prep kitchens) and the need in the area. The applicant explained that there is a growing need for these types of kitchens, referred to as "ghost kitchens". There was some added discussion on the architecture and how it is trendy and forward thinking, along with a comment in that the operator should not rule out having special events in the future since they would serve the site well. The applicant responded in that it may be possible with the appropriate permits and by ensuring parking needs are met also. The motion recommending approval also recommended that condition #6 regarding the dumpsters include language that the owner is not responsible for a waste hauler leaving the doors open on pick-up day and for condition #7 regarding the landscaping certification letter to ensure this is only applicable at Certificate of Occupancy and that minor changes after site plan approval (and during construction) are also possible if in fact supplies are limited and alternative plantings are necessary.

BACKGROUND:

Owner & Applicant(s):	Lake Park O3, LLC
Agent and Consultant:	Emilio Lebolo, One A Architecture
Special exception sub-consultant:	PlanW3st, LLC
Location:	1301 10 th Street
Net Acreage (total):	0.946 acres
Legal Description:	See survey enclosed in packet.
Existing Zoning:	C-1
Future Land Use:	Commercial

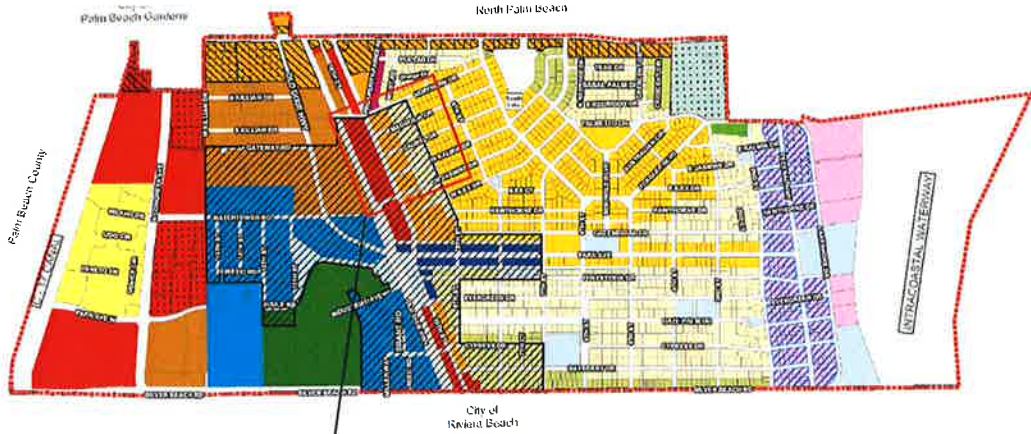
Figure 1: Aerial View of Site (image not to scale; for visual purposes only)



LAKE PARK ZONING MAP



Lake Park Zoning Map



Legend

- | | | | | |
|---|--------------------------------------|---|--------------------------------------|--|
| TOWN BOUNDARY | C1 BUSINESS DISTRICT | C4 BUSINESS DISTRICT | PADD PARK AVENUE DOWNTOWN DISTRICT | R2 MULTIPLE FAMILY RESIDENCE DISTRICT |
| Planned Unit Development Overlay | C1B NEIGHBORHOOD COMMERCIAL DISTRICT | CLIC CAMPUS LIGHT INDUSTRIAL & COMMERCIAL | R1 SINGLE FAMILY RESIDENCE DISTRICT | R2A MULTIPLE FAMILY RESIDENCE DISTRICT |
| HBQZ Overlay | C2 BUSINESS DISTRICT | CONSERVATION | R1A SINGLE FAMILY RESIDENCE DISTRICT | TND TRADITIONAL NEIGHBORHOOD DEVELOPMENT |
| CRA Overlay | C3 BUSINESS DISTRICT | MU MIXED USE | R1AA RESIDENCE DISTRICT | |
| FHMDUC Federal Highway Mixed Use District Overlay | | P PUBLIC DISTRICT | R1B TWO FAMILY RESIDENCE DISTRICT | |

Subject Site



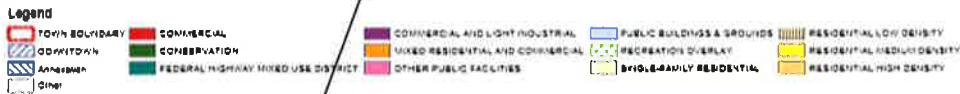
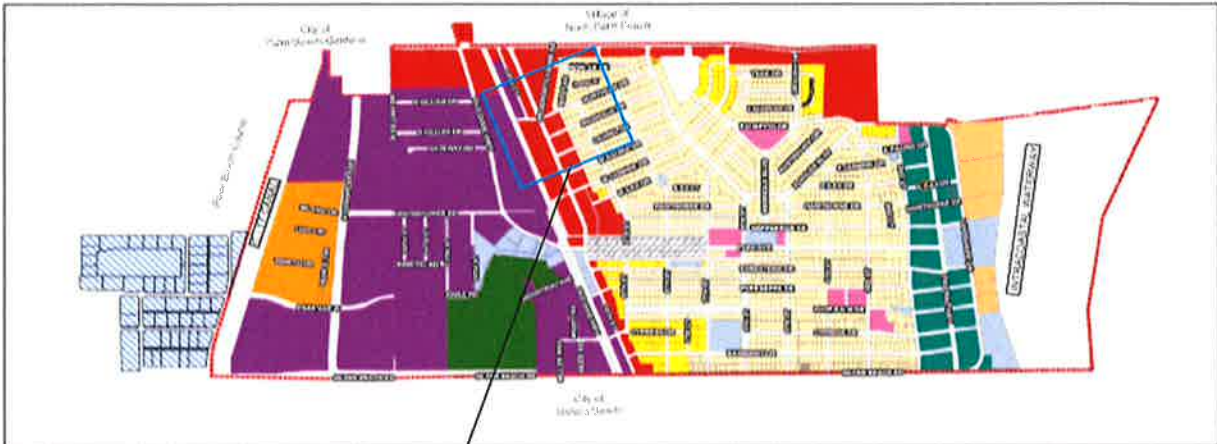
Adjacent Zoning:

- North: C-1B Neighborhood Commercial
- South: C-1 Business District
- East: C-1 Business District
- West: C-2 Business District

LAKE PARK FUTURE LAND USE MAP



Lake Park Future Land Use Map



Subject Site



Adjacent Existing Land Use

North:	Commercial
South:	Commercial
East:	Commercial
West:	Commercial

PART I: SITE PLAN APPLICATION

The Site Plan for Oceana Coffee has been reviewed by the Town’s consulting Engineers, Landscape Architect, along with the Palm Beach County Traffic Division (*TPS letter is pending and conditioned*), Palm Beach County Fire Rescue, Seacoast Utility Authority, Palm Beach County Sheriff’s Office (PBSO) for Crime Prevention Through Environmental Design (CPTED), Lake Park Public Works Staff, and Lake Park Community Development Department Staff. Based upon this exhaustive review, Town Staff finds that the Site Plan meets the Town’s Comprehensive Plan and the Land Development Regulations of the Town Code.

****project has been noticed by certified mail to property owners within 300 feet and with an advertisement in the Palm Beach Post – all completed on November 26, 2021****

SITE PLAN PROJECT DETAILS

Comprehensive Plan: The proposal is consistent with the goals, objectives and policies of the Town’s Comprehensive Plan. Most importantly:

→ **3.4.2 Objectives and Policies, Policy 1.5:** *The Town shall encourage development and redevelopment activities which will substantially increase the tax base while minimizing negative impacts on natural and historic resources, existing neighborhoods and development and adopted Levels of Service standards.*

This redevelopment project activates a vacant parcel at the northern edge of our 10th Street commercial corridor, bringing in new business and public interest to the area while remaining mindful of neighboring districts and LOS impacts.

→ **Future Land Use Classification System 3.4.3:** *Lands and structures devoted primarily to the delivery, sale or otherwise transfer of goods or services on a retail basis, with a maximum F.A.R. of 2.0. This category also includes personal and professional services. Public schools are a permitted use within this land use designation.*

The current proposal is consistent with the definitional requirement for lands in the Commercial FLU designation and consistent with the required FAR by providing an FAR of 0.59.

→ **Future Land Use Element, Policy 5.2:** *The Town shall foster the redevelopment of declining neighborhoods, underutilized parcels, and areas that demonstrate substandard and/or slum and blight conditions.*

The proposed development will redevelop a currently underutilized (vacant) parcel per the requirements of the Comprehensive Plan.

Zoning: The proposed project is consistent with the requirements of the zoning code for the C-1 Business District and the applicable supplemental regulations, including setbacks, maximum lot coverage, and use, which is detailed further under Part II of this report dealing

with the applicant's special exception application for small scale food and beverage production.

Note that for this project, the applicant applied for and received a total of two administrative flexible land development waiver for sites under 1 acre. The first of these waivers was applied to reduce the front building setback from the 25 feet to 20 feet. This is a 20% reduction consistent with the requirements of Sec 78-325 (a) that the reduction be no more than 20% and that the subject site be under 1 acre. Site plan sheet AS-100 identifies the location of this front setback reduction along 10th Street. The other waiver will be detailed under the landscaping portion of Part I.

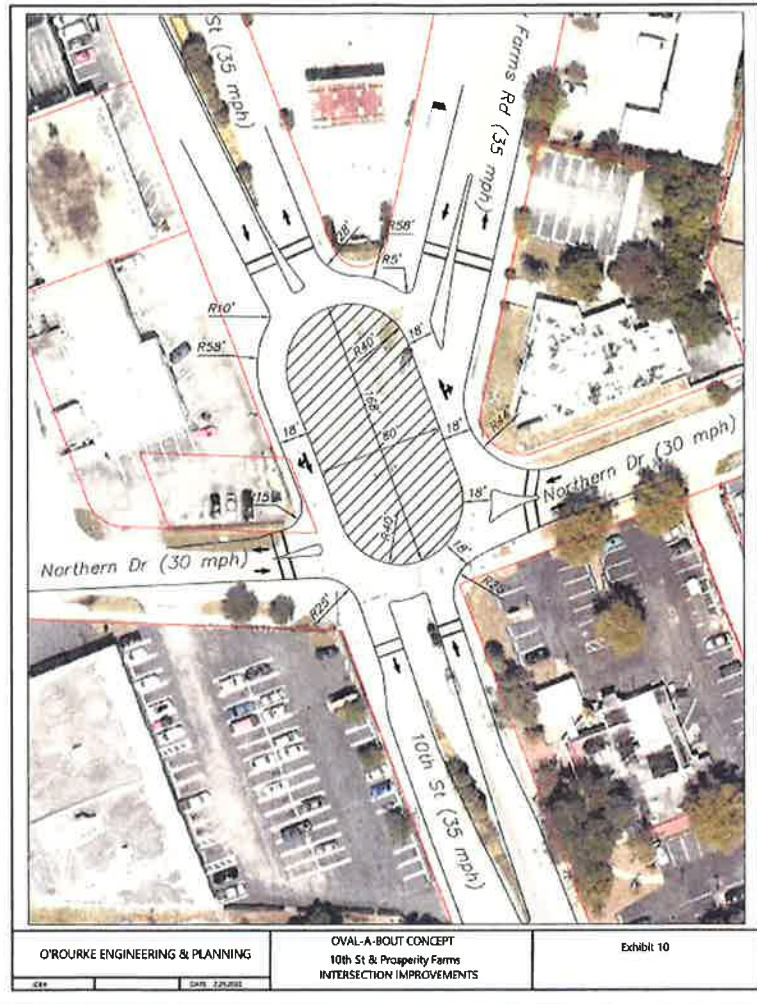
Architecture: The bold and innovative architecture for this project is substantially compliant with the Town's standards for nonresidential architectural design detailed under Chapter 78, Article XII. Reviews by Town Staff finds the proposal to meet and exceed the standards set forth for building articulation, façade paint colors, materials, and decorative features by providing an attractive modern aesthetic designed to be a landmark for 10th Street travelers.

Building Site: The total impervious area for the project is 33,795 SF and the pervious area is 7,455 SF. The development proposal consists of one three-story (*two stories under air plus a third story rooftop*), 28,075 SF building. This structure consists of a first floor business office, retail coffee storefront and drive-thru, and warehousing space for Oceana Coffee's roasting, canning, and distribution operations. On the second floor, the space is entirely devoted to leasable commercial kitchen space of different sizes; these are designed as incubator spaces to support small businesses and short-term kitchen space needs. Finally, the third floor consists of a rooftop balcony event space designed to be used exclusively by the Oceana Coffee team for private events.

Site Access and Roadways: This site has been designed with a high degree of roadway and pedestrian integration into the surrounding environment. Roadway entrances to the project are provided at the north and south ends of the site along Magnolia and Northern Drives, respectively. Additionally, one vehicular exit point has been provided along 10th Street for the purposes of drive-thru queue exiting. The project also provides for a new

paver pedestrian pathway along 10th Street, integrating into a paver deck on the north end of the site designed for customer seating.

Finally, one last aspect to consider pertaining to site access are the ongoing preliminary design discussions for the installation of a new 10th Street roundabout feature at the intersection of 10th Street, Prosperity Farms Road and Northern Drive. The new roundabout is anticipated to facilitate the smooth and uninterrupted flow of all traffic through the intersection at increased efficiency when compared to the existing 5-way intersection stoplight. Though in its early conceptual stages, the roundabout concept is something both Community Development and Public Works support and believe will be a net benefit to traffic flow efficiency when installed. Please see here a conceptual rendering of the “oval-about” concept most popular with all departments.



