



Vesta™

Vested in your community.



# VESTED IN YOUR COMMUNITY

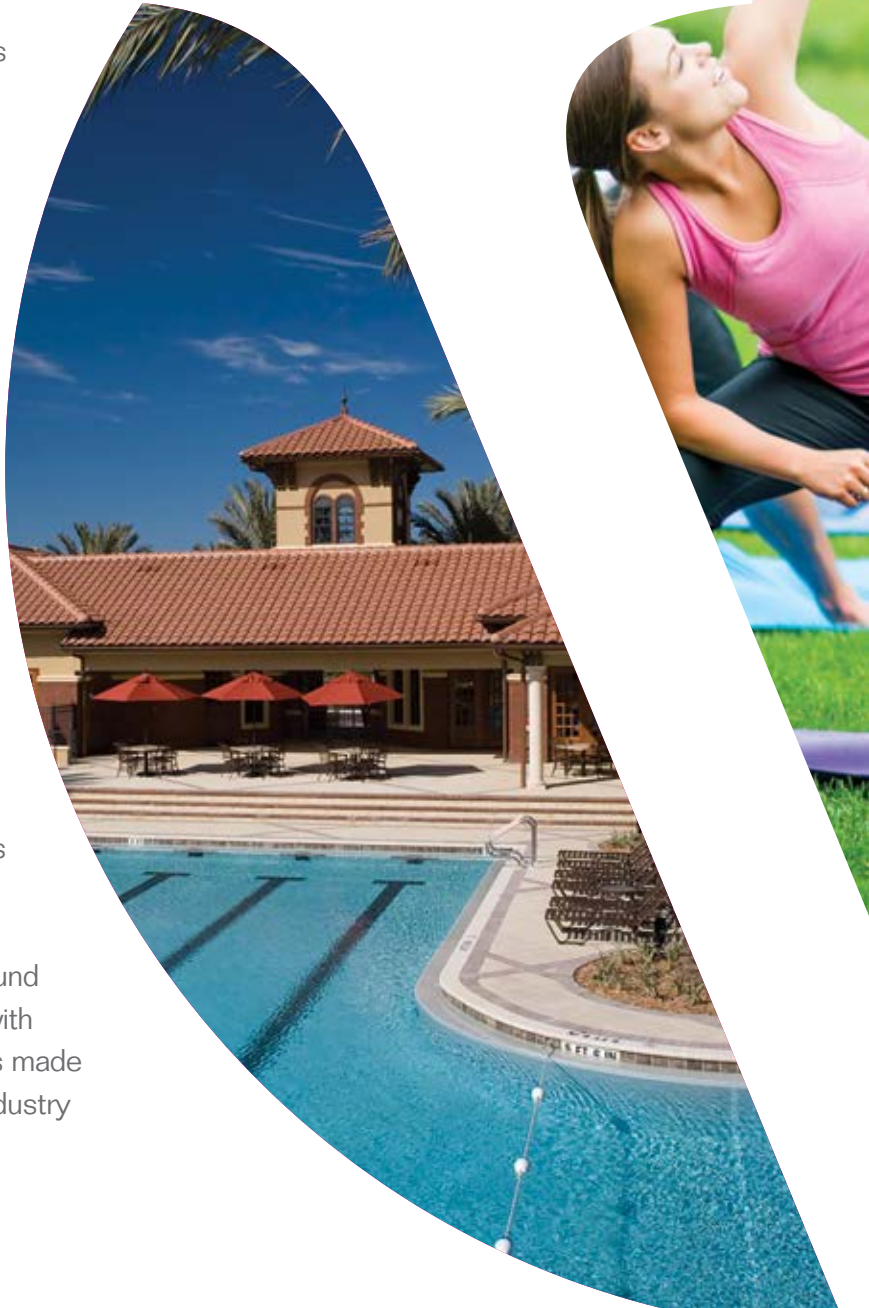
Vesta's goal is to provide communities with exceptional lifestyle services, a superior community management experience, and strong financial support. Our team is equipped with years of experience and expertise all under one roof. Utilizing local resources, expertise, and strong management, we offer unparalleled services for each of our communities.

## **Redefining Property Management**

For the last 25 years, Vesta has redefined property management with superior amenities programming, customized management in every community, and affordable, direct financing for communities. Initially formed through the merger of several smaller complimentary management companies, our intention is to provide a single place where all community needs are met.

## **Lifestyle. Community. Investment.**

We know every community is unique and has different needs based on size and location. Our expertise in facility management and amenity programming, homeowner and condominium association management, and financial support services are the three core branches of our unique business model that allow us to offer services specific to each individual client. We can offer expertise in one area of management or all three, operating in tandem with on-the-ground teams to deliver incredible results. Working with residents to provide site-specific services has made us a leader in the community management industry for a quarter-century.





## Our Home and Yours

Headquartered in Jacksonville, Florida, our facilities are located throughout the Sunshine State. We employ over 1,100 professionals, strategically positioned in all of our communities to provide a wide spectrum of services to our more than 200,000 residents and unit owners. No matter where you are located, one of our team members is close by and ready to help.

