RIVERLAND

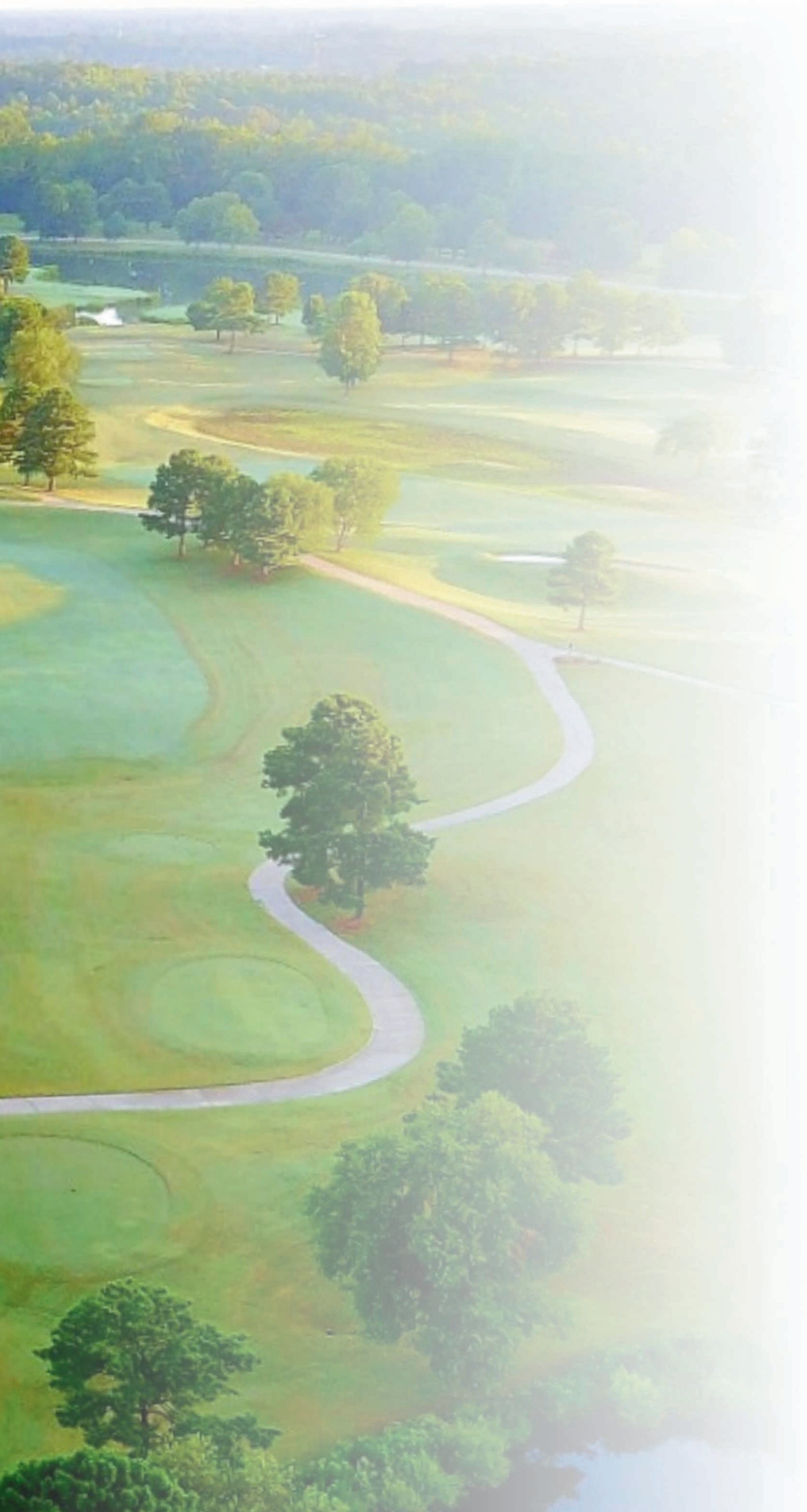
GOLF CLUB

a refined community uniting the spirit of the game

RFP # ED-25-04 VB National Golf Club 11.21.25



Photo Credit: vbnational.com



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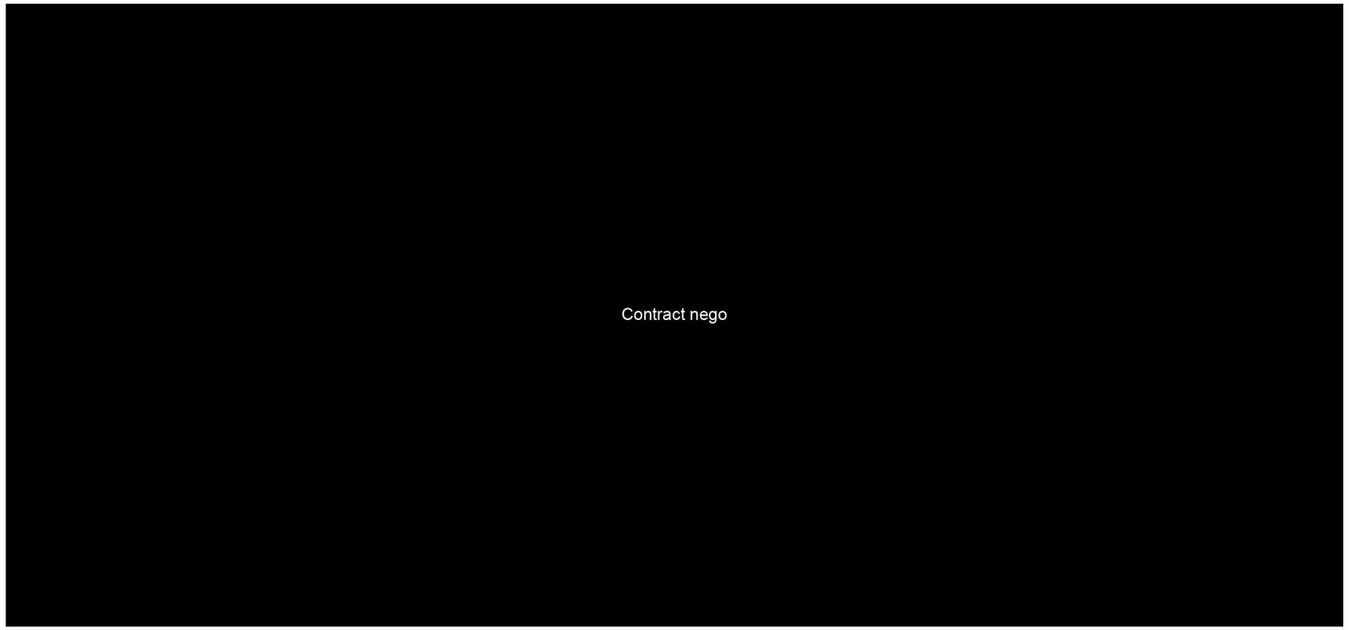
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Section II

A CASE FOR THE TEAM



To achieve this, the City of Virginia Beach deserves a team that is not only technically capable but historically connected to Pete Dye's original design intent. This partnership represents the strongest and most specialized group assembled for a municipal golf redevelopment in the region. Each partner brings world class expertise in golf architecture, championship course construction, course operations, residential development, civil engineering, architecture, homebuilding, legal support, and hospitality. Collectively, they create a powerhouse capable of elevating Virginia Beach National into a destination that drives tourism, enhances community pride, and generates long term economic value for the City.



