



# Palm Bay Suites & Residences

Prepared for Planning & Zoning Board Meeting

Date: February 7, 2024



# ECIPSA Group

Ecipsa Group is a holding with more than 45 years of experience in residential real estate. From its origins, it has focused on providing access to

housing, developing and financing innovative ventures in the market, promoting social and urban development of the communities where it operates. It is currently

present in Argentina and Paraguay and is involved in international expansion projects in Latin América, USA and Israel.



# Our Values

## **PASSION**

Our passion distinguishes everything we are and everything we do as an organization.

## **INNOVATION**

We stand united by our innovation, the design of solutions and the creation of value for each and every one of our initiatives.

## **ACTION**

The gene that makes us the undisputed leaders of our sector. We act, we solve and we consolidate.

## Corporate Values

### **CUSTOMER ORIENTED**

We are focused in the needs of our clients and collaborators, directing all our efforts to provide them with true experiences of satisfaction.

### **CONTINUOUS IMPROVEMENT**

We challenge ourselves in the excellence of our management, incorporating improvements to the processes and promoting continuous learning.

### **TRUST**

We build trust by respecting and honoring our commitments, generating long-term relationships with all our stakeholders.

# Main Highlights

## SUCCESSFUL TRACK RECORD

46+

YEARS TRACK  
RECORD

13,500+

UNITS  
DELIVERED

2,000+

HECTARES  
DEVELOPED

## CURRENT OPERATION

19,000+

ACTIVE CLIENTS

12

CITIES

4

COUNTRIES

100

VENTURES

370+

EMPLOYEES

3,700+

INDIRECT JOBS  
GENERATED

26

PROJECTS UNDER  
CONSTRUCTION

## Capital Market

1995

First Corporate Bonds SME of  
the capital market in Argentina.

1998

First Real Estate Financial  
Trust with Public Offering

1998

First non-bank mortgage  
securitization.

1997/2000

4 Financial Trusts:  
US\$40 million.

1995/2022

11 series Issued:  
US\$33 million.