### ▶ Lifestyle


Creating vibrant lifestyles by managing resort-style amenities, events, and programs – helping to drive home-sales and residents' satisfaction in the process.

### ▶ Community

Guiding homeowner and condominium associations with our statewide, expert management team, maximizing the living experience and financial stewardship of the community.

### ▶ Investment

Helping developers and resident controlled community associations achieve their goals through comprehensive financial resources, exemplary fiscal management, and strategic planning is at the heart of our financial services.



Vesta has redefined property management with superior amenities and lifestyle programming, expert community association management, and unparalleled financial resources for developers and communities.



## Lifestyle

We are passionate about providing the most appealing lifestyle for our residents. Whether your community has 200 or 20,000 residents, we build dynamic lifestyle programs that range from pool services to theatrical productions and on-site restaurant management. Our holistic approach ensures every element of lifestyle creation is provided with no burden or stress to the community. Creating a cohesive and exciting living environment for every resident is our goal.

### Events and Programs

Offering an appealing menu of engaging activities is at the heart of Vesta's Lifestyle team. We customize this approach for each community we serve; here are some key examples:

- **A Creative Catalyst for Spontaneous & Lasting Connections** – Vesta brings people together through our wide variety of health-and-wellness activities, recreation and sports programs, and community-wide social events, for people of all ages and interests. The results include vibrant lifestyles and special friendships that last a lifetime.
- **Youth Programing** – Whether children are visiting for the summer or are a daily part of community life, youth programing is an essential aspect of lifestyle planning. We provide programing that runs year-round, from after-school programs to sports and summer camps. Additionally, we make sure there are exciting events happening in every community to engage children, like movies, arts and crafts, and family-friendly parties.
- **Focused on the Community** – Every community is unique, and we provide each community's residents with tailored entertainment. Our theatre and entertainment managers source shows that will resonate with residents of all ages. By leveraging our existing vendor relationships, we can provide further expertise and economies-of-scale that result in revenue-generating and profit sharing opportunities for our client Community Development District's and homeowners' associations.



## Local Partners

We have multiple locations across the state of Florida and build our teams with people from the regions we serve. For large communities, we have designated, full-time staff that work on-site, making sure day-to-day operations are running smoothly. Regardless of the size of your community, we are available for you at all times.



## Spa and Wellness

Helping our residents feel good and look good with comprehensive spa and wellness services is one of our specialties. We offer spa services ranging from therapeutic massage to manicures, pedicures, rejuvenating facials, and skin treatments. Our expertise in retail and operations management of on-site spa facilities can help increase revenue within your community. Additionally, our wellness team coordinates with certified trainers and instructors, ensuring all classes and programs offered through your gym or community center are safe and effective.



Creating an exceptional lifestyle in your community through amenities management, events, and personnel – helping to drive home-sales in the process.



## Aquatics

From turnkey water park operations to providing a variety of swim programs and classes to the quality maintenance and staffing of your community pools, Vesta has been Florida's leading aquatics specialist for planned-communities and clubs since 1995. By providing quality maintenance and staffing for community pools, we handle the daily details so residents can swim, relax, and enjoy the water. Prices are kept low through our vendor relationships, and we work with the American Red Cross and Starfish Aquatics to meet your seasonal or year-round aquatic needs.



## Food and Beverage

From coffee bars to full service restaurants, our industry-trained professionals ensure dining operations in your community run smoothly. Hiring staff, organizing vendor relations, and sourcing the freshest products are only a few parts of our food and beverage program. If food is needed for properties without catering facilities, we offer a pop-up food and beverage service via our food truck social events – eliminating the expensive overhead of a permanent restaurant operation while enjoying quality vendors and neighborhood convenience. Creating spaces where residents can spend time, meet friends, and build lasting memories is a highlight of our job.





## Community

Homeowner and condominium associations are comprised of individuals who sacrifice time and energy to make their neighborhood a better place by volunteering for boards and related sub-committees. Balancing the management of the community's vendors and financial accounting within approved budget requirements, and the administration of the governing documents and Florida State Statutes with regard to associations is a job requiring experience and expertise. We have over 25 years of experience of working tirelessly to provide unmatched service to the community's board of directors and residents and has always been a job we approach with pleasure. Our years of experience and industry expertise ensure proper management for your community. In addition to the experience and expertise of our team, we use the best technology in the industry, both external and in-house developed and branded, to maximize our efficiency and effectiveness.

## FOR DEVELOPERS

### **A Leadership Team with Developer Experience**

Our management team includes executives who have worked at the highest level within the real estate development industry. As a result of this experience, we have established a developer services team to support the needs of our developer-controlled associations.

### **Partners from the Start**

Helping developers focus on their core business — selling homes — is our top priority. We have developed an effective, proactive communication process with the new homeowners at the three critical stages of the home buying process: two weeks prior to close, the closing table, and 30 days post closing. The process addresses the most common questions and concerns so that the foundation is set to maximize their new community experience. We also have extensive expertise in leading the developer turnover process and know how to achieve this milestone in a way that ensures the developer's brand and reputation is maintained during, and after the turnover is complete.