VB National Source: vbnational.com

MASTER DEVELOPER

Franklin Group is a nationally recognized development, investment, and management firm headquartered in Virginia Beach. As master developer for the residential community surrounding Virginia Beach National, Franklin Group will create a cohesive neighborhood of high quality, for-sale, single family homes and townhomes designed to complement the enhanced golf destination and generate significant tax revenue for the City.

With more than two hundred completed developments, one point six billion dollars in executed project financing, and a management portfolio exceeding thirty seven thousand apartment homes, Franklin Group brings the scale, financial capability and ability to bring together an unmatched team of professionals to support the course revitalization and neighborhood development.

Franklin Group has assembled a best-in-class group to reimagine the potential of Virginia Beach National Golf Club.





Chairman

WENDELL FRANKLIN

Wendell Franklin, Chairman & Co Founder of Franklin Group, is one of the most respected development executives in the Mid Atlantic. His fifty year career includes oversight of fifteen thousand apartment homes as well as single family home and condo developments. His strategic insight will guide the creation of a community that aligns with the prestige of the golf destination.



Chief Executive Officer

W. TAYLOR FRANKLIN

Taylor Franklin, Chief Executive Officer & Co Founder, has led the company’s expansion across ten states, delivering more than ten thousand apartment homes and securing over one point six billion dollars in financing. A prominent civic leader, Taylor brings vision, execution ability, and strong regional and national relationships that will enable this transformative vision to come to life.



President of Development & General Counsel

JAMES NOEL

James Noel, President of Development & General Counsel, oversees site selection, underwriting, financing, planning, and construction while also serving as Franklin Group’s Chief Legal Officer. His broad expertise ensures that all aspects of the development are executed with precision and aligned with City objectives.

Chairman

DWIGHT SCHAUBACH

A respected regional business leader, Dwight has decades of operational and entrepreneurial experience. He brings strong organizational leadership, community relationships, and long term vision to the project. As Chiarman of Schauback Companies, he has personally invested in the redevelopment of two other regional golf courses in Portsmouth and Williamsburg.

Chief Executive Officer

ANDREW SCHAUBACH

Andrew oversees strategic operations at the clubs, focusing on revenue growth, guest experience, course conditioning standards, and tournament hosting capabilities. His leadership is essential to establishing Virginia Beach National as a top tier public golf destination.

Project Role:

GOLF COURSE OPERATOR AND MANAGER OF CLUBHOUSE EXPERIENCE

Schaubach Companies is an award winning operator of premier golf clubs with a proven track record of elevating courses to their highest potential. They operate Williamsburg Golf Club and Elizabeth Manor Golf and Country Club, both of which underwent significant restorations that strengthened membership, improved course conditions, and increased financial stability.

Schaubach's clubs have been recognized as Private Club of the Year by the National Golf Course Owners Association and Best Golf Course by Coastal Virginia Magazine. They regularly host prestigious tournaments including:

- Eastern Amateur Championship
- MAPGA Professional Championship
- VSGA Mid Amateur Championship
- VSGA Senior and Junior Stroke Play
- USGA Women's Amateur Qualifier

For Virginia Beach National, Schaubach will implement an operational model that balances public accessibility with elevated service, ensuring a thriving, financially sustainable golf destination.

Elizabeth Manor's PGA Pro, Erick Mellott, previously served as PGA Pro and Director of Golf at Golden Horseshoe, a hybrid public-private course in Williamsburg. General Manager at Elizabeth Manor, Jack Stone, ran Hells Point Golf Club for a number of years. Both will be instrumental members of the strategy team to optimize the course and operations at Virginia Beach National.

CASE STUDIES: SCHAUBACH COMPANIES OF VIRGINIA



ELIZABETH MANOR GOLF & COUNTRY CLUB

The Historic Elizabeth Manor Golf & Country Club in Portsmouth, Virginia was fully restored following its purchase in 2019. Under the leadership of Schaubach Companies of Virginia who holds over 16 years of proven experience in golf course management, development, and club operations, the course was fully reimagined.

Completed in 2020, the renovation project focused on modernizing the 18-hole, par 70 championship course while preserving its classic character. The redesign was completed in consultation with World Golf Hall of Fame member and two-time Eastern Amateur Champion Ben Crenshaw, ensuring that updates aligned with both tradition and high-level playability. Key enhancements included all-new Zoysia tee boxes, redesigned and fully repaired bunkers with improved drainage and fresh sand, and a new irrigation system to elevate course conditioning. In addition, the club introduced a world-class short game and practice facility, providing members with upgraded training and warm-up amenities.

The restoration reflects the commitment to honoring Elizabeth Manor's legacy while elevating it to modern standards. Today, the club stands as a revitalized private golf destination, equipped with premier facilities and prepared to serve golfers for decades to come.

Source: Elizabeth Manor Golf & Country Club Image, facebook.com/EMGCC



WILLIAMSBURG GOLF CLUB

Williamsburg Golf Club in Williamsburg, Virginia experienced a comprehensive transformation beginning in 2009, guided by the expertise of Schaubach Companies who played a key role in the successful acquisition, restoration, and ongoing operation of this premier private facility.

To modernize the course while preserving its original charm, renowned golf course architect John LaFoy was commissioned to lead a full course rebuild. The renovation included new tees, fairways, greens, bunkers, and cart paths, as well as the construction of a state-of-the-art practice facility. This redesign significantly enhanced both the playability and visual appeal of the course. The restoration extended beyond the fairways. The clubhouse underwent a complete interior and exterior remodel that celebrated and refined the club's colonial charm.

The club officially reopened in June 2010 as the revitalized Williamsburg Golf Club — quickly reaffirming its reputation as the leading private golf club on the peninsula. Set on 153 acres of rolling fairways, lakes, and marshland rich with wildlife, the course not only offers a premier golf experience but also reflects a strong connection to its natural surroundings. Over the years, it has hosted notable events, including the 2004 USGA Women's Open qualifying tournament and several major Four-Ball competitions in Virginia.

Source: Williamsburg Golf Club Image, williamsburgclub.com





LOVE GOLF DESIGN

Project Role:

LEAD GOLF ARCHITECT AND DESIGNER OF THE THREE NEW CHAMPIONSHIP HOLES

Love Golf Design stands at the forefront of modern golf architecture. Founded by major champion and World Golf Hall of Fame member Davis Love III and his brother Mark Love, the firm is internationally respected for its ability to blend artistry, strategic playability, and historical authenticity. Their portfolio includes celebrated redesigns such as Forest Oaks Country Club, Sea Island's Retreat Course, and numerous original designs across the United States.