Traffic Concurrency: The Applicant has not yet received a Traffic Performance Standard (TPS) concurrency letter from Palm Beach County’s Traffic Division. Staff is recommending the County’s TPS letter be conditioned to be delivered prior to the issuance of a construction permit. The project has been reviewed for traffic impacts, however, by the Town’s consulting engineer at O’Rourke Engineering, who approved the proposed traffic impacts on November 16. A copy of their approval has been included in the packet.

Landscaping: The proposed landscaping plans have been deemed code compliant by the Town’s consulting Landscape Architect (JMorton) on November 8, 2021.

Note that a landscape buffer width reduction waiver was applied for and granted as the second of two waivers requested with this application. Per Sec. 78-325 (c), multiple landscape buffers may be reduced by up to 20% upon demonstration the subject site is under 1 acre, the site fronts multiple rights of way, and no buffer is reduced to less than 6 feet. The requested buffer waivers for the north, south, and eastern landscape buffers meet

these criteria. The individual waivers applied and their locations may be viewed on site plan sheet AS-100.

Paving, Grading and Drainage: The Town's consulting Engineers and the Public Works Department have reviewed paving, grading, and drainage for this project and approved on November 8 and November 12, respectively,

Parking and Loading: This project meets the required parking based on the applicable parking code assignments, which included office parked at 1 per 200 SF, retail parked at 1 per 200 SF, warehouse space parked at 1 per 2,000 SF plus spaces for the employees of the shift of greatest employment, and commercial kitchen prep space at 1 per 10,000 SF. In total, the applicant is providing 35 parking spaces, two of which are ADA spaces. Additionally, the applicant has provided the 1 required standard loading space, which abuts the warehousing portion of the Oceana Coffee project at the south side of the site.

Signage: Two monument signs have tentatively been proposed along 10th Street at the northern and southern ends of the site. Staff has reviewed the placement details and found the proposals compliant with the Town's signage code insofar as the provided details allow us to ascertain. A full review of this project's signage will be conducted when full plans are submitted for the building permitting phase.

Water/Sewer: Seacoast Utility Authority reviewed these plans for compliance with their best practices and provided final approval on November 19, 2021.

Fire: PBC Fire Rescue reviewed the site plan and found it to be in compliance with PBC Fire Rescue best practices on November 3, 2021. An additional round of fire review will be conducted during the building permit phase per the typical permitting process.

PBSO: The Crime Prevention Through Environmental Design (CPTED) review was performed by D/S Adam Pozsonyi at the Palm Beach County Sheriff's Office and the proposal was found to be in compliance with best-practice principles for CPTED on November 19, 2021. A high-definition security camera surveillance condition of approval (which is standard) is also being recommended.

PART II: SPECIAL EXCEPTION APPLICATION

The town commission may permit special exception uses in the C-1 zoning district provided the proposal meets the 6 special exception zoning criteria established in Sec 78-184. As was previously noted, the Applicant is seeking special exception approval for a

28,075 SF small-scale food and beverage production use. Staff's findings in their review for special exception compliance are detailed below.

1. Consistency with Comp Plan Goals, Objectives, and Policies: Staff has reviewed the applicant's proposal to determine consistency with the Goals, Objectives, and Policies of the Comprehensive Plan and, in addition to those objectives identified under Part I, staff identified the following relevant policies:

Objective 1 – The Comprehensive Plan specifies that the Town is to encourage development and redevelopment activities that will substantially increase the tax base while protecting and minimizing negative off-site impacts for surrounding properties, the natural environment, residential neighborhoods and within adopted levels of service.

Objective 5 – The Town shall promote redevelopment and infill development in a manner that is consistent to existing neighborhoods and uses, the built and natural environments and adjacent jurisdictions.

Furthermore, the applicant's consultant for the Special Exception Application, PlanW3est, LLC – a subconsultant of One A Architecture – identified the following Comprehensive Plan objectives, which staff agrees are also relevant to this submittal:

Town Goal Statement 3.4.1 (3) - The Town shall maintain and seek opportunities to improve its ability to provide...commercial, industrial and mixed-use development opportunities that will further the achievement of economic development goals.

Objective 1, (3) - Encourage redevelopment, renewal or renovation that maintains or improves existing neighborhoods and commercial areas.

Objective 5, (5) - Discourage the proliferation of urban sprawl.

Policy 1.1:

- e. Ensure safe and convenient onsite traffic flow and vehicle parking needs
- i. Discourage the proliferation of urban sprawl
- j. Encourage redevelopment, renewal or renovation, that Maintains or improves existing neighborhoods and commercial areas;

Objective 5, Policy 5.3 - The Town shall foster the redevelopment of key corridors and target areas. Compact mixed-use development, defined as a mixture of at least two different land uses in a design-unified, vertically and or horizontally integrated, pedestrian-friendly environment, should be the preferred form of development and redevelopment.

Staff has found the applicant to meet the requirements of criteria 1.

2. Consistency with land development and zoning regulations: Staff has reviewed this application for consistency with the Town’s land development regulations in the course of the site plan review and has determined this project complies with all applicable requirements.

Most importantly, the proposal meets the standards of the C-1 District for the small-scale food and beverage production use. Below, staff has provided an excerpt from the PlanW3st special exception justification that explains the requirements of the small-scale food and beverage production use and the applicant’s compliance.

“Additionally, the proposed Small-Scale Food and Beverage Production use meets the use standards identified in Sec. 78-71.2. g:

1. Scale of use. The floor area of the use shall not exceed 30,000 square feet.

The floor area is a maximum of 28,075 sq. ft. distributed between the 3 floors of the structure.

2. Hours of operation near residential. When abutting or within 200 feet of a residential zoning district boundary, measured from property line to property line, the use shall not operate or have any loading or delivery activities between the hours of 9:00 PM and 7:00 AM.

The proposed use will be located 150 feet from a residential zoning district. The use will not operate or have any loading or delivery activities between the hours of 9:00 PM and 7:00 AM.

3. No nuisance created. The use shall not create or cause any perceptible noise, odor, smoke, electrical interference, or vibrations that constitute a public or private nuisance to neighboring properties. Documentation evidencing these elements shall be required at the time of application for special exception approval.

The use, which includes coffee roasting and canning, will not create any public or private nuisances including but not limited to noise, odor, smoke, electrical interference, or vibrations. The proposed project will be a new development and will be constructed to meet all use and development standards. Additionally, the current facility in Tequesta does not have any code compliance violations—nuisance related or other (refer to attached documentation from Village of Tequesta Code Compliance).

The facility is composed of a mix of uses between 2 floors. Total first floor is a combined 10,050 sq. ft. The first floor includes 1,281 sq. ft. of office, 1,073 sq. ft. of retail, drive-thru facility, and 7,696 sq. ft. of canning and roasting uses (warehousing, shipping, & receiving). The total second floor is a combined 14,384 sq. ft. The second floor is comprised of the commercial kitchen aspect; this includes individual prep kitchen spaces ranging from 364 sq. ft. to 872 sq. ft. in area. The main 2,236 sq. ft. kitchen is meant to be shared among all users for common purposes. The third floor roof deck is meant for Oceana Coffee employee use only.”

In closing, staff finds the criteria for requirement 2 are satisfied.

3. Compatibility with surrounding uses, hours of operation, traffic generation, building location, massing, height, setbacks, and other relevant factors: Staff has determined this project is highly compatible with the surrounding uses by bringing in a community-focused coffeehouse with outdoor seating and sidewalk connections and a small-scale roasting operation. Staff believes this use synergizes with both adjacent multifamily residential to the east, commercial strip malls to the west and south, and office uses to the North. We believe these neighboring uses and the community as a whole will patronize Oceana for quick and convenient coffee pickups along 10th Street.

The project’s end-users are not anticipated to generate disproportionate traffic based on our consultant’s review. The building’s orientation, massing, height, and

setbacks are all consistent with the C-1 business district standards, our nonresidential architectural standards, and the principles of good urban design. Staff identified no other relevant factors peculiar to the proposed special exception project that would negatively impact surrounding properties.

4. Concentration of similar types of uses: Once again, staff highlights the PlanW3st special exception justification statements, which provides the following response to question 4:

“The establishment of the proposed Oceana Coffee Roasters at the property referenced above does not create a concentration or proliferation of the same or similar type of use. Using the search boundaries of Blue Heron Boulevard to the south, RCA Boulevard to the north, the Atlantic Ocean to the east, and the Earman River Canal to the west, the most similar facilities include the Starbucks at the intersection of Northlake Blvd and North Congress Avenue (over 2,000 feet away), and Dunkin’ Donuts and Dolce Vite Café on Blue Heron Boulevard (both about 8,000 feet away). This facility will be more than a coffee house providing canning and roasting, thus not as similar to Starbucks and Dunkin’ Donuts.”

Staff agrees with this justification and believes Oceana Coffee roasters brings a unique local chain to Lake Park not otherwise duplicated in the Town or its environs.

Staff finds the criteria 4 requirements satisfied.

5. Detrimental Impacts Based on users, nuisances, and traffic flow: Once again, staff highlights the PlanW3st special exception justification statement, which provides the following response to question 5:

“The proposed special use does not have a detrimental impact on surrounding properties. The number of persons projected to visit will be mostly employees for the production aspect of the business. The café will be specifically for tasting and not comparable to a large coffee house. The facility will not look, sound, or smell any different than the Starbucks or Dunkin Donuts nearby, but may look better with the proposed architecture. The canning and roasting process does not involve any significant noises or smells in production. The current location in Tequesta does put out the coffee smell; however, at this location an after burner will be included within the exhaust, which removes any smells. A Traffic Impact Analysis has also been included with this submittal that shows traffic impacts will not be significant.”

Having reviewed the applicant’s justification, staff is in agreement with the responses, and is particularly pleased with the inclusion of an after burner to eliminate any smells from the coffee-roasting operation. Staff has also reviewed the applicant’s traffic report and is in agreement with the findings of our traffic consultant that the proposal will not create significant detrimental impacts on surrounding roadways.

6. Impacts on light, air, property values, redevelopment, and public facilities: As part of the special exception review, staff must take into account impacts to light and air flow to adjacent properties. Given that this project is low-rise primarily composed of two stories with a dominant roofline of 30’ and a nominal third level composed of a scenic balcony and elevator bulkhead with a maximum height of 40’, we believe the impacts on light and air flow will be negligible.

Additionally, staff must take into account impacts to neighboring property values. Again, this is not anticipated to be an issue; the redevelopment and programming of this site will be a net economic benefit and bring an attractive new investment to Lake Park.

As it pertains to impacts on improvement, development, or redevelopment potentials, staff finds no evidence to suggest this project would have a negative effect. The project itself is an infill project and most likely will have synergistic and complimentary relationships with future developments rather than conflict with future development.

As it pertains to impacts on natural systems or public facilities, staff finds no evidence to suggest significant impacts.

Finally, as it pertains to provisioning pedestrian amenities like benches, trash cans, and bike parking, this project has made strong efforts to provide these facilities. Pedestrian amenities have been included throughout the site such as benches and a bicycle rack in addition to outdoor seating. Staff believes the customer seating patio at the northern end of the site will serve to help activate pedestrian spaces in and around this project.

PART III: STAFF RECOMMENDATION

Staff recommends **APPROVAL** of the Site Plan and Special Exception Applications with the following conditions:

1. The Applicant shall develop the Site consistent with the following Plans and the title sheet shall be updated to reflect the following list of plans and their sign and seal dates:

Name	Sheet	Revision Date	Received on
GENERAL			
Cover Sheet	T-001	11/29/2021	11/29/2021
Survey	N/A	8/6/2021	11/29/2021
CIVIL			
Conceptual Paving, Grading, & Drainage	PD-1	11/24/2021	11/29/2021
Garbage Truck Maneuvering Plan	AT-1	11/24/2021	11/29/2021
LANDSCAPE			
Tree Disposition Plan and Table	L-200	11/29/2021	11/29/2021
Landscape Plan	L-210	11/29/2021	11/29/2021
Roof Deck Landscape Plan	L-210A	11/29/2021	11/29/2021
Landscape Plan and Details	L-211	11/29/2021	11/29/2021
Irrigation	L-300	11/29/2021	11/29/2021
Roof Deck Irrigation Plan	L-300A	11/29/2021	11/29/2021
Irrigation Details	L-301	11/29/2021	11/29/2021
Irrigation Notes	L-302	11/29/2021	11/29/2021
ARCHITECTURE			
Architectural Demolition Site Plan	AS-001	11/29/2021	11/29/2021
Architectural Site Plan	AS-100	11/29/2021	11/29/2021
First and Second Floor Plan	A-101	11/29/2021	11/29/2021

Roof Plan	A-102	11/29/2021	11/29/2021
Exterior Elevations	A-201	11/29/2021	11/29/2021
Color Elevations	A-202	11/29/2021	11/29/2021
Color Site Plan	Exhibit A	N/A	11/29/2021
Color Elevations and 3D Rendering (X2)	Exhibit A	N/A	11/29/2021
ELECTRICAL			
Electrical Site Plan	ES-1	11/29/2021	11/29/2021

2. Construction associated with the Project is permitted only between the hours of 7:00 a.m. and 7:00 p.m., Monday through Saturday, except holidays, unless an exception is approved in writing by the Community Development Director (the Director).
3. Any proposed disruption to neighboring street access, surrounding parking areas, or the normal flow of traffic within the rights of way of Northern Drive, Magnolia Drive, 10th Street, or any other right-of-way during the construction of the Site shall be subject to the review and approval of the Community Development Director and any of the agencies responsible for maintaining these roadways. Should any disruption to the normal flow of traffic occur during construction of the Project without prior authorization, upon written notice from the Director, all construction shall cease until the Director has provided the Owner with a written notice to proceed.
4. All landscaping shown on the approved Site Plan and the Landscaping Plan shall be continuously maintained from the date of its installation and the issuance of the Certificate of Occupancy by the Town. The Owner shall replace any and all dead or dying landscaping materials so as to maintain the quantity and quality of the landscaping shown on the approved Site Plan and Landscaping Plan.
5. The Owner shall ensure that all contractors use best management practices to reduce airborne dust and particulates during the construction of the Site.
6. All onsite dumpsters and dumpster screening shall be kept closed at all times. Owner is not responsible for waste haulers leaving doors open temporarily on pick-up day. All required dumpsters shall be acquired from the approved franchise supplier for the Town.
7. Prior to issuance of the Certificate of Occupancy, the Applicant shall provide certification from the Landscape Architect of record that the plant installations for the Project are in accordance with the approved Site Plan (and any minor modifications that are approved through permitting) and the Landscaping Plan or are deemed to be equivalent by the Town's Landscape Architect.
8. Prior to the issuance of any construction permits, the Applicant shall submit copies of all permits that are required by other agencies and have been obtained from those agencies, including but not limited to the Palm Beach County Health Department, Palm Beach County Land Development Division, South Florida Water Management District and the State of Florida Department of Environmental Protection, as applicable.
9. Any revisions to the approved Site Plan, or any approved plans associated with the Project, shall be submitted to the Department of Community Development (Department), and shall be subject to its review and approval. The Department shall determine whether or not the changes are material enough to require further review by the Town Commission.
10. During the building permit phase, signage permitting (window, wall, freestanding, or other) for the Project shall be submitted through the Town's permitting process with a Master sign plan that ensures signage consistency in design and color scheme. A sign package illustrating all signs and their colors shall be submitted to the Department through the regular signage permitting process and shall be subject to its review and approval prior to their placement on the Site.
11. Within 18 months of the effective date of this Resolution, the Owner shall initiate bona fide development and shall continue with the development of the Site through completion.

