



SCHAEFER FAGAN  
LAND COMPANY





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LAND COMPANY

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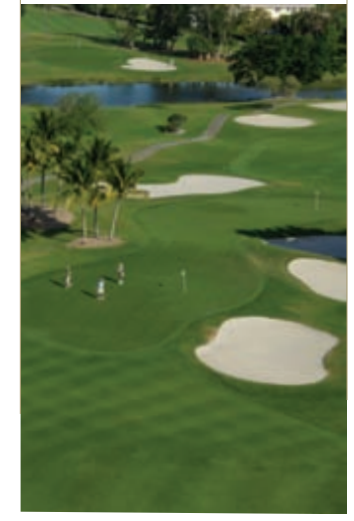
## EXECUTIVE SUMMARY

The Schaefer Fagan Land Company, headquartered in Palm Beach County, Florida, specializes in real estate acquisitions and development, including acquiring vacant land, securing all permits and government entitlements and then preparing the land for horizontal and vertical construction and sale. The Company operates primarily in Florida but has a presence in Georgia and North Carolina and plans further expansion in the southeastern region of the United States.

For nearly 40 years, Schaefer Fagan has been acquiring, and developing land for residential, commercial and mixed-use projects, including high-profile Atlantic Ocean waterfront communities, luxury residential subdivisions, golf courses, condominiums, low cost housing (mobile & manufactured), condominium conversions, shopping centers and business parks (e.g., large-scale projects such as Andros Isle, Hammock Creek Golf Community, Tuscawilla and Skyline Office Center). Please refer to the "Significant Projects" section of this brochure for more information about our projects.

Together with our subsidiary civil engineering company, Schaefer Fagan & Associates Inc., the Company brings significant expertise to every project and provides turnkey service from the ground up. Because of the Company's expertise, zoning & land use capability and business relationships in its various markets, Schaefer Fagan can move quickly and confidently through the entitlement and permitting processes.

Principal owners and long-term real estate experts Conrad Schaefer, Gregory Fagan and William Graham bring nearly 100 years of industry expertise and leadership to the management team of Schaefer Fagan. Their vision and experience in engineering and real estate development are guiding Schaefer Fagan into expanding markets. The Company's capital base allows it to take advantage of all cycles of the real estate market.



## COMPANY OVERVIEW

Schaefer Fagan was founded by civil engineer Conrad W. Schaefer in 1969. Schaefer Fagan Land Company specializes in the acquisition of land, obtaining government approvals and developing vacant land for sale to individuals and private and public building companies.

The Company has developed a wide range of projects from low cost housing to luxury residential subdivisions, golf course communities, mining projects, large commercial shopping centers, mixed-use commercial properties, office buildings and waterfront properties. In addition, Schaefer Fagan facilitates large residential building projects for public companies, assisting in their land acquisition and development needs as well as off-balance-sheet financing.

In conjunction with its affiliated engineering company, Schaefer Fagan & Associates Inc., Schaefer Fagan has designed, permitted and built more than 500 projects, primarily in Palm Beach and Martin counties in Florida.

Schaefer Fagan is unique in its capabilities, experience and expertise in the development and technical engineering sides of the real estate development business. Conrad Schaefer and his business partners, professional engineer Gregory Fagan and real estate developer William Graham, have vast experience and in-depth knowledge of the local markets, as well as 60-year local knowledge and business relationships that set the Company apart.

Schaefer Fagan is involved in all phases of the business, including:

- Land acquisition and site analysis
- Government entitlements and permitting
- Horizontal construction (roadways and infrastructure)
- Vertical construction
- Turnkey development for sale
- Off-balance-sheet financing
- Property management

With its successful track record and expertise, Schaefer Fagan has always delivered profitable projects.





## KEY MARKETS

The Schaefer Fagan Land Company operates primarily in Florida with hundreds of successfully completed projects throughout Palm Beach and Martin counties, as well as individual projects in Orlando, Tampa and in Okeechobee County.

### **Florida Market Conditions**

In Florida, Schaefer Fagan has acquired and developed more than 100 residential subdivisions, including Atlantic Ocean waterfront/beachfront communities and planned unit communities. In addition, the Company has developed and engineered numerous commercial and mixed-use properties for retail shopping centers, commercial parks and office buildings. The Company has also specialized in office condominium conversions. Schaefer Fagan is very experienced in developing real estate communities of all types in the Florida growth market.

### **The Georgia Market**

Recently, Schaefer Fagan expanded their efforts into Georgia. The initial acquisition was in southeastern coastal Georgia, 28 miles north of the Florida border. The Riverfront Estates waterfront development encompasses 294 single-family homes on 375 acres with more than a mile of deep-water and marsh-front lots.

The Georgia market, particularly the coastal areas and the Atlanta region, have become a major focus for future expansion by Schaefer Fagan. Abundance of available land and steady job growth in the state have proven to be an ideal market that is consistent with the Schaefer Fagan philosophy of identifying emerging markets and capitalizing on our expertise in development.

### **North Carolina Expansion**

North Carolina is one of the fastest growing states with respect to new job growth and industrial development and will prove to be a vital link to the expansion of Schaefer Fagan Land Company's development in the future. Schaefer Fagan opened an office in Raleigh in the fall of 2006 to capitalize on this expanding market. The North Carolina office is currently developing a 97-acre lakefront development in Pinehurst, the golf capital of the world. The Company is designing an exclusive million-dollar lakefront community with a private lake, community dock and nature trails. In addition, Schaefer Fagan has been invited to assist a local developer with an 800-unit, mixed-use development located 20 miles outside of Charlotte. Several other acquisitions are in the negotiation stage and will be announced soon. Schaefer Fagan located its office in Raleigh because of the ease of travel to and from our main office. This allows the Company to provide any necessary support to our new North Carolina office.



## MANAGEMENT TEAM

### **Conrad W. Schaefer**

*Principal, Schaefer Fagan Land Company*

Mr. Schaefer, a professional engineer with a degree in Engineering from the University of Florida, founded Conrad W. Schaefer Consulting Engineers and its sister land acquisition company in 1969. Prior to establishing the firms, Schaefer was a civil engineer at Boeing Aircraft from 1960-1962 and worked as a civil engineer at Hutcheon Engineers from 1962-1965. He also was the Assistant County Engineer for Palm Beach County from 1965-1969 in charge of land development, roads, bridges, parks and airports. As Principal Owner and Chairman of the Board of Schaefer Fagan's two companies, Mr. Schaefer has led the growth and expansion of both companies and continues to provide a leadership role. A 62-year resident of South Florida, Mr. Schaefer currently resides in North Palm Beach with his wife.

[conrad@sfcei.com](mailto:conrad@sfcei.com)

### **Gregory J. Fagan, P.E.**

*Principal, Schaefer Fagan Land Company*

Mr. Fagan is a licensed professional engineer and has more than 25 years of diverse experience in land acquisition, development, planning and zoning, civil engineering, construction administration and construction management. He joined the Company and became a partner in 1981, firmly establishing Schaefer Fagan Land Company and sister engineering company Schaefer Fagan & Associates Inc. as industry leaders in South Florida. His expertise includes pre-acquisition engineering due diligence for all projects, land use and zoning knowledge as well as roadway design, stormwater analysis and design, water distribution and sewerage collection system design. In addition to providing the pre-acquisition

engineering due diligence. Mr. Fagan manages all planning and zoning approvals, design, platting, permitting and construction phase services for numerous high-profile projects in Palm Beach Co., Fla., including Admirals Cove in Jupiter, Boca Lago in Boca Raton and Trump International Golf Course in West Palm Beach, as well as residential communities such as Caloosa and Fox Trail.

Mr. Fagan is very active in the community as a current member and past chairman of the Economic Council of the Palm Beaches, past chairman of the Business Development Board of Palm Beach County, a board member of Bizpac and on the Citizens Advisory Committee of the Metropolitan Planning Organization. In addition, he previously served on the board of trustees of the Benjamin School, is a former director of Palm Beach Savings & Loan and a member of the National Society of Professional Engineers and the American Society of Civil Engineers. He is past president of SunFest, a former board member of the School Readiness Coalition and previously served on the Council of Advisors for the InternetCoast. Mr. Fagan is a life-long resident of Palm Beach County and currently resides in Palm Beach Gardens with his wife and two daughters.

[greg@sfcei.com](mailto:greg@sfcei.com)





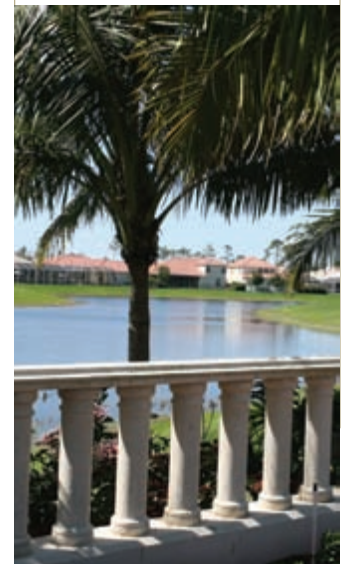
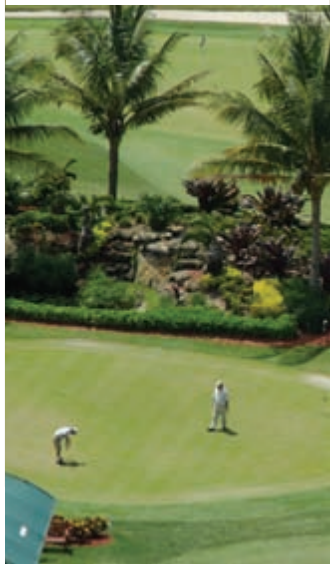
**William S. Graham**

*Principal, Schaefer Fagan Land Company*

Mr. Graham has been specializing in large land acquisitions, office, industrial and condominium conversions as well as multi-family and single-family developments for more than 25 years. He has developed, built and sold several hundred single-family and multi-family homes and commercial projects prior to teaming with Schaefer Fagan Land Company. Mr. Graham is responsible for all phases of the real estate business from initial land acquisition, entitlements and the sale and resale of all the Company property.

