



The Barn at Smith Acres

A Non-Profit Organization Benefiting
Veterans and Military Families

Founded by Lindsay Smith



Meet Lindsay...



Lindsay Smith, Founder

*Military Wife, Mom & Registered Yoga Teacher, With Specialized Training in Trauma and Teaching our Military Community

*3rd Generation Hotelier

*20+ Consistent Years in Hospitality

*Held the following positions:

General Manager (Past 10 Years), Hotel & Restaurant Task Force Manager, Corporate Director of HR, Revenue Manager, Controller

*Opened 4 new hotels successfully, earning the highest of accolades for each:

-Courtyard by Marriott Miami Downtown 2002

-Hilton Garden Inn by Hilton Fort Lauderdale Airport/Cruise Port 2004

-StayBridge Suites by IHG Kansas City/Independence 2009

-TownePlace Suites by Marriott Fort Myers/Estero 2017

*Managed hotels worth \$14 Million (Average)

-Holiday Inn Downtown Mobile

-Admiral Semmes Curio Collection by Hilton

*Experience includes managing hotels ranging from:

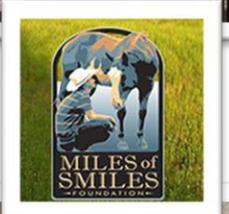
100-440 Rooms, 500-20,000 Sqft Meeting Space,

1-3 Restaurants and 1-6 Bar Outlets

*Either Chaired or Supported the Following Non-Profits:

Team RWB, Warriors at Ease, American Heart Association “Go Red” and various Heart Walks, Miles for Smiles, FRG, Give Kids the World, Several Independence Council for Economic Development Committees, Susan G. Komen, Operation Breakthrough, Red Cross, Girl Scouts of America.

Lindsay's Resume at a Glance





Typical Meeting Space



The Barn at Smith Acres

This is NOT your typical meeting space



Local Demand



The ability to host a variety of events, through every season, being able to provide services, hands-on training, resources and awareness to our military community.



Unlimited Clientele



Pre-Fabricated Post & Beam Structure



A multitude of resources to benefit our military and their families.

Why This?

20+ Acres featuring a 5-Acre Preserve

7,500 Sqft Building

**3,000 Sqft Partially Covered Patio with
Outdoor Kitchen, Pizza Oven, Fire Pit
and Lighting Options**

5,000 Sqft Great Room to Host:

200 Classroom

400 Banquet

480 Reception

500 Theater

30 Booths

1,000 Sqft Dividable Breakout Room

700 Sqft Banquet Kitchen

800 Sqft “His & Her” Bridal Suites

1,000 Sqft Office Building



Property Specifics

**1 Acre Pond with Waterfall Feature
and Dock**

Separate Covered Gazebo

**Large Landscaped Outdoor Area
Available for Outdoor Ceremonies,
Festivals and Markets**

***Accommodating up to 3,500**

**Mature Trees and Natural Preserve on
Site**

5K Trail Through Wooded Areas

Endless Photographic Opportunities

**Oregon-Made Post-and-Beam
Construction; Built to Withstand Any
Natural Disaster**

Parking for up to 400 Vehicles

**Farm to Table Vegetable and Herb
Garden**

The Vision





*Weddings, Bridal Showers,
Rehearsal Dinners, Baby Showers*



*Corporate & Association
Meetings*



*Seminars, Workshops
& Speaking Events*



Holiday Parties



Fundraisers



*Graduation Parties, School
Banquets & Dances*



Military Events



Farmers' Markets & Art Fairs



*Trade Shows, Bridal Shows, Job
Fairs & Vendor Expos*



Family Reunions & Retreats

Sources of Business



VA Resources



Military Reintegration, Including Small Groups & Clubs



On the Job Training, Resume Writing, Small Business Seminars, Job Placement



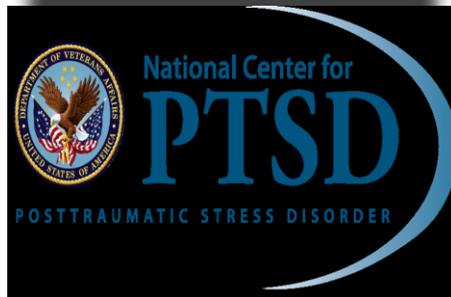
Financial Workshops & Budgeting



Yoga & Meditation Classes, Retreats & Workshops



Mental Health Clinics & Support Groups



PTSD & TBI Information & Support



Fundraising Events to Build Community (5K's, Ruck Marches, Golf, etc.)