Failure to do so shall render the Development Order null and void. Once initiated, the development of the Site shall be completed within 18 months.

- 12.** Prior to the issuance of a Certificate of Occupancy or Completion, the Owner shall install High-definition surveillance cameras, which capture clear facial features throughout the parking areas of the Project and along the exterior façades of the buildings on the Site. The location of the camera(s) shall be subject to the Department's and PBSO's review and approval to ensure that they capture the required components.
- 13. Cost Recovery.** All professional consulting fees and costs, including legal fees incurred by the Town in reviewing the Application and billed to the Owner shall be paid to the Town within 10 days of receipt of an invoice from the Town. The failure of the Applicant to reimburse the Town within the 10 days from the town's mailing of its invoice will result in the suspension of any further review of plans or building activities, and may result in the revocation of the approved Development Order. A certificate of occupancy will not be issued if invoices are outstanding.
- 14.** Prior to the issuance of any construction permits, the Palm Beach County Traffic Performance Standards (TPS) letter shall be submitted to the Community Development Department.



Town of Lake Park Town Commission

Agenda Request Form

Exhibit "C"

Meeting Date: December 15, 2021

Agenda Item No. _____

Agenda Title: AN ORDINANCE OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, AMENDING ITS COMPREHENSIVE PLAN; PROVIDING FOR AMENDMENTS TO THE TEXT OF THE FUTURE LAND USE ELEMENT BY AMENDING THE DENSITY AND INTENSITY OF THE DOWNTOWN FUTURE LAND USE CLASSIFICATION; PROVIDING FOR A NEW OBJECTIVE SETTING FORTH POLICIES RELATED TO THE DOWNTOWN FUTURE LAND USE CLASSIFICATION; AMENDING THE FUTURE LAND USE MAP BY ASSIGNING THE DOWNTOWN FUTURE LAND USE CLASSIFICATION TO APPROXIMATELY 21.6 ACRES OF REAL PROPERTY AS SHOWN ON THEREON; PROVIDING FOR THE REPEAL OF LAWS IN CONFLICT; PROVIDING FOR SEVERABILITY; AND PROVIDING FOR AN EFFECTIVE DATE.

- [] SPECIAL PRESENTATION/REPORTS [] CONSENT AGENDA
[] BOARD APPOINTMENT [] OLD BUSINESS
[X] PUBLIC HEARING - Transmitted HEARING - ORDINANCE ON 1st READING
[] NEW BUSINESS
[] OTHER: _____

Approved by Town Manager [Signature] Date: 12/8/21

Nadia Di Tommaso/Community Development Director

Name/Title

Prepared by Karen Golonka, Planner

Table with 3 columns: Originating Department (Community Development), Costs (Legal Notice / Attorney Review, Funding Source: Acct. # 001-52-524-500-34910 / Legal # 108), Attachments (Staff Report, Ordinance, Legal ad). Row 2: Advertised (Date: 11/26/21, Paper: Palm Beach Post), All parties that have an interest in this agenda item must be notified of meeting date and time, Yes I have notified everyone KJG.

Summary of Request:

A Public Hearing is scheduled before the Town Commission to consider on first reading an Ordinance amending the Town's adopted Comprehensive Plan.

The proposed amendments are the result of Community Redevelopment Agency workshops and discussions held over the past two years regarding the need to expand the PADD/Downtown boundaries to allow for greater redevelopment potential. The Agency also expressed a desire to allow for increases in height and density in that area to reflect market realities.

The proposed amendments to the Comprehensive Plan reflect this strategic approach, and set the stage for the amendments to the Park Avenue Downtown District (PADD) zoning district that will follow.

The Comprehensive Plan amendments, contained in the attached proposed ordinance, are summarized below:

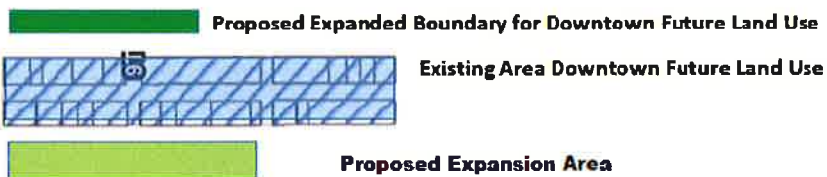
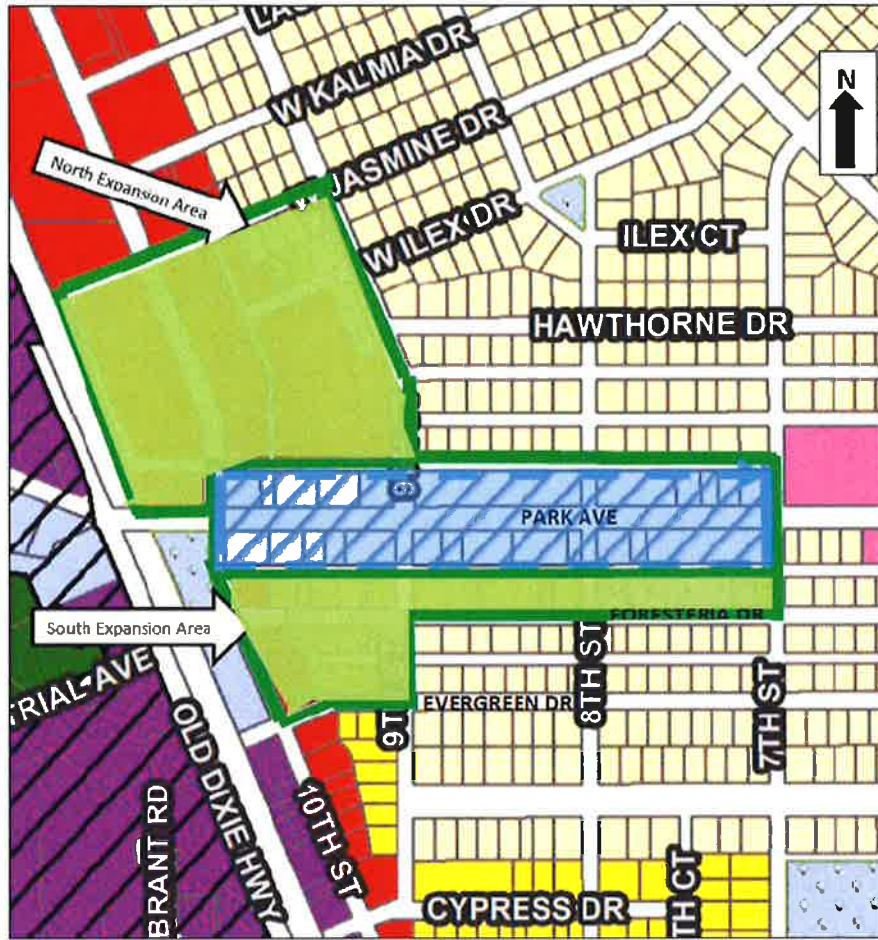
1. **Text Amendment: Downtown Future Land Use Category-** Increase the density from 27 du/acre to 48 du/acre and reduce the floor area ratio (FAR) from 5.0 to 3.0. Rather than applying the measures on a parcel by parcel basis, the measures will be applied as a maximum average across the Downtown area. (This approach was recently adopted for the Twin Cities Mixed Use future land use.) Thus, individual projects may exceed the listed density and intensity, which allows for greater flexibility. While the FAR is being decreased, due to the expansion of the Downtown area the overall available capacity for non-residential uses will increase.
2. **Text Amendment: Objective and policies for the Downtown Future Land Use-** Add Objective 12 and related policies to the Future Land Use Element to provide general guidance on the future land use category. Currently there are no objectives or policies for the Downtown Future Land Use Category.
3. **Map Amendment: Expand the Downtown Future Land Use area-** Increase the area on both the north and south of the current Downtown area by adding 21.6 acres and changing the Future Land Use designation accordingly to Downtown. Currently the area has Future Land Use categories of Commercial, Residential Medium Density, Single Family, and Public Use.

Under the current Future Downtown Land Use designation the current Downtown Land Use Area provides for a maximum of **278 dwelling units and 2.24 million square feet of non-residential.** With the expanded boundary and change to the density and intensity within the designation, this **will increase to 1,530 dwelling units and 4.17 million square feet of available non-residential square footage.**

The following map shows the area for proposed land use change, within the green boundaries.

Future Land Use Map

Downtown Future Land Use: Existing and Expansion area



LOCAL PLANNING AGENCY ACTION AND RECOMMENDATION

The Planning and Zoning Board, sitting as the Local Planning Agency (LPA), held a public hearing on December 6, 2021. **The Board voted unanimously 5-0 to recommend approval to the Town Commission of the proposed Ordinance containing the Comprehensive Plan amendments.**

Agency Member comments included concerns regarding potential impacts on adjacent single-family areas particularly along Foresteria, the need to cap the building height, and the importance of open space as building height increased. Staff explained that these items would be addressed in the revised Land Development Regulations (LDRs) for the PADD. Also, the proposed Land Use Element policy 12.3 requires that LDRs be created to protect the adjacent single family districts.

Local Planning Agency Findings

- The proposed text amendments and land use map amendment are consistent with the goals, objectives, and policies of the Town of Lake Park Comprehensive Plan.
- The proposed amendment is necessary to reflect changing conditions and trends which encourage mixed use.
- The proposed map amendment is compatible with the surrounding properties and land use patterns.
- The proposed amendment will further the establishment of a transit hub in the Park Avenue/FEC RR area.
- Adopted levels of service (LOS) will continue to be met, within the next 5 year planning period, with the land use change.

RECOMMENDED MOTION:

I MOVE TO APPROVE THE ORDINANCE ON FIRST READING AND TO TRANSMIT THE PROPOSED COMPREHENSIVE PLAN AMENDMENTS TO THE STATE.

**TOWN OF LAKE PARK
Town Commission
Transmittal Hearing
Meeting Date: December 15, 2021**



STAFF REPORT

Ordinance # 11 -2021

Summary of Request:

A Public Hearing is scheduled before the Town Commission, to consider on first reading an ordinance amending the Town's adopted Comprehensive Plan.

