

STONEY CREEK FARM

19223 MANOR CHURCH ROAD | BOONSBORO, MARYLAND | 21713



EXECUTIVE SUMMARY

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Brandon Green



Christian Salinas

Brandon Green Chapter 2 Ventures and Christian Salinas Staging Design are sponsoring the development of a 20-suite luxury historic inn and event center in Washington County Maryland. The property most recently operated as a casual, countryside 4-suite Bed and Breakfast since 2006. Brandon has owned the property since 2004.

About the Owners

Brandon Green was born in Wyoming and grew up in Iowa and moved to the DC area in 2000. In 2006 he co-founded the Keller Williams Capital Properties real estate organization and together with his partners built it into a regional network of several offices in Maryland, Washington, DC and Virginia.

Brandon Green Chapter 2 Ventures is a lifestyle brand that represents a collection of properties and experiences all focused on creating possibilities. This brings together Brandon's knowledge of real estate and hospitality with global network ready to engage in this opportunity. Brandon is a member of Young Presidents Organization (YPO), a global leadership organization of CEOs and founding entrepreneurs.

Christian Salinas is the owner of **Staging Design DC**, one of Washington's premier home staging and interior design businesses, founded in 2007. Christian is originally from Venezuela, immigrating to the United States in the late 1990s with little more than a dream. Christian's story of building his success, year by year, from the ground up is inspiring and speaks to the opportunity this country affords us all. Christian brings to the project interior design experience and will be designing the interiors and all the aesthetics throughout the property and will help build the team of professionals required to develop and operate the vision.

About the Property

Property Description

Property Address	19223 Manor Church Road Boonsboro, Maryland 21713
Year Built	Early 1800s through late 1980s
Year Last Renovated	2007
Zoning	Environmental Conservation Modifying with a Rural Business Overlay
Size	14,680 total square feet of building space as is (17,000 additional square footage to be added) 66 acres of land



Stoney Creek Farm is a 66 acre estate with multiple buildings, including a main farm house built in the early 1800s with an area of approximately 4,830 square feet, a bank barn from the mid 1800s with an area of approximately 6,350 square feet, a guest house built in the 1980s with an area of approximately 2,260 square feet, an office with an area of approximately 440 square feet, a woodworking shop with an area of approximately 700 square feet, and multiple smaller structures scattered throughout the site including the original spring house with an area of 100 square feet, a smokehouse with an area of 50 square feet, and storage facilities.

The property is located in the South Mountain region of Maryland, approximately 90 minutes from downtown Washington, DC and

Baltimore, 3 hours from Philadelphia, and 30 minutes northwest of Frederick, Maryland, in the Antietam Battlefield area, offering a convenient location for tourism, large special events, and corporate retreats.

A number of comparable properties exist in Virginia, notably Goodstone Inn, The Manor at Airmont, The Ashby Inn, and Glen Gordon Manor. Nothing quite like this exists in Maryland north of Washington, DC. As you leave the city and suburbs you will find concepts that offer bed and breakfast experiences, plenty of rustic, unconditioned barns for weddings, and lots of older, midmarket, 2-4 star accommodations. Luxury class accommodations are noticeably absent, despite the growth of the overall market and we believe this presents a big opportunity.

Proposed Improvements

The development plan calls for upgrading the infrastructure from a casual 4-suite countryside bed and breakfast to an upmarket, professionally managed, historic, boutique inn with approximately 10,000 square feet of event space, 5 historic rooms, 8 estate rooms, and 7 cottages.

Main Historic House

- Expansion of the building by 2,000 square feet to add a commercial kitchen, restrooms, and a solarium for corporate events.
- Renovation of the current owner's quarters into a 5th guest suite.
- Upgrade overall aesthetic of the other 4 historic rooms and common areas.

Guest House

- Complete gut renovation of the guest house into 8 estate rooms.

Cottages

- The addition of eight, 600-700 square foot cottages throughout the property.

Barn

- The restoration of the old barn into an outdoor pavilion, and the addition of a second barn for indoor events.

Office/Staff Quarters

- Renovation and expansion of the office into guest check-in, operations and overnight staff quarters, adding approximately 3,000 square feet.

Amenities

- The renovation of the 100 square foot spring house to host dinners and meetings.
- The improvement of the landscape amenities by adding or modifying roads, walkways, parking, gardens, and trails throughout the property.
- Installation of a new, state-of-the-art septic and solar system.



About the Business Operations

The business will incorporate four fundamental pillars. Historical Preservation. Environmental Conservation. Local and Sustainable Food Experiences. Community Support and Connection Initiatives.

Historical Preservation

Stoney Creek Farm was first settled in 1835 by the Schlossers, immigrants from Germany. For nearly 140 years the farm stayed in the same family, including during the great battle at Antietam only a few miles away from the property.

