



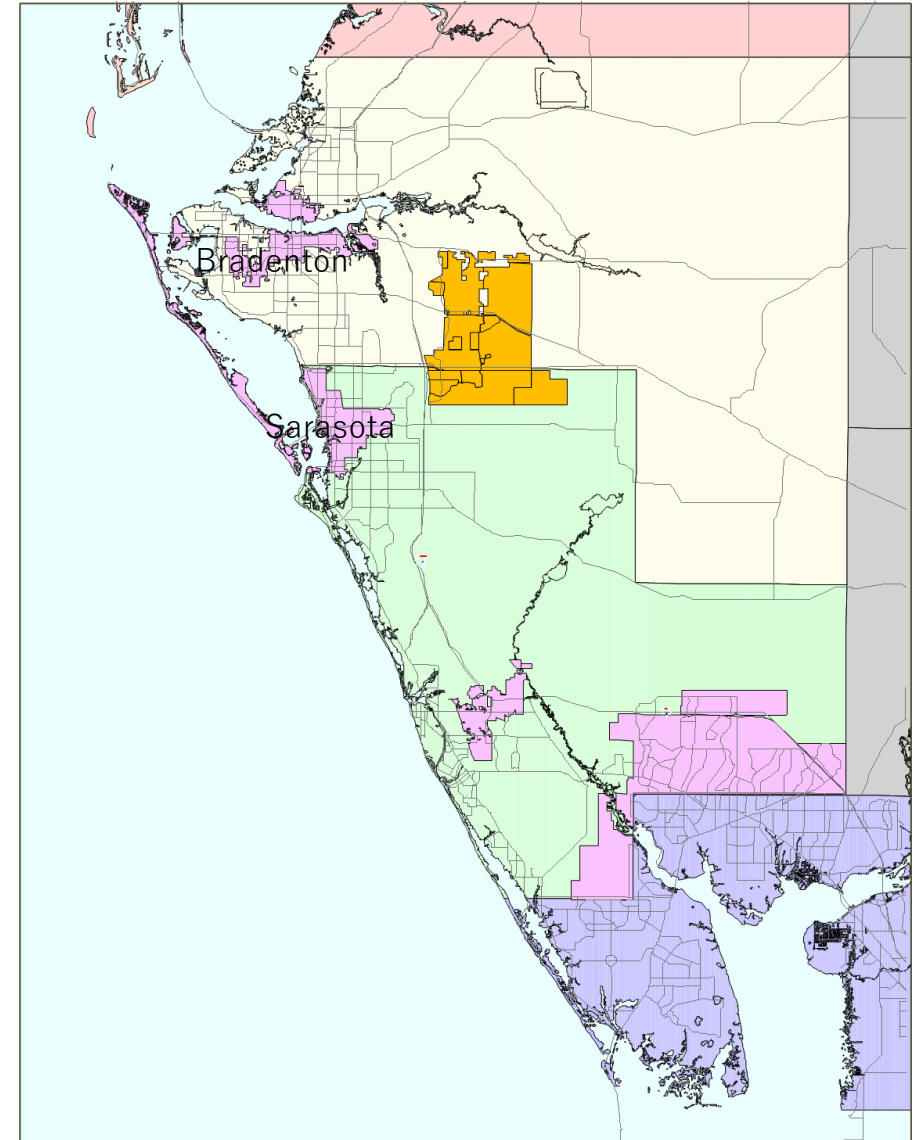
Lambda Alpha International

EVOLUTION OF LAKEWOOD RANCH

April 25, 2024 | Lakewood Ranch

ABOUT SCHROEDER-MANATEE RANCH

Schroeder-Manatee Ranch (SMR) is the parent company of Lakewood Ranch, a 33,000+ acre master-planned community located in Manatee and Sarasota Counties in Southwest Florida.



