

Date : 1/26/2021 5:38:27 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Forrester, Mallory" Mallory.Forrester@NAProperties.com
Subject : Agenda - Huntersville Visit to Avalon
Attachment : Huntersville City Avalon Visit.pdf;image002.jpg;

Good Afternoon, Anthony

We are looking forward to hosting you all this week! Below is the agenda for the two days...we will have your car taken to the hotel and the keys ready for you when we get to that part of the agenda...so don't worry about checking in beforehand.

Attached is an extended version of the below with weather and in a printable format.

Thank you,
Tim

Thursday, January 28th

3:00 PM	Meet at Concierge [Tim, Aniela, Mike, David, Cayley]
	Tour of Avalon: Experience, Retail, Office, Residential, Hotel
4:30 PM	Arrive at The Hotel at Avalon
5:00 PM	Convene in Lobby
5:30 PM	Cocktail Hour in the Plaza [Leadership Team + Avalon Management Team]
7:00 PM	Dinner at Colletta [Tim, Mark, Aniela, Barbara, Mike]

Friday, January 29th

8:00 AM	Breakfast at South City Kitchen with Dennis Mitchell (Mayor Pro Tem) + Kathi Cook (Community Development Director) [Tim, Mark, Adam]
9:30 AM	Management Office for Avalon Presentation [Tim, Adam, Aniela, Cayley]
11:00 AM	Tour of Downtown Alpharetta [Tim, Adam, Aniela]
11:30 PM	Lunch at Superica [Tim, Aniela, Mike, Paul]
12:30 PM	End at Concierge



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com



Huntersville City Avalon Visit

Thursday, January 28th – Friday, January 29th
400 Avalon Boulevard, Alpharetta, Georgia 30009
770-765-1000

Thursday, January 28th

Thu 28

48°/27°



Sunny

5%

NW 13 mph

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Fri 29

53°/30°



Partly Cloudy

0%

WNW 6 mph

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- 12:30 PM End at Concierge

Date : 12/22/2020 1:18:55 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "mbales@huntersville.org" mbales@huntersville.org

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Green, Tiffany" Tiffany.Green@NAProperties.com

Subject : Angels & Sparrows

Attachment : image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon, Commissioner.

North American Properties, like many others, has chosen not to hold a holiday party this season but in lieu of to make donations to local food banks in every market where we have a presence...and will be making a substantial donation to Angels & Sparrows in Huntersville thanks to your recommendation last week. Over the next few months, our NAPCares team will be engaging at Birkdale Village and reaching out to you at the appropriate time for guidance as to how that team can best connect with the community.

Have a wonderful and safe holiday!

Tim Perry



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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/13/2021 2:17:44 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Anthony Roberts" aroberts@huntersville.org, "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com
Subject : Avalon Visits!
Attachment : image003.jpg;

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Good Afternoon!

I know you are working with Barbara, but wanted to put out some specific dates and see if we can get it nailed down:

January 20-22
January 28-29
February 3-4
February 10-12

Exact plans would be fluid – but if the group arrives around mid-afternoon, we can walk the property, then check in at the hotel, cocktails/dinner. And then the following morning spend some time with our team walking through the why/how/what we do on property, and then tour the other uses on site like the office and residential, with a early lunch and departure?

Any of the days above work – just let us know.

We are very excited to host!

Thanks,
Tim



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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 4:08:44 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "John Aneralla" janeralla@huntersville.org

Cc : "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com

Subject : Birkdale Menorah Lighting

Attachment : image001.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon, Mayor.

It looks like everything is set for this week with the lighting – the event is live at this link:

<https://www.eventbrite.com/e/birkdale-village-hanukkah-2020-menorah-lighting-tickets-131199494219>

My understanding is a 15 minute ceremony, with the lighting at 6:15pm. Unfortunately due to limits on gathering, it seems there will be gift bags handed out rather than the usual meal to follow.

If you need anything at all, please feel free to reach out to me or to Cayley Mullen (copied)...she is the brains behind the whole operation .

Thank you,
Tim



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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/8/2021 12:43:19 PM

From : "Smith, Maureen" Maureen.Smith@Birkdalevillage.com

To : "Ispeight@huntersville.org" Ispeight@huntersville.org

Subject : Birkdale Village - Mobile Brewery permit

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Lauren-

Thanks for taking the time to speak to me today. As per our conversation, please let me know if there is a permit/licensing process to have a mobile brewery onsite selling beer for a St Patrick's day party.

Thank you,
Maureen

Maureen Smith | *Marketing Manager*

North American Properties – Birkdale Village

8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078

(office) 704-895-8744

(cell) 704-728-8400

Maureen.Smith@BirkdaleVillage.com

Date : 12/9/2020 10:29:04 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Jack Simoneau (jsimoneau@huntersville.org)"
jsimoneau@huntersville.org, "aroberts@huntersville.org"
aroberts@huntersville.org
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com
Subject : Birkdale Village
Attachment : image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Jack,

I trust this finds you well.

As you may know, we are North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138 _____

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

Date : 12/17/2020 2:14:33 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "janeralla@huntersville.org" janeralla@huntersville.org,

"mbales@huntersville.org" mbales@huntersville.org,

"dboone@huntersville.org" dboone@huntersville.org,

"lmunger@huntersville.org" lmunger@huntersville.org,

"bhines@huntersville.org" bhines@huntersville.org,

"nwalsh@huntersville.org" nwalsh@huntersville.org,

"sPhillips@huntersville.org" sPhillips@huntersville.org

Cc : "Anthony Roberts" aroberts@huntersville.org

Subject : Birkdale Village

Attachment : image003.jpg;

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Good Afternoon,

Thank you for your time on Tuesday morning to introduce North American Properties to the Town of Huntersville!

We look forward to being both a part of your community and a partner in your community for years to come.

For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim



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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 2:05:14 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "janeralla@huntersville.org" janeralla@huntersville.org, "Anthony Roberts" aroberts@huntersville.org

Subject : Birkdale Village

Attachment : image001.jpg;

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Good Afternoon,

I hope this finds you healthy and ready for the holidays!

Next week, we have a team in Huntersville and on the property to get started with everything from interviews for new positions to hospitality training. If you are open on Tuesday, Dec 15th, It would be an honor to meet with each of you and the other members of the Town Board of Commissioners.

Understanding that this may have to be in small groups, how might we set up some times to introduce North American Properties, get any thoughts that you all may have about the property, and begin to engage in what will be a long relationship between the Town and NAP.

My calendar is open anywhere from coffee at 8am to 2pm in the afternoon. I would also personally like to invite the two of you to partake in a company tradition - the blessing of the property with a company-wide shot of tequila – which will be at 3:30pm at Birkdale Village.

Please let me know your availability and how to best arrange times with the other Commissioners as well.

Thank you,
Tim



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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/4/2020 2:35:34 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "ashworth@lakenorman.org" ashworth@lakenorman.org, "Anthony Roberts" aroberts@huntersville.org

Cc : "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com

Subject : Birkdale Village

Attachment : image001.jpg;

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Good Afternoon, Sally.

As you may have read or heard, North American Properties has purchased an interest in Birkdale Village and as of a couple weeks ago assumed the management and operations.

North American Properties prides itself on investing first and foremost in building communities...creating experiences that benefit our guests and partners as much as the property. Whether that is in Kentucky or Georgia or North Carolina – our Mission Statement is the same: Developing a Better World. Critical to this is a close relationship with the local convention and visitors bureau, and Anthony Roberts referred us straight to you! With confidence, I can say that our teams working together will be a great way to promote the community for new residents, businesses, and guests at Birkdale Village.

Here are a few links from prior annual events at other properties as an introduction to what we plan on curating for Birkdale Village:

2019 Noon to Night <https://www.youtube.com/watch?v=9RAXiPoQyME>

Savor the Boulevard <https://www.youtube.com/watch?v=Ulsdnuk8z8Y>

2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>

Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>

NAP ExperienceMakers Video <https://youtu.be/d5OqrF8gpiU>

The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,
Tim



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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/4/2020 3:28:10 PM
From : "Rob Cordero" rob@corderops.com
To : "slehew@huntersville.org" slehew@huntersville.org
Subject : Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Steve

Thank you for taking the time to speak with me about Birkdale Village. As I stated, I am retired law enforcement from Georgia and have been doing security consulting for ten plus years since retiring.

During this time, I have worked closely with the new owners, North American Properties, of Birkdale Village and today I came to see the property for the first time in order to get a feel for it.

Thank you for sharing your insight on the chronic juvenile issues in regards to larcenies from our tenants, vehicles, the selling of drugs and the occasional panhandling. I will certainly reach out to you in the next few days to gather more intelligence on the property and it's safety needs. Take care and be safe. We'll be in touch.

My contact information is below and you're more than welcome to use it anytime you need assistance out here.

Rob Cordero
CPS,LLC
Cordero Professional Services
PO Box 1392
Loganville, Ga 30052
Email: rob@corderops.com
Tel: (404) 593-6237

Date : 2/4/2021 11:38:56 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Melinda Bales" mbales@huntersville.org, "Nick Walsh" nwalsh@huntersville.org

Subject : Birkdale Village

This ok?

Mayor and Board:

As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

I will be sending Brian Richards and Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let me know if you would like to go and I'll coordinate. Thanks.

Ant

Date : 12/4/2020 4:12:39 PM
From : "Bryan Latza" blatza@huntersville.org
To : "Barry Graham" bgraham@huntersville.org, "Scott Sharp" ssharp@huntersville.org
Subject : Change in Town Ordinance

Officer Lehew recently spoke with folks up at Birkdale and apparently they are undergoing a change in ownership (North American Properties, new owner). They said they would like to take a more aggressive approach to enforcement of trespassing and curfew violations. Now that the age for a juvenile has changed, I think it would be beneficial for the Town to augment the current Chapter 131 to reflect what is now considered a juvenile, that to include 16 and 17 year olds. Thoughts and process on amending this if possible? Thank you!!

CHAPTER 131 - YOUTH PROTECTION

[SHARE LINK TO SECTION](#)[PRINT SECTION](#)[DOWNLOAD \(DOCX\) OF SECTION](#)[EMAIL SECTION](#)

Sec. 131.01 - Purpose.

[SHARE LINK TO SECTION](#)[PRINT SECTION](#)[DOWNLOAD \(DOCX\) OF SECTION](#)[EMAIL SECTION](#)

The purpose of this chapter is to protect juveniles from victimization and exposure to criminal activity by establishing a curfew for juveniles under the age of 16 years in the town. This chapter is intended to reinforce and promote the role of the parent in raising and guiding children, and to promote the health, safety and welfare of both juveniles and adults by creating an environment offering better protection and security for all concerned.

(Ord. O-2012-07, passed 6-18-12)

Sec. 131.02 - Definitions.

[SHARE LINK TO SECTION](#)[PRINT SECTION](#)[DOWNLOAD \(DOCX\) OF SECTION](#)[EMAIL SECTION](#)

The following words, terms and phrases, when used in this chapter, shall have the meanings ascribed to them in this section, except where the context clearly indicates a different meaning.

Direct route means the shortest reasonable path of travel or a commonly used route to reach a final destination without any detour or stop along the way.

Emergency means an unforeseen combination of circumstances or the resulting state that calls for immediate action. The term includes, but is not limited to, a fire, a natural disaster, an automobile accident, or any situation requiring immediate action to prevent serious bodily injury or death. This term also includes any action that is reasonably necessary in order to respond to the medical needs of a family member

of the juvenile, regardless of whether the juvenile's action is taken in order to prevent death or serious bodily injury.

Establishment means any privately owned place of business operated for profit to which the public has access or is invited, including but not limited to, any place of amusement or entertainment.

Guardian means a person who is court appointed to be the guardian of a juvenile.

Juvenile means any person under the age of 16 years.

Owner/operator means any individual, firm, association, partnership or corporation operating, managing or conducting any establishment, including the employees, members or partners of an association or partnership, and the officers of a corporation.

Parent means a person who is a natural parent, adoptive parent, foster parent, stepparent or another person, or a person to whom legal custody has been given by court order.

Public place means any place generally open to and used by the public or a substantial group of the public, whether it is publicly or privately owned, including but not limited to, streets, sidewalks, highways, alleys, rights-of-way, public vehicular areas and parking lots, transportation facilities, theaters, restaurants, shops, bowling alleys, schools and school grounds, places of business and amusement, playgrounds, parks, similar areas open to the public, and other common areas open to or accessible to the public.

Remain means to linger or stay in a public place, to fail to leave the premises when requested to do so by a police officer, or to fail to leave the premises of an establishment when requested to do so by the owner/operator or an employee of the premises.

Restricted hours means the time of night referred to in this chapter is based upon the prevailing standards of time, whether Eastern Standard Time or Eastern Daylight Savings Time, generally observed at that hour by the public in the town. "Restricted hours" means:

(1)

On any day of the week, 10:00 p.m. until 6:00 a.m. of the following day for ages 12 and under; and

(2)

On any day of the week, 11:00 p.m. until 6:00 a.m. of the following day for ages 13, 14, and 15.

Date : 1/26/2021 5:45:09 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Melinda Bales" mbales@huntersville.org, "Nick Walsh" nwalsh@huntersville.org
Subject : FW: Agenda - Huntersville Visit to Avalon
Attachment : Huntersville City Avalon Visit.pdf;image002.jpg;

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Tuesday, January 26, 2021 5:38 PM
To: Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Forrester, Mallory <Mallory.Forrester@NAProperties.com>
Subject: Agenda - Huntersville Visit to Avalon

Good Afternoon, Anthony

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Attached is an extended version of the below with weather and in a printable format.

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Tim

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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com



Huntersville City Avalon Visit

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770-765-1000

Thursday, January 28th

Thu 28

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Fri 29

53°/30°



Partly Cloudy

0%

WNW 6 mph

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- 12:30 PM End at Concierge

Date : 1/15/2021 9:48:54 AM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Board Members" BoardMembers@huntersville.org
Subject : FW: Avalon Visits!
Attachment : image001.jpg;

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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February 3-4
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We are very excited to host!

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Tim.Perry@naproperties.com

Date : 1/4/2021 3:11:54 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Board Members" BoardMembers@huntersville.org
Cc : "Jackie Huffman" jhuffman@huntersville.org
Subject : FW: Birkdale Village
Attachment : image001.jpg;

Mayor and Board:

Let me know if you are going or if I need to coordinate anything. I may go if I can work it out based on some of the general conversations I've had with Tim (i.e., possibility of going vertical on existing one story buildings, hotel w/wout convention component, potential to purchase NorthPointe Executive Park, etc.). Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Monday, January 4, 2021 10:20 AM
To: John Aneralla <janeralla@huntersville.org>; Melinda Bales <mbales@huntersville.org>; Dan Boone <dboone@huntersville.org>; Lance Munger <lmunger@huntersville.org>; Brian Hines <bhines@huntersville.org>; Nick Walsh <nwalsh@huntersville.org>; Stacy Phillips <sphillips@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: RE: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning,

We hope that you all had a wonderful, safe, and re-energizing holiday!

There is nothing like the start of a new year to get our team refocused and ready to jump into 2021!

As a follow up to the below email – we would appreciate hosting you for a post-holiday breather and get away to Avalon and wanted to check on the those dates...Thursday 7th and Thursday 14th. If we have to split up due to protocol...let me know if those work and for whom, and we will start planning.

Thank you and Happy New Year.

Tim

From: Perry, Tim

Sent: Thursday, December 17, 2020 2:14 PM

To: janeralla@huntersville.org; mbales@huntersville.org; dboone@huntersville.org; lmunger@huntersville.org; bhines@huntersville.org; nwalsh@huntersville.org; sphillips@huntersville.org

Cc: Anthony Roberts <aroberts@huntersville.org>

Subject: Birkdale Village

Good Afternoon,

Thank you for your time on Tuesday morning to introduce North American Properties to the Town of Huntersville!

We look forward to being both a part of your community and a partner in your community for years to come.

For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/5/2021 12:05:58 PM
From : "Jackie Huffman" jhuffman@huntersville.org
To : "jahuffman6134@yahoo.com" jahuffman6134@yahoo.com
Subject : FW: Birkdale Village

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:

>>

>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

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>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

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>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

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>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

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>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>

>> Ant

>>

>>

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>>

Date : 2/5/2021 12:05:04 PM
From : "Jackie Huffman" jhuffman@huntersville.org
To : "Brian Richards" brichards@huntersville.org
Cc : "Anthony Roberts" aroberts@huntersville.org
Subject : FW: Birkdale Village

I plan to go. Will you please let me know when you hear from any board members about what dates we seem to be leaning toward

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:
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Date : 2/11/2021 12:04:58 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Board Members" BoardMembers@huntersville.org
Cc : "Emily Sloop" esloop@huntersville.org, "Jackie Huffman" jhuffman@huntersville.org
Subject : FW: Birkdale Village

FYI

From: Anthony Roberts
Sent: Tuesday, February 9, 2021 12:19 PM
To: Stacy Phillips <sphillips@huntersville.org>
Cc: Emily Sloop <esloop@huntersville.org>
Subject: RE: Birkdale Village

Town paid a portion and I assume North American Properties (NAH) paid for rest. I had contact with Tim Perry (NAH) several days before going down saying thank you but town will pick up our tab with credit card. They have not invoiced me yet for remaining. Also, spoke to Emily before leaving and there were no issues if NAH picked up bill. Thanks.

Ant

From: Stacy Phillips <sphillips@huntersville.org>
Sent: Tuesday, February 9, 2021 10:50 AM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Birkdale Village

How was this paid for?

Stacy Phillips

Huntersville Town Commissioner

704-533-4685

SPhillips@Huntersville.Org

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Monday, February 8, 2021 10:44 AM
To: Dan Boone <dboone@huntersville.org>
Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: RE: Birkdale Village

Comm. Boone:

I'd rather not as I would basically give very high level information or some of the same information as in the Feb. 7th email so as not to interfere with North American Properties marketing, messaging, tenant relations, possible real estate transactions, etc. See below for some details.

PLEASE DON'T SHARE

My details below will be short and my words will not do it justice.

Some of the things I learned and/or saw that are likely to be done by North American Properties:

- 1) keep Birkdale name but changing marketing, branding, etc.
- 2) add public restrooms (I never realized Birkdale didn't have any)
- 3) add major concierge services (may have concierge building in one of center islands you pull up to/give them your car, go shop, they bring it to you, make dinner reservations, etc.)
- 4) increase security presence
- 5) speakers will be added throughout Birkdale for constant music
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- 11) existing water fountain in Birkdale Commons Parkway (circle) will be upgraded/replaced; may also allow for pop up ice skating rink in this location
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Bigger discussions or things in play:

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- 2) hotel with/with-out convention center
- 3) more high end office space
- 4) single story tenants along Townley Road (Pier 1, Barnes & Noble, etc.) - maybe go 2-3 stories with mixed use

Thanks.

Ant

-----Original Message-----

From: Dan Boone <dboone@huntersville.org>

Sent: Sunday, February 7, 2021 12:41 PM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau

<jimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie

Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

Subject: Re: Birkdale Village

Anthony, Maybe you can update the entire board on your trip to Georgia at our next meeting on Feb. 15th.

Dan

Sent from my iPad

> On Feb 5, 2021, at 11:18 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

>

>

>>> Mayor and Board:

>>>

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>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>>

>>> Ant

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>>>

Date : 12/1/2020 11:21:08 AM
From : "Bobby Williams" bwilliams@huntersville.org
To : "Tracy Houk" thouk@huntersville.org, "Lindsay Small" lsmall@huntersville.org
Subject : FW: Huntersville Events - Birkdale Village Inquiry
Attachment :
Outlook-1475863368.png; Outlook-1475863385.png; Outlook-1475863373.jpg;

Good morning! Do we have any involvement in any of these activities with Birkdale Village?

Thanks in advance,

Bobby

From: Yu, Jay <Jay.Yu@NAProperties.com>
Sent: Tuesday, December 1, 2020 11:17 AM
To: Bobby Williams <bwilliams@huntersville.org>
Subject: Huntersville Events - Birkdale Village Inquiry
Importance: High

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning Bobby,

I hope you are doing well, and you had a wonderful Thanksgiving holiday. My name is Jay Yu with North American Properties and I'm supporting marketing efforts for Birkdale Village. We recently announced our JV with Nuveen in managing and leasing Birkdale Village and we're excited to reimagine the village and enhance the guest experience for the community.

We have an event 'Holiday Drive In Concerts' starting this Saturday, December 5th through December 19th at 6pm, and we'd love to see if it's possible to add it to the town's [calendar of events](#)?

Below is a link to the event and if we have the green light, please send us instructions on how to add.

<https://bit.ly/birkdaleholidaydrivein>

Thanks so much and I look forward to hearing from you,
J

Jay Yu | Digital + Innovation Manager
North American Properties
1175 Peachtree Street, Suite 780
Atlanta, GA 30361
office 770.599.7741 | mobile 757.893.0471

jay.yu@naproperties.com



WHAT WE DO: <https://youtu.be/d5OqrF8gpiU>

Date : 2/11/2021 12:05:19 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org, "Emily Sloop"
esloop@huntersville.org
Subject : FW: NAP Trip Alpharetta, GA.
Attachment : Georgia trip (2).docx;

From: Dan Boone <dboone@huntersville.org>
Sent: Thursday, February 11, 2021 11:22 AM
To: Board Members <BoardMembers@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: NAP Trip Alpharetta, GA.

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

February 11, 2021

To: Huntersville Town Board

From: Dan Boone

Subject: Transparency North American Properties

On February 5th the Board received an email from Anthony Roberts regarding “**Birkdale Village.**” In his email, Anthony outlined a trip he had taken to Georgia the week before with Commissioners Bales and Walsh. The purpose of the trip was to visit and tour Avalon (developed and managed my NAP) and downtown Alpharetta (new town hall). Mr. Roberts’ report stated that, “Alpharetta has done an amazing job with the redevelopment of their downtown!” He will be sending some of his staff to visit Alpharetta and encourages the rest of the Board to visit the site as well. That completed his report, no pictures, no construction timetable, no other pertinent information, etc.

I subsequently spoke with Mr. Roberts via phone on Feb. 6th. Our conversation was roughly 10 minutes and we discussed many aspects of the Georgia trip. Some of the questions I asked: Did you take separate cars? “No, just one.” Who paid for the meals? “We stopped at McDonald’s.” My questions were never truly answered. Did the taxpayers of Huntersville pay for any meals or rooms? Mr. Roberts stated that, “During checkout he was going to pay with the town’s credit card, but someone from NAP said they would take care of the bill.” Still

didn't answer my question concerning the meals. Mr. Roberts stated he checked with the town attorney and everything was legal.

Personally, I don't care if a Commissioner goes and visits a site of any kind, but you should not use taxpayer's money and definitely not let a developer/management company pay for your expenses.

Due to COVID, we as a Board have been meeting virtually for quite some time. Now, all of the sudden it's okay to get in a car with people outside your home group, drive 3 hours, meet with people (who you have no idea if they follow COVID protocol) for two days and everything is okay? How do you tell the citizens of Huntersville that we cannot meet face to face, but it's okay to meet face to face with the group from Alpharetta, Georgia?

Date : 1/21/2021 8:39:07 AM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Melinda Bales" mbales@huntersville.org
Subject : Fwd: Avalon Visits!
Attachment : image001.jpg;
See below. Let me know and I will coordinate.

Anthony Roberts,
Town Manager

Begin forwarded message:

From: Nick Walsh <nwalsh@huntersville.org>
Date: January 21, 2021 at 8:22:17 AM EST
To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Avalon Visits!

Anthony -

Sorry for the delayed response. I am good with any of the dates starting next week.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379

On Jan 15, 2021, at 9:48 AM, Anthony Roberts
<aroberts@huntersville.org> wrote:

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon!

I know you are working with Barbara, but wanted to put out some specific dates and see if we can get it nailed down:

January 20-22
January 28-29
February 3-4
February 10-12

Exact plans would be fluid – but if the group arrives around mid-afternoon, we can walk the property, then check in at the hotel, cocktails/dinner. And then the following morning spend some time with our team walking through the why/how/what we do on property, and then tour the other uses on site like the office and residential, with a early lunch and departure?

Any of the days above work – just let us know.

We are very excited to host!