A third-generation real estate developer, Mr. Graham has been in the real estate business since his graduation from Florida State University in 1981 with a degree in Business Administration (Finance/Risk Management). Mr. Graham's real estate company, Graham Realty Group Inc., had conducted business with Schaefer Fagan prior to his partnering with Greg Fagan more than 15 years ago. Recently, Mr. Graham was instrumental in the land acquisition, development and sales of waterfront properties at Riverfront Estates in Georgia, Indigo Waters along Florida's Intracoastal Waterway and Lake Mango Shores, a multi-family development in South Florida. He also recently purchased and converted more than 160,000 sq. ft. of office space into office condos and conducted the resale. In the past, Mr. Graham has managed the Seaglades Investment Company real estate portfolio for his family. Mr. Graham resides in Wellington, Fla., with his wife of 25 years, Carol, and their four children.

[williams@sfcei.com](mailto:williams@sfcei.com)





# SIGNIFICANT PROJECTS

## **Palm Beach County, Florida**

### **Andros Isle Shopping Center**

15 acres (125,000 sq. ft. of retail space) in West Palm Beach

### **Andros Isle Apartments**

15 acres (300 apartments) in West Palm Beach,

### **The Atrium Office Condo**

3 acres (60,000 sq. ft. condo conversion) in North Palm Beach

### **Banyan Lakes**

110 acres (65 one-acre lots – residential subdivision in West Palm Beach

### **Caloosa**

1,948 acres (380 five-acre lots) in Palm Beach Gardens

### **Centerpoint Business Park**

11 acres (mixed use/commercial property with 72,000 sq. ft. of office space) in Riviera Beach

### **Clearlake Plaza**

33 acres (commercial land development subdivision) in West Palm Beach

### **Fox Trail**

1,035 acres (207 five-acre lots) in West Palm Beach

### **Gardens West Post Office**

35 acres (new U.S. Postal Service office) in Palm Beach Gardens

### **Jupiter Isles**

260 acres (land acquisition and government approval, 600-lot subdivision in Jupiter

### **Lakes of Boca Barwood**

160 acres (residential subdivision) in Boca Raton

### **Lake Mango Shores**

5 acres (22 townhome waterfront subdivision) in West Palm Beach

### **Mirror Lakes**

80 acres (sand mining pit and residential subdivision) in Boynton Beach

### **Northlake Boulevard**

65 acres (vacant land; future community service) in Palm Beach Gardens

### **Oakton Lakes/Andros Isle**

640 acres (1,500-lot subdivision) in West Palm Beach

### **Oakton Commons**

44 acres (mixed-use property with 95,000 sq. ft. of retail space and 137 homes) in West Palm Beach

### **Park Place Townhomes**

20 acres (224-townhome subdivision) in West Palm Beach

### **Pierce Hammock Elementary School**

35 acres in Loxahatchee

### **Liberty Square**

Five acres (40,000-sq.-ft. retail shopping center) in Lake Worth

### **Pine Trail Shopping Center**

30 acres (300,000 sq. ft. of retail space with 27 tenants) in West Palm Beach

### **Riviera Colony**

46 acres (land acquisition and approval for 375 manufactured homes) in West Palm Beach