Love Golf Design is uniquely positioned to lead the Virginia Beach National redevelopment because the team includes Scot Sherman, a veteran architect who worked directly with Pete Dye in his hay day, collaborating with him on iconic projects such as Harbour Town Golf Links, Heron Point, and Kiawah Island Ocean Course, as well as, Virginia Beach National Golf Club, originally TPC Virginia Beach. Scot brings firsthand knowledge of Dye's design language, shaping techniques, and architectural philosophy.

No other team in the country offers this level of direct pedigree from the original designer of Virginia Beach National. Their involvement guarantees that the newly constructed holes and realignments will pay tribute to Dye's strategic complexity, bold shaping, and dramatic visual moments while enhancing the course for modern play, event hosting and surrounding neighborhood development. With Davis Love III's leadership, the project gains national attention and championship credibility.



Founder and President

MARK LOVE

Mark brings nearly three decades of experience directing more than twenty five course designs and renovations. As Executive Director of the PGA TOUR's RSM Classic, he understands intimately how course design impacts tournament logistics, maintenance, and player experience. His strategic insight is essential to creating a course capable of hosting events and attracting tourism.

Founder

DAVIS LOVE III

A twenty one time PGA TOUR winner, 1997 PGA Champion, two time Ryder Cup Captain, and 2017 World Golf Hall of Fame inductee, Davis Love III brings unmatched experience in championship golf and design excellence. His leadership ensures a redesign that meets the standards of high level competition while remaining playable and enjoyable for the public.

Lead Architect

SCOT SHERMAN

Scot Sherman brings more than thirty years of golf course design experience, including forty five new designs and renovations at leading golf destinations. A long standing member of the American Society of Golf Course Architects since 2004, he has led significant work at Ponte Vedra Inn and Club's Lagoon and Ocean Courses and at Kiawah Island's Ocean Course. His most valuable qualification is his direct connection to Pete Dye's design legacy. Scot worked closely on Dye projects and understands Dye's shaping, routing, and strategic intent in a way that very few modern architects can match. His leadership ensures the redesigned holes at Virginia Beach National will remain true to Dye's vision while elevating the course to destination caliber status.

DL3
LOVE GOLF DESIGN

November 18, 2025

Taylor Franklin
CEO & Founder
Franklin Group
Virginia Beach, Virginia

Re: Letter of Interest – Virginia Beach National Golf Course Routing & Enhancements

Dear Mr. Franklin,

On behalf of Love Golf Design, I am writing to express our strong interest in partnering with Franklin Group on the re-routing and comprehensive enhancement of Virginia Beach National Golf Course.

Our firm, led by Davis Love III and Mark Love, has spent decades working on some of the game's most strategic and visually distinctive courses, with a particular focus on the work and legacy of Pete Dye. Most recently, Love Golf Design led the full six-month restoration of Harbour Town Golf Links at Sea Pines Resort, carefully rebuilding greens, bunkers, and bulkheads while deliberately preserving Dye's original strategy and shot values.

A central strength of our team is the depth of Dye-specific experience brought by Scot Sherman, ASGCA, our Lead Architect. Scot began his career working directly for the Dye family, an apprenticeship that shaped his field-driven design approach and gave him an intimate understanding of Dye's use of angles, contour, visual deception, and bold hazard placement. That background has informed his subsequent work restoring and refining Dye designs across the country.

The caliber of work we would bring to Virginia Beach National is reflected in our recent and ongoing projects:

- Harbour Town Golf Links (Hilton Head, SC) – Full restoration of Pete Dye's iconic PGA TOUR venue, rebuilding every green, bunker, and bulkhead while returning features to their original proportions and restoring lost hole locations, all without compromising the course's identity.
- TPC Sawgrass (Ponte Vedra Beach, FL) – Ongoing work focused on "restoring Pete Dye's vision" at one of the most recognizable golf courses in the world, with our team engaged on the ground to refine strategy and presentation in line with the original Stadium Course intent.
- Birdwood Golf at The Boar's Head Resort (Charlottesville, VA) – A complete rerouting and redesign, including nine entirely new holes on previously unused land, upgraded practice facilities, and an integrated short course to support both resort and collegiate golf.

DL3
LOVE GOLF DESIGN

These projects demonstrate our ability to treat high-profile, tournament-tested venues and complex reroutings with equal care—exactly the mix of skills required to reposition Virginia Beach National as a premier coastal golf experience for both local and destination players.

For Virginia Beach National, we envision a collaborative, Dye-informed approach that would:

- Undertake a full routing and land-use study, looking at hole sequencing, safety, wind, drainage, tree management, and circulation for both golfers and maintenance.
- Honor the existing Dye-inspired character of the course—maintaining strategic angles, visual drama, and risk-reward decisions—while improving playability for a wide range of handicaps through thoughtful tee placement, width, recovery options, and green surrounds.
- Evaluate opportunities for new practice and short-course elements—lessons we have successfully implemented at Birdwood—to strengthen year-round usage and broaden the appeal to families, beginners, and serious players alike.
- Develop a phased construction plan that respects the operational realities of a busy public facility, minimizing lost rounds and coordinating with city and operator schedules.

We also recognize that Franklin Group is positioning this asset not just as a golf course, but as a key component of a larger place-making and economic development story for Virginia Beach. Our team is accustomed to working within that broader context—providing clear visuals, routing exhibits, and concise narratives that help city staff, decision-makers, and the public understand the benefits of a thoughtful renovation. We believe Virginia Beach National has the bones to become one of the most compelling public golf experiences in the Mid-Atlantic, and we are eager to help you realize that potential.

Thank you for considering Love Golf Design for this important project. We look forward to the possibility of collaborating with Franklin Group and the City of Virginia Beach.

Sincerely,

Love Golf Design

By:

Davis Love III
Founder

Mark Love
Founder & President

Scot Sherman, ASGCA
Lead Architect

CASE STUDIES: DAVIS LOVE GOLF DESIGN



BELMONT

This project involved creating the flagship facility for the first First Tee program in the US. The First Tee of Richmond took over a failing facility which contained an original AW Tillinghast design that had significantly degraded. To accomplish their goals, the owner envisioned a 12 hole “regulation” length restoration of the Tillinghast holes; creation of a 6 hole short course designed to be a tribute to Tillinghast; a full practice range; and a 1 acre putting course. The redesign began in May, 2020 and all areas of the property were upgraded. The facility opened in mid-2021, and the owner’s mandate for it to be fun for all players; beautiful to look at; presented with a high level of maintenance; and profitable - have all been met. This facility is truly and example for the future of the game.

To execute the renovation, only moderate permitting was required. Permits were obtained from Henrico County. This included approvals for grading and erosion control.

