



SUN COMMUNITIES, INC.®



Cava Robles RV Resort – Paso Robles, CA
Ground up development – Opened June 2018

47° NORTH – Cle Elum, Washington

A SIGNATURE SUN RV RESORT AND RESIDENTIAL COMMUNITY

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SUN COMMUNITIES

Sun Communities, Inc (NYSE: SUI) is an international owner and operator of Manufactured Housing Residential Communities and RV Resorts throughout the United States and Canada. The company owns and operates or has an interest in 382 manufactured housing and recreational vehicle communities located in 31 states throughout the United States and Ontario, Canada, as of June 30, 2019. Sun Communities' portfolio consists of over 133,000 developed sites.

Established in 1975, Sun Communities became a publicly owned corporation in December, 1993. The company is a fully integrated real estate investment trust (REIT) listed on the New York Stock Exchange under the symbol: SUI. Sun Communities has twice been honored by the Manufactured Housing Institute as winner of the "Community Operator of the Year" award. The award is emblematic of Sun Communities' focus on professional management at the community level.

Sun Communities has extensive experience developing large-scale, highly amenitized recreational vehicle resorts and residential communities. The company has developed and expanded dozens of resorts and communities in or near almost every large MSA involving hundreds of millions of dollars of investment. Some of these developments have been "greenfield" while others involved substantial redevelopment or expansions. Each development necessitated a team of experts such as geotechnical experts, traffic consultants, environmental assessment consultants, land planners, architects, and designers who constructed each community and resort in a manner that was sensitive to the needs of the surrounding community.

Sun Communities has completed several new ground up developments in addition to the expansion of a number of our residential communities. Noteworthy projects include:

- [River Run RV Resort](#) | Granby, Colorado | Phase I Opened 2019 | 1,144 Sites
- [Cava Robles RV Resort](#) | Paso Robles, California | Opened in 2018 | 330 Sites
- [Carolina Pines RV Resort](#) | Coastal South Carolina | Phase I Opened 2019 | 846 Sites
- [Smith Creek Crossing](#) | Manufactured Home Community | Granby, Colorado | Currently Under construction | 310 Homes



PROJECT CONCEPT

The project known as “47°North,” paying homage to the Latitude of Cle Elum, WA, is envisioned to be a best-in-class single family affordable residential community along with an outdoor destination recreational vehicle and vacation cottage resort. The development will draw upon the beauty of its surrounding environment to deliver a unique affordable residential community and a best-in-class RV resort. The design and construction will be structured to provide effortless integration with the destination’s core natural assets and the needs of the Cle Elum.

The 824 acre property will be developed into a 123 acre manufactured housing community and a 90 acre RV resort, inclusive of amenities. In addition, the development includes a 6 acre recreational adventure center, 12 acres to be donated to Cle Elum, an abundance of open space, 10 acres for a future cemetery expansion and 265 acres of River Corridor Open Space and managed open space that will be protected from any future development. The development will be solely funded by Sun Communities, Inc (NYSE: SUI) and Sun Communities will operate, manage and maintain the community and resort upon completion.

The manufactured housing community will offer for-sale single family manufactured homes along with market rate rental units, providing an affordable / attainable housing option which is much needed in the area. The recreational vehicle resort will be a family friendly resort, with various lodging options along with a generous amenity program.

The proposed development will also include various public improvements for both resort guests and residents along with the general public to enjoy. Improvements that will be made available to the general public within the proposed development include miles of walking trails/paths (that will connect to the existing Coal Mines Trail), public park space and 6 acres of land adjacent to Bullfrog Road that will be developed as a recreational adventure center. Lastly, Sun Communities will donate 12 acres of land to The City of Cle Elum, which the City can develop for recreational activities in the future.