### **San Michele**

64 acres (90-lot residential subdivision) in Palm Beach Gardens

### **Spencer Square**

Five acres (26,000-sq.-ft. retail center) in West Palm Beach

### **Sugar Pond Manor Homes**

80-unit, single-family-home construction project in Wellington





## **Martin County, Florida**

### **Hammock Creek**

580 acres (580 lots) in Palm City

### **Hammock Creek Golf Club**

200 acres (18 hole semi-private golf course) in Palm City

### **Oakridge**

80 acres (84 lot residential subdivision) in Palm City

### **Riverview**

Seven acres (single-family Intracoastal Waterway subdivision) in Palm City

### **Tuscawilla (a.k.a. Canopy Creek)**

814 acres (294 half-acre lots) in Palm City

## **Orlando, Florida**

### **36 Skyline**

Nine acres (100,000-sq.-ft. office condo conversion) in Orlando

## **Okeechobee County, Florida**

### **Thoroughbred Estates**

900 acres (84 10-acre lots) in Okeechobee County

## **North Carolina**

### **100 acres**

Single Family, waterfront homes in Pinehurst, North Carolina

## **Georgia**

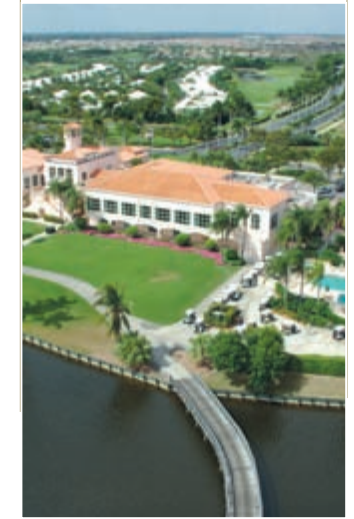
### **Riverfront Estates**

375 acres (294 half-acre lot waterfront subdivision) in Camden County, Georgia

## **Tampa, Florida**

### **I-4 & Macintosh**

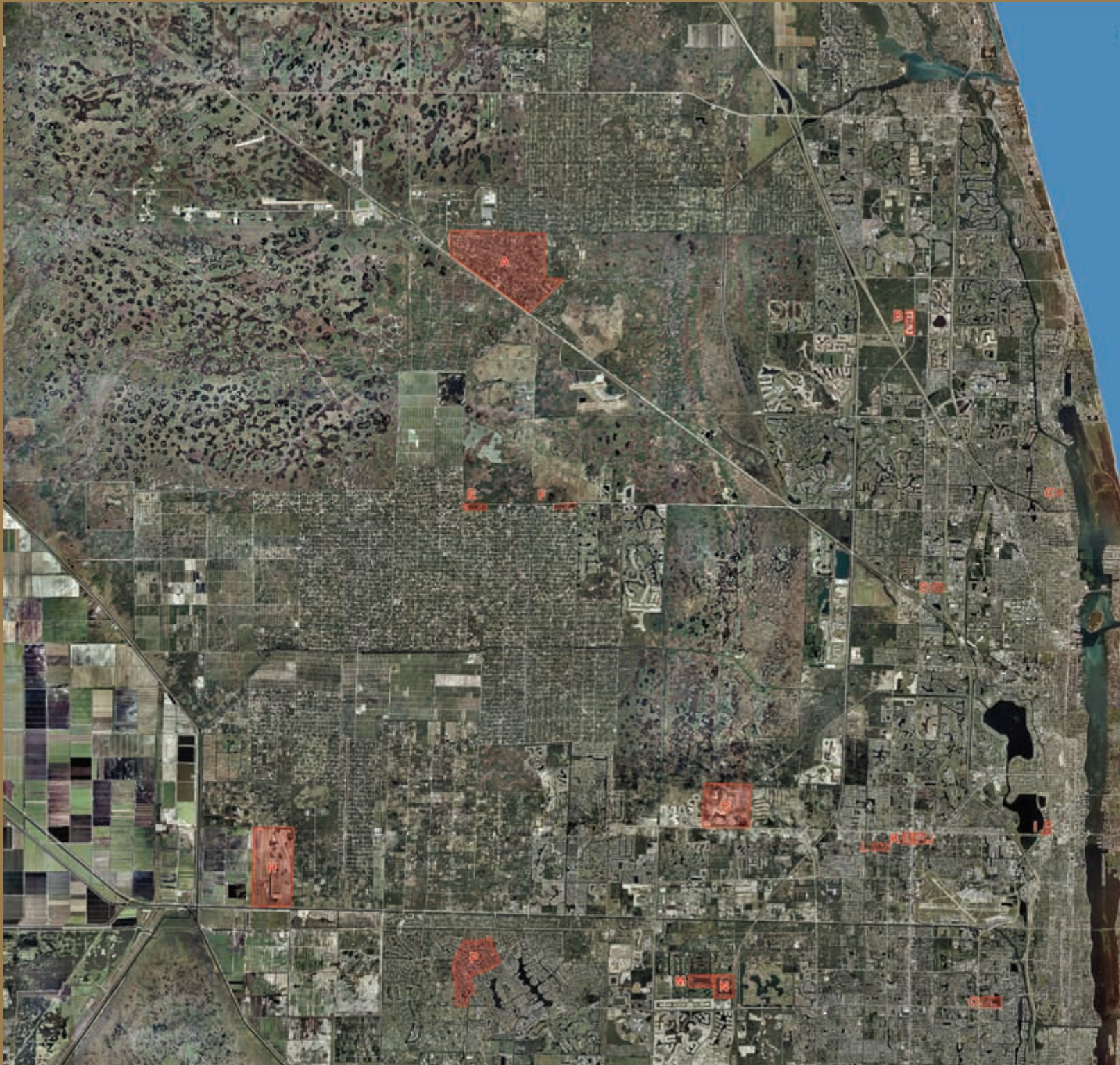
10 acres (commercial center) in Tampa

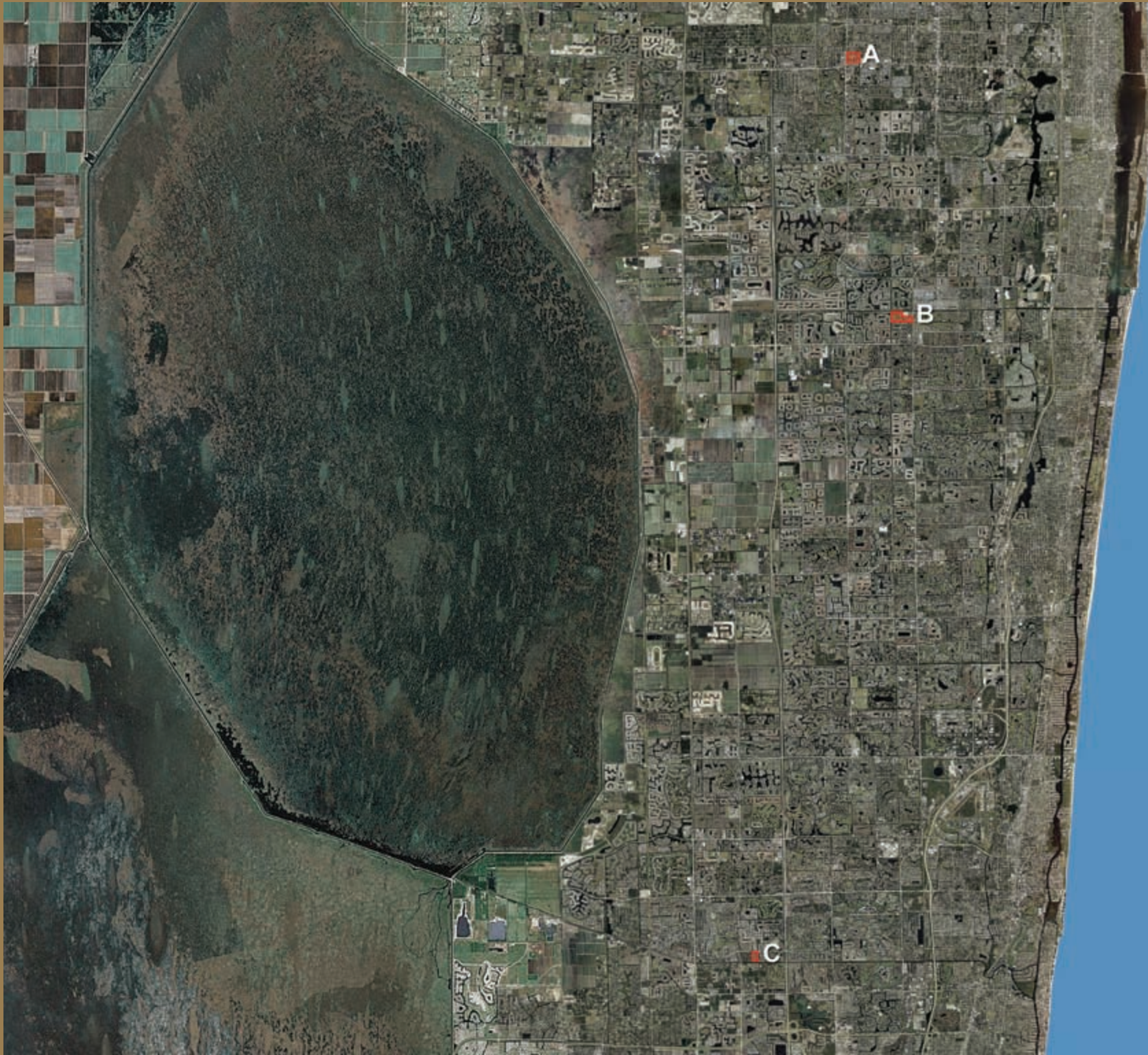


## Palm Beach County – North

### Schaefer Faqan Development

- A. Caloosa 1,948 Acres  
Palm Beach Gardens
- B. San Michele 64 Acres  
Palm Beach Gardens
- C. Atrium Office Condo 3 Acres  
North Palm Beach
- D. Center Point Business Park  
Riviera Beach
- E. Pierce Hammock Elementary 15 Acres  
Palm Beach Gardens
- F. Gardens West USPS 15 Acres  
Palm Beach Gardens
- G. Oakton Lakes / Andros Isle 600 Acres  
West Palm Beach
- H. Fox Trail 1,035 Acres  
West Palm Beach
- I. Clearlake Plaza 33 Acres  
West Palm Beach
- J. Spencer Square 5 Acres  
West Palm Beach
- K. Pine Trail Shopping Center 30 Acres  
West Palm Beach
- L. Park Place Townhomes 20 Acres  
West Palm Beach
- M. Banyan Estates 80 Acres  
West Palm Beach
- N. Banyan Lakes 110 Acres  
West Palm Beach
- O. Lake Mango Shores 5 Acres  
Lake Worth
- P. Sugar Pond Manor Homes  
Wellington