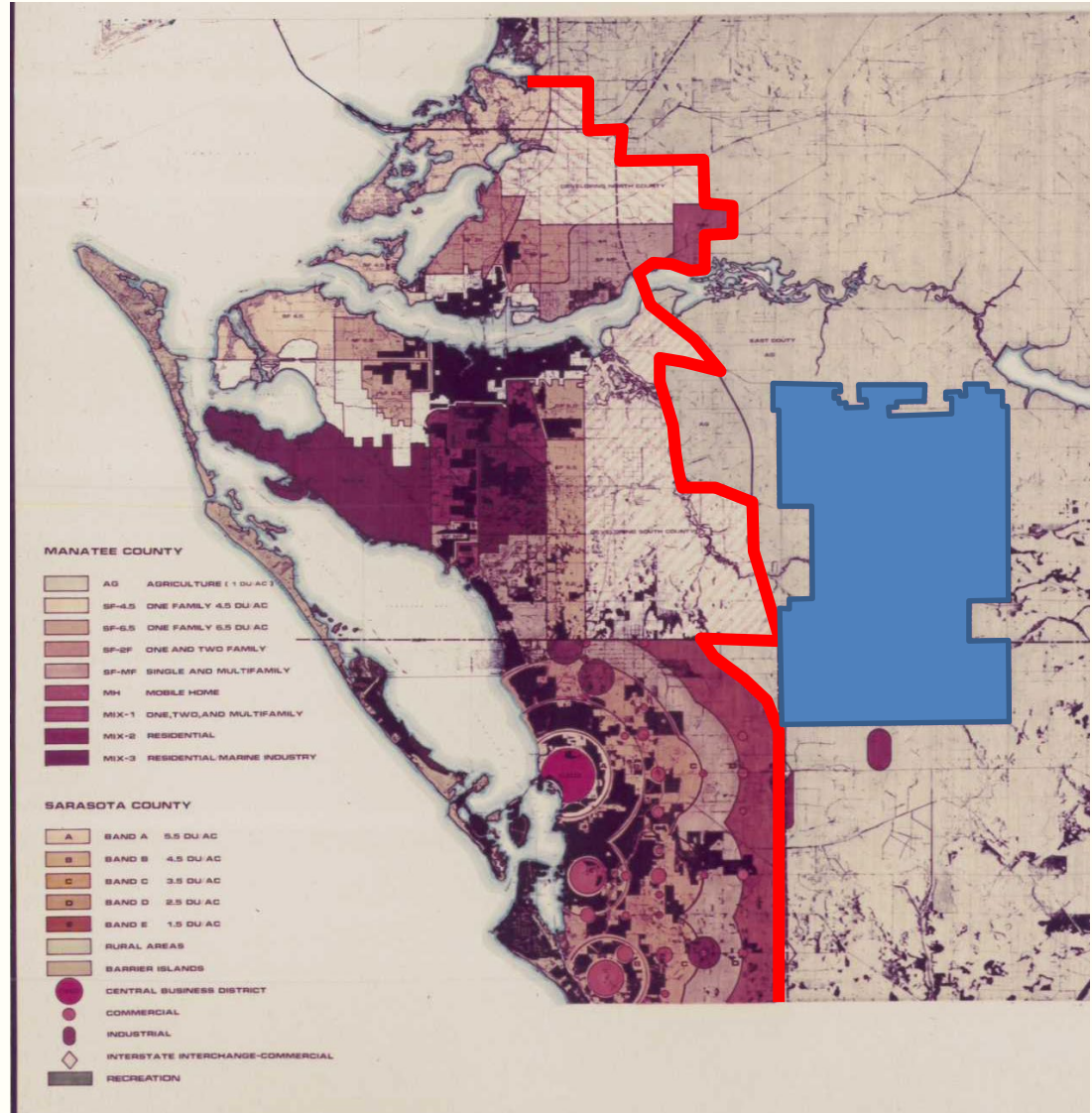
A QUICK HISTORY OF SCHROEDER-MANATEE RANCH



- **1905 John Schroeder assembled properties known as Schroeder-Manatee Ranch for lumber and resin.**
- **1922 Uihlein Family, original owners of Schlitz Brewing Company, purchase property for \$2/acre.**
- **1920s-1960s, land used for small-scale agriculture and hunting.**
- **1970s – 1980s SMR Board steps up citrus, cattle, shell mining, trees, and turf operations.**
- **Pressures emerge with advent of I-75**
- **1980s SMR Board plans a new course.**