# Palm Bay Suites & Residences

## The Project



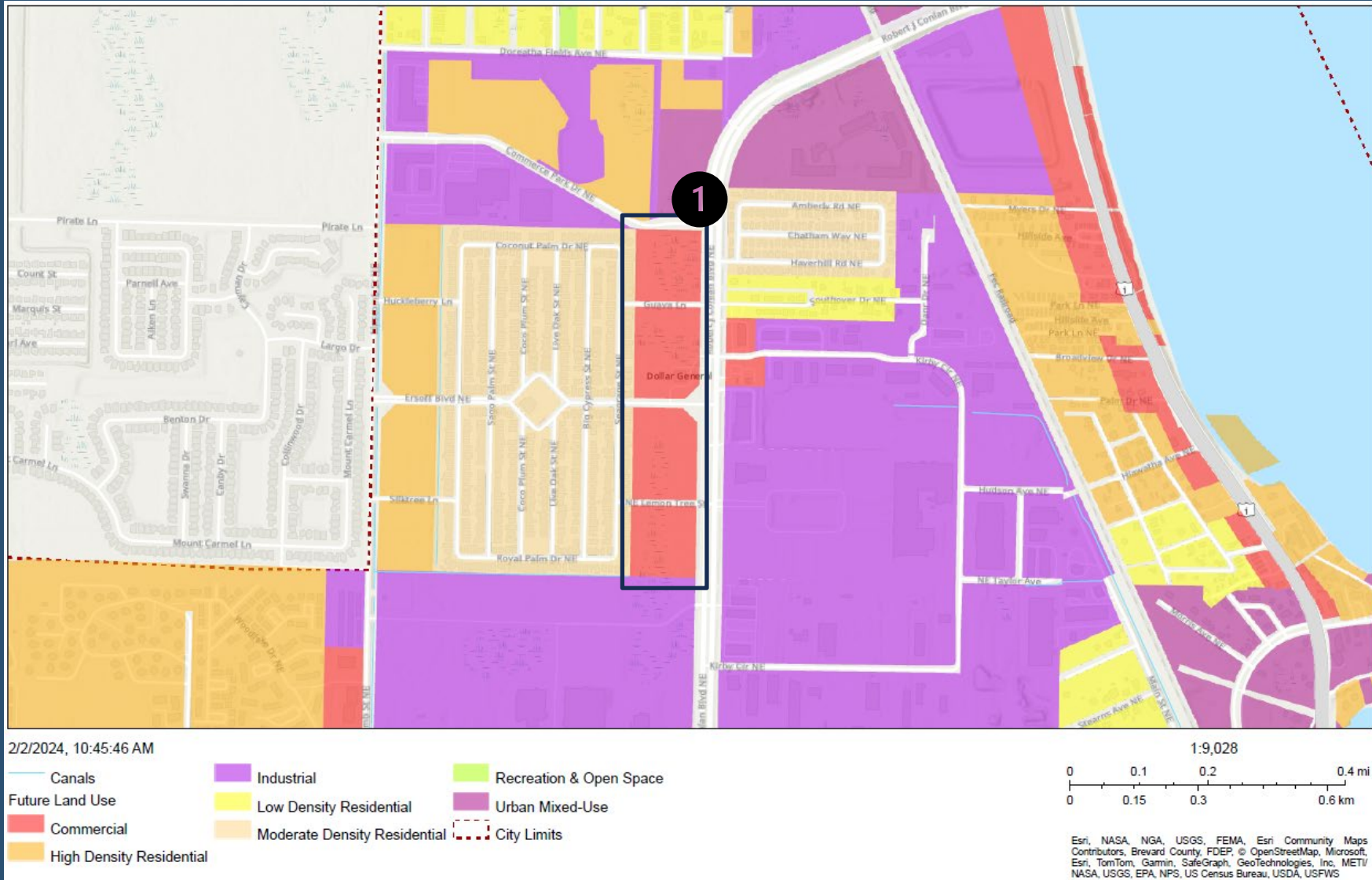
# Aerial View





# Land Use Map

1 Subject Land



# Future Land Use

## Purpose of Neighborhood Center FLUE Amendment:

- Provides for Mixed Use with Hotel, Restaurant & Bar, Multi family Residential (less than 300 units) and has a Dollar General as an existing outparcel.
- Serves as a TRANSITORY BUFFER between RJ Conlan and Mobile Home Park while offering protection for wetlands.
- Wetlands on south property line provide an additional buffer and roadway on north is also a buffer for the existing industrial.
- Neighborhood Center is an appropriate step down in zoning between industrial, commercial, and roadways.