Thanks,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/9/2021 1:31:51 PM
From : "Stacy Phillips" sphillips@huntersville.org
To : "Dan Boone" dboone@huntersville.org
Subject : Fwd: Birkdale Village

Get [Outlook for iOS](#)

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Tuesday, February 9, 2021 12:19:16 PM
To: Stacy Phillips <sphillips@huntersville.org>
Cc: Emily Sloop <esloop@huntersville.org>
Subject: RE: Birkdale Village

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To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Birkdale Village

How was this paid for?

Stacy Phillips

Huntersville Town Commissioner

704-533-4685

SPhillips@Huntersville.Org

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Ant

-----Original Message-----

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Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Re: Birkdale Village

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Sent from my iPad

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>>> Ant

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Date : 2/5/2021 11:18:50 AM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Board Members" BoardMembers@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org, "Brian Richards" brichards@huntersville.org

Cc : "Jackie Huffman" jhuffman@huntersville.org, "Bobby Williams" bwilliams@huntersville.org

Subject : Fwd: Birkdale Village

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>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

>>

>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

>>

>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

>>

>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>

>> Ant

>>

>>

>>

>>

>>

Date : 1/18/2021 3:54:49 PM
From : "Scott Sharp" ssharp@huntersville.org
To : "Brian Ehlschlager" behlschlager@huntersville.org
Subject : Fwd: Birkdale Village-HPD Field Office
This is your AO

Sent from my iPhone

Begin forwarded message:

From: "Kabaklian, Ann" <Ann.Kabaklian@birkdalevillage.com>
Date: January 18, 2021 at 3:52:59 PM EST
To: Scott Sharp <ssharp@huntersville.org>
Subject: Birkdale Village-HPD Field Office

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good afternoon Captain Sharp –

At one time, Huntersville PD was using a designated space as a Field Office, located within Birkdale Village. However, it's my understanding this Field Office has not been utilized in over a year. I'm inquiring as to whether or not HPD will need this office space in the future. If you would be kind enough to advise, that would be appreciated! Thank you!

Best regards,
-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village
8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744 | (cell) 980-819-0781
Ann.Kabaklian@BirkdaleVillage.com

Date : 2/2/2021 5:13:57 PM

From : "Rob Cordero" rob.cordero@unitus-security.com

To : "behlschlager@huntersville.org" behlschlager@huntersville.org

Subject : Fwd: Birkdale Village-HPD Field Office

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good afternoon.

I am NAP's corporate security consultant and would like to set up a time to meet with you and discuss the future of Birkdale Village in regards to safety and security.

I look forward to hearing from you and working with you.

Thank you.

Rob Cordero, President

Unitus Security, LLC

(C) 404 593-6237

rob.cordero@unitus-security.com

www.unitus-security.com

Begin forwarded message:

From: "Kabaklian, Ann" <Ann.Kabaklian@birkdalevillage.com>

Date: January 26, 2021 at 14:35:40 EST

To: Rob Cordero <rob.cordero@unitus-security.com>

Subject: FW: Birkdale Village-HPD Field Office

FYI

-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village

From: Kabaklian, Ann
Sent: Monday, January 25, 2021 6:19 PM
To: Brian Ehlschlager <behlschlager@huntersville.org>
Cc: Scott Sharp <ssharp@huntersville.org>; Hvidsten, Paul <Paul.Hvidsten@birkdalevillage.com>
Subject: RE: Birkdale Village-HPD Field Office

LT Ehlschlager – thank you for your reply. We are definitely interested in keeping a police presence at Birkdale, and have every intention to share the field office with your on-duty officers. We are halfway through the mitigation and repair, and will touch base with you once the office is ready for occupancy. You may continue to reach out to Tina, but also feel free to reach out to me or to Paul Hvidsten, our Asst GM (copied on this email).

-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village

From: Brian Ehlschlager <behlschlager@huntersville.org>
Sent: Wednesday, January 20, 2021 11:29 PM
To: Kabaklian, Ann <Ann.Kabaklian@birkdalevillage.com>
Cc: Scott Sharp <ssharp@huntersville.org>
Subject: RE: Birkdale Village-HPD Field Office

External Email

Ms. Kabaklian,
I spoke with our officers that work in Birkdale Village. I was advised that Birkdale management told our officers that they were going to be making repairs to the office to fix roof leaks and black mold. They were told to stay out of this office as much as possible while this took place. This was several months ago. I do not know the current status of this office. Our officers would still utilize it if it is available, however, if it is no longer available, let me know and I will pass it along.

Our officer's main point of contact for the office was the head of security, Tina, so we may not be completely up to speed on the status of the office.

Respectfully,

LT Ehlschlager

B. Ehlschlager | Lieutenant

Huntersville Police Department
behlschlager@huntersville.org
(704) 464-5348

From: Scott Sharp <ssharp@huntersville.org>
Sent: Monday, January 18, 2021 3:55 PM
To: Brian Ehlschlager <behlschlager@huntersville.org>
Subject: Fwd: Birkdale Village-HPD Field Office

This is your AO

Sent from my iPhone

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From: "Kabaklian, Ann" <Ann.Kabaklian@birkdalevillage.com>
Date: January 18, 2021 at 3:52:59 PM EST
To: Scott Sharp <ssharp@huntersville.org>
Subject: Birkdale Village-HPD Field Office

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8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744 | (cell) 980-819-0781
Ann.Kabaklian@BirkdaleVillage.com

Date : 2/11/2021 3:20:48 PM
From : "Nick Walsh" nwalsh@huntersville.org
To : "Melinda Bales" mbales@huntersville.org
Subject : Fwd: NAP Trip Alpharetta, GA.
Sorry, sent this originally to your campaign email address.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

Begin forwarded message:

From: Nick Walsh <nwalsh@huntersville.org>
Subject: Re: NAP Trip Alpharetta, GA.
Date: February 11, 2021 at 2:20:24 PM EST
To: Dan Boone <dboone@huntersville.org>
Cc: Melinda Bales <melinda@melindabales.com>, Brian Hines <bhines@huntersville.org>, "Lance D. Munger" <lmunger@huntersville.org>, Stacy Phillips <sphillips@huntersville.org>, John Aneralla <janeralla@huntersville.org>, Anthony Roberts <aroberts@huntersville.org>, Jackie Huffman <JHuffman@Huntersville.org>, Emily Sloop <esloop@huntersville.org>

Commissioner Boone,

In the interest of perspective and accuracy, let me respond to your email.

One of our town's biggest taxpayers invited the Board in December to meet with them. The new owners of Birkdale, North American Properties reached out to us for an introductory meeting. We met with Tim Perry of NAP during my meeting. I don't have the complete list but I think most of us met with him in Birkdale. At the conclusion of those meetings, we were invited to visit Avalon. The goal was to get an understanding of their vision of a future Birkdale and what might be proposed in a partnership they hoped to form with our Board.

On January 4th, Tim Perry sent out an email to the entire Board inviting us down to Avalon for meetings and a tour. He even suggested dates in his email. Anthony Roberts responded that same day letting us know that he would coordinate the visit and his possible attendance.

I, Commissioner Bales, and Anthony Roberts made plans to go down there January 28th & 29th. It was important for us to educate ourselves on the potential impacts that might be coming to one of the crown jewels of Huntersville. It was

our choice to assume any risks associated with COVID-19. We took appropriate steps to mitigate the risk for ourselves as well as those we came in contact with.

The main purpose of the Avalon trip was to get a first hand experience and understanding of this development. In addition, we met a councilman from Alpharetta along with their Community Development Director. It was a great opportunity to exchange ideas and better understand the positive economic impact that Avalon has on the city of Alpharetta.

All of this is first steps. It is my understanding that we will be sending some staff down to get a better understanding of the development. We need to be versed on what future upgrades and changes may be coming to Birkdale. I would encourage the Commissioners who have visited to do so. Birkdale is our second highest tax payer in Huntersville and it's important for us to make informed and education decision on coming changes that we will be asked to participate in.

When Board members or town employees travel on town business, the expense is not a personal one. Anthony said the town would pick up the expenses on our behalf.

As an aside, I am unclear regarding the correlation between this voluntary trip and your reference and us telling citizens "we cannot meet face to face". My assumption is that you are referring to our Town Board Meetings. In this case, we are putting faith in the science and direction from the state along with the Mecklenburg County Health Department. The town has shown leadership in conducting our Town Board meetings remotely in order to protect our health and that of our citizens. In fact, the Mecklenburg County Board of Commissioner resumed their meeting remotely due to direction from the Health Department. This is all subject to change as we continue to deal with this pandemic.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Feb 11, 2021, at 11:22 AM, Dan Boone <dboone@huntersville.org> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

<Georgia trip (2).docx>

Date : 2/11/2021 5:20:02 PM
From : "Melinda Bales" mibales@icloud.com
To : "Melinda Bales" mbales@huntersville.org
Subject : Fwd: NAP Trip Alpharetta, GA.

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Begin forwarded message:

From: Nick Walsh <nwalsh@huntersville.org>
Subject: Re: NAP Trip Alpharetta, GA.
Date: February 11, 2021 at 2:20:26 PM EST
To: Dan Boone <dboone@huntersville.org>
Cc: Melinda Bales <melinda@melindabales.com>, Brian Hines <bhines@huntersville.org>, Lance Munger <lmunger@huntersville.org>, Stacy Phillips <sPhillips@huntersville.org>, John Aneralla <janeralla@huntersville.org>, Anthony Roberts <aroberts@huntersville.org>, Jackie Huffman <jhuffman@huntersville.org>, Emily Sloop <esloop@huntersville.org>

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Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Feb 11, 2021, at 11:22 AM, Dan Boone
<dboone@huntersville.org> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

<Georgia trip (2).docx>

Date : 11/20/2020 12:06:40 PM
From : "John Aneralla" janeralla@huntersville.org
To : "chabadlakenorman@gmail.com" chabadlakenorman@gmail.com
Subject : Fwd: North American Properties - Birkdale Village
Attachment : Birkdale Village Press Release-FINAL-V3.docx;image003.jpg;

----- Forwarded message -----

From: "Perry, Tim" <Tim.Perry@naproperties.com>
Date: Nov 20, 2020 9:11 AM
Subject: North American Properties - Birkdale Village
To: John Aneralla <janeralla@huntersville.org>
Cc:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning, Mayor

Thank you for the time this morning to introduce ourselves and talk about the future of Birkdale Village! We look forward to working with you and the Board of Commissioners...and to hosting you in Atlanta soon. Please let me know when you firm up your plans to be in town!

We are also confirming our plans, but December 15th-16th is currently slated for our leadership team to be on site at Birkdale. We will get something set up with you as well.

Attached is the Press Release that will go out today, and please visit our new landing page at www.birkdalevillage.com to a glimpse of the new branding and events to come. We would love to have you and your family join us!

My contact information is below – and please call, email, or text me at any time.

Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

North American Properties and Nuveen Real Estate Plan to Reposition Birkdale Village

Through a new joint venture partnership, NAP becomes equity partner and management firm for mixed-use district in metro Charlotte

HUNTERSVILLE, N.C. (Nov. 20, 2020) -- North American Properties (NAP), a company known for its experiential approach to mixed-use real estate, is entering into a joint venture partnership with Nuveen Real Estate to reposition Birkdale Village, the 52-acre mixed-use district in Huntersville, North Carolina, a suburb of Charlotte. Starting today, NAP will oversee management and leasing for the open-air community, which encompasses 250,000 square feet of retail, 320 multifamily apartments and 50,000 square feet of office space.

NAP's focus will be on activating greenspaces with over 100 events per year; introducing resort-level Concierge services and valet; recruiting best-in-class brands and chefs; improving the street-level environment; and renovating the multifamily component. NAP will apply its best practices and programs perfected at other mixed-use properties, namely Avalon, the \$1 billion mixed-use destination in Alpharetta, Georgia, a suburb of Atlanta.

"We sought a partner with deep experience in community engagement and placemaking because we recognize how fundamental these skills are in creating modern mixed-use environments," said Ryan Boan, Nuveen Real Estate's Southeast Retail Head, Americas. "As we emerge from the pandemic, we want to position Birkdale Village to be one of the best mixed-use developments in the country, with a strong retail offering that resonates with the surrounding community."

To kick off its new role at Birkdale Village, NAP will host a series of drive-in concerts and special Santa experiences throughout the holiday season. The events will begin on Nov. 27 with the debut of Santa at Birkdale Village. Photo appointments with Santa will open for online bookings starting Nov. 20. Santa will be on property through Christmas Eve. Due to the pandemic, NAP designed a creative photo experience that allows Santa to practice social distancing while capturing magical moments with families. The drive-in concert series will take place every Saturday from 6 to 9 p.m. starting Nov. 28 through Dec. 19. The drive-in concerts are ticketed, with all proceeds benefiting local nonprofit Grin Kids. Event details, including Santa photo appointments, can be found on the website at birkdalevillage.com.

"This is an irreplaceable piece of real estate with a strong and beloved community connection," said Tim Perry, Managing Partner at NAP. "Our plan is to create experiential programs that bring new life and energy to the Village streets, enhance the property with new merchandising, and bring creative activations to the common areas to provide a new 'third place' for the community -- a place to hang out, make memories and socialize outside of home and work."

Located in Huntersville, Birkdale Village is easily accessible from I-77 on Sam Furr Road. The suburban city of Huntersville has seen incredible growth over the last decade and was named one of Forbes' top

25 places to move. It is home to Lake Norman, six local breweries, over 60,000 residents and 5,000 businesses including several large corporate users. Huntersville is 13 miles from Charlotte's center city.

Current tenants at Birkdale Village include Regal Cinemas; several health and wellness concepts including pure barre, lululemon, Dick's Sporting Goods and Clean Juice; national retail brands such as Gap, Gap Kids, Janie and Jack, Williams-Sonoma, Banana Republic, Victoria's Secret and Sunglass Hut; regional brands like Fink's Jewelers and Julie's; food and beverage concepts such as Eez Sushi, Red Rocks, Buttermilk Sky Pie Shop (coming soon), Starbucks, Corkscrew Wine Pub and Bad Daddy's Burger Bar; as well as specialty retailers such as Total Wine.

NAP's Partner and SVP of Leasing Adam Schwegman said, "The pandemic has greatly accelerated the evolution of retail and landlords must respond to stay relevant. Because of the open-air design of Birkdale Village, the property has a natural advantage over enclosed retail destinations where air circulation and social distancing may be problematic. While Birkdale Village already has a strong merchandise mix, we see an opportunity in the market to further upgrade the tenancy. With the addition of new street-level programming, community events and property enhancements NAP strives to future-proof this development and ensure its success for decades to come."

About North American Properties

Founded in 1954, North American Properties is a privately held, multi-regional real estate operating and development company that has acquired, developed and managed more than \$7 billion of mixed-use, retail, multifamily and office properties across the United States. Rooted in its purpose-driven approach to development, North American Properties is creating great places that connect people to each other; cities to their souls; partners to opportunities; and individuals to experiences that move them.

Headquartered in Cincinnati, with offices in Atlanta, Dallas and Fort Myers, Florida, the company has developed 22 million square feet of commercial space and 19,000 residential units in 15 states and 67 cities. In the past three years, North American Properties has launched 36 projects totaling \$2.2 billion in total capitalization. In metro Atlanta, North American Properties led the turnaround of Atlantic Station and the ground up development of Avalon. Currently, the company's mixed-use pipeline includes: Avalon in Alpharetta, Georgia; Colony Square in Midtown Atlanta; Newport on the Levee in Newport, Kentucky; Riverton in the New York metro area; and Birkdale Village in Huntersville, North Carolina. For more information, visit naproperties.com.

About Nuveen Real Estate

Nuveen Real Estate is one of the largest investment managers in the world with \$127 billion of assets under management.

With over 80 years of real estate investing experience and more than 660 employees located across over 25 cities throughout the United States, Europe and the Asia-Pacific region, the firm offers unparalleled geographic reach, which is married with deep sector expertise.

###

Date : 1/4/2021 10:11:49 AM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "Anthony Roberts" aroberts@huntersville.org

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Forrester, Mallory"

Mallory.Forrester@NAProperties.com, "Kabaklian, Ann"

Ann.Kabaklian@birkdalevillage.com, "Smith, Maureen"

Maureen.Smith@Birkdalevillage.com

Subject : Huntersville Annual Meeting - January 28th

Attachment : image001.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning, Anthony.

Our team has been working toward making sure the space is great and there is plenty of swag for all of the participants...but we want to make sure that the IT especially is working for you as well as make sure we are on the same agenda. I am also tentatively planning on being in town those dates as well – and if the meeting is open, would like to attend.

Would you mind connecting the people who are planning as well as your IT person with the team copied on this email.

Thank you!

Happy New Year.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M:404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/1/2020 11:17:23 AM

From : "Yu, Jay" Jay.Yu@NAProperties.com

To : "bwilliams@huntersville.org" bwilliams@huntersville.org

Subject : Huntersville Events - Birkdale Village Inquiry

Attachment :

Outlook-1475863368.png; Outlook-1475863385.png; Outlook-1475863373.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning Bobby,

I hope you are doing well, and you had a wonderful Thanksgiving holiday. My name is Jay Yu with North American Properties and I'm supporting marketing efforts for Birkdale Village. We recently announced our JV with Nuveen in managing and leasing Birkdale Village and we're excited to reimagine the village and enhance the guest experience for the community.

We have an event 'Holiday Drive In Concerts' starting this Saturday, December 5th through December 19th at 6pm, and we'd love to see if it's possible to add it to the town's [calendar of events](#)?

Below is a link to the event and if we have the green light, please send us instructions on how to add.

<https://bit.ly/birkdaleholidaydrivein>

Thanks so much and I look forward to hearing from you,
J

Jay Yu | Digital + Innovation Manager

North American Properties

1175 Peachtree Street, Suite 780

Atlanta, GA 30361

office 770.599.7741 | mobile 757.893.0471

jay.yu@naproperties.com



WHAT WE DO: <https://youtu.be/d5OqrF8gpiU>

Date : 2/11/2021 11:22:08 AM
From : "Dan Boone" dboone@huntersville.org
To : "Board Members" BoardMembers@huntersville.org
Cc : "Anthony Roberts" aroberts@huntersville.org
Subject : NAP Trip Alpharetta, GA.
Attachment : Georgia trip (2).docx;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

February 11, 2021

To: Huntersville Town Board

From: Dan Boone

Subject: Transparency North American Properties

On February 5th the Board received an email from Anthony Roberts regarding “**Birkdale Village.**” In his email, Anthony outlined a trip he had taken to Georgia the week before with Commissioners Bales and Walsh. The purpose of the trip was to visit and tour Avalon (developed and managed my NAP) and downtown Alpharetta (new town hall). Mr. Roberts’ report stated that, “Alpharetta has done an amazing job with the redevelopment of their downtown!” He will be sending some of his staff to visit Alpharetta and encourages the rest of the Board to visit the site as well. That completed his report, no pictures, no construction timetable, no other pertinent information, etc.

I subsequently spoke with Mr. Roberts via phone on Feb. 6th. Our conversation was roughly 10 minutes and we discussed many aspects of the Georgia trip. Some of the questions I asked: Did you take separate cars? “No, just one.” Who paid for the meals? “We stopped at McDonald’s.” My questions were never truly answered. Did the taxpayers of Huntersville pay for any meals or rooms? Mr. Roberts stated that, “During checkout he was going to pay with the town’s credit card, but someone from NAP said they would take care of the bill.” Still

didn't answer my question concerning the meals. Mr. Roberts stated he checked with the town attorney and everything was legal.

Personally, I don't care if a Commissioner goes and visits a site of any kind, but you should not use taxpayer's money and definitely not let a developer/management company pay for your expenses.

Due to COVID, we as a Board have been meeting virtually for quite some time. Now, all of the sudden it's okay to get in a car with people outside your home group, drive 3 hours, meet with people (who you have no idea if they follow COVID protocol) for two days and everything is okay? How do you tell the citizens of Huntersville that we cannot meet face to face, but it's okay to meet face to face with the group from Alpharetta, Georgia?

Date : 2/11/2021 11:07:13 AM
From : "Dan Boone" danboonenc@aol.com
To : "dboone@huntersville.org" dboone@huntersville.org
Subject : NAP Trip
Attachment : Georgia trip (2).docx;

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February 11, 2021

To: Huntersville Town Board

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Date : 12/17/2020 3:17:44 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "bhines@huntersville.org" bhines@huntersville.org
Cc : "janeralla@huntersville.org" janeralla@huntersville.org, "Lant, Mike" Mike.Lant@NAProperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com
Subject : NCDOT on SR73
Attachment : image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Mayor and Commissioner Hines –

By way of this email, please meet Mike Lant.

Mike is the SVP in charge of development for North American Properties and will be the best contact for information flow. Would you please share the planned improvements with us – and then we will be able to get you what you need. As far as data goes, we have daily records of the number of people on site, and will definitely jump on a traffic study of both entrances.

Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 11/20/2020 9:11:08 AM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "janeralla@huntersville.org" janeralla@huntersville.org

Subject : North American Properties - Birkdale Village

Attachment : Birkdale Village Press Release-FINAL-V3.docx;image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning, Mayor

Thank you for the time this morning to introduce ourselves and talk about the future of Birkdale Village! We look forward to working with you and the Board of Commissioners...and to hosting you in Atlanta soon. Please let me know when you firm up your plans to be in town!

We are also confirming our plans, but December 15th-16th is currently slated for our leadership team to be on site at Birkdale. We will get something set up with you as well.

Attached is the Press Release that will go out today, and please visit our new landing page at www.birkdalevillage.com to a glimpse of the new branding and events to come. We would love to have you and your family join us!

My contact information is below – and please call, email, or text me at any time.

Thank you,
Tim



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Tim.Perry@naproperties.com

North American Properties and Nuveen Real Estate Plan to Reposition Birkdale Village

Through a new joint venture partnership, NAP becomes equity partner and management firm for mixed-use district in metro Charlotte

HUNTERSVILLE, N.C. (Nov. 20, 2020) -- North American Properties (NAP), a company known for its experiential approach to mixed-use real estate, is entering into a joint venture partnership with Nuveen Real Estate to reposition Birkdale Village, the 52-acre mixed-use district in Huntersville, North Carolina, a suburb of Charlotte. Starting today, NAP will oversee management and leasing for the open-air community, which encompasses 250,000 square feet of retail, 320 multifamily apartments and 50,000 square feet of office space.

NAP's focus will be on activating greenspaces with over 100 events per year; introducing resort-level Concierge services and valet; recruiting best-in-class brands and chefs; improving the street-level environment; and renovating the multifamily component. NAP will apply its best practices and programs perfected at other mixed-use properties, namely Avalon, the \$1 billion mixed-use destination in Alpharetta, Georgia, a suburb of Atlanta.

"We sought a partner with deep experience in community engagement and placemaking because we recognize how fundamental these skills are in creating modern mixed-use environments," said Ryan Boan, Nuveen Real Estate's Southeast Retail Head, Americas. "As we emerge from the pandemic, we want to position Birkdale Village to be one of the best mixed-use developments in the country, with a strong retail offering that resonates with the surrounding community."

To kick off its new role at Birkdale Village, NAP will host a series of drive-in concerts and special Santa experiences throughout the holiday season. The events will begin on Nov. 27 with the debut of Santa at Birkdale Village. Photo appointments with Santa will open for online bookings starting Nov. 20. Santa will be on property through Christmas Eve. Due to the pandemic, NAP designed a creative photo experience that allows Santa to practice social distancing while capturing magical moments with families. The drive-in concert series will take place every Saturday from 6 to 9 p.m. starting Nov. 28 through Dec. 19. The drive-in concerts are ticketed, with all proceeds benefiting local nonprofit Grin Kids. Event details, including Santa photo appointments, can be found on the website at birkdalevillage.com.

"This is an irreplaceable piece of real estate with a strong and beloved community connection," said Tim Perry, Managing Partner at NAP. "Our plan is to create experiential programs that bring new life and energy to the Village streets, enhance the property with new merchandising, and bring creative activations to the common areas to provide a new 'third place' for the community -- a place to hang out, make memories and socialize outside of home and work."

Located in Huntersville, Birkdale Village is easily accessible from I-77 on Sam Furr Road. The suburban city of Huntersville has seen incredible growth over the last decade and was named one of Forbes' top

25 places to move. It is home to Lake Norman, six local breweries, over 60,000 residents and 5,000 businesses including several large corporate users. Huntersville is 13 miles from Charlotte's center city.