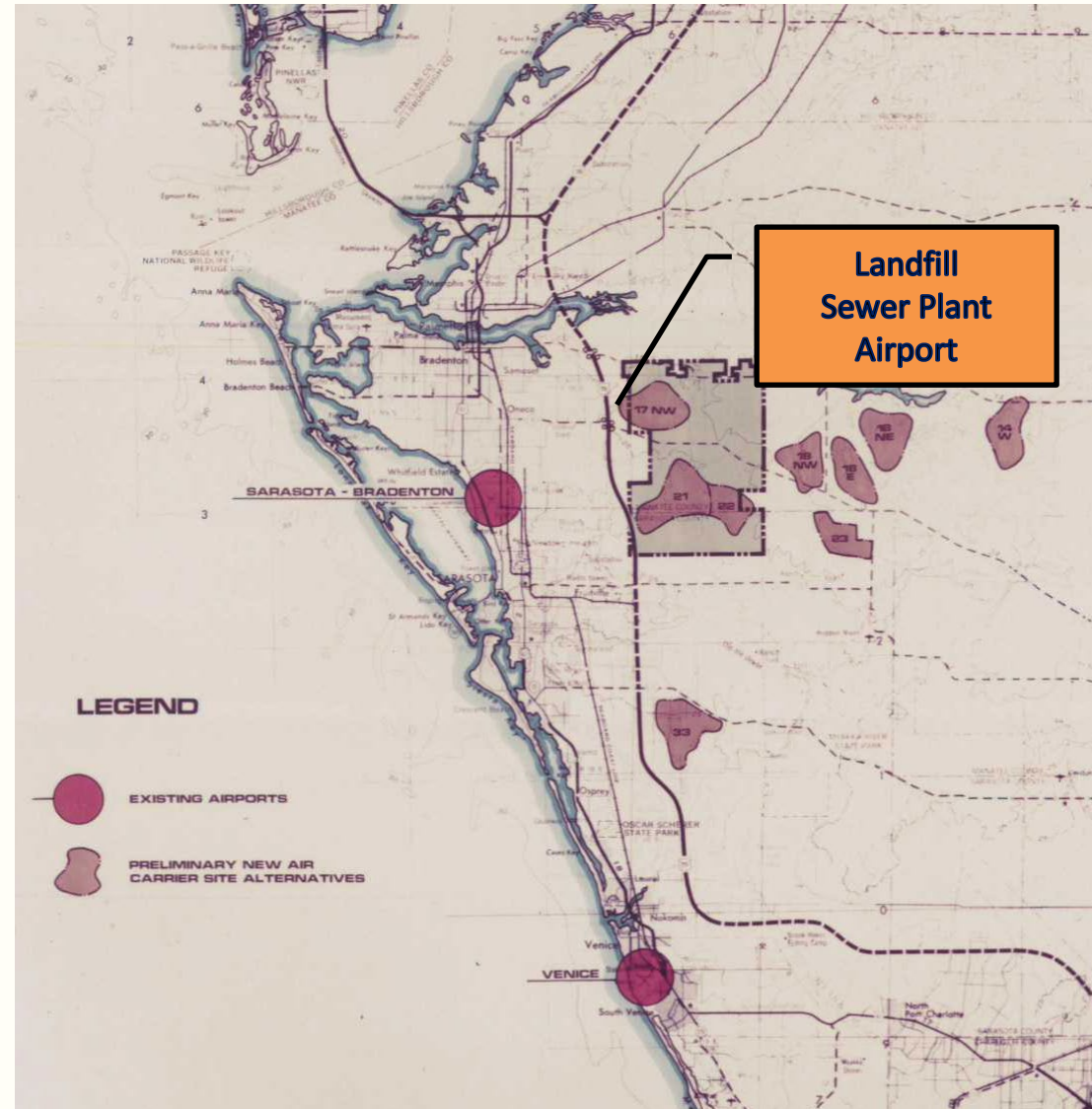
HOW THE BROADER COMMUNITY VIEWED US

- **Planners underestimated the impact and value of I-75**
- **Despite flood zones, want I-75 to serve as the Urban Growth Boundary**
- **SMR was viewed as too far out for even long-range planning.**



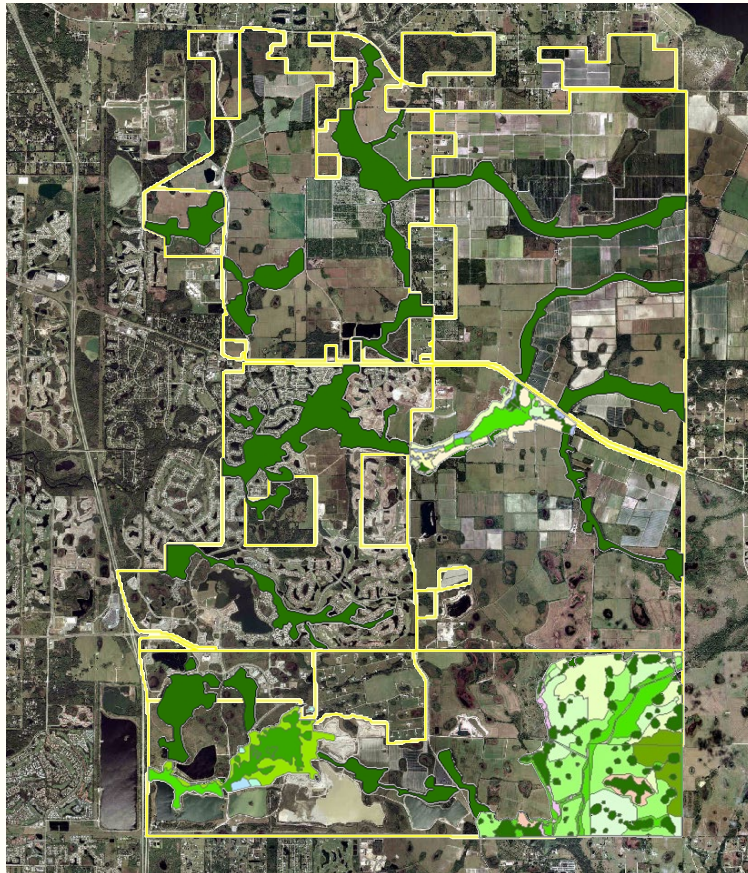
EVERYONE HAS IDEAS FOR SCHROEDER-MANATEE RANCH

- No future development but...
- Viewed as place for “Undesirable but necessary” uses
- Things WE need but don’t want near us
- Landfill...sewer plant...airport
- SMR develops its own vision