# Economic Reality

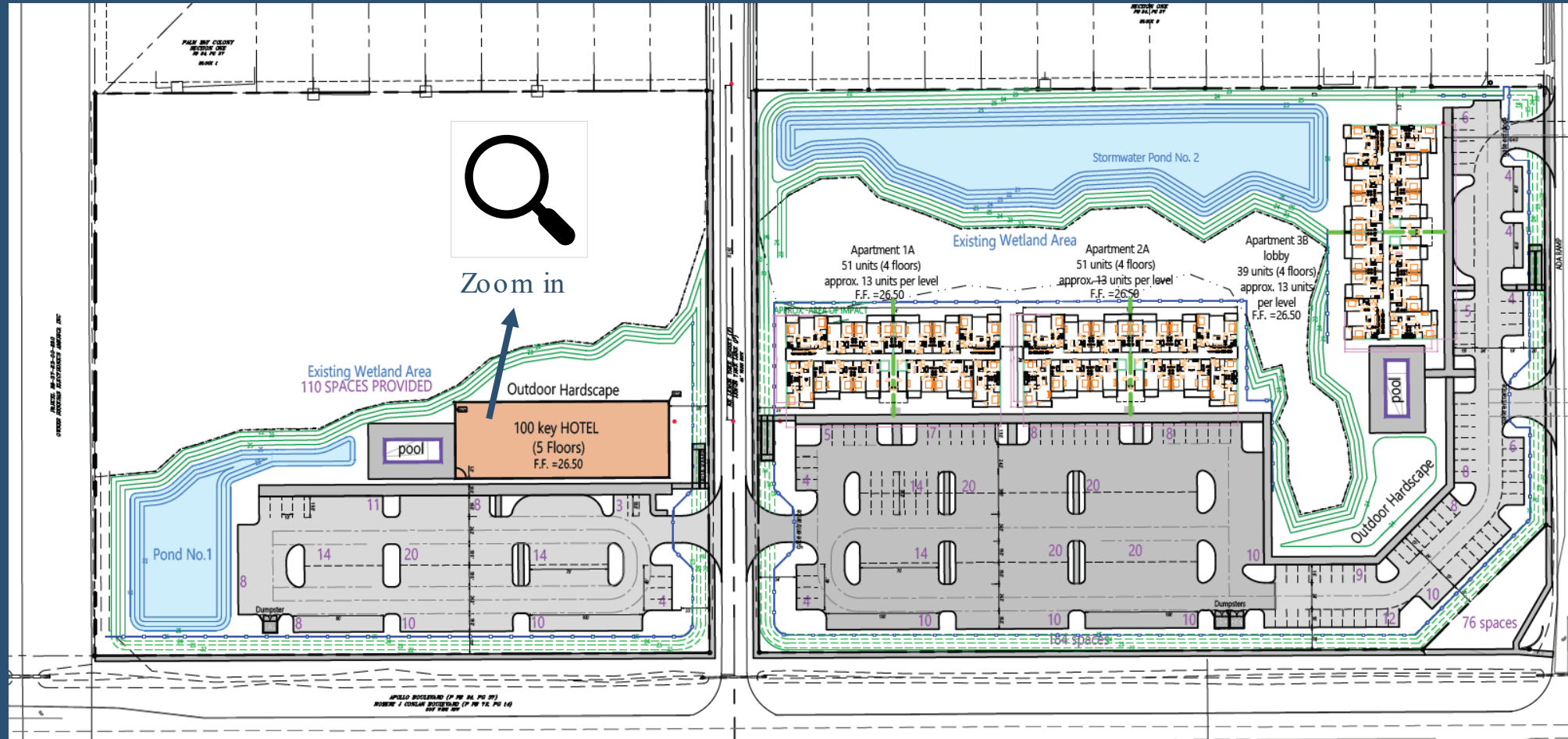
## Economic trends:

- Economy has been impacted by events such as the pandemic, Ecommerce and home delivery, and work from home, reducing the need for new commercial brick and mortar.
- Mixed use projects will provide sustainable and successful communities and residential will be a CATALYST to ignite other commercial projects in the area.