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The Comprehensive Plan amendments, contained in the attached proposed ordinance, are summarized below:

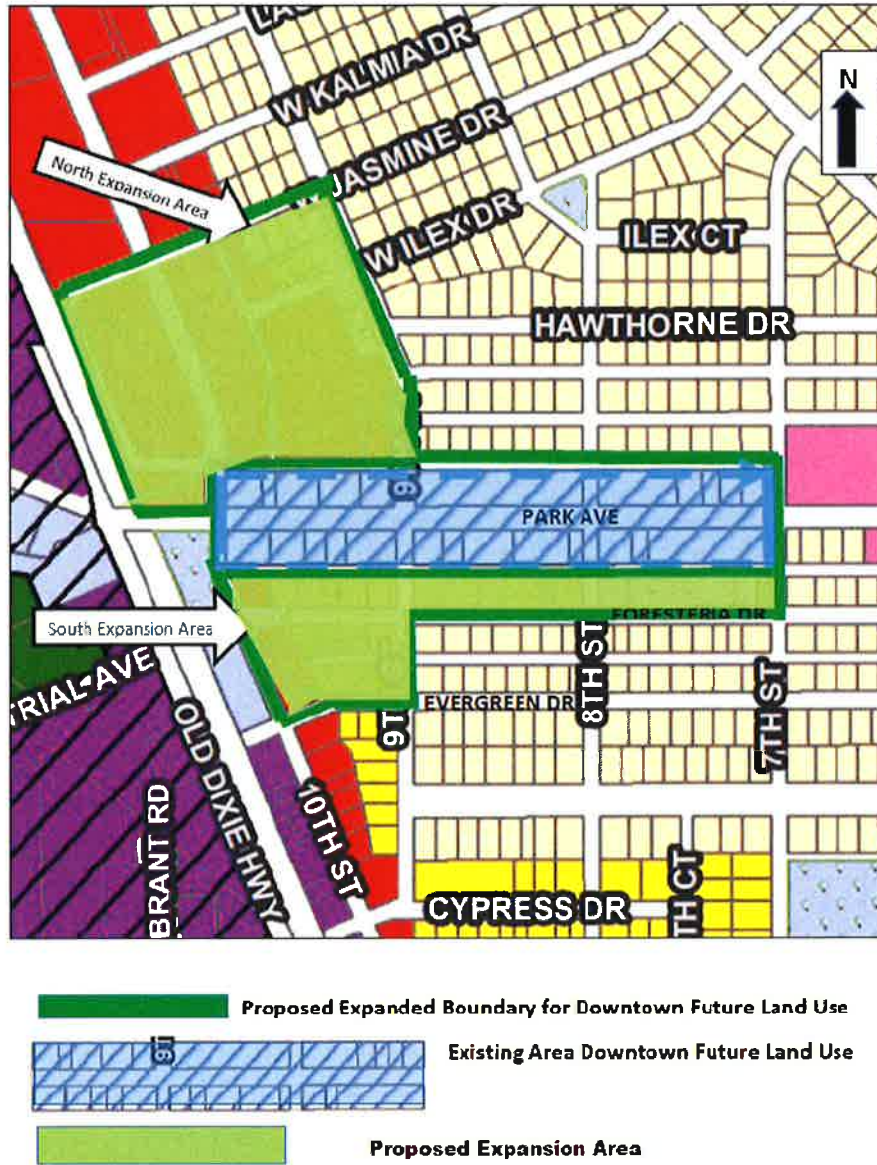
1. **Text Amendment: Downtown Future Land Use Category-** Increase the density from 27 du/acre to 48 du/acre and reduce the floor area ratio (FAR) from 5.0 to 3.0. Rather than applying the measures on a parcel by parcel basis, the measures will be applied as a maximum average across the Downtown area. (This approach was recently adopted for the Twin Cities Mixed Use future land use.) Thus, individual projects may exceed the listed density and intensity, which allows for greater flexibility. While the FAR is being decreased, due to the expansion of the Downtown area the overall available capacity for non-residential uses will increase.
2. **Text Amendment: Objectives and policies for the Downtown Future Land Use - Add Objective 12 and related policies to the Future Land Use Element to provide general guidance on the future land use category.** Currently there are no objectives or policies for this Future Land Use Category.
3. **Map Amendment: Expand the Downtown Future Land Use area-** Increase the area on both the north and south of the current Downtown area by adding 21.6 acres of real property as shown on the map below and changing the Future Land Use designation accordingly to Downtown. Currently the area has Future Land Use categories of Commercial, Residential Medium Density, Single Family, and Public Use.

Under the current Future Downtown Land Use designation the current Downtown Land Use Area provides for a maximum of **278 dwelling units and 2.24 million square feet of non-residential**. With the expanded boundary and change to the density and intensity within the designation, this **will increase to 1,530 dwelling units and 4.17 million square feet of available non-residential square footage.**

The following map shows the area for proposed land use change, within the green boundaries.

Future Land Use Map

Downtown Future Land Use: Existing and Expansion area



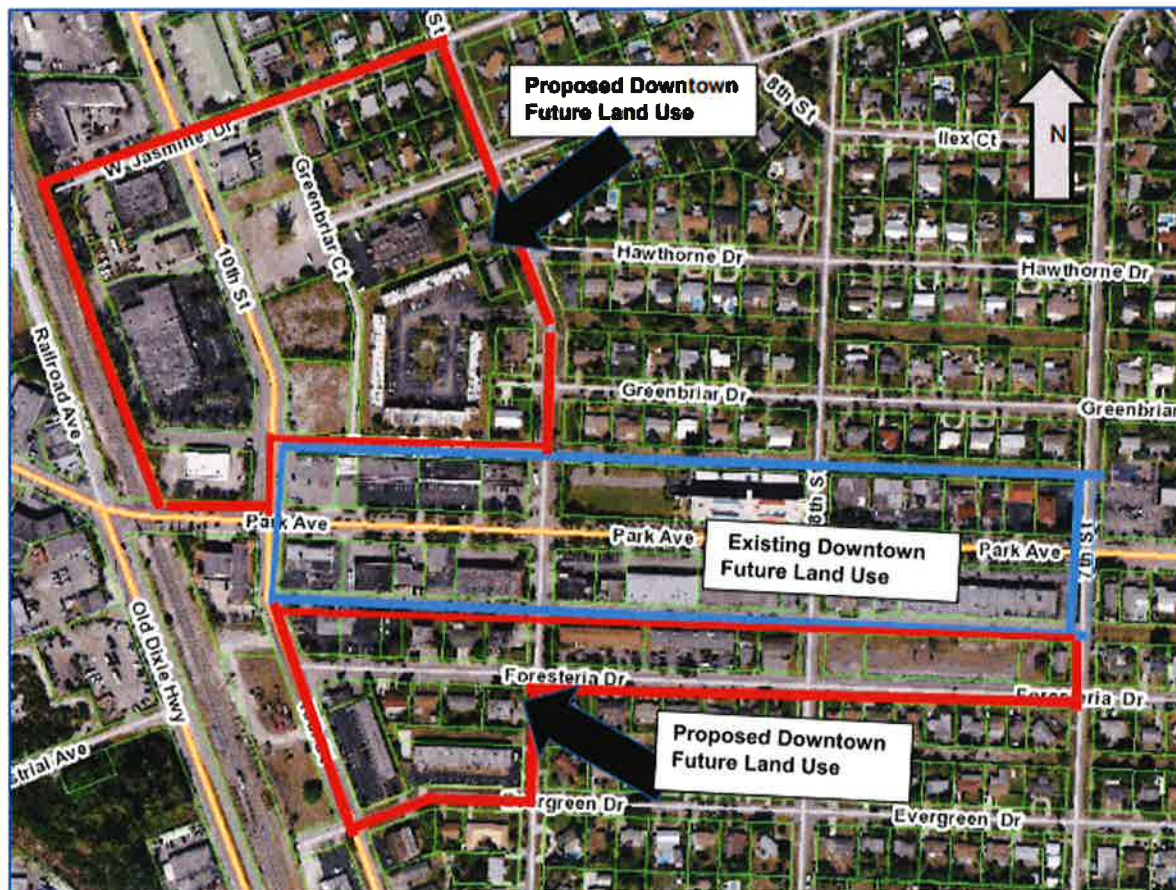
Background

Park Avenue, west of 7th Street, is the historic downtown of Lake Park and currently contains a mix of uses ranging from older, small strip centers to one story office buildings and the newer mixed use three story building "One Park Place". The office for Dedicated IT is under construction. The Downtown Future Land Use (FLU) was created in 2008 to

encourage mixed use redevelopment at a pedestrian scale, linked to the Park Avenue Downtown District (PADD zoning district).

Currently the Downtown Future Land Use runs from 7th Street to 10th St., one block deep as shown on the map below. The area contains 10.3 acres of real property. The CRA/Commission at workshops discussed potential boundary changes, and the proposed amendment reflects the consensus expansion area. Adding the 21.6 acres in the expansion area will bring the total acreage of real property in the Downtown Future Land Use to approximately 32 acres.

Through discussions with potential investors and developers it has become clear that the Town needs to consider increasing the allowable density and height in the Downtown area. Changes in density and intensity will be established through this Comprehensive Plan amendment, while regulations for height increases will be included in the amendments to the PADD zoning district.



DESCRIPTION AND ANALYSIS OF PROPOSED AMENDMENTS TO THE COMPREHENSIVE PLAN

TEXT AMENDMENTS

The proposed text amendments to the Future Land Use Element are shown below, with underlined verbiage indicating the proposed new language, and ~~strike-thru~~ for any deletions.

3.0 FUTURE LAND USE ELEMENT

Objective 12: Redevelopment of the Historical Downtown Area

A Downtown Future Land Use Classification is established to facilitate the redevelopment of the historical Park Avenue downtown and the immediate surrounding area. This land use category encourages a dense, vibrant, walkable mixed-use downtown that combines residences, businesses, and civic spaces, and that is well-integrated into the surrounding neighborhoods. This land use classification is also intended to facilitate development that complements a future tri-rail station.

Policy 12.1: The Downtown Land Use classification is implemented by the Park Avenue Downtown District (PADD) zoning district. The Downtown Land Use shall provide for the development or redevelopment of compact residential and non-residential or mixed use buildings to complement the existing buildings.

Policy 21.2: Within section 3.4.3 "Future Land Use Classification System" the Downtown Land Use provides for a density of 48 du/acre and a FAR of 3.0 across the entire contiguous area.

The Commission may approve a project greater than 48 du/acre so long as the average density of development within the entire contiguous Downtown Land Use area does not exceed 48 du/acre. The land development regulations shall provide for a maximum FAR of 3.0 for non-residential uses. Development of sites within the Downtown Land Use may exceed the maximum 3.0 FAR, so long as the average FAR for the entire Downtown Land Use area does not exceed 3.0, is consistent with the policies contained herein and as provided in the land development regulations.

Policy 12.3: The land development regulations developed to implement the Downtown Land Use shall provide for compatibility of adjacent land uses by establishing criteria to address buffering and to control the height and intensity of structures to mitigate the impacts of development on adjacent zoning districts, particularly single-family districts

Policy 12.4 Development and redevelopment shall be supported by publicly accessible civic spaces, walkable and bikeable streets and served by varied forms of public and private transportation.

Policy 12.5

Development shall provide for and accommodate various alternative mobility and micro -mobility options, consistent with policies of the Transportation Element, to achieve the safe interconnectivity of vehicular, pedestrian, and other non-motorized movement, and promote sustainability.

Policy 12.6

The Town shall continue to pursue a proposed train station location immediately adjacent to the Downtown future land use area, in support of its redevelopment and mobility goals.

3.4.3 Future Land Use Classification System

Land use categories listed as follows are hereby adopted as the “Future Land Use Classification System.”, consistent with and as a means to implement the objectives and policies of this element. Please note that the ability to achieve the maximum residential density and/or Floor Area Ratio (F.A.R.) is contingent upon, and shall be limited by, the ability to meet adopted Level of Service Standards in the short term planning horizon.

Downtown – Mixed Use development with a maximum F.A.R. of 5.0 which shall not exceed 3.0 per gross acre, as calculated for the entire contiguous Downtown Land Use area. and a maximum residential density of 27 units per gross acre. The maximum density shall not exceed an average of 48 dwelling units per gross acre, as calculated for the entire contiguous Downtown Land Use area.

Residential uses shall comprise no less than 20 percent, or no more than 80 percent, of the floor area of any vertical mixed use building, and no less than 20 percent and no more than 80 percent of the buildings on a development site or block face. Horizontal mixed use is possible and bonus units may be granted in excess of 48 units per acre on one site, so long as the average density for the entire contiguous Downtown Land Use area does not exceed 48 units per acre.

Analysis

New Objective 12 and related policies for the Downtown Future Land Use.

Currently there is no objective in the Future Land Use Element relating to the Downtown Future Land Use. The proposed objective summarizes the purpose of the Downtown Future Land Use category, “to facilitate the redevelopment of the historical Park Avenue downtown and the immediate surrounding area. This land use category

encourages a dense, vibrant, walkable mixed-use downtown that combines residences, businesses, and civic spaces, and that is well-integrated into the surrounding neighborhoods. This category is also intended to facilitate development that complements a future tri-rail station.”

The policies then further define the vision for the Downtown classification, and provide general direction in formulating more specific land development regulations. Additionally they serve as guidance to developers, and to staff when reviewing projects.

Section 3.43 Downtown Future Land Use. Change in the density and intensity for the classification.

The proposed amendment will increase the current density **from 27 du/acre to 48 du/acre**. The proposed FAR will decrease **from 5.0 to 3.0**, a more realistic FAR. This figure represents a higher FAR for the expansion area, as Commercial Land use has an FAR of 2.0 While the FAR is being decreased, due to the expansion of the Downtown area the overall available capacity for non-residential uses will increase.

The overall goal of the text changes are to create the opportunity for a balanced mix of land uses that makes sense from a market perspective and will thus encourage redevelopment. For example, the current Downtown Land Use area creates the potential for 2.24 million square feet of non-residential, but only 278 dwelling units. Increasing the number of units in the immediate area will serve to improve the economic viability of the downtown. Additionally, the increase helps to support the Town’s justification for a tri-rail station in the Downtown.

The impacts of the proposed text change, combined with the increase in the Downtown Future Land Use area are shown below:

	Maximum Allowable:	
	<u>Dwelling Units</u>	<u>Non-residential Square feet</u>
Current Downtown category and area	278	2.24 million
Current Downtown area with text change	494	1.35 million
Expanded, total Downtown area	1,530	4.17 million

Consistency with Comprehensive Plan

The Town is required to review the proposed amendments for consistency with its adopted Comprehensive Plan. Staff has determined that the proposed text amendments are not in conflict with any identified policies or objectives in the Comprehensive Plan.

The proposed text changes are consistent with and further several policies and objectives of the adopted comprehensive plan, which are listed below.

Future Land Use Element

Objective 5: As a substantially built-out community in an urbanized area, the Town shall promote redevelopment and infill development in a manner that is considerate to existing neighborhoods and uses, the built and natural environments and neighboring jurisdictions

Policy 5.3: The Town shall foster the redevelopment of key corridors and target areas. Compact mixed-use development, defined as a mixture of at least two different land uses in a design-unified, vertically and or horizontally integrated, pedestrian-friendly environment, should be the preferred form of development and redevelopment.

