


 B A B C O C K R A N C H
TELEGRAPH

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“Most developers wait until there are enough rooftops to justify amenities ... We’re fulfilling residents’ needs from day one.”

— Rick Severance, president of Babcock Ranch

ONCE JUST A VISION,



IMAGES & RENDERINGS COURTESY OF BABCOCK RANCH

A REALITY
EMERGES

BY NANCI THEORET

Special to Babcock Telegraph

WHEN BABCOCK RANCH’S pioneering residents move into Florida’s newest city, they’ll have shopping, recreational and entertainment opportunities, a restaurant and even office and workspace within walking distance of their new homes. Construction of the first buildings and amenities at Founders Square, the town’s lakefront downtown, has started with the Trail’s End restaurant, Discovery Center and

**Downtown Babcock
 unfolds as regional
 destination**

Market Café, scheduled for unveiling during the town’s grand opening in spring 2017.

“We’re fulfilling residents’ needs from day one,” says Rick Severance, the newly appointed president of Babcock Ranch. “Most developers wait until there are enough rooftops to justify amenities. We’ll have great concerts, activities and events that transcend all age demographics — for the little ones and those who yearn to be little.”

Founders Square will inspire creativity, collaboration and a true sense of community. It will also

address wellness and education in two additional buildings, also under construction and slated to welcome their first kindergarten through eighth-grade students in fall 2017, and offer health and wellness programming and medical offices in early 2018.

In keeping with Babcock Ranch’s emphasis on connecting with people and nature, downtown Babcock will recall the Main Streets of yesteryear, providing get-to-know-your-neighbors gathering areas: front porches, collaborative workspaces and a central lakefront park with a grand event lawn, band shell and water-skimming boardwalk along the 268-acre Lake Babcock. Cobblestone streets and buildings circle the greenspace, creating a true town square and a place where people know your name and a stranger is a friend whom you haven’t yet met.

▲ Above: Artist’s renderings of Babcock Ranch’s Discovery Center and Founder’s Square.

SEE BABCOCK, A8 ►

President

Babcock Ranch president sees himself as orchestra conductor. **A6 ►**



Throwback

Babcock Ranch firmly entrenched in Southwest Florida history. **A14 ►**



**Babcock
 Wilderness
 Adventures**

Take a ride on the wild side. **A28 ►**



TELEGRAPH

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Babcock Ranch designing water stewardship from ground up

BY EVAN WILLIAMS

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Planners are aiming to make the Babcock Ranch community an oasis of water conservation and stewardship in Florida. At its heart: a new, state-of-the-art water and sewage treatment plant that will align with building, landscaping and at-home practices that minimize water use.

"Hopefully we're going to be the lowest-consuming per customer or per house in the state," said Mike Acosta, Babcock's director of utility operations, "because we have the benefit of starting from scratch and putting all the water conservation methods in at the beginning."

The plant is now being built on a 63-acre site that includes conservation lands, in the northwest corner of the Babcock property. It will provide hundreds of thousands of gallons of fresh and gray water for residents and businesses every day when Babcock opens next year, and millions of gallons each day in the years to come, when some 50,000 people call Babcock home.

Water will be drawn from wells drilled into the Sandstone Aquifer (a misnomer since it doesn't actually contain sandstone, Mr. Acosta pointed out) about 100 to 120 feet below the surface. It will be pumped to the new plant and run through nanofiltration membranes that remove naturally occurring calcium ions and softens the water, instead of reverse osmosis.

"If you take a cup of muddy water and you kind of filter it through a sock, the sock catches all the dirt," Mr. Acosta said. "It's that kind of process but on a more microscopic level."

The water is aerated to remove hydrogen sulfide gas and disinfected with chlorine before being stored in a million-gallon storage tank.

From there it will be distributed to businesses and homes in which Babcock planners



COURTESY OF BABCOCK RANCH

Mike Acosta, Babcock Ranch's director of utility operations.

require the use of WaterSense appliances and fixtures such as toilets, faucets, and dishwashers. To qualify for the WaterSense designation they are built to Environmental Protection Agency guidelines that require them to use 20 percent less water while doing the same job as well or better. WaterSense toilets, for example, use 1.28 gallons per flush, while the federal standard is 1.6 gallons per flush. The EPA estimates that could also save \$110 per year in water costs per home. The average house at Babcock Ranch is expected to use roughly 120 to 170 gallons of water per day.

"I think we'll probably wind up on the lower end of that scale," Mr. Acosta said, in part depending on how conservation-minded residents are.

That also means mitigating irrigation, one of the prime culprits in depleting one of our most valuable natural resources, by building a reclaimed wastewater system into the new

plant. Wastewater from showers, sinks and toilets goes down a gravity sewer to a lift station and is pumped to the treatment plant, where it becomes "effluent" or reclaimed water after being treated with carefully cultivated bacteria, filtered and disinfected with chlorine. The water is then discharged into a closed lake near the utility site and pumped throughout the community for irrigation purposes, instead of wasting potable water.

"Even in Babcock, where irrigation is coming out of that lake, we're still going to promote wise use of that water because that's not a limitless resource either," Mr. Acosta said.

The community will have aggressive water-saving landscaping requirements in common areas and for builders. For instance, the amount of sod is not to exceed 50 percent of a lot (not including the house or structure), with the rest filled by canopy trees or natural vegetation. 🌱

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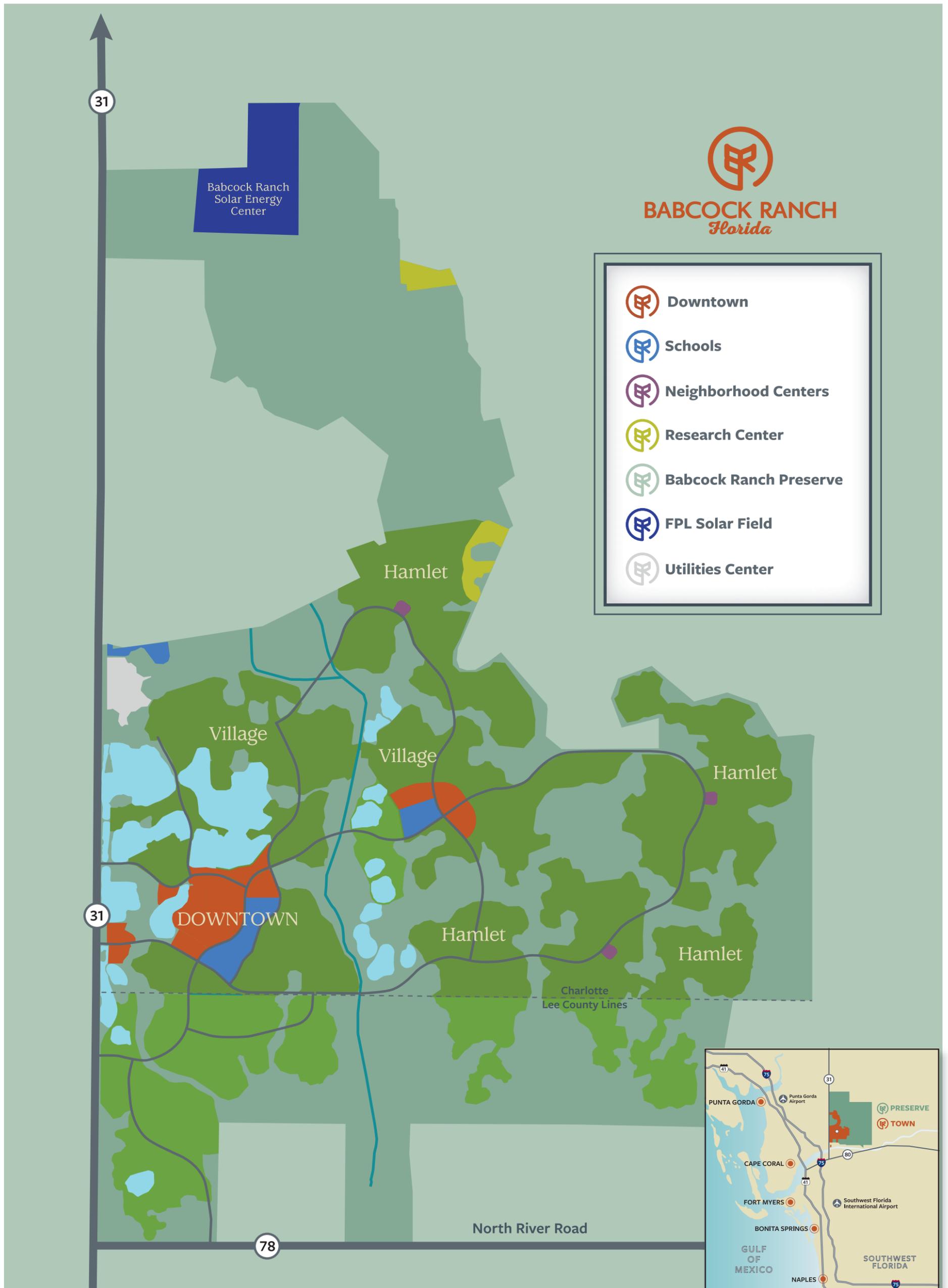


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Babcock Ranch president sees himself as orchestra conductor

BY EVAN WILLIAMS

ewilliams@babcockranchtelegraph.com

Rick Severance, 48, grew up in a suburb of Columbus, Ohio, the oldest of three brothers, all athletic. Mr. Severance competed on the swimming and diving team at Florida State University. A marathon runner and triathlete, he puts in about 40 miles a week these days to stay in shape.

"It ebbs and flows based on the work volume, my travel and my priorities, which is my family," he said. "I'll choose the family time over running any day."

Mr. Severance lives in Fort Myers with his wife of 20 years and their three daughters.

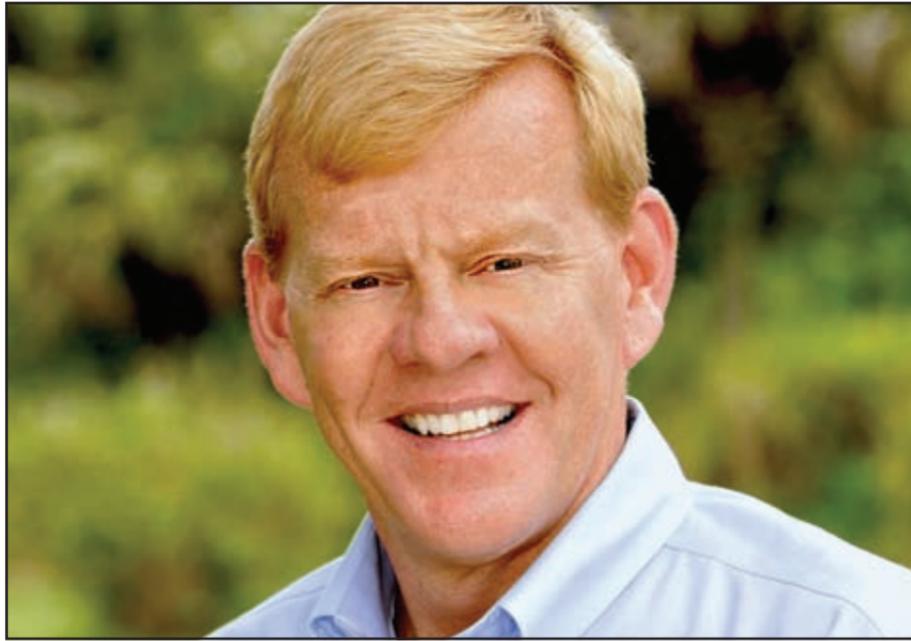
Before being recruited by Kitson & Partners, he was the CEO of Seaside. A master-planned community on the Florida panhandle, though much smaller than Babcock Ranch, Seaside is also known for its progressive design.

Q: As the president of Babcock Ranch, what does your job entail?

A: "I think it's somewhat of a conductor of an orchestra. We have so many different disciplines ... I'm responsible for the complement of all of those, kind of connecting all of those elements to create a great place."

Q: What's an average day on the job if there is such a thing?

A: "The average day is trying to communicate effectively, identify challenges in a proactive way and then creating solutions to overcome them while never losing sight that the place has to be fun, and has to be real. You can't imagine how many decisions have to be made every day when building a town from a green space. The good part is I'm blessed to have this extremely qualified, talented, energetic team."



COURTESY OF BABCOCK RANCH

New Babcock Ranch president Rick Severance.

Q: How did you first get into the business?

A: "I started in the hospitality side of the business. I was in the hotel school at Florida State with a focus on real estate, so I ended up just combining the disciplines of real estate and hospitality, which has served me well. My career started back with Hyatt Hotels and Resorts and then I started opening resorts. And that has thus progressed me to where I am now ...

"I feel like God has uniquely qualified me for this position. I felt like my skills and everything I've learned would be value added here but more importantly the company itself stood for things that were important to me in terms of values. I really feel like this opportunity and position gives me this great canvas to layer in all these skills while also continuing to learn and grow professionally."

Q: In many ways, Babcock Ranch will be unique among communities in Florida and the United States. What are some of the challenges you face in designing it?

A: "I think what's new is that we have this amazing commitment to environmental stewardship. Our accessibility to nature as well as our commitment to technology and whether that is autonomous vehicles or gig fiber, Babcock Ranch is being very forward-thinking. We still have to create the town while being forward thinking. We have to be looking at the horizon while still creating a town that serves our guests and visitors and homeowners today."