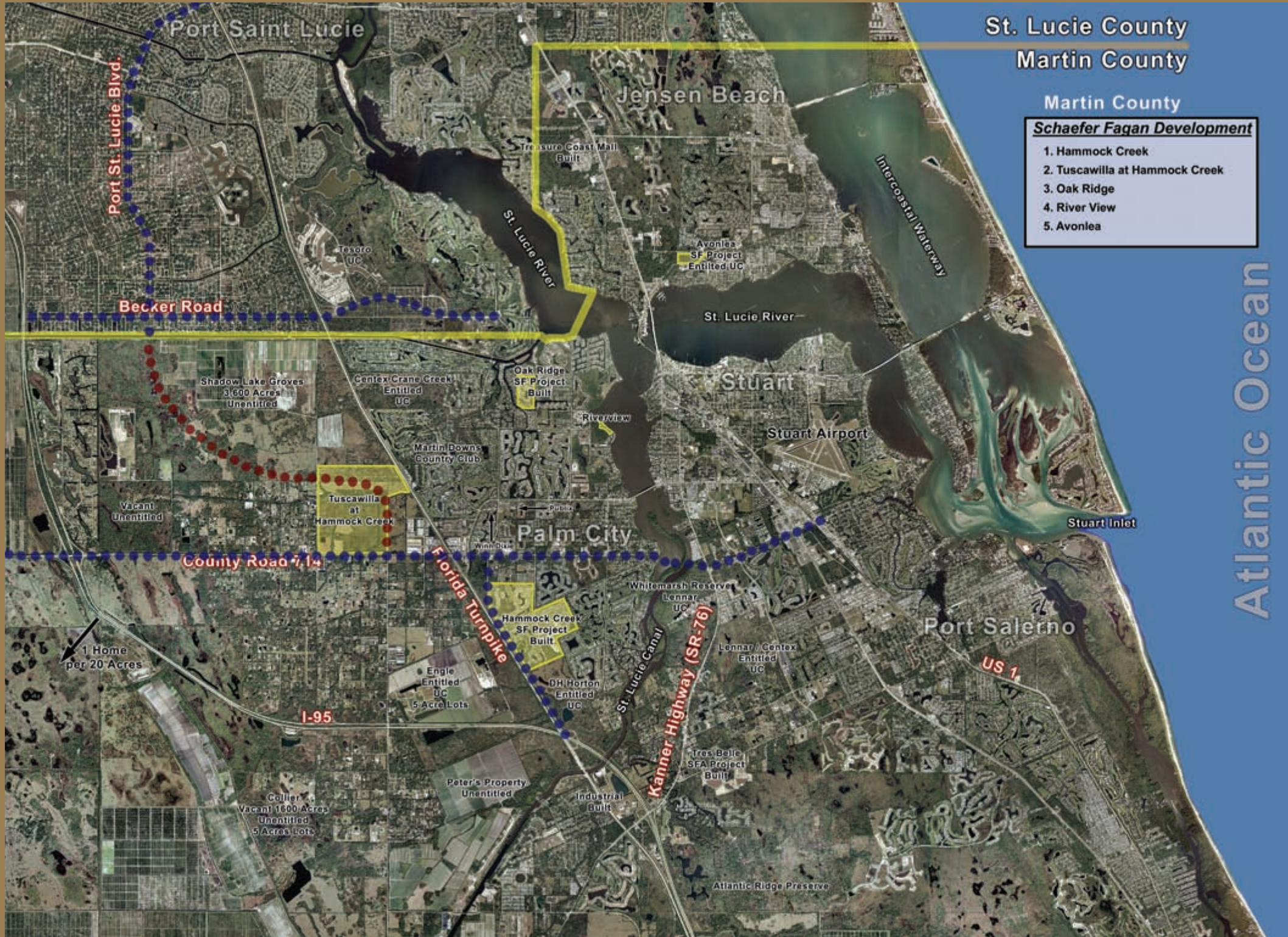
Palm Beach County – South

**Schaefer Fagan Development**

A. Pinebrooke Square 5 Acres  
Lake Worth

B. Mirror Lakes 80 Acres  
Boynton Beach

C. Lakes of Boca Barwood 160 Acres  
Boca Raton



St. Lucie County  
Martin County

Martin County

**Schaefer Fagan Development**

1. Hammock Creek
2. Tusawilla at Hammock Creek
3. Oak Ridge
4. River View
5. Avonlea

Atlantic Ocean

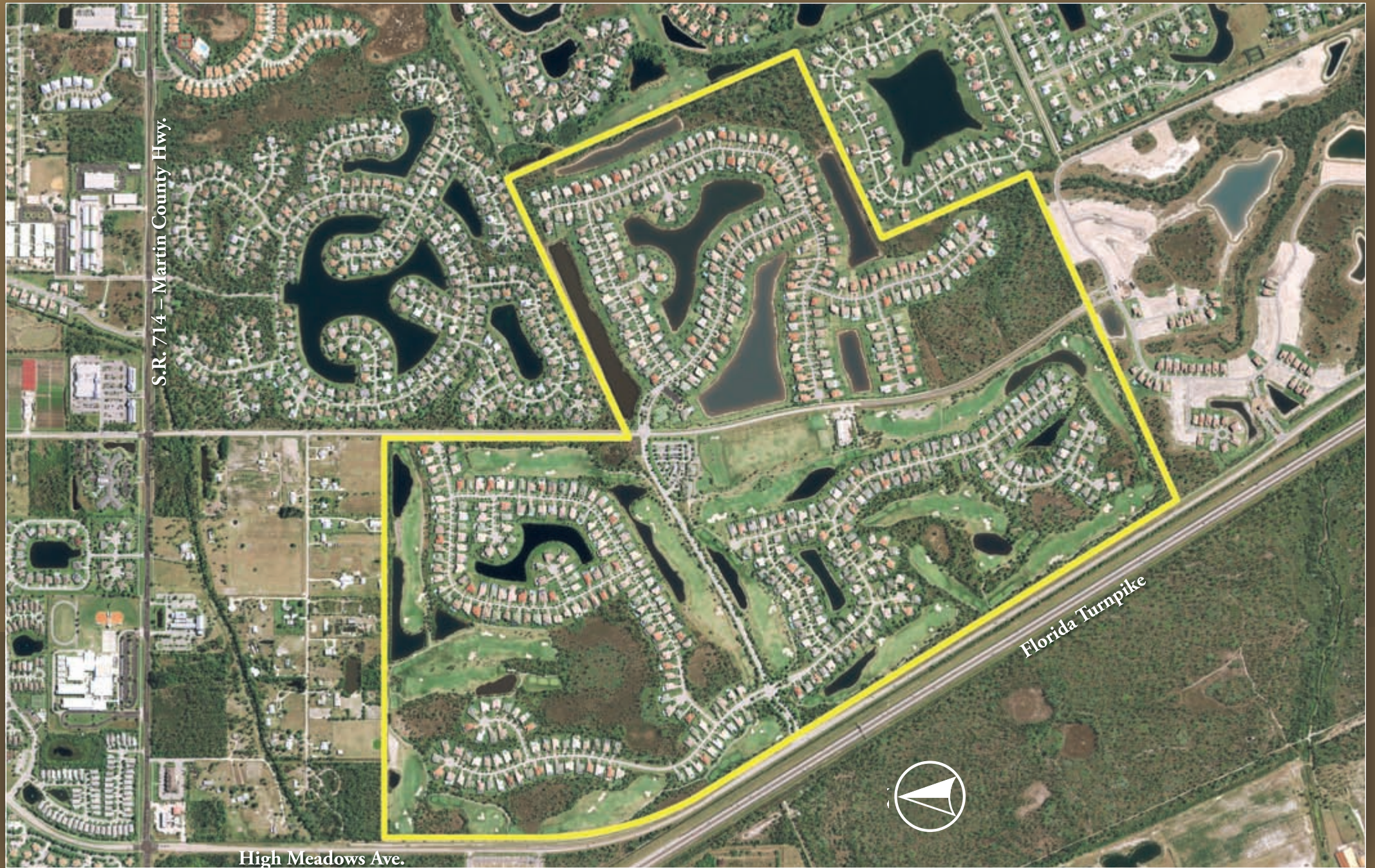




# HAMMOCK CREEK

Palm City, FL

- 580 homes
- 200-acre Jack Nicklaus golf course







# HAMMOCK CREEK



# OAKTON LAKES/ANDROS ISLE

West Palm Beach, FL

- 640 acres
- 1,500-lot subdivision





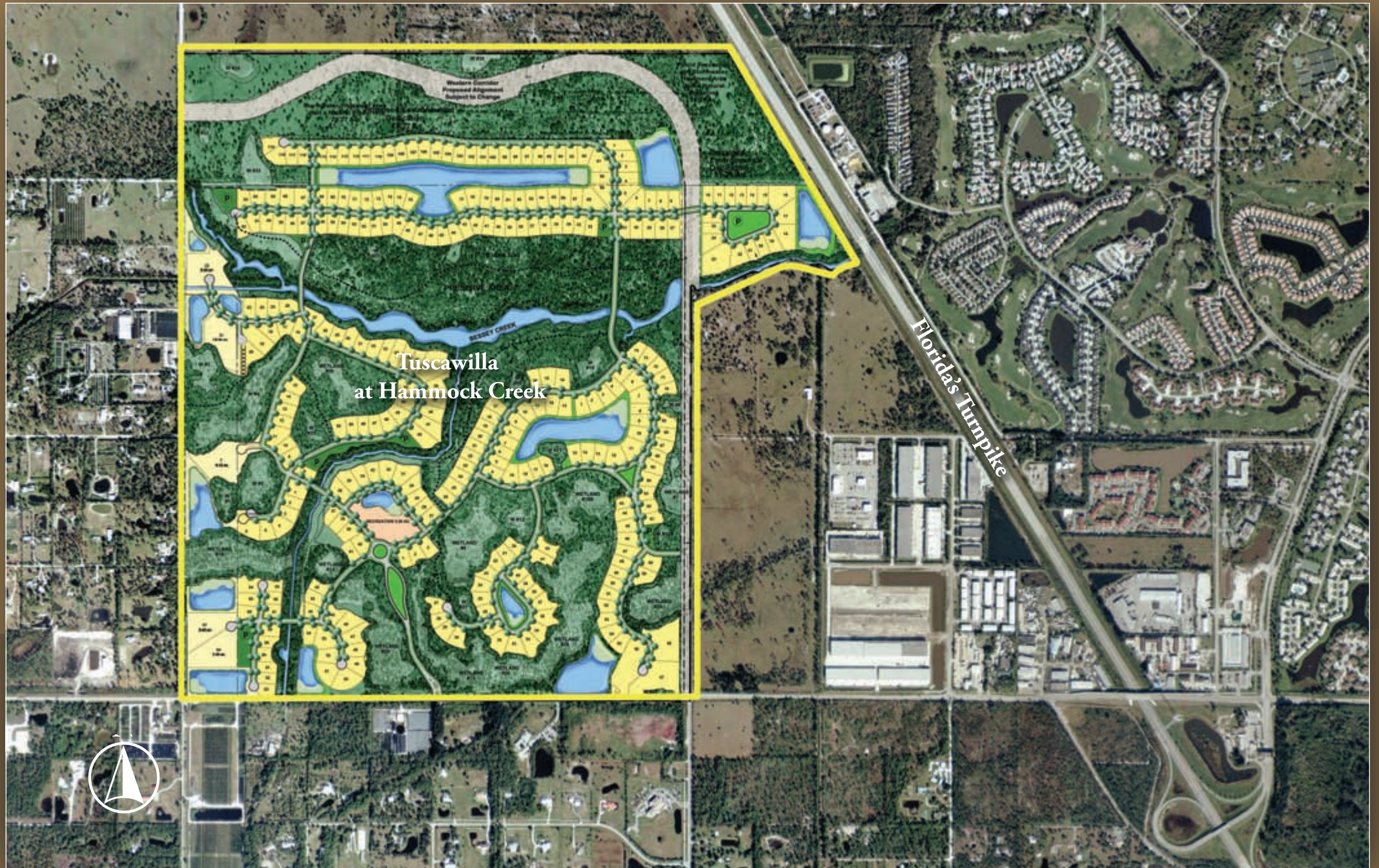
# OAKTON LAKES/ANDROS ISLE



# TUSCAWILLA (a.k.a. Canopy Creek)

Palm City, FL

- 814 acres
- 294 half-acre lots





# TUSCAWILLA (a.k.a. Canopy Creek)



# NORTHLAKE/AVOCADO

Palm Beach County, FL

• 35 acres



# NORTHLAKE/COCONUT

Palm Beach County, FL

- 30 acres









# OAK RIDGE

Palm City, FL

- 80 Acres
- 84 single-family home subdivision





# OAK RIDGE



# BANYAN ESTATES

West Palm Beach, FL

- 79 Acres
- 41 Residential units (1 acre lots)





# BANYAN ESTATES



# BANYAN LAKES

West Palm Beach, FL

- 110 Acres
- 61 Units (1 acre lots)