Current tenants at Birkdale Village include Regal Cinemas; several health and wellness concepts including pure barre, lululemon, Dick's Sporting Goods and Clean Juice; national retail brands such as Gap, Gap Kids, Janie and Jack, Williams-Sonoma, Banana Republic, Victoria's Secret and Sunglass Hut; regional brands like Fink's Jewelers and Julie's; food and beverage concepts such as Eez Sushi, Red Rocks, Buttermilk Sky Pie Shop (coming soon), Starbucks, Corkscrew Wine Pub and Bad Daddy's Burger Bar; as well as specialty retailers such as Total Wine.

NAP's Partner and SVP of Leasing Adam Schwegman said, "The pandemic has greatly accelerated the evolution of retail and landlords must respond to stay relevant. Because of the open-air design of Birkdale Village, the property has a natural advantage over enclosed retail destinations where air circulation and social distancing may be problematic. While Birkdale Village already has a strong merchandise mix, we see an opportunity in the market to further upgrade the tenancy. With the addition of new street-level programming, community events and property enhancements NAP strives to future-proof this development and ensure its success for decades to come."

About North American Properties

Founded in 1954, North American Properties is a privately held, multi-regional real estate operating and development company that has acquired, developed and managed more than \$7 billion of mixed-use, retail, multifamily and office properties across the United States. Rooted in its purpose-driven approach to development, North American Properties is creating great places that connect people to each other; cities to their souls; partners to opportunities; and individuals to experiences that move them.

Headquartered in Cincinnati, with offices in Atlanta, Dallas and Fort Myers, Florida, the company has developed 22 million square feet of commercial space and 19,000 residential units in 15 states and 67 cities. In the past three years, North American Properties has launched 36 projects totaling \$2.2 billion in total capitalization. In metro Atlanta, North American Properties led the turnaround of Atlantic Station and the ground up development of Avalon. Currently, the company's mixed-use pipeline includes: Avalon in Alpharetta, Georgia; Colony Square in Midtown Atlanta; Newport on the Levee in Newport, Kentucky; Riverton in the New York metro area; and Birkdale Village in Huntersville, North Carolina. For more information, visit naproperties.com.

About Nuveen Real Estate

Nuveen Real Estate is one of the largest investment managers in the world with \$127 billion of assets under management.

With over 80 years of real estate investing experience and more than 660 employees located across over 25 cities throughout the United States, Europe and the Asia-Pacific region, the firm offers unparalleled geographic reach, which is married with deep sector expertise.

###

Date : 1/26/2021 5:48:52 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Forrester, Mallory" Mallory.Forrester@NAProperties.com
Subject : RE: Agenda - Huntersville Visit to Avalon
Attachment : image001.jpg;

Thank you! See everyone Thursday.

Anthony

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Tuesday, January 26, 2021 5:38 PM
To: Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Forrester, Mallory <Mallory.Forrester@NAProperties.com>
Subject: Agenda - Huntersville Visit to Avalon

Good Afternoon, Anthony

We are looking forward to hosting you all this week! Below is the agenda for the two days...we will have your car taken to the hotel and the keys ready for you when we get to that part of the agenda...so don't worry about checking in beforehand.

Attached is an extended version of the below with weather and in a printable format.

Thank you,
Tim

Thursday, January 28th

3:00 PM	Meet at Concierge [Tim, Aniela, Mike, David, Cayley]
	Tour of Avalon: Experience, Retail, Office, Residential, Hotel
4:30 PM	Arrive at The Hotel at Avalon
5:00 PM	Convene in Lobby
5:30 PM	Cocktail Hour in the Plaza [Leadership Team + Avalon Management Team]
7:00 PM	Dinner at Colletta [Tim, Mark, Aniela, Barbara, Mike]

Friday, January 29th

8:00 AM Breakfast at South City Kitchen with Dennis Mitchell (Mayor Pro Tem) +
Kathi Cook (Community Development Director) [Tim, Mark, Adam]
9:30 AM Management Office for Avalon Presentation [Tim, Adam, Aniela, Cayley]
11:00 AM Tour of Downtown Alpharetta [Tim, Adam, Aniela]
11:30 PM Lunch at Superica [Tim, Aniela, Mike, Paul]
12:30 PM End at Concierge



NORTH AMERICAN PROPERTIES

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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/23/2020 8:53:00 AM
From : "Melinda Bales" mbales@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Green, Tiffany" Tiffany.Green@naproperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Angels & Sparrows
Attachment : image003.jpg;
Mr. Perry-

This is excellent news! Thank you for sharing.

Our community looks forward to working with the NAPCares team!

--

Melinda Bales
Huntersville Mayor Pro Tem
Lake Norman Education Collaborative
Mbales@huntersville.org
704-728-9643

On Dec 22, 2020, at 1:18 PM, Perry, Tim
<Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon, Commissioner.

North American Properties, like many others, has chosen not to hold a holiday party this season but in lieu of to make donations to local food banks in every market where we have a presence...and will be making a substantial donation to Angels & Sparrows in Huntersville thanks to your recommendation last week. Over the next few months, our NAPCares team will be engaging at Birkdale Village and reaching out to you at the appropriate time for guidance as to how that team can best connect with the community.

Have a wonderful and safe holiday!

Tim Perry

<image003.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/10/2021 12:25:20 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Lombardo, Nick"

Nick.Lombardo@NAProperties.com, "Brian Richards" brichards@huntersville.org

Subject : RE: Avalon Visits!

Ok. Thanks!

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Wednesday, February 10, 2021 12:24 PM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Brian Richards <brichards@huntersville.org>

Subject: RE: Avalon Visits!

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Anthony – got your voicemail and will catch up with the team afterward and call you back.

Next week works – it will be fun on Tuesday as we are having a Mardi Gras party at Avalon as well. The Agenda will be similar – though on the 17th, I will have to head to our office for a meeting after breakfast.

Thanks,
Tim

From: Anthony Roberts <aroberts@huntersville.org>

Sent: Wednesday, February 10, 2021 11:58 AM

To: Perry, Tim <Tim.Perry@naproperties.com>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Brian Richards <brichards@huntersville.org>

Subject: RE: Avalon Visits!

External Email

Tim and Team:

The following people: Brian Richards -Assistant Planning Director, Commissioner Lance Munger, Ryan McDaniels – Lake Norman Economic Development Director are lined up to visit Avalon on the 16th and 17th if that still works. I copied Brian Richards on this email as he will be coordinating efforts from the town side. Will you send tentative schedule/details when available. The Town will pay for hotel room and food. Thanks.

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, February 3, 2021 3:30 PM
To: Anthony Roberts <aroberts@huntersville.org>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: RE: Avalon Visits!

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

How about the 16-17th? Otherwise the week after also looks good other than the 23rd.

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Wednesday, February 3, 2021 11:56 AM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: RE: Avalon Visits!

External Email

Tim:

Sorry, I forgot of all things that the Town Budget Workshop is Feb. 18-19.

Anthony

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Tuesday, February 2, 2021 10:37 PM
To: Anthony Roberts <aroberts@huntersville.org>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Re: Avalon Visits!

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you, Anthony.

How about the week after 18-19?

Copying Mike and Nick (who you will meet in the morning).

Sent from my iPhone

On Feb 2, 2021, at 5:33 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

External Email

Tim and Team:

I wanted to say thank you again for your hospitality on our recent visit to Avalon! It was jam packed with information and we learned a lot. I wanted to see if you may have other dates besides February 10-12 to get key Planning Staff and/or Board members to come experience Avalon and Alpharetta? Thanks!

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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Good Afternoon!

I know you are working with Barbara, but wanted to put out some specific dates and see if we can get it nailed down:

January 20-22
January 28-29
February 3-4
February 10-12

Exact plans would be fluid – but if the group arrives around mid-afternoon, we can walk the property, then check in at the hotel, cocktails/dinner. And then the following morning spend some time with our team walking through the why/how/what we do on property, and then tour the other uses on site like the office and residential, with a early lunch and departure?

Any of the days above work – just let us know.

We are very excited to host!

Thanks,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/10/2021 11:57:54 AM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Lombardo, Nick"

Nick.Lombardo@NAProperties.com, "Brian Richards" brichards@huntersville.org

Subject : RE: Avalon Visits!

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Huntersville Town Manager

aroberts@huntersville.org

704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Wednesday, February 3, 2021 3:30 PM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>

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To: Perry, Tim <Tim.Perry@naproperties.com>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: RE: Avalon Visits!

External Email

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Sent: Tuesday, February 2, 2021 10:37 PM
To: Anthony Roberts <aroberts@huntersville.org>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Re: Avalon Visits!

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Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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We are very excited to host!

Thanks,
Tim

<image001.jpg>

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North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/3/2021 11:55:42 AM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Lombardo, Nick"

Nick.Lombardo@NAProperties.com

Subject : RE: Avalon Visits!

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To: Anthony Roberts <aroberts@huntersville.org>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela

<Aniela.Respress@NAProperties.com>; Mullen, Cayley

<Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>;

Lombardo, Nick <Nick.Lombardo@NAProperties.com>

Subject: Re: Avalon Visits!

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aroberts@huntersville.org
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Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/2/2021 11:29:35 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress,

Aniela" Aniela.Respress@naproperties.com, "Mullen, Cayley"

Cayley.Mullen@naproperties.com, "Lant, Mike"

Mike.Lant@naproperties.com, "Lombardo, Nick"

Nick.Lombardo@naproperties.com

Subject : Re: Avalon Visits!

I'll send out an email tomorrow and see what takers I get. Thanks.

Anthony Roberts,
Town Manager

On Feb 2, 2021, at 10:36 PM, Perry, Tim
<Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

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How about the week after 18-19?

Copying Mike and Nick (who you will meet in the morning).

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jam packed with information and we learned a lot. I wanted to see if you may have other dates besides February 10-12 to get key Planning Staff and/or Board members to come experience Avalon and Alpharetta? Thanks!

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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Good Afternoon!

I know you are working with Barbara, but wanted to put out some specific dates and see if we can get it nailed down:

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January 28-29
February 3-4
February 10-12

Exact plans would be fluid – but if the group arrives around mid-afternoon, we can walk the property, then check in at the hotel, cocktails/dinner. And then the following morning spend some time with our team walking through the why/how/what we do on property, and then tour the other uses on site like the office and residential, with a early lunch and departure?

Any of the days above work – just let us know.

We are very excited to host!

Thanks,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/2/2021 5:33:05 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com
Subject : RE: Avalon Visits!
Attachment : image001.jpg;

Tim and Team:

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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/21/2021 8:36:50 AM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Nick Walsh" nwalsh@huntersville.org

Subject : Re: Avalon Visits!

Ok. I'll share with Melinda and see what she says to see if we can line it up.

Anthony Roberts,
Town Manager

On Jan 21, 2021, at 8:22 AM, Nick Walsh <nwalsh@huntersville.org> wrote:

Anthony -

Sorry for the delayed response. I am good with any of the dates starting next week.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379

On Jan 15, 2021, at 9:48 AM, Anthony Roberts
<aroberts@huntersville.org> wrote:

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

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From: Perry, Tim <Tim.Perry@naproperties.com>

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Thanks,
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O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/15/2021 10:22:14 AM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Dan Boone" dboone@huntersville.org
Subject : RE: Avalon Visits!

10-4

From: Dan Boone <dboone@huntersville.org>
Sent: Friday, January 15, 2021 10:19 AM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Avalon Visits!

I will not be heading to GA. Thanks for the invite. Dan

Sent from my iPad

On Jan 15, 2021, at 9:48 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/15/2021 9:46:51 AM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com
Subject : RE: Avalon Visits!
Attachment : image001.jpg;

Tim:

Thanks. I'll get with my group and confirm a date(s).

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
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Thanks,
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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/15/2021 10:18:42 AM
From : "Dan Boone" dboone@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Avalon Visits!
Attachment : image001.jpg;
I will not be heading to GA. Thanks for the invite. Dan

Sent from my iPad

On Jan 15, 2021, at 9:48 AM, Anthony Roberts
<aroberts@huntersville.org> wrote:

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

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From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/17/2021 12:43:37 PM

From : "Emily Sloop" esloop@huntersville.org

To : "Lance Munger" lmunger@huntersville.org, "Anthony Roberts" aroberts@huntersville.org, "Board Members"

BoardMembers@huntersville.org

Subject : Re: Avalon Visits!

Attachment : image001.jpg;

Board,

There are conflict rules regarding contracting and voting that public officers must adhere to.

From a contracting perspective, N.C.G.S. 14-234 prohibits contracts for personal benefit. Specifically, a public officer (elected or appointed) or a public employee is prohibited from deriving a direct benefit from any contract in which he or she is involved on behalf of the public agency he or she serves. The statute contains two additional prohibitions. First, a public officer or employee who will derive a direct benefit from a contract with the public agency he or she serves, but who is not involved in making or administering the contract, shall not attempt to influence any other person who is involved in making or administering the contract. Secondly, all public officers and employees are prohibited from soliciting or receiving any gift, reward, or promise of reward, including a promise of future employment, in exchange for recommending, influencing, or attempting to influence the award of a contract, even if they do not derive a direct benefit under the contract.

A second statute, N.C.G.S. 133-32, is designed to prevent the use of gifts and favors to influence the award and administration of public contracts. The statute makes it a Class 1 misdemeanor for a current contractor, a contractor who has performed under a contract with a public agency within the past year, or a person who anticipates bidding on a contract in the future to give any gift or favor to public officials and employees who have responsibility for preparing, awarding, or overseeing contracts, including inspecting construction projects.

The gift prohibition under N.C.G.S. 133-32 applies to anything of value acquired or received without fair compensation unless it is covered by a statutory exception. These exceptions include, but are not limited to, advertising items or souvenirs of nominal value, honoraria for participating in meetings, and meals at banquets. Inexpensive pens, mugs, and calendars bearing the name of the donor firm fall within the exception for advertising items and souvenirs. Although meals at banquets are allowed, free meals offered by contractors as specified in the statute (current, within the past year, or who anticipate bidding on a contract as set forth above) should be refused under other circumstances.

There are additional conflict rules with regards to voting on legislative and quasi-judicial matters, including rules on ex parte communications with regards to the latter, that I am happy to discuss if either are applicable in this situation.

Thanks,

Emily

From: Lance Munger <lmunger@huntersville.org>
Sent: Saturday, January 16, 2021 4:17 PM
To: Anthony Roberts <aroberts@huntersville.org>; Board Members <BoardMembers@huntersville.org>
Cc: Emily Sloop <esloop@huntersville.org>
Subject: RE: Avalon Visits!

Hi Anthony,

Can you or Emily provide clarification as to what can and cannot be accepted by an elected official in a situation like this, not sure that I would be able to go anyway, but I feel like there may be some ethical questions at play here.

Lance

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, January 15, 2021 9:49 AM
To: Board Members <BoardMembers@huntersville.org>
Subject: FW: Avalon Visits!

Mayor and Board:

Here are more dates for Avalon tour let me know if you need me to coordinate. Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
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We are very excited to host!

Thanks,
Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/15/2021 9:55:52 AM
From : "John Aneralla" janeralla@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Board Members" BoardMembers@huntersville.org
Subject : Re: Avalon Visits!
Attachment : image001.jpg;

I will not be attending.
Have a great weekend.
John

Sent from my iPad

On Jan 15, 2021, at 9:48 AM, Anthony Roberts
<aroberts@huntersville.org> wrote:

Mayor and Board:

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Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/16/2021 4:17:51 PM
From : "Lance Munger" lmunger@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org, "Board Members" BoardMembers@huntersville.org
Cc : "Emily Sloop" esloop@huntersville.org
Subject : RE: Avalon Visits!
Attachment : image001.jpg;

Hi Anthony,

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Lance

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, January 15, 2021 9:49 AM
To: Board Members <BoardMembers@huntersville.org>
Subject: FW: Avalon Visits!

Mayor and Board:

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From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/3/2021 7:25:09 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Anthony Roberts" aroberts@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Lombardo, Nick" Nick.Lombardo@NAProperties.com
Subject : Re: Avalon Visits!

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Good morning. See you at Starbucks at 8am.

Get [Outlook for iOS](#)

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Tuesday, February 2, 2021 11:29:35 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Re: Avalon Visits!

External Email

I'll send out an email tomorrow and see what takers I get. Thanks.

Anthony Roberts,
Town Manager

On Feb 2, 2021, at 10:36 PM, Perry, Tim
<Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you, Anthony.

How about the week after 18-19?

Copying Mike and Nick (who you will meet in the morning).

Sent from my iPhone

On Feb 2, 2021, at 5:33 PM, Anthony Roberts
<aroberts@huntersville.org> wrote:

External Email

Tim and Team:

I wanted to say thank you again for your hospitality on our recent visit to Avalon! It was jam packed with information and we learned a lot. I wanted to see if you may have other dates besides February 10-12 to get key Planning Staff and/or Board members to come experience Avalon and Alpharetta? Thanks!

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Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/21/2021 8:22:13 AM
From : "Nick Walsh" nwalsh@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Avalon Visits!
Attachment : image001.jpg;
Anthony -

Sorry for the delayed response. I am good with any of the dates starting next week.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379

On Jan 15, 2021, at 9:48 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

Mayor and Board:

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Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Wednesday, January 13, 2021 2:18 PM
To: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Avalon Visits!

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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/12/2021 6:17:06 PM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "Anthony Roberts" aroberts@huntersville.org

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Lombardo, Nick"

Nick.Lombardo@NAProperties.com, "Brian Richards" brichards@huntersville.org

Subject : Re: Avalon Visits!

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No worries!

We will be up there perhaps the first week of March and reach out as well

Sent from my iPhone

On Feb 12, 2021, at 5:14 PM, Anthony Roberts
<aroberts@huntersville.org> wrote:

External Email

Tim:

I am sorry but we need to reschedule next week's visit to Avalon on the 16th and 17th. Two out of the three attendees had something come up. Brian Richards will reach back out to you in the coming weeks for possible other dates. I'll call you next week also. Thanks and I hope you all have a great weekend!

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Anthony Roberts
Sent: Wednesday, February 10, 2021 11:58 AM
To: 'Perry, Tim' <Tim.Perry@naproperties.com>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Brian Richards <brichards@huntersville.org>
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aroberts@huntersville.org
704-875-6541 (office)

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To: Anthony Roberts <aroberts@huntersville.org>
Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
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Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Lombardo, Nick <Nick.Lombardo@NAProperties.com>
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Thanks,
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<image001.jpg>

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1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/10/2021 12:24:21 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Lant, Mike" Mike.Lant@NAProperties.com, "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Brian Richards" brichards@huntersville.org
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Anthony – got your voicemail and will catch up with the team afterward and call you back.

Next week works – it will be fun on Tuesday as we are having a Mardi Gras party at Avalon as well. The Agenda will be similar – though on the 17th, I will have to head to our office for a meeting after breakfast.

Thanks,
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Date : 2/3/2021 3:29:54 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Lant, Mike" Mike.Lant@NAProperties.com, "Lombardo, Nick" Nick.Lombardo@NAProperties.com
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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/2/2021 10:36:44 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Lant, Mike" Mike.Lant@NAProperties.com, "Lombardo, Nick" Nick.Lombardo@NAProperties.com
Subject : Re: Avalon Visits!
Attachment : image001.jpg;

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O: 404.965.9070 M:404.597-7856
<http://www.NAProperties.com>
Tim.Perry@naproperties.com

Date : 2/12/2021 5:14:35 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Lombardo, Nick"

Nick.Lombardo@NAProperties.com, "Brian Richards" brichards@huntersville.org

Subject : RE: Avalon Visits!

Tim:

I am sorry but we need to reschedule next week's visit to Avalon on the 16th and 17th. Two out of the three attendees had something come up. Brian Richards will reach back out to you in the coming weeks for possible other dates. I'll call you next week also. Thanks and I hope you all have a great weekend!

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Tim.Perry@naproperties.com

Date : 12/8/2020 3:36:53 PM
From : "Mullen, Cayley" Cayley.Mullen@NAProperties.com
To : "John Aneralla" janeralla@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Respress, Aniela" Aniela.Respress@NAProperties.com
Subject : RE: Birkdale Menorah Lighting

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Great! We look forward to hosting you.

Please let me know if we can be of further assistance.

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: John Aneralla <janeralla@huntersville.org>
Sent: Monday, December 7, 2020 10:03 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Re: Birkdale Menorah Lighting

External Email

I plan on attending!
John

Sent from my iPad

On Dec 7, 2020, at 4:08 PM, Perry, Tim <Tim.Perry@naproperties.com> wrote:

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Good Afternoon, Mayor.

It looks like everything is set for this week with the lighting – the event is live at this link: <https://www.eventbrite.com/e/birkdale-village-hanukkah-2020-menorah-lighting-tickets-131199494219>

My understanding is a 15 minute ceremony, with the lighting at 6:15pm. Unfortunately due to limits on gathering, it seems there will be gift bags handed out rather than the usual meal to follow.

If you need anything at all, please feel free to reach out to me or to Cayley Mullen (copied)...she is the brains behind the whole operation ☐

Thank you,
Tim

<image001.jpg>

Tim Perry

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1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

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This email has been scanned for viruses and malware, and may have been automatically archived by Mimecast, a leader in email security and cyber resilience. Mimecast integrates email defenses with brand protection, security awareness training, web security, compliance and other essential capabilities. Mimecast helps protect large and small organizations from malicious activity, human error and technology failure; and to lead the movement toward building a more resilient world. To find out more, visit our website.

Date : 12/7/2020 10:03:29 PM

From : "John Aneralla" janeralla@huntersville.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Respress, Aniela" Aniela.Respress@naproperties.com, "Mullen, Cayley" Cayley.Mullen@naproperties.com

Subject : Re: Birkdale Menorah Lighting

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North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M:404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/8/2021 10:27:05 PM
From : "Lauren Speight" lspeight@huntersville.org
To : "Smith, Maureen" Maureen.Smith@Birkdalevillage.com
Subject : RE: Birkdale Village - Mobile Brewery permit
Attachment : image001.png;

Good evening,

Since this is a one-time event you are welcome to have the food/beverage truck without a permit. However, if Birkdale would like regular food/beverage trucks it would be best for you to submit a Zoning Use permit for Birkdale for the variety of locations where you might regularly want the vehicles.

For the St. Patrick's Day event, please be sure the location and use of the beverage truck is compliant with Article 9.37.2:

.2 The establishment of temporary mobile food sales are permitted as an accessory use upon issuance of a temporary use permit by the Zoning Administrator. The following conditions apply.

- (a) Trailers, carts and related storage shall be removed by the close of each business day.
- (b) The use may only be located on a lot occupied by a non-residential use.
- (c) The use shall be located a minimum of 15' behind existing road right-of-way, shall not impede the flow of pedestrian traffic, nor shall be located in any required parking space, loading space, or vehicle maneuvering area.
- (d) Off-street parking may be provided in existing parking spaces, as long as they are not part of the required number of spaces for the principal use.
- (e) No signage shall be permitted, except signs that are painted on or applied directly to the mobile food unit.
- (f) All applicable local and state regulations, including, but not limited to, Health Department, Environmental Health, and Environmental Protection, shall be met.
- (g) All discharge, waste and trash shall be properly disposed of in accordance with the applicable regulations by the close of each day.
- (h) A temporary use permit shall be required and is valid for one year and may be renewed annually. Prior to the issuing a temporary use permit all appropriate approvals, as provided in the Mecklenburg County Environmental Health Department's Mobile Food Unit and Push Cart Flow Chart, shall be provided to the Planning Department.

(i) At the issuance and renewal of a temporary use permit, the applicant shall supply the Zoning Administrator with permission from the property owner to locate on the property.

(j) The use shall not create any additional non-conformities on the existing site.

Let me know if you have any questions!

Lauren Speight
Planner I | Town of Huntersville
105 Gilead Road | Third Floor
P.O. Box 664 | Huntersville, North Carolina 28070
PH: 704-766-2254 | FX: 704-992-5528
Email: lspeight@huntersville.org
Web: www.huntersville.org



Pursuant to North Carolina General Statutes, Chapter 132, email correspondence to and from this address may be considered public record under the North Carolina Public Records Law and may be disclosed to third parties.