## Experience

Our community management team has been responsible for some of Florida's most prestigious communities since Vesta was founded. More than two decades later, we are still managing the property of our first client. We are a member of the Community Associations Institute, and have earned the coveted "A+" rating from the Better Business Bureau.



## Expertise

Among our executives are Florida licensed attorneys, certified public accountants, real estate and mortgage brokers, community association managers, and general contractors. We utilize all our resources to provide your community with access to experts in every field of community management. Sound advice and insider knowledge are just two of the many benefits received when you partner with Vesta.



## Local Knowledge and Partners

We believe exceptional customer service is best achieved when we provide management and financial services at a regional level. Your property will be managed from a local office, with local staff who understand your community's unique needs. They are supported by our experienced executive team, who is available to lend assistance when needed. The combination of personal attention and access to our established, large firm resources results in the best service for our clients.







## Investment

Communities or developers might need help with financing for a variety of reasons. Whether it's constructing or renovating a clubhouse and its amenities to making technology upgrades or just repurposing outdated amenities, these are all part of the typical community lifecycle and are projects that we can provide funding for at favorable rates. Our Financial Services Division offers comprehensive financial tools, exemplary fiscal management, low closing costs, and expert strategic planning and consulting services to achieve the best results for our clients.





## INVESTED IN YOUR COMMUNITY



### **Developer Partners**

Whether you are considering an early sale of the community amenities or waiting until post turnover, we can provide a range of solutions and expertise from start to finish which allow for smooth transitions by avoiding common pitfalls. To that end, let us assist in structuring your documents to allow a full return on your investment without inflating the cost of the homes and lots. Additionally, we can provide turnkey financing to build or expand your amenities with attractive financial benefits during the buildout of the community.



### **Associations and Community Development District Partnerships**

There is no need to look for multiple loans when you choose Vesta as your financial services partners. There is no pre-set limit to the amount of funding, and the size and scope of the project can be as little as \$50,000.



### **Accounting**

We manage our clients' interests with care. All accounts are managed by skilled staff, who use specialized management software designed specifically for the community management industry. The software exceeds the standards established by the Institute for the Real Estate Management Foundation, and includes features to create custom reports to sort, summarize, arrange, and produce a variety of property data.

# SERVICES

## Lifestyle

### Food and Beverage Turn-key Operations

- Food Service Operation
- Liquor Service Operation
- Catering Services

### Golf Course Management

### Wellness Programs

- Fitness Programs and Classes
- Aquatic Programs and Classes
- Spa and Salon Services
- Learning Centers

### Youth Activities Programs

### Summer Camps

### Theatre and Entertainment Operation

- Agent Bookings
- Special Event Management
- Closed Circuit Television Production

### Facility Maintenance

- Preventative Maintenance
- Housekeeping and Janitorial Services
- General Facility Maintenance and Repair
- Pool Service
- Tennis Courts

### Leveraged Vendor Relationships

### Community Gate Access

- Class B Licensed Security Services
- Surveillance Camera Installation/Management

### Community Transportation Services

- Fleet Management
- Community Tram Services
- DOT Compliance
- Special Event Bus Trip Coordination

### Aquatics Facilities

- Water Park Operation
- Lifeguard Staffing
- Pool Monitor Staffing
- Aquatics Programs

## Community

### Portfolio Management

- Property Insurance
- Community Planning
- Specification Development
- Contractor Oversight
- Contract Bids

### Onsite Management

- Human Resource Staffing
- Administrative Support
- Daily Oversight of Grounds and Staff

### Association Governance

- Meeting Notifications
- Committee Facilitation
- Parliamentarian
- Community Document Enforcement

### Long Term Planning

- Maintenance Management
- Budget Planning
- Board and Resident Relationships
- Vendor Relationships

### Maintenance Services

- Inspections
- Preventive Maintenance
- Major Maintenance Project Management
- Pressure Washing
- Handyman Services
- "Snowbird" Services

### Financial Services

- Collections
- Payroll
- Accounts Payable
- Budgeting
- Tax Preparation
- Audit Facilitation
- Financial Statements

## Investment

### Financing for Facilities and Infrastructure

- Purchases
- Refinancing
- Renovations
- Technology Installations
- Upgrades

### Financing for Developers

- Financing for early sale of community assets
- Arrangement of amenities management and ancillary services
- Turnkey financing and third-party ownership which can free up developers to focus on selling homes







# CONTACT US

Find out how we can provide a superior lifestyle,  
community, and financial experience for your  
neighborhood and residents.

Call us or visit our website today.

877-988-3782

[CustomerRelations@VestaPropertyServices.com](mailto:CustomerRelations@VestaPropertyServices.com)

Vesta Property Services, Inc.  
245 Riverside Avenue, Suite 250  
Jacksonville, FL. 32202

[VestaPropertyServices.com](http://VestaPropertyServices.com)



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Jacksonville, FL 32202

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