Policy 5.3: The Town shall foster the redevelopment of key corridors and target areas. Compact mixed-use development, defined as a mixture of at least two different land uses in a design-unified, vertically and or horizontally integrated, pedestrian-friendly environment, should be the preferred form of development and redevelopment.

Policy 5.4: Utilize such techniques as distance requirements, buffering, landscaping, lower-intensity development, and scale-down requirements to provide appropriate transitions between uses and districts of different intensities, densities, and functions.

Objective 7: The Town recognizes the benefits of unified architectural and design standards. The Town shall continue to develop, maintain, revise and enforce these standards as appropriate.

Policy 7.1: The Town shall continue to elicit community participation in the development of community design standards for specific neighborhoods and areas as a key component of its redevelopment and planning efforts.

Transportation Element

Objective 2: Ensure the provision of a full range of multi-modal transportation options, including pedestrianism, bicycles, automobiles, and transit for existing and future residents, businesses and visitors.

Policy 2.2: The Town shall encourage mixed-use development and/or Transit Oriented Development in appropriate locations in order to reduce the need for vehicular trips.

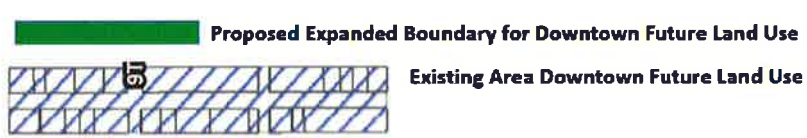
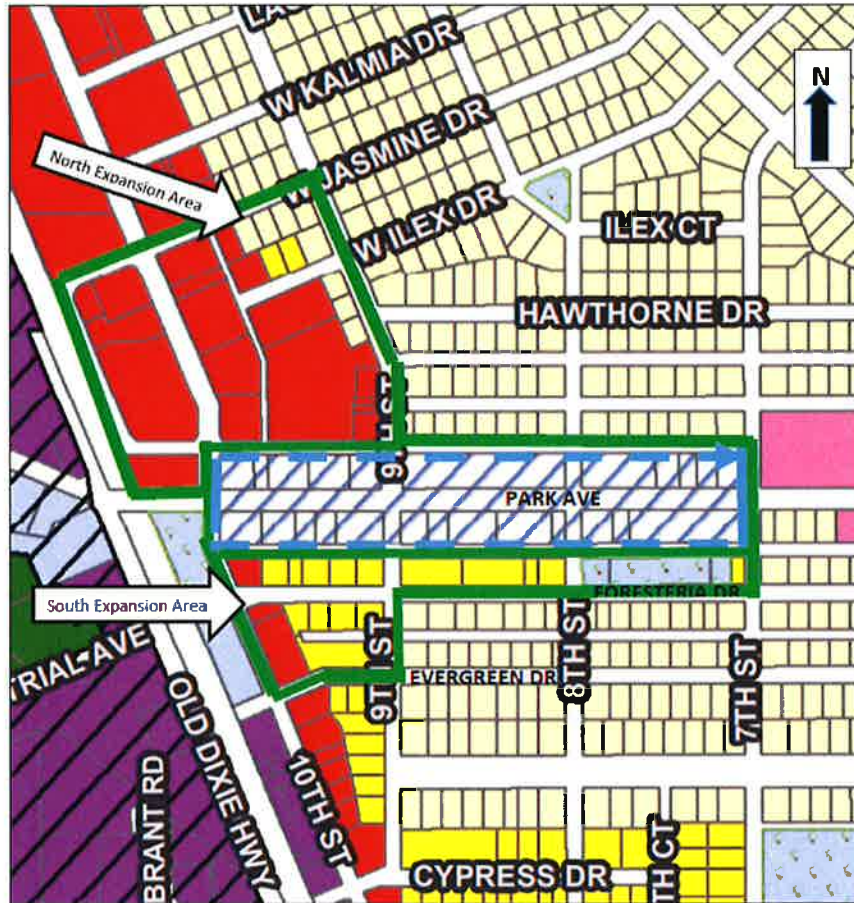
Housing Element

Policy 3.5: Allow for a broad range of housing densities and types in residential environments consistent with the FUTURE LAND USE element.

MAP AMENDMENT/LAND USE CHANGE

Description and Analysis

The existing properties proposed to be added to the Downtown Future Land Use area and their current future land use designations are shown on the map below.



Current Future Land Use Classifications that will be changed to Downtown

- Red = Commercial
- Deep Yellow = Residential Medium Density
- Light Yellow = Single Family Residential
- Light Blue/green dots = Public

The table below provides the total acreage proposed for change by its current Future Land Use Category.

Area Proposed for Land Use Change		
Current Future Land Use Classification		Current Uses
Commercial:	13.36 acres	Older commercial, vacant, older multifamily (Humani Courts)
Residential Medium	4.90 acres	Older apartments
Single Family:	2.08 acres	Homes within mixed land use blocks.
Public:	1.26 acres	CRA Parking lot
TOTAL ACRES	21.6 acres	

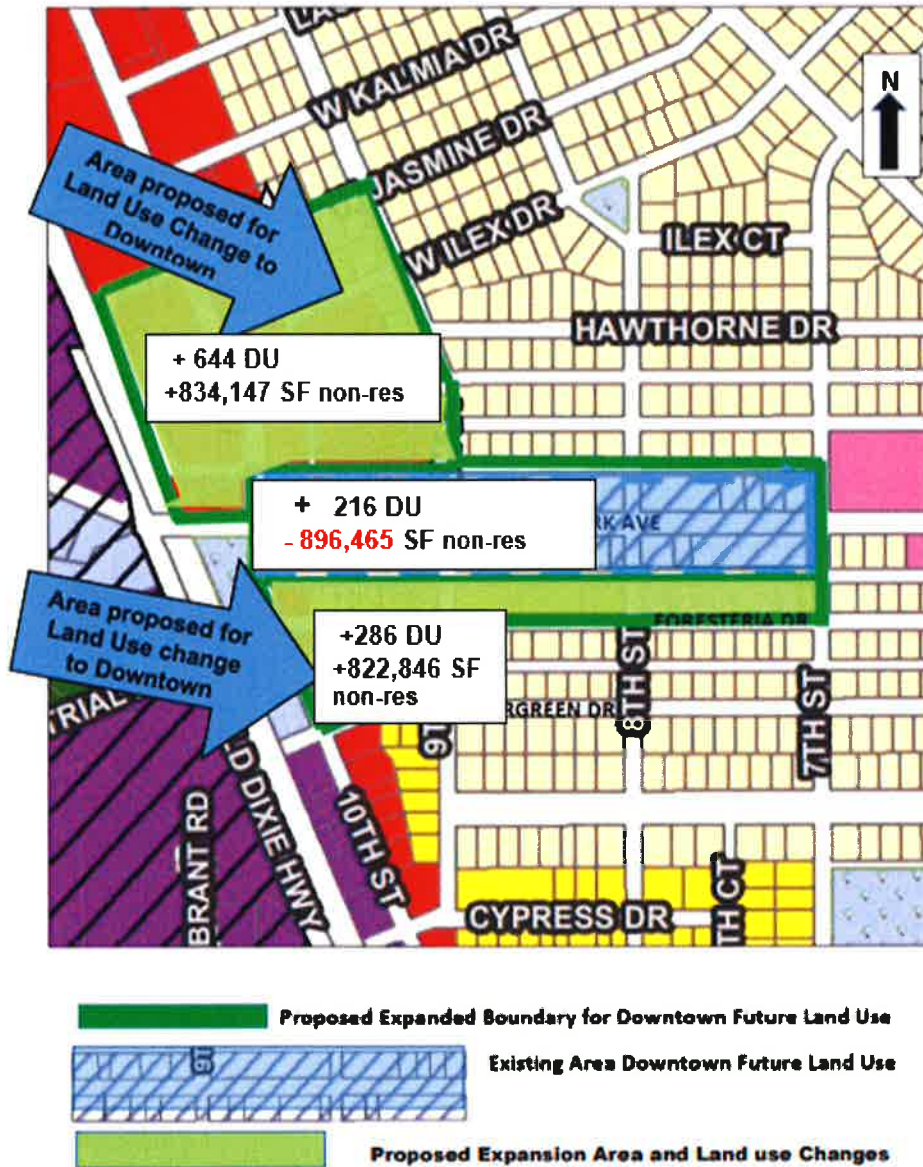
As the Commercial Future Land Use classification does not include residential use, the change to Downtown will produce the opportunity for a significant number of dwelling units, 641. The potential for additional units also occurs with an increase to 48 du/acre compared to the Residential Medium and Single-family densities which only allow a maximum density of 19 du/acre and 9 du/acre respectively.

Conversely, 6.98 additional acres of residential will now be available for mixed use or non-residential uses.

The proposed expansion also includes the CRA's new public parking lot. The proposed future land use change from "Buildings and Grounds" to Downtown Land Use will allow for future public-private development opportunities. Staff reviewed whether to include the Town-owned property adjacent to the railroad tracks within the Downtown Future Land Use Category. Currently staff recommends that it remain in the Public category, to reflect the Town's commitment to utilize the parcel for public purpose as a tri-rail station.

The following map shows the incremental increases that will occur, with the Comprehensive Plan amendments, in density and intensity in the two expansion areas and the existing Downtown area.

PROPOSED AMENDMENTS: INCREMENTAL CHANGES TO DENSITY AND INTENSITY BY AREA



Incremental Increase (total)

Additional dwelling units 1,146 (presume multi-family >2 stories)

Additional square footage non-residential = 760,555 SF

The proposed increase in area for the Downtown Future Land Use will substantially increase opportunities for packaging land for development and redevelopment. Development/redevelopment sites in the expansion area include:

- 2.86 currently vacant acres on 10th St., just north of Park Ave.
- Humani Courts – 3.06 acres
- “Barbie’s parcel” combined with adjacent lots (previously marketed)
- Town parking lot
- 10th St. shopping center (Coastal Karma Brewery site)– 2.88 acres



Existing Downtown Future Land Use (blue) – Proposed text change for density and intensity.
10.29 acres (real property)

Proposed Downtown Future Land Use (red) - Change from Commercial, Residential Medium, or Residential Single Family to Downtown Future Land Use. 21.56 acres (real property)

Impacts of Land Use Change

Impact on adjacent properties:

The proposed northern expansion area abuts a stable single-family neighborhood to the east, and commercial and single-family to the north. The southern expansion would mainly impact single family to the south

While the Downtown Land Use Category would allow a fairly intense maximum density of 48 du/acre, the proposed Comprehensive text Policy 12.3 (discussed earlier) was specifically written to insure protection of the Town's adjacent residential uses as follows:

Policy 12.3: The land development regulations developed to implement the Downtown Land Use shall provide for compatibility of adjacent land uses by establishing criteria to address buffering and to control the height and intensity of structures to mitigate the impacts of development on adjacent zoning districts, particularly single-family districts.

The zoning regulations must be consistent with the above policy; therefore the Town, as part of the update of the PADD district will be creating new regulations to be carry out this policy. The proposed changes to the PADD being considered include a sub-district for areas adjacent to single family neighborhoods/uses, which has lower maximum heights than allowed in the Core of the district and greater buffers. The protection and stability of the adjacent single-family areas is considered essential. The intent is to insure the protection of the single family uses, while introducing the opportunity for those households to take advantage of a walkable downtown and associated amenities.

Impacts on Levels of Service: Five and Ten Year Planning Periods

For concurrency purposes, per Chapter 163.3180 Florida Statutes the Town is required to look at a minimum 5 year planning period to insure adequate services for that period. The Town's Comprehensive Plan also requires that the Town analyze the impact on levels of service (LOS) caused by a change in Land Use to ensure that there will be adequate capacity to serve the new uses as well as maintain adopted levels of service for a five year period. The results are shown for both a 5 and a 10 year planning time frame in the tables that follow.

The services/public facilities to be reviewed are sanitary sewer, potable water, solid waste, parks, schools, and transportation. This analysis looks at the **incremental difference** (+ or -) between the approved capacity based on the current future land use designation, and the impact created by the proposed future land use designation.

Currently there are no pending major projects in the expanded Downtown area, although interest has been expressed by various investors and developers.

Development /redevelopment assumptions for the next ten years are:

- Initially, new business will occur in existing buildings, as more sustainable businesses replace others.
- Post Covid development of new office and retail will be limited.
- Interest will be in residential, multi-family development, mixed use development. A recent Market Study conducted for the Town by WTL +Associates indicated there was sufficient demand for up to 820 units town-wide by 2030. Subtracting approved projects and those in the approval process, this would conservatively leave a demand for 230-240 units over the next 10 years.
- The decision to locate a tri-rail station in Lake Park would spur development. This has not been included in the assumptions for the initial planning periods at this time.

Development projections and impact on service levels is shown in the two following tables.

	5-year planning period 2022 -2026	10-year planning period 2022-2031
Residential Growth		
Multi-family	150 dwelling units	350 dwelling units
Non- residential Growth – square feet		
Office /med office	3,000	6,000
Fitness, entertainment	1,000	2,000
Restaurant, food related	2,000	3,000
Personal services, commercial	2,000	4,000
Total non-res.	8,000	15,000

IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES:			
a. FIVE (5) YEAR PLANNING PERIOD 2022-2026			
b. TEN (10) YEAR PLANNING PERIOD 2022 - 2031			
	CURRENT Future Land Use Designations	Proposed Future Land Use: Estimated Development	INCREMENTAL DIFFERENCE
Dwelling Units	Max. 384 DU allowed. Approx. 150 DU existing = approved available capacity for 234 DU	a. 150 DU	- 84 dwelling units
		b. 350 DU	+116 DU
Non-residential Square Feet	3,406,800 SF	a. 8,000 SF.	- 3,398,800 sq. ft.
		b.15,000 SF	- 3,3391,800 sq. ft.

