



**Lakeside Inn**

Mount Dora, Florida  
Since 1883

**CITY OF NEW PORT RICHEY**  
**REQUEST FOR QUALIFICATIONS**  
**“HACIENDA OF NEW PORT RICHEY”**

[lakeside-inn.com](http://lakeside-inn.com)

100 North Alexander Street, Mount Dora, FL 32757

Telephone: 352.383.4101 • Toll Free: 800.556.5016 • FAX: 352.385.1615



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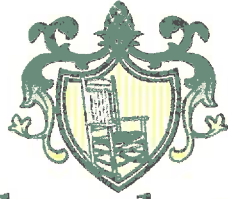
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January 24, 2018

Mario Iezzoni, Economic Development Director  
City of New Port Richey  
5919 Main Street  
New Port Richey, FL 34652

Dear Mr. Iezzoni,

I am submitting for review and consideration, the informational material specified in RFQ 18-010, issued by the City of New Port Richey for the renovation and operation of the Historic Hacienda Hotel.

Contained within you will find a summary of the structure of my company, as well as my experience with the restoration and operation of historic hotels. It is my hope that you, and the committee, will find that my objectives for the restoration and the reopening of the Hacienda Hotel are consistent with those of the New Point Richey community. When the Hacienda Hotel opened in 1927, it was intended to be a hotel. My restoration and operational objectives will be to return it to that intended purpose, at a quality level that will not only ensure a positive guest experience, but will also assist with the ongoing redevelopment efforts of the downtown historic district.

Thank you for your review and consideration of my qualifications. I welcome the opportunity to answer any questions concerning my background, or my expected approach to the restoration and reopening of the Hacienda Hotel.

Respectfully,

A handwritten signature in green ink, appearing to read 'JBG', is written over a printed name.

James B. Gunderson  
President  
Lakeside Inn Corporation  
100 N Alexander Street  
Mount Dora, Florida 32757

JBG:sc  
Enclosures

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## ACKNOWLEDGEMENT LETTER

RE: City of New Port Richey Community Redevelopment Agency  
RFQ 18-010 for the Hacienda Hotel of New Port Richey

To Whom It May Concern:

The undersigned has read the City of New Port Richey Community Redevelopment Agency's Request for Qualifications for the renovation and ongoing operations of the Hacienda Hotel, as a part of its downtown redevelopment and historic preservation. On behalf of our proposal team, we agree to and accept the terms, specific limitations, and conditions expressed therein.

We have read, rely upon, acknowledge, and accept the disclosure and disclaimer which is fully incorporated by reference into this letter.

Sincerely,

James B. Gunderson  
President  
Lakeside Inn Corporation

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## FIRM INFORMATION

Lakeside Inn Corporation  
100 N Alexander Street  
Mount Dora, Florida 32757  
P: [\(352\) 383-4101](tel:3523834101)  
F: [\(352\) 385-1516](tel:3523851516)

The *Lakeside Inn Corporation* is an S-Corporation, owned by James B. Gunderson and Alexandra S. Gunderson.

James B. Gunderson - President

Alexandra S. Gunderson - Vice President

Negotiation Authority: While both owners are authorized to negotiate with the City of New Port Richey, James Gunderson will be the primary contact.

Firm Size: 95 Employees

In-House Capabilities: As an independent, full-service hotel, we have strong and supportive managers and supervisors with a wide range of specialized skills to help run the business. I expect to make full use of this talented and experienced team to the highest extent possible throughout the restoration, pre-opening, and opening stages required to restore and reestablish the Hacienda Hotel as a fully operational hotel. In addition to these knowledgeable individuals, we also have our own in-house restoration team consisting of a superintendent, carpenters, a painter, a tiling and flooring specialist, an HVAC technician, a drywall specialist, and a plumber.

Felony Indictments/Convictions: Neither owner/principal of *Lakeside Inn Corporation* has ever been charged with or convicted of a felony violation.

Litigation History: There have been no litigation matters in the last five plus years.

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## TEAM ORGANIZATION

Our in-house restoration team consists of me, supported by my superintendent (David Ihrig), and a group of individuals with a wide range of construction related skills. For items outside of our capabilities, I expect to work with specialized contractors within Pasco County. I also expect that we will add to our in-house team with individuals from the New Port Richey area.

James B. Gunderson - President

David Ihrig - Superintendent

Restoration Team

James B. Gunderson:

Owner and Operator of Lakeside Inn, located in Mount Dora, Florida. First opened in 1883, Lakeside Inn is the oldest continuously operated hotel in the State of Florida. I purchased the Inn with my wife (Alexandra) in December of 2010. At the time, it was teetering on the brink of closure.