The budget for this project was $5 million which included hard construction costs, soft costs and permitting.

The course closed in May of 2020 and reopened in May of 2021.



TPC SAWGRASS

Love Golf Designs has been retained to oversee a restoration & upgrade of Pete Dye’s Stadium Course at TPC Sawgrass. When originally opened, the course gained attention for its forward thinking & design while showcasing creative features, strategy and vegetation contrast. At the same time, the course’s main purpose was to test the best players on the PGA TOUR during their Players Championship.

Over the years, as agronomic technology, golf equipment technology, Tournament Operations, and the players have changed, the course has evolved away from its original uniqueness and challenge. Our firm’s commission has been to restore much of the uniqueness of the course including its features, strategy, aesthetics, native vegetation and shot values. At the same time, acknowledging many upgrades in course conditions, tournament presentation and player’s abilities. We will supervise and execute the upgrades with all these aspects in mind while looking ahead to the future of the game. Construction will take place over a 5-summer timeframe with all greens being rebuilt and restored during the spring and summer of 2028 while the course is closed. So far, numerous tees, bunkers, bulkheads, native areas, landscape and tournament / spectator items have been addressed in the summers. Looking ahead, greens construction will start in April of 2028 with the course reopening in November of 2028.

CASE STUDIES: DAVIS LOVE GOLF DESIGN



HARBOUR TOWN GOLF LINKS

Love Golf Designs was retained over multiple years to lead the restoration of Harbour Town Golf Links at the Sea Pines Resort. When originally opened, the course gained attention for Pete Dye's forward thinking and design – while showcasing old school features, pot bunkers, railroad ties, and strategic vegetation which were innovative at the time. While primarily a resort course, the course also ushered in a 50-year history of competition for the Heritage Classic plaid jacket.

It is natural for all golf courses to change over time, and Harbour Town has been no different. As agronomic technology, golf equipment technology, tournament operations, and the players themselves changed, the course moved away from its original uniqueness and challenge. Our firm's direction has been to restore much of that uniqueness built in 1968 including its low-country features, strategy, aesthetics, native vegetation and shot values. At the same time, acknowledging many upgrades in course conditions, tournament presentation and player's abilities during the modern era. While constantly referring to many documents, tournament footage, and photographs, we have completed upgrades to all these aspects while also looking ahead to the future of the game. Construction was completed over a 6 month timeframe with the layout reopening in November, 2025.



BIRDWOOD GOLF COURSE AT UVA

With existing ponds, streams and ravines, the uncovering of Birdwood dictated many unique features and contours in the redesign of this course. The balance of lengths, shapes of holes and green contours keep the player's attention and doesn't give any type of golfer a distinct advantage. The addition of rock walls and crossing bridges built by material found on site allows the mountainous area of Charlottesville to be expressed. Along with a new 18 hole course, the design incudes a new putting course, a 6 hole short course and new practice facilities. The facility opened in Summer of 2020, and Birdwood serve as home to University of Virginia's golf teams.

This project also included working with land planners and architects to allow for new buildings on and around the course. To complete the redesign, extensive permitting was required. Approvals were obtained from Army Corps of Engineers, State of Virginia, Albemarle County and the University. Approval was required for tree removal, grading, lake dredging, drainage and wetland protection. Finally, very extensive erosion and sediment control was also required and permitted. Budget for the redesign was $14.5 million. This included hard construction costs, soft costs and permitting. The golf course closed for construction in October of 2018 and reopened in June of 2020.

Project Role:

CIVIL ENGINEER AND SITE DESIGNER

TIMMONS GROUP
ENGINEERING | DESIGN | TECHNOLOGY

Timmons Group is one of the Mid Atlantic's most respected engineering and land development firms. Their role includes full civil engineering services for the redevelopment plan, including site layout, roadway design, stormwater strategy, utility coordination, and infrastructure planning for both the reconfigured golf course and the new residential community.

Timmons brings direct experience working with prominent golf architects and contractors, including collaboration with **Love Golf Design** on the University of Virginia's golf facilities AT Birdwood. Their technical expertise ensures the site will function seamlessly as an integrated golf and residential destination.

John Zaszewski, Principal and Group Leader, leads Timmons Group's Hampton Roads Land Development division and brings more than a decade of experience in higher education, federal design build, single family, multifamily, and commercial development. His expertise in land planning, permitting, and stormwater management is essential to shaping a site plan that supports both a championship golf experience and a high quality residential community.

David Taylor, PLA Planning/Landscape Architect, Sr. Project Manager, has more than four decades of expertise in land planning, urban design, and landscape architecture. He brings a full complement of skills addressing the built environment's narrative, planning, and design, and has performed a variety of master planning services to include regional planning, targeted implementation strategies, and mixed-use development alternatives. He has engaged in visioning, feasibility/ success, technical and practical application, and coordination of activities within multidisciplinary teams. Having worked on a wide variety of land use applications, his primary area of expertise is sustainable development initiatives and urban retrofitting.



Project Role:

CONSTRUCTION PARTNER FOR THE COURSE

MacCurrach Golf Construction is one of the top golf course builders in the United States and is especially renowned for constructing and renovating legacy courses designed by Pete Dye. The MacCurrach Team originally constructed Virginia Beach National in 1998. The MacCurrach portfolio includes championship level projects such as:

- Harbour Town Golf Links, Hilton Head Island
- Heron Point, Hilton Head Island
- Kiawah Island Ocean Course
- Sea Island Plantation Course
- Timuquana Country Club

Their collaboration history with both Pete Dye and Love Golf Design provides a rare continuity of craftsmanship. MacCurrach's precision shaping, mastery of turf systems, and ability to execute complex projects on tight timelines make them indispensable to delivering the four redesigned holes at Virginia Beach National.



Founder & CEO

ALLAN MACCURRACH

Andy has been with MacCurrach since 1998 and specializes in shaping, grading, and turning architectural concepts into beautifully constructed golf holes. His craftsmanship will be essential to capturing the strategic detail and visual identity of Pete Dye's original style.



President

BRIAN ALMONY

Brian has decades of experience leading large scale renovations at championship courses. His expertise guarantees exceptional construction accuracy, durability, and consistency with tournament standards.