Starting in 1973 the new owners, the Cranes, operated a commercial greenhouse business, and then the Schmidts bought it and focused on equestrian. We bought the property in 2004 and opened Stoney Creek Farm in 2006 and since that time we've had hundreds of guests and wedding events where people have celebrated some of life's most meaningful moments.

For Stoney Creek Farm historic preservation isn't just about doing our very best to build and maintain our historic buildings with an eye toward

history, it's also about researching, developing and telling the story of the farm since 1835. Paul Williams, a local historian, is part of the team at Stoney Creek Farm and is working on an extensive history of the property and the people whose lives it has touched over the years and we will be highlighting interesting stories about the people who lived at the farm and the surrounding area for our guests.

Environmental Conservation

There are a variety of sensitive environmental considerations at Stoney Creek Farm, including a stream buffer zone for the tributary to the Antietam Creek and a natural spring that originates and runs through the property. Kimley-Horn, landscape architects from Baltimore, and Fox and Associates in Hagerstown are working a plan to enhance water quality and storm water management by doing things such as increasing the size and stabilizing the water channel, installing a variety of native plantings, and improving the overall circulation of pedestrian and vehicular traffic around the water zones. We will be educating our guests about these enhancements and helping people see what is required to retain the natural beauty of the area around us.

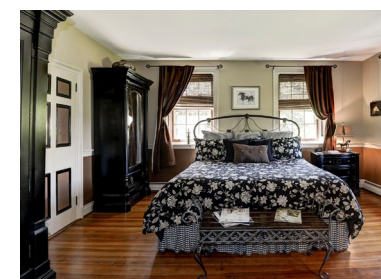


Additionally, we are installing a state of the art septic system, and will be running the entire property (and nearby properties) off a new community solar grid, and will be installing mostly permeable surfaces for roads and walkways.

We are also installing a variety of gardens throughout the campus to highlight the natural beauty of the landscape and to create areas for meetings, reflection and photography.

Local and Sustainable Food Experiences

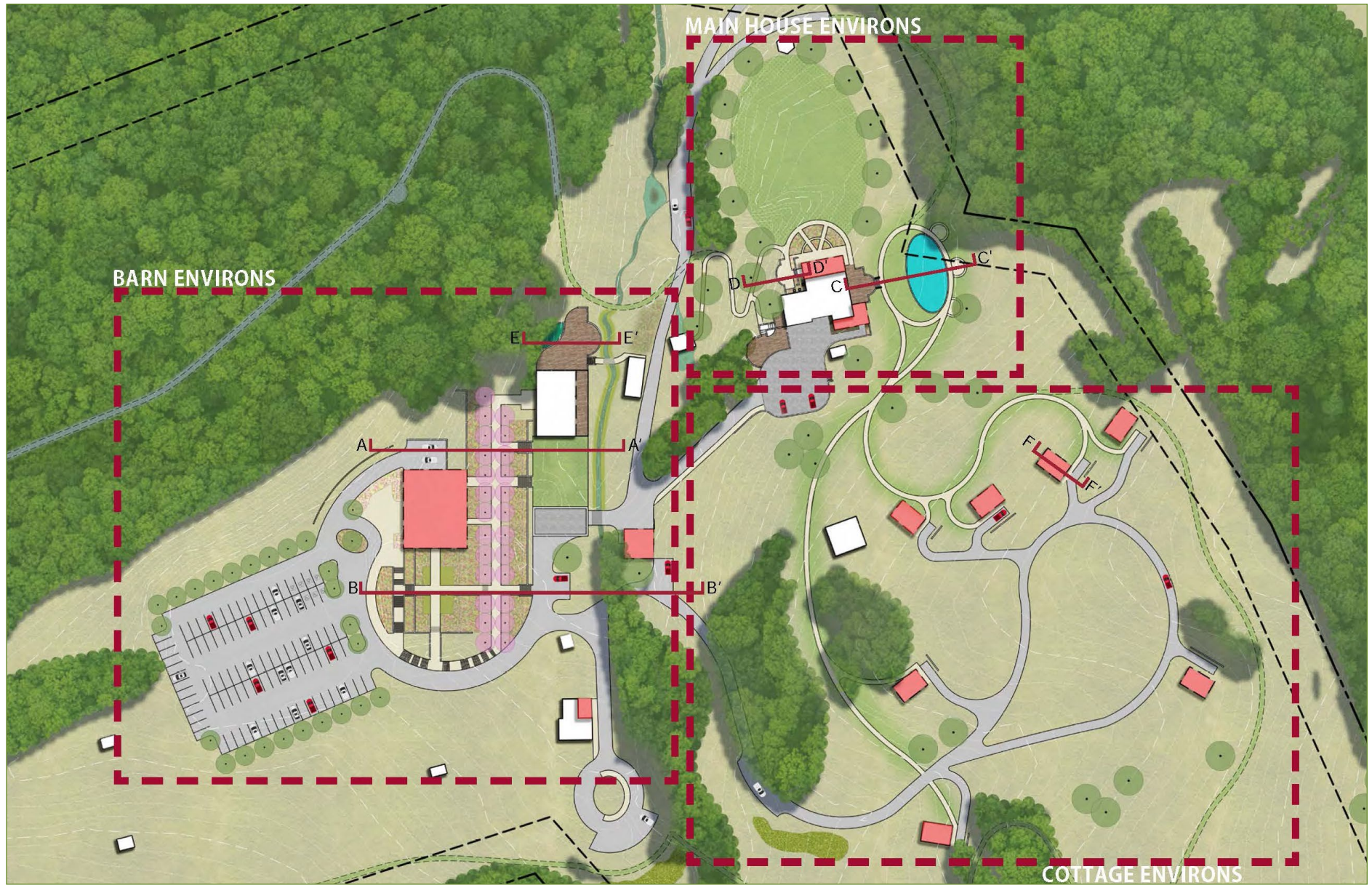
Stoney Creek Farm will feature an on-site chef and will be providing breakfasts and dinners to guests at the farm, and food for the events. Our food concept is hearty American farm food with good portion sizes, locally produced, and sustainably maintained. We will have an herb garden on site,