Five Year Planning Period: Based on the above projections it is anticipated that **growth impacts for the next 5 year planning period will not exceed those that have already been recognized under the current adopted Future Land Use.** The impact on capacity is therefore anticipated to be minimal, and **ALL LEVELS OF SERVICE WILL CONTINUE TO BE MET.**

Ten Year Planning Period: Based on the above projections non-residential development will still be below the previously approved capacity. With the new future land use, the projected number of residential units would exceed the current future land use by 116 dwelling units. However, the only LOS that might be exceeded in this 10 year time frame would be for the Lake Park Elementary school. However, given that the anticipated residential units will be primarily multi-family apartments, the actual number of school students per dwelling unit is expected to be lower. Any proposed development is required to submit an application to the School District regarding anticipated capacity, which must be approved by the District.

Impacts on specific services can be found in Appendix A, Table 1A and Table 1B.

Build-out

At a hypothetical maximum, buildout, the proposed Future Land Use amendments would generate 1,530 dwelling units and 4.167 million square feet of non-residential in the Downtown area

In reality, this is tempered by site realities such as the ability to provide parking, height restrictions, setbacks, etc. Additionally, trends and markets change over time, with outcomes difficult to predict.

The Pandemic has demonstrated how rapidly land use can be impacted, as the demand for office space has decreased in many communities. Due to changes in

lifestyle and work due to Covid, as well as changes in purchasing habits, new office and commercial will be limited in the immediate future. Any major office development would likely be tied to the construction of a tri-rail station.

The incremental changes from the current Future Land Use categories of the expanded area and change to Downtown definition would be an increment of 1,146 new units and an additional 760,550 square feet of non-residential. An analysis of impacts on level of service at “buildout” is included in Appendix A, Table 3.

Regardless of allowable densities and intensities, at the time of approval all new development must demonstrate the ability to meet concurrency requirements.

The Comprehensive Plan states “.... the ability to achieve the maximum residential density and/or Floor Area Ratio (F.A.R.) is contingent upon, and shall be limited by, the ability to meet adopted Level of Service Standards in the short-term planning horizon.”

Should the Town replace traffic concurrency, the Town would establish new measures for level of service such as areawide road level of service (LOS) and multimodal quality of service (QOS), which all projects would be required to meet.

Impacts on important state resources or facilities

The change in Land Use is not anticipated to impact any “important state resources and facilities” per FS (163.3184(3) (b) 4.

Interlocal Notice and Legal Notice Requirements

Legal notice requirements have been met, as the Town published a display ad in the November 26, 2021 Palm Beach Post.

The proposed amendments were also sent to IPARC, which is an Interlocal clearinghouse to distribute the amendments to adjacent jurisdictions, the School District and the Treasure Coast Regional Planning Council. Jurisdictions are asked to send comments prior to the transmittal hearing before the Town Commission. Any notice of intent to object is to be sent to IPARC at least 15 days prior to the Commission’s transmittal hearing.

LOCAL PLANNING AGENCY ACTION AND RECOMMENDATION

The Planning and Zoning Board, sitting as the Local Planning Agency (LPA), held a public hearing on December 6, 2021. **The Board voted unanimously 5-0 to recommend approval to the Town Commission of the proposed Ordinance containing the Comprehensive Plan amendments.**

Board members comments included concerns regarding potential impacts on adjacent single-family areas particularly along Foresteria, the need to cap the building height, and the importance of open space as building height increased. Staff explained that these items would be addressed in the revised Land Development Regulations (LDRs) for the PADD. Also, the proposed Land Use Element policy 12.3 requires that LDRs be created to protect the adjacent single family districts.

Local Planning Agency Findings

- The proposed text amendments and land use map amendment are consistent with the goals, objectives, and policies of the Town of Lake Park Comprehensive Plan.
- The proposed amendment is necessary to reflect changing conditions and trends which encourage mixed use.
- The proposed map amendment is compatible with the surrounding properties and land use patterns.
- The proposed amendment will further the establishment of a transit hub in the Park Avenue/FEC RR area.
- Adopted levels of service (LOS) will continue to be met, within the next 5 year planning period, with the land use change

RECOMMENDED MOTION :

I MOVE TO APPROVE THE ORDINANCE AMENDING THE COMPREHENSIVE PLAN ON FIRST READING, AND TO TRANSMIT THE PROPOSED COMPREHENSIVE PLAN AMENDMENTS TO THE STATE.

Appendix A

TABLE 1A: IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES: FIVE YEAR PLANNING PERIOD (2022-2026)

TABLE 1B: IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES: TEN YEAR PLANNING PERIOD (2022-2031)

TABLE 2: CURRENT CAPACITY AND LOS OF SERVICES

TABLE 3: "BUILD-OUT": IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES

TABLE 4: IMPACT OF PROPOSED CHANGE ON DENSITY AND INTENSITY BY AREA

**TABLE 1A
IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES:
FIVE (5) YEAR PLANNING PERIOD 2022-2026**

	CURRENT Future Land Use Designations	Proposed Land Use: Estimated Development	INCREMENTAL DIFFERENCE
Dwelling Units	384 DU allowed. Approx. 150 DU existing = approved available capacity for 234 DU	150 DU	- 84 dwelling units
Population	918 persons Approx. 300 persons currently in area. Remaining approved capacity approx. 600 persons	358 persons	-242
Non-residential Square Feet	3,406,800 SF	8,000 SF. (est. 3 acres)	- est.3,396,800 sq. ft.
Potable water <i>Res.= 97 GPD/capita Non- Res: 1,777 GPD /Acre</i>	116,835 GPD (R 89,046 NR 27,789)	40,050 GPD	Less than current Comprehensive Plan, therefore sufficient capacity
Sanitary Sewer <i>Res: 66 GPD/capita Non-res: 1,089 GPD/acre</i>	86,343 GPD (R 60,58 NR 25,755)	26,895 GPD	Less than current Comprehensive Plan, therefore sufficient capacity
Solid Waste <i>Res: MF=3.43 lbs/capita/day Non-res: 112.56 lbs/acre/day</i>	5,770 lbs./day R 3,148 <u>C 2,622</u>	1,556 lbs./day	Less than current Comprehensive Plan, therefore sufficient capacity
Recreation <i>2.5 acres/1,000 population</i>	2.5 acres	1 acre	Less than current Comprehensive Plan, therefore sufficient capacity
Schools	384 du 234 du capacity remaining	150 du	Less than current Comprehensive Plan, therefore sufficient capacity
Trips <i>MF>2 stories =5.44 ADT/DU; see non-residential table</i>	2,088 est. res. trips non-res. = trips based on 3,406,827 sq. ft.	Approx. 1400 ADT	Less than current Comprehensive Plan, therefore sufficient capacity

Pop = 2.39 pph, based on Palm Beach County figures.

**TABLE 1-B
IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES: TEN (10) YEAR
PLANNING PERIOD 2022-2031**

	CURRENT Future Land Use Designations	Proposed Land Use: Estimated Development	INCREMENTAL DIFFERENCE
Dwelling Units	384 DU allowed. Approx. 150 DU existing = approved available capacity for 234 DU	350 DU	+ 116 DU
Population	918 persons Approx. 300 persons currently in area. Remaining approved capacity approx. 600 persons	836 persons	
Non-residential Square Feet	3,406,800 SF	15,000 SF. (est. 6 acres)	- est.3,391,800 sq. ft.
Potable water <i>Res.= 97 GPD/capita</i> <i>Non- Res: 1,777 GPD /Acre</i>	116,835 GPD (R 89,046 NR 27,789)	91,754 GPD	Less than current Future Land Use impact. Sufficient capacity
Sanitary Sewer <i>Res: 66 GPD/capita</i> <i>Non-res: 1,089 GPD/acre</i>	86,343 GPD (R 60,58 NR 25,755)	61,710 GPD	Less than current Future Land Use impact. Sufficient capacity
Solid Waste <i>Res: MF=3.43 lbs/capita/day</i> <i>Non-res: 112.56 lbs/acre/day</i>	5,770 lbs./day R 3,148 <u>C 2,622</u>	3,542 lbs./day	Less than current Future Land Use impact. Sufficient capacity
Recreation <i>2.5 acres/1,000 population</i>	2.5 acres	1 acre	Sufficient capacity
Schools	384 du 234 du capacity remaining	350 du	Slightly greater than current Future Land Use impact.
Trips <i>MF>2 stories =5.44 ADT/DU; see non-residential table</i>	Residential trips estimated at 2,088 ADT, 1,275 capacity remaining Non-residential trips would be based on <u>3,406,827 sq. ft.</u>	Residential trips- 1904 ADT Non-residential trips based on <u>15,000 sq. ft.</u>	Less than current Future Land Use impact. Sufficient capacity

- Reflects Changes Future land use categories in Expansion area, and Changes in the Existing Downtown FLU area due to proposed changes in density and intensity.

TABLE 2: Available Capacity

Potable Water

Available Capacity 2020: 12,500,000 GPD (12.5 MGD)

Source: Seacoast Utility web site- Water Dept., Lake Park Comprehensive Plan

Sanitary Sewer

Seacoast Available Capacity: 2,000,000 GPD (2MGD)

Source: Seacoast Utility Web site – Wastewater Dept.

Solid Waste

SWA Available Capacity: “sufficient to all convert waste for next 20 years”

Source: Solid Waste Authority of Palm Beach County

Parks and Recreation

Available Capacity 2020: 10.4 acres

Source: Lake Park Comprehensive Plan, BEBR University of FL.

Schools

LOS Standard: Enrollment not to exceed 110%capacity (measured in Concurrency Service Areas)

Available Capacity – likely schools

Lake Park Elementary (2020) = 79 FTE (excluding additional 10% allowable capacity)

Howell Watkins Middle School (2020) = 371 FTE (excluding additional 10% allowable capacity)

Palm Beach Gardens High (2020) = 227 FTE (excluding additional 10% allowable capacity)

Source: February FTE Enrollment Report SY2020-2021, Joyce Chai – Palm Beach County School District Sr. Planner

Roads

Town LOS Standard: D (all roads)

Park Avenue- US #1 to 10th St (2L - 5,522 ADT) LOS E =16,200

Silver Beach – Old Dixie to US #1 (2L – 13,150 ADT) LOS E = 16,200

Old Dixie to Congress Ave. (4LD -16,800 ADT) LOS E = 35,100

Old Dixie Hwy.

Northlake Blvd.

US #1

Congress Ave.

TABLE 3
"BUILD-OUT": IMPACT ON SERVICES DUE TO FUTURE LAND USE CHANGES AT BUID-LOUT

	CURRENT Future Land Use Designations	PROPOSED Future Land Use Designation* 48 DU/Ac and 3.0 FAR	INCREMENTAL DIFFERENCE
Dwelling Units	384 DU	1530 DU	+ 1,146 DU
Population	918 persons	3,657 persons	+ 2,738 persons
Non-residential Square Feet	3,406,827 SF	4,167,382 SF	+ 760,555 SF
Potable water <i>Residential: 97 GPD/capita</i> <i>Non- Res: 1,77 GPD /Acre</i>	116,835 GPD (R 89,046 NR 27,789)	392,216 GPD (R= 354,729 NR =37,487)	+ 275,381 GPD
Sanitary Sewer <i>Res: 66 GPD/capita</i> <i>Non-res: 1,089 GPD/acre</i>	86,343 GPD (R 60,58 NR 25,755)	276,316 GPD R= NR=	+189,973GPD
Solid Waste <i>Res: MF=3.43 lbs/capita/day</i> <i>Non-res: 112.56 lbs/acre/day</i>	5,770 lbs./day R 3,148 <u>C 2,622</u>	16,091 lbs/day	+10,321 lbs./day
Recreation <i>2.5 acres/1,000 population</i>	2.5 acres	9.14 acres	+6.6 acres of parks
Schools	384 du	1530 du	+255 FTE students 122 elementary 56 middle school 77 high school
Trips <i>MF>2 stories =5.44 ADT/DU; see non-residential table</i>			+ 17,078 trips

TABLE 4: IMPACT OF PROPOSED CHANGE ON DENSITY AND INTENSITY BY AREA

Existing Downtown Future Land Use Area -Maximum Allowable

Acres 10.29	CURRENT Downtown Future Land Use	PROPOSED – text change to Downtown Land Use	INCREMENTAL CHANGE
Density and Intensity	27 du/acre FAR 5.0	48 du/acre FAR 3.0	
Max. Dwelling Units	278 dwelling units	494 dwelling units	+216 dwelling units
Population	942 persons	1,675 persons	+ 733 persons
Max. Non-commercial square ft. (FAR)	2,241,162 sq. ft.	1,344,697 sq. ft.	-896,465 sq. ft.