Q: What are your thoughts on driverless cars at Babcock?

A: "I think it's a great laboratory for a number of partners to get a chance to further test and refine how these autonomous vehicles can make an impact, that reduces our need for cars and emissions and trips and all of those things. It's amazing that we have the opportunity and have the land to help others refine what might shape our future."

Q: What are your thoughts on solar energy, which will power Babcock Ranch?

A: "Having the cleanest form of energy of any town in the U.S. is a pretty tall order. I think that transcends age and it transcends economics. Whether you're a millennial or a baby boomer, being able to live in a community with the cleanest form of energy it makes sense. Why wouldn't you?"

Q: What's your vision for the future of Babcock and your role in it?

A: "My vision for the future is this becomes a vibrant place that continues to grow and evolve as the residents choose to grow and evolve. Stakeholders who are part of the community, whether they're civic, governmental, residents, events and retail, all those people have a place in building a town, so continuing to ensure you're navigating that growth and being mindful of that growth. At the end of the day, I'm running a company and we need to be profitable. I never lose sight of that."

Q: What would people be surprised to know about you?

A: "When I'm not at work I'm actually fairly introverted ... Which my wife thinks is hilarious. Because you have this persona at work, and then at home I'm much more reserved and kind of quiet." 🐶



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A REALITY EMERGES ...

The first phase of Founders Square at Babcock Ranch has been designed to accommodate the needs of its first residents as well as entice the public with restaurants, specialty foods and an outfitter for hiking, biking and paddling purchases and rentals. Also on tap are a community wellness center and the new charter school-house. Here's what to expect during the next 18 months/two years.

Lakefront dining

An intra-office competition resulted in the naming of Founders Square's 4,235-square-foot restaurant. Trail's End, located on the 268-acre Lake Babcock, will emphasize locally grown and sourced ingredient and offer a farm-to-table menu and specialty cocktails incorporating herbs and vegetables that will eventually be grown in a 5-acre community garden. The al fresco Table & Tap Biergarten will operate daily, warmed by an outdoor fireplace during cooler winter nights, and overlook the boardwalk and lake.

Trail's End is in the planning stages and it's still undecided whether Kitson & Partners will manage the restaurant or sublease it. The company will work closely in hiring a chef skilled in fresh flavors and knowledge of local farms and suppliers of beef, fish and seafood.

Discover Babcock Ranch by land and by water

The past, present and future will be represented throughout the Discovery Center, a



10,690-square-foot building blending Old Florida and contemporary features — rustic lap-siding painted Babcock red and ornamental trellises mixed with walls of glass, metal sculptural elements and cantilevered awnings and balconies.

"The center offers a portal for information about the past and future," says Mr. Severance. "It has

an educational perspective for visitors to learn about the history of the Babcock land, the working ranch and the city designed to honor the environment and promote health and wellness and economic development."

The two-story center will also house the sales center, providing information about the various amenities in Founders Square,



available neighborhood and home options and the Lake House, a resident-only facility along Timber Lake, offering a clubhouse, swimming pool and dock.

About 2,000 square feet of the first floor will be dedicated to the outfitters, a retail and rental business stocked with off-road bikes, sidewalk cruisers, kayaks, paddleboards, e-boats and additional equipment for visitors and residents to enjoy the day exploring the area's many hiking trails and waterways.

Kitson & Partners will establish its Southwest Florida offices on the second floor of the Discovery Center.

Supplies, sundries and the spirit of collaboration

The two-story Hatchery, fronting Founders Square's main road, has a ground floor market cafe emphasizing healthy and fresh food and offers eggs, milk, fresh produce and other staples as well as sundries, wine, beer, prepackaged gourmet meals and specialty foods to be enjoyed at home, on the trail or onsite. The second floor houses a collaborative work space.

"The inspiration is about the experience — eating within a market," says Natalee Burns, project coordinator for Kitson & Partners. "Beer and wine will be available for purchase and the menu and market will be thoughtful about where the food comes from. It will be local, fresh and healthy."

The ground floor of the 12,390-square-foot market will offer an ice cream parlor on one side and a coffee shop on the other. It's bound to be a favorite refueling and brain break spot for resident and local entrepreneurs and business owners who occupy offices and desks on the Market Café's second floor. Upstairs, The Hatchery introduces the popular big-city business incubator/co-working space concept to Babcock Ranch. Here, entrepreneurs and businesspeople will have the opportunity to collaborate on big

BABCOCK

From page 1

"Every great place has a central gathering spot where people feel welcomed and comfortable," Mr. Severance says. "We envision Founders Square as that spot, a place for residents of Babcock Ranch and the greater community to enjoy a cold beer or glass of wine, an ice cream cone, great programming and entertainment."

The first five buildings will contain more than 73,100 square feet under air and are part of a larger multi-faceted commercial, retail, health and wellness, educational and office hub designed to expand south of Founders Square as the population grows. Kitson & Partners, which is developing the environmentally friendly, nearly 18,000-acre Babcock Ranch, is introducing necessary services and conveniences in the downtown district's initial phase that will create a strong community bond from the onset and provide easy access to cyclists and pedestrians. Residents and the public can shop for locally grown produce and sundries at the Market Café, rent trail bikes or kayaks at the outfitters inside the Discovery Center and enjoy a farm-to-table meal at Trail's End restaurant, which will offer the Table & Tap beer garden and an outdoor fireplace.

Founders Square was designed with purpose, paying homage to Southwest Florida's historic and varied architecture, borrowing elements from the original ranch structures on the adjoining state-owned Babcock Ranch Preserve's Crescent B Ranch and representing a mélange of vernaculars built in the region during the last century. Plank siding, stacked



Artist's renderings of Babcock Ranch's new downtown.

stone, gracious front porches and second-story balconies recall rustic Old Florida mixed with walls of glass, metal accents and other contemporary architectural elements. Tin roofs are sloped for solar paneling and the distinct "Babcock red," a barn-red seen throughout the Crescent B, provides a common denominator among the buildings and a nod to the past.

"We're creating a sense of place that will grow organically," says Mr. Severance, the former CEO of Seaside, Fla., hailed as the national standard for new urbanism. "We layered in the true ranch color and ranch style with a contemporary forward-thinking approach. We've also drawn inspiration from the colors of sunsets and sunrises on the water. I've been saying the town and Founders



Square is 'of the place' because we're accurately referencing history in our story. The downtown is an extension of porch living highlighted throughout the residential neighborhoods."

The Babcock Ranch story is also played out in the Discovery Center, a two-story building that offers hiking, biking and paddling merchandise and rentals, the town's new homes sales office and Kitson & Partner's



ideas throughout networking and also rent flexible workspaces by the day or longer.

The building's rustic architecture — more ranch style than any of the others — incorporates stacked stone, Babcock red accent lap siding and offers sidewalk dining and a large second-floor balcony.

Be well, learn well

Individual wellness and education buildings are also part of the first phase of construction at Founders Square. The Education Center, home to the Babcock Neighborhood School, will open in fall 2017 for kindergarten to eighth-grade students. The charter school will temporarily occupy

the first floor of the 12,455-square-foot center until it grows into a permanent building.

Health and wellness, a key component of the Babcock Ranch lifestyle, is the focus of the lakefront Wellness Center, which at 33,336 square feet is Founders Square's largest building. Scheduled to open during the first quarter of 2018, the center combines the concepts of exercise and fitness with on-site medical offices. Open to residents and the public, the two-story center offers a fitness center and outdoor swimming pool. Medical offices, rehabilitation services and pet-related needs, including a 1,000-square-foot pet wellness facility and pet retail store." 📍

Southwest Florida headquarters. Displays and photographs provide a glimpse inside the century-old ranch and its timber, cattle and agricultural operations and look to the future with the unique vision of Babcock Ranch's town-makers and the state's dedication to managing a variety of programs and public opportunities at the preserve.

For residents and day visitors, Founders Square also connects to the town's miles of hiking, walking and biking trails and blueway paddling trails. Outdoor enthusiasts can purchase prepacked meals before hitting the trails and dine at Trail's End or take in a concert on the lawn after their excursions.

The tiered event lawn features long-slung walls that provide additional seating for community events and prime views of sunsets over the lake — scenery also displayed from the restaurant's lakefront al fresco area. Landscaping injects the scenery with color and shade trees border the park. Multiple streams of water leap skyward from the Splash Pad, an interactive walk-in water feature flanked on each side by tree-shaded benches and covered pavilions with porch swings.

"We're also looking at layering in some life-size games like checkers and chess and offering corn toss," says Mr. Severance.

The two-story Market Café will carry staples such as milk, butter and eggs, offer locally grown produce and wine, and serve breakfast, lunch and dinner. It will have a separate ice cream parlor and coffee shop. The second floor is dedicated to The Hatchery, an incubator designed for collaboration, networking and brainstorming ideas with other entrepreneur and business owners. Flexible workspace offers complete offices and desks rentable by the day or longer.

Trees will be also shade-scattered parking lots throughout the downtown district, which



Artist's rendering of Babcock Ranch's future.

is designed to promote foot and bicycle traffic over automobiles.

Founders Square will embody the inspiration and aspiration of the town-makers, Mr. Severance says.

"It's inspirational because of its beautiful setting and aspirational because we are building something that feels different and adds value to the region," he says. "Babcock Ranch is for everyone. It's not hidden behind gates." 📍



Babcock Ranch to offer sample of state's former pristine glory

BY GLENN MILLER

Special to Babcock Telegraph

Florida will never resemble what it was in the 19th century, a time before massive development, a land now beyond remembering by every living Floridian.

Except, that is, for those who read a beloved 1984 novel by Patrick D. Smith, "A Land Remembered."

Here from Page 117 the late author described a lost Florida: "The land looked the same as where the cows buried themselves: towering bald cypress, thick clumps of lush ferns, fallen rotten limbs covered with moss, palmetto clumps and cocoplum bushes."

That Florida won't exist again but in the new town of Babcock Ranch a taste of old Florida in its pristine glory is a goal, one to make it a land to remember.

When Kitson & Partners purchased the land in 2006, chairman and CEO Syd Kitson said 90 percent of the land would be preserved.

Mr. Kitson is following up on a conservationist ethos championed by the Babcock family, which treasured, loved and named this subtropical retreat and working ranch. They

"Babcock Ranch is rooted in preservation ... The 17,608-acre town is part of what made it possible for Florida to complete the largest land purchase in state history to establish the 73,000-acre Babcock Ranch Preserve."

helped keep this special environment safe from the predations and outrages that scarred many swaths of Florida.

That's been the case since Pennsylvania businessman Edward Vose Babcock Sr. bought 156,000 acres in 1914 of what was initially called the Crescent B Ranch. His son Fred started running the ranch in the 1930s. The elder Mr. Babcock died in 1948 and Fred died in 1997, so they owned, operated and loved the place for most of the 20th century.

"They were very good stewards of the land," said John Broderick, senior vice president of land development for Kitson & Partners. "They paid attention to some of the exotic species growing out on the property and we do the same. They would do removal of exotics out on the property. They would burn."

Those are among the tasks Kitson & Partners inherited and continue doing as they've worked to improve the ranch's environment and create a new town. Ground was broken for the town in November. America's first solar community will eventually contain 19,500 homes and 6 million square feet of retail and office space.

But it will be done in an environmentally conscious way. The company has made sure of it. Kitson & Partners prepared a paper titled "Committed to Stewardship" that addresses the quest to make the new town environmentally sound as well as beautiful.

"Babcock Ranch is not untouched land," the paper notes. "It is the result of more than a hundred years of careful tending by the Babcock family. Ranch business operations funded generations of stewardship activities to maintain the excellent condition of the property and provide habitat for the ranch's abundant wildlife."

That paper listed bullet points of what is being done:

- Restoration of historical flow ways/greenways.
- Maintenance of surface water quality.



From the moment a visitor enters Babcock Ranch, the town's connection with nature will be apparent.

■ Ecological restoration of disturbed uplands.

■ Functional habitat design for wildlife.

■ Enhancement of wildlife corridors.

■ Habitat for panther migration.

The clock can't be turned back to 1870 but chunks of old Florida will live on in the town of Babcock Ranch, making the surrounding countryside resemble as much as possible old Florida, the Florida of the 19th century.

Residents and visitors alike will likely feel at times as if the 21st century is suddenly the 19th in some ways.

As Mr. Smith wrote on Page 124 of "A Land Remembered," "Spanish moss swayed from limbs like blobs of cotton and absorbed the moonbeams, changing the dull gray beards to glowing yellow. The cattle were visible in

the distance, quiet now, standing deathly still, resembling not flesh and blood creatures hounded by predators but miniature statues on a kitchen shelf."

Such images can still be found and will remain to be found in Babcock Ranch. Yet, all the conveniences of the 21st century will also be available in the town, from solar power to wi-fi to fiber optics and much more. The first model homes should be ready by the end of the year. But it will be in a land that remembers and treasures Florida's environment and continues preserving it.

Kitson & Partners have worked and continue working to preserve the environment. The work will never end. Exotic species, for example, are always a battle to keep away.

"The more you let the exotics grow on their own the property will be taken over by them," Mr. Broderick said. "It's a big problem. ... To clear exotics in our area, \$1,000 an acre and by maintaining it diligently you can get it down to like \$18 an acre for a year."