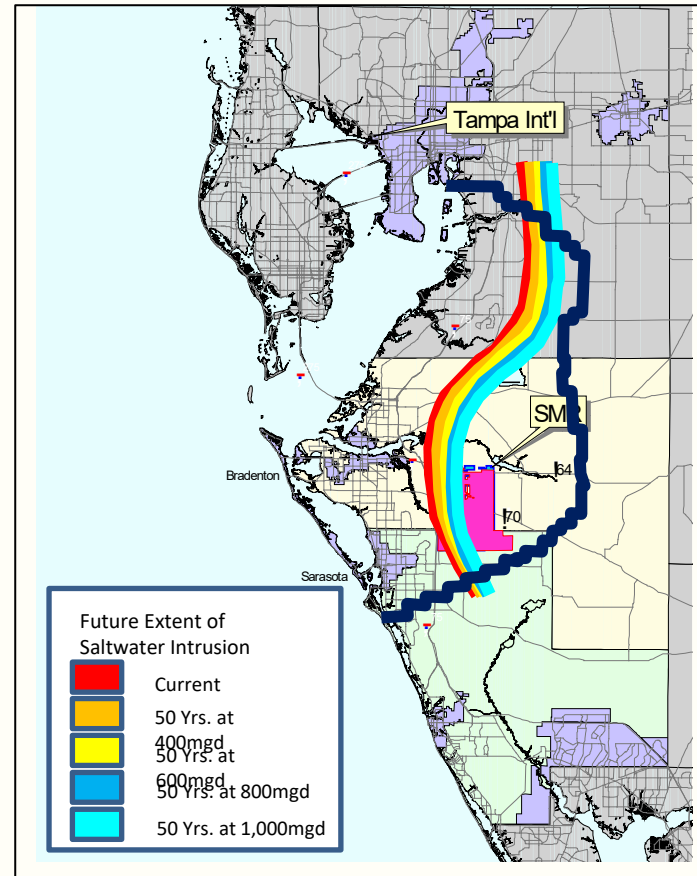


LIFESTYLE

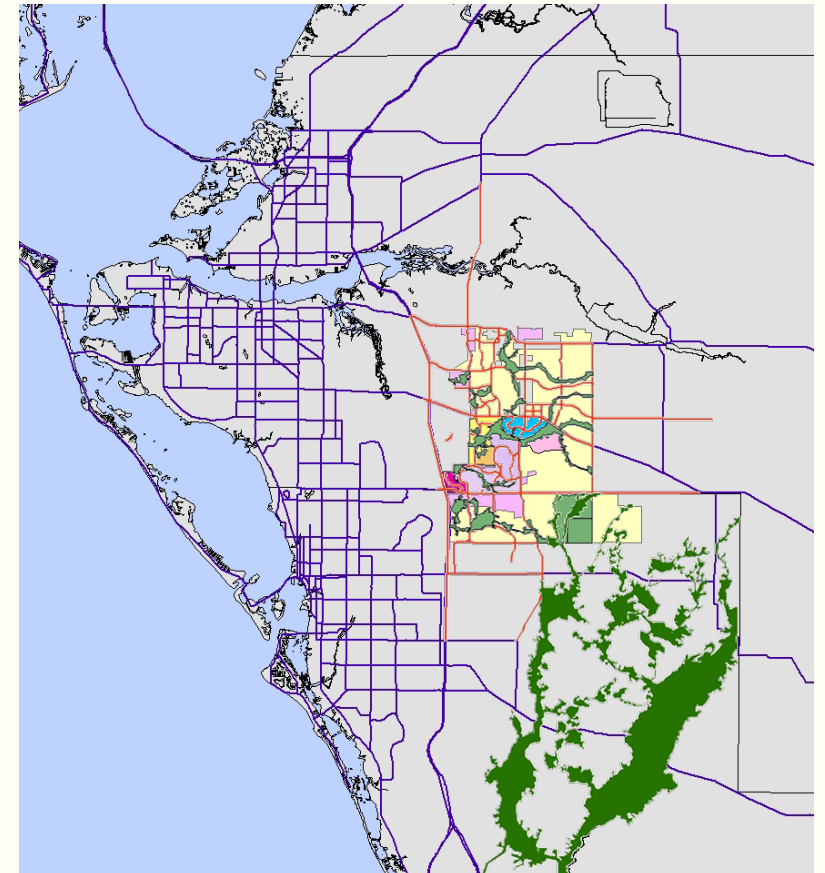
Environmental Stewardship



Water Conservation



Financial Strength & Stability



MASTER PLANNING RETAINS SMR OPERATIONS THROUGH THEIR ECONOMIC CYCLE



LAKEWOOD RANCH: VISION AND POSITIONING



- **4 Exits East of I-75, Florida's West Coast Artery**
- **Located in Manatee and Sarasota Counties (Unincorporated)**
- **Ties to Tampa Bay Region and Sarasota's Cultural Assets and Beaches**
- **Designed to be a Mixed-Use, Multi-Generational, Primary Home Community**
- **Residential Segmentation and Lifestyle Amenities Appealing to a Broad Variety of Age, Income, and Household Segments**
- **Job Centers, Shopping Areas, Recreation, Faith-based Organizations, and Services Located Within Close Proximity of Residential Areas**
- **40% of the Land Dedicated to Open Space with Parks and Trails Forming Connective Tissue of Master Plan**
- **Extensive Lifestyle Programming to Activate Public Spaces**
- **Stewardship District to Facilitate Infrastructure Development and to Maintain Vision and Community Standards in Perpetuity**
- **LWR Business Alliance, Community Activities Corp, and LWR Community Fund Shape Business, Lifestyle, and Charitable Priorities of Community**

LAKEWOOD RANCH AT A GLANCE



67 Residential Villages/Neighborhoods

Single Family, Condos, Active Adult & Age Restricted + Rental & Assisting Living

29,187 Households

For-Sale & Rent¹

70,820 Population

Based on Occupied Rental For-Sale & Rental