Case Study

MACCURRACH GOLF CONSTRUCTION

THE OCEAN COURSE AT KIAWAH

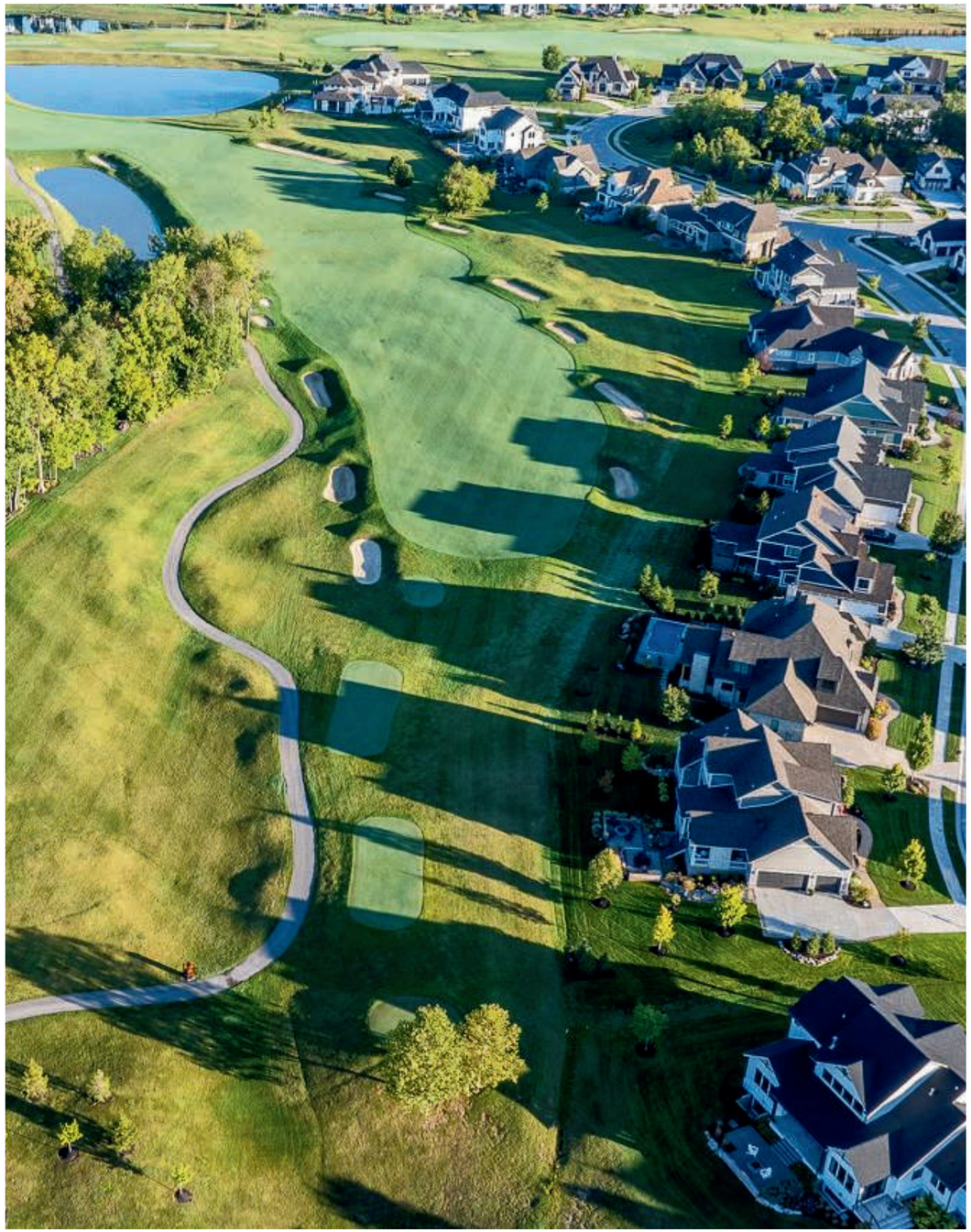
The scope of this renovation included some work on every hole of Pete Dye's Ocean Course in preparation for the 2021 PGA Championship. Due to its proximity to the ocean, the constant breeze, and sandy nature of the site, the course is subject to Mother Nature's whims. Mr. Dye used to say, 'This course walks, and you just have to walk with it'. So, some of the work involved nuanced adjustments that carefully put things back where they originally were. This included adding back native dunes, bunkers and back tees. In a few instances, some of the work considered the professionals of today and how they should be challenged during the PGA Championship. And some work was in consideration of the resort guest who enjoys the course day to day.

One significant improvement was a new practice facility built to replace the previously existing driving range. It now includes a new practice tee, target greens and bunkers, and some restored native areas to present more of a feel for what golfers will encounter on the course. This revision also allowed for the future construction of four new golf cottages tucked next to the clubhouse and overlooking the Atlantic Ocean beyond.

Finally, several large oaks trees growing very near the course were transplanted to replace original ones that had been lost and that Pete had integrated into the course design. The most notable being the replacement of "Rory's Tree" in the middle of the third hole. Rory McIlroy famously lodged his ball in the original tree during the Saturday round of the 2012 PGA Championship — thus giving its name. The tree was lost a few years later, so after consulting with the Dye family, the Resort replaced it with a new multi-trunk oak very similar to the original.







MACCURRACH EXPERIENCE WITH PETE DYE DESIGNS

- The Bridgewater, Club Carmel, Indiana (New Build)
- Chatham Hills, Westfield, Indiana (New Build)
- Crooked Stick Golf Club, Carmel, Indiana (Renovation)
- Delray Dunes Golf & Country Club, Boynton Beach, Florida (Renovation)
- The Dye Course at White Oak, Hilliard, Florida (New Build)
- Ford Field & River Club, Richmond, Virginia (Renovation)
- Harbour Town Golf Links, Hilton Head Island, South Carolina (Renovation)
- Heron Point, Hilton Head Island, South Carolina (Renovation)
- The Honors Course, Chattanooga, Tennessee (Renovation)
- Kiawah Island - Ocean Course, Kiawah Island, South Carolina (Renovation)
- Long Cove Club, Hilton Head Island, South Carolina (Renovation)
- PGA Golf Club - Dye Course, Port St. Lucie, Florida (New Build)
- Plum Creek Golf Club, Castle Rock, Colorado (New Build)
- Shepherd's Rock, Farmington, Pennsylvania (New Build)
- TCP Sawgrass - Stadium Course, Ponte Vedra Beach, Florida
- Virginia Beach National Golf Club, Virginia Beach, Virginia (New Build)
- Wintonbury Hills Golf Course, Bloomfield, Connecticut (New Build)

MacCurrach Golf Construction Inc.

Source: Chatham Hills Image, chathamhills.com



Source: Keswick Club Image, keswick.com

LOVE GOLF DESIGNS EXPERIENCE WITH PETE DYE COURSES

- Harbour Town Golf Links, Hilton Head Island, South Carolina
- TPC Sawgrass–Stadium Course, Ponte Vedra Beach, Florida
- White Oak Preserve, Yulee, Florida
- Keswick Hall, Keswick, Virginia
- Ford Field & River Club, Richmond Hill, Georgia
- Glenmoor Country Club, Denver, Colorado
- Delray Dunes Golf & Country Club, Boynton Beach, Florida
- Heron Point, Hilton Head Island, South Carolina
- The Ocean Course at Kiawah, Kiawah Island, South Carolina
- Oak Marsh, Amelia Island, Florida
- Loblolly, Hobe Sound, Florida

DL3 LOVE GOLF DESIGN

Project Role:

RESIDENTIAL MASTER PLANNER AND ARCHITECT

LRK is a nationally recognized architecture and planning firm known for designing some of the most successful master planned communities in the country. Their portfolio includes Babcock Ranch, Baldwin Park, Oakland Park, Lakewood Ranch, Meadowbrook, and Celebration, where they have served as Town Architect for more than twenty years.