"That's ultimately our goal. We're not at \$1,000 an acre or anything but there's probably been a couple of spots where we pay a lot. It adds up quick. We try to stay on top of it and where we've done a lot of exotic removal we continue doing a lot of that."

The environmentally conscious men and women from Kitson & Partners have picked up that green baton from Fred Babcock and are carrying it into the future. The company published a paper titled "Stewardship Case Study: Rehydration of Preserve Wetlands."

Another company paper carries the title "Environmental Overview: True to Our Roots."

Just like the Babcock family, Kitson & Partners treasures the land and the Babcock family roots.

"Babcock Ranch is rooted in preservation," the paper notes. "The 17,608-acre town is part of what made it possible for Florida to com-

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plete the largest land purchase in state history to establish the 73,000-acre Babcock Ranch Preserve.”

The company also commissioned a 92-page environmental study of the property that was published in 2010. The academic citations at the end of the study alone took up five pages.

The work is full of maps and charts and scientific terminology and in-depth analysis of species such as the Sherman’s fox squirrel. The main point, though, is that Mr. Kitson and his people care about the environment and that will be evident as the town of Babcock Ranch sprouts in the pastures, fields and woods of Southwest Florida.

Stewardship of the land is a byword for Kitson employees such as Mr. Broderick. He knows the Babcock family took care of the land through techniques such as controlled burning and exotic removal.

“The Babcocks were just doing that on their own,” Mr. Broderick said. “Big tract owners, they don’t do stuff like that. They don’t remove exotics. They don’t burn. Fred realized that over the years in the ’30s and ’40s.”

So, when Mr. Kitson closed on the property in 2006 it was in good shape and has improved since then.

“Although you will find exotics growing out there, there’s no massive areas,” Mr. Broderick said.

Mr. Broderick added that under the Kitson stewardship some species are coming back stronger than before. He cited crayfish and bass as two examples. Although there are exotic fish species in the lakes he’s noticed positive trends toward a flourishing of native species.

“You’ll find exotic fish but as you hydrate areas more, the native fish will come in and take over,” Mr. Broderick said.

Mr. Broderick, who has worked for Kitson for 18 years, has seen the property becoming ever more vibrant in recent years. That includes the lakes that will dot the town. Residents and their friends and neighbors who

visit will find the lakes brimming with bass.

“We don’t stock the lakes,” Mr. Broderick said. “It’s just nature putting fish back in those lakes. You go in there and catch nice-sized bass all day long.”

If Kitson & Partners doesn’t stock the lakes where do the bass come from?

“It’s simply from two things,” Mr. Broderick said. “I’ve always been told it’s just from birds getting fish eggs on their legs and they’ll fly from lake to lake and go to the new lakes.”

That’s one way.

“Whenever they would have any high water tables the fish will actually — I never believed this until I saw it — they’ll actually swim from lake to lake,” Mr. Broderick said.

That’s the second way.

Then there’s the Babcock and Kitson ways of taking care of the land. The men and women of Kitson & Partners know it’s a special place, one that will soon attract thousands of special people.

“The place is one of those relaxed, get back to nature, get back to the environment places,” said David Mercer, a project manager in charge of site preparation. “What we’re really shooting for is a different lifestyle, a different demographic that won’t be buying on the beach or in downtown Fort Myers.”

No, the ranch isn’t close to a beach but is only 21 minutes from the restaurants, shops and Florida Repertory Theatre in downtown Fort Myers. Babcock Ranch will provide a peek into the future but at the same time will also provide a window into part of Florida’s past, one evoked in “A Land Remembered.”

From Page 238 of the novel here is a tidbit about a character named Glenda: “This was her first trip inland, and she was fascinated by seemingly endless flights of herons and egrets and ibises, and by herds of deer galloping close by, stopping momentarily to stare at them curiously, then bounding away.”

The endless flights and herds may be gone but some of that land, those birds and critters will live on in Babcock Ranch, another place to be remembered. 📍



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The all-new head-turning CX-3 combines the maneuverability of a small hatchback with the extra height of a crossover. It also features available all-wheel drive, Mazda's trademark sporty handling and a stylish, well-equipped cabin with a standard touch-screen interface. All told, it's one of the nicest and most fun-to-drive vehicles in its class.



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Live life wide open with the all-new Buick Cascada luxury convertible. Available Spring 2016. Innovative, fast-retracting soft top system, Beautiful, inviting interior blends comfort and convenience. Dynamic body lines provide a look that's both muscular and elegant. Reliable, high-speed Internet with available 4G LTETM† Wi-Fi powered by OnStar.



2016 Mitsubishi Outlander

the 2016 outlander introduces a significant refresh, with new styling, a quieter, more refined interior, an updated navigation system, a revised 4-cylinder engine and new continuously variable automatic transmission (CVT). The second row is now much easier to flip and fold. Aluminum-alloy wheels are now standard.



2016 Chevy Camaro

The 2016 Chevrolet Camaro is all-new this year. It shares its name and basic styling with last year's model, but on a smaller, lighter and much more sophisticated chassis. The 3.6-liter V6 and 6.2-liter V8 are both more powerful, and the new turbocharged 2.0-liter 4-cylinder balances power and fuel economy.



2016 Hyundai Tucson

The Hyundai Tucson is totally revamped for 2016. Slightly larger than its predecessor, a larger interior, and loads of new tech and safety features. Tucson offers the exciting style and versatility you're looking for in a crossover. And all of the options to make it feel like you designed it yourself.



2016 Scion iA

The iA has the energetic styling and sleek aerodynamics of a sedan you want to show up in. The sculpted exterior features a piano-black bumper treatment complemented by a chrome grille surround and tailpipe. And wherever you're headed, the impressive 37 combined MPG10 will keep you in the can-do zone.



2016 Lincoln MKX

New for 2016, the Lincoln MKX has been redesigned inside and out. It is quieter, faster and more luxurious. There's a new top-of-the-line engine available for 2016, a 335-horsepower EcoBoost V6, plus a bevy of new safety features, such as Pre-Collision Assist with Pedestrian Protection.



2016 Mazda Miata MX5

The 2016 MX-5 is all-new this year, with virtually nothing held over with the exception of the driving philosophy behind the car. That, and the 6-speed automatic transmission.



2016 Chevrolet Malibu

The 2016 Chevrolet Malibu is an all-new vehicle, and owes virtually nothing but its name and its top-end turbocharged 4-cylinder engine to last year's model.

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'Babcock Style' celebrates Florida's architectural past

BY NANJI THEORET

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Homes reminiscent of early Florida and its melting pot of architectural influences — Craftsman, Spanish, farmhouse, Colonial/West Indies and coastal design unique to the Gulf of Mexico — echo Babcock Ranch's emphasis on authenticity and its commitment to the environment.

The "Babcock Style," the residential vernacular created by town architect Looney Ricks Kiss, also makes perfect sense today, just as it did in the past: deep open porches to welcome breezes (and neighbors), overhangs and canopy trees to shade interiors, and dormer and clerestory windows to provide natural light.



COURTESY RENDERINGS OF BABCOCK RANCH

"Babcock Ranch is very purposeful in the way homes are designed," says Mark Jones, a principal of Looney Ricks Kiss. "They embrace the design elements that were instrumental in the Southwest Florida region while creating a

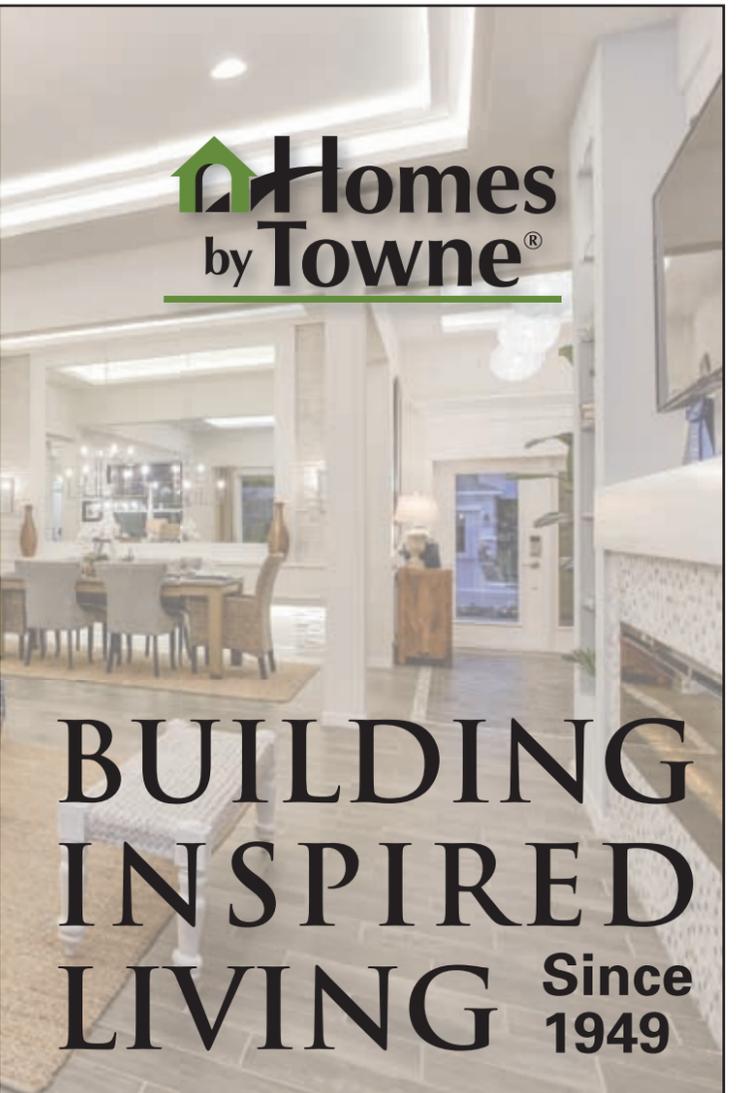
modern-living home for entertaining and open floor plans."

The Babcock Style is based on timeless design principles that stay true to architectural integrity: stucco, siding, brick and stone facades; vertically

proportioned and symmetrical windows and doors; and simple but traditional detail consistent with formal, simple classical and relaxed back-country vernacular.

Harkening back to traditional neighborhoods, porches are almost flush with sidewalks and garages are recessed or located off an alley in the back of the home.

"Our goal was to create a sense of timeless architecture drawing from the natural environment and the regional vernacular of Florida," Mr. Jones says. "The palette is also derived from nature — vegetation, wildflowers and animal life. We blended together these elements to create the simplicity of living in nature and what that means to the way a house looks, lives and acts." 

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Babcock Ranch firmly entrenched in SWFL history

BY GLENN MILLER

Babcock Telegraph Correspondent

The names meld together nearly into one word — Babcockranch. But, of course, it's two words — Babcock Ranch. Those words mean so much and represent so much and have for decades that they've essentially merged into one.

The words and the place are an institution, part of Florida lore and history. Babcock and ranch go together like Florida and Sunshine State. Or ham and eggs or night and day. They are one and the same.

They've become so ingrained in the Southwest Florida consciousness that the distinct meanings of the words have nearly lost their identities.

There is the name and there is the ranch.

The man named Babcock behind the ranch name is largely lost to history now. Mention Babcock and images of the ranch and nature and a new city of the future being developed and a swath of the past spring to mind.

The ranch is swamps and cypress domes and pine trees and cattle and horses and cowboys on wide open pastures that soon will be a carefully planned and cultivated ecocentric home to thousands.

But all this began long ago with a man named Edward Vose Babcock Sr., who was born far away, on a farm in Oswego County, New York, in 1864. At the time America was ripped apart by the Civil War and a place called Fort Myers was just that — a fort. The town that evolved into a city did not yet exist.

Florida had been a state since 1845, only 19 years before Mr. Babcock was born. He died in 1948, three years after the end of World War II and long before Interstate 75 funneled millions of new tourists and residents into Southwest Florida.

When Mr. Babcock died Florida's population was around 2.6 million. In 2015, the state's population zipped past 20 million, which is nearly 10 times what it was when Mr. Babcock died of a heart attack at the age of 84 on Sept. 2, 1948, two months before Harry Truman upset Thomas E. Dewey in that year's presidential election.

A man of many parts

The man behind Babcock Ranch played many roles in his life. Pittsburgh mayor. Founder in 1897, along with his brother,

Fred, and other businessmen, of the Babcock Lumber Co. Lumbar baron. Conservationist. Father. Philanthropist.

And more.

Although he didn't progress far in formal education beyond whatfindagrave.com refers to as "grammar school," Mr. Babcock was blessed with attributes that can't always be measured by test scores or number of years enrolled in classrooms.

He was very smart and endowed with an enormous work ethic.

Mr. Babcock didn't achieve all he would achieve by happenstance or winning a lottery. It took brains, foresight and hard work. Lots of all three.

He started at the lumber business when he was only 20 and in 1887, when he was 23, he and his brother Fred and three others launched the Babcock Lumber Co.

The boy from Oswego County became a prominent man in Pittsburgh, being appointed to the City Council by Pennsylvania's governor in 1911 and rising to mayor in 1918.