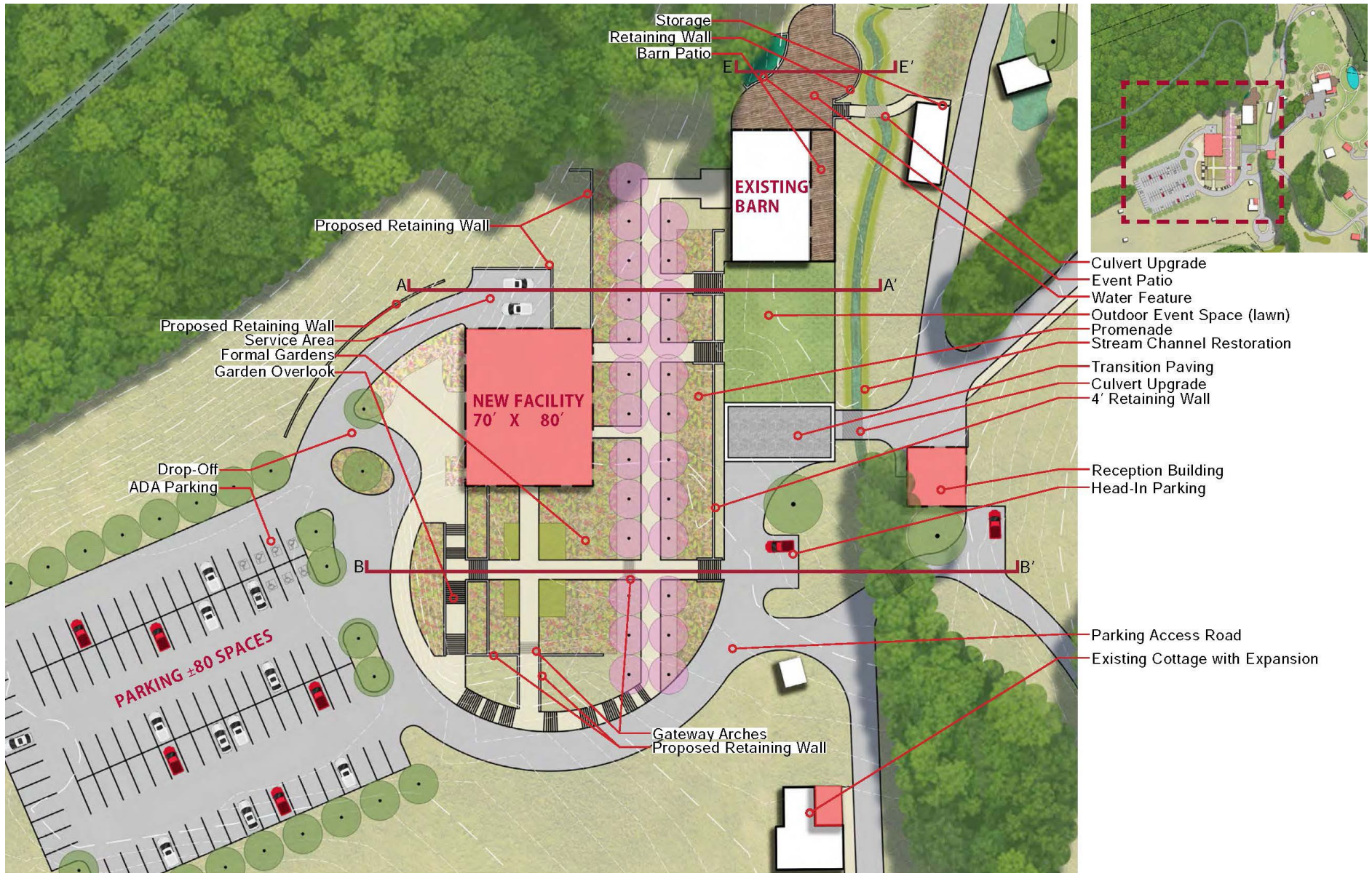
Master Plan



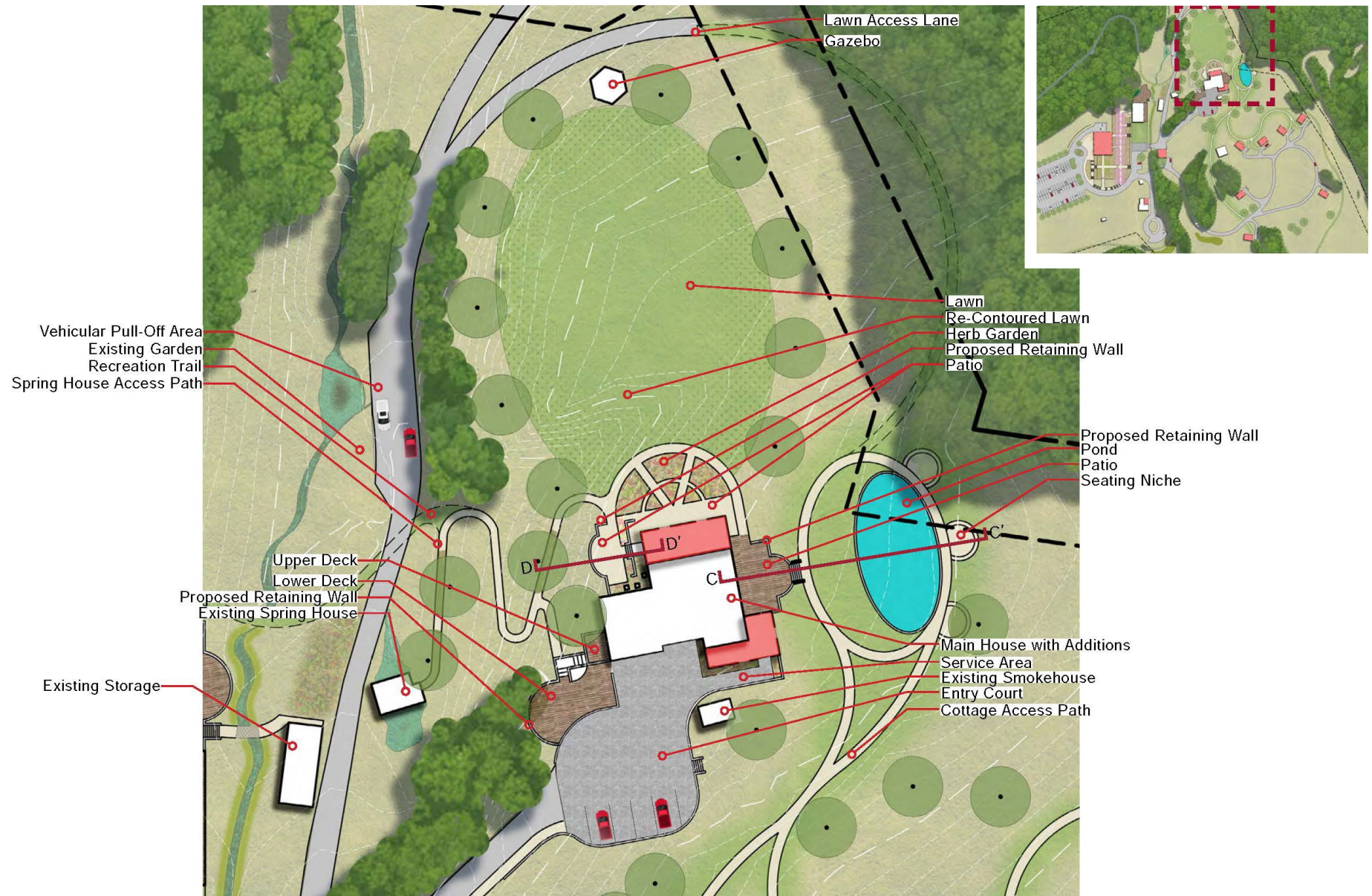