For Virginia Beach National, LRK will design the architectural character of the single family homes and create a cohesive visual identity for the community. Their experience ensures the residential environment enhances the prestige of the golf destination.

Mark Jones, Principal, has more than thirty years of experience designing residential communities across the United States. His work spans custom homes, production homes, mixed use community planning, and amenity design. His leadership ensures the home designs will complement the golf course and support long term value.

Project Role:

ARCHITECT FOR TOWNHOMES AND RESIDENTIAL STRUCTURES

Cox Kliewer & Company is one of Hampton Roads' most respected architectural firms, with more than thirty five years of experience and more than twenty five million square feet of completed design. Their collaborative approach, efficient building systems, and commitment to design quality make them an ideal partner for the townhome and amenity structures within the community.

Herb Shartle, Senior Project Architect, brings more than thirty years of architectural experience, leading programming, master planning, design, construction documents, and construction administration. His portfolio includes Indigo 19, Greenwich Village, The Sanctuary at False Cape, and numerous multifamily and commercial projects across Hampton Roads.

Lawrence D. W. Kliewer Jr., Founder, established Cox Kliewer on principles of innovation, teamwork, and quality. His influence continues to shape the firm's standards and collaborative approach.

Project Role:

GENERAL CONTRACTOR FOR SITE DEVELOPMENT & TOWNHOMES

Marlyn Development Corporation is one of Virginia's most experienced multifamily builders, with a portfolio exceeding ten thousand units and nearly eight hundred million dollars in completed construction. Their disciplined project management and commitment to quality make them the ideal contractor for the townhome portion of the community.

M. David Jester, Chairman of the Board, has decades of experience in construction, investment banking, and development. His leadership has guided Marlyn to become a respected regional builder known for quality and reliability.

Brian Staub, President, oversees development and financing for the company's portfolio and brings deep expertise in complex financing structures. His leadership ensures efficient and financially sound project execution.

Project Role:

GENERAL CONTRACTOR FOR SINGLE FAMILY HOME DEVELOPMENT

Taylor Construction is a respected regional homebuilder known for delivering high quality homes and strong community partnerships. They will oversee construction of the single family homes, aligning craftsmanship with the architectural standards set for the community.

Scott Taylor, CEO, is a lifelong Hampton Roads resident with extensive leadership experience across business and philanthropy. His community involvement includes major fundraising efforts for regional organizations, and his commitment to excellence ensures the homes within the development support the overall quality of the project.

Project Role:

FOOD AND BEVERAGE PARTNER

Hearth Wood Fired Cuisine and Craft Beer, led by chef and owner Clinton Compton, will guide the revamped culinary experience at the clubhouse. Known for creative menus and high quality dining rooted in local flavors, Chef Clint will help transform the food and beverage program into a core part of the visitor experience.

Clinton Compton, Owner & Chef, Clinton brings more than twenty five years of experience across multiple culinary ventures. A graduate of the Culinary Institute of America and winner of the Food Network show Rewrapped, he has established Hearth as one of the anchor restaurants in the ViBe District. His understanding of hospitality and event driven dining will significantly elevate the visitor experience at Virginia Beach National.

Project Role:

LEGAL COUNSEL FOR ENTITLEMENT AND PUBLIC PRIVATE STRUCTURING

Troutman Pepper will serve as legal advisor for entitlement strategy, land use, ground lease structuring, and public private partnership documentation. Their expertise is essential for coordinating agreements between the City of Virginia Beach, the development team, and the operating entities.

Rob Beaman, Managing Partner of the Virginia Beach office, is one of Virginia's leading land use and zoning attorneys, representing major developers, institutions, and municipalities. His experience navigating complex entitlement processes ensures the project moves efficiently through all regulatory milestones.

Kim Shepherd, Attorney, Kim brings strength in real estate transactions, municipal negotiations, and contract structuring. Her expertise ensures that the partnership between the City and development team is legally sound and strategically aligned.



TEAM SYNERGIES

The redevelopment team for Virginia Beach National Golf Club represents an extraordinarily rare convergence of direct historical ties to Pete Dye's original design and proven expertise across every facet of a modern public golf destination.

Lead architects Love Golf Design, guided by Hall of Famer Davis Love III, his brother Mark, and Scot Sherman (who shaped holes alongside Pete Dye at Virginia Beach National, Harbour Town, and Kiawah Island Ocean Course), bring unparalleled authenticity and firsthand understanding of Dye's bold, strategic philosophy, ensuring the redesigned championship holes honor his legacy while elevating playability and destination appeal for golf tourism.

This seamless continuity is amplified by MacCurrach Golf Construction, the preeminent builder of Dye signature courses (including Harbour Town, Kiawah Ocean, TPC Sawgrass Dye's Valley, and others), whose president Brian Almony and veteran shaper Andy Alcorn have collaborated extensively with both Dye and the Love/Sherman team, guaranteeing precise execution of dramatic contours, turf excellence, and on time delivery.

Timmons has already teamed with Love Golf Design and MacCurrach on high profile golf projects, successfully aligning civil engineering, golf architecture, and construction in environments that demand precise grading, drainage, and water management. That same collaboration will be critical here as Timmons designs the stormwater and irrigation systems and manages water quality and salinity.

Completing the partnership, Schaubach Companies of Virginia, acclaimed operators of top ranked regional clubs that routinely host major amateur and professional events, will deliver daily fee excellence, world class hospitality, and sustainable financial performance under the leadership of Andrew and Dwight Schaubach.

No other assemblage in the country can match this depth of shared Dye pedigree, repeated prior collaboration among the architect and builder, and regional operational success, making this the singularly qualified team to transform Virginia Beach National into the premier public golf destination in the Mid Atlantic.

OPERATIONAL CASE STUDY: MID-ATLANTIC COMP

Queenstown Harbor Golf in Queenstown, Maryland is a useful Mid-Atlantic precedent for combining public golf, on-site lodging, and curated food and beverage in a destination package. The property offers two championship public courses—River and Lakes—plus a full practice complex and Toptracer range, consistently marketed as among Maryland's best daily-fee options, with tee times open to the general public rather than members-only play.

Along the Chester River, Queenstown Harbor layers a waterfront lodging village onto that public golf core. Guests can choose from two-bedroom bungalows or larger four-bedroom cottages that sleep 12–16, with living areas, kitchenettes, decks, grills, and firepits overlooking the water. Lodging includes priority tee times and discounted golf on both courses, creating a true stay-and-play hub for buddy trips, corporate retreats, and wedding parties.