49 Average Age

\$142K Average HH Income

Median is \$118k

75% College Educated

20% With Advanced Degrees

5 Business Parks + 3 Town Centers (6M sqft)

2,885 Businesses

20,076 Employees

Education

8 Public Schools (A-Rated)

6 Private Schools (K-12)

12 Pre-schools

10 Colleges & Universities

Medical

Lakewood Ranch Medical Center

LECOM Medical Schools

Recreation & Civic

150 Miles of Trails & Parks

Parks & Recreation Program

Premier Sports Campus

Lakewood Ranch Golf & Country Club

Sarasota Polo Club

Community Activities Corporation

LWR Community Fund

¹ SMR, December 2023

Note: ESRI Updated conducted first quarter of each year for Demographics and business statistics

LAKEWOOD RANCH IS 60% THROUGH BUILD-OUT OF RESIDENTIAL PROGRAM

48,849 Total Residential Units (For-Sale and Rental) 60% Occupied



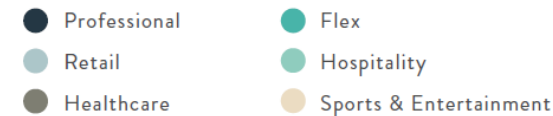
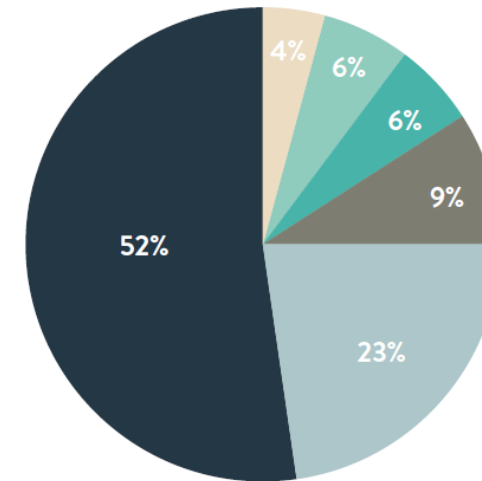
■ Sold and Leased Units ■ Actively Selling Units ■ Coming Soon ■ Under Contract ■ Planning Phase

6M SQFT OF COMMERCIAL MIXED-USE LARGELY SOLD OUT

- Largest Job Center in the Region
- 2,840 businesses and 18,785 Jobs¹
- Pandemic attracted many remote workers
- 5 Business Parks
- 3 Town Centers
- 5.9M sqft of Commercial, Office, Retail, Hospitality, Multifamily, Warehouse and Industrial
- Top 5 Industry Clusters Include: Professional/Tech; Infotech, Life Sciences, Healthcare, Construction, and Retail
- 9 Campuses of Higher Education
- Lakewood Ranch Business Alliance