Master Plan



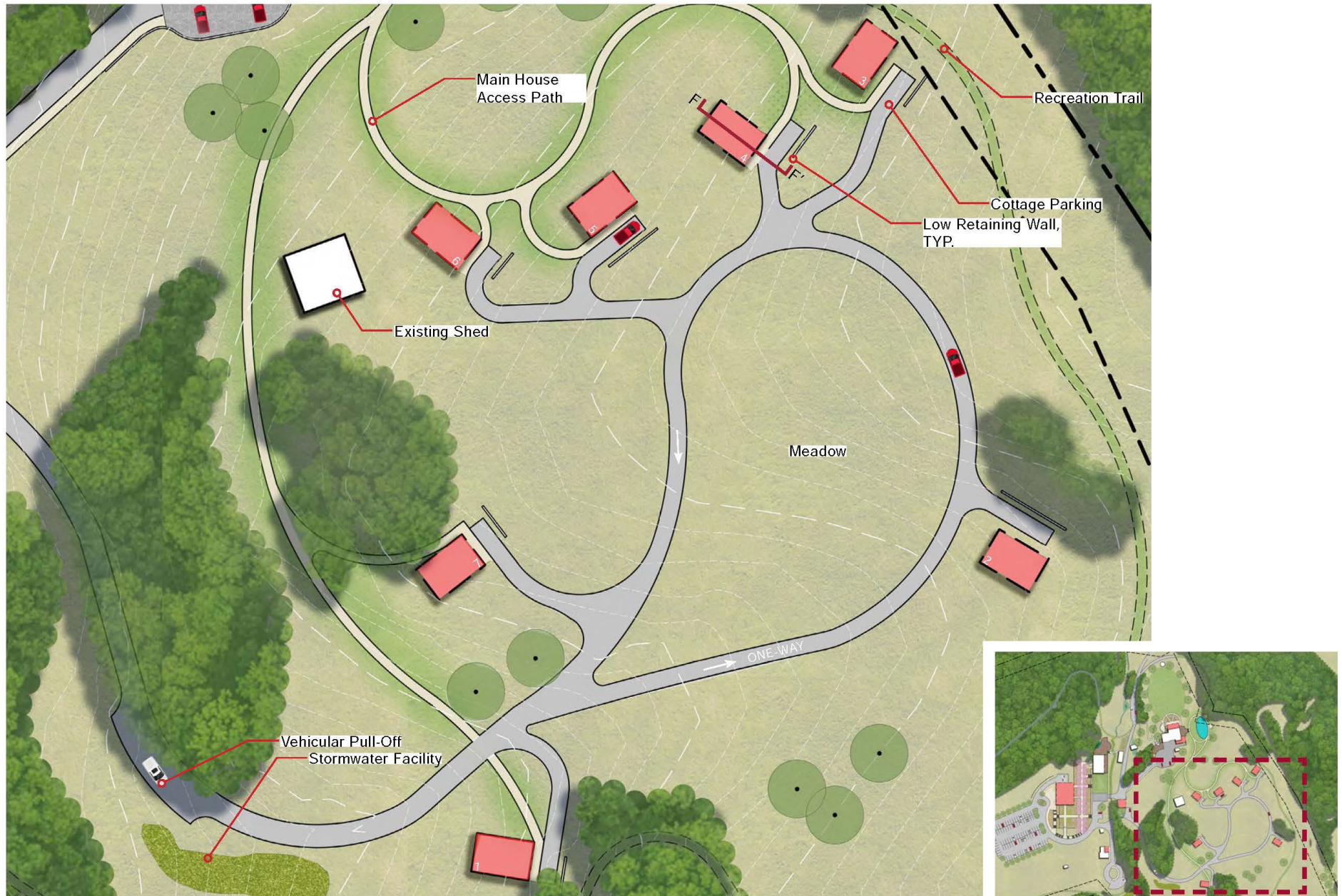
Barn Environs