Just how prominent was Mr. Babcock? He earned inclusion in a 1913 book titled "The Book of Prominent Pennsylvanians." The book was published two years after joining the Pittsburgh City Council and five years before he became Pittsburgh mayor. And that was long before he was an Allegheny county commissioner from 1927 to 1931.

That 1913 book, according to ancestry.com, noted that Mr. Babcock was the son of Lemman B. Babcock, who at the time of the book's publication, was still alive. His mother, Harriet V. Babcock, was dead.

In addition to political offices and the lumber company, he had the Babcock Coal and Coke Co. in West Virginia. He was also vice president of a bank and director of a trust company.

But Mr. Babcock was more than just a smart businessman, as that book reported more than a century ago.



Edward Vose Babcock Sr., the man behind the inception of Babcock Ranch. COURTESY IMAGE

"The Book of Prominent Pennsylvanians" also remarked upon his "pleasing personality" and added that he was held in "high esteem" because he was "an honest citizen and an efficient public service."

His work as a city councilman apparently went a long way toward explaining why he was elected mayor.

"Mr. Babcock as a councilman is ready to listen to individuals or delegations with patience and willingness, and to consult with his confreres in office on small matters as well as bigger ones," according to "The Book of Prominent Pennsylvanians." "He never gives judgment on any proposition placed before him without securing as much illuminating information relative thereto as possible."

Much later, in 1982, a book titled "50 Years of the Western Pennsylvania Conservancy" was published. Mr. Babcock the businessman was far more than a businessman. He cared about the environment.

He cared so much that, according to this book, he was one of the 10 founders of the Western Pennsylvania Conservancy.

Before he started his eponymous Florida ranch, Mr. Babcock owned the 15,000-acre Babcock Lodge in Pennsylvania. A herd of bison roamed this land, according to the conservancy book. Excerpts from the book are on ancestry.com.

"His hobbies were hunting and fishing, and he enjoyed the out-of-doors so greatly that his dream was the establishment of public parks for the enjoyment of all the people," according to the book. "He gave land for such purpose in many if not all of the states where Babcock companies had lumbered."

The book went on to add that in his will, Mr. Babcock left one-third of his estate to "charities, friends, and employees."

This book contained more insight into Mr. Babcock's singular character.

"He never did things in a small way," this book observed. "When the young lady who later became his wife visited one of the camps he pressed his courtship by bringing an orchestra from Philadelphia to play on a flatcar."

That woman was Mary D. Arnold. Mr. and Mrs. Babcock had three children, a girl and two boys.

One of those boys, Fred, went on to run the ranch and cement his father's Florida legacy.

The son

Fred inherited more than business acumen from his father. He also inherited a love for the land and a desire to see it preserved for future generations.

The young Mr. Babcock did this in numerous ways. He sold 19,200 acres of land and donated more to the state for what is now the Fred C. Babcock-Cecil M. Webb Wildlife Management Area.

From a very young age, Fred Babcock was learning the business and how to become a man. When he was 12, according to a 1993 profile in *The Fort Myers News-Press*, he was already 6-foot-2 and weighed 200 pounds.

He was put to work, according to the paper, at that age to work 11 hours a day in sawmills. But he was paid — 30 cents an hour.

Papa Babcock was proud of his son.

"He took me around like a mascot," Fred Babcock, then 80, told *The News-Press* in 1993. "He wanted me to know every aspect of his business. Like a race horse, he sired me to be tough."

Both men were wealthy but when *The News-Press* asked Fred Babcock about his net worth, he said, "It's none of your damn business."

But he happily talked about his father.

"My father taught me — and he was the smartest person I've ever known — to always have cash in the bank and plenty of friends," Fred Babcock told *The News-Press*. "He said the most important thing of all is to be a good friend."

Fred Babcock, a Dartmouth graduate with a degree in economic geography, was also very smart and a man of many parts, like his father.



Telegraph Creek winds through Babcock Ranch. COURTESY IMAGE



The sun rising over Babcock Ranch.

COURTESY IMAGE

“I was the first patron of the arts in Punta Gorda,” he said in that *News-Press* interview. “Now who would think that of me? Most people just think of me as an old cowhand.”

At the time of his interview with the Fort Myers newspaper, he well understood his mortality.

“I’m running out of time,” Fred Babcock said. “And I have so many things yet I want to do. Hopefully I will be remembered as a man who lived a worthwhile life and left many friends everywhere. I’m almost to the point of allocating minutes, seconds, hours.”

The clock was ticking.

He died in 1997 at the age of 83, which was a year younger than his father was when the elder Mr. Babcock died in 1948.

The ranch

The ranch calls two counties home — Lee and Charlotte. At 91,000 acres it’s too large and sprawling to be limited to either of these two counties on Florida’s west coast.

When Mr. Babcock bought the property in 1914 it consisted of 156,000 acres. It was initially called the Crescent B Ranch and it was a vast tract rich in timber and some of the cypress was sold and became Coca-Cola crates.

In the 1950s, the family sold roughly 60,000 acres to the state for the land that is now the wildlife preserve.

The ranch was used for many things over the decades. A 1990 story in *The Fort Myers News-Press* detailed some of the activities:

- Tree farming
- Limestone mining
- Vegetable farming
- Alligator farming
- Experimental ostrich breeding
- Swamp buggy tours
- Hunting leases

It’s always been a rich hunting ground.

“I’d come down and quail hunt during the quail season,” Fred Babcock told *The News-Press*. “We camped out in tents and stayed in old shacks. It was a great experience.”

In his extensive newspaper interview he also talked about timber.

“The only natural resource this country has that’s renewable is timber,” Fred Babcock



Florida Gov. Jeb Bush signed the Babcock Preservation Act on June 19, 2006, completing one of the largest conservation purchases in the state.

COURTESY IMAGE

said. “We’ve cut the timber four times, but we grow as much as we cut. I love these woods.”

In 2005, eight years after Fred Babcock died, Syd Kitson, a former Green Bay Packers lineman, scored another sort of touchdown from the one that is seen on football fields.

Mr. Kitson, the chairman and CEO of Kitson & Partners, made an offer to the Babcock family.

Once the deal was consummated, Mr. Kitson could begin work on a mammoth project, one that would preserve ecologically sensitive parts of the ranch. In all, more than 80 percent of the ranchland would be preserved.

The deal was so important that it merited a story in *The New York Times* with this headline: “Betting the Ranch in Southwest Florida.”

The Times reported that the family was selling 143 square miles for more than \$500 million. Mr. Kitson knew the ranch included cows and cowboys but he joked to the paper that he didn’t know much about them.

“The closest I had ever been to cowboys was playing for Dallas,” Mr. Kitson told the paper.

After playing in 49 games for the Packers from 1980 to 1984, Mr. Kitson played in one

game for the Cowboys in 1984, according to pro-football-reference.com.

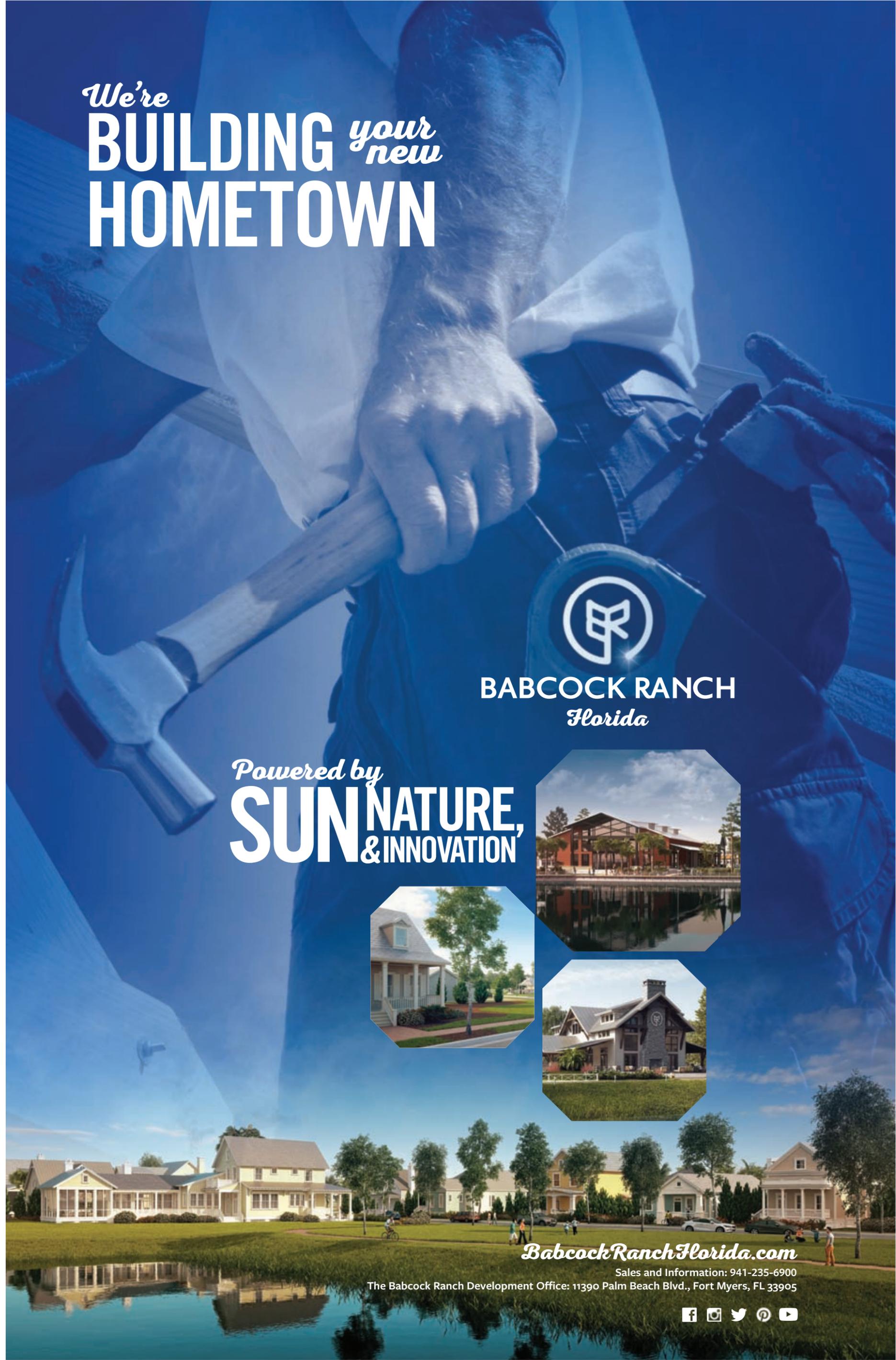
Now, Mr. Kitson’s focus is turning Babcock Ranch, a place with a rich history, into a city of the future.

“Some people think I got hit in the head a few too many times,” Mr. Kitson has joked about his plans.

His city and his plans are no joke.

A 21st-century city is going up on land that was purchased in the 20th century by a man born in the 19th century. That was Edward Vose Babcock, a man whose name lives on in Southwest Florida. 📍

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GROUND BREAKING

Kitson & Partners breaks ground for new downtown



VANDY MAJOR / BABCOCK TELEGRAPH
Breaking ground for the new downtown on June 28, from the left: Tracy Hunt, VP of Operations at Skanska; Syd Kitson, Chairman and CEO of Kitson & Partners; Tom Hoban, President, Chief Investment Officer and Partner of Kitson & Partners; Daniel Abou-Jaoude, GGP, Project Executive, Skanska and Rick Severance, President, Babcock Ranch.
 Right: Work on Babcock Ranch's infrastructure continues.



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Babcock Ranch to make power-ful energy statement

BY ROGER WILLIAMS

rwilliams@babcockranchtelegraph.com

For the first time in the United States, a sizable little town that will someday include about 50,000 residents is openly worshipping the sun.

Babcock Ranch, where the first homes will start rising later this year. People living, playing and even working together — people who are connected and share common threads about caring for the environment, one another and being part of something that is growing and healthy are all elements of the “sense of place” that frames what Babcock Ranch is all about.

But it won't be collected by glass on the tops of their homes or businesses, as it might be in other European or American communities.

Instead, Babcock will grow to full size over the next 20 years powered by a solar field laid out right next to town, a field stretched across roughly two-thirds of a square mile, courtesy of Florida Power & Light.

On that 440 acres, the first of about 350,000 solar panels to be delivered in thousands of truck-loads are arriving as the spring pro-

gresses, officials say.

When the *Babcock Telegraph* toured the site recently, the bases and posts that support those panels, and the wires that transfer the sun's power to photovoltaic cells and to the grid, were mostly in place.

Not only has nothing like it ever happened in the United States, but it's unique in the world, too, says Pam Rauch, vice president of external affairs and economic development for FP&L.

“They'll be getting some of the cleanest, most affordable power in the United States or the world,” she explains.

“It would take 22,000 rooftop solar installations to equal this, and it's the equivalent in carbon reduction of removing 25,000 passenger vehicles from the road each day.”

Those figures come from the U.S. Environmental Protection Agency, she says.

At night or during cloudy days, the power will pick up from the grid —

power produced by natural gas, another clean power source, Ms. Rauch says.

That's because the 75-megawatt field is connected to the grid itself. The new power poles are up and wired, and any solar power the community doesn't use will be fired back into the lines.

Conversely, in low sun events the community can take power out, if needed.



Here's what that means. A megawatt of power is measured as a million watts. In terms of use, a megawatt hour is 1,000 kilowatts of electricity used for an hour.