Downtown Expansion Area

CURRENT Future Land Use – Comprehensive Plan					PROPOSED Downtown Future Land Use			INCREMENTAL CHANGE
FLU	Total Acres	Max. DU	Max Pop	Max. non-res. SF@2.0 FAR	Max. DU @48	Max Pop.	Max non-res @ 3.0 FAR.	
NORTH	13.9							
Commercial	11.3	0		986,198	542 du		1,476,684	
Res. Medium 19 DU/Acre	.55	11 DU		0	26 du		71,874	
Single Family 6 DU/Acre	2.08	13 DU		0	100 du		271,814 T=1,820,372	+834,147sf
North total		24			668			+ 644 DU
SOUTH	5.38							
Res. Medium 19 DU/acre	4.12	78 DU			198 du		538,401	
P-Public	1.26	na		na	60 du		164,656	
PADD w/o LU	2.29							
Commercial	2.06			179,467 SF	99 du		269,200	
Res. Med 19 DU	.23	4			11 du		30,056	
South + PADD T		+ 82			+368			+286
TOTAL – Expansion Area	21.57	106 du		1,165,665 sq. ft.	1036 du		2,822,685	+1,657,020

TOTAL INCREMENTAL CHANGE FOR ENTIRE DOWNTOWN AREA =

1,657,020 – 896,465 = + 760,555 sq. ft. non-residential

216 + 930 = + 1, 146 dwelling units

Exhibit "D"



TOWN MANAGER COMMENTS TOWN COMMISSION MEETING

Wednesday, December 15, 2021

TOWN OFFICES CLOSED

Friday, December 17th Town Offices will be closed for early dismissal from 2 p.m. – 5 p.m.

With the exception of the Lake Park Harbor Marina, Town Offices will be closed Wednesday, December 22, 2021 – Monday, December 27, 2021 in observance of the Christmas Holiday. The Lake Park Public Library will also be closed on Saturday, December 25, 2021.

COMMUNITY DEVELOPMENT

The following is information regarding the outreach timeline for the CRA Master Plan update:

- Mobility Plan and Fee Ordinance RFQ process has been completed. One proposal was received. An agenda item will be brought forward in January to the Town Commission for the award of contract to the consultant.
- Three proposals were received for the Parks Master Plan RFQ and they have all been evaluated. A selection has been made and this contract is being drafted and is scheduled to come forward to the Commission the 2nd meeting in January.
- CRA Master Plan work has begun. Business Flare held their kick-off meeting with staff and a schedule of workshops/meetings has been created. Business Flare also has copies of all of the prior feedback received. The schedule includes (flyers will be mailed also):

Saturday, January 22, 2022 – Public Workshop Series – (3 sessions, as needed) 9am, 11am, 1pm (which will be publicly noticed)

Wednesday, February 16, 2022 (regular TOWN COMMISSION meeting night) – Special Call CRA Workshop to commence at 6pm (for additional input and presentation of some draft materials)

Wednesday, March 16, 2022 (regular TOWN COMMISSION meeting night) – Special Call CRA Workshop to commence at 6pm (for review of

draft that includes input from public workshop series and workshop of Feb. 16)

Monday, April 4, 2022 (regular PLANNING AND ZONING/LOCAL PLANNING AGENCY meeting night) – Local Planning Agency at 6:30pm (action meeting on proposal or courtesy presentation – TBD depending on changes proposed by Business Flare)

Wednesday, April 20, 2022 (regular TOWN COMMISSION meeting night) – Special Call CRA Meeting to Adopt the Final Revised CRA Plan

- The land development regulations for the C-3 area will now be revisited between Lake Park and North Palm Beach so that they can move forward in early 2022. The Market Analysis and Financial Feasibility Study prepared by the Treasure Coast Regional Planning Council and WT-L will be presented to the Town Commission at the January 5th meeting. The separate land development regulations for the Park Avenue Downtown District will move forward in January to the Planning & Zoning Board and then in February to the Town Commission. The proposal continues to include increased heights and streamlined provisions that provide for more flexible development options in the existing and proposed expanded downtown area.

Additional Project updates will be provided in the new year. Call Community Development at any time with any questions, 561-881-3318.

PUBLIC WORKS DEPARTMENT

The department's storm water division recently completed repairs on 625 feet of 54-inch main line, along the 300 and 400 blocks of Date Palm Drive. The new main line section has a 50-year expected service life and will provide more effective drainage for our storm sewer network.

TAB 4



Town of Lake Park Town Commission


Agenda Request Form


Meeting Date: January 5, 2022


Agenda Item No. _____

Agenda Title: Resolution Authorizing and Directing the Mayor to Execute a Contract C.R. Dunn, Inc. ("Contractor"), for the Provision of Electrical Lighting Services, and Other Related Services per the Terms and Conditions of City of West Palm Beach/Contractor Agreement No. 20002.014 (Cooperative Purchase).

- SPECIAL PRESENTATION/REPORTS **CONSENT AGENDA**
- BOARD APPOINTMENT OLD BUSINESS
- PUBLIC HEARING ORDINANCE ON _____ READING
- NEW BUSINESS
- OTHER: _____

Approved by Town Manager  **Date:** 12/20/21

 **Roberto F. Travieso/Public Works Director**
Name/Title

Originating Department: <p style="text-align: center;">Public Works</p>	Costs: N/A Funding Source: Acct. # N/A <input type="checkbox"/> Finance _____	Attachment 1: 01-01-22 - Resolution No. _____ Attachment 2: - Draft Agreement between Town of Lake Park and C.R. Dunn, Inc ("Contractor"). Attachment 3: - City of West Palm Beach/Contractor Agreement
Advertised: Date: _____ Paper: _____ <input checked="" type="checkbox"/> Not Required	All parties that have an interest in this agenda item must be notified of meeting date and time. The following box must be filled out to be on agenda.	Yes, I have notified everyone _____ OR Not applicable in this case  Please initial one.

Summary Explanation/Background:

The Town of Lake Park is responsible for maintaining safe and operable publicly-owned facilities, including electrical lighting systems and their associated infrastructure.

The proposed cooperative purchase agreement (Attachment 2) will allow the Town to provide these services in an efficient, timely, and fiscally responsible manner.

The agreement, which was publicly and competitively solicited by the City of West Palm Beach for C.R. Dunn, Inc., "Contractor", (Attachment 3). It covers an array of related electrical goods and services and was awarded by City of West Palm Beach to the lowest responsive and responsible bidder, Contractor, with an effective date of January 23, 2018 for a duration of three (3) years and was subsequently extended through January 23, 2023 (Attachment 3).

Moreover, the Contractor is willing to extend the same advantageous terms and conditions found within the City of West Palm Beach contract to the Town of Lake Park.

Finally, the agreement will serve as the vehicle to execute operational funding authorized by the Town Commission for these purposes.

Staff envisions utilizing this contract, beginning on January 6, 2022, to begin addressing exterior lighting needs Townwide.

These repairs will come before the Commission at a later time, as appropriate, for individual work authorization.

Recommended Motion: I move to adopt Resolution No. 01-01-22

RESOLUTION NO.01-01-22

A RESOLUTION OF THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA AUTHORIZING AND DIRECTING THE MAYOR TO EXECUTE AN AGREEMENT WITH C.R. DUNN, INC., FOR THE PROVISION OF TOWNWIDE ELECTRICAL LIGHTING SERVICES; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Town of Lake Park, Florida (“Town”) is a municipal corporation of the State of Florida with such power and authority as has been conferred upon it by the Florida Constitution and Chapter 166, Florida Statutes; and

WHEREAS, the Town is empowered to enter into contracts with private corporations for services; and

WHEREAS, the Town is responsible for operating and maintaining publicly owned facilities and related electrical and lighting infrastructure and requires a contractor to provide such services; and

WHEREAS, the City of West Palm Beach has previously competitively bid and pursuant to a competitive process awarded a three-year contract to C.R. Dunn, Inc., (“Contractor”) to provide electrical lighting services for the City of West Palm Beach’s publicly owned facilities, and related electrical and lighting services; and

WHEREAS, the Contractor and the City of West Palm Beach have executed contract number 20002.014, effective from January 23, 2018 through January 22, 2023 for electrical and lighting services; and

WHEREAS, the City of West Palm Beach’s bid documents which solicited electrical and lighting services permitted the Contractor to provide these services to other governmental units based upon the same terms, conditions, and pricing, and the City of West Palm Beach’s contract with the Contractor also authorizes this; and

WHEREAS, pursuant to the Town’s purchasing procedures, the Town may enter into cooperative purchase contracts for services with contractors when another public agency has competitively solicited services from contractors and the contractor has agreed to offer its services to other public entities based upon the same terms, conditions, and pricing; and

WHEREAS, the Town would like to enter into an agreement with the Contractor based upon the same pricing, terms and conditions that the Contractor agreed to in its contract with the City of West Palm Beach; and

WHEREAS, the Contractor has agreed to provide the same services to the Town based upon the same pricing, terms and conditions as set forth in the contract the Contractor entered into with the City of West Palm Beach, contract number 20002.014; and

WHEREAS, Town Manager has recommended to the Town Commission that it is in the best interest of the Town to enter into a contract with the Contractor.

NOW THEREFORE, BE IT RESOLVED BY THE TOWN COMMISSION OF THE TOWN OF LAKE PARK, FLORIDA, AS FOLLOWS:

Section 1. The foregoing recitals are incorporated herein.

Section 2. The Mayor is hereby authorized and directed to execute the contract with the Contractor for the provision of electrical and lighting services, as set forth in the attached Exhibit "A", and incorporated by reference herein.

Section 3. This Resolution shall take effect immediately upon its execution.

**AGREEMENT FOR THE PROVISION OF ELECTRICAL LIGHTING SERVICES
AND OTHER RELATED SERVICES**

THIS AGREEMENT FOR THE PROVISION OF ELECTRICAL LIGHTING SERVICES AND OTHER RELATED SERVICES (AGREEMENT) is made and entered into this _____ day of _____, 2022, by and between the Town of Lake Park, a municipal corporation of the State of Florida, 535 Park Avenue, Lake Park, Florida, 33403 (“Town”) and C.R. Dunn, Inc., 1202 Pope Lane, Lake Worth, Florida 33460 (“Contractor”).

WITNESSETH THAT

WHEREAS, the Town is a municipality and given those powers and responsibilities enumerated by Chapter 166 Florida Statutes and the Florida Constitution; and

WHEREAS, the Town is responsible for maintaining safe and operable publicly owned facilities; and

WHEREAS, the Town requires the services of a contractor to perform services, including, but not limited to the installation, maintenance, and repair of exterior lighting systems and associated infrastructure; and

WHEREAS, pursuant to Florida law, and the Town’s procurement policies, the Town has the legal authority to enter into contracts which are the subject of cooperative purchase agreements where another governmental entity has competitively solicited, selected and contracted with a contractor for substantially the same services and pricing as those that are needed by the town; and

WHEREAS, the City of West Palm Beach solicited through a competitive solicitation process pursuant to applicable laws, substantially the same services as are now sought by the Town; and

WHEREAS, on January 23, 2018, the Contractor entered into that certain Agreement Number 20002.014 with the City of West Palm Beach, whereby it contracted to provide maintenance and repair services associated with the City’s electrical lighting infrastructure, a copy of which is attached hereto as Exhibit ‘A’ and incorporated herein by reference only; and

WHEREAS, the Town desires to enter into a contract with Contractor in accordance with the pricing, terms, and conditions of the contract the Contractor entered into between the City of West Palm Beach for the installation, maintenance and repair of its electrical lighting infrastructure and other related services.

NOW THEREFORE, the Town and the Contractor in consideration of the benefits flowing from each to the other do hereby agree as follows:

1. The above stated recitals are true and correct.

2. The Contractor shall comply with Florida's Public Records Law. Specifically, the Contractor shall:
 - a. Keep and maintain public records required by the Town to perform the services which are the subject of this Agreement.
 - b. Upon the request of the Town, provide any such public records.
 - c. Ensure that any public records that are exempt or confidential from public records disclosure are not disclosed except as authorized by law for the duration of the term of this Agreement, and following completion of this Agreement if the Contractor does not transfer the records which are part of this Agreement to the Town.
 - d. Upon the completion of the term of the Agreement, transfer, at no cost, to the Town all public records in possession of the Contractor; or keep and maintain the public records associated with the services provided for in the Agreement. If the Contractor transfers all public records to the Town upon completion of the term of the Agreement, the Contractor shall destroy any duplicate public records that are exempt or confidential from public records disclosure. If the Contractor keeps and maintains public records upon completion of the term of the Agreement, the Contractor shall meet all applicable requirements pertaining to the retention of public records. All records stored electronically shall be provided to the Town, upon request, in a format that is compatible with the information technology systems of the Town.
 - e. If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, including its duty to provide public records relating to this Agreement, the Contractor shall contact the custodian of public records at: Town Clerk, 535 Park Avenue, Lake Park, Florida 33403, 561-881-3311, townclerk@lakeparkflorida.gov.
3. Contractor hereby affirms and ratifies the terms, pricing, and conditions of the Agreement with the City of West Palm Beach and agrees to provide to the Town the same services based upon these same terms, conditions and pricing for the installation, maintenance, and repair of electrical lighting infrastructure and related services as are set forth in its agreement executed with City of West Palm Beach on January 23, 2018, a copy of which is attached hereto and incorporated herein.
4. The Town agrees to pay for the services of the Contractor based upon the same terms, pricing and conditions as set forth in the Agreement with the City of West Palm Beach.

5. The terms, pricing, and conditions of the agreement with the City of West Palm Beach are hereby supplemented and incorporated into this Agreement, as follows:

The Contractor's mobilization costs shall be mutually agreed to by the parties and proportional to the individual scope of work for the mobilization necessary to perform the work for the Town. The mobilization costs shall be reflected in a written supplement to this Agreement which shall be attached hereto prior to its execution.

6. This Agreement shall be governed by the laws of the state of Florida. Venue for any cause of action arising out of this Agreement shall lie in the 15th Judicial District in and for Palm Beach County, Florida, for any state actions, and in the United States District Court for the Southern District of Florida for any federal actions.
7. Notices to the Contractor and Town be directed to the addresses reflected at the beginning of this AGREEMENT.
8. If either party is required to initiate a legal action, including appeals to enforce this Agreement, the prevailing party shall be entitled to recover its reasonable attorney's fees and costs.