PROJECT OBJECTIVES

- To be a partner with the City of Cle Elum and its residents and to develop a resort and residential community that fits the needs of the residents while providing affordable housing options and a unique and affordable vacation experience.
- To build a quality affordable manufactured housing community that will offer both for-sale and for-rent housing options. Our mission is to provide affordable workforce housing that can solve the needs of local service employees, public service employees (police, fire, teachers), as well as people looking to relocate to Cle Elum.
- To support the local economy with economic development including hospitality tax revenue, real estate tax revenue, and increased consumer spending on local goods and services.
- Create both construction and long term job opportunities for the local community. The residential community and RV Resort will have approximately +/- 200 full-time and part-time employees upon full build-out and will create hundreds of construction job opportunities throughout the build-out of the project.
- Provide a solution for traffic congestion by funding and constructing the addition of a connector road from Bullfrog Road to SR-93.
- Dedicate land to Cle Elum for their future Rec Center.
- Ensure the project does not negatively impact the environment and surrounding land.
 - The City of Cle Elum has commissioned a Supplemental Environmental Impact Study, paid for by Sun Communities, that will study the long term impacts the project will have on the environment, municipal services, and traffic to ensure that our proposed development complies with the regulations of the State of Washington.



PROJECT VISION



The proposed site layout has been conceived with the following principles in mind:

1. A residential community and vacation resort with a wide array of onsite amenities, including exceptional outdoor experiences.
2. Opportunities for outdoor adventure and amenities that will be made available to the public, including an adventure center, miles of walking and hiking trails and park space.
3. Maximize use of the panoramic views of the property and preserve steeply sloping areas and open space in an effort to maintain the existing site character.
4. A RV/camping resort recognized as being “Best in Class” in the State of Washington and the Pacific Northwest.

SITE PLAN



1. RV Resort
2. RV Resort Amenity Center
3. Managed Open Space
4. River Corridor Open Space
5. Primary RV Resort Entry
6. Manufactured Housing Community
7. Residential Amenity Center
8. Multi-Family Housing
9. Adventure Center
10. Community Rec Center
11. Future Business Park (By Others)
12. New Connector Road

AMENITIES / USES

The development will provide various housing and lodging options including: manufactured housing single family, multi-family rental units along with RV spaces, rental cabins, yurts and rustic camping. Both the residential community and resort will incorporate its own separate modern, upscale amenity center which will be built with materials that are both stylish and that fit in with the natural surroundings of the property. The exact amenity program has not yet been finalized, below is a list of facilities that can be found in at a typical Sun Community or RV Resort:

Residential Amenities*:

- Fully furnished clubhouse with a lounge and social space
- SunFit Wellness Center
- Feature pool with sun deck and spa
- Playground areas
- Sports courts
- Dog Parks
- Walking Paths
- Open Space
- On-site management and maintenance

RV Resort Amenities*:

- Fully furnished resort clubhouse
- SunFit Wellness Center
- Feature pool with splash pad and sun deck
- Sports Courts (Basketball, bocce ball, pickle ball)
- Full service concession bar & grill
- Outdoor Dining Area
- Various pedestrian pathways and trail system
- Planned activities
- Children's playground
- Dog Park
- Laundry facilities
- Golf Cart Rentals
- Themed Weekends & Activities
- General Store
- Fire Pits
- Bowling

Adventure Center*:

The adventure center is contemplated to be open to the public and may include the following recreational uses:

- Miniature Golf
- Climbing Wall
- Ropes Course
- Sport Courts
- Laser Tag

*The amenity program has not been finalized, the above amenities are typical of other Sun Communities and Sun RV Resorts

SINGLE FAMILY RESIDENTIAL

The Single Family Residential Community will be designed with homes that draw from the natural environment while providing high-end interior finishes.