In practical terms, a large TV or a desktop computer may use about 250 watts per hour. Dishwashers or washing machines use 2,000 to 3,000 watts.

In 2014, the average American home used almost 11,000 kwh, or kilowatt hours — but Floridians use less, officials say. (Americans are second behind Canadians for heavy use.)

At Babcock, very little of that, if any, will pollute the planet.

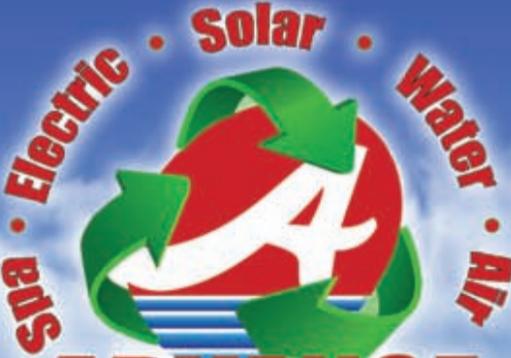
“Babcock Ranch will be the world's first new town where solar energy production will exceed total energy consumption on day one,” says Ms. Rauch.

“What that means is that the town will have a net environmental footprint, with the solar plant on the site generating more clean energy than the town will be using.”

Net, she says. That's like money in the bank — for the rest of us. ☺



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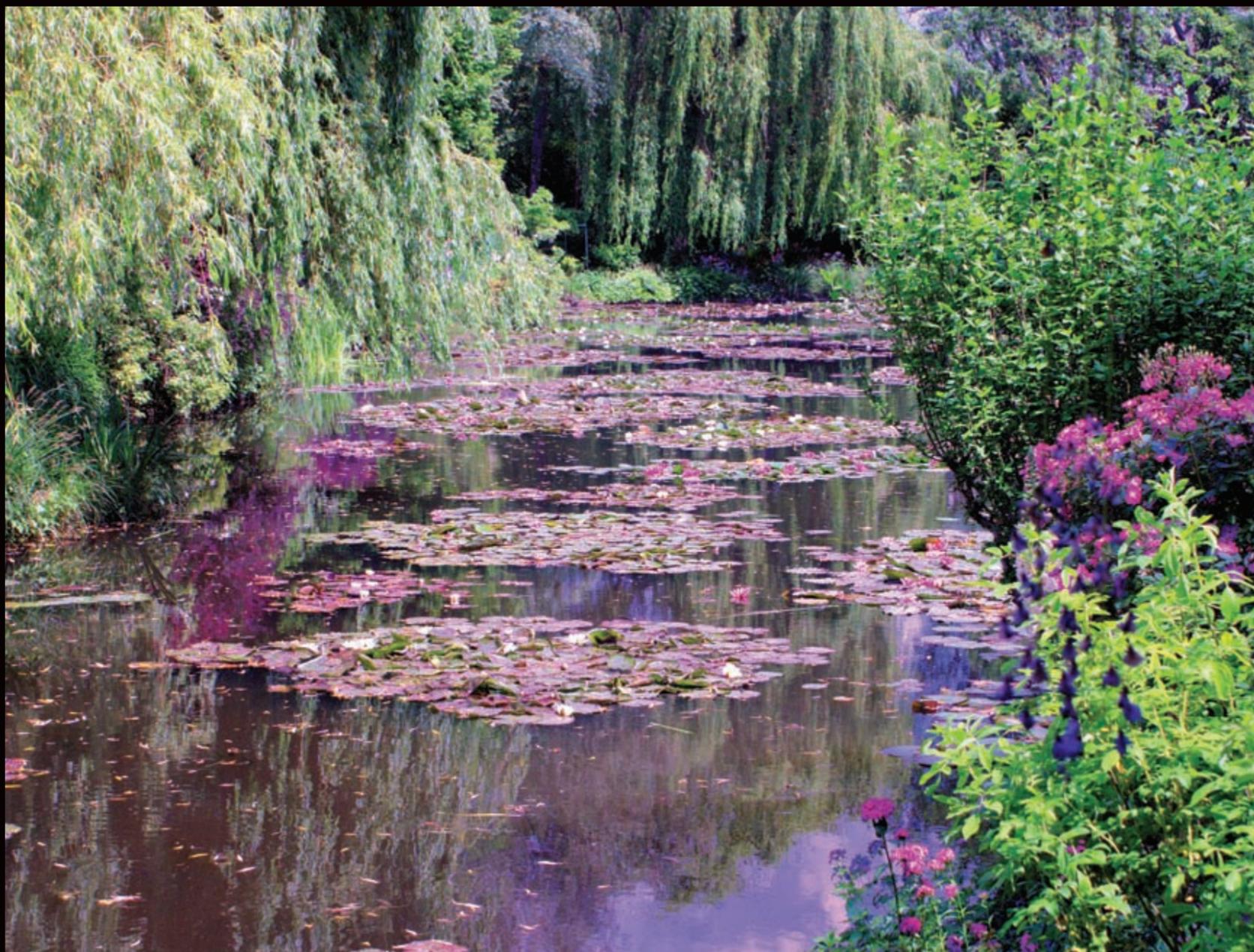
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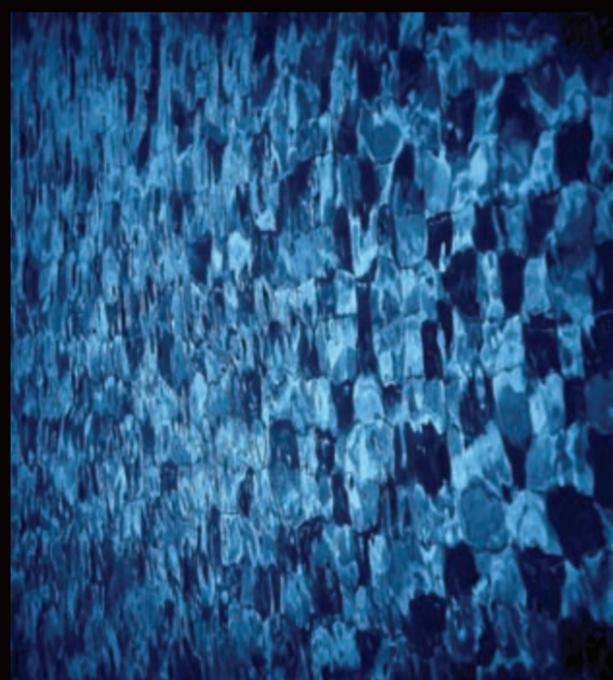




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MEET THE PROFESSIONALS

Chief planner sees his job as fantastic opportunity

BY EVAN WILLIAMS

ewilliams@babcockranchtelegraph.com

Gary Nelson has his finger on the pulse of the Babcock Ranch town development, from the layout of subdivisions, roads and trails to the details of landscaping that residents will see every day. As senior vice president of planning and development for Kitson & Partners, Mr. Nelson brings decades of experience in master-planned communities to one of the most ambitious and long-awaited projects in Florida.

Among the most challenging and time-consuming parts of his job is working with state agencies through the entitlement process of building a town from the ground up. His favorite experiences have come from collaborating with specialists in engineering, architecture, transportation, marketing and other fields who have come together to create Syd Kitson's "hometown vision" of Babcock, a sustainable community fueled by solar power and inspired by its natural surroundings.

"I think probably what I enjoy most is the visioning process as you go through and understand what other people see and what other people desire," Mr. Nelson said. "(When) you're in a room of five or six people and everyone's working on the same thing and kind of has that 'aha' moment, it's just a wonderful thing."

In helping incorporate their ideas in the planning and development of Babcock Ranch, Mr. Nelson draws on his 25 years of experience working for WCI, one of Florida's top developers, as well as on his course of study many years ago at the University of Georgia.

An "army brat" and one of three siblings

who grew up moving from place to place every four or five years, he recalled when his father was stationed at Fort Benning in Columbus, Ga.

"I wanted to do something that was to some degree artistic, had something to do with the outdoors, something that was a benefit," said Mr. Nelson, who is 57. "I remember my father told me I'd be a good civil engineer. I was looking at job descriptions and that just sounded kind of boring."

Then he read about UGA's landscape architecture program, one of the best in the country.

"The idea of designing and planning and working with the landscape and really creating the experiences of where and how people live and what they see and do on a daily basis was just something that really struck me as an interesting thing to do," he said.

It serves him well now.

"That's one of the great things about my background as a landscape architect because that degree is really kind of a jack of all trades," he said. "Civil engineers tend to look at things one way and planners another way



Gary Nelson, senior vice president of planning and development for Kitson & Partners.

and making sure all that comes together in a way that works for everybody is a real trick of the trade."

For many years he lived and worked out of the Tampa Bay area. Having come to work for Kitson & Partners eight years ago, Mr. Nelson and his wife of 28 years live near Bradenton on Perico Island and keep a townhome in

Fort Myers. They have four adult children and a growing family of grandchildren as well.

On any given day you might find him enjoying one of the 10,000 songs he has downloaded on his iPod (blues and rock are among his favorites), at work at his office in Fort Myers, meeting with consultants or performing site evaluations on the Babcock property. One of the town features that excites him the most is Founder's Square, the centerpiece of Babcock with a wellness center, professional offices, a lakefront market and an outdoor store with rental gear. For many, Founder's Square will be a launching point for outings on Babcock's trails, which connect to the surrounding state preserve.

"I think not only residents but people from other areas will come and check that out," Mr. Nelson said. "And that's going to tie in with the trails. We're working on this trail system that will eventually have 50 miles of trails. We're working hard to use some of the existing ranch trails, some of those areas that we disturb as little as possible, but still provide a very interesting trail experience."

While Babcock's master plan will provide the flexibility to grow with residents, businesses and the surrounding community in the coming decades, it will also remain true to its roots in the countryside where it's being built.

"A lot of it just has to do with the whole concept of smart growth and smart planning and making the most out of the natural resources that you're provided with," Mr. Nelson said, "and again trying to create just a really nice place for people to live and work. I think the opportunity that presented itself at Babcock is such a fantastic one, it is one that I just had to jump on." 📍

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PHASE 1 MAP



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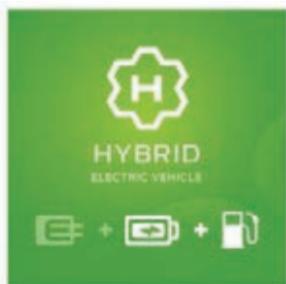
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Babcock enterprises continues a 100-year tradition

BY ROGER WILLIAMS

rwilliams@babcockranchtelegraph.com

Used to be, Babcock Ranch was home to not much more than cowboys, farmers, their cows and crops, and all manner of wilderness, from cypress sloughs to piney flatwoods to dry prairies. Laced like a girdle right up the middle by Telegraph Creek, all of it emptied into and enriched the Caloosahatchee River basin, the western Everglades and Charlotte Harbor.

The ranch's famous brand was the Crescent B, since 1914, burned into the hides of calves raised across its 143 square miles.

Although much of that is still true, including the use of the Crescent B on contemporary Babcock cows, agriculture has been pared back significantly, especially on public lands, which amount to all but about 18,100 acres.

On the private acreage, however — Kitson & Partners' green, solar-powered town still known as Babcock Ranch — both ranching and farming remain robust under a new arrangement starting this month: Babcock Ranch will no longer manage agricultural operations on public lands, as it has for a decade. But it will continue to raise cattle and grow both turf and watermelons on its own property.

Led by Steve Smith — Mr. Smith is vice president and general manager of Babcock Ranch Management, LLC, a man born and raised on a Florida ranch before graduating from the University of Florida — Babcock cowboys will work a rather sizeable herd, farmers will grow four kinds of turf to be sold to landscapers, and a farmer will continue to lease some 400 to 500 acres to grow watermelons, Mr. Smith explains.

"He's second generation out here, with his sons. They usually plant in January or February and harvest in May — then they take a break. It's hard work," Mr. Smith says.



COURTESY OF BABCOCK RANCH

Babcock Ranch will continue to raise cattle and grow both turf and watermelons on its own property.

"When we split the cattle with the state (earlier this summer), they hired a consultant and brought in riders. Once we agreed to how many went on their side and how many on ours, it wasn't that hard. You look at the ages of the cattle, and you split them by age and type."

As it turns out, the state now owns 62 percent of the herd Mr. Smith had been running both for his boss, Syd Kitson, and for the state. Babcock Ranch kept 38 percent.

"So that's a little over 2,000 for them, and over 900 for us, which is a pretty good

number for that property we're grazing," Mr. Smith says.

In addition, Babcock Ranch will continue to grow 400 acres of turf, split into Floratam (a St. Augustine variety good for warm weather), Bermuda and Empire Zoysia, likely to be used in the common areas at Babcock Ranch, he said.

Profits for any and all of it are poured back into Babcock Ranch.

"The money is devoted to maintaining the property," explains Steve Smith — "the infrastructure or the Ranch itself: roads, drainage

systems, maintaining the fences, doing exotic or invasive species control, moving, building, maintenance — all of it."

Meanwhile, Mr. Smith has begun harvesting a different kind of crop: crushed limestone.

"It's not really agriculture," he says wryly. "We're digging lakes. And the material that comes out of the hole is limestone. So we run it through a crusher and sell it as DOT certified road material. Then those lakes will become community centerpieces and water control."