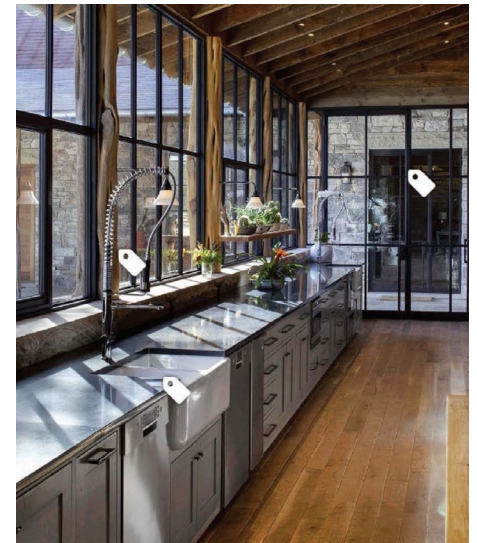
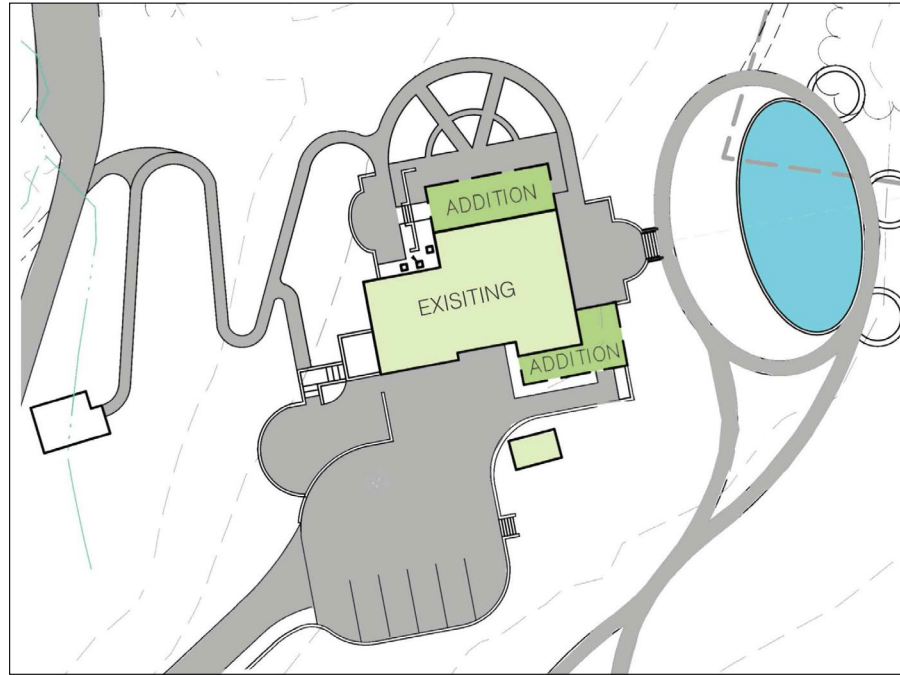
Main House Environs