From: Smith, Maureen <Maureen.Smith@Birkdalevillage.com>
Sent: Monday, February 8, 2021 12:42 PM
To: Lauren Speight <lspeight@huntersville.org>
Subject: Birkdale Village - Mobile Brewery permit

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Lauren-

Thanks for taking the time to speak to me today. As per our conversation, please let me know if there is a permit/licensing process to have a mobile brewery onsite selling beer for a St Patrick's day party.

Thank you,
Maureen

Maureen Smith | Marketing Manager
North American Properties – Birkdale Village
8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744
(cell) 704-728-8400
Maureen.Smith@BirkdaleVillage.com

Date : 2/8/2021 10:44:11 AM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Dan Boone" dboone@huntersville.org

Cc : "Board Members" BoardMembers@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org, "Brian Richards" brichards@huntersville.org, "Jackie Huffman" jhuffman@huntersville.org, "Bobby Williams" bwilliams@huntersville.org

Subject : RE: Birkdale Village

Comm. Boone:

I'd rather not as I would basically give very high level information or some of the same information as in the Feb. 7th email so as not to interfere with North American Properties marketing, messaging, tenant relations, possible real estate transactions, etc. See below for some details.

PLEASE DON'T SHARE

My details below will be short and my words will not do it justice.

Some of the things I learned and/or saw that are likely to be done by North American Properties:

- 1) keep Birkdale name but changing marketing, branding, etc.
- 2) add public restrooms (I never realized Birkdale didn't have any)
- 3) add major concierge services (may have concierge building in one of center islands you pull up to/give them your car, go shop, they bring it to you, make dinner reservations, etc.)
- 4) increase security presence
- 5) speakers will be added throughout Birkdale for constant music
- 6) better signage throughout (like painted signage in parking deck to guide you to stores, kiosks in various locations, etc.)
- 7) apartments will be getting interior and exterior face lift (paint, countertops, appliances, flooring) - will drive up rent rates
- 8) apartment amenities will be getting facelift (pool upgrades, new workout equipment, maybe office workspace for rent, etc.)
- 9) better landscaping/maintenance throughout
- 10) some diagonal parking will be removed (they own) to potentially allow for "jewel box" buildings (1-2 story buildings) in certain areas of common open space along Birkdale Commons Parkway
- 11) existing water fountain in Birkdale Commons Parkway (circle) will be upgraded/replaced; may also allow for pop up ice skating rink in this location
- 12) adding other amenities in common spaces like fire pits, art, etc.
- 12) many more year around events in partnership with Parks & Rec, CVB, non-profits (several events to raise money for local charities)
- 13) create more outdoor sitting opportunities for restaurant spaces where possible
- 14) certain tenant lease will not be renewed (those will go unnamed)

Bigger discussions or things in play:

- 1) possibly purchasing outparcels (mixed use bldg. where Which-Which located, mixed use building where Chipotle located, movie theatre building) and North Pointe Executive Park
- 2) hotel with/with-out convention center
- 3) more high end office space
- 4) single story tenants along Townley Road (Pier 1, Barnes & Noble, etc.) - maybe go 2-3 stories with mixed use

Thanks.

Ant

-----Original Message-----

From: Dan Boone <dboone@huntersville.org>

Sent: Sunday, February 7, 2021 12:41 PM

To: Anthony Roberts <aroberts@huntersville.org>
Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau
<jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman
<jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Re: Birkdale Village

Anthony, Maybe you can update the entire board on your trip to Georgia at our next meeting on Feb. 15th.

Dan

Sent from my iPad

> On Feb 5, 2021, at 11:18 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

>

>

>>> Mayor and Board:

>>>

>>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

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>>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

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>>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

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>>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

>>>

>>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>>

>>> Ant

>>>

>>>

>>>

>>>

>>>

Date : 2/5/2021 10:24:00 AM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Nick Walsh" nwalsh@huntersville.org
Cc : "Melinda Bales" mbales@huntersville.org
Subject : Re: Birkdale Village
Thanks to all.

Anthony Roberts,
Town Manager

On Feb 5, 2021, at 10:23 AM, Nick Walsh <nwalsh@huntersville.org> wrote:

Works for me.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Feb 4, 2021, at 11:38 PM, Anthony Roberts
<aroberts@huntersville.org> wrote:

This ok?

Mayor and Board:

As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

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the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

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I will be sending Brian Richards and Jack Simoneau down to visit and would encourage you to go if you can. Available dates are: Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let me know if you would like to go and I'll coordinate. Thanks.

Ant

Date : 1/5/2021 1:51:36 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Nick Walsh" nwalsh@huntersville.org
Subject : Re: Birkdale Village
I'm checking for this week

Anthony Roberts,
Town Manager

On Jan 5, 2021, at 1:04 PM, Nick Walsh <nwalsh@huntersville.org> wrote:

I spoke with her. I am good with Thursday. You going?

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Jan 5, 2021, at 1:03 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

Melinda is the only one thus far that I know may be interested. She said she was going to call you. She was thinking about this Thursday. I have a call into Tim Perry to see when we need to let him know.

Ant

From: Nick Walsh <nwalsh@huntersville.org>
Sent: Tuesday, January 5, 2021 6:52 AM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Birkdale Village

Anthony -

I would like to go. Let me know what works out for others schedules.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Jan 4, 2021, at 3:11 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

Mayor and Board:

Let me know if you are going or if I need to coordinate anything. I may go if I can work it out based on some of the general conversations I've had with Tim (i.e., possibility of going vertical on existing one story buildings, hotel w/wout convention component, potential to purchase NorthPointe Executive Park, etc.). Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Monday, January 4, 2021 10:20 AM
To: John Aneralla <janeralla@huntersville.org>; Melinda Bales <mbales@huntersville.org>; Dan Boone <dboone@huntersville.org>; Lance Munger <lmunger@huntersville.org>; Brian Hines <bhines@huntersville.org>; Nick Walsh <nwalsh@huntersville.org>; Stacy Phillips <sphillips@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: RE: Birkdale Village

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Good Morning,

We hope that you all had a wonderful, safe, and re-energizing holiday!

There is nothing like the start of a new year to get our team refocused and ready to jump into 2021!

As a follow up to the below email – we would appreciate hosting you for a post-holiday breather and get away to Avalon and wanted to check on the those dates...Thursday 7th and Thursday 14th. If we have to split up due to protocol...let me know if those work and for whom, and we will start planning.

Thank you and Happy New Year.

Tim

From: Perry, Tim
Sent: Thursday, December 17, 2020 2:14 PM
To: janeralla@huntersville.org; mbales@huntersville.org; dboone@huntersville.org; lmunger@huntersville.org; bhines@huntersville.org; nwalsh@huntersville.org; sphillips@huntersville.org
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: Birkdale Village

Good Afternoon,

Thank you for your time on Tuesday morning to introduce North American Properties to the Town of Huntersville!

We look forward to being both a part of your community and a partner in your community for years to come.

For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/5/2021 1:03:53 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Nick Walsh" nwalsh@huntersville.org
Subject : RE: Birkdale Village

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Subject: RE: Birkdale Village

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Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/5/2021 11:22:09 AM
From : "Bobby Williams" bwilliams@huntersville.org
To : "Brian Richards" brichards@huntersville.org
Subject : RE: Birkdale Village

I am down to go one day - just let me know!

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:

>>

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>>

>> Ant

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>>

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>>

>>

>>

Date : 2/11/2021 4:08:50 PM

From : "Brian Hines" bhines@huntersville.org

To : "Brian Richards" brichards@huntersville.org

Subject : Re: Birkdale Village

Sorry for the delay. Too much going on and I won't be able to attend. Glad you all are getting able to go. Hope you enjoy.

brian

> On Feb 9, 2021, at 11:14 AM, Brian Richards <brichards@huntersville.org> wrote:

>

> All,

>

> As a quick follow up would anyone be able to travel to Avalon on February 16-17? We fully understand that this adjacent to the Town Board retreat and is a large time commitment. We can also reach out to the team at NAP and explore dates in early March.

>

> Please let me know if you have interest in attending and if you have a preference on dates.

>

> Thank You,

>

> Brian Richards

> Assistant Planning Director

> Huntersville Planning Dept.

> 105 Gilead Rd 3rd Floor

> Huntersville, NC 28078

>

> Mailing address

> PO BOX 664

> Huntersville, NC 28070

> Ph 704 766 2218

> Fx 704 992 5528

> brichards@huntersville.org

>

> -----Original Message-----

> From: Anthony Roberts <aroberts@huntersville.org>

> Sent: Friday, February 5, 2021 11:19 AM

> To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau

> <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>

> Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

> Subject: Fwd: Birkdale Village

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>>>>

>>>> Ant

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Date : 2/10/2021 7:52:58 AM
From : "Brian Richards" brichards@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org
Subject : RE: Birkdale Village
10-4. Ill be in around 9:30 I can call you then.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----
From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Wednesday, February 10, 2021 7:52 AM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

No sir, no members of the manager's office. Just you three: Ryan, you, and Lance.

Might try to call you later

Jackie Huffman
Assistant Town Manager

-----Original Message-----
From: Brian Richards <brichards@huntersville.org>
Sent: Tuesday, February 9, 2021 4:42 PM
To: Jackie Huffman <jhuffman@huntersville.org>
Subject: RE: Birkdale Village

Sounds like a plan - you will be joining us correct?

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----
From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Tuesday, February 9, 2021 4:41 PM

To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

I'd advise plan on going Feb 16-17 you, Lance and Ryan

Thank you for the heads up

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>
Sent: Tuesday, February 9, 2021 4:38 PM
To: Jackie Huffman <jhuffman@huntersville.org>
Subject: RE: Birkdale Village

Hello,

Lance and Ryan are in for the 16-17. Bobby may have a conflict early on the 16th.

Let me know if you'd like us to proceed on the 16-17th or If you'd like me to reach out to North American and find a time in early March.

Thanks,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 4:47 PM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

Those are great for me too - could conflict with last minute retreat stuff, but that happens under any circumstances

Happy weekend - I'm guessing being from Florida, you're pulling for Tampa Bay? I think I am too - want a good game more than anything

See you next week

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>
Sent: Friday, February 5, 2021 4:42 PM
To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

I have not yet.

For me the 16-17 is best for me.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 4:23 PM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

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Jackie Huffman
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Sent: Friday, February 5, 2021 12:42 PM
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Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

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Assistant Planning Director
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brichards@huntersville.org

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Sent: Friday, February 5, 2021 12:05 PM
To: Brian Richards <brichards@huntersville.org>

Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: FW: Birkdale Village

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Assistant Town Manager

-----Original Message-----

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Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:

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>> Ant

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>>

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Date : 2/9/2021 4:41:54 PM

From : "Brian Richards" brichards@huntersville.org

To : "Jackie Huffman" jhuffman@huntersville.org

Subject : RE: Birkdale Village

Sounds like a plan - you will be joining us correct?

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>

Sent: Tuesday, February 9, 2021 4:41 PM

To: Brian Richards <brichards@huntersville.org>

Subject: RE: Birkdale Village

I'd advise plan on going Feb 16-17 you, Lance and Ryan

Thank you for the heads up

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Tuesday, February 9, 2021 4:38 PM

To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

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Let me know if you'd like us to proceed on the 16-17th or If you'd like me to reach out to North American and find a time in early March.

Thanks,

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brichards@huntersville.org

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To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

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>> Ant

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Date : 2/9/2021 4:37:44 PM
From : "Brian Richards" brichards@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org
Subject : RE: Birkdale Village

Hello,

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Mailing address
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Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

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To: Brian Richards <brichards@huntersville.org>
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Assistant Town Manager

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>

Sent: Friday, February 5, 2021 11:19 AM

To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau

<jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>

Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

Subject: Fwd: Birkdale Village

>> Mayor and Board:

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>> Ant

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>>

>>

Date : 2/9/2021 4:26:25 PM

From : "Brian Richards" brichards@huntersville.org

To : "Lance Munger" lmunger@huntersville.org

Subject : RE: Birkdale Village

Thanks Lance. We are attempting to coordinate schedules. I'll reach back out to you shortly.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Lance Munger <lmunger@huntersville.org>
Sent: Tuesday, February 9, 2021 1:47 PM
To: Brian Richards <brichards@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>; Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>; Ryan McDaniels <mcdaniels@lnedc.com>
Subject: RE: Birkdale Village

Hi Brian,

I would be open to traveling to Avalon on February 16-17.

Lance Munger
Huntersville Town Commissioner
LMunger@huntersville.org
443-615-0638

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>
Sent: Tuesday, February 9, 2021 11:15 AM
To: Anthony Roberts <aroberts@huntersville.org>; Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>; Ryan McDaniels <mcdaniels@lnedc.com>
Subject: RE: Birkdale Village

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Thank You,

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brichards@huntersville.org

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>> Ant

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Date : 2/9/2021 12:06:30 PM
From : "Brian Richards" brichards@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org
Subject : RE: Birkdale Village

□

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

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From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Tuesday, February 9, 2021 12:06 PM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

Thank you

Jackie Huffman
Assistant Town Manager

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From: Brian Richards <brichards@huntersville.org>
Sent: Tuesday, February 9, 2021 11:15 AM
To: Anthony Roberts <aroberts@huntersville.org>; Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
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Date : 2/9/2021 11:14:32 AM

From : "Brian Richards" brichards@huntersville.org

To : "Anthony Roberts" aroberts@huntersville.org, "Board Members" BoardMembers@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org

Cc : "Jackie Huffman" jhuffman@huntersville.org, "Bobby Williams" bwilliams@huntersville.org, "Ryan McDaniels" mcdaniels@Inedc.com

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>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>

>> Ant

>>

>>

>>

>>

>>

Date : 2/5/2021 4:49:25 PM

From : "Brian Richards" brichards@huntersville.org

To : "Jackie Huffman" jhuffman@huntersville.org

Subject : RE: Birkdale Village

Ugh forgot about the retreat.... we will adapt!

I'm pretty neutral on this one but suspect it will be a great game.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>

Sent: Friday, February 5, 2021 4:47 PM

To: Brian Richards <brichards@huntersville.org>

Subject: RE: Birkdale Village

Those are great for me too - could conflict with last minute retreat stuff, but that happens under any circumstances

Happy weekend - I'm guessing being from Florida, you're pulling for Tampa Bay? I think I am too - want a good game more than anything

See you next week

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Friday, February 5, 2021 4:42 PM

To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

I have not yet.

For me the 16-17 is best for me.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218

Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 4:23 PM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

Have you heard from anyone?

I have signed up for an institute course that would make Feb 24-25, 25-26 problematic, but I plan to go, so if its then, so be it.

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>
Sent: Friday, February 5, 2021 12:42 PM
To: Jackie Huffman <jhuffman@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Will do. I need to look at my calendar as well.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 12:05 PM
To: Brian Richards <brichards@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: FW: Birkdale Village

I plan to go. Will you please let me know when you hear from any board members about what dates we seem to be leaning toward

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:

>>

>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

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>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

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>> Ant

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Date : 2/5/2021 4:42:09 PM
From : "Brian Richards" brichards@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org
Subject : RE: Birkdale Village

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Brian Richards
Assistant Planning Director
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Subject: RE: Birkdale Village

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>> Ant

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Date : 2/5/2021 12:41:50 PM
From : "Brian Richards" brichards@huntersville.org
To : "Jackie Huffman" jhuffman@huntersville.org
Cc : "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village

Will do. I need to look at my calendar as well.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

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From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 12:05 PM
To: Brian Richards <brichards@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: FW: Birkdale Village

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Jackie Huffman
Assistant Town Manager

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Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

>> Mayor and Board:

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>>

>> Ant

>>

>>

>>

>>

>>

Date : 2/5/2021 11:22:48 AM
From : "Brian Richards" brichards@huntersville.org
To : "Bobby Williams" bwilliams@huntersville.org
Subject : RE: Birkdale Village

Sounds good..... I need to check w Kim (lol)

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Bobby Williams <bwilliams@huntersville.org>
Sent: Friday, February 5, 2021 11:22 AM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

I am down to go one day - just let me know!

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
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>>

>> Ant

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>>

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>>

>>

Date : 1/21/2021 11:52:58 AM
From : "Brian Richards" brichards@huntersville.org
To : "Lant, Mike" Mike.Lant@NAProperties.com, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;

Sounds great! See you then

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Thursday, January 21, 2021 11:51 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Absolutely.
Shall we meet in front of Starbucks?



NORTH AMERICAN PROPERTIES

Michael Lant
Sr. VP Development
1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361
O: 404.946.0948 M: 404.401.7138
<http://www.NAProperties.com>
Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, January 21, 2021 11:50 AM

To: Lant, Mike <Mike.Lant@NAProperties.com>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

External Email

Would you be open to meeting at Birkdale Village and we can walk the property?

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Thursday, January 21, 2021 11:48 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Perfect.
Meet at Town offices?



Michael Lant
Sr. VP Development
1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361
O: 404.946.0948 M: 404.401.7138
<http://www.NAProperties.com>
Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, January 21, 2021 11:45 AM
To: Lant, Mike <Mike.Lant@NAProperties.com>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

External Email

Hi Mike,

Thank you for reaching out. Jack and I would most certainly enjoy meeting with you when you are in town. Would Wednesday the 3rd at 8am work for you?

Thanks

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Thursday, January 21, 2021 11:24 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Hello Brian and Jack,
HAPPY NEW YEAR!

Nick Lombardo and I will be at Birkdale Village the afternoon of Tue, Feb 2 and the morning of Wed, Feb 3 and would enjoy the opportunity to meet you and give you an update on our initial upgrades.

Please let me know what works best for you.

Thanks



NORTH AMERICAN PROPERTIES

Michael Lant
Sr. VP Development
1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>

Sent: Wednesday, December 9, 2020 2:15 PM

To: Jack Simoneau <jsimoneau@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

External Email

All,

Welcome to Huntersville. We are excited to have you be part of our community. We have heard that you have some exciting plans for Birkdale. I would like to extend an offer to meet and discuss to ensure a smooth transition.

Per your request here is a link to the files for Birkdale Village. Please let me know if there are specific documents that you'd like to go over.

<https://www.huntersville.org/FormCenter/Planning-5/Zoning-Inspection-Request-96>

Sincerely,

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

Huntersville, NC 28078

Mailing address

PO BOX 664

Huntersville, NC 28070

Ph 704 766 2218

Fx 704 992 5528

brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>

Sent: Wednesday, December 9, 2020 1:54 PM

To: Brian Richards <brichards@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

Pursuant to North Carolina General Statutes, Chapter 132, email correspondence to and from this address may be considered public record under the North Carolina Public Records Law and may be disclosed to third parties.

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 10:28 AM
To: Jack Simoneau <jsimoneau@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Jack,

I trust this finds you well.

As you may know, we are North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

Disclaimer

The information contained in this communication from the sender is confidential. It is intended solely for use by the recipient and others authorized to receive it. If you are not the recipient, you are hereby notified that any disclosure, copying, distribution or taking action in relation of the contents of this information is strictly prohibited and may be unlawful.

This email has been scanned for viruses and malware, and may have been automatically archived by Mimecast, a leader in email security and cyber resilience. Mimecast integrates email defenses with brand protection, security awareness training, web security, compliance and other essential capabilities. Mimecast helps protect large and small organizations from malicious activity, human error and technology failure; and to lead the movement toward building a more resilient world. To find out more, visit our website.

Date : 1/21/2021 11:49:57 AM
From : "Brian Richards" brichards@huntersville.org
To : "Lant, Mike" Mike.Lant@NAProperties.com, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
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From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, January 21, 2021 11:45 AM

To: Lant, Mike <Mike.Lant@NAProperties.com>; Jack Simoneau <jimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
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Sent: Thursday, January 21, 2021 11:24 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Hello Brian and Jack,
HAPPY NEW YEAR!

Nick Lombardo and I will be at Birkdale Village the afternoon of Tue, Feb 2 and the morning of Wed, Feb 3 and would enjoy the opportunity to meet you and give you an update on our initial upgrades.

Please let me know what works best for you.

Thanks



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>

Sent: Wednesday, December 9, 2020 2:15 PM

To: Jack Simoneau <jsimoneau@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

External Email

All,

Welcome to Huntersville. We are excited to have you be part of our community. We have heard that you have some exciting plans for Birkdale. I would like to extend an offer to meet and discuss to ensure a smooth transition.

Per your request here is a link to the files for Birkdale Village. Please let me know if there are specific documents that you'd like to go over.

<https://www.huntersville.org/FormCenter/Planning-5/Zoning-Inspection-Request-96>

Sincerely,

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

Huntersville, NC 28078

Mailing address

PO BOX 664

Huntersville, NC 28070

Ph 704 766 2218

Fx 704 992 5528

brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>

Sent: Wednesday, December 9, 2020 1:54 PM

To: Brian Richards <brichards@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 10:28 AM
To: Jack Simoneau <jsimoneau@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Birkdale Village

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<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

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NORTH AMERICAN PROPERTIES

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WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 1/21/2021 11:44:45 AM
From : "Brian Richards" brichards@huntersville.org
To : "Lant, Mike" Mike.Lant@NAProperties.com, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;

Hi Mike,

Thank you for reaching out. Jack and I would most certainly enjoy meeting with you when you are in town. Would Wednesday the 3rd at 8am work for you?

Thanks

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Thursday, January 21, 2021 11:24 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
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Mike.Lant@NAProperties.com

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To: Jack Simoneau <jsimoneau@huntersville.org>

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Sincerely,

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

Huntersville, NC 28078

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brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>

Sent: Wednesday, December 9, 2020 1:54 PM

To: Brian Richards <brichards@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village
Importance: High

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Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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Subject: Birkdale Village

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<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

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1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

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Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 12/10/2020 8:07:13 AM
From : "Brian Richards" brichards@huntersville.org
To : "Lant, Mike" Mike.Lant@NAProperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com
Subject : RE: Birkdale Village
Attachment : image001.jpg;

Hi Mike and Nick,

I noticed that I inadvertently sent the wrong link to the Birkdale Files. Below is the correct link. My apologies for the confusion.

<https://www.dropbox.com/sh/iz91pwcqemgnxjb/AAD62Ud1e6nGgriYJA-C5gXza?dl=0>

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 2:46 PM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

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Thanks Brian.

Our first order of business is to clean up the property to assist with our leasing and marketing efforts.

As we think through other possible upgrades, I'd like to understand what zoning ordinance is controlling the property, specific zoning conditions, etc. We have nothing firm in mind right now, we're just doing early due diligence and creative thinking.

Once we have some ideas, we will certainly take you up on your offer to meet.

Do I need to fill out the Zoning Inspection Request? If so, what address should I use for the property?

The address of our management office is:

8712 Lindholm Drive, Suite 206, Huntersville, NC 28078

Thank you for your help.



Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>

Sent: Wednesday, December 9, 2020 2:15 PM

To: Jack Simoneau <jsimoneau@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

External Email

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<https://www.huntersville.org/FormCenter/Planning-5/Zoning-Inspection-Request-96>

Sincerely,

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

Huntersville, NC 28078

Mailing address

PO BOX 664

Huntersville, NC 28070

Ph 704 766 2218

Fx 704 992 5528

brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>
Sent: Wednesday, December 9, 2020 1:54 PM
To: Brian Richards <brichards@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village
Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

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Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

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WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 12/10/2020 8:06:26 AM
From : "Brian Richards" brichards@huntersville.org
To : "Jack Simoneau" jsimoneau@huntersville.org
Subject : Re: Birkdale Village
Whoops... I'll correct and resend.

I spoke with Mike on the phone yesterday evening.

Sent from my iPhone

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
[105 Gilead Rd 3rd Floor](#)
[Huntersville, NC 28078](#)
(704) 766-2218

On Dec 10, 2020, at 7:21 AM, Jack Simoneau
<jsimoneau@huntersville.org> wrote:

[This is a link to inspection forms](#)

From: Brian Richards <brichards@huntersville.org>
Sent: Wednesday, December 9, 2020 2:15 PM
To: Jack Simoneau <jsimoneau@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike
<Mike.Lant@NAProperties.com>; Anthony Roberts
<aroberts@huntersville.org>
Subject: RE: Birkdale Village

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Sincerely,

Brian Richards
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Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
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Ph 704 766 2218
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Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
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704-766-2211 jsimoneau@huntersville.org

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Thank you.