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How it started, how it shapes up

The new face of Babcock started a decade ago.

Back then, the state of Florida bought out Babcock Ranch in a hand-crafted partnership with Lee County and developer Syd Kitson, and the Crescent B brand carried on, along with turf and row-crop farming — all of that agriculture managed for the last decade on both the public and private land by Kitson’s development company, Kitson & Partners.

Beginning next month, the arrangement of responsibilities for the land will look like this:

*Florida’s Fish and Wildlife Conservation Commission: set to manage 67,619 acres, to include cattle leases to ranchers who bid for them.

*Lee County: set to take over management of 5,620 acres on the south end of the original

Babcock, known as the Bob Janes Preserve. The county is now accepting bids from ranchers seeking to run cows on part of Bob Janes.

*Kitson & Partners, with Babcock Ranch Enterprises: raising cows, four varieties of turf and watermelons on portions of the planned 18,100-acre, solar-powered community now under construction.

Gary Morse, a spokesman for the Florida Fish and Wildlife Conservation Commission, which is responsible for managing the state lands, points out that in addition to the Babcock Ranch Wilderness Preserve managed by the state east of State Road 31, a huge additional tract of public land exists on the west, abutting Babcock — the Fred C. Babcock-Cecil M. Webb Wildlife Management Area, stretching about 80,000 acres, according to the FWC.

“This wildlife management area is not part

of, nor was it ever part of the Babcock Ranch purchase,” he explains. Instead, it’s been managed by the state for about 65 years, since 1951.

And it, too, makes a profit from agricultural operations, money then put back into management of the property, Mr. Morse slays.

Last year, for example, the state took in more than \$305,000 from the following operations on the property: alligator egg collections (\$21,800); an apiary (\$1,320); grazing (\$53,107); timber harvesting (\$93,027); and entrance fees (\$136,700).

On the Lee County land, meanwhile, “the entire preserve has been managed by Syd Kitson for 10 years, but his lease is up in August, and Lee elected to take back management under the 20/20 program,” explains Cathy Olson, Conservation Lands Manager for the county.

“We’re doing what we said we would do when we purchased this a decade ago — truck farming and sod farming was sunsetted five years ago, and we continue to have a cattle lease.

“Right now, cows can go across the whole of that land, but as we get to know it better, we’ll decide whether or not to continue that. We want to enhance the water quality and the tributaries — to improve water coming off that property,” she says.

As for the cattle leases, in the past they’ve brought in about \$30,000, money used to main conservation properties.

Back on the Babcock Ranch, “we’re pretty much where we want to be right now,” says Steve Smith. In effect, standing with one foot in the 20th century and one foot in the 21st, building a clean green bridge between the past and the future. ☺



Babcock Ranch, Charlotte County, FL



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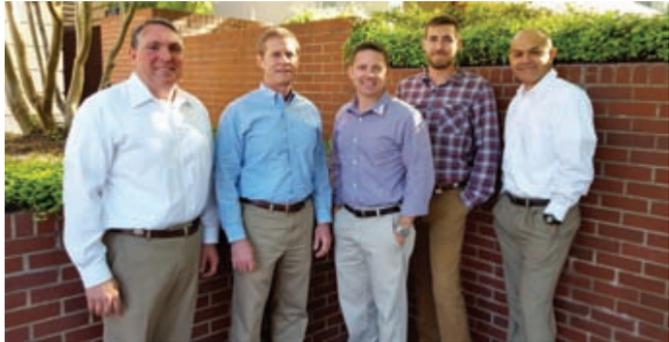


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OUTDOOR ADVENTURES

Babcock Ranch launching point for exploring Florida's ecosystem

BY EVAN WILLIAMS
ewilliams@babcockranchtelegraph.com

On sprawling conservation lands, in a mosaic of palmetto flatwoods and cypress dome forests, oak hammocks and dry prairie, among lakes and pastures and under endless sky, opportunities for adventure abound.

The Babcock Ranch town development itself plans to include a network of trails connecting to the larger state-managed preserves surrounding it. The town is a starting point for experiencing Florida's diverse natural beauty in many ways.

"When you have a preserve that big right next door it's kind of a big playground, you know?" said Steve Smith, general manager of Babcock Ranch.

Here's a look at the playground and some of the hiking, biking, jogging, fishing, hunting, kayaking and more that planners expect to accommodate here.

When Kitson & Partners' Babcock community opens in 2017, the downtown will be a good place to start your adventure. On a 270-acre lake, a retail outfitters store will offer rentals such as kayaks, bicycles, canoes, paddleboards and hiking gear.

It's a place where visitors can come out any day, suggests Gary Nelson, senior vice president of planning and development. "And download an app for our trail system that can help guide you through the trails,"

he said. "You can select a route and spend an afternoon riding the bike trails and wind up back at the trail head and go have a beer in the beer garden."

The Babcock town development of about 18,000 acres will itself be about half conservation land, with eventually about 50 miles of nature, hiking, walking and biking trails that will be open to the general public. A smaller portion will be ready for adventurers when the town opens next year.

"We hope that a lot of people, not only those who live in Babcock, come in and enjoy the trails," said Debra Dremann, senior vice president of planning and strategic initiatives. "They'll be under development for years to come."

The trails will range from paved to primitive, including those that will keep your feet dry while others offer backcountry biking. Everywhere is the chance to observe and photograph abundant wildlife.

"The majority of the trails will be up and out of the water; it's just we're going to give the community more of a mixed variety of trails so that you can experience different things out there," said John Broderick, senior vice president of land development.

Fishing docks and a dog park will be among the first amenities along the trail experience. There will likely be routes that offer campsites and other programs that will be developed with input from the community,



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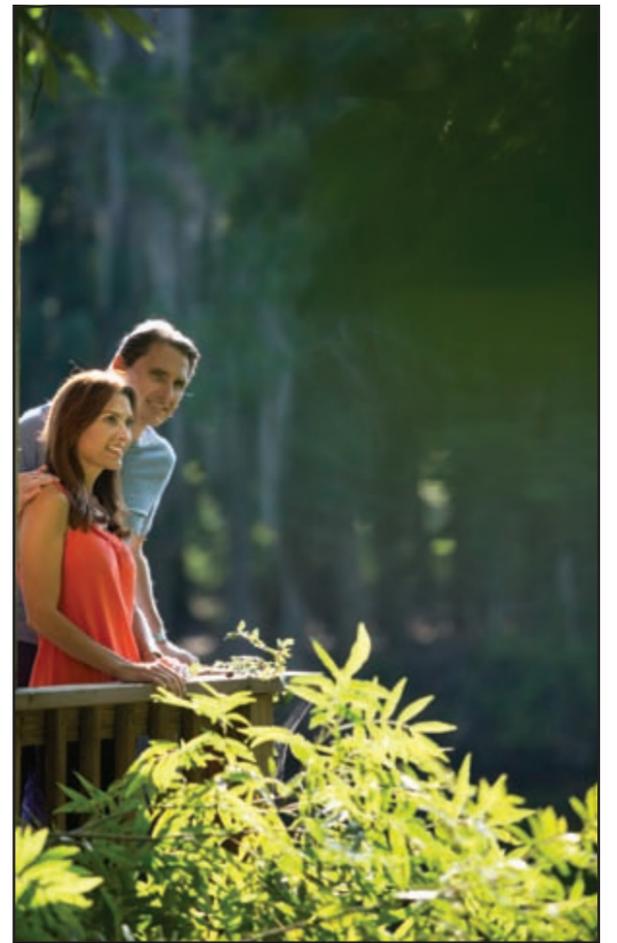
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The Babcock town development will eventually have about 50 miles of nature, hiking, walking and biking trails that will be open to the public.

from residents, businesses and visitors. “It’s one of those things you’re going to kind of react to the market,” Mr. Broderick said. There are also plans to restore certain wetland areas to make them destinations. “With a project this big there’s a lot yet to come, so a lot yet to be defined,” Ms. Dremann said. The town trails will also connect to the

surrounding 73,000-acre Babcock Ranch Preserve, of which the state takes over management in August. Here, Babcock Wilderness Adventures offers a famous 90-minute ecotour, which takes guests on a trip through old Florida in an old swamp-buggy bus that rambles through a working ranch, the Telegraph Swamp and other landscapes. (Visit babcockwilderness.com

for more information.) “They wanted to be able to have a person who grew up their whole life in Fort Myers or even New York City who is visiting Southwest Florida come here and see what native Florida really is,” Mr. Broderick said. The preserve now offers hikers two trails, including the EcoTour Trail across from Wilderness Adventures, 1 ½ miles

through pine flatwoods. The Footprints Trail includes five miles of varying routes through flatwoods and hammocks, swamps and pasture land. The Florida Fish and Wildlife Conservation Commission administers rules for hunting on about 16,600 acres of the preserve, including for wild hog, quail, turkey and deer. 🐾

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BABCOCK WILDERNESS ADVENTURES

Take a ride on the wild side

BY Nanci Theoret

Babcock Telegraph Correspondent

The swamp buggy bumps and chugs along a well-worn dirt and grass path skirting the perimeter of an open cattle pasture and slogging through a freshwater pond before plunging about 16 inches deep into the tannic water of Babcock Ranch Preserve's Telegraph Swamp. The towering cathedral of bald cypress are stingy with the sunlight, permitting its presence in narrow slits that illuminate foliage in vibrant greens and create a dance of light and water.

The swamp is green and lush this June day benefitting from recent rains, evident most notably by the re-emergence of the resurrection fern from dry-weather dormancy. The buggy-wide channel and sporadic wire fencing are the only signs of mankind's presence in the north-to-south flowing swamp named for the telegraph lines that carried the 1898 news of the sinking of the USS Maine in Havana Harbor and the onset of the Spanish-American War.

All who board the buggy — a tricked-down school bus painted in classic camouflage sans windows — get a glimpse into Florida's past and four distinct ecosystems far removed from the usual sun-kissed beaches and Gulf of Mexico. This is authentic Florida, sprawling acres of untamed forests and wetlands that attracted early pioneers like Pennsylvania businessman and former ranch owner Edward V. Babcock with the promise of long leaf pines and cypress for his booming lumber business. Pioneers who in the early 1900s learned to live off the land, managing cattle, timber and agricultural operations with respect for the environment, long before sustainability would become a way of doing business.

The Babcock Wilderness Adventures eco-tours offer an immersive natural experience and a history of the 73,239-acre state-owned preserve, where Cracker cattle still roam 95 pastures, are tended to by real-life cowboys and the preserved white buildings trimmed in "Babcock red," once the little town of Rouville, represent a time gone by.

Ranked as TripAdvisor's top tour in Punta Gorda, the 90-minute narrated adventures rumble through pastures of curious but mostly indifferent Cracker cattle— all except the rust-coated Rosy who knows the guide brings corn. The calves are the pride of the ranch, one of the top producers in the country.

A recent buggyful of adventurers included



Wilderness tour guide Terry Covert with one of Babcock Ranch's newest residents.

visitors from Arizona and Chicago, surprised by Florida's top standing in cattle farming and the dramatic difference of inland flora.

Mr. Babcock purchased the ranchlands in 1914 and introduced cattle two decades later. More than 50,000 head of cattle once roamed the ranch and the area, some finding their way to downtown Fort Myers, more than 25 miles away.

"Florida was a free-range state," explains

One of Babcock Ranch's original bridges.

guide Terry Covert, who's spent eight year introducing the public to the beauty of Babcock. "We now have 1,000 miles of Babcock wire that would stretch to Pennsylvania."

Today, the Babcock Ranch Preserve is home to 3,000 cattle, plus a sod farm, fruit trees and row crops managed in a public-private partnership with the state and individual farmers. The hearty disease-resistant cattle introduced to Florida by early Spanish explorers are tended to by Cracker cowboys on quarter horses and hound-bulldog curs born to herd. Male and female cows have horns.

Visits to the Charlotte- and Lee County-spanning ranch are never the same, each subjected to the fickleness of Mother Nature. During a recent tour, a little blue heron foraged for lunch in the wetlands, three white-tail deer scampered into the woods as the swamp buggy approached and a family of wild pigs — or "rooters" as the cowboys call them — turned up the earth in search of food. Gator sightings are a guarantee, in the wild camping out on sun-warmed banks during colder months, and snout deep in lakes and streams during the summer. Guests get an up-close encounter when Ms. Covert brings an adolescent reptile on board; during this visit the 2.5-year-old "Baby Girl," gender unknown for another year or so.

Summer rains change everything, transforming the ranch into a tapestry of green and persuading the bloom of white water



COURTESY PHOTOS

A Wilderness Tour swamp buggy.

lilies and the feathery purple flowers of pick-erelweed in and along the fringes of pond marshes. Forty to 50 inches of rain will push the waters of the swamp to the third step of the swamp buggy, about three feet, and the leisurely flow of springtime will quicken its pace to the Caloosahatchee River. With its towering second-generation cypress trees overhead and a tangle of roots and knees above the water's surface, the 10,000-acre Telegraph Swamp is always a tour highlight, a serene environment guests also explore on a meandering boardwalk.

The swamp is named for the telegraph connecting Punta Rassa near Sanibel Island to Cuba and back to Washington in the late 1800s. It's cooler under the thick shade of the needle-bearing cypress trees, speckled with air plants and white-green lichen that grows only in pollution-free environments, a sign of the swamp's health. Darker bottoms reveal the high-water mark.