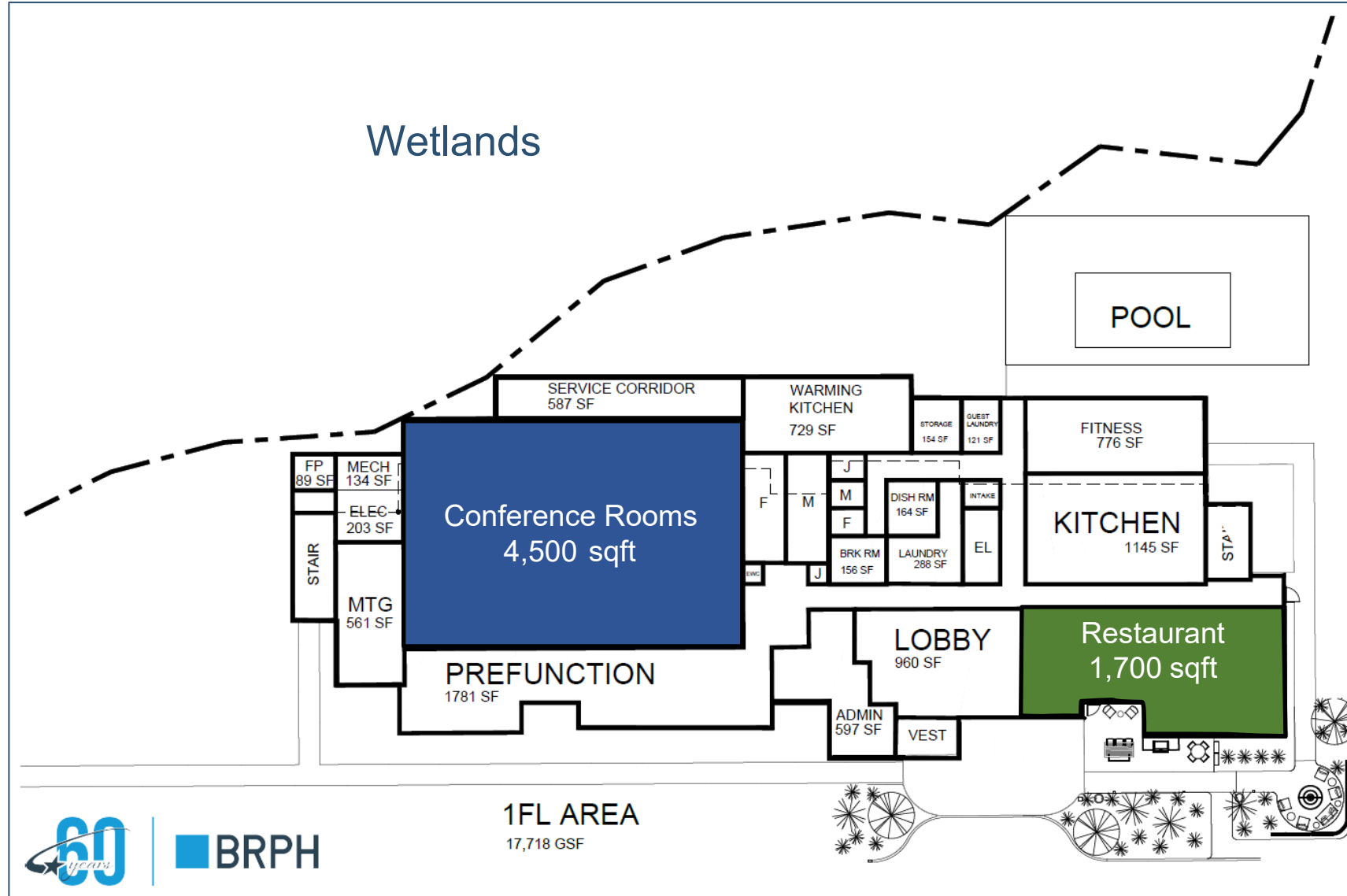
## Housing demand:

- Palm Bay area has a 95 % occupancy rate, higher than the national average.
- Additional housing is necessary due to expanded employment centers in Palm Bay and many have been shut out of the HOME OWNERSHIP market due to soaring housing prices and escalating interest rates.
- Trade areas have more than adequate developed and undeveloped commercial properties available.