Food and beverage are built to support that group-lodging model. Queenstown offers chef-curated cottage and bungalow menus, with family-style meals delivered mostly prepared for cottages and fully prepared individual meals for smaller groups. The River House at Queenstown Harbor anchors higher-end events with refined cuisine and beverage service. Together, the public 36-hole golf, on-site lodging, and flexible food and beverage show how a daily-fee facility can behave like a resort and capture multi-day, higher-yield visits without giving up public access.







FINANCIAL CAPACITY

TOWNE BANK

Thursday, November 13, 2025

City of Virginia Beach
Attention: Pamela Witham
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462

RE: RFP #ED-25-4, Virginia Beach National Golf Course

Dear Pamela:

Towne Bank has reviewed the personal financial statements prepared by Wendell Franklin and Taylor Franklin (hereafter referred to as "the developers"), as well as supporting statement of liquidity. Based on this information, the Bank expresses a willingness to extend credit to the developers for the purchase of land and provide future construction financing for the proposed development surrounding Virginia Beach National Golf Course.

Specifics of the financing have not yet been agreed upon, and this letter is not a commitment to lend, nor does it purport to summarize all conditions, covenants, representations, warranties, events of default or other provision that may be contained in documents required to originate this financing. The terms are nonbinding and are subject to standard credit underwriting, approval and to negotiations and execution of loan documents in form and substance satisfactory to the Bank and its counsel. This letter is confidential and may not be disclosed to third parties without prior sent of the Bank.

Sincerely,

C. Ross Morgan
Real Estate Finance Group President

200 High Street, 4th Floor, Portsmouth, VA 23704

EVIDENCE OF INSURABILITY

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/10/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Core Assurance Partners, Inc.
300 32nd Street, Suite 400
Virginia Beach VA 23451

CONTACT NAME: Certificates Team
PHONE (A/C, No, Ext): 757-965-8900 FAX (A/C, No): 757-965-8909
E-MAIL ADDRESS: certificates@coreassurance.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : The Hanover American Insurance Company	36064
INSURER B : Allmerica Financial Benefit Insurance Company	41840
INSURER C : The Hanover Insurance Company	22292
INSURER D : The Cincinnati Insurance Company	10677
INSURER E : Endurance Risk Solutions Assurance Co.	43630
INSURER F : Great American Assurance Company	26344

INSURED FRANJOH-01
Franklin Group Companies, LLC
Franklin Johnston Group Management & Development, LLC
300 32nd Street, Suite 310
Virginia Beach VA 23451

COVERAGES **CERTIFICATE NUMBER:** 809254997 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			ZZR-H117115-05	11/30/2024	11/30/2025	EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 300,000
	X Deductible-$0						MED EXP (Any one person)	$ 10,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY	$ 1,000,000
	POLICY PRO-JECT X LOC						GENERAL AGGREGATE	$ 2,000,000
	OTHER:						PRODUCTS - COMP/OP AGG	$ 2,000,000
								$
B	AUTOMOBILE LIABILITY			AWR J460530-02	11/30/2024	11/30/2025	COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS ONLY / X NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
C	X UMBRELLA LIAB X OCCUR			UHR-H440246-04	11/30/2024	11/30/2025	EACH OCCURRENCE	$ 5,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$ 5,000,000
	DED X RETENTION $ 0						Products-Comp Ops Agg	$ 5,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N			W2R-J879198	11/30/2024	11/30/2025	X PER STATUTE / OTH-ER	
	ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N / N/A (Mandatory in NH)						E.L. EACH ACCIDENT	$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000
D	Excess Liability $5MM xs $5MM			EXS559922	11/30/2024	11/30/2025	Per Occ & Aggregate	$5,000,000
E	Excess Liability $10MM xs $10MM			EXC30000870406	11/30/2024	11/30/2025	Per Occ & Aggregate	$10,000,000
F	Excess Liability $5MM xs $20MM			EXC 5773497	11/30/2024	11/30/2025	Per Occ & Aggregate	$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Excess Liability $50,000,000 total limit through the following issuing companies:
-Lead $5MM Umbrella through Hanover Insurance Company (Policy #UHR-H440246-04) effective 11/30/2024 - 11/30/2025
-Excess Liability $5MM excess of $5MM through Cincinnati Insurance Company (Policy #EXS 0559922) effective 11/30/2024 - 11/30/2025
-Excess Liability $10MM excess of $10MM through Endurance Risk Solutions Assurance Co. Policy #EXC30000870406) effective 11/30/2024 - 11/30/2025
-Excess Liability $5MM excess of $20MM through Great American Assurance Company (Policy #EXC 5773497) effective 11/30/2024 - 11/30/2025
-Excess Liability $10MM excess of $25MM through Texas Insurance Company (Policy #JTI24XANN-02871-02) effective 11/30/2024 - 11/30/2025
-Excess Liability $15MM excess of $35MM through Fireman's Fund Insurance Company (Policy #USC040766246) effective 11/30/2024 - 11/30/2025

See Attached...

CERTIFICATE HOLDER

Proof of Insurance
Informational Purposes Only

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE
Melody D. Burns

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AGENCY CUSTOMER ID: FRANJOH-01
LOC #:

ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY
Core Assurance Partners, Inc.

NAMED INSURED
Franklin Group Companies, LLC
Franklin Johnston Group Management & Development, LLC
300 32nd Street, Suite 310
Virginia Beach VA 23451

POLICY NUMBER

CARRIER NAIC CODE

EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

Crime Coverages:
-Issuing Company: Cincinnati Indemnity Company, Policy #EMP0514582, effective 11/30/2024 - 11/30/2025
-Employee Theft: $2,000,000 Limit; $10,000 Retention
-Forgery or Alteration: $2,000,000 Limit; $10,000 Retention
-Inside the Premises: $2,000,000 Limit; $10,000 Retention
-Outside the Premises: $2,000,000 Limit; $10,000 Retention
-Computer Fraud: $2,000,000 Limit; $10,000 Retention
-Funds Transfer Fraud: $2,000,000 Limit; $10,000 Retention
-Money Orders & Counterfeit Money: $2,000,000 Limit; $10,000 Retention
-Clients' Property: $2,000,000 Limit; $10,000 Retention

Professional Liability Limit - Per Claim & Annual Aggregate: $9,000,000
Professional Liability - Lead $5MM: effective 11/30/2024 - 11/30/2025
Issuing Company/Policy Number: Navigators Insurance Company, Policy #CE24MPLZ00QBDIC
Deductible: $25,000
Professional Liability - $4MM excess of $5MM: effective 11/30/2024 - 11/30/2025
Issuing Company/Policy Number: QBE Insurance Company, Policy #100043099

Cyber Liability - Lead $5MM: effective 11/30/2024 - 11/30/2025
Issuing Company/Policy Number: Travelers Excess & Surplus Lines Company/CYB-107909617-01

Employment Practices Liability:
1) $4MM Each Claim & In the Aggregate (third party included): effective 11/30/2024 - 11/30/2025
Deductible: $25,000
Issuing Company: The Cincinnati Insurance Company
2) SPC Owned Locations: $2MM Each Claim & In the Aggregate (third party included): effective 11/30/2024 - 11/30/2025
Deductible: $25,000
Issuing Company: The Cincinnati Insurance Company

Per the management agreement between Franklin Group Companies, LLC and/or Franklin Johnston Group Management & Development, LLC and Owner, all such site employees shall not be deemed employees of the Owner or Agent, but instead shall be deemed employees of FJ Property Payroll, LLC, who is engaged by Agent with the consent of Owner. FJ Property Payroll, LLC shall not relieve Agent from its employee related obligations set forth in the Management Agreement.