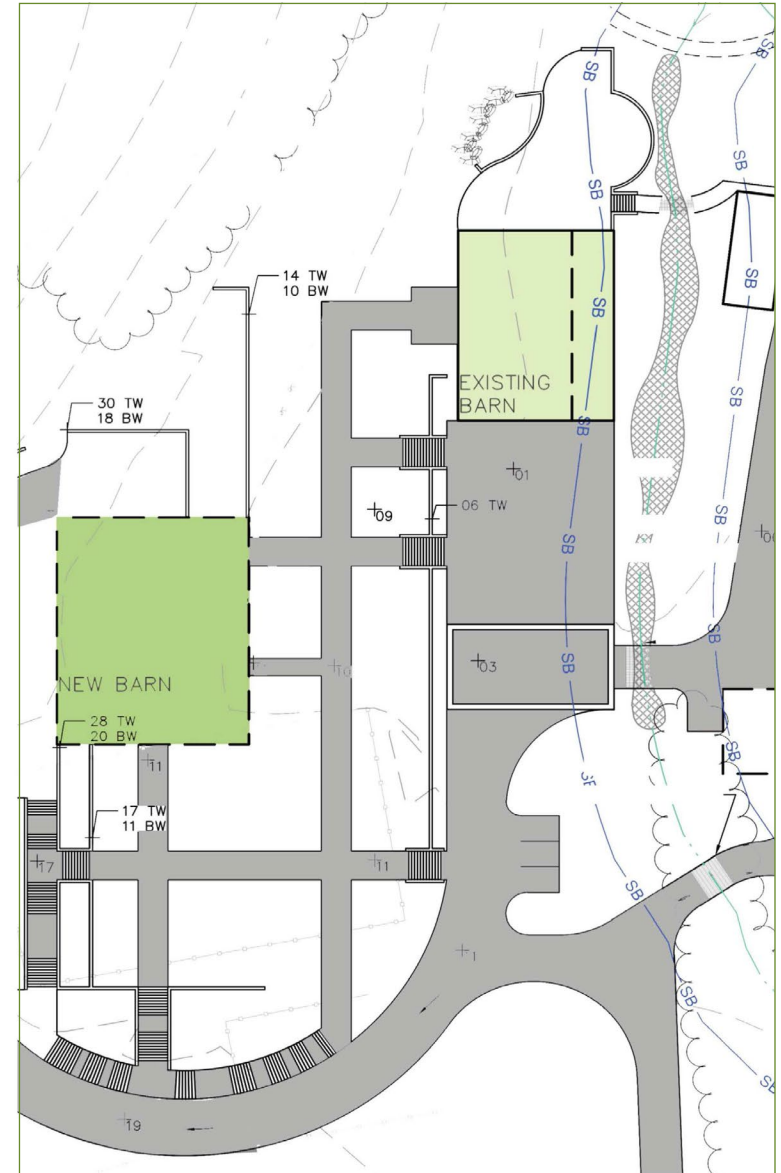
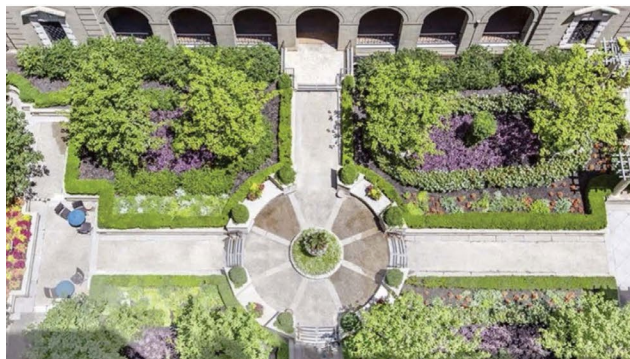
Cottage Environs