# Site Plan – Parcels 1 & 2



# Conference Room & Restaurant





# Conference Room





# Restaurant





# Restaurant

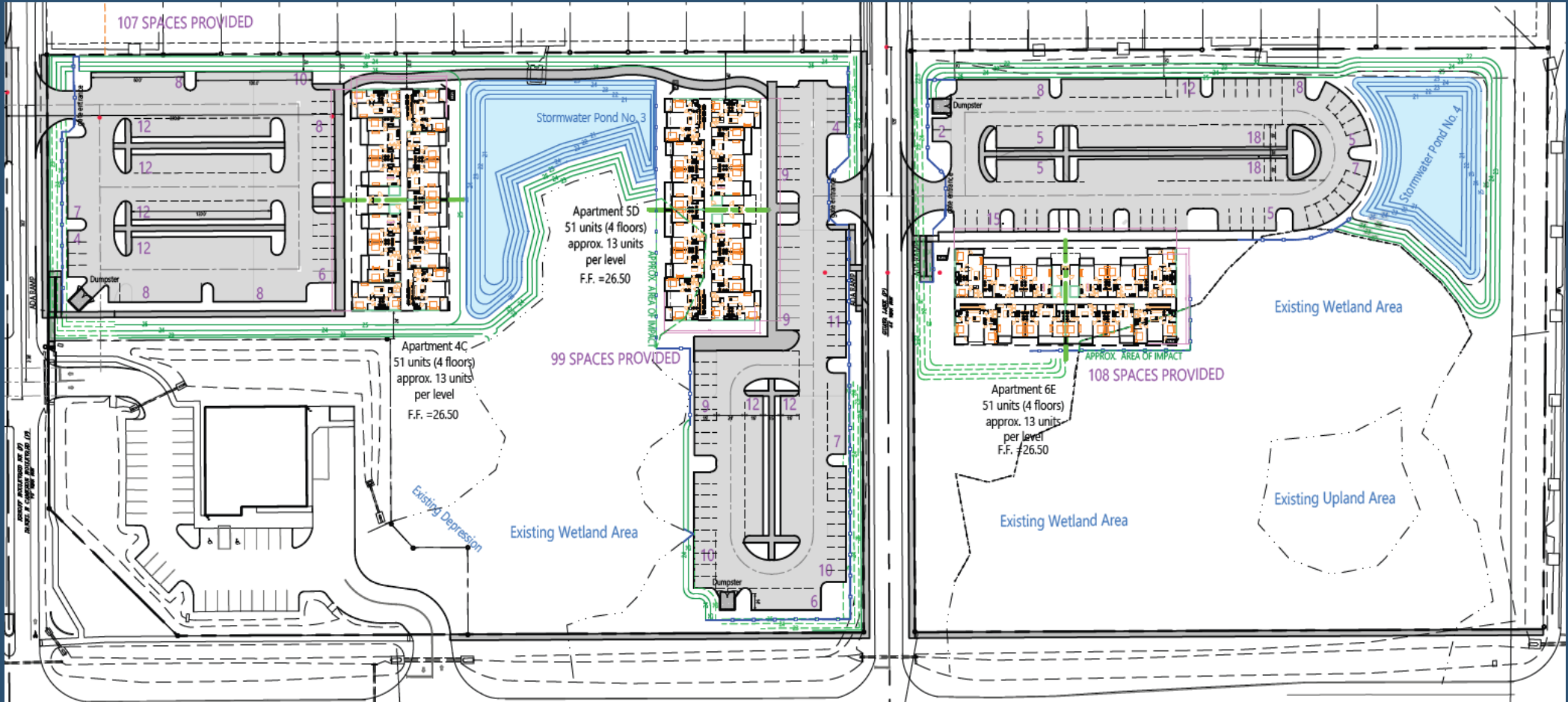




# Restaurant



# Site Plan – Parcels 3 & 4





# Landscape Design





# Hotel – Landscape Design



## LEGEND

- 1 POOL (1,061 SQ FT)
- 2 SUNSHELF
- 3 BUILDING
- 4 CHAISE LOUNGERS (18)
- 5 CABANA (4)
- 6 POOL GATE
- 7 OUTDOOR SEATING AREA
- 8 FIRE PIT
- 9 HAMMOCKS
- 10 WETLAND OBSERVATION DECK
- 11 POOL EQUIPMENT
- 12 RETAINING WALL
- 13 WETLAND