<image001.jpg>

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.946.0948](tel:404.946.0948) M: [404.401.7138](tel:404.401.7138)

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

Date : 12/9/2020 2:14:37 PM
From : "Brian Richards" brichards@huntersville.org
To : "Jack Simoneau" jsimoneau@huntersville.org
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Lant, Mike" Mike.Lant@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;

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Brian Richards
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O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

Date : 12/17/2020 2:40:24 PM

From : "Cyndi Bartley" Bartley@lakenorman.org

To : "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Sally Ashworth" Ashworth@lakenorman.org

Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org, "Perry, Tim" Tim.Perry@naproperties.com, "Rodrigo Carreon" rcarreon@lakenorman.org

Subject : RE: Birkdale Village

Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

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Hello Cayley,

It was a pleasure virtually meeting with you yesterday. Below I have listed some resources we discussed. After sending this email, I will setup and send an automated email from our Partnership Opportunity Resource Tool (PORT) where you setup your login and manage your BV listing page. There you can add/remove photos, contacts, events, and special offers. Once your on-site marketing team is established, you are welcome to share this info with them and we can setup individual PORT logins to whomever you choose. When the time is right, please share the new BV brand assets for us to update across our site and collateral in addition to your PR firm contacts for media requests. Feel free to browse our website www.visitlakenorman.org as we have a search tool at the top where you can find any content where Birkdale Village is mentioned. We have blogs, videos, and printed collateral like our visitors guide and maps. Lastly in our visitor enter, you can also have printed items for visitors to pick up. In the past BV has had a shopping directory map brochure.

Birkdale Village Landing page:

<https://www.visitlakenorman.org/things-to-do/shopping/birkdale-village/>

You are welcome to send me any content updates you'd like to make to this page.

Birkdale Village Listing page:

<https://www.visitlakenorman.org/listing/birkdale-village/55/>

You will receive another email to setup your PORT login and manage this listing anytime (check you junk just in case you don't see it). VLN staff does get notifications of listing updates and approves prior to becoming live on our website. If you have questions navigating PORT, Rodrigo Carreon would be your best point of contact at rcarreon@lakenorman.org. One web listing policy to note is that we showcase lifestyle centric imagery on our marketing channels and steer away from logos/flyers with a lot of text/design elements. Our goal is to showcase to visitors what they will expect to see when coming to Lake Norman.

Lake Norman Chamber of Commerce

<https://www.lakenormanchamber.org/>

Bill Russell, President <Russell@lakenormanchamber.org>

[Civic Groups and Non Profits](#) list from their membership directory

Thank you and hope you have a wonderful holiday season.

Cyndi Bartley | *Operations & Marketing Director*

Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300
www.VisitLakeNorman.org



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 14, 2020 4:12 PM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

Thank you Cyndi! Are you all available any time on Wednesday for a call?

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 14, 2020 1:26 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

External Email

Hi Cayley,

Thank you for your email. If you are feeling well enough, we would be happy to meet online instead. Would you want to keep with the same time (10am) tomorrow as scheduled?

Thank you,

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>

Sent: Monday, December 14, 2020 10:23 AM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Hello all! I unfortunately have some bad news—I am no longer travelling to Birkdale this week. I haven't been feeling well and I tested negative for COVID this morning but I still feel it would be best if I don't travel this week and risk passing whatever I have to other team members.

I was very much looking forward to the opportunity to meet with you all in person and discuss the launch of what I am confident will be a great partnership! I will plan a visit right after the holidays so I will definitely keep you all updates on my travel plans. If you would like to coordinate a video call sometime before the holidays, I would be happy to do that as well.

Again, I apologize for the inconvenience and I am looking forward to connecting in the future!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Mullen, Cayley
Sent: Monday, December 7, 2020 3:52 PM
To: 'Cyndi Bartley' <Bartley@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

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Visit Lake Norman
(704) 987-3300



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Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
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Thank you, Tim, for the introduction.

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Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

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Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
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Regards,
Sally

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The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,
Tim



Tim Perry

North American Properties

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O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

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Tim.Perry@naproperties.com

Date : 12/14/2020 8:43:00 PM
From : "Cyndi Bartley" Bartley@lakenorman.org
To : "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org, "Perry, Tim" Tim.Perry@naproperties.com
Subject : RE: Birkdale Village
Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

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Yes, we are available on Wed at 11am. Does that work for you?

Cyndi Bartley

Visit Lake Norman
(704) 987-3300



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Sent: Monday, December 14, 2020 4:12 PM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

Thank you Cyndi! Are you all available any time on Wednesday for a call?

Cayley Mullen | *Senior Director of Marketing*

North American Properties- Atlanta

(office) 770-599-7715

(cell) 770-317-1271

cayley.mullen@naproperties.com

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To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

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Visit Lake Norman

(704) 987-3300



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Subject: RE: Birkdale Village

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Tim



Tim Perry

North American Properties

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O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

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Tim.Perry@naproperties.com

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Regards,
Sally

Sally Ashworth | Executive Director

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Cornelius, NC 28031

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Thank you,
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NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

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2019 Noon to Night <https://www.youtube.com/watch?v=9RAXiPoQyME>
Savor the Boulevard <https://www.youtube.com/watch?v=Ulsdnuk8z8Y>
2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>
Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>
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The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 3:03:48 PM
From : "Cyndi Bartley" Bartley@lakenorman.org
To : "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Perry, Tim" Tim.Perry@naproperties.com, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org
Subject : RE: Birkdale Village
Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

10am works great for us. Feel free to bring rack cards/brochures/flyers that we can display in our Visitor Center if available. See you all then!

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 7, 2020 2:28 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you, Tim, for the introduction.

Hello Sally, Cyndi and the Visit Lake Norman Team!

As Tim mentioned, we are excited to meet with you all and learn all about Lake Norman. I have heard such wonderful things about Lake Norman and the community you all have built and I am looking forward to the opportunity to work together. I am very interested in hearing your perspective on how Birkdale Village can better serve the community and what events and activations you feel are missing in the community programming that we can support. Are you all available at 10:00am on Tuesday, December 15th?

Looking forward to it!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Monday, December 7, 2020 2:09 PM

To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 1:21 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

Thank you for reaching out to us. Tuesday, Dec 15 works best for us. Would you all be able to come to our visitor center for this meeting? We are located at 19900 West Catawba Ave, Cornelius NC 28031. How many people from your team plan to attend? Let us know a time that works best for you all and looking forward to working with you as well.

Warm Regards,

Cyndi Bartley | *Operations & Marketing Director*
Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300

www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 4:56 PM
To: Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
Subject: RE: Birkdale Village

Will do! Have a great weekend!

From: Sally Ashworth <Ashworth@lakenorman.org>
Sent: Friday, December 4, 2020 4:23 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
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Please let me know which of the days you will be available and our team will look forward to meeting and working with all of you.

Regards,
Sally

Sally Ashworth | Executive Director
Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300
www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 2:35 PM
To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>

Subject: Birkdale Village

Good Afternoon, Sally.

As you may have read or heard, North American Properties has purchased an interest in Birkdale Village and as of a couple weeks ago assumed the management and operations.

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Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 1:21:33 PM
From : "Cyndi Bartley" Bartley@lakenorman.org
To : "Perry, Tim" Tim.Perry@naproperties.com, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Travis Dancy" tdancy@lakenorman.org
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Cyndi Bartley | *Operations & Marketing Director*

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19900 W Catawba Ave. Suite 102

Cornelius, NC 28031

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Sent: Friday, December 4, 2020 4:56 PM
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Thank you,
Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/8/2021 10:46:40 AM
From : "Dan Boone" dboone@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Birkdale Village
Ok

Sent from my iPad

> On Feb 8, 2021, at 10:44 AM, Anthony Roberts <aroberts@huntersville.org> wrote:
>
> Comm. Boone:
>
> I'd rather not as I would basically give very high level information or some of the same information as in the Feb. 7th email so as not to interfere with North American Properties marketing, messaging, tenant relations, possible real estate transactions, etc. See below for some details.
>
> PLEASE DON'T SHARE
>
> My details below will be short and my words will not do it justice.
> Some of the things I learned and/or saw that are likely to be done by North American Properties:
> 1) keep Birkdale name but changing marketing, branding, etc.
> 2) add public restrooms (I never realized Birkdale didn't have any)
> 3) add major concierge services (may have concierge building in one of center islands you pull up to/give them your car, go shop, they bring it to you, make dinner reservations, etc.)
> 4) increase security presence
> 5) speakers will be added throughout Birkdale for constant music
> 6) better signage throughout (like painted signage in parking deck to guide you to stores, kiosks in various locations, etc.)
> 7) apartments will be getting interior and exterior face lift (paint, countertops, appliances, flooring) - will drive up rent rates
> 8) apartment amenities will be getting facelift (pool upgrades, new workout equipment, maybe office workspace for rent, etc.)
> 9) better landscaping/maintenance throughout
> 10) some diagonal parking will be removed (they own) to potentially allow for "jewel box" buildings (1-2 story buildings) in certain areas of common open space along Birkdale Commons Parkway
> 11) existing water fountain in Birkdale Commons Parkway (circle) will be upgraded/replaced; may also allow for pop up ice skating rink in this location
> 12) adding other amenities in common spaces like fire pits, art, etc.
> 12) many more year around events in partnership with Parks & Rec, CVB, non-profits (several events to raise money for local charities)
> 13) create more outdoor sitting opportunities for restaurant spaces where possible
> 14) certain tenant lease will not be renewed (those will go unnamed)
>
> Bigger discussions or things in play:
> 1) possibly purchasing outparcels (mixed use bldg. where Which-Which located, mixed use building where Chipotle located, movie theatre building) and North Pointe Executive Park
> 2) hotel with/with-out convention center
> 3) more high end office space
> 4) single story tenants along Townley Road (Pier 1, Barnes & Noble, etc.) - maybe go 2-3 stories with mixed use
>
> Thanks.
>
> Ant
>
>
> -----Original Message-----
> From: Dan Boone <dboone@huntersville.org>

> Sent: Sunday, February 7, 2021 12:41 PM
> To: Anthony Roberts <aroberts@huntersville.org>
> Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau
<jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman
<jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
> Subject: Re: Birkdale Village
>
> Anthony, Maybe you can update the entire board on your trip to Georgia at our next meeting on Feb.
15th.
> Dan
>
> Sent from my iPad
>
>> On Feb 5, 2021, at 11:18 AM, Anthony Roberts <aroberts@huntersville.org> wrote:
>>
>>
>>>> Mayor and Board:
>>>>
>>>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village
which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will
have their management team on site to manage the property. The property will undergo a facelift and
there could be major changes coming in the future that will make it even more of a destination.
>>>>
>>>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and
downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after
lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!
>>>>
>>>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of
the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a
tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set
foot in one department store, not even Apple or Tesla.
>>>>
>>>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook,
Alpharetta Community Development Director. They told us about their partnership with Avalon and
about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta
which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be
proud of their history room), new library, new mixed use retail with apartments above, new breweries
and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!
>>>>
>>>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you
to go if you can. Available dates are:
>>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we
can coordinate. Thanks!
>>>>
>>>> Ant
>>>>
>>>>
>>>>
>>>>
>>>>
>>>>

Date : 2/7/2021 12:40:53 PM

From : "Dan Boone" dboone@huntersville.org

To : "Anthony Roberts" aroberts@huntersville.org

Cc : "Board Members" BoardMembers@huntersville.org, "Jack Simoneau"

jsimoneau@huntersville.org, "Brian Richards" brichards@huntersville.org,

"Jackie Huffman" jhuffman@huntersville.org, "Bobby Williams"

bwilliams@huntersville.org

Subject : Re: Birkdale Village

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Dan

Sent from my iPad

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>

>

>>> Mayor and Board:

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>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>>

>>> Ant

>>>

>>>

>>>

>>>

>>>

>>>

Date : 2/6/2021 1:44:23 PM

From : "Dan Boone" dboone@huntersville.org

To : "Anthony Roberts" aroberts@huntersville.org

Subject : Re: Birkdale Village

Anthony, I'm taking KC and giving away 5 pets. We will see. The trip to ATL can you tell me who paid for the meals? Rooms? Who drove? Thanks.

Dan

Sent from my iPad

> On Feb 5, 2021, at 11:18 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

>

>

>>> Mayor and Board:

>>>

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>>>

>>> Ant

>>>

>>>

>>>

>>>

>>>

>>>

Date : 12/9/2020 1:54:28 PM
From : "Jack Simoneau" jsimoneau@huntersville.org
To : "Brian Richards" brichards@huntersville.org
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Lant, Mike" Mike.Lant@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

Pursuant to North Carolina General Statutes, Chapter 132, email correspondence to and from this address may be considered public record under the North Carolina Public Records Law and may be disclosed to third parties.

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 10:28 AM
To: Jack Simoneau <jsimoneau@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Jack,

I trust this finds you well.

As you may know, we at North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.946.0948](tel:404.946.0948) M: [404.401.7138](tel:404.401.7138) _____

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

Date : 2/10/2021 7:51:41 AM

From : "Jackie Huffman" <jhuffman@huntersville.org>

To : "Brian Richards" <brichards@huntersville.org>

Subject : RE: Birkdale Village

No sir, no members of the manager's office. Just you three: Ryan, you, and Lance.

Might try to call you later

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Tuesday, February 9, 2021 4:42 PM

To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

Sounds like a plan - you will be joining us correct?

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>

Sent: Tuesday, February 9, 2021 4:41 PM

To: Brian Richards <brichards@huntersville.org>

Subject: RE: Birkdale Village

I'd advise plan on going Feb 16-17 you, Lance and Ryan

Thank you for the heads up

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Tuesday, February 9, 2021 4:38 PM

To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

Hello,

Lance and Ryan are in for the 16-17. Bobby may have a conflict early on the 16th.

Let me know if you'd like us to proceed on the 16-17th or If you'd like me to reach out to North American and find a time in early March.

Thanks,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>
Sent: Friday, February 5, 2021 4:47 PM
To: Brian Richards <brichards@huntersville.org>
Subject: RE: Birkdale Village

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See you next week

Jackie Huffman
Assistant Town Manager

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From: Brian Richards <brichards@huntersville.org>
Sent: Friday, February 5, 2021 4:42 PM
To: Jackie Huffman <jhuffman@huntersville.org>
Subject: RE: Birkdale Village

I have not yet.

For me the 16-17 is best for me.

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

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Subject: RE: Birkdale Village

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Cc: Anthony Roberts <aroberts@huntersville.org>
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Subject: FW: Birkdale Village

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Jackie Huffman
Assistant Town Manager

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Sent: Friday, February 5, 2021 11:19 AM
To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: Fwd: Birkdale Village

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>>

>> Ant

>>

>>

>>

>>

>>

Date : 2/9/2021 4:41:02 PM

From : "Jackie Huffman" <jhuffman@huntersville.org>

To : "Brian Richards" <brichards@huntersville.org>

Subject : RE: Birkdale Village

I'd advise plan on going Feb 16-17 you, Lance and Ryan

Thank you for the heads up

Jackie Huffman
Assistant Town Manager

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Tuesday, February 9, 2021 4:38 PM

To: Jackie Huffman <jhuffman@huntersville.org>

Subject: RE: Birkdale Village

Hello,

Lance and Ryan are in for the 16-17. Bobby may have a conflict early on the 16th.

Let me know if you'd like us to proceed on the 16-17th or If you'd like me to reach out to North American and find a time in early March.

Thanks,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Jackie Huffman <jhuffman@huntersville.org>

Sent: Friday, February 5, 2021 4:47 PM

To: Brian Richards <brichards@huntersville.org>

Subject: RE: Birkdale Village

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Date : 2/9/2021 12:06:11 PM
From : "Jackie Huffman" jhuffman@huntersville.org
To : "Brian Richards" brichards@huntersville.org
Subject : RE: Birkdale Village

Thank you

Jackie Huffman
Assistant Town Manager

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From: Brian Richards <brichards@huntersville.org>
Sent: Tuesday, February 9, 2021 11:15 AM
To: Anthony Roberts <aroberts@huntersville.org>; Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>; Ryan McDaniels <mcdaniels@inedc.com>
Subject: RE: Birkdale Village

All,

As a quick follow up would anyone be able to travel to Avalon on February 16-17? We fully understand that this adjacent to the Town Board retreat and is a large time commitment. We can also reach out to the team at NAP and explore dates in early March.

Please let me know if you have interest in attending and if you have a preference on dates.

Thank You,

Brian Richards
Assistant Planning Director
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To : "Brian Richards" <brichards@huntersville.org>

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To : "Brian Richards" <brichards@huntersville.org>

Subject : RE: Birkdale Village

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Date : 1/4/2021 10:38:25 AM
From : "John Aneralla" janeralla@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com
Subject : Re: Birkdale Village
Attachment : image001.jpg;

Tim,
Thanks for the invite. I'll check out Avalon some day but will not plan on attending this month.
Thanks
John

Sent from my iPad

On Jan 4, 2021, at 10:19 AM, Perry, Tim
<Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning,

We hope that you all had a wonderful, safe, and re-energizing holiday!

There is nothing like the start of a new year to get our team refocused and ready to jump into 2021!

As a follow up to the below email – we would appreciate hosting you for a post-holiday breather and get away to Avalon and wanted to check on the those dates...Thursday 7th and Thursday 14th. If we have to split up due to protocol...let me know if those work and for whom, and we will start planning.

Thank you and Happy New Year.

Tim

From: Perry, Tim
Sent: Thursday, December 17, 2020 2:14 PM
To: janeralla@huntersville.org; mbales@huntersville.org; dboone@huntersville.org; lmunger@huntersville.org; bhines@huntersville.org; nwalsh@huntersville.org; sphillips@huntersville.org
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: Birkdale Village

Good Afternoon,

Thank you for your time on Tuesday morning to introduce North American Properties to the Town of Huntersville!

We look forward to being both a part of your community and a partner in your community for years to come.

For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 2:13:56 PM
From : "John Aneralla" janeralla@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Birkdale Village
Attachment : image001.jpg;

Tim,

I look forward to meeting with you and your team. We are prohibited from meeting in groups larger than 3 so let me discuss with Anthony how to set something up.
John

Sent from my iPad

On Dec 7, 2020, at 2:05 PM, Perry, Tim
<Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon,

I hope this finds you healthy and ready for the holidays!

Next week, we have a team in Huntersville and on the property to get started with everything from interviews for new positions to hospitality training. If you are open on Tuesday, Dec 15th, It would be an honor to meet with each of you and the other members of the Town Board of Commissioners.

Understanding that this may have to be in small groups, how might we set up some times to introduce North American Properties, get any thoughts that you all may have about the property, and begin to engage in what will be a long relationship between the Town and NAP.

My calendar is open anywhere from coffee at 8am to 2pm in the afternoon.

I would also personally like to invite the two of you to partake in a company tradition - the blessing of the property with a company-wide shot of tequila – which will be at 3:30pm at Birkdale Village.

Please let me know your availability and how to best arrange times with the other Commissioners as well.

Thank you,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/9/2021 1:46:59 PM

From : "Lance Munger" lmunger@huntersville.org

To : "Brian Richards" brichards@huntersville.org, "Anthony Roberts" aroberts@huntersville.org, "Board Members"

BoardMembers@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org

Cc : "Jackie Huffman" jhuffman@huntersville.org, "Bobby Williams" bwilliams@huntersville.org, "Ryan McDaniels" mcdaniels@Inedc.com

Subject : RE: Birkdale Village

Hi Brian,

I would be open to traveling to Avalon on February 16-17.

Lance Munger
Huntersville Town Commissioner
LMunger@huntersville.org
443-615-0638

-----Original Message-----

From: Brian Richards <brichards@huntersville.org>

Sent: Tuesday, February 9, 2021 11:15 AM

To: Anthony Roberts <aroberts@huntersville.org>; Board Members
<BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>

Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>;
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Subject: RE: Birkdale Village

All,

As a quick follow up would anyone be able to travel to Avalon on February 16-17? We fully understand that this adjacent to the Town Board retreat and is a large time commitment. We can also reach out to the team at NAP and explore dates in early March.

Please let me know if you have interest in attending and if you have a preference on dates.

Thank You,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

-----Original Message-----

From: Anthony Roberts <aroberts@huntersville.org>

Sent: Friday, February 5, 2021 11:19 AM

To: Board Members <BoardMembers@huntersville.org>; Jack Simoneau
<jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>

Cc: Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

Subject: Fwd: Birkdale Village

>> Mayor and Board:

>>

>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

>>

>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

>>

>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

>>

>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

>>

>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>

>> Ant

>>

>>

>>

>>

>>

>>

Date : 1/21/2021 11:51:37 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Richards" brichards@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image004.jpg;image001.jpg;

Absolutely.
Shall we meet in front of Starbucks?



Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, January 21, 2021 11:50 AM
To: Lant, Mike <Mike.Lant@NAProperties.com>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

External Email

Would you be open to meeting at Birkdale Village and we can walk the property?

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

Huntersville, NC 28078

Mailing address

PO BOX 664

Huntersville, NC 28070

Ph 704 766 2218

Fx 704 992 5528

brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Thursday, January 21, 2021 11:48 AM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

Perfect.
Meet at Town offices?



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

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Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, January 21, 2021 11:45 AM
To: Lant, Mike <Mike.Lant@NAProperties.com>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village

External Email

Hi Mike,

Thank you for reaching out. Jack and I would most certainly enjoy meeting with you when you are in town. Would Wednesday the 3rd at 8am work for you?

Thanks

Brian Richards

Assistant Planning Director

Huntersville Planning Dept.

105 Gilead Rd 3rd Floor

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From: Lant, Mike <Mike.Lant@NAProperties.com>
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To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Perry, Tim <Tim.Perry@naproperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
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Hello Brian and Jack,
HAPPY NEW YEAR!

Nick Lombardo and I will be at Birkdale Village the afternoon of Tue, Feb 2 and the morning of Wed, Feb 3 and would enjoy the opportunity to meet you and give you an update on our initial upgrades.

Please let me know what works best for you.

Thanks



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Per your request here is a link to the files for Birkdale Village. Please let me know if there are specific documents that you'd like to go over.

<https://www.huntersville.org/FormCenter/Planning-5/Zoning-Inspection-Request-96>

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Subject: RE: Birkdale Village
Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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Subject: Birkdale Village

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Hello Jack,

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As you may know, we are North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

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WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 1/21/2021 11:48:10 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Richards" brichards@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image004.jpg;image001.jpg;

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Meet at Town offices?



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Sincerely,

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Huntersville Planning Dept.
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Subject: RE: Birkdale Village
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Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 1/21/2021 11:24:33 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Richards" brichards@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;image004.jpg;

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*****External Email*****

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Sincerely,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>
Sent: Wednesday, December 9, 2020 1:54 PM
To: Brian Richards <brichards@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village
Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

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From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 10:28 AM
To: Jack Simoneau <jsimoneau@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Birkdale Village

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Hello Jack,
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As you may know, we are North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<http://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

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WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 12/10/2020 8:33:48 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Richards" brichards@huntersville.org
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com
Subject : RE: Birkdale Village
Attachment : image004.jpg;image001.jpg;

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Thanks Brian.
Received.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>
Sent: Thursday, December 10, 2020 8:07 AM
To: Lant, Mike <Mike.Lant@NAProperties.com>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: RE: Birkdale Village

*****External Email*****

Hi Mike and Nick,

I noticed that I inadvertently sent the wrong link to the Birkdale Files. Below is the correct link. My apologies for the confusion.

<https://www.dropbox.com/sh/iz91pwcqemgnxjb/AAD62Ud1e6nGgriYJA-C5gXza?dl=0>

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

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Ph 704 766 2218
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brichards@huntersville.org

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 2:46 PM
To: Brian Richards <brichards@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>
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Thanks Brian.

Our first order of business is to clean up the property to assist with our leasing and marketing efforts.

As we think through other possible upgrades, I'd like to understand what zoning ordinance is controlling the property, specific zoning conditions, etc. We have nothing firm in mind right now, we're just doing early due diligence and creative thinking.

Once we have some ideas, we will certainly take you up on your offer to meet.

Do I need to fill out the Zoning Inspection Request? If so, what address should I use for the property?

The address of our management office is:

8712 Lindholm Drive, Suite 206, Huntersville, NC 28078

Thank you for your help.