IN WITNESS WHEREOF, the parties hereto have made and execute this Agreement as of the day and year last execute below.

ATTEST:

TOWN OF LAKE PARK

By: _____
Vivian Mendez, Town Clerk

By: _____
Michael O'Rourke, Mayor

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY

By: _____
Thomas J. Baird, Town Attorney

STATE OF FLORIDA

COUNTY OF PALM BEACH

The foregoing instrument has been acknowledged before me this ____ day of _____ 2022 by Michael O'Rourke, Mayor of the Town of Lake Park, and who is personally known to me.

(NOTARY SEAL)

Notary Public, State of Florida

WITNESSES:

Contractor:

By: Malcolm Rogers

By: [Signature]

[Signature]
Printed Name

Its: C.R. Dunn

Russell P. Dunn V.P.
Printed

[Signature]
Kimberly Aduan CFO
Printed Name

STATE OF FLORIDA
COUNTY OF PALM BEACH

The foregoing instrument has been acknowledged before me this 16th day of December 2022 by Russell P. Dunn, as V.P. of C.R. Dunn, and who is personally known to me or has produced _____ as identification.



[Signature]
Notary Public, State of Florida

MEMO

To: Keith A. James, Mayor
From: Anthony Stella, Asst. City Attorney II
Date: April 8, 2021
Matter No: 20002.014
Dept. 700 Recreation
Re: CR Dunn; Amd #2; Electrical Lighting Svs.; Renewal; MP 1-22-23

RECEIVED
CITY OF WEST PALM BEACH
APR 8 2021
481 CLERK DEPT
WEST PALM BEACH, FL 33411

W.P.B.
WEST PALM BEACH
City Attorney

Transmitted herewith are original documents which have been reviewed and approved for legal sufficiency. Kindly forward the documents, along with this memo, to the City Clerk's Office.

The Mayor is authorized to execute the document in accordance with:

Procurement Code.

If authorized by the Procurement Code, the procurement method is:

- | | | |
|--|--------------------------------------|--|
| <input type="checkbox"/> Small Purchase | <input type="checkbox"/> Quotes | <input type="checkbox"/> Single Source |
| <input checked="" type="checkbox"/> Competitive Solicitation | <input type="checkbox"/> Cooperative | <input type="checkbox"/> Sole Source |
| <input type="checkbox"/> Emergency Procurement | <input type="checkbox"/> Piggyback | |

Procurement No. 16-17-136

Contract/ CO/ WO Amount: \$0.00 (Renewal)

Est. Expiration Date: 01/23/23

To: Office of the City Clerk

Please: Attest to the execution by the Mayor and insert the date.

Estimated Record Retention Review: February 2028

Please retain one original as a public record and forward the other original with a copy of this memo to:

Todd Snyder, Parks and Recreation

To: Todd Snyder, Parks and Recreation

Please forward the fully-signed original contract to the vendor/contractor. Request W-9 if not provided.

fdo

RECEIVED

APR 01 2021

CITY OF WEST PALM BEACH
OFFICE OF THE CITY CLERK



CITY OF WEST PALM BEACH

CITY'S ORIGINAL

AMENDMENT NO. [Term Extension]

Agreement / Contract Name: CITYWIDE ELECTRICAL LIGHTING SERVICES

Agreement / Contract Date: January 23, 2018

Contract No. 20002. 014

THIS AMENDMENT No. 2 ("Amendment") is entered into by and between the CITY OF WEST PALM BEACH ("City") and C.R. DUNN, INC ("Contractor/Consultant/Provider/Supplier" referred to as "Contractor "for convenience)

WHEREAS, the parties desire to extend the Agreement / Contract, and in consideration of good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the City and Contractor hereby agree as follows:

- 1. Term. The term of the Agreement/Contract is hereby extended for an additional 2 year period expiring January 22, 2023. Extension terms, conditions and rates shall be the same as the original Agreement / Contract
2. Effect of Amendment. Except to the extent the Agreement / Contract expiration date is modified by this Amendment, the terms and provisions of the Agreement / Contract, as may be previously amended, shall remain unmodified and in full force and effect. In the event of a conflict between the terms of the Agreement / Contract, as may be previously amended and the terms of this Amendment, the terms of this Amendment shall govern and prevail.

Contractor: C.R. DUNN, INC
By: [Signature]
Print Name: Russell P. Dunn
Title: [Signature]

CITY OF WEST PALM BEACH
By: [Signature] Keith A. James, Mayor
Attest: [Signature] City Clerk
Dated: 04/08/20 21

CITY ATTORNEY'S OFFICE
Approved as to form and legal sufficiency
By: Anthony M. Stella



PATCH CODE

T

MEMO



RECEIVED
CITY OF WEST PALM BEACH
MAYOR'S OFFICE
APR - 7 2021
401 CLEMENS STREET
WEST PALM BEACH, FL 33401

To: Keith A. James, Mayor
From: Stacey R. Weinger, Sr. Asst. City Attorney
Date: April 7, 2021
Matter No: 20002.015
Dept. 700 Recreation
Re: CR Dunn; WO #9; City Compound Yard; Park Maintenance; MP 09/13/21

Transmitted herewith are original documents which have been reviewed and approved for legal sufficiency. Kindly forward the documents, along with this memo, to the City Clerk's Office.

The Mayor is authorized to execute the document in accordance with:

Procurement Code.

If authorized by the Procurement Code, the procurement method is:

- | | | |
|--|--------------------------------------|--|
| <input type="checkbox"/> Small Purchase | <input type="checkbox"/> Quotes | <input type="checkbox"/> Single Source |
| <input checked="" type="checkbox"/> Competitive Solicitation | <input type="checkbox"/> Cooperative | <input type="checkbox"/> Sole Source |
| <input type="checkbox"/> Emergency Procurement | <input type="checkbox"/> Piggyback | <input type="checkbox"/> _____ |

Procurement No. 16-17-136

Contract/ CO/ WO Amount: \$18,558.91

Est. Expiration Date: September 2021

Applicable EEO Program: Small Business 100% commitment

To: Office of the City Clerk

Please: Attest to the execution by the Mayor and insert the date.

Estimated Record Retention Review: October 2026

Please **retain one original** as a public record and **forward the other original with a copy of this memo to:**

Todd Snyder, Parks and Recreation

To: Todd Snyder, Parks and Recreation

Please forward the fully-signed original contract to the vendor/contractor. Request W-9 if not provided.

fdo

RECEIVED

APR 09 2021

CITY'S ORIGINAL



City of West Palm Beach
WORK ORDER NO. 9

Contract #: 20002. 015

Contractor: C.R. DUNN, INC.

Work Order Task Title: PARKS MAINTENANCE - CITY COMPOUND YARD

1. **Task / Project:**
A detailed Scope of Work is attached as **Exhibit A**.
2. **Schedule**
The Contractor shall commence services under this Work Order on the date indicated in the Notice to Proceed and fully complete said Work in accordance with **Exhibit B**.
3. **Compensation**
The total amount to be paid to the Contractor by the City under this Work Order, based upon the unit prices/ rates set forth in the Contract, shall not exceed the sum of **Eighteen Thousand Five Hundred Fifty-Eight Dollars and Ninety-One Cents (\$18,558.91)**. A detailed schedule of values is attached as **Exhibit C**.
4. **Small Business**
The small business commitment for this Work Order is **100%**.
5. **Insurance.**
Contractor hereby confirms that it maintains the insurance coverages required under the Contract and that certificates of insurance evidencing current policies are on file with the City as of the date of this Work Order.
6. **Contract Reference**
This Work Order shall be performed under the terms and conditions described within the master contract titled **CITYWIDE ELECTRICAL LIGHTING SERVICES**, dated **January 23, 2018** by and between the City of West Palm Beach and the Contractor named above.

Contractor:
C.R. DUNN, INC

By: [Signature]
Print Name: Russell P. Dunn
Title: V.P.

CITY OF WEST PALM BEACH

[Signature]
Keith A. James, Mayor

Date: 04/08/2021

ATTEST: [Signature]
City Clerk

CITY ATTORNEY'S OFFICE
Approval as to form and legality
By: [Signature]

EXHIBIT A

C. R. **D**unn, Inc.

Electrical Construction

1202 Pope Lane / Lake Worth, FL 33460 / (561) 585 2155 / fax (561) 585 1233
EC13007433

PROPOSAL

To: City of WPB

Date: 3-16-2021

Attn: M. Snyder

Project: **City Compound Yard**

We submit the following proposal to you on a confidential basis, the information in this proposal is not to be shared with any other person without our written permission, and to perform electrical work as shown in the following enumerated plans and specifications for project.

Labor, material and equipment to install 4-32' concrete poles with bull horns.
Fixtures will be supplied by the City.
Trench 450', install 2" PVC and pipe and 5 hand holes. Pull #6 wire and terminate

Total..... \$18,558.91

This proposal is to remain confidential. This proposal will be accepted by you in any one of the following methods: a) Utilizing our pricing, and/or value engineering ideas for any purpose, including but not limited to sharing or shopping our price or ideas with any other person. b) Requesting us to proceed with work for this project. c) Using any of our value engineering work product. d) Written acceptance of this proposal, including letter of intent to enter into a contract.

Respectfully submitted,

Russell P. Dunn
Vice President

EXHIBIT B

Schedule

Total 140 Days from Notice to Proceed

EXHIBIT "C"

city compound

Item	Description	Unit Cost	Unit	Quantity	Total
General					
1	Mobilization	\$ 100.00	LS	1	\$ 100.00
2	Maintenanace of Traffic	\$ 350.00	Allow	0	\$ -
3	Construction Permits	\$ 250.00	Allow	1	\$ 250.00
4	Electrical Plans	\$ 4,500.00	Allow	0	\$ -
5	FP&L Service	\$ 800.00	EA	1	\$ 800.00
6	Bonding (Added at the Bottom of Page)		TBD		\$ -
7	Insurance	\$ 25.00	EA		\$ -
Labor					
8	Foreman	\$ 55.00	HRs	48	\$ 2,640.00
9	Journeyman 1	\$ 50.00	HRs	0	\$ -
10	Journeyman 2	\$ 50.00	HRs	48	\$ 2,400.00
11	Apprentice	\$ 40.00	HRs	48	\$ 1,920.00
12	Supervisor	\$ 50.00	HRs	4	\$ 200.00
Equipment					
13	55' Bucket Truck	\$ 40.00	HRs	16	\$ 640.00
14	Auger Truck	\$ 45.00	HRs	16	\$ 720.00
Material					
15	Ameron Poles 13'	\$ 3,596.00	EA	0	\$ -
16	Ameron Poles 15'	\$ 3,596.32	EA	0	\$ -
17	Ameron Poles 22'	\$ 6,143.29	EA		\$ -
18	Lumec Fixture	\$ 2,527.87	EA	0	\$ -
19	Ameron Bracket	\$ 464.00	EA		\$ -
20	Directional Bore	\$ 17.00	LF	0	\$ -
21	Trenching	\$ 3.50	LF	450	\$ 1,575.00
22	Nightmaster Service (30 amp Higgins Post, 200 amp Meter Can)	\$ 2,695.00	EA	0	\$ -
23	2" PVC Conduit	\$ 0.69	LF	450	\$ 310.50
24	2" PVC Elbow	\$ 1.34	EA	6	\$ 8.04
25	2" PVC Coupling	\$ 0.40	EA	8	\$ 3.20
26	2" PVC Bell End	\$ 2.77	EA	4	\$ 11.08
27	3/4" PVC Conduit	\$ 2.25	EA	20	\$ 45.00
28	3/4" PVC Elbow	\$ 0.45	EA	4	\$ 1.80

EXHIBIT "C"

city compound

29	3/4" PVC Coupling	\$ 0.12	EA	4	\$ 0.48
30	3/4" PVC Bell End	\$ 1.25	EA	4	\$ 5.00
31	#6 Copper Wire	\$ 0.65	LF	1350	\$ 877.50
32	#10 Copper Wire	\$ 0.40	LF	200	\$ 80.00
33	#6 Solid Bare Copper	\$ 4.68	LF	20	\$ 93.60
34	Red Wire Nuts	\$ 1.40	EA	12	\$ 16.80
35	Gel-Caps	\$ 25.95	EA	10	\$ 259.50
36	Weather Proof Fuse Holder	\$ 14.63	EA	8	\$ 117.04
37	10 Amp Fuse	\$ 2.36	EA	4	\$ 9.44
38	#4-6 Crimp	\$ 3.77	EA	16	\$ 60.32
39	Electrical Pull Box	\$ 188.25	EA	5	\$ 941.25
40	5/8" x 10' Ground Rod	\$ 13.43	EA	4	\$ 53.72
41	5/8" Ground Rod Clamp	\$ 1.41	EA	4	\$ 5.64
Restorations and Misc. Items					
42	Sod	\$ 2.50	SY	0	\$ -
43	Sawcut	\$ 5.00	LF	0	\$ -
44	Concrete	\$ 250.00	SY	0	\$ -
45	SP 9.5 Asphalt	\$ 9.00	SY	0	\$ -
46	concret pole 32ft	\$712.00	ea	4	\$ 2,848.00
47	freight	\$ 550.00	EA	1	\$ 550.00
48	bull horns	\$ 254.00	EA	4	\$ 1,016.00
49		\$ -	0	0	\$ -
50		\$ -	EA	0	\$ -

Subtotal \$ 18,558.91

Bond

Total \$ 18,558.91