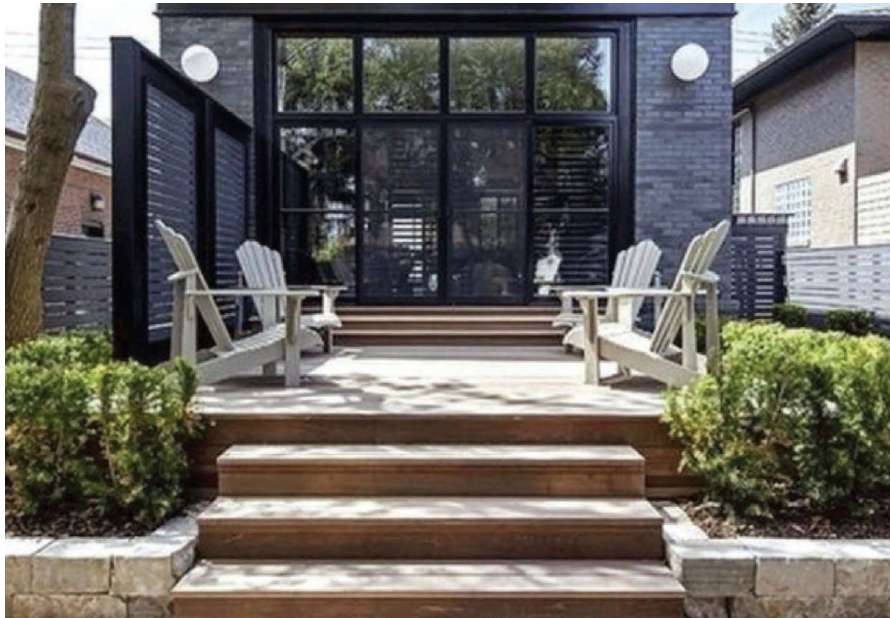
The Historic House



The Barn



Cottages



TEAM OVERVIEW

STONEY CREEK FARM

DEVELOPMENT

Benton Design **Architect**

Benton Design is a comprehensive commercial interior architecture firm with projects in the Washington D.C. metropolitan area. They have completed projects for a broad range of firms including private equity, law, government consulting, commercial real estate, healthcare and non-profit, and hospitality organizations.

Kimley-Horn **Landscape Architect**

Kimley-Horn is one of the nation's premier planning, engineering, and design consulting firms with over 3,000 staff members in more than 80 offices across the United States. Their designers comprise one of the largest landscape architecture teams in the country. Their design professionals and planners collaborate with engineers and environmental scientists to integrate engineering solutions and design for a better outcome.

Fox and Associates **Civil Engineers**

Fox & Associates, Inc. was founded in 1966 as a firm specializing in land surveying. They now provide a comprehensive range of zoning, land planning, surveying, engineering and environmental services, and specializes in surveying, land development, highway engineering and municipal engineering. Specific services performed by Fox & Associates include drainage studies, environmental assessments, grading plans, development plans, design of public and private roads, sewers, water lines, and overall site drainage systems, water distribution modeling, floodplain modeling (FEMA, MDE & USACE), stormwater management and erosion control plan preparation, wetland and stream bank disturbance and restoration.

Capitol Engineering Group, LLC **Mechanical, Electrical, Plumbing Engineering Designer**

Capitol Engineering Group, LLC was incorporated in 2003 and focuses on mechanical, electrical and plumbing

engineering design. They solve problems in all aspects of facility management and design. They also specialize in commissioning, due-diligence, energy study and fire protection. Capitol Engineering Group has strong design and implementation experience on a wide variety of public and private projects including: parks and recreation facilities, office buildings, shopping centers, educational facilities, institutional facilities, multi-family housing, laboratories and health-care facilities.

Rathgeber/Goss Associates **Structural Engineering Designer**

Rathgeber/Goss Associates, PC was established in Maryland in 1991 and provides structural engineering design and analysis services to the building industry. They have experience in the structural design of new buildings, as well as, renovating and remodeling existing buildings. They have experience with all major building codes and are experienced with design manuals and criterion for government agencies.

Charlie Semler (CR Semler)

Septic Design and Installation

CR Semler, located in Smithsburg, is an excavation specialist. They offer site preparation, wet soil mixing, erosion control and other services.