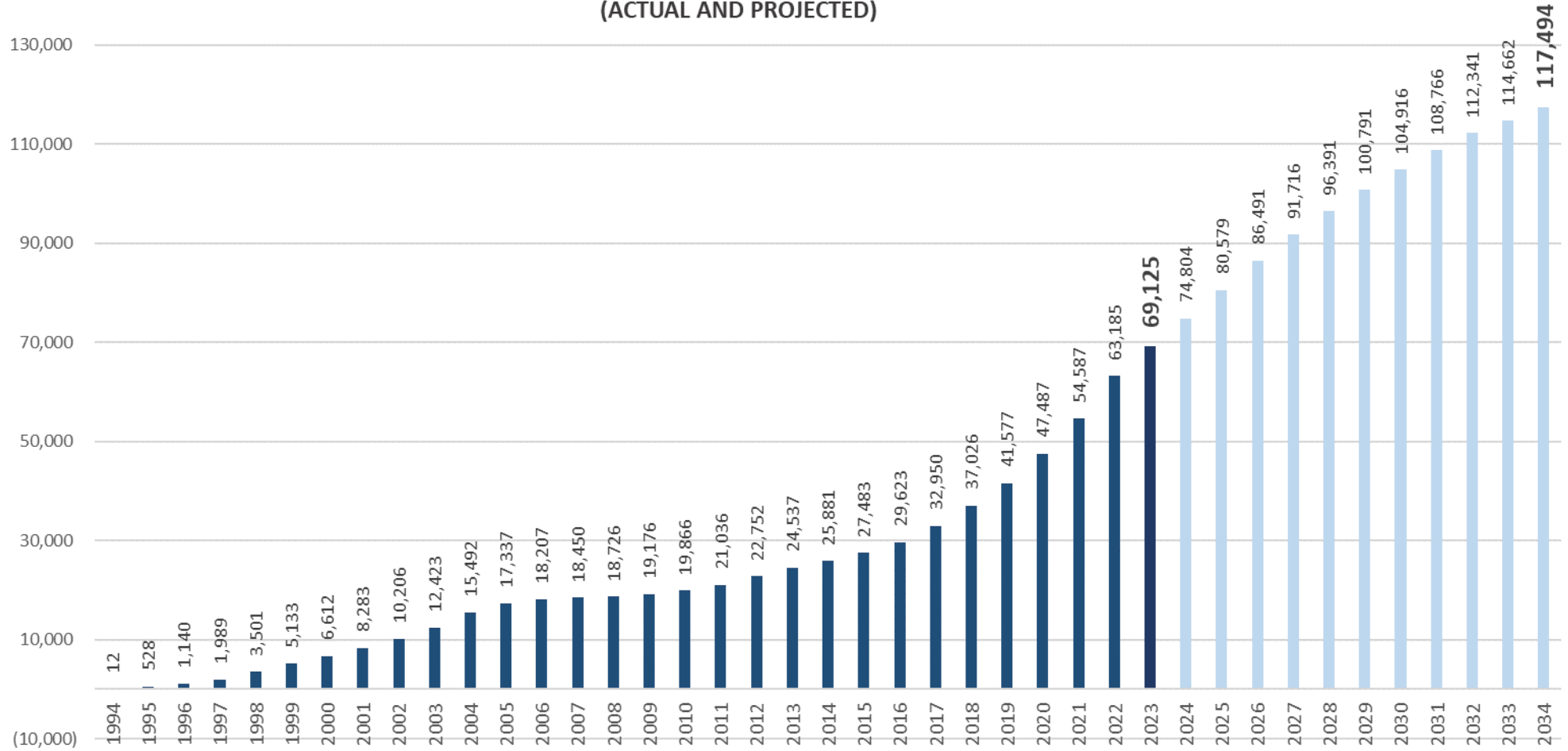
¹ Neustar/NAICs Dec 31, 2022

CURRENT USAGE OF COMMERCIAL SPACE



CUMULATIVE POPULATION BASED ON PROJECTED BUILDOUT OF 39,583 HOMES SALES AND 9,266 RENTAL UNITS

LAKWOOD RANCH POPULATION NEW HOME SALES & RENTALS
(ACTUAL AND PROJECTED)