Yellow Ribbon, Deployment & Homecoming Events



Family & Couples Events & Retreats

Veteran & Family Support

Development Costs & Timeline

The Barn at Smith Acres			
Fort Myers, FL 33913			
Land Area	23.29 Acres		
Building Size	7,500 SF		
Unit Cost			
LAND COST:			
Land Value (PSF)	\$ 1.23	\$	1,250,000
BASE BUILDING:			
Barn Timber Kit (Florida Approved)	\$ 70	Building only	\$ 575,000
BUILD OUT / FINISHES:			
Erect & Build the Kit	\$ 24	\$	180,000
Concrete Slab, Electric, Plumbing, HVAC, Flooring, Fire, Painting	\$ 66	\$	495,000
FF&E and Kitchen Equipment	\$	\$	750,000
Gazebo, Fountain and Dock	\$	\$	300,000
SUBTOTAL:	Build-Out	\$	1,725,000
SITE AND SOFT COSTS:			
Site Work (per acre) / 5 Acres	\$ 250,000	\$	1,250,000
Landscape (per acre) / 5 Acres	\$ 35,000	\$	175,000
Impact Fees (VERIFY CATAGORY (per 1K SF)	\$ 6,000	\$	45,000
SUBTOTAL:		\$	1,470,000
DESIGN & PERMITTING:			
Development	\$ 150,000		
Engineering	\$ 85,000		
Architect/MEP	\$ 100,000		
SUBTOTAL:		\$	335,000
TOTALS:			
Land Cost	\$ 1,250,000		
Construction Cost (Building & Build-Out)	\$ 2,300,000		
Site & Soft Costs	\$ 1,470,000		
Design & Permitting	\$ 335,000		
Land Acquisition	\$ 1,250,000	\$	166.67 PSF
Building and Development Cost	\$ 4,105,000	\$	547.33 PSF
Total Estimated Project Cost	\$ 5,355,000	\$	714.00 PSF

The Barn at Smith Acres - Projected Timeline

Phase 1	-September 2018 to September 2019 - Feasibility Study - Due Diligence - Design - Land Location - Obtain all costs for construction, engineering, design, utilities, environmental studies, licenses and permits - Proforma's and Market Studies											
Phase 2	-September 2019 to March 2020 - Develop BOD, Acquire Financing (Donors & Grants) - Architectural Drawings - Landscape Drawings											
Phase 3	-March 2020 to June 2020 - Acquire Land - Perform Due Diligence											
Phase 4	-May 2020 to October 2020 - Permitting & Licenses - Run Utilities - Prefabrication of Main Structure											
Phase 5	-September 2020 to May 2021 - On-site Construction											
Opening	-April/May 2021 - Grand Opening											



Targeted Opening Date of April / May 2021



Proposal



Seeking Benefactors, Donors
and Federally Sponsored Grants to Fund

Project Cost \$5.35m

Stabilization Year 2 Proformas (Both For Profit and Not for Profit Split)