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ANTICOLLUSION FORM

ANTICOLLUSION FORM

ANTICOLLUSION CLAUSE:

IN THE PREPARATION AND SUBMISSION OF THIS PROPOSAL, SAID RESPONDENT DID NOT EITHER DIRECTLY OR INDIRECTLY ENTER INTO ANY COMBINATION OR ARRANGEMENT WITH ANY PERSON, FIRM OR CORPORATION, OR ENTER INTO ANY AGREEMENT, PARTICIPATE IN ANY COLLUSION, OR OTHERWISE TAKE ANY ACTION IN THE RESTRAINT OF FREE, COMPETITIVE BIDDING IN VIOLATION OF THE SHERMAN ACT (15 U.S.C. SECTION 1), SECTIONS 59.1-9.1 THROUGH 59.1-9.17 OR SECTIONS 59.1-68.8 THROUGH 59.1-68.8 OF THE CODE OF VIRGINIA.

THE UNDERSIGNED RESPONDENT HEREBY CERTIFIES THAT THIS AGREEMENT, OR ANY CLAIMS RESULTING THERE FROM, IS NOT THE RESULT OF, OR AFFECTED BY, ANY ACT OF COLLUSION WITH, OR ANY ACT OF, ANOTHER PERSON OR PERSONS, FIRM OR CORPORATION ENGAGED IN THE SAME LINE OF BUSINESS OR COMMERCE; AND, THAT NO PERSON ACTING FOR, OR EMPLOYED BY, THE CITY OF VIRGINIA BEACH OR THE SCHOOL BOARD OF THE CITY OF VIRGINIA BEACH HAS AN INTEREST IN, OR IS CONCERNED WITH, THIS PROPOSAL; AND, THAT NO PERSON OR PERSONS, FIRM OR CORPORATION OTHER THAN THE UNDERSIGNED, HAVE, OR ARE, INTERESTED IN THIS PROPOSAL.

[SIGNATURE(S) ON FOLLOWING PAGE]

Respondent Information:

By: W. Taylor Franklin *(signature)* Date: November 13, 2025

Printed Name: W. Taylor Franklin

Title: CEO

Address: 300 32nd Street, Suite 310

Virginia Beach, Virginia 23451

E-mail: tfranklin@fgcompanies.com

Phone No. (757) 961-0955

Fax No. (____) _____

TIN 46-2209448

Section VII

CITY OF VIRGINIA BEACH DISCLOSURE STATEMENT

- Bidder will include the provisions of the foregoing sections A, B, and C in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

Respondent Information

Address, Line 1: 300 32nd Street

Address, Line 2: Suite 310

City/Town: Virginia Beach, Virginia

State: Virginia

Zip Code: 23451

E-mail Address: tfranklin@fgcompanies.com

Telephone Number: 757-961-0955

Fax Number: _____

Taxpayer Identification Number (TIN) or Social Security Number (SSN): 46-2209448

Is your firm a "minority" business? ◯ Yes ☑ No

If yes, please indicate the "minority" classification below:

◯ African American ◯ Hispanic American ◯ American Indian

◯ Eskimo ◯ Asian American ◯ Aleut

◯ Other; Please Describe: _____

Is your firm Woman Owned? ◯ Yes ☑ No

Is your firm a Small Business? ◯ Yes ☑ No

Signature: W.T.F.

Printed Name: W. Taylor Franklin

Title: CEO

Date: November 14, 2025

Troutman Pepper Locke LLP
222 Central Park Avenue, Suite 2000
Virginia Beach, VA 23462

troutman.com

Robert P. Beaman
D 757.687.7547
rob.beaman@troutman.com

November 20, 2025

City of Virginia Beach
Attention: Pamela Witham
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462

Re: RFP #ED-25-04 – Virginia Beach National Golf Club

Dear Ms. Witham:

This Firm represents Franklin Group Companies, LLC ("Franklin Group") regarding the enclosed proposal (the "Proposal") that is submitted in response to the Request for Proposals referenced in the subject line, above. Given the sensitive and proprietary nature of certain information contained in the Proposal, Franklin Group asks that the Proposal (including, without limitation, the proposed purchase price) be treated as confidential until the time of selection, and that it not be disclosed in response to any request for the production of documents under the Freedom of Information Act (FOIA) until that time. Please confirm that you agree that the Proposal will not be subject to FOIA prior to selection.

If the Proposal is selected, we understand that certain information contained in the Proposal would then be subject to FOIA, but that other proprietary information contained in the Proposal (which we would work jointly with you and the City Attorney's Office to identify) would remain confidential.

Please do not hesitate to contact me if you have any questions or comments regarding the enclosed Proposal.

Sincerely yours,

Robert P. Beaman

322045405v1

Section VIII

FOIA EXEMPTION REQUEST

CONTACT INFORMATION

Freddie Fletcher
Senior Vice President, Development

ffletcher@fgcompanies.com
757-493-1276

James W. Noel, III
President of Development & General Counsel

jnoel@fgcompanies.com
757-961-0955

RIVERLAND

GOLF CLUB

MacCurrach Golf Construction Inc.

DL3 LOVE GOLF DESIGN

FRANKLIN GROUP

Schaubach Companies

TIMMONS GROUP
ENGINEERING | DESIGN | TECHNOLOGY

LRK

Cox, Kliewer& Company, P.C.
ARCHITECTURE

MARLYN DEVELOPMENT CORPORATION

TAYLOR CONSTRUCTION

HEARTH
WOOD FIRED CUISINE & CRAFT BEER

troutman pepper

Restoring Pete Dye's Legacy and Investing in the Future of Virginia Beach

RFP # ED-25-04 VB National Golf Club 11.21.25

Redaction Log

Redaction Reasons by Exemption

Reason	Description	Pages (Count)
		48(1) 49(1) 52(1) 54(1) 55(1) 58(1) 59(1)
Contract nego	§ 2.2-3705.1(12)	4(1) 5(1) 6(1) 7(1) 8(1) 9(1) 10(1) 11(1) 12(1) 13(1) 14(1) 15(1) 16(1) 17(1) 18(1) 19(1) 20(1) 21(1) 22(1) 23(1) 24(1) 25(1) 26(1)