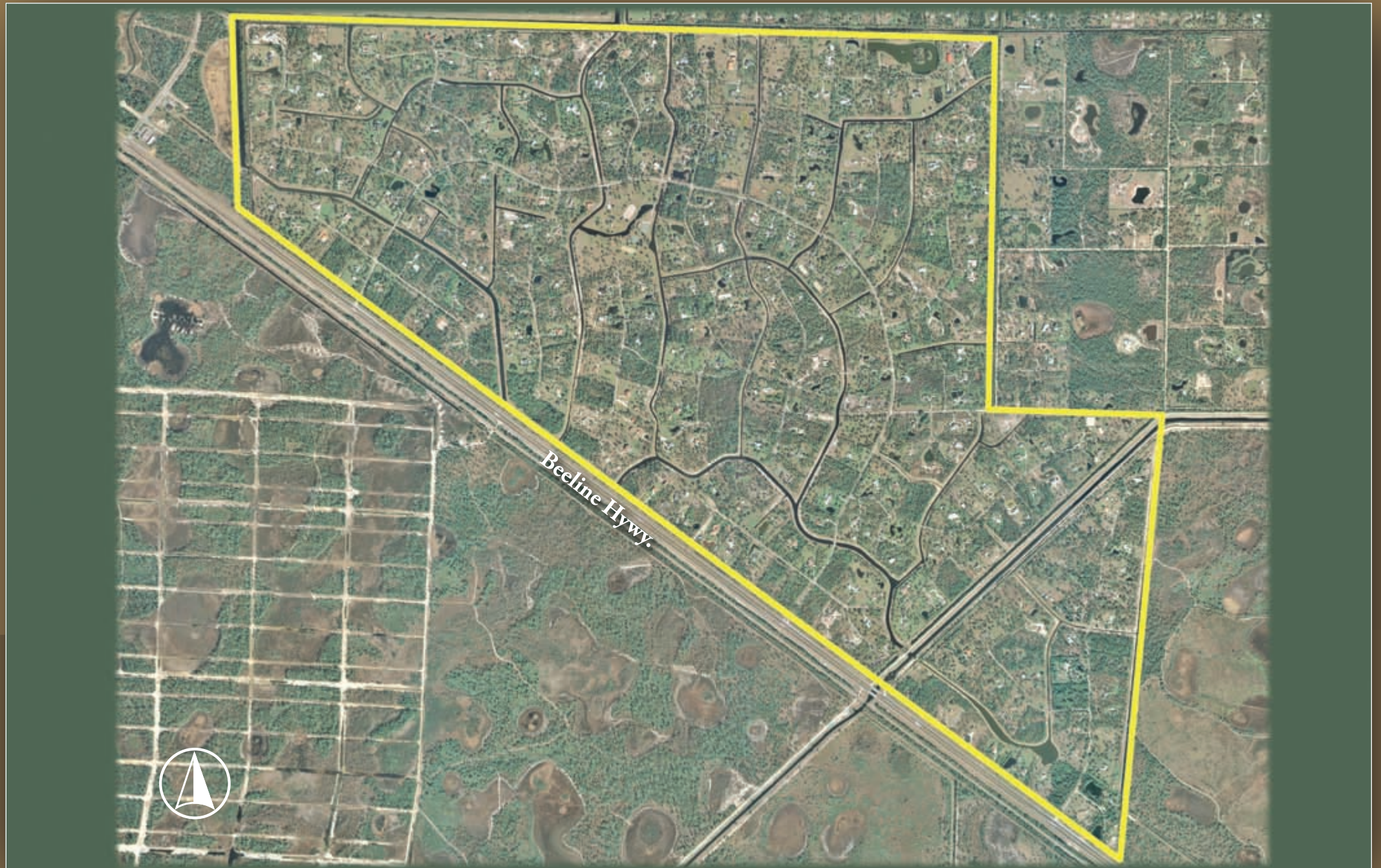
# BANYAN LAKES



# CALOOSA

Palm Beach Gardens, FL

- 1,854 Acres
- Northwestern Palm Beach County
- 320 5-acre homesites







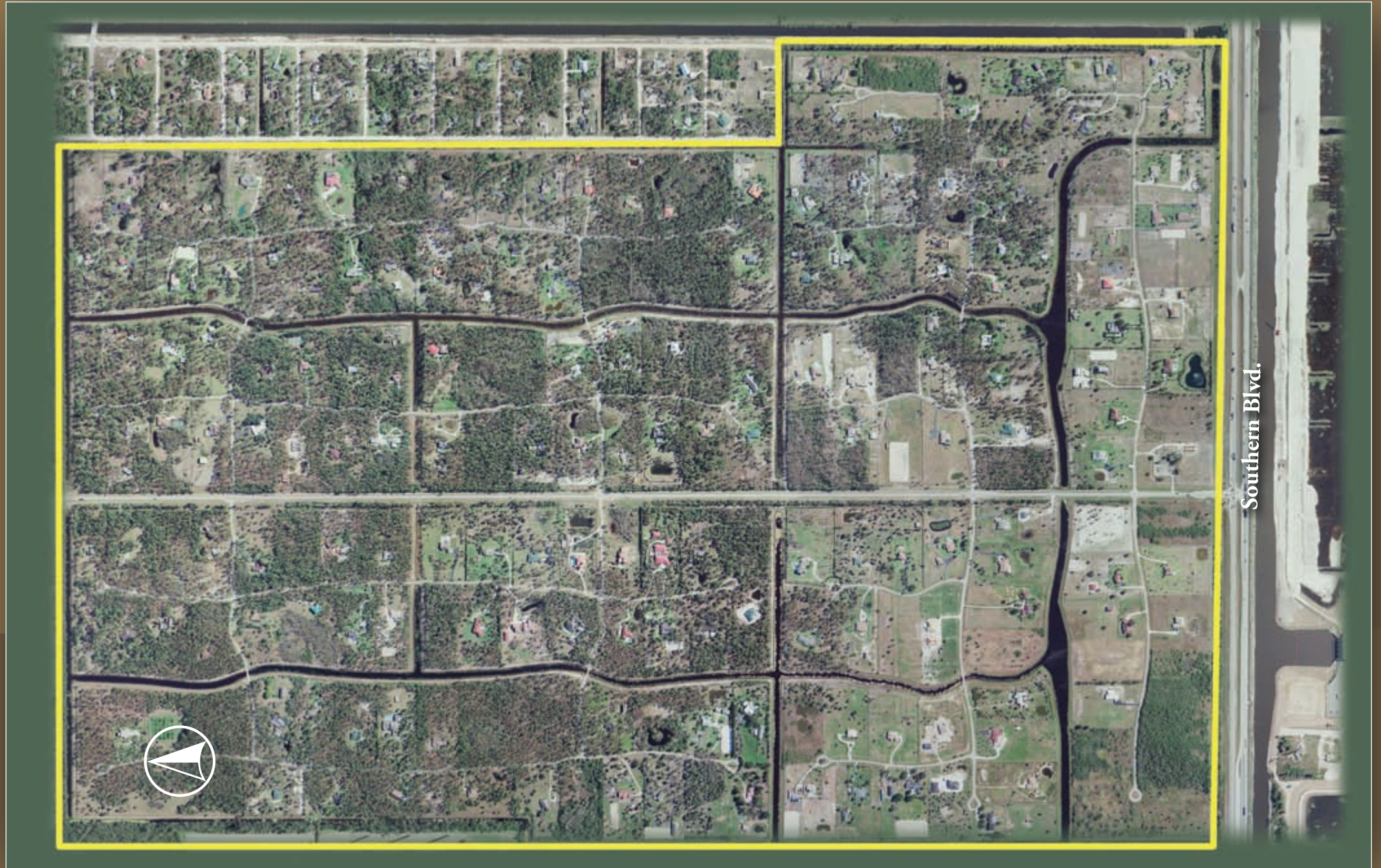
CALOOSA



# FOX TRAIL

West Palm Beach, FL

- *Located in Western Palm Beach County*
- *1,115 Acres*
- *212 5-acre lots*





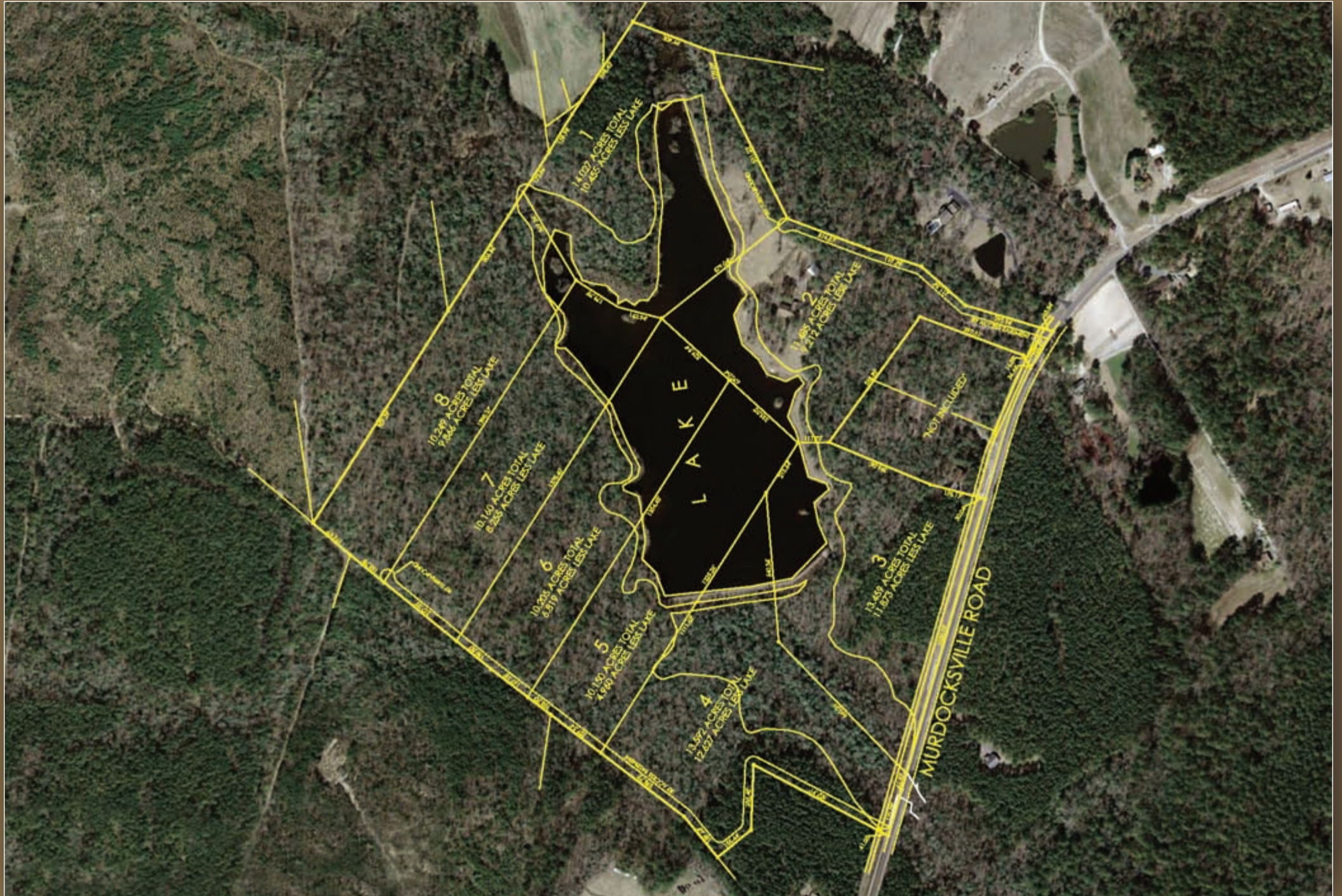
# FOX TRAIL



# PINEHURST/LAKE MEREDITH

Pinehurst, NC

- 100 acres
- Single family homes
- 8- to 10-acre lots





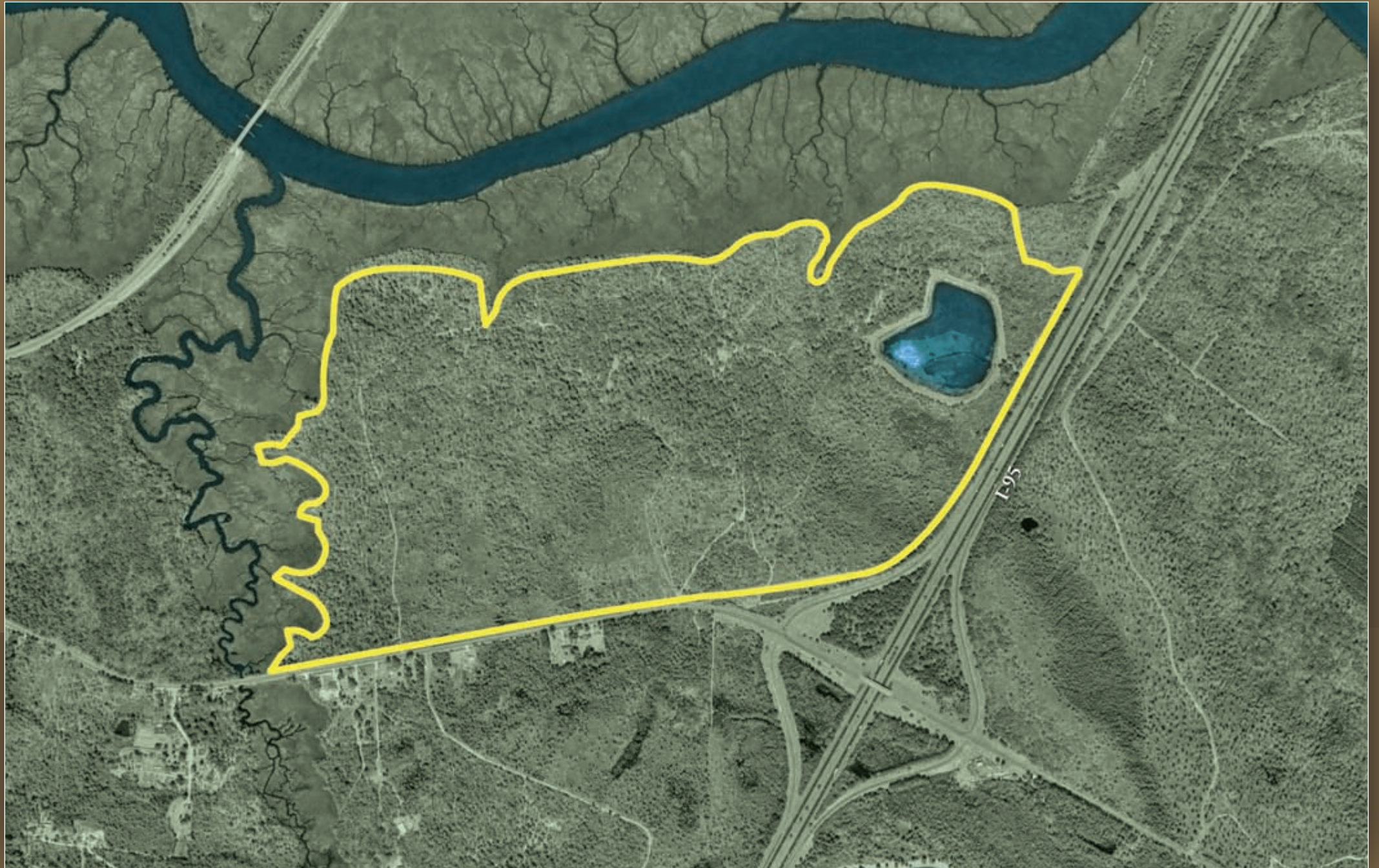
# PINEHURST/LAKE MEREDITH

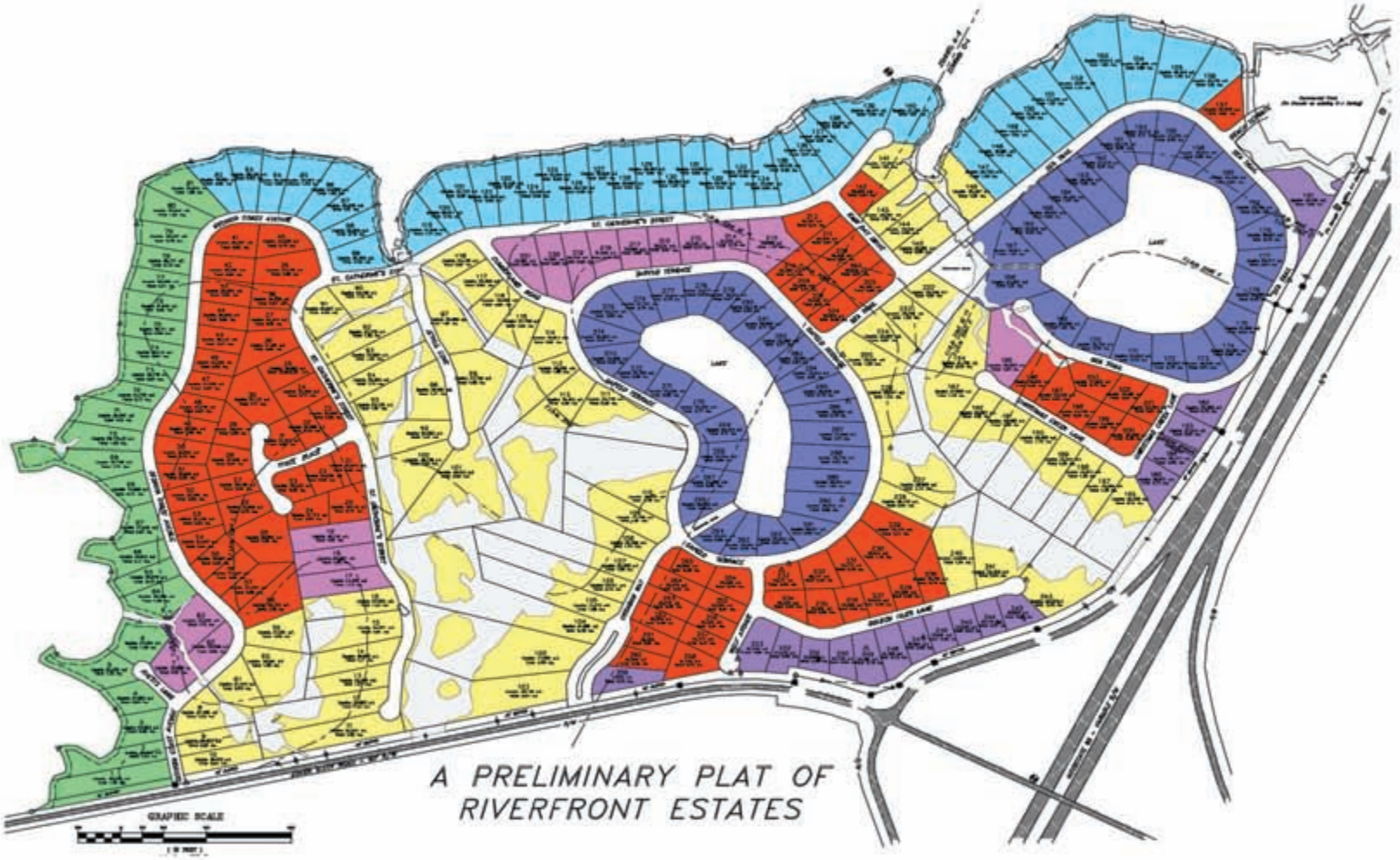


# RIVERFRONT ESTATES

Camden County, GA

- 375 Acres
- \* 294 half-acre, waterfront lots





# SAN MICHELE

Palm Beach Gardens, FL

- 64 acres
- 90 single family units







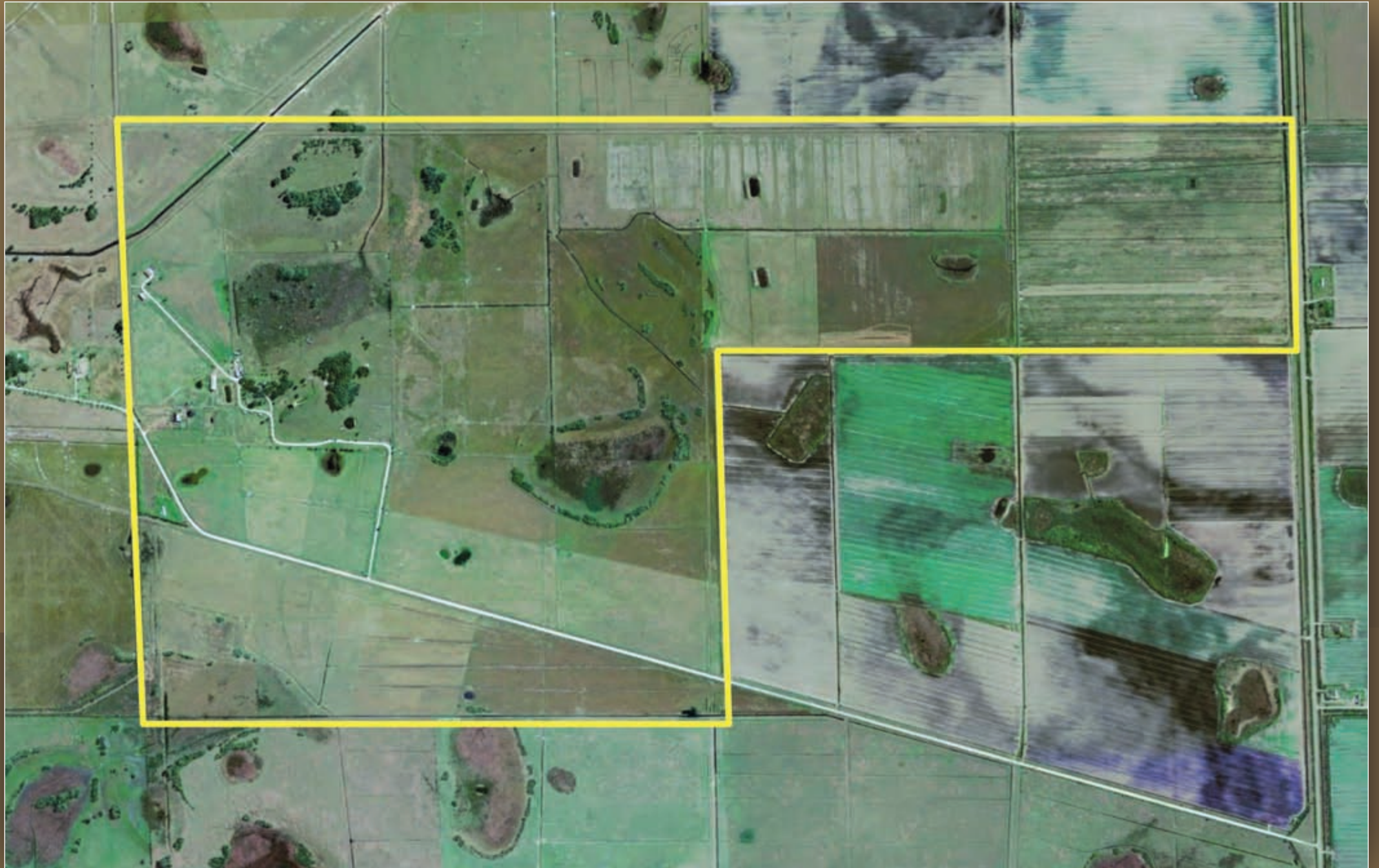
# SAN MICHELE



# THOROUGHBRED ESTATES

Okeechobee County, FL