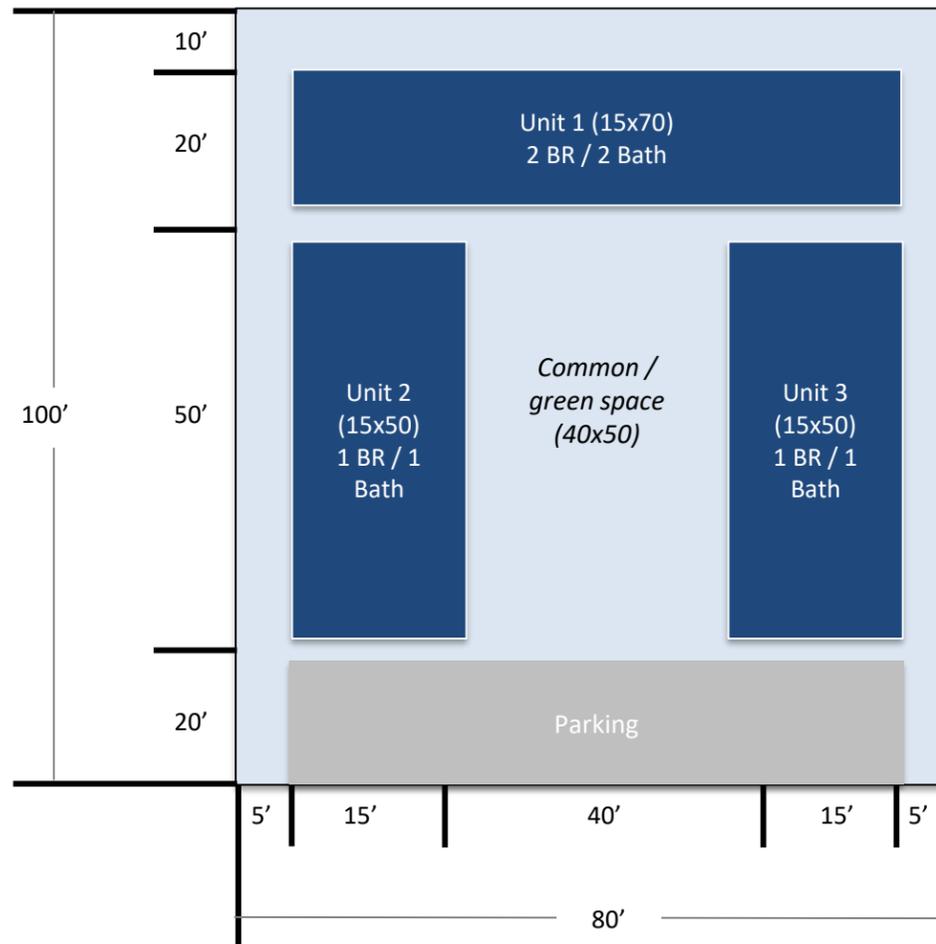


*The above exterior home renderings are examples of homes that Sun Communities has sold in the past, the homes contemplated for 47° North have not yet been designed or rendered. A typical home in a Sun Community is anywhere from 1,300 to 2,000 square feet. Interior photos are actual homes in Sun's portfolio, the interior finishes for 47° North have not yet been designed and are subject to change.



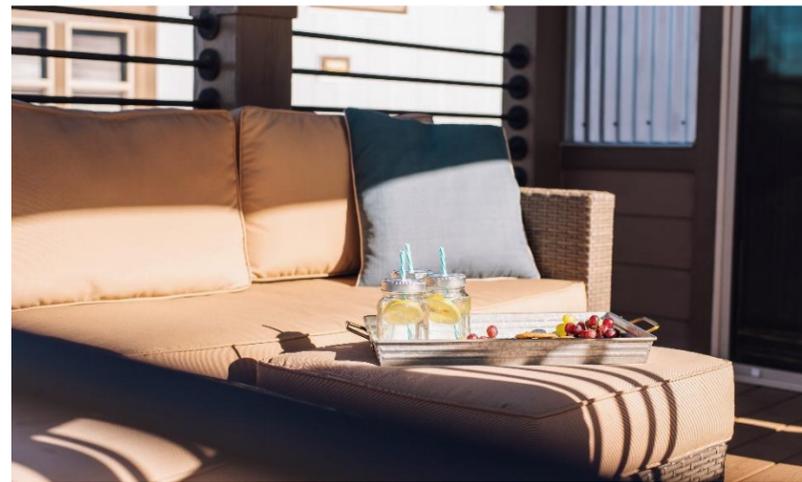
MULTI-FAMILY RESIDENTIAL

A portion of the community has been designed to include rental housing options with a mix of one and two bedroom units, shared common space and dedicated parking.