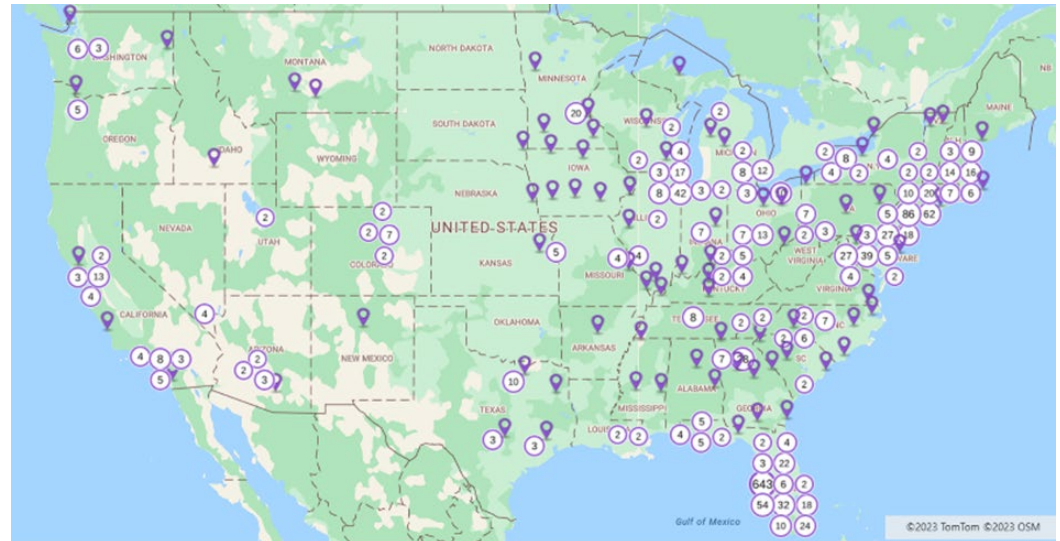
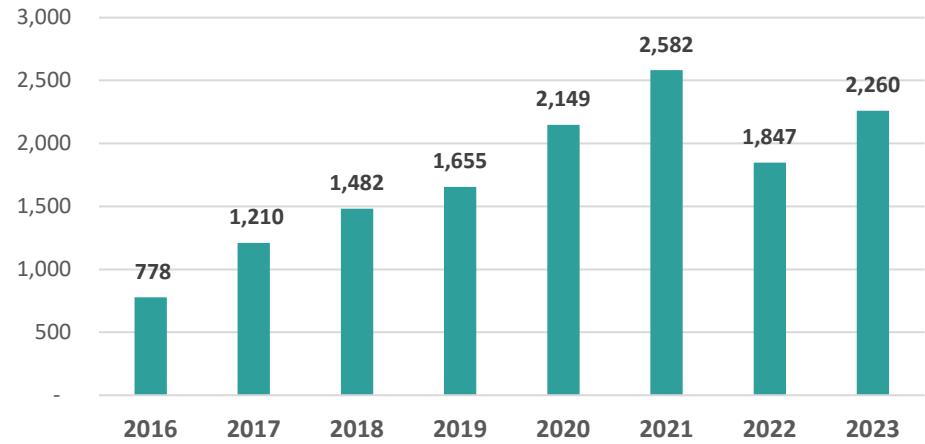


LAKEWOOD RANCH
#1 ALL AGES
COMMUNITY IN U.S.
2018, 2019, 2020,
2021, 2022, & 2023

RCLCO & John Burns Real Estate



LAKEWOOD RANCH NEW HOME SALES
Jan 2016 - Dec 2023



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HOUSING DIVERSITY KEY TO DRAWING MULTI-GENERATIONAL MOVES

- Total of 67 Villages, Neighborhoods & Rental Projects with 25 in Planning Stage
- 39,583 For-Sale Units; 9,266 Rental Units
- Homes Priced from \$300s to \$3M+
- Rents from \$1,400 - \$5,000+
- Living Options:
 - 160 – 1,700+ Unit Villages
 - Entry-Level, Family Move-Up, Active Adult, Age Restricted, and Multi-Gen
 - Resort Amenities Include Small Clubhouses to Bundled Golf
 - Condos, Townhomes, Villas, Single Family Detached, and Custom Homes
 - Apartments and Build-to-Rent Communities
 - 4 Assisted Living Communities



QUALITY EDUCATION ATTRACTING FAMILIES; MANATEE AND SARASOTA ADDING SCHOOLS TO MEET DEMAND

- A-Rated Primary & Secondary Schools
- Manatee and Sarasota County Public Schools
- 6 Public Schools including Lakewood Ranch High School
- 2 Charter Schools
- 6 Private Schools (pre-school–12) including ODA
- 13 Pre-Schools
- 10 Campus of Higher Education including University of South Florida and Lake Erie College of Osteopathic Medicine
- Lifelong Learning Programs



HEALTH CENTERS AND SPECIALTY CARE EXPANDING TO MEET GROWING POPULATION



- A-Rated
- 196,315 sqft
- 120 Licensed Beds
- 600 Physicians & Healthcare Professionals
- Expansions in 2019, 2023 (plans for 150 more beds)