Millennium 3 Energy (Phil Kelly)

Solar Design and Installation

Millennium 3 Energy was incorporated in 2009 by Phil Kelly, an experienced construction contractor who earned a certificate of completion at an American Solar Energy Society Conference that included solar company start up training. Phil became a NABCEP Certified PV Installation Professional™ in 2013, and a Maryland Home Improvement Commission licensee in 2014. A sister company founded in 2010, M3E Solar, owns and operates a 104 KW solar system that provides all the electricity for the Town of Hancock's wastewater treatment facility. Millennium 3 Energy is working on a preliminary report.

HVS.com

Market Study Research Consultant

HVS is a hotel valuation research company that has helped thousands of hotel owners, developers, investors, lenders, management companies, and public agencies around the

world. Since first writing about how to value a hotel in 1980, HVS has evolved into the global professional services leader by continually providing their clients with unrivaled hospitality intelligence. The company has a team that specializes in all types of hospitality assets, including hotels, restaurants, casinos, shared ownership lodging, mixed-use developments, and golf courses, as well as conventions, sports, and entertainment facilities. HVS is working on a market study report.

Provenance Hotel

Hospitality Advisor

The Provenance Hotel is a full-service management and development company that began in 1985 and now has experience owning and managing up to 35 properties. Their unique management approach led to their award-winning owned and operated hotels.

IJK Partners (Linda Hayes)

Hospitality Consultant

For over 40 years, Linda has been creating experiences for others. Schooled as an interior designer, her career includes working in corporate America as an interior designer, a facility manager, and a market sales manager in southern Florida and the Caribbean. In 2003, Linda designed and opened an inn in SW

Virginia. Their thorough planning, marketing, and drive to satisfy their guests quickly created a very successful Select Registry inn, transferred to new owners in 2010, thus fulfilling their initial business plan. She owned a historic downtown building which she turned into a restaurant and later sold in 2015. Linda's prior career in facility management, sales, and marketing plus her lodging and food and beverage knowledge and her tourism experience provides a solid base of expertise that Linda shares with her clientele of growth-oriented businesses, each striving to reach their dreams. Her ability to focus on the end results helps clients shorten the process involved in analyzing and growing their business. Linda is also a regular speaker at Innkeeping conferences and serves on the board of directors of the Association of Lodging Professionals.

Staging Design DC

Interiors and Design Aesthetic

Staging Design is DC's premier staging and design studio helping owners curate the most beautiful and comfortable spaces possible.

BUSINESS OPERATIONS

Dovetail Design Studio

(Lena Markley)

Graphic Design Services

Dovetail Design Studio, Inc. is a dynamic, full service graphic design firm based in the Washington metropolitan area, specializing in branding & identity systems, annual reports, conference materials, fundraising campaign materials, publications, magazines, brochures and corporate communications.

White Stone Marketing

(Scott and Allison Crumpton)

Marketing Experts for Innkeepers and Event Coordinators

Since 1994, Scott and Allison Crumpton dedicated their careers exclusively to the promotion of independent hospitality properties. For the past 25 years, they have navigated through the ever-changing terrain of internet marketing. Their desire for excellence led them to launch White Stone Marketing in 2002, a hospitality marketing agency focused on high-end web design and proactive digital marketing for boutique hotels, luxury inns and event venues.

RP3Agency

Marketing and PR

RP3 is a creative agency that helps companies establish their brand foundation and strategic vision. They work in hospitality, travel, retail and healthcare and will bring to the table a view on the hospitality industry that will be critical to the success of Stoney Creek Farm.

TAAPR

Marketing and PR

TAAPR is a premier DC based lifestyle public relations, marketing, and special events agency specializing in fashion, entertainment, hospitality and the luxury lifestyle sectors.

Aronson LLC

Financial and Tax Services

Aronson LLC provides a comprehensive platform of assurance, tax, and consulting solutions to today's most active industry sectors and successful individuals. In business for over 55 years in Rockville, MD, they have expanded their service offerings and deepened their industry specialties to better serve the needs of their clients, people, and community.

McMillen Metro

Legal Services

Since the firm's founding in Rockville, MD, in 1992, McMillen Metro has been specializing in multiple areas of law, including commercial and construction litigation, commercial leasing, land use, zoning, municipal law, and real estate law. They have long-term relationships with real estate developers, homebuilders and landowners, property managers, contractors and individuals. They have core technical expertise in deal making, project approval and construction, right through settlement of the finished product.

THINK Reservations

Property Management System

THINK Reservations is a property management system that allows for direct reservations on bed and breakfast websites. This customizable booking engine is ADA compliant and mobile-responsive. It incorporates features that allow for automatic rate adjustments to maximize revenue, includes comprehensive tools, and has a full suite of reports enabling you to make data-driven business decisions.



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