1st Full Year- For Profit	January	February	March	April	May	June	July	August	September	October	November	December	Total
REVENUES													
57% Profit / 43% NonProfit Expense Split													
Facility Rentals	\$112,500	\$117,500	\$127,500	\$128,750	\$122,750	\$93,750	\$93,750	\$93,750	\$93,750	\$122,750	\$138,750	\$180,000	\$1,425,500
Misc Rentals & Services	\$32,633	\$35,625	\$36,275	\$33,883	\$36,435	\$29,817	\$30,067	\$29,817	\$29,442	\$33,793	\$40,017	\$47,825	\$415,628
TOTAL REVENUES	\$145,133	\$153,125	\$163,775	\$162,633	\$159,185	\$123,567	\$123,817	\$123,567	\$123,192	\$156,543	\$178,767	\$227,825	\$1,841,128
EXPENSES													
WAGES													
Salaried Payroll	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$40,089	\$481,071
Hourly Payroll	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$18,286	\$219,427
FICA 8%	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$4,670	\$56,040
TOTAL WAGES	\$63,045	\$756,538											
OPERATING													
Cleaning Supplies	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,394
Linens Rental	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$280	\$3,360
Laundry Supplies	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600
Uniforms	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
Décor	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$2,451
Sales Tax (6%)	\$8,708	\$9,188	\$9,827	\$9,758	\$9,551	\$7,414	\$7,429	\$7,414	\$7,392	\$9,393	\$10,726	\$13,670	\$110,468
TOTAL OPERATING EXPENSES	\$9,509	\$9,988	\$10,627	\$10,559	\$10,352	\$8,215	\$8,230	\$8,215	\$8,192	\$10,193	\$11,926	\$14,470	\$120,473
FOOD & BEVERAGE													
Food Cost	\$2,280	\$2,280	\$2,280	\$1,520	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,900	\$2,280	\$21,090
Liquor Cost	\$8,213	\$8,213	\$8,960	\$7,466	\$8,213	\$4,480	\$4,480	\$4,480	\$4,480	\$4,480	\$8,960	\$11,200	\$12,693
TOTAL FOOD & BEVERAGE	\$10,493	\$10,493	\$11,240	\$8,986	\$9,353	\$5,620	\$5,620	\$5,620	\$5,620	\$10,860	\$13,480	\$15,543	\$112,928
ADMIN. & GENERAL													
Phones & Internet	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$2,736
Security / Cameras	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,394
Bank Fees	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$420
Employee Relations- For Profit Only	\$200	\$200	\$200	\$200	\$200	\$200	\$1,000	\$200	\$200	\$200	\$200	\$200	\$3,200
Office Supplies	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Acct, Payroll & Legal Fees	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$36,000
CC Commission	\$5,080	\$5,359	\$5,732	\$5,692	\$5,571	\$4,325	\$4,334	\$4,325	\$4,312	\$5,479	\$6,257	\$7,974	\$64,439
Travel	\$500	\$200	\$500	\$200	\$500	\$200	\$200	\$500	\$500	\$200	\$200	\$200	\$3,900
Entertainment	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Equipment Leases	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$684	\$8,208
A&G TOTAL	\$10,276	\$10,256	\$10,929	\$10,589	\$10,768	\$9,221	\$10,030	\$9,221	\$9,508	\$10,676	\$11,153	\$12,870	\$125,497
SALES & MARKETING													
Website & Email	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
Marketing Materials	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$2,850	\$34,200
PMS- SalesPro	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$456	\$5,472
Travel	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Cell Phones	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$2,052
Entertainment	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Print & Media Advertising	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000
TOTAL S&M	\$6,327	\$75,924											
MAINTENANCE & UTILITIES													
Electric	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$19,152
Gas	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$171	\$2,052
Trash & Recycling	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$342	\$4,104
Water & Sewage	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$1,596	\$19,152
Pest Control	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$13,680
HVAC	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$684
Paint	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$57	\$684
Landscaping	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$1,140	\$13,680
Electrical Supplies	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$228	\$2,736
TOTAL MAINT & UTILITIES	\$6,327	\$75,924											
TOTAL OPERATING EXPENSES	\$105,976	\$106,436	\$108,494	\$105,832	\$106,171	\$98,755	\$99,578	\$98,755	\$99,019	\$107,427	\$112,258	\$118,582	\$1,267,284
CAPITAL EXPENSES													
Insurance	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$3,705	\$44,460
Depreciation	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$1,425	\$17,100
Lease	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$11,685	\$140,220
Property Taxes	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$1,568	\$18,810
TOTAL CAPITAL EXPENSES	\$18,383	\$220,590											
TOTAL EXPENSES	\$124,359	\$124,818	\$126,877	\$124,214	\$124,554	\$117,137	\$117,961	\$117,137	\$117,402	\$125,810	\$130,640	\$146,965	\$1,487,874
NET PROFIT	\$20,774	\$28,307	\$36,898	\$38,419	\$34,631	\$6,430	\$5,856	\$6,430	\$5,790	\$30,733	\$48,127	\$90,860	\$353,254
All Profit goes to the Non-Profit 501(c)3													