Senior Care Facilities



THE SUMMIT AT LWR

- Assisted Living
- Memory Care
- 150 units



WINDSOR AT LWR

- Assisted Living
- Memory Care
- 50 Units



CYPRESS SPRINGS

- Independent Living
- 134 Units



GRAND LIVING AT LWR

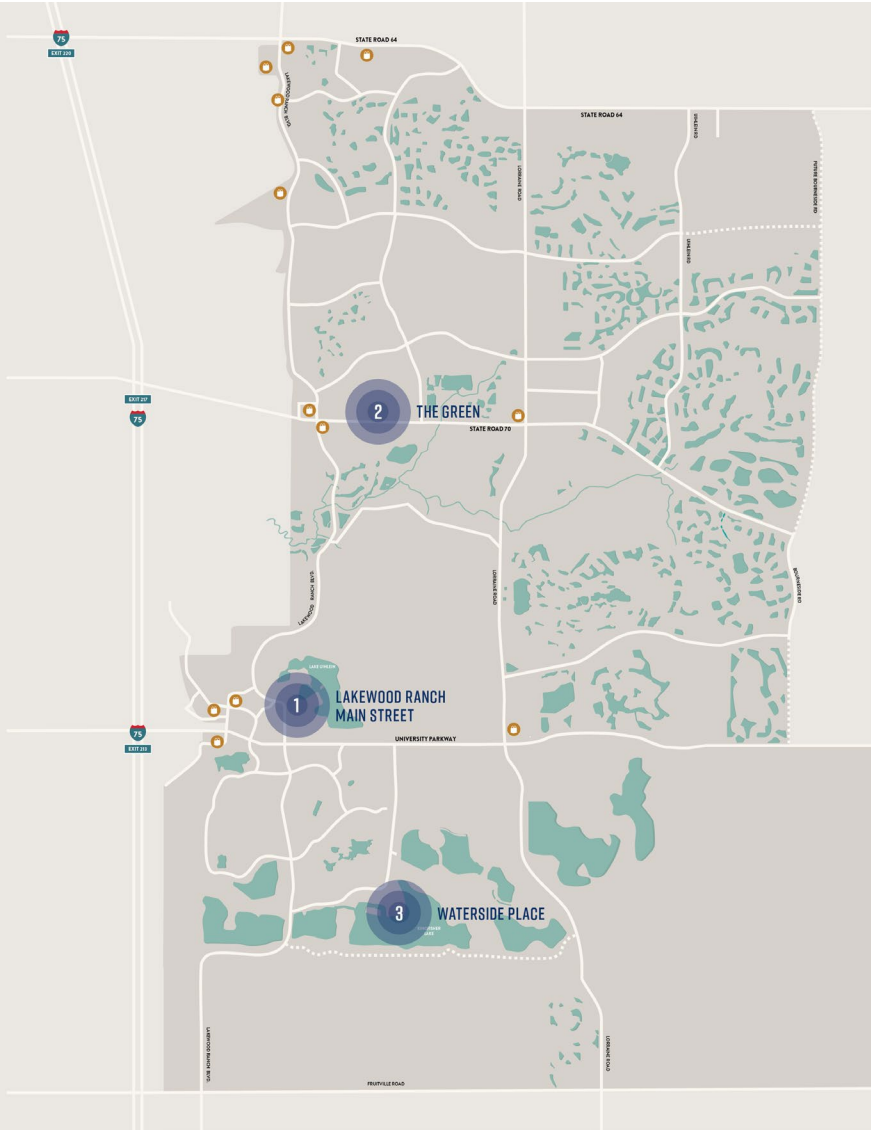
- Assisted Living,
- Memory Care
- 172 Units



COMING SOON: EMERSON LAKES AT LWR

- Continued Care Retirement
- 1200-unit Campus

SHOPPING, DINING, AND SERVICES CLOSE TO RESIDENTIAL AREAS



3 TOWN CENTERS



NEIGHBORHOOD PLAZAS

GATEWAY NORTH

MARKET SQUARE

LAKWOOD WALK

THE SHOPPES OF SUMMERFIELD

UNIVERSITY CORNER

LORRAINE CORNERS

SAN MARCO PLAZA

LAKEWOOD RANCH KNOWN FOR ITS ACTIVE LIFESTYLE



PARKS & TRAILS

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



SARASOTA POLO CLUB

- 7 World Class Polo Fields
- Regulation Sized Arena
- Jan – Apr Polo Season
- Pavilion for events
- Tailgating
- Developed by SMR, sold to private owner in 2018



PREMIER SPORTS CAMPUS

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

LAKWOOD RANCH IS A LIFESTYLE DESTINATION



Ranch Nite Wednesdays

Food trucks, music, cocktails and corn hole. It doesn't get much better than that for a mid-week celebration with family and friends.

98k Annual Visitors



Music On Main

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

60k Annual Visitors



Theatre in the Field

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

600 Visitors



Premier Sports Campus

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

300k Annual Visitors



Sarasota Polo Club

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

46k Annual Visitors



The Market

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

208k Annual Visitors



Lightning Watch Parties

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

LWR Lightning Sponsor



Holidays on The Ranch

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

50k Annual Attendees



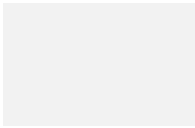
TOWN CENTERS

Lifestyle Driven
Achieving Placemaking Premium









THE NEW PARKS & RECREATION

Inclusive Leagues
Friendships and Community
Affinity Opportunities







LAKWOOD RANCH LEGACY PARTNERS ESTABLISHED TO CARRY ON LWR'S VISION



LAKWOOD RANCH
STEWARDSHIP DISTRICT