NORTH AMERICAN PROPERTIES

Michael Lant

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1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.946.0948](tel:404.946.0948) M: [404.401.7138](tel:404.401.7138)

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 12/9/2020 2:46:30 PM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Richards" brichards@huntersville.org, "Jack Simoneau" jsimoneau@huntersville.org
Cc : "Lombardo, Nick" Nick.Lombardo@NAProperties.com, "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village
Attachment : image001.jpg;image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thanks Brian.

Our first order of business is to clean up the property to assist with our leasing and marketing efforts.

As we think through other possible upgrades, I'd like to understand what zoning ordinance is controlling the property, specific zoning conditions, etc. We have nothing firm in mind right now, we're just doing early due diligence and creative thinking.

Once we have some ideas, we will certainly take you up on your offer to meet.

Do I need to fill out the Zoning Inspection Request? If so, what address should I use for the property?

The address of our management office is:

8712 Lindholm Drive, Suite 206, Huntersville, NC 28078

Thank you for your help.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Richards <brichards@huntersville.org>

Sent: Wednesday, December 9, 2020 2:15 PM

To: Jack Simoneau <jsimoneau@huntersville.org>

Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>

Subject: RE: Birkdale Village

External Email

All,

Welcome to Huntersville. We are excited to have you be part of our community. We have heard that you have some exciting plans for Birkdale. I would like to extend an offer to meet and discuss to ensure a smooth transition.

Per your request here is a link to the files for Birkdale Village. Please let me know if there are specific documents that you'd like to go over.

<https://www.huntersville.org/FormCenter/Planning-5/Zoning-Inspection-Request-96>

Sincerely,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Jack Simoneau <jsimoneau@huntersville.org>
Sent: Wednesday, December 9, 2020 1:54 PM
To: Brian Richards <brichards@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Anthony Roberts <aroberts@huntersville.org>
Subject: RE: Birkdale Village
Importance: High

Brian,

Please assist Mike. We are pleased North American Properties is managing Birkdale Village.

Jack Simoneau

Jack Simoneau
Huntersville Planning Director
704-766-2211 jsimoneau@huntersville.org

Pursuant to North Carolina General Statutes, Chapter 132, email correspondence to and from this address may be considered public record under the North Carolina Public Records Law and may be disclosed to third parties.

From: Lant, Mike <Mike.Lant@NAProperties.com>
Sent: Wednesday, December 9, 2020 10:28 AM

To: Jack Simoneau <jsimoneau@huntersville.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Lombardo, Nick <Nick.Lombardo@NAProperties.com>
Subject: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Jack,

I trust this finds you well.

As you may know, we are North American Properties have partnered with Nuveen to market and lease Birkdale Village. See link to article below.

<https://citizen.lakenormanpublications.com/pageview/viewer/2020-12-03#page=0>

Would you be able to direct me to the current zoning document that controls the property?

Thank you.



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.946.0948](tel:404.946.0948) M: [404.401.7138](tel:404.401.7138)

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

WHAT WE DO. <https://youtu.be/d5OqrF8gpiU>

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Date : 2/5/2021 10:22:03 AM

From : "Melinda Bales" mbales@huntersville.org

To : "Anthony Roberts" aroberts@huntersville.org, "Nick Walsh" nwalsh@huntersville.org

Subject : Re: Birkdale Village

Looks good to me.

On 2/4/21, 11:38 PM, "Anthony Roberts" <aroberts@huntersville.org> wrote:

This ok?

Mayor and Board:

As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

I will be sending Brian Richards and Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let me know if you would like to go and I'll coordinate. Thanks.

Ant

Date : 12/18/2020 6:12:23 PM
From : "Mullen, Cayley" Cayley.Mullen@NAProperties.com
To : "Cyndi Bartley" Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org, "Perry, Tim" Tim.Perry@naproperties.com, "Rodrigo Carreon" rcarreon@lakenorman.org
Subject : RE: Birkdale Village
Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you so much Cyndi! I appreciate your time this week and now sharing all of these resources. I will spend some time looking through everything below and immersing myself in all things Lake Norman!

I look forward to working with you all in the New Year. I hope you have a happy holiday!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Thursday, December 17, 2020 2:40 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>; Rodrigo Carreon <rcarreon@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Hello Cayley,

It was a pleasure virtually meeting with you yesterday. Below I have listed some resources we discussed. After sending this email, I will setup and send an automated email from our Partnership Opportunity Resource Tool (PORT) where you setup your login and manage your BV listing page. There you can add/remove photos, contacts, events, and special offers. Once your on-site marketing team is established, you are welcome to share this info with them and we can setup individual PORT logins to whomever you choose. When the time is right, please share the new BV brand assets for us to update across our site and collateral in addition to your PR firm contacts for media requests. Feel free to browse our website www.visitlakenorman.org as we have a search tool at the top where

you can find any content where Birkdale Village is mentioned. We have blogs, videos, and printed collateral like our visitors guide and maps. Lastly in our visitor enter, you can also have printed items for visitors to pick up. In the past BV has had a shopping directory map brochure.

Birkdale Village Landing page:

<https://www.visitlakenorman.org/things-to-do/shopping/birkdale-village/>

You are welcome to send me any content updates you'd like to make to this page.

Birkdale Village Listing page:

<https://www.visitlakenorman.org/listing/birkdale-village/55/>

You will receive another email to setup your PORT login and manage this listing anytime (check you junk just in case you don't see it). VLN staff does get notifications of listing updates and approves prior to becoming live on our website. If you have questions navigating PORT, Rodrigo Carreon would be your best point of contact at rcarreon@lakenorman.org. One web listing policy to note is that we showcase lifestyle centric imagery on our marketing channels and steer away from logos/flyers with a lot of text/design elements. Our goal is to showcase to visitors what they will expect to see when coming to Lake Norman.

Lake Norman Chamber of Commerce

<https://www.lakenormanchamber.org/>

Bill Russell, President <Russell@lakenormanchamber.org>

[Civic Groups and Non Profits](#) list from their membership directory

Thank you and hope you have a wonderful holiday season.

Cyndi Bartley | *Operations & Marketing Director*

Visit Lake Norman

19900 W Catawba Ave. Suite 102

Cornelius, NC 28031

(704) 987-3300

www.VisitLakeNorman.org



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>

Sent: Monday, December 14, 2020 4:12 PM

To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>

Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>

Subject: RE: Birkdale Village

Thank you Cyndi! Are you all available any time on Wednesday for a call?

Cayley Mullen | *Senior Director of Marketing*

North American Properties- Atlanta

(office) 770-599-7715

(cell) 770-317-1271

cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 14, 2020 1:26 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

External Email

Hi Cayley,

Thank you for your email. If you are feeling well enough, we would be happy to meet online instead. Would you want to keep with the same time (10am) tomorrow as scheduled?

Thank you,

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 14, 2020 10:23 AM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Hello all! I unfortunately have some bad news—I am no longer travelling to Birkdale this week. I haven't been feeling well and I tested negative for COVID this morning but I still feel it would be best if I don't travel this week and risk passing whatever I have to other team members.

I was very much looking forward to the opportunity to meet with you all in person and discuss the launch of what I am confident will be a great partnership! I will plan a visit right after the holidays so I will definitely keep you all updates on my travel plans. If you would like to coordinate a video call sometime before the holidays, I would be happy to do that as well.

Again, I apologize for the inconvenience and I am looking forward to connecting in the future!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Mullen, Cayley
Sent: Monday, December 7, 2020 3:52 PM
To: 'Cyndi Bartley' <Bartley@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you so much! I appreciate you making time for our meeting. See you all next week!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 3:04 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

10am works great for us. Feel free to bring rack cards/brochures/flyers that we can display in our Visitor Center if available. See you all then!

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 7, 2020 2:28 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you, Tim, for the introduction.

Hello Sally, Cyndi and the Visit Lake Norman Team!

As Tim mentioned, we are excited to meet with you all and learn all about Lake Norman. I have heard such wonderful things about Lake Norman and the community you all have built and I am looking forward to the opportunity to work together. I am very interested in hearing your perspective on how Birkdale Village can better serve the community and what events and activations you feel are missing in the community programming that we can support. Are you all available at 10:00am on Tuesday, December 15th?

Looking forward to it!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Monday, December 7, 2020 2:09 PM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 1:21 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>

Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

Thank you for reaching out to us. Tuesday, Dec 15 works best for us. Would you all be able to come to our visitor center for this meeting? We are located at 19900 West Catawba Ave, Cornelius NC 28031. How many people from your team plan to attend? Let us know a time that works best for you all and looking forward to working with you as well.

Warm Regards,

Cyndi Bartley | *Operations & Marketing Director*

Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300

www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 4:56 PM
To: Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
Subject: RE: Birkdale Village

Will do! Have a great weekend!

From: Sally Ashworth <Ashworth@lakenorman.org>
Sent: Friday, December 4, 2020 4:23 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

Welcome to Lake Norman! It will certainly be our pleasure at Visit Lake Norman to welcome you and your team. We have worked closely marketing Birkdale Village and

certainly look forward to meeting you in the near future and finding better opportunities to engage our guests, visitors and our residence to shop at Birkdale Village.

Please let me know which of the days you will be available and our team will look forward to meeting and working with all of you.

Regards,
Sally

Sally Ashworth | Executive Director
Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300
www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 2:35 PM
To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Birkdale Village

Good Afternoon, Sally.

As you may have read or heard, North American Properties has purchased an interest in Birkdale Village and as of a couple weeks ago assumed the management and operations.

North American Properties prides itself on investing first and foremost in building communities...creating experiences that benefit our guests and partners as much as the property. Whether that is in Kentucky or Georgia or North Carolina – our Mission Statement is the same: Developing a Better World. Critical to this is a close relationship with the local convention and visitors bureau, and Anthony Roberts referred us straight to you! With confidence, I can say that our teams working together will be a great way to promote the community for new residents, businesses, and guests at Birkdale Village.

Here are a few links from prior annual events at other properties as an introduction to what we plan on curating for Birkdale Village:

2019 Noon to Night <https://www.youtube.com/watch?v=9RAXiPoQyME>
Savor the Boulevard <https://www.youtube.com/watch?v=Ulsdnuk8z8Y>
2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>
Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>
NAP ExperienceMakers Video <https://youtu.be/d5OqrF8gpiU>

The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/15/2020 7:44:04 AM
From : "Mullen, Cayley" Cayley.Mullen@NAProperties.com
To : "Cyndi Bartley" Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org, "Perry, Tim" Tim.Perry@naproperties.com
Subject : RE: Birkdale Village
Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.
Perfect! I just sent and invite for tomorrow at 11.

Thank you!

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 14, 2020 8:43 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

External Email

Yes, we are available on Wed at 11am. Does that work for you?

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 14, 2020 4:12 PM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

Thank you Cyndi! Are you all available any time on Wednesday for a call?

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 14, 2020 1:26 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

External Email

Hi Cayley,

Thank you for your email. If you are feeling well enough, we would be happy to meet online instead. Would you want to keep with the same time (10am) tomorrow as scheduled?

Thank you,

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 14, 2020 10:23 AM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Hello all! I unfortunately have some bad news—I am no longer travelling to Birkdale this week. I haven't been feeling well and I tested negative for COVID this morning but I still feel it would be best if I don't travel this week and risk passing whatever I have to other team members.

I was very much looking forward to the opportunity to meet with you all in person and discuss the launch of what I am confident will be a great partnership! I will plan a visit right after the holidays so I will definitely keep you all updates on my travel plans. If you would like to coordinate a video call sometime before the holidays, I would be happy to do that as well.

Again, I apologize for the inconvenience and I am looking forward to connecting in the future!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Mullen, Cayley
Sent: Monday, December 7, 2020 3:52 PM
To: 'Cyndi Bartley' <Bartley@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you so much! I appreciate you making time for our meeting. See you all next week!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 3:04 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

10am works great for us. Feel free to bring rack cards/brochures/flyers that we can display in our Visitor Center if available. See you all then!

Cyndi Bartley
Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 7, 2020 2:28 PM

To: Perry, Tim <Tim.Perry@naproperties.com>; Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you, Tim, for the introduction.

Hello Sally, Cyndi and the Visit Lake Norman Team!

As Tim mentioned, we are excited to meet with you all and learn all about Lake Norman. I have heard such wonderful things about Lake Norman and the community you all have built and I am looking forward to the opportunity to work together. I am very interested in hearing your perspective on how Birkdale Village can better serve the community and what events and activations you feel are missing in the community programming that we can support. Are you all available at 10:00am on Tuesday, December 15th?

Looking forward to it!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

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Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

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Warm Regards,

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To : "Cyndi Bartley" Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy" tdancy@lakenorman.org, "Perry, Tim" Tim.Perry@naproperties.com
Subject : RE: Birkdale Village
Attachment : image001.png;image002.png;image003.jpg;image004.jpg;

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Thank you Cyndi! Are you all available any time on Wednesday for a call?

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 14, 2020 1:26 PM
To: Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>; Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: Birkdale Village

External Email

Hi Cayley,

Thank you for your email. If you are feeling well enough, we would be happy to meet online instead. Would you want to keep with the same time (10am) tomorrow as scheduled?

Thank you,

Cyndi Bartley
Visit Lake Norman
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Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy
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O: 404.965.9070 M: 404.597-7856

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Date : 12/14/2020 10:22:58 AM
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To : "Cyndi Bartley" Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org
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Visit Lake Norman
(704) 987-3300



From: Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Sent: Monday, December 7, 2020 2:28 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thank you, Tim, for the introduction.

Hello Sally, Cyndi and the Visit Lake Norman Team!

As Tim mentioned, we are excited to meet with you all and learn all about Lake Norman. I have heard such wonderful things about Lake Norman and the community you all have built and I am looking forward to the opportunity to work together. I am very interested in hearing your perspective on how Birkdale Village can better serve the community and what events and activations you feel are missing in the community programming that we can support. Are you all available at 10:00am on Tuesday, December 15th?

Looking forward to it!

Best,

Cayley Mullen | *Senior Director of Marketing*
North American Properties- Atlanta
(office) 770-599-7715
(cell) 770-317-1271
cayley.mullen@naproperties.com

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Monday, December 7, 2020 2:09 PM
To: Cyndi Bartley <Bartley@lakenorman.org>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 1:21 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>

Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

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Warm Regards,

Cyndi Bartley | *Operations & Marketing Director*

Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300

www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 4:56 PM
To: Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
Subject: RE: Birkdale Village

Will do! Have a great weekend!

From: Sally Ashworth <Ashworth@lakenorman.org>
Sent: Friday, December 4, 2020 4:23 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
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certainly look forward to meeting you in the near future and finding better opportunities to engage our guests, visitors and our residence to shop at Birkdale Village.

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Regards,
Sally

Sally Ashworth | Executive Director
Visit Lake Norman
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From: Perry, Tim <Tim.Perry@naproperties.com>
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To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Birkdale Village

Good Afternoon, Sally.

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Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>
NAP ExperienceMakers Video <https://youtu.be/d5OqrF8gpiU>

The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,

Tim



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O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 2:28:10 PM

From : "Mullen, Cayley" Cayley.Mullen@NAProperties.com

To : "Perry, Tim" Tim.Perry@naproperties.com, "Cyndi Bartley"

Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org

Cc : "Anthony Roberts" aroberts@huntersville.org, "Travis Dancy"

tdancy@lakenorman.org

Subject : RE: Birkdale Village

Attachment : image003.png;image004.png;image005.jpg;image006.jpg;

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Thank you,
Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/5/2021 10:23:24 AM
From : "Nick Walsh" nwalsh@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Cc : "Melinda Bales" mbales@huntersville.org
Subject : Re: Birkdale Village
Works for me.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Feb 4, 2021, at 11:38 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

This ok?

Mayor and Board:

As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

I will be sending Brian Richards and Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:
Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let me know if you would like to go and I'll coordinate. Thanks.

Ant

Date : 1/5/2021 1:04:50 PM

From : "Nick Walsh" nwalsh@huntersville.org

To : "Anthony Roberts" aroberts@huntersville.org

Subject : Re: Birkdale Village

I spoke with her. I am good with Thursday. You going?

Nick Walsh

Commissioner

Town of Huntersville

704-577-0379

Nick.Walsh@Huntersville.org

On Jan 5, 2021, at 1:03 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

Melinda is the only one thus far that I know may be interested. She said she was going to call you. She was thinking about this Thursday. I have a call into Tim Perry to see when we need to let him know.

Ant

From: Nick Walsh <nwalsh@huntersville.org>

Sent: Tuesday, January 5, 2021 6:52 AM

To: Anthony Roberts <aroberts@huntersville.org>

Subject: Re: Birkdale Village

Anthony -

I would like to go. Let me know what works out for others schedules.

Nick Walsh

Commissioner

Town of Huntersville

704-577-0379

Nick.Walsh@Huntersville.org

On Jan 4, 2021, at 3:11 PM, Anthony Roberts <aroberts@huntersville.org> wrote:

Mayor and Board:

Let me know if you are going or if I need to coordinate anything. I may go if I can work it out based on some of the general conversations I've had with Tim (i.e., possibility of going vertical on existing one story buildings, hotel w/wout convention component, potential to purchase NorthPointe Executive Park, etc.). Thanks.

Ant

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Monday, January 4, 2021 10:20 AM

To: John Aneralla <janeralla@huntersville.org>; Melinda Bales <mbales@huntersville.org>; Dan Boone <dboone@huntersville.org>; Lance Munger <lmunger@huntersville.org>; Brian Hines <bhines@huntersville.org>; Nick Walsh <nwalsh@huntersville.org>; Stacy Phillips <sPhillips@huntersville.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: RE: Birkdale Village

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Good Morning,

We hope that you all had a wonderful, safe, and re-energizing holiday!

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As a follow up to the below email – we would appreciate hosting you for a post-holiday breather and get away to Avalon and wanted to check on the those dates...Thursday 7th and Thursday 14th. If we have to split up due to protocol...let me know if those work and for whom, and we will start planning.

Thank you and Happy New Year.

Tim

From: Perry, Tim
Sent: Thursday, December 17, 2020 2:14 PM
To: janeralla@huntersville.org; mbales@huntersville.org; dboone@huntersville.org; lmunger@huntersville.org; bhines@huntersville.org; nwalsh@huntersville.org; sPhillips@huntersville.org
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: Birkdale Village

Good Afternoon,

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For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim

<image001.jpg>

Tim Perry

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Tim.Perry@naproperties.com

Date : 1/5/2021 6:52:29 AM
From : "Nick Walsh" nwalsh@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Birkdale Village
Anthony -

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Commissioner
Town of Huntersville
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Nick.Walsh@Huntersville.org

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Cc: Anthony Roberts <aroberts@huntersville.org>; Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Lant, Mike <Mike.Lant@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: RE: Birkdale Village

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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/4/2021 10:40:26 AM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "John Aneralla" janeralla@huntersville.org
Subject : RE: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.
Let's look at February!

From: John Aneralla <janeralla@huntersville.org>
Sent: Monday, January 4, 2021 10:38 AM
To: Perry, Tim <Tim.Perry@naproperties.com>
Subject: Re: Birkdale Village

External Email

Tim,
Thanks for the invite. I'll check out Avalon some day but will not plan on attending this month.
Thanks
John

Sent from my iPad

On Jan 4, 2021, at 10:19 AM, Perry, Tim <Tim.Perry@naproperties.com> wrote:

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Tim.Perry@naproperties.com

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Date : 1/4/2021 10:19:41 AM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "janeralla@huntersville.org" janeralla@huntersville.org,

"mbales@huntersville.org" mbales@huntersville.org,

"dboone@huntersville.org" dboone@huntersville.org,

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"nwalsh@huntersville.org" nwalsh@huntersville.org,

"sPhillips@huntersville.org" sPhillips@huntersville.org

Cc : "Anthony Roberts" aroberts@huntersville.org, "Garrett, Barbara"

Barbara.Garrett@naproperties.com, "Respress, Aniela"

Aniela.Respress@NAProperties.com, "Lant, Mike"

Mike.Lant@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com

Subject : RE: Birkdale Village

Attachment : image001.jpg;

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Good Morning,

We hope that you all had a wonderful, safe, and re-energizing holiday!

There is nothing like the start of a new year to get our team refocused and ready to jump into 2021!

As a follow up to the below email – we would appreciate hosting you for a post-holiday breather and get away to Avalon and wanted to check on the those dates...Thursday 7th and Thursday 14th. If we have to split up due to protocol...let me know if those work and for whom, and we will start planning.

Thank you and Happy New Year.

Tim

From: Perry, Tim

Sent: Thursday, December 17, 2020 2:14 PM

To: janeralla@huntersville.org; mbales@huntersville.org; dboone@huntersville.org; lmunger@huntersville.org; bhines@huntersville.org; nwalsh@huntersville.org; sPhillips@huntersville.org

Cc: Anthony Roberts <aroberts@huntersville.org>

Subject: Birkdale Village

Good Afternoon,

Thank you for your time on Tuesday morning to introduce North American Properties to the Town of Huntersville!

We look forward to being both a part of your community and a partner in your community for years to come.

For a sneak peek at our Vision for how Birkdale Village evolves, you can peruse www.experienceavalon.com – and as discussed we would like to welcome you to visit and spend an evening with us at Avalon, just 4 hours down the road, as our guest at the Hotel at Avalon. To ensure you are still able to lace up some skates – we would invite you to come either during the week of January 4th, or the week of January 11th. Ideally, this would be an arrival on either Thursday the 7th or 14th, and a return to your families the following afternoon.

Thank you again – Happy Holidays to you and your families!

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/7/2020 2:16:07 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "John Aneralla" janeralla@huntersville.org
Cc : "Anthony Roberts" aroberts@huntersville.org
Subject : RE: Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you for the quick reply – I assumed that we would have to break into groups of 2-3, so the day is wide open to hold multiple meetings as schedules permit.

Tim

From: John Aneralla <janeralla@huntersville.org>
Sent: Monday, December 7, 2020 2:14 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Birkdale Village

External Email

Tim,
I look forward to meeting with you and your team. We are prohibited from meeting in groups larger than 3 so let me discuss with Anthony how to set something up.
John

Sent from my iPad

On Dec 7, 2020, at 2:05 PM, Perry, Tim <Tim.Perry@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Afternoon,

I hope this finds you healthy and ready for the holidays!

Next week, we have a team in Huntersville and on the property to get started with everything from interviews for new positions to hospitality training. If you are open on Tuesday, Dec 15th, It would be an honor to meet with each of you and the other members of the Town Board of Commissioners.

Understanding that this may have to be in small groups, how might we set up some times to introduce North American Properties, get any thoughts that you all may have about the property, and begin to engage in what will be a long relationship between the Town and NAP.

My calendar is open anywhere from coffee at 8am to 2pm in the afternoon.

I would also personally like to invite the two of you to partake in a company tradition - the blessing of the property with a company-wide shot of tequila – which will be at 3:30pm at Birkdale Village.

Please let me know your availability and how to best arrange times with the other Commissioners as well.

Thank you,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Disclaimer

The information contained in this communication from the sender is confidential. It is intended solely for use by the recipient and others authorized to receive it. If you are not the recipient, you are hereby notified that any disclosure, copying, distribution or taking action in relation of the contents of this information is strictly prohibited and may be unlawful.

This email has been scanned for viruses and malware, and may have been automatically archived by Mimecast, a leader in email security and cyber resilience. Mimecast integrates email defenses with brand protection, security awareness training, web security, compliance and other essential capabilities. Mimecast helps protect large and small organizations from malicious activity, human error and technology failure; and to lead the movement toward building a more resilient world. To find out more, visit our website.

Date : 12/7/2020 2:09:27 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Cyndi Bartley" Bartley@lakenorman.org, "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Travis Dancy" tdancy@lakenorman.org
Subject : RE: Birkdale Village
Attachment : image005.png;image006.png;image007.jpg;image001.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thanks, Cyndi.

We would love to meet at your office. Cayley will spearhead – just let me know the time.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

From: Cyndi Bartley <Bartley@lakenorman.org>
Sent: Monday, December 7, 2020 1:21 PM
To: Perry, Tim <Tim.Perry@naproperties.com>; Sally Ashworth <Ashworth@lakenorman.org>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>
Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

Thank you for reaching out to us. Tuesday, Dec 15 works best for us. Would you all be able to come to our visitor center for this meeting? We are located at 19900 West Catawba Ave, Cornelius NC 28031. How many people from your team plan to attend? Let us know a time that works best for you all and looking forward to working with you as well.