- 900 acres
- 84 10-acre lots





# THOROUGHBRED ESTATES



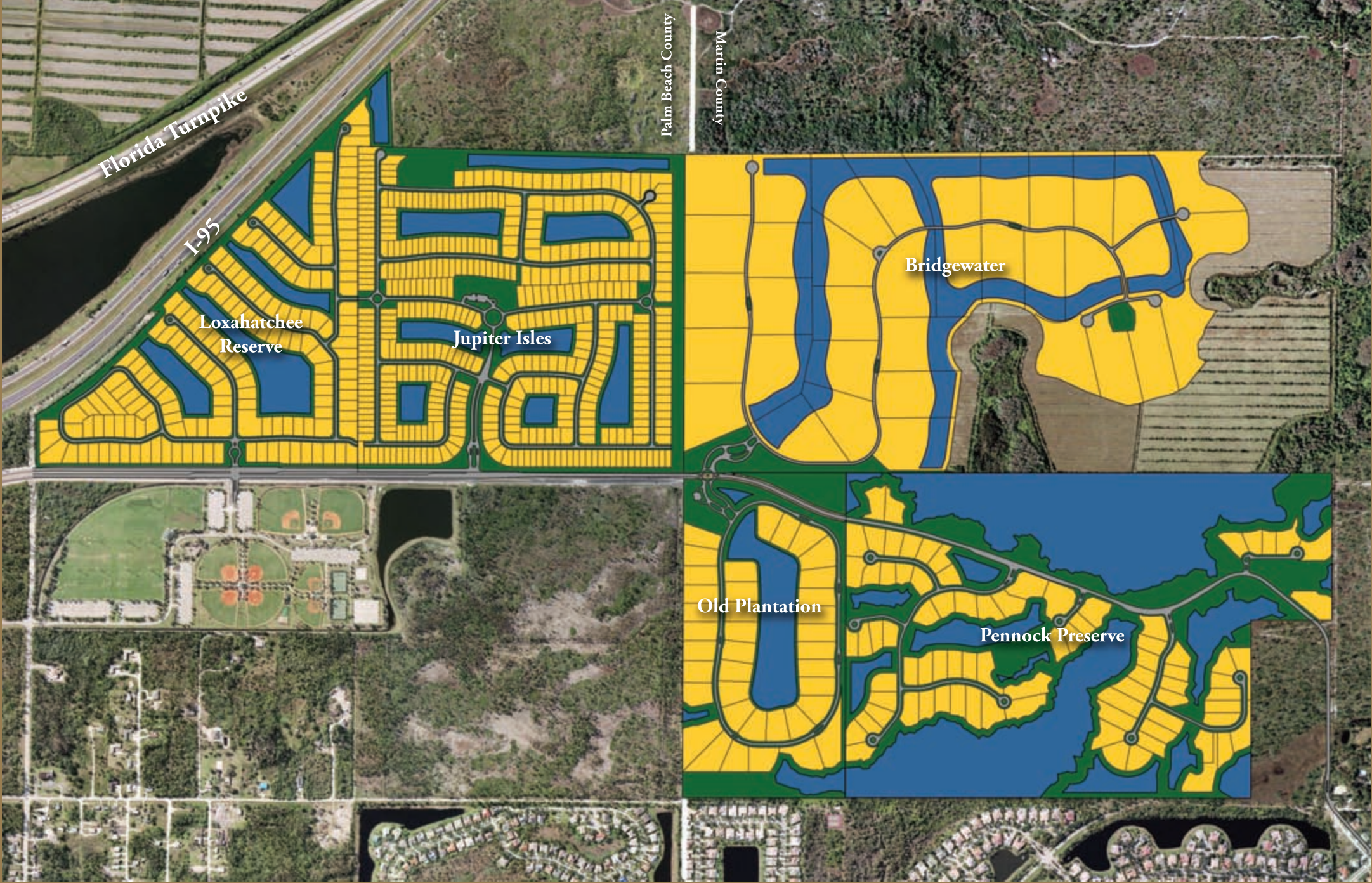
# JUPITER ISLES/LOXAHATCHEE RESERVE

Jupiter, FL

- 260 acres
- 600 lot subdivision



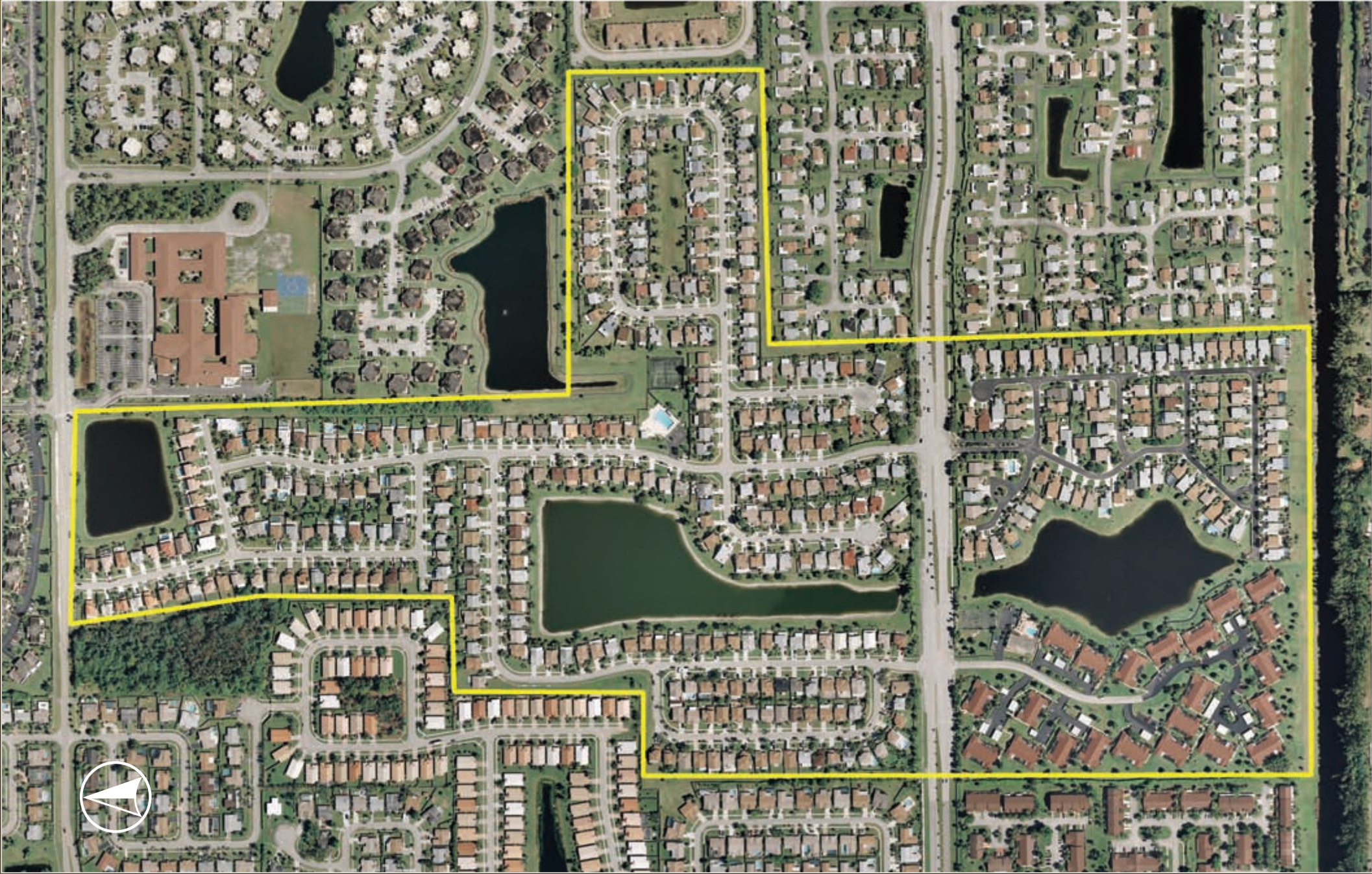
# JUPITER ISLES/LOXAHATCHEE RESERVE



# LAKES OF BOCA BARWOOD

Boca Raton, FL

- 160 acres
- Residential subdivision





# LAKES OF BOCA BARWOOD



# LAKE MANGO SHORES

West Palm Beach, FL

- 5 acres
- 22 townhome subdivision







# LAKE MANGO SHORES



# MIRROR LAKES

Boynton, FL

- 80 acres
- Sand mining pit and residential subdivision





MIRROR LAKES



Mirror Lakes

AN ADULT COMMUNITY

55+

# PARK PLACE TOWNHOMES

West Palm Beach, FL

- 20 acre
- 224-townhome subdivision



PARK PLACE TOWNHOMES

**PARK PLACE**  
**5020—5080 ELMHURST ROAD**



# SUGAR POND MANOR

Wellington, FL

- 80 single family homes



SUGAR POND MANOR