1990 - 2010: Served as the General Manager and overseer of renovation and new development activities for the Naples Beach Hotel & Golf Club, a 125 acre, 325 room beachfront resort in the heart of Olde Naples, Florida. The property was opened in 1946 and is owned by a local Naples family.

1982 - 1990: Employed by the Marriott Corporation in managerial positions at select hotels and resorts throughout the country.

Education: Purdue University, West Lafayette, IN  
Bachelor of Science, Hotel and Institutional Management, Graduated 1982

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David Ihrig:

2011 - Present: Restoration Superintendent for Lakeside Inn of Mount Dora, Florida.  
Supervises all details of structural and mechanical restoration and replacement. Works very closely with outside contractors on specialized projects.

2000 - 2011: DDT Carpentry & Trim  
New Smyrna Beach, FL  
Master Carpentry and Trim Detail - Owner

1992 - 2000: D & N Construction  
Sewanee, TN  
General Contractor for luxury home construction - Owner



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## PREVIOUS RELEVANT DEVELOPMENT EXPERIENCE

### **Lakeside Inn:**

We purchased this decaying historic hotel in December of 2010 when it was on the brink of closure. By all measures, the restoration of Lakeside Inn these past seven years has been a success. The Inn is in better structural, mechanical, and aesthetic condition than perhaps at any other time since the late 1920's - the last period of significant expansion and renovation. Listed on the National Registry of Historic Places, the Inn comprises six buildings, two boathouses, and four docks on 6 lakefront acres in the heart of Mount Dora. We have a total of 90 guest rooms and suites, a fine dining restaurant, a full service tavern, and an outdoor bar overlooking the lake and pool area. In addition to several outdoor venues, the Inn has over 5,000 square feet of function space and a freestanding retail shop. Beyond restoring the structures, we have managed to build a solid business reputation, significantly grow our occupancy and revenues, and contribute to the rediscovery of downtown Mount Dora through our own marketing efforts, as well as through our support of other organizations involved in the promotion and marketing of Mount Dora. We are an important part of the community and a significant contributor to the historic and unique appeal of Lake County. I have also served as a board member of the Lake County TDC for the past five years.

Opened in 1883, Lakeside Inn is the oldest continuously operated hotel in the State of Florida.

### **The Naples Beach Hotel & Golf Club: 1990-2010**

As the General Manager, I was closely involved with all aspects of the renovation redevelopment of this large, privately owned resort property. Renovation and redevelopment of the property included all physical and design aspects, including all structural and mechanical elements. The resort first opened in 1946 with 30 guest rooms and a 9-hole golf course. Over the decades it was expanded to a 125 acre resort with 325 guest rooms and suites, multiple restaurants and bars, over 25,000 square feet of meeting space, an 18-hole golf course, tennis center, a full service spa, and multiple retail shops.

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**UNITED  
SOUTHERN  
BANK**

January 24, 2018

Mr. Mario Iezzoni, Economic Development Director  
City of New Port Richey  
5919 Main Street  
New Port Richey, FL 34652

**Robert P. Adrid**  
**Executive Vice President**  
**Commercial Banking**  
Post Office Box 1925  
Eustis, Florida 32727  
Phone (352) 483-5897  
Fax (352) 589-0706

Re: Hacienda Of New Port Richey

Dear Mr. Iezzoni:

Letter Of Intent:

Mr. James B. Gunderson has informed United Southern Bank (USB) of his desire to acquire and renovate the Hacienda Hotel from the City of New Port Richey located at 5621 Main Street, New Port Richey, Florida 34652 and restore it to a fully operational historic hotel. Please be advised that subject to standard due diligence, USB intends to finance this transaction for Mr. Gunderson based on our long time satisfactory relationship with the historic Lakeside Inn Hotel located in Mount Dora, FL. Given my unique perspective and understanding, I can attest to the financial wherewithal of Mr. Gunderson and his ability to undertake this proposed venture.

Bank Reference:

Mr. Gunderson and his company Lakeside Inn Corporation have been customers of USB since November 2010. Presently, Mr. Gunderson has two depository accounts with USB. The checking account has averaged in the high 4 figures over the prior 12 months. The money market account has averaged in the high 6 figures over the prior 12 months. In addition, USB two real estate secured loans with a combined total outstanding balance in the low 7 figures and a line of credit in the low 6 figures with a current balance of \$-0-. All accounts have been handled in a satisfactory manner.

Please do not hesitate to contact me with any questions.

Very truly yours,

A handwritten signature in blue ink that reads 'Robert P. Adrid'.

Robert (Rob) P. Adrid  
Executive Vice President

cc: Mr. Gunderson