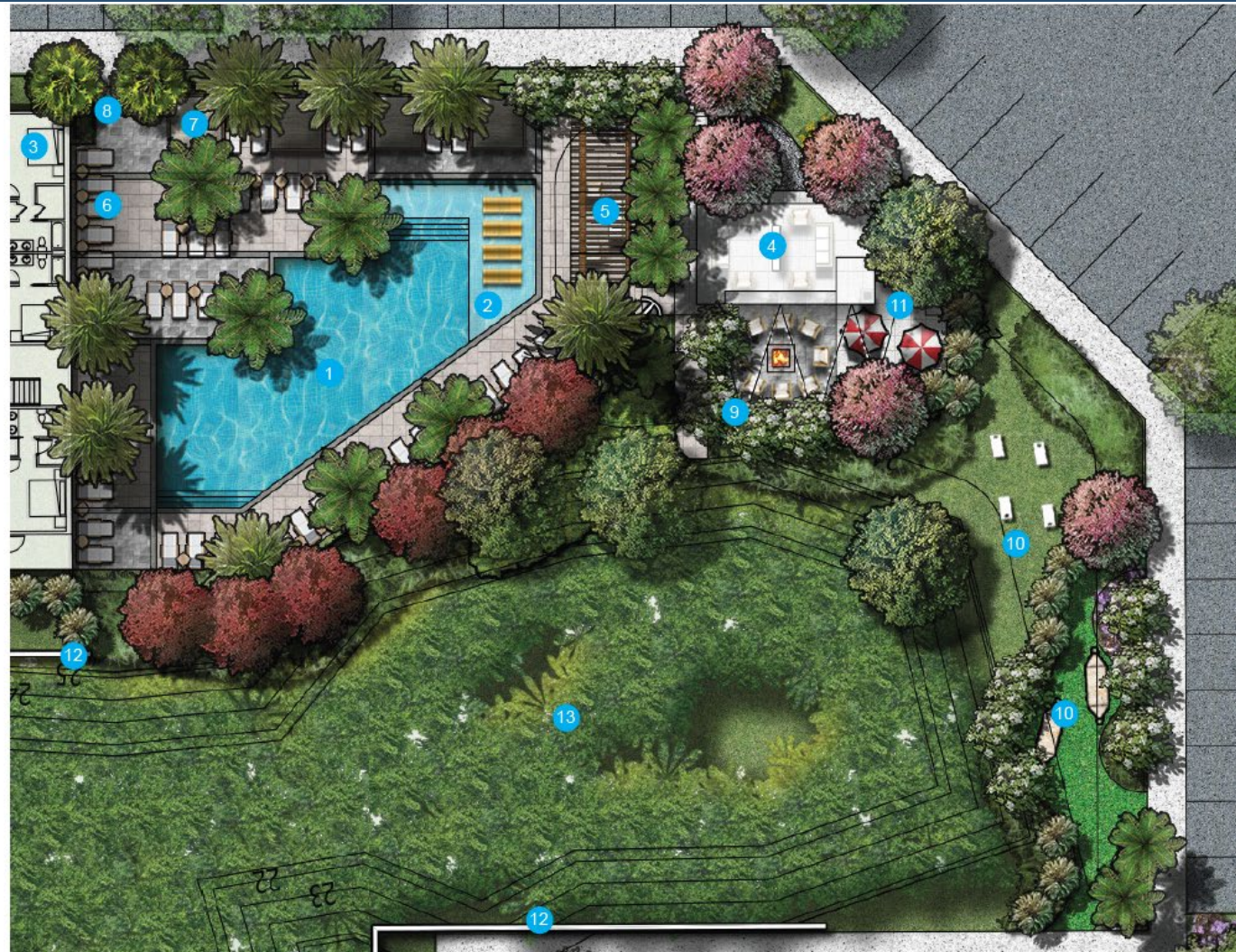


# Residential – Landscape Design



## LEGEND

- 1 POOL (2,123 SQ FT)
- 2 SUNSHELF
- 3 BUILDING
- 4 PAVILION WITH FEATURE WALL
- 5 PERGOLA WITH OUTDOOR SEATING
- 6 CHAISE LOUNGERS (34)
- 7 CABANA (4)
- 8 POOL GATE
- 9 FIRE PIT
- 10 HAMMOCKS, SEATING, AND GAMES
- 11 OUTDOOR SEATING
- 12 RETAINING WALL
- 13 WETLAND





# Residential – Landscape Design



## LEGEND

- 1 PICKLEBALL COURT
- 2 PICNIC TABLE (2)
- 3 KIDS PLAY EQUIPMENT
- 4 PERGOLA WITH OUTDOOR SEATING
- 5 BUILDING
- 6 DRY POND
- 7 WETLAND





# Residential – Landscape Design





# Residential Amenities





# Residential Amenities





# Residential Amenities





# Hotel – Rear Elevation



# Residential – Front Elevation





# Residential – Rear Elevation





# Residential – Rear Elevation





# Purpose for Neighborhood Center

Neighborhood Center provides for a mix of uses, and in this case, it is intended to provide hotel rooms and apartments. Based on a \$100 million total development, an annual contribution in tax revenue to the City of Palm Bay (based on current millage of 7.9255 per \$1,000 of assessed value), will be recurring at \$792,500 annually.

In addition, impact fees will be paid based on current rates adopted by the City as well as a proportionate fair share. This certainly will have positive budget impacts as the valuation rates of multi-family/hotel are consistent with commercial valuation numbers.



# ECIPSA

## GROUP

📍 Cordoba   📍 Buenos Aires   📍 Asuncion   📍 Washington   📍 Miami   📍 Panama City   📍 Tel Aviv   📍 São Paulo