The boardwalk leads to dry land, where an enclosure offers a nearly bygone chapter of state history: a large enclosure for Osceola, a rare Florida panther the ranch acquired from a private owner in September 2014. Babcock Ranch Preserve is home to 13 endangered or threatened species, including the Florida black bear and panther, the eastern indigo snake and Florida burrowing owl, and plays a major role in the conservation corridor from the Gulf of Mexico to Lake Okeechobee.

Swamp buggies chug along Mr. Babcock's airstrip and the 25-mile long Tucker's Grade, which connects to Alva but never lived up to plans as a major thoroughfare. In piney flatlands, palmetto fronds and branches scrap against the sides and roof of the swamp buggy.

Visitors also experience Rouville, which during the height of logging operations had 200 residents — men, women and children who bunked in old refrigerated boxcars, and used the services of the ranch commissary in a stately and still-standing two-story building

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COURTESY PHOTOS

The 90-minute narrated adventure rumbles through pastures of curious but mostly indifferent Cracker cattle.

that also housed the general store, post office and doctor who was also the town barber.

The tours slosh through spillways, pause at Gator Bridge and traverse pinelands, dry prairie ecosystems, cypress domes and the swamp, with guides painting vivid pictures of life on the ranch and enterprising pioneers who learned from the land, harvesting palmetto honey and medicinal berries, turpentine from slash pines, and swamp cabbage from the heart of the sabal palm and handy boot removers from the state tree's boot jacks. Grass-like brown sedge was lashed together for brooms, bayberries fragrancd candles and wax myrtle served as a natural insect repellent. Controlled burns provided charcoal and the ash fertilized the land.

"It's amazing what nature provided," says Ms. Covert.

Guides also reveal cultural history unique to Florida, the birthplace of the iconic term "cracker," coined by American painter, sculptor and writer Fredric Remington who visited the state in the late 1890s and used the apropos word in describing the speed-of-sound crack of 12-foot leather bullwhips wielded by cowboys. Biting bedbugs were discovered by unfortunate pioneers who quickly learned not to stuff mattresses with chigger-loving Spanish moss.

The area's history is also chronicled in a small village of rustic wood buildings near the guest parking lot. A museum displays tools of the ranch's various trades, newspaper clippings and the future plans of the environmentally sustainable 17,000-18,000-acre town of Babcock Ranch adjoining the preserve. There is also a gift shop, snake displays, a seasonally operated restaurant and a special tribute to the ranch's most famous



cow: the three-horned Lulubelle Babcock.

The Babcock Wilderness Adventures tour name will change later this summer when the state of Florida awards a contract to a subcontractor that's also expected to rebrand the tour and operate the buildings. Kitson & Partners bought the 91,000-acre ranch in 2006 and as part of its sale to the state of the Babcock Ranch Preserve has been operating the tours the past decade, according to Steven Smith, vice president and general manager of Babcock Ranch. The contract expires July 31.

The tours attract 18,000 to 25,000 visitors annually, says Mr. Smith.

"There were close to 30,000 people one year," he says. "The tours are a great way for people to understand this side of Florida and enjoy the public access of the preserve."

For an insider's look at life on the ranch in the early 1900s, three-hour heritage tours and lunch are offered monthly at the Cypress Lodge, the Babcock family's home in the heart of the swamp. Bike tours of the preserve are also available.

Babcock Wilderness Adventures is located at 8000 SR 31, Punta Gorda. Tours are offered Tuesday through Saturday and can be booked at babcockwilderness.com.

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The Bonita Springs office has relocated to 11170 Bonita Beach Road, Bonita Springs Fl.

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The making of Babcock Ranch has been in motion for more than a decade. Countless creative sessions, site plan iterations, and the feedback of literally hundreds of people have been part of the effort. Babcock's town makers have stayed the course, and will soon see the first fruits of their labor.

"This stuff is complex, and not for the meek of heart," said Syd Kitson, Kitson & Partners chairman and CEO. "A lot of work needs to go deep into the details. The details make the difference. We have a great town maker team, including our contractors. We didn't go after the lowest bidders. We went after people who are the best. People within Kitson & Partners have been working on this for many years and have never given up. They understood the



Syd Kitson, Chairman and CEO Kitson & Partners

vision, and were determined to own it and not sell out — my partner, Tom Hoban, Pat Bishop, Glenn Geiger, Al Dougherty and John Hillman. They've done an amazing job."

Florida Power & Light has been on the Babcock town-maker team since the beginning and has worked with Kitson to create a town that is solar-powered. An on-property solar panel farm, 75-megawatt power generation plant, distribution network and substation will deliver power to the community.

"We were able to give FPL over 400 acres for a solar center," Mr. Kitson said. "The solar

energy that goes to the substation will feed our community first. At night, Babcock will be powered by FPL's grid that runs on natural gas. Our town will have clean energy around the clock."

"A town is something that breathes and has its own life," said Geoffrey McNeill, principal, AGMCI Planning & Design. "The questions become, how do you approach a healthy community — something that breathes? How do you approach multigenerational communities? How do you create a sense of arrival?"

Land planning and engineering firm Kimley-



Geoffrey McNeill, CEO, AGMCI Planning & Urban Design



Brian Penner, CEO Mitchell & Stark Construction Company Inc.

Horn & Associates distilled the various iterations of the Babcock Ranch site plan into a final design. Their plan respects Babcock's lakes and preserves while allowing for neighborhood parks, green spaces and trail heads. Mitchell & Stark, a land improvement and earth-moving expert, will repurpose the land previously used in Babcock's timber operations to suit the site plan.

"Land planning is about taking the residential and nonresidential uses that are required



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Al Dougherty, Sr. V.P. Construction & Development, Kitson & Partners



David Mercer, project manager, Kitson & Partners



John A. Hillman, Sr. V.P. Sales & Marketing, Kitson & Partners



Bill Waddill, Senior Vice President, Kimley-Horn & Associates

to create a place and applying those uses in a way that creates a town and a sense of community," said Bill Waddill, senior vice president, Kimley-Horn & Associates. "Understanding the existing features of the land is critical, as well as other principals like walkability, connectivity and sense of place."



Tyler Kitson, Kitson & Partners

"Town making is a process that is both art and science," said John Hillman, Kitson & Partners senior vice president of sales & marketing. "We start with the land and how best to honor it and work with it — we then bring in the land planners, architects and engineers to define the place. Finally, it's the social, events and traditions that really create the fabric of the town."

"It's really a privilege to say you had your fingerprint on this thing and watch it start to come together," said John Broderick, an 18-year employee of Kitson & Partners and the company's senior vice president for land development.

The property is home to wildlife species such as panthers and wood storks. Their continued survival and chance to flourish into perpetuity are paramount goals of Mr. Broderick, Kitson & Partners, the governing environmental regulatory bodies and future residents.

Everything related to every species of flora and fauna found in Babcock Ranch has to be taken into account as the town is planned and built. Everything.

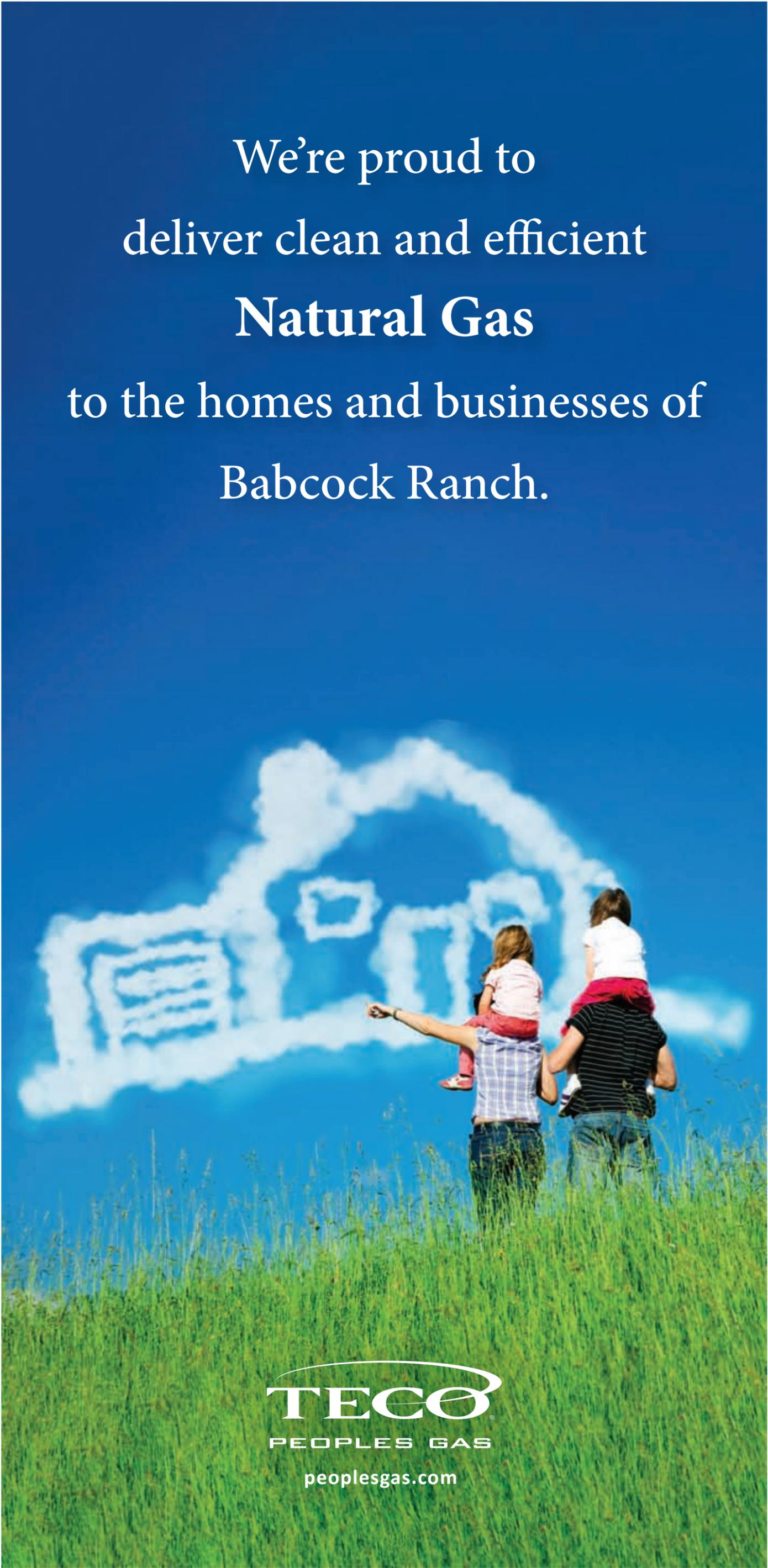
"Bugs and bunnies," said Mr. Broderick, mentioning just a couple.

David Mercer, a 26-year-old engineer has a different view — literally.

The Babcock Ranch project manager works out of a trailer on the construction site where the new town is being born around him. Near the trailer, lakes are being dug and repositioned, streets are being laid out and sidewalks and roads constructed, and much more.

"I don't want to use the word privilege but it is exciting for me," Mr. Mercer said. "Especially on the nerdy end for me. It's really cool and I'm on-site every day." 📍

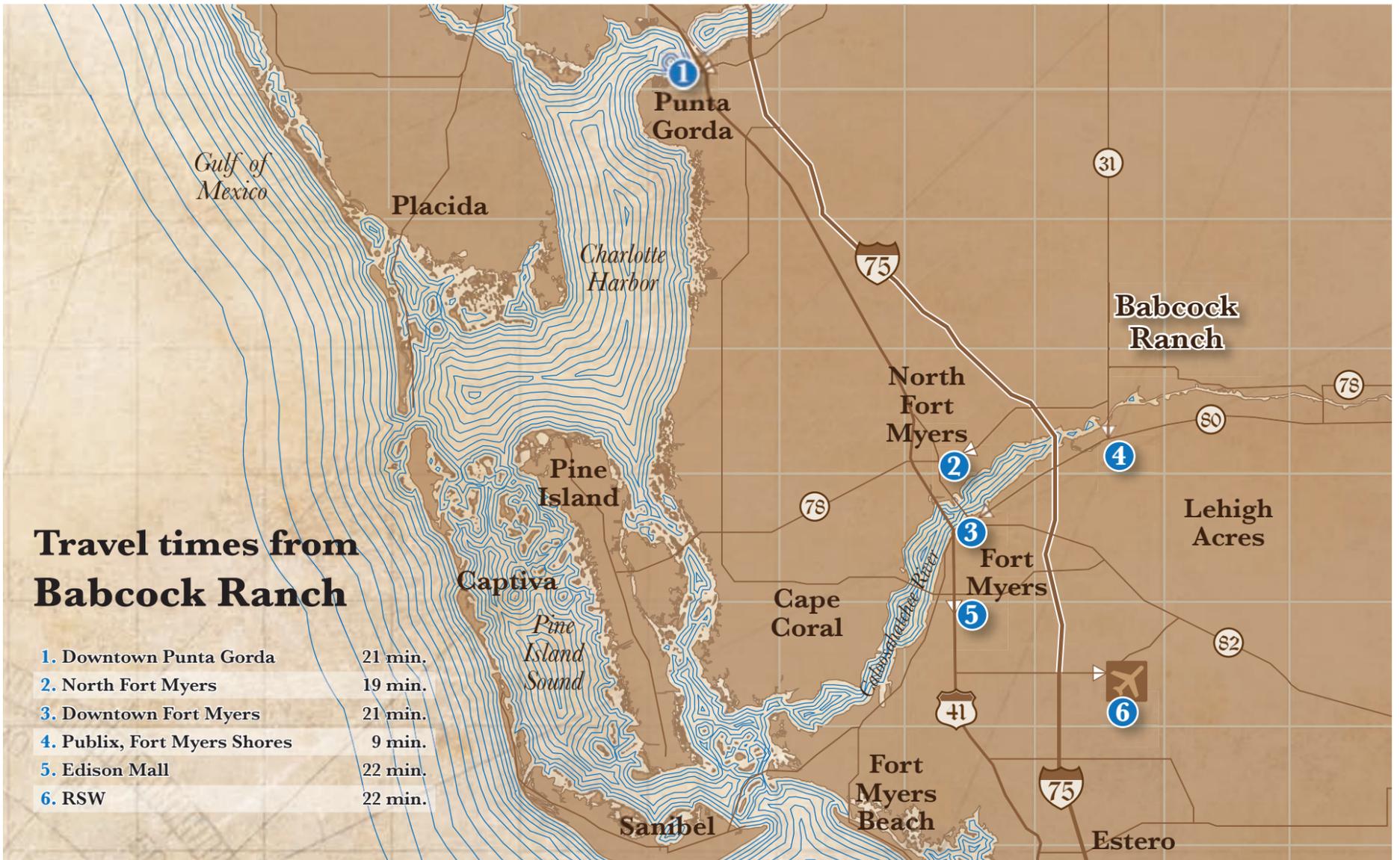
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What is the future of the car? Larry Burns explains.