1st Full Year- Non-Profit	January	February	March	April	May	June	July	August	September	October	November	December	Total
REVENUES													
43% of Events - # of Events	13	14	14	14	14	16	19	16	13	14	16	20	183
For Profit Net Revenues	\$20,774	\$28,307	\$36,898	\$38,419	\$34,631	\$6,430	\$5,856	\$6,430	\$5,790	\$30,733	\$48,127	\$90,860	\$353,254
Grants	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$1,800,000
Donations	\$20,000	\$20,000	\$30,000	\$20,000	\$20,000	\$40,000	\$60,000	\$40,000	\$20,000	\$20,000	\$50,000	\$50,000	\$390,000
Memberships	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000
TOTAL REVENUES	\$200,787	\$208,321	\$226,912	\$218,433	\$214,645	\$206,446	\$225,875	\$206,446	\$185,803	\$210,747	\$258,143	\$300,880	\$2,663,437
EXPENSES													
WAGES													
Salaried Payroll	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$42,243	\$506,913
Hourly Payroll	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$288,000
FICA 8%	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$5,299	\$63,593
TOTAL WAGES	\$71,542	\$858,506											
OPERATING													
Retreat Supplies (40pp/Retreat)	\$16,000	\$16,000	\$16,000	\$16,000	\$16,000	\$32,000	\$48,000	\$40,000	\$16,000	\$16,000	\$16,000	\$16,000	\$264,000
Retreat Activities (On & Off-site)	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$24,000	\$36,000	\$30,000	\$12,000	\$12,000	\$12,000	\$12,000	\$198,000
Workshop Instructors	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$2,000	\$3,000	\$2,000	\$1,000	\$1,000	\$1,000	\$1,000	\$15,000
Workshop Printed Materials	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Hotel Costs (2nts/2pp/rm@129)	\$10,320	\$10,320	\$10,320	\$10,320	\$10,320	\$20,640	\$30,960	\$25,800	\$10,32				

Proforma Breakdown:

For Profit Event Venue:

Revenues: \$1,841,128

Expenses: \$1,487,874

All Profits Going Towards Non-Profit: \$353,254

Nonprofit:

Grants, Donations, Memberships & Venue Proceeds: \$2,663,437

Expenses: \$2,663,437

= \$2,663,437 Going Towards Veteran Services

*Only 19% goes towards Total Executive Wages

This Money Will Support: (but not limited to)

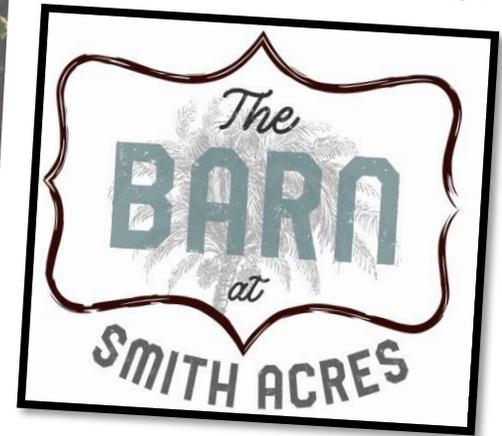
Reintegration, Family Day, Retreats, Financial Workshops, Parenting Workshops, Group Therapy, On-The-Job Trainings, Career Placement Services, Re-Boot Training, Resume Workshops, Educational Workshops, Healthcare Clinics, Dental Clinics, Wellness Clinics, Yoga, Meditation, Yellow Ribbon Clinics, Fundraisers, Spousal Support, Pre/Post Deployment Ceremonies, Military Kids Day and SO MUCH MORE!



Long-Term Goals

A word cloud of long-term goals and values. The words are arranged in a roughly circular pattern, with some larger and more prominent than others. The colors used are primarily red, blue, and black. The words include:

- HOPE
- SUCCESS
- PREMIER VENUE
- LEADER
- CHOICES
- VISION
- REINTEGRATION
- PASSION
- ACCOMPLISHMENTS
- GOALS
- PRIDE
- Non-Profit
- GIVE BACK!
- MEMORABLE EVENTS
- SUPURB SERVICE
- VALUES
- SUPPORT
- COMMUNITY
- EDUCATE
- COMMUNICATION
- DREAM
- COMMITMENT
- SETTING THE STANDARD
- RECOGNIZE
- CONNECTIONS
- NOTICEABLY CLEAN
- FAMILY
- REALISTIC
- MEMORY MAKERS
- UPSELL
- RECOGNITION
- GROWTH
- CREATE JOBS
- SUPPORT OUR HERO'S
- WELLNESS
- MEDITATION
- RESILIANCE
- COMMUNITY



The Barn at Smith Acres

Thank you for your interest!
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