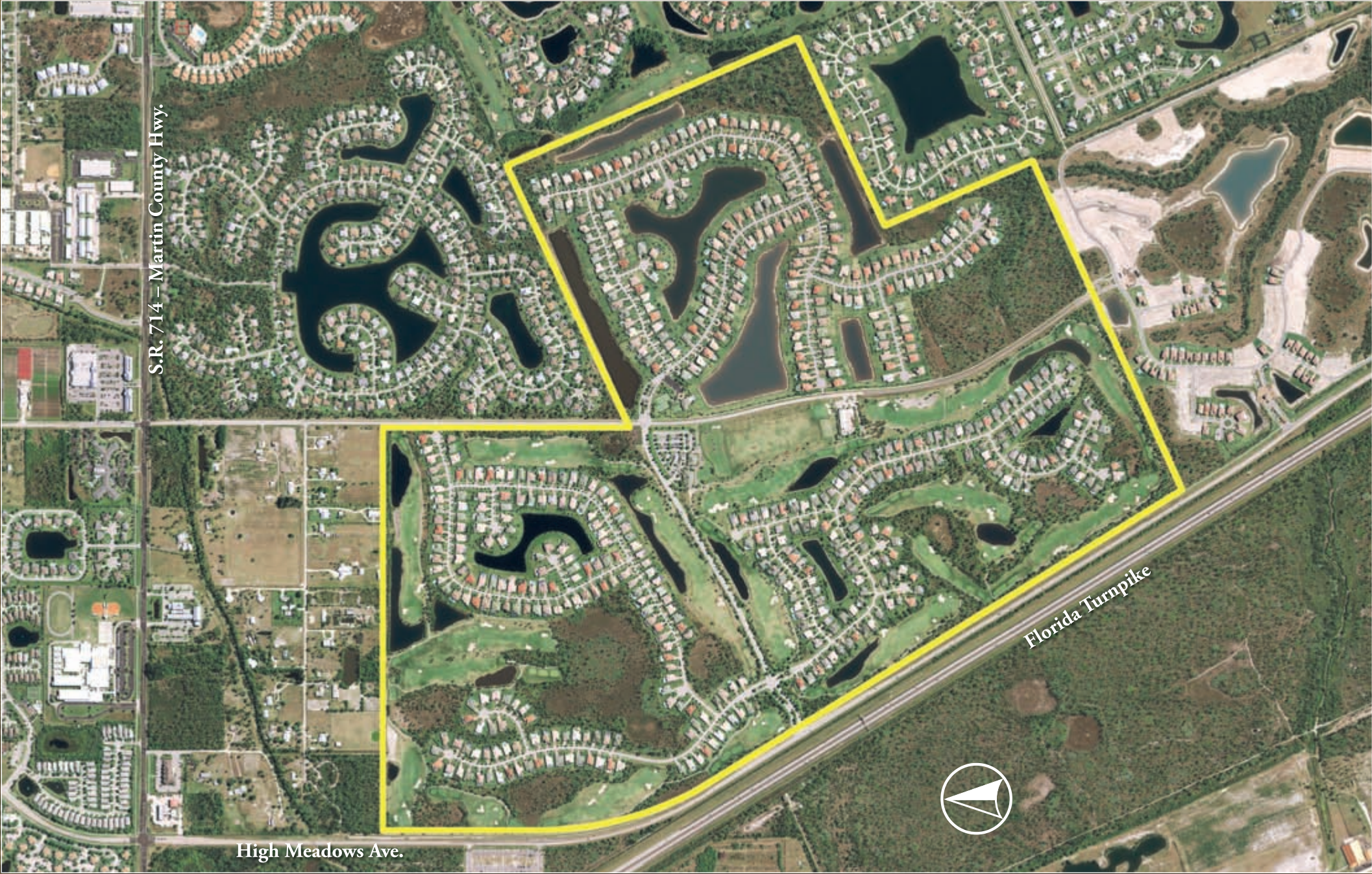




# HAMMOCK CREEK GOLF CLUB

Palm City, FL

- 200 acres
- 18-hole, semi-private golf course
- Jack Nicklaus Golf Course





# HAMMOCK CREEK GOLF CLUB



# ATRIUM OFFICE BUILDING

North Palm Beach, FL

- 60,000 sq. ft. office building





# ATRIUM OFFICE BUILDING



# CENTER POINT BUSINESS PARK

Riviera Beach, FL

- 11 acres
- Mixed-use/commercial property with 72,000 sq. ft. of office space
- 200-room hotel
- 4 outparcels



Blue Heron Blvd.

I-95



# CENTER POINT BUSINESS PARK



# CLEARLAKE PLAZA

West Palm Beach, FL

• 33 acre commercial land development







# CLEARLAKE PLAZA



# ANDROS ISLE/OAKTON COMMONS

West Palm Beach, FL

## *Andros Isle Shopping Center:*

- 15 acres
- 125,000 sq. ft.
- Publix Supermarket
- 2 outparcels

## *Oakton Commons:*

- 44 acres
- 138 units
- 95,000 sq. ft.
- 2 acre fire station
- Bank outparcel





# LIBERTY SQUARE

Lake Worth, FL

- 5 acre retail shopping center





# LIBERTY SQUARE



# PINE TRAIL SHOPPING CENTER

West Palm Beach, FL

- 27 acres
- 300,000 sq. ft. of retail space





# PINE TRAIL SHOPPING CENTER



## 36 SKYLINE

Orlando, FL

- *9 acre commercial property*
- *100,000 sq. ft. condo conversion*







# GARDENS WEST POST OFFICE

Palm Beach Gardens, FL

- 35 acres
- U.S. Post Office



GARDENS WEST POST OFFICE



# SPENCER SQUARE

West Palm Beach, FL

- 5 acres
- 26,000 sq. ft. retail





# SPENCER SQUARE



# PIERCE HAMMOCK ELEMENTARY SCHOOL

Palm Beach County, FL

• 35 acre public school





# PIERCE HAMMOCK ELEMENTARY SCHOOL





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631 U.S. Highway 1, Suite 305 • North Palm Beach, FL 33408 • 561.848.7223 Fax: 561.296.2125

6432 Meadowview Drive • Raleigh, NC 27609 • 919.607.1475 Fax: 919.326.3971