BY EVAN WILLIAMS

ewilliams@babcockranchtelegraph.com

A former head of research and development for General Motors and professor of engineering practice at the University of Michigan, Larry Burns was recruited in 2010 as an adviser to the Google team that is developing self-driving cars. He is also on the advisory board for Kitson & Partners, which is considering using autonomous cars in a small capacity within Babcock Ranch starting next year and adding more in years to come.

As Mr. Burns described it, self-driving vehicles at Babcock could be part of a shared fleet, available on demand similar to an Uber, and take residents on short trips within the community or outside it. Florida has also paved the way for them with legislation that went into effect July 1 that encourages research for autonomous vehicles, will allow anyone with a driver's license to use one, and requires the Metropolitan Planning Organization and the Florida Department of Transportation to plan for more of them on the roads in the future.

Self-driving car talk

Planners are interested in making Babcock Ranch one of the first towns to use self-driving cars as a normal part of everyday life for residents and a test for how smart cars could change the way most of us get around.

At a meeting of Kitson & Partners Babcock town planners on Monday, June 12, Mr. Burns described for them how this could play out. Here are excerpts that cover most of his presentation in order, which lasted a little more than 30 minutes and included slides and video. He addressed how self-driving technology works, larger social and economic changes, as well as practical matters such as insurance and safety. Roughly 35,000 people per year die in car crashes in the U.S. and 1.2 million worldwide, Mr. Burns pointed out, deaths he estimated could be reduced by 90 percent with self-driving cars.

The pitch

"Do you enjoy shopping for a car? Financing a car? Insuring a car? Buying and pumping gasoline? Getting a car washed or maintaining a car? Driving a car? Parking a car? Sitting in traffic? If you answered no to either one or many of these questions, I think you're going to be in for a very exciting future because I think we're going to find new ways of providing mobility to you, new ways for you to get around and interact economically and socially that will eliminate all of the negatives you associate with these questions."

A new design DNA

Since cars first started being developed in the late 1800s, they essentially have the same "design DNA," Mr. Burns said, "driven with combustion engines, oil-based fuel, mechanical and hydraulic controls, they operate on a stand-alone basis. People own them, people drive them, and they're for general purpose."

There are about 1.2 billion vehicles worldwide.

"The downside, though, is there are 1.2 million fatalities a year, which is epidemic in scale. We depend on oil for energy, which makes us vulnerable to the cyclical nature of oil, there's a lot of traffic delays there's a lot of land-use concerns with parking in particular, climate change, and the roadway infrastructure is expensive. So all of this comes at a price. The good news is there's a new DNA that's emerged, the first time in a century we can begin to think about the roadway transportation system through a completely different lens."

The new DNA includes driverless cars with electric drives, electric motors and electronic and digital controls, that are shared, connected and coordinated (borrowing from



The self-driving car may be the way of the future, many say.

business modes such as Uber and Airbnb). They will also be tailored to specific uses while today's cars are often less-efficient, too big and fast for most of the trips we take.

"When you combine connected, coordinated, shared, driverless and tailored this is where the game really changes so it's not any one technology and it's not just technology alone. It's technology and business models that are making the difference."

How does self-driving technology work?

"This is an animation of how it works. First they take a very detailed digital map of three dimensions ... They categorize everything that's moving. They put sensors on the car, a laser on the roof, radars on each corner and a camera. And then they take all of that data from the sensors, bounce it against the map as a reference, and they make the exact same two decisions you're making when you're driving: You're making them over and over again: How fast should I go and which way should I steer? That's it, so you might ask, 'Why Google?' Well this is about speed to insight. A massive amount of information is coming in and then the insight is how fast should I go and which way should I steer. What's Google do for a living? Search.

It's all about speed to insight so this is right smack in the middle of Google's sweet spot of what they're capable of doing. It's very sophisticated analytics, large databases, deep artificial intelligence, simulation models and then 1.5 million miles (that Google driverless cars have already gone). They have discovered pretty much everything they have needed to discover and solve that challenge using computer algorithms. So it's not a fairy tale. I ride in their cars. The last ride I had I was in Mountain View, Calif. I rode for an hour in the middle of the day. Mountain View is a very busy community and I never had to take control of the car. So that's how close we are. So now if a car can drive itself you can start to think about tailoring the design of the car."

Electrically networked vehicles

Next Mr. Burns described what you might call smart cars, or electrically networked vehicles (ENVs).

He played a video played for the group, a rendering of how transportation might look in a city in 2030. It depicted a busy, multi-lane road in which two-person pods flow swiftly, gracefully around each other through



Larry Burns breaks down the future of the car.

lightless intersections and park themselves in futuristic garages that sort them on large wheels.

"The cars could operate in platoons if you wanted more than two people to travel. The cars communicate with each other so they can give priority to emergency vehicles on the freeway ... They can really

"I think we're going to find new ways of providing mobility to you, new ways for you to get around."

— Larry Burns

rethink the entire concept of an intersection. Do we even need traffic lights anymore?

"(The cars) are designed not to run into each other, and because these vehicles weigh only about 750 pounds they're much more amenable to recharging a smaller battery.

"The point of this video is to get you thinking that the future of mobility is something you wear, not something you drive, and it's something you might park in your closet, not in your garage."

Safety, convenience, cost

"So putting all this together promises better mobility at radically lower cost. What do I mean by better mobility?"

"Safer. We're going to take the crash out of the system.

"More convenient. If you want to go somewhere ... the vehicle's right at your door within minutes. You get in, it takes you to your destination, you're not hassled with parking. You can use your time as you desire. I don't mean this flippantly, but I've concluded that for most people driving is the distraction. Why else would they send a text in a car going 70 miles an hour unless they thought that was more important than to drive? So it gives you your time back and this is much more affordable than owning a car."

"All of this can happen together, from a societal standpoint we can have fewer fatalities and injuries and less energy use, less emissions, better land use, more equitable access to (cars). From a cost standpoint a lot of the analytical modeling done on this subject suggests that today if you own a car, personally own it and drive it, it (costs you) about \$1.60 per mile (including gas, finance, depreciation, insurance and maintenance).

We think we can get that to 25 cents a mile. This is why Google, Uber, Apple, Tesla and others are (entering into) the auto business. There's \$2 to \$4 trillion at risk of being disrupted if you actually get to this future. So this is just capitalism at its best quite honestly."

Time frame for self-driving cars

"Google's on record as saying they think they'll have the technology by the end of 2018. Syncs up beautifully with Babcock Ranch's growth. Does it matter? I think the consumer, business and societal opportunities are really compelling."

A ride for the elderly or disabled

"We've got segments of people who are getting older who just don't feel as confident in their driving skills. We have blind people. We have people with physical disabilities. We have a lot of young people with active lives that aren't old enough to drive. So there are enormous opportunities with this technology to serve those that aren't well served by automobiles. But very importantly there's an enormous opportunity to actually disrupt automobile transportation as we know it."

Babcock Ranch, 2021

Mr. Burns looked at a rough estimate of Babcock's population and how many autonomous vehicles might be used, from about 20 to 50 in 2018 to as many as 200 to 400 in 2021, with more than 50,000 residents, depending on how many trips they take each day.

"Essentially what we're envisioning is that one of your residents could spontaneously request a ride. The closest available vehicle would arrive within minutes. I'm talking one or two or three minutes, not 10 or 15. The vehicle takes the resident to their destination, let's say it's to the lake house. The resident gets out of the driverless vehicle. (It) proceeds then to pick up somebody else that wanted a ride or if it's not needed it would go and sit in the staging area.

"So we think it's going to be ... very fast service, the service costs appear to be about the same as owning and operating a car. Miles per day appear to be conducive to batteries so I think we can pull this off with electric vehicles using your renewable solar power from FPL, very consistent with the Babcock Ranch mission. There are a lot of assumptions here so these are very preliminary results ...

"So we need to also incorporate goods shipping into this. Because that same vehicle could be bringing you your groceries as well as picking you up on some other trip and then we'll begin to find our collaborators and see if we can get this ready to go in sync with when the homes are built."

Q&A

The presentation ended and Mr. Burns took questions. Here's what was asked:

• Insurance. Is that the biggest obstacle remaining to this?

"Well you know, some of the big players are going to self-insure with product liability and I think it's a very important question, I'm not going to say it's a concern. We think the government's going to play an important role here. You know when flu vaccines were created there was a big concern about allergic reactions to the vaccine so the suppliers were nervous about providing it and they were self-insuring, liability costs were skyrocketing and people who took the vaccine were worried about having a reaction. The government stepped in and they created the National Vaccine Injury Compensation Program. Twenty-five cents of every flu shot goes to that fund and then the government sorts this out. So I think there's going to be some mechanisms to take that insurance on ... We're going to eliminate 90 percent of the

crashes so in theory insurance costs should drop dramatically. It's just that question of how do you protect yourself during that journey."

• It seems like the technology is there. Is that what's holding things back from moving forward?

"Two things, I think you're concerned about liability is one. And then the other is the laws on where vehicles can operate. Fortunately, Florida is one of the most proactive states on this. California said, 'We're all in favor of it, but you have to have a licensed driver in the car and it has to have a steering wheel, a brake pedal, an accelerator pedal.' We don't think that's the way to think about it. It was like when Henry Ford was popularizing the car some people felt that's all fine, but a horse has to be out in front of the car. Well, that wasn't really the right thing to do. So I think we'll get through those things. That's why Babcock Ranch is so special. It can be the learning laboratory. I don't want our residents to think about themselves as test subjects, but it can be the learning laboratory for the entire state. Because our timing syncs up with the timing of the technology's maturity and the startups wanting to come in here and have a first market. So there's a lot of positive things that play to Babcock Ranch."

• Are there any issues with extreme heat or cold in terms of the technology?

"Not heat or cold. It's rain and snow. Snow especially is an issue. Not that we don't think we can get past it, we just haven't worked on it. Why try to solve that when we still are trying to get to the next step? I would say some very, very heavy rains in Florida — probably still some work that has to be done to handle that. But all in all, Florida is the perfect place. It's flat, the streets are really in good shape compared to other states, well traffic engineered ... a proactive state government ... and the demographic of the population is aging."

"If driverless cars could get every person in Florida who is over 70 to just go out and do something, just anything one more time a week and spend \$20 engaging in the economy, the benefit to the state is enormous in terms of tax revenue."

• How do you see driverless cars taking people on longer trips outside the Babcock Ranch community?

"To be honest I think we're within a five-year window of companies like Google and others proving that a full-speed capable, fully engineered, fully safety-certified vehicle as you know it today can operate autonomously. So I don't think there's going to be anything constraining the autonomous driving system from going from Babcock Ranch to Naples and back. But those cars I think are going to be a little over-specified for the movements within the community. So I kind of see two markets emerging: a low-speed vehicle less than 25 miles per hour tailored for the kinds of travel within the gated communities in Florida. And then a second fleet of full-speed capable vehicles that you could also request and get rides to Publix down the road or all the way to Naples or Fort Myers. For sure I think it's headed that way. You can have these as personal use, you don't have to share it. You could purchase one. But I think what most people really dislike about the car experience ... it's this hassle of parking. I see it in every community I've studied, if a person can be dropped off at their door they love it. Here in Florida if it's a hot day like today and you go to Publix and you have to park way out in the back of the lot that's just onerous versus being dropped off at the door."

• So I think you're going to have go anywhere anytime capability and that's probably in a five- to 10-year window.

"Our lives are going to change a lot. Babcock Ranch is going to be on the cutting edge of it." 



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