Warm Regards,

Cyndi Bartley | Operations & Marketing Director

Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300

www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Friday, December 4, 2020 4:56 PM

To: Sally Ashworth <Ashworth@lakenorman.org>

Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>

Subject: RE: Birkdale Village

Will do! Have a great weekend!

From: Sally Ashworth <Ashworth@lakenorman.org>

Sent: Friday, December 4, 2020 4:23 PM

To: Perry, Tim <Tim.Perry@naproperties.com>

Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>

Subject: RE: Birkdale Village

External Email

Good afternoon Tim,

Welcome to Lake Norman! It will certainly be our pleasure at Visit Lake Norman to welcome you and your team. We have worked closely marketing Birkdale Village and certainly look forward to meeting you in the near future and finding better opportunities to engage our guests, visitors and our residence to shop at Birkdale Village.

Please let me know which of the days you will be available and our team will look forward to meeting and working with all of you.

Regards,
Sally

Sally Ashworth | Executive Director
Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300
www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 2:35 PM
To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>
Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>
Subject: Birkdale Village

Good Afternoon, Sally.

As you may have read or heard, North American Properties has purchased an interest in Birkdale Village and as of a couple weeks ago assumed the management and operations.

North American Properties prides itself on investing first and foremost in building communities...creating experiences that benefit our guests and partners as much as the property. Whether that is in Kentucky or Georgia or North Carolina – our Mission Statement is the same: Developing a Better World. Critical to this is a close relationship with the local convention and visitors bureau, and Anthony Roberts referred us straight to you! With confidence, I can say that our teams working together will be a great way to promote the community for new residents, businesses, and guests at Birkdale Village. Here are a few links from prior annual events at other properties as an introduction to what we plan on curating for Birkdale Village:

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Savor the Boulevard <https://www.youtube.com/watch?v=Ulsdnuk8z8Y>
2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>
Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>
NAP ExperienceMakers Video <https://youtu.be/d5OqrF8gpiU>

The marketing team at NAP is second to none in the real estate industry - and is led by Cayley Mullen (copied). By way of this email, Cayley will connect and develop an understanding of how we can best engage your community. We will all be in town as well in a couple weeks on the 15th/16th, and would appreciate an opportunity to meet.

Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/4/2020 4:55:42 PM
From : "Perry, Tim" Tim.Perry@naproperties.com
To : "Sally Ashworth" Ashworth@lakenorman.org
Cc : "Anthony Roberts" aroberts@huntersville.org, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Travis Dancy" tdancy@lakenorman.org, "Cyndi Bartley" Bartley@lakenorman.org
Subject : RE: Birkdale Village
Attachment : image002.png;image003.png;image004.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.
Will do! Have a great weekend!

From: Sally Ashworth <Ashworth@lakenorman.org>
Sent: Friday, December 4, 2020 4:23 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Anthony Roberts <aroberts@huntersville.org>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Travis Dancy <tdancy@lakenorman.org>; Cyndi Bartley <Bartley@lakenorman.org>
Subject: RE: Birkdale Village

External Email

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Please let me know which of the days you will be available and our team will look forward to meeting and working with all of you.

Regards,
Sally

Sally Ashworth | Executive Director
Visit Lake Norman
19900 W Catawba Ave. Suite 102
Cornelius, NC 28031
(704) 987-3300
www.VisitLakeNorman.org



From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Friday, December 4, 2020 2:35 PM
To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>

Cc: Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>

Subject: Birkdale Village

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2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>

Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>

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Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/4/2020 4:23:00 PM

From : "Sally Ashworth" Ashworth@lakenorman.org

To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Anthony Roberts" aroberts@huntersville.org, "Mullen, Cayley" Cayley.Mullen@NAProperties.com, "Travis Dancy" tdancy@lakenorman.org, "Cyndi Bartley" Bartley@lakenorman.org

Subject : RE: Birkdale Village

Attachment : image002.png;image003.png;image001.jpg;

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Regards,
Sally

Sally Ashworth | Executive Director
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To: Sally Ashworth <Ashworth@lakenorman.org>; Anthony Roberts <aroberts@huntersville.org>

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Thank you,
Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/9/2021 10:50:05 AM
From : "Stacy Phillips" sphillips@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org
Subject : Re: Birkdale Village

How was this paid for?

Stacy Phillips
Huntersville Town Commissioner
704-533-4685
SPhillips@Huntersville.Org

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Monday, February 8, 2021 10:44 AM
To: Dan Boone <dboone@huntersville.org>
Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
Subject: RE: Birkdale Village

Comm. Boone:

I'd rather not as I would basically give very high level information or some of the same information as in the Feb. 7th email so as not to interfere with North American Properties marketing, messaging, tenant relations, possible real estate transactions, etc. See below for some details.

PLEASE DON'T SHARE

My details below will be short and my words will not do it justice.
Some of the things I learned and/or saw that are likely to be done by North American Properties:

- 1) keep Birkdale name but changing marketing, branding, etc.
- 2) add public restrooms (I never realized Birkdale didn't have any)
- 3) add major concierge services (may have concierge building in one of center islands you pull up to/give them your car, go shop, they bring it to you, make dinner reservations, etc.)
- 4) increase security presence
- 5) speakers will be added throughout Birkdale for constant music
- 6) better signage throughout (like painted signage in parking deck to guide you to stores, kiosks in various locations, etc.)
- 7) apartments will be getting interior and exterior face lift (paint, countertops, appliances, flooring) - will drive up rent rates
- 8) apartment amenities will be getting facelift (pool upgrades, new workout equipment, maybe office workspace for rent, etc.)
- 9) better landscaping/maintenance throughout
- 10) some diagonal parking will be removed (they own) to potentially allow for "jewel box" buildings (1-2 story buildings) in certain areas of common open space along Birkdale Commons Parkway
- 11) existing water fountain in Birkdale Commons Parkway (circle) will be upgraded/replaced; may also allow for pop up ice skating rink in this location
- 12) adding other amenities in common spaces like fire pits, art, etc.

- 12) many more year around events in partnership with Parks & Rec, CVB, non-profits (several events to raise money for local charities)
- 13) create more outdoor sitting opportunities for restaurant spaces where possible
- 14) certain tenant lease will not be renewed (those will go unnamed)

Bigger discussions or things in play:

- 1) possibly purchasing outparcels (mixed use bldg. where Which-Which located, mixed use building where Chipotle located, movie theatre building) and North Pointe Executive Park
- 2) hotel with/with-out convention center
- 3) more high end office space
- 4) single story tenants along Townley Road (Pier 1, Barnes & Noble, etc.) - maybe go 2-3 stories with mixed use

Thanks.

Ant

-----Original Message-----

From: Dan Boone <dboone@huntersville.org>

Sent: Sunday, February 7, 2021 12:41 PM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

Subject: Re: Birkdale Village

Anthony, Maybe you can update the entire board on your trip to Georgia at our next meeting on Feb. 15th.

Dan

Sent from my iPad

> On Feb 5, 2021, at 11:18 AM, Anthony Roberts <aroberts@huntersville.org> wrote:

>

>

>>> Mayor and Board:

>>>

>>> As you know North American Properties (NAP) just recently partnered to buy Birkdale Village which is the 2nd highest tax payer in Huntersville. The property is starting to look dated. NAP will have their management team on site to manage the property. The property will undergo a facelift and there could be major changes coming in the future that will make it even more of a destination.

>>>

>>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

>>>

>>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces

and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

>>>

>>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

>>>

>>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>>

>>> Ant

>>>

>>>

>>>

>>>

>>>

Date : 2/9/2021 12:19:16 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Stacy Phillips" sphillips@huntersville.org
Cc : "Emily Sloop" esloop@huntersville.org
Subject : RE: Birkdale Village

Town paid a portion and I assume North American Properties (NAH) paid for rest. I had contact with Tim Perry (NAH) several days before going down saying thank you but town will pick up our tab with credit card. They have not invoiced me yet for remaining. Also, spoke to Emily before leaving and there were no issues if NAH picked up bill. Thanks.

Ant

From: Stacy Phillips <sphillips@huntersville.org>
Sent: Tuesday, February 9, 2021 10:50 AM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: Re: Birkdale Village

How was this paid for?

Stacy Phillips

Huntersville Town Commissioner

704-533-4685

SPhillips@Huntersville.Org

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Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>
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Cc: Board Members <BoardMembers@huntersville.org>; Jack Simoneau

<jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>; Jackie

Huffman <jhuffman@huntersville.org>; Bobby Williams <bwilliams@huntersville.org>

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>>> Last Thursday I drove down to Alpharetta to visit Avalon (developed and managed by NAP) and downtown Alpharetta with Comm. Walsh and Mayor ProTem Bales. We drove back Friday after lunch. I know this sounds painful to drive down and back but I must say it was worth the trip!

>>>

>>> While on site Thursday at Avalon we met with the Management Team, we were given a tour of the grounds, tour of the apartments and amenities, tour of the major office spaces and amenities, and a tour of the hotel and convention center. There was a lot of walking and unfortunately we didn't set foot in one department store, not even Apple or Tesla.

>>>

>>> Friday morning we had breakfast with Alpharetta Councilman Dan Merkel and Kathi Cook, Alpharetta Community Development Director. They told us about their partnership with Avalon and about their new downtown redevelopment within the last 5 years. We drove to downtown Alpharetta which is only 2-3 miles away. They just built a new Town Hall (which we toured/Mr. Boone would be proud of their history room), new library, new mixed use retail with apartments above, new breweries and restaurants, etc. Alpharetta has done an amazing job with redevelopment of their downtown!

>>>

>>> I will be sending Brian Richards and/or Jack Simoneau down to visit and would encourage you to go if you can. Available dates are:

>>> Feb. 10-11, 11-12, 16-17, 24-25, 25-26. Please let Brian know if you would like to go and we can coordinate. Thanks!

>>>

>>> Ant

>>>

>>>

>>>

>>>

>>>

>>>

Date : 1/20/2021 11:28:59 PM
From : "Brian Ehlschlager" behlschlager@huntersville.org
To : "Ann.Kabaklian@birkdalevillage.com"
Ann.Kabaklian@birkdalevillage.com
Cc : "Scott Sharp" ssharp@huntersville.org
Subject : RE: Birkdale Village-HPD Field Office

Ms. Kabaklian,
I spoke with our officers that work in Birkdale Village. I was advised that Birkdale management told our officers that they were going to be making repairs to the office to fix roof leaks and black mold. They were told to stay out of this office as much as possible while this took place. This was several months ago. I do not know the current status of this office. Our officers would still utilize it if it is available, however, if it is no longer available, let me know and I will pass it along.

Our officer's main point of contact for the office was the head of security, Tina, so we may not be completely up to speed on the status of the office.

Respectfully,

LT Ehlschlager

B. Ehlschlager | Lieutenant
Huntersville Police Department
behlschlager@huntersville.org
(704) 464-5348

From: Scott Sharp <ssharp@huntersville.org>
Sent: Monday, January 18, 2021 3:55 PM
To: Brian Ehlschlager <behlschlager@huntersville.org>
Subject: Fwd: Birkdale Village-HPD Field Office

This is your AO

Sent from my iPhone

Begin forwarded message:

From: "Kabaklian, Ann" <Ann.Kabaklian@birkdalevillage.com>
Date: January 18, 2021 at 3:52:59 PM EST
To: Scott Sharp <ssharp@huntersville.org>
Subject: Birkdale Village-HPD Field Office

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Good afternoon Captain Sharp –

At one time, Huntersville PD was using a designated space as a Field Office, located within Birkdale Village. However, it's my understanding this Field Office has not been utilized in over a year. I'm inquiring as to whether or not HPD will need this office space in the future. If you would be kind enough to advise, that would be appreciated! Thank you!

Best regards,
-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village
8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744 | (cell) 980-819-0781
Ann.Kabaklian@BirkdaleVillage.com

Date : 1/25/2021 6:18:42 PM
From : "Kabaklian, Ann" Ann.Kabaklian@birkdalevillage.com
To : "Brian Ehlschlager" behlschlager@huntersville.org
Cc : "Scott Sharp" ssharp@huntersville.org, "Hvidsten, Paul" Paul.Hvidsten@birkdalevillage.com
Subject : RE: Birkdale Village-HPD Field Office

LT Ehlschlager – thank you for your reply. We are definitely interested in keeping a police presence at Birkdale, and have every intention to share the field office with your on-duty officers. We are halfway through the mitigation and repair, and will touch base with you once the office is ready for occupancy. You may continue to reach out to Tina, but also feel free to reach out to me or to Paul Hvidsten, our Asst GM (copied on this email).

-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village

From: Brian Ehlschlager <behlschlager@huntersville.org>
Sent: Wednesday, January 20, 2021 11:29 PM
To: Kabaklian, Ann <Ann.Kabaklian@birkdalevillage.com>
Cc: Scott Sharp <ssharp@huntersville.org>
Subject: RE: Birkdale Village-HPD Field Office

External Email

Ms. Kabaklian,
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LT Ehlschlager

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(704) 464-5348

From: Scott Sharp <ssharp@huntersville.org>
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Best regards,
-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village
8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744 | (cell) 980-819-0781
Ann.Kabaklian@BirkdaleVillage.com

Date : 2/4/2021 1:54:31 PM
From : "Rob Cordero" rob.cordero@unitus-security.com
To : "Brian Ehlschlager" behlschlager@huntersville.org
Subject : Re: Birkdale Village-HPD Field Office
Attachment : image002.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you, LT.,

I will get with the management and work out the best time that works in your on-duty schedule. I don't want to take away from your off time. I know how important it is.

Thank you again for the response.

Rob Cordero | President

Unitus Security, LLC

(C) 404.593.6237
rob.cordero@unitus-security.com
www.unitus-security.com

From: Brian Ehlschlager <behlschlager@huntersville.org>
Sent: Thursday, February 4, 2021 3:33 AM
To: Rob Cordero <rob.cordero@unitus-security.com>
Subject: RE: Birkdale Village-HPD Field Office

Rob,
I am rotating back to dayshift next week. I have some training Mon-Thursday in the afternoon. We could meet Mon or Tuesday morning or anytime on Friday. Let me know what works for you.

Respectfully,

B. Ehlschlager | Lieutenant
Huntersville Police Department
behlschlager@huntersville.org
(704) 464-5348

From: Rob Cordero <rob.cordero@unitus-security.com>
Sent: Tuesday, February 2, 2021 5:14 PM
To: Brian Ehlschlager <behlschlager@huntersville.org>
Subject: Fwd: Birkdale Village-HPD Field Office

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Good afternoon.

I am NAP's corporate security consultant and would like to set up a time to meet with you and discuss the future of Birkdale Village in regards to safety and security.

I look forward to hearing from you and working with you.

Thank you.

Rob Cordero, President
Unitus Security, LLC
(C) 404 593-6237
rob.cordero@unitus-security.com
www.unitus-security.com



Begin forwarded message:

From: "Kabaklian, Ann" <Ann.Kabaklian@birkdalevillage.com>
Date: January 26, 2021 at 14:35:40 EST
To: Rob Cordero <rob.cordero@unitus-security.com>
Subject: FW: Birkdale Village-HPD Field Office

FYI

-Ann

Ann Kabaklian | General Manager
North American Properties – Birkdale Village

From: Kabaklian, Ann
Sent: Monday, January 25, 2021 6:19 PM
To: Brian Ehlschlager <behlschlager@huntersville.org>
Cc: Scott Sharp <ssharp@huntersville.org>; Hvidsten, Paul <Paul.Hvidsten@birkdalevillage.com>
Subject: RE: Birkdale Village-HPD Field Office

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field office with your on-duty officers. We are halfway through the mitigation and repair, and will touch base with you once the office is ready for occupancy. You may continue to reach out to Tina, but also feel free to reach out to me or to Paul Hvidsten, our Asst GM (copied on this email).

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North American Properties – Birkdale Village

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8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078
(office) 704-895-8744 | (cell) 980-819-0781
Ann.Kabaklian@BirkdaleVillage.com

Date : 2/4/2021 3:33:27 AM
From : "Brian Ehlschlager" behlschlager@huntersville.org
To : "Rob Cordero" rob.cordero@unitus-security.com
Subject : RE: Birkdale Village-HPD Field Office
Attachment : image002.jpg;

Rob,
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North American Properties – Birkdale Village

From: Brian Ehlschlager <behlschlager@huntersville.org>
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North American Properties – Birkdale Village

8712 Lindholm Drive, Suite 206 | Huntersville, NC 28078

(office) 704-895-8744 | (cell) 980-819-0781

Ann.Kabaklian@BirkdaleVillage.com

Date : 12/4/2020 4:20:00 PM
From : "Scott Sharp" ssharp@huntersville.org
To : "Bryan Latza" blatza@huntersville.org, "Barry Graham" bgraham@huntersville.org
Subject : RE: Change in Town Ordinance

The first thing I would look at is what, if anything, the City of Charlotte is doing to their ordinance. Then, reach out to the town attorney to see what she wants to see happen. Since she is new, she may have her own way of doing things. You will need some justification to make the changes for the board. They wont change it, just to change it.

Sent from [Mail](#) for Windows 10

From: [Bryan Latza](#)
Sent: Friday, December 4, 2020 4:12 PM
To: [Barry Graham](#); [Scott Sharp](#)
Subject: Change in Town Ordinance

Officer Lehew recently spoke with folks up at Birkdale and apparently they are undergoing a change in ownership (North American Properties, new owner). They said they would like to take a more aggressive approach to enforcement of trespassing and curfew violations. Now that the age for a juvenile has changed, I think it would be beneficial for the Town to augment the current Chapter 131 to reflect what is now considered a juvenile, that to include 16 and 17 year olds. Thoughts and process on amending this if possible? Thank you!!

CHAPTER 131 - YOUTH PROTECTION

[SHARE LINK TO SECTIONPRINT SECTIONDOWNLOAD \(DOCX\) OF SECTIONSEMAIL SECTION](#)

Sec. 131.01 - Purpose.

[SHARE LINK TO SECTIONPRINT SECTIONDOWNLOAD \(DOCX\) OF SECTIONSEMAIL SECTION](#)

The purpose of this chapter is to protect juveniles from victimization and exposure to criminal activity by establishing a curfew for juveniles under the age of 16 years in the town. This chapter is intended to reinforce and promote the role of the parent in raising and guiding children, and to promote the health, safety and welfare of both juveniles and adults by creating an environment offering better protection and security for all concerned. (Ord. O-2012-07, passed 6-18-12)

Sec. 131.02 - Definitions.

[SHARE LINK TO SECTION](#)[PRINT SECTION](#)[DOWNLOAD \(DOCX\) OF SECTION](#)[EMAIL SECTION](#)

The following words, terms and phrases, when used in this chapter, shall have the meanings ascribed to them in this section, except where the context clearly indicates a different meaning.

Direct route means the shortest reasonable path of travel or a commonly used route to reach a final destination without any detour or stop along the way.

Emergency means an unforeseen combination of circumstances or the resulting state that calls for immediate action. The term includes, but is not limited to, a fire, a natural disaster, an automobile accident, or any situation requiring immediate action to prevent serious bodily injury or death. This term also includes any action that is reasonably necessary in order to respond to the medical needs of a family member of the juvenile, regardless of whether the juvenile's action is taken in order to prevent death or serious bodily injury.

Establishment means any privately owned place of business operated for profit to which the public has access or is invited, including but not limited to, any place of amusement or entertainment.

Guardian means a person who is court appointed to be the guardian of a juvenile.

Juvenile means any person under the age of 16 years.

Owner/operator means any individual, firm, association, partnership or corporation operating, managing or conducting any establishment, including the employees, members or partners of an association or partnership, and the officers of a corporation.

Parent means a person who is a natural parent, adoptive parent, foster parent, stepparent or another person, or a person to whom legal custody has been given by court order.

Public place means any place generally open to and used by the public or a substantial group of the public, whether it is publicly or privately owned, including but not limited to, streets, sidewalks, highways, alleys, rights-of-way, public vehicular areas and parking lots, transportation facilities, theaters, restaurants, shops, bowling alleys, schools and school grounds, places of business and amusement, playgrounds, parks, similar areas open to the public, and other common areas open to or accessible to the public.

Remain means to linger or stay in a public place, to fail to leave the premises when requested to do so by a police officer, or to fail to leave the premises of an establishment when requested to do so by the owner/operator or an employee of the premises.

Restricted hours means the time of night referred to in this chapter is based upon the prevailing standards of time, whether Eastern Standard Time or Eastern Daylight Savings Time, generally observed at that hour by the public in the town. "Restricted hours" means:

On any day of the week, 10:00 p.m. until 6:00 a.m. of the following day for ages 12 and under; and (1)

On any day of the week, 11:00 p.m. until 6:00 a.m. of the following day for ages 13, 14, and 15. (2)

Date : 2/5/2021 12:59:12 PM

From : "Melinda Bales" mbales@huntersville.org

To : "Ryan McDaniels" mcdaniels@lnedc.com

Subject : Re: Columbus Mixed Use Development

Attachment : image001.png;image002.png;image003.png;image004.png;

Ryan-

Check out North American Properties projects. They have some in Ohio as well.

<https://www.naproperties.com/projects/>

From: Ryan McDaniels <mcdaniels@lnedc.com>

Date: Friday, February 5, 2021 at 10:08 AM

To: Melinda Bales <mbales@huntersville.org>

Subject: Columbus Mixed Use Development

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Melinda,

Happy Friday! Here is the mixed use development that I visited outside of Columbus OH:

<https://eastontowncenter.com/>

Ryan McDaniels CEcD

Executive Director

Lake Norman Economic Development

p: 704.659.6587

a: 8600 Sam Furr Rd. Suite 100, Huntersville, NC 28078

w: www.lnedc.com



Date : 1/4/2021 11:22:10 AM

From : "Perry, Tim" Tim.Perry@naproperties.com

To : "Anthony Roberts" aroberts@huntersville.org

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Forrester, Mallory"

Mallory.Forrester@NAProperties.com, "Kabaklian, Ann"

Ann.Kabaklian@birkdalevillage.com, "Smith, Maureen"

Maureen.Smith@Birkdalevillage.com

Subject : RE: Huntersville Annual Meeting - January 28th

Attachment : image001.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thanks, Anthony. Please let us know any time that we can help!

From: Anthony Roberts <aroberts@huntersville.org>

Sent: Monday, January 4, 2021 11:14 AM

To: Perry, Tim <Tim.Perry@naproperties.com>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela

<Aniela.Respress@NAProperties.com>; Mullen, Cayley

<Cayley.Mullen@NAProperties.com>; Forrester, Mallory

<Mallory.Forrester@NAProperties.com>; Kabaklian, Ann

<Ann.Kabaklian@birkdalevillage.com>; Smith, Maureen

<Maureen.Smith@Birkdalevillage.com>

Subject: RE: Huntersville Annual Meeting - January 28th

External Email

Tim:

Thank you for your offer. I left you a message before Christmas saying we will have the January 28-29 workshop at our Rec. Center. I visited the Pier One site with my IT Director. He was worried about the acoustics (tile floor and no ceiling tiles) and also internet connection. The meeting will be open to the public at the Rec. Center. Thanks again for your offer and your investment in Huntersville.

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (o)

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Monday, January 4, 2021 10:11 AM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Mullen, Cayley <Cayley.Mullen@NAProperties.com>; Forrester, Mallory <Mallory.Forrester@NAProperties.com>; Kabaklian, Ann <Ann.Kabaklian@birkdalevillage.com>; Smith, Maureen <Maureen.Smith@Birkdalevillage.com>

Subject: Huntersville Annual Meeting - January 28th

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Good Morning, Anthony.

Our team has been working toward making sure the space is great and there is plenty of swag for all of the participants...but we want to make sure that the IT especially is working for you as well as make sure we are on the same agenda. I am also tentatively planning on being in town those dates as well – and if the meeting is open, would like to attend.

Would you mind connecting the people who are planning as well as your IT person with the team copied on this email.

Thank you!

Happy New Year.

Tim



NORTH AMERICAN PROPERTIES

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Disclaimer

The information contained in this communication from the sender is confidential. It is intended solely for use by the recipient and others authorized to receive it. If you are not the recipient, you are hereby notified that any disclosure, copying, distribution or taking action in relation of the contents of this information is strictly prohibited and may be unlawful.

This email has been scanned for viruses and malware, and may have been automatically archived by Mimecast, a leader in email security and cyber resilience. Mimecast integrates email defenses with brand protection, security awareness training, web security, compliance and other essential capabilities. Mimecast helps protect large and small organizations from malicious activity, human

error and technology failure; and to lead the movement toward building a more resilient world. To find out more, visit our website.

Date : 1/4/2021 11:14:14 AM

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To : "Perry, Tim" Tim.Perry@naproperties.com

Cc : "Garrett, Barbara" Barbara.Garrett@naproperties.com, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Mullen, Cayley"

Cayley.Mullen@NAProperties.com, "Forrester, Mallory"

Mallory.Forrester@NAProperties.com, "Kabaklian, Ann"

Ann.Kabaklian@birkdalevillage.com, "Smith, Maureen"

Maureen.Smith@Birkdalevillage.com

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704-875-6541 (o)

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Monday, January 4, 2021 10:11 AM

To: Anthony Roberts <aroberts@huntersville.org>

Cc: Garrett, Barbara <Barbara.Garrett@naproperties.com>; Respress, Aniela

<Aniela.Respress@NAProperties.com>; Mullen, Cayley

<Cayley.Mullen@NAProperties.com>; Forrester, Mallory

<Mallory.Forrester@NAProperties.com>; Kabaklian, Ann

<Ann.Kabaklian@birkdalevillage.com>; Smith, Maureen

<Maureen.Smith@Birkdalevillage.com>

Subject: Huntersville Annual Meeting - January 28th

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning, Anthony.

Our team has been working toward making sure the space is great and there is plenty of swag for all of the participants...but we want to make sure that the IT especially is working for you as well as make sure we are on the same agenda. I am also tentatively planning on being in town those dates as well – and if the meeting is open, would like to attend.

Would you mind connecting the people who are planning as well as your IT person with the team copied on this email.

Thank you!

Happy New Year.

Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/1/2020 11:21:57 AM
From : "Tracy Houk" thouk@huntersville.org
To : "Bobby Williams" bwilliams@huntersville.org, "Lindsay Small" lsmall@huntersville.org
Subject : RE: Huntersville Events - Birkdale Village Inquiry
Attachment : image001.png;image002.png;image003.jpg;

No we do not

Tracy Houk, CPRP
Assistant Director
Huntersville Parks & Recreation
PO Box 2879
Huntersville, NC 28070
o. 704-766-2227
c. 704-622-0220
[website](#) / [register now!](#) / [Facebook](#)
"Something for Everyone!"

From: Bobby Williams <bwilliams@huntersville.org>
Sent: Tuesday, December 1, 2020 11:21 AM
To: Tracy Houk <thouk@huntersville.org>; Lindsay Small <lsmall@huntersville.org>
Subject: FW: Huntersville Events - Birkdale Village Inquiry
Importance: High

Good morning! Do we have any involvement in any of these activities with Birkdale Village?

Thanks in advance,

Bobby

From: Yu, Jay <Jay.Yu@NAProperties.com>
Sent: Tuesday, December 1, 2020 11:17 AM
To: Bobby Williams <bwilliams@huntersville.org>
Subject: Huntersville Events - Birkdale Village Inquiry
Importance: High

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning Bobby,

I hope you are doing well, and you had a wonderful Thanksgiving holiday. My name is Jay Yu with North American Properties and I'm supporting marketing efforts for Birkdale Village. We recently announced our JV with Nuveen in managing and leasing Birkdale Village and we're excited to reimagine the village and enhance the guest experience for the community.

We have an event 'Holiday Drive In Concerts' starting this Saturday, December 5th through December 19th at 6pm, and we'd love to see if it's possible to add it to the town's [calendar of events](#)?

Below is a link to the event and if we have the green light, please send us instructions on how to add.

<https://bit.ly/birkdaleholidaydrivein>

Thanks so much and I look forward to hearing from you,
J

Jay Yu | Digital + Innovation Manager
North American Properties
1175 Peachtree Street, Suite 780
Atlanta, GA 30361
office 770.599.7741 | mobile 757.893.0471
jay.yu@naproperties.com



WHAT WE DO: <https://youtu.be/d5OqrF8gpiU>

Date : 2/11/2021 2:20:26 PM
From : "Nick Walsh" nwalsh@huntersville.org
To : "Dan Boone" dboone@huntersville.org
Cc : "Melinda Bales" melinda@melindabales.com, "Brian Hines" bhines@huntersville.org, "Lance Munger" lmunger@huntersville.org, "Stacy Phillips" sphillips@huntersville.org, "John Aneralla" janeralla@huntersville.org, "Anthony Roberts" aroberts@huntersville.org, "Jackie Huffman" jhuffman@huntersville.org, "Emily Sloop" esloop@huntersville.org
Subject : Re: NAP Trip Alpharetta, GA.

Commissioner Boone,

In the interest of perspective and accuracy, let me respond to your email.

One of our town's biggest taxpayers invited the Board in December to meet with them. The new owners of Birkdale, North American Properties reached out to us for an introductory meeting. We met with Tim Perry of NAP during my meeting. I don't have the complete list but I think most of us met with him in Birkdale. At the conclusion of those meetings, we were invited to visit Avalon. The goal was to get an understanding of their vision of a future Birkdale and what might be proposed in a partnership they hoped to form with our Board.

On January 4th, Tim Perry sent out an email to the entire Board inviting us down to Avalon for meetings and a tour. He even suggested dates in his email. Anthony Roberts responded that same day letting us know that he would coordinate the visit and his possible attendance.

I, Commissioner Bales, and Anthony Roberts made plans to go down there January 28th & 29th. It was important for us to educate ourselves on the potential impacts that might be coming to one of the crown jewels of Huntersville. It was our choice to assume any risks associated with COVID-19. We took appropriate steps to mitigate the risk for ourselves as well as those we came in contact with.

The main purpose of the Avalon trip was to get a first hand experience and understanding of this development. In addition, we met a councilman from Alpharetta along with their Community Development Director. It was a great opportunity to exchange ideas and better understand the positive economic impact that Avalon has on the city of Alpharetta.

All of this is first steps. It is my understanding that we will be sending some staff down to get a better understanding of the development. We need to be versed on what future upgrades and changes may be coming to Birkdale. I would encourage the Commissioners who have to visit to do so. Birkdale is our second highest tax payer in Huntersville and it's important for us to make informed and education decision on coming changes that we will be asked to participate in.

When Board members or town employees travel on town business, the expense is not a personal one. Anthony said the town would pick up the expenses on our behalf.

As an aside, I am unclear regarding the correlation between this voluntary trip and your reference and us telling citizens “we cannot meet face to face”. My assumption is that you are referring to our Town Board Meetings. In this case, we are putting faith in the science and direction from the state along with the Mecklenburg County Health Department. The town has shown leadership in conducting our Town Board meetings remotely in order to protect our health and that of our citizens. In fact, the Mecklenburg County Board of Commissioner resumed their meeting remotely due to direction from the Health Department. This is all subject to change as we continue to deal with this pandemic.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org

On Feb 11, 2021, at 11:22 AM, Dan Boone <dboone@huntersville.org> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

<Georgia trip (2).docx>

Date : 12/18/2020 5:51:51 PM
From : "Brian Hines" bhines@huntersville.org
To : "Lant, Mike" Mike.Lant@naproperties.com
Cc : "Perry, Tim" Tim.Perry@naproperties.com, "John Aneralla" janeralla@huntersville.org, "Respress, Aniela" Aniela.Respress@naproperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com
Subject : Re: NCDOT on SR73
Attachment : image003.jpg;image004.jpg;
Mike,

See the link below for the latest plan for Hwy 73 in front of Birkdale.

<https://www.ncdot.gov/projects/nc-73-improvements-lincoln-mecklenburg/Documents/meeting-map-alternative-1-map-5.pdf>

Feel free to call next week and we can discuss.

Have a great weekend.

Brian Hines, CCIM
704-507-4877

On Dec 17, 2020, at 4:23 PM, Lant, Mike
<Mike.Lant@naproperties.com> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Mayor and Commissioner Hines,
Pleasure meeting you via email.

I am happy to jump on a call with you to discuss how we can help. I'll make myself available whenever convenient for you.

Thanks

<image004.jpg>

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Thursday, December 17, 2020 3:18 PM
To: bhines@huntersville.org
Cc: janeralla@huntersville.org; Lant, Mike <Mike.Lant@NAProperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Garrett, Barbara <Barbara.Garrett@naproperties.com>
Subject: NCDOT on SR73

Mayor and Commissioner Hines –

By way of this email, please meet Mike Lant.

Mike is the SVP in charge of development for North American Properties and will be the best contact for information flow. Would you please share the planned improvements with us – and then we will be able to get you what you need. As far as data goes, we have daily records of the number of people on site, and will definitely jump on a traffic study of both entrances.

Thank you,
Tim

<image003.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/17/2020 4:33:09 PM
From : "John Aneralla" janeralla@huntersville.org
To : "Lant, Mike" Mike.Lant@naproperties.com, "Brian Hines" bhines@huntersville.org, "Tim Perry" Tim.Perry@naproperties.com
Subject : Re: NCDOT on SR73
Attachment : image003.jpg;image004.jpg;

Mike,
We will get the maps and discuss.
Talk with you soon.
John

Sent from my iPad

On Dec 17, 2020, at 4:23 PM, Lant, Mike
<Mike.Lant@naproperties.com> wrote:

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To: bhines@huntersville.org
Cc: janeralla@huntersville.org; Lant, Mike <Mike.Lant@NAProperties.com>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Garrett, Barbara <Barbara.Garrett@naproperties.com>

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Thank you,
Tim

<image003.jpg>

Tim Perry

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<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 12/21/2020 10:12:50 AM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Brian Hines" bhines@huntersville.org
Cc : "Perry, Tim" Tim.Perry@naproperties.com, "John Aneralla" janeralla@huntersville.org, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com
Subject : RE: NCDOT on SR73
Attachment : image003.jpg;

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Thanks Brian,



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Brian Hines <bhines@huntersville.org>
Sent: Friday, December 18, 2020 5:52 PM
To: Lant, Mike <Mike.Lant@NAProperties.com>
Cc: Perry, Tim <Tim.Perry@naproperties.com>; John Aneralla <janeralla@huntersville.org>; Respress, Aniela <Aniela.Respress@NAProperties.com>; Garrett, Barbara <Barbara.Garrett@naproperties.com>
Subject: Re: NCDOT on SR73

External Email

Mike,

See the link below for the latest plan for Hwy 73 in front of Birkdale.

<https://www.ncdot.gov/projects/nc-73-improvements-lincoln-mecklenburg/Documents/meeting-map-alternative-1-map-5.pdf>

Feel free to call next week and we can discuss.

Have a great weekend.

Brian Hines, CCIM
704-507-4877

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Mayor and Commissioner Hines,

Pleasure meeting you via email.

I am happy to jump on a call with you to discuss how we can help. I'll make myself available whenever convenient for you.

Thanks

<image004.jpg>

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

<http://www.NAProperties.com>

Mike.Lant@NAProperties.com

From: Perry, Tim <Tim.Perry@naproperties.com>

Sent: Thursday, December 17, 2020 3:18 PM

To: bhines@huntersville.org

Cc: janeralla@huntersville.org; Lant, Mike <Mike.Lant@NAProperties.com>;

Respress, Aniela <Aniela.Respress@NAProperties.com>; Garrett, Barbara

<Barbara.Garrett@naproperties.com>

Subject: NCDOT on SR73

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Thank you,

Tim

<image003.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M:404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

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Date : 12/17/2020 4:23:41 PM
From : "Lant, Mike" Mike.Lant@NAProperties.com
To : "Perry, Tim" Tim.Perry@naproperties.com, "bhines@huntersville.org" bhines@huntersville.org
Cc : "janeralla@huntersville.org" janeralla@huntersville.org, "Respress, Aniela" Aniela.Respress@NAProperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com
Subject : RE: NCDOT on SR73
Attachment : image003.jpg;image004.jpg;

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Thanks



NORTH AMERICAN PROPERTIES

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.946.0948](tel:404.946.0948) M: [404.401.7138](tel:404.401.7138)

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Mike.Lant@NAProperties.com

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Tim.Perry@naproperties.com

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To : "Lant, Mike" Mike.Lant@naproperties.com
Cc : "Perry, Tim" Tim.Perry@naproperties.com, "John Aneralla" janeralla@huntersville.org, "Respress, Aniela" Aniela.Respress@naproperties.com, "Garrett, Barbara" Barbara.Garrett@naproperties.com
Subject : Re: NCDOT on SR73
Attachment : image003.jpg;image004.jpg;
Mike,

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<https://www.ncdot.gov/projects/nc-73-improvements-lincoln-mecklenburg/Documents/meeting-map-alternative-1-map-5.pdf>

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Have a great weekend.

Brian Hines, CCIM
704-507-4877

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<image004.jpg>

Michael Lant

Sr. VP Development

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.946.0948 M: 404.401.7138

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Tim

<image003.jpg>

Tim Perry

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O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/14/2021 2:01:52 PM
From : "Brian Richards" brichards@huntersville.org
To : "Anthony Roberts" aroberts@huntersville.org, "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Jack Simoneau" jsimoneau@huntersville.org
Subject : RE: New Hotel across from Birkdale
Attachment : image001.jpg;

Hi Tim,

The Hotel is in the final round of plan review. There are several moving pieces on the Birkdale Driving Range redevelopment plan. I have included a link below to the project.

Please let me know if I can answer any additional questions you may have.

<https://www.huntersville.org/2572/Hilton-Garden-Inn>

Thanks,

Brian Richards
Assistant Planning Director
Huntersville Planning Dept.
105 Gilead Rd 3rd Floor
Huntersville, NC 28078

Mailing address
PO BOX 664
Huntersville, NC 28070
Ph 704 766 2218
Fx 704 992 5528
brichards@huntersville.org

From: Anthony Roberts <aroberts@huntersville.org>
Sent: Thursday, January 14, 2021 1:58 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Cc: Jack Simoneau <jsimoneau@huntersville.org>; Brian Richards <brichards@huntersville.org>
Subject: RE: New Hotel across from Birkdale

Jack or Brian:

Can one of you guys give Tim an update on the status of the hotel across from Birkdale Village at/near golf course? Thanks.

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Thursday, January 14, 2021 1:10 PM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: New Hotel across from Birkdale

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Do you have any update on the Marriott hotel that we had heard was planned or going to be developed across from Birkdale Village? We are working on a master plan and consideration of additional uses.

Thank you,
Tim



Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 1/14/2021 1:57:46 PM
From : "Anthony Roberts" aroberts@huntersville.org
To : "Perry, Tim" Tim.Perry@naproperties.com
Cc : "Jack Simoneau" jimoneau@huntersville.org, "Brian Richards" brichards@huntersville.org
Subject : RE: New Hotel across from Birkdale
Attachment : image002.jpg;

Jack or Brian:

Can one of you guys give Tim an update on the status of the hotel across from Birkdale Village at/near golf course? Thanks.

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (office)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Thursday, January 14, 2021 1:10 PM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: New Hotel across from Birkdale

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Thank you,
Tim



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1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 11/23/2020 1:10:18 PM
From : "Chaim Greenberg" chabadlakenorman@gmail.com
To : "John Aneralla" janeralla@huntersville.org
Subject : Re: North American Properties - Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

John,
Thank you! I'll call him today.

On Mon, Nov 23, 2020, 11:27 AM John Aneralla <janeralla@huntersville.org> wrote:

Rabbi G,
Tim called me this morning. He's looking forward to hearing from you.
John

On Nov 20, 2020 4:44 PM, Chaim Greenberg <chabadlakenorman@gmail.com> wrote:

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John,

Thank you for sending me Tim's info, and for putting us in touch.

Looking forward to seeing you on Chanukah!

On Fri, Nov 20, 2020, 12:06 PM John Aneralla <janeralla@huntersville.org> wrote:

----- Forwarded message -----

From: "Perry, Tim" <Tim.Perry@naproperties.com>
Date: Nov 20, 2020 9:11 AM
Subject: North American Properties - Birkdale Village
To: John Aneralla <janeralla@huntersville.org>
Cc:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning, Mayor

Thank you for the time this morning to introduce ourselves and talk about the future of Birkdale Village! We look forward to working with you and the Board of Commissioners...and to hosting you in Atlanta soon. Please let me know when you firm up your plans to be in town!

We are also confirming our plans, but December 15th-16th is currently slated for our leadership team to be on site at Birkdale. We will get something set up with you as well.

Attached is the Press Release that will go out today, and please visit our new landing page at www.birkdalevillage.com to a glimpse of the new branding and events to come. We would love to have you and your family join us!

My contact information is below – and please call, email, or text me at any time.

Thank you,

Tim

Email Signature

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

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Date : 11/20/2020 4:44:54 PM
From : "Chaim Greenberg" chabadlakenorman@gmail.com
To : "John Aneralla" janeralla@huntersville.org
Subject : Re: North American Properties - Birkdale Village
Attachment : image003.jpg;

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

John,

Thank you for sending me Tim's info, and for putting us in touch.

Looking forward to seeing you on Chanukah!

On Fri, Nov 20, 2020, 12:06 PM John Aneralla <janeralla@huntersville.org> wrote:

----- Forwarded message -----

From: "Perry, Tim" <Tim.Perry@naproperties.com>
Date: Nov 20, 2020 9:11 AM
Subject: North American Properties - Birkdale Village
To: John Aneralla <janeralla@huntersville.org>
Cc:

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Good Morning, Mayor

Thank you for the time this morning to introduce ourselves and talk about the future of Birkdale Village! We look forward to working with you and the Board of Commissioners...and to hosting you in Atlanta soon. Please let me know when you firm up your plans to be in town!

We are also confirming our plans, but December 15th-16th is currently slated for our leadership team to be on site at Birkdale. We will get something set up with you as well.

Attached is the Press Release that will go out today, and please visit our new landing page at www.birkdalevillage.com to a glimpse of the new branding and events to come. We would love to have you and your family join us!

My contact information is below – and please call, email, or text me at any time.

Thank you,

Tim

Email Signature

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

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Date : 11/23/2020 11:27:31 AM
From : "John Aneralla" janeralla@huntersville.org
To : "Chaim Greenberg" chabadlakenorman@gmail.com
Subject : Re: North American Properties - Birkdale Village

Rabbi G,
Tim called me this morning. He's looking forward to hearing from you.
John

On Nov 20, 2020 4:44 PM, Chaim Greenberg <chabadlakenorman@gmail.com> wrote:

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My contact information is below – and please call, email, or text me at any time.

Thank you,

Tim

Email Signature

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: [404.965.9070](tel:404.965.9070) M: [404.597-7856](tel:404.597-7856)

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Tim.Perry@naproperties.com

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Date : 11/3/2020 12:04:28 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Melinda Bales" mbales@huntersville.org

Subject : Re: North American Properties - Birkdale Village

Attachment : image001.jpg;

I sent Tim a follow up email last week to let me know which day and times but never heard back. We will coordinate another date when he gets back to me. He may be waiting till after they close now.

Anthony Roberts,
Town Manager

On Oct 21, 2020, at 6:16 PM, Melinda Bales
<mbales@huntersville.org> wrote:

Anthony-

I am currently available either date. Let's nail down a date quickly.

Thanks!
Melinda

From: Anthony Roberts <aroberts@huntersville.org>
Date: Wednesday, October 21, 2020 at 5:24 PM
To: Board Members <BoardMembers@huntersville.org>
Cc: Jackie Huffman <jhuffman@huntersville.org>
Subject: FW: North American Properties - Birkdale Village

FYI

From: Anthony Roberts
Sent: Wednesday, October 21, 2020 5:16 PM
To: Perry, Tim <Tim.Perry@naproperties.com>
Subject: RE: North American Properties - Birkdale Village

Tim:

It was nice to meet you. Dave Yochum, Cornelius Today called me also. I did not call him back. Thanks for sharing the YouTube videos below. **I will share with my Mayor and Board and ask them not to share the news until after closing.** I will also see if they are available on Nov. 3rd or 4th.

Anthony Roberts
Huntersville Town Manager
aroberts@huntersville.org
704-875-6541 (o)

From: Perry, Tim <Tim.Perry@naproperties.com>
Sent: Tuesday, October 20, 2020 11:22 AM
To: Anthony Roberts <aroberts@huntersville.org>
Subject: North American Properties - Birkdale Village

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Anthony,

Thank you again for your time last week to introduce both North American Properties and Nuveen. We are looking forward to continuing the relationship between the Town and Birkdale Village. The press already has a scent <https://www.corneliustoday.com/north-american-properties-will-buy-birkdale-village/> but we will not comment until after closing in mid-November.

North American Properties is all about creating unique, community driven experiences that benefit our guests as much as the property. Attached are a few links from prior events which we hold annually at Avalon and other properties as an introduction to what we plan on bringing to the Community in Huntersville.

2019 Noon to Night <https://www.youtube.com/watch?v=9RAXiPoQyME>
Savor the Boulevard <https://www.youtube.com/watch?v=Ulsdnuk8z8Y>
2019 The Lighting of Avalon <https://youtu.be/4SsEYhHalRw>
Staycation Video <https://www.youtube.com/watch?v=vuuGpcb-BwI>
NAP ExperienceMakers Video <https://youtu.be/d5OqrF8gpiU>

As a next step, we would like to meet with the Mayor and Board of Commissioners and it looks like I will be in town on November 3rd and 4th. Might we schedule a couple times for a “3 + 3” introduction on those dates?

Thank you,
Tim

<image001.jpg>

Tim Perry

North American Properties

1175 Peachtree Street, Suite 1650, Atlanta, Georgia 30361

O: 404.965.9070 M: 404.597-7856

<http://www.NAProperties.com>

Tim.Perry@naproperties.com

Date : 2/11/2021 1:12:16 PM

From : "Nick Walsh" nwalsh@huntersville.org

To : "Melinda Bales" mbales@huntersville.org

Subject : "Truth" & Transparency – North American Properties (Birkdale)

DRAFT

Let me know what you think.

Commissioner Boone,

In the interest of accuracy, let me respond to your email.

One of our town's biggest taxpayers invited the Board in December to meet with them. The new owners of Birkdale, North American Properties reached out to us for an introductory meeting. We met with Tim Perry of NAP. I don't have the complete list but I think most of us met with him in Birkdale. At the conclusion of those meetings, we were invited to visit Avalon. The goal was to get an understanding of their vision of a future Birkdale and what might be proposed in a partnership they hoped to form with our Board.

On January 4th, Tim Perry sent out an email to the entire Board inviting us down to Avalon for meetings and a tour. He even suggested dates in his email. Anthony Roberts responded that same day letting us know that he would coordinate the visit and his possible attendance.

I, Commissioner Bales, and with Anthony Roberts made plans to go down there January 28th & 29th. It was important for us to educate ourselves on the potential impacts that might be coming to one of the crown jewels of Huntersville. It was our choice to assume any risks associated with COVID-19.

The main purpose of this trip was to visit Avalon to get a first hand understanding and experience of this development. In addition, we met a councilman from Alpharetta along with their Community Development Director. It was a great opportunity to exchange ideas and better understand the positive economic impact that Avalon has on the city of Alpharetta.

All of this is first steps. It is my understanding that we will be sending some staff down to get a better understanding of the development and what future upgrades and changes may be coming to Birkdale. I would encourage the Commissioners who have to visit to do so. Birkdale is our second highest tax payer in Huntersville and it's important for us to make informed and education decision on coming changes that we will be asked to participate in.

When Board members or town employees travel on town business, the expense is not a personal one. Anthony said the town would pick up the expenses on behalf of the town. I can tell you that at a couple of the meals, I saw the Tim Perry pick up the tab. This is perfectly appropriate and does not influence my decision

process. This is no different than you accepting campaign contributions from a developers.

As an aside, I am unclear regarding the correlation between this voluntary trip and your reference and us telling citizens “we cannot meet face to face”. My assumption is that you are referring to our Town Board Meetings. In this case, we are putting faith in the science and direction from the state along with the Mecklenburg County Health Department. The town has shown leadership in conducting our Town Board meetings remotely in order to protect our health and that of our citizens. In fact, the Mecklenburg County Board of Commissioner resumed their meeting remotely due to direction from the Health Department. This is all subject to change as we continue to deal with this pandemic.

Nick Walsh
Commissioner
Town of Huntersville
704-577-0379
Nick.Walsh@Huntersville.org