RV RESORT

The RV resort will include a well-designed clubhouse with a commercial grade kitchen among other resort and outdoor oriented activities.



RV RESORT

The RV Resort contemplates a variety of lodging options including:

- Recreational Vehicles
- Park Models
- Villas
- Airstream Village
- Yurts and Safari Tents
- Rustic Camping



SUN COMMUNITIES: REPRESENTATIVE DEVELOPMENTS

Sun Communities has completed several new ground up developments in addition to the development of over 1,200 new homes as expansions of our residential communities. Noteworthy projects include:

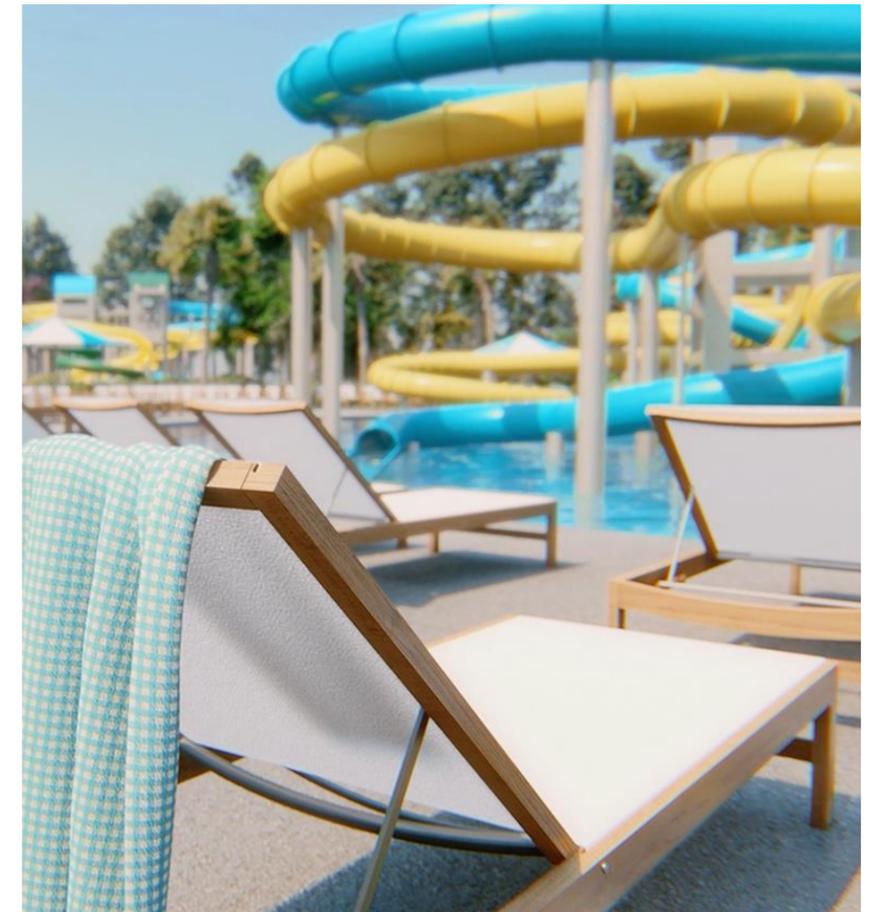
1. River Run RV Resort	Granby, Colorado	Phase I Opened 2019	1,144 Sites
2. Cava Robles RV Resort	Paso Robles, California	Opened in 2018	330 Sites
3. Carolina Pines RV Resort	Coastal South Carolina	Phase I Opened 2019	846 Sites
4. Smith Creek Crossing	Granby, CO	Under Construction	310 Homes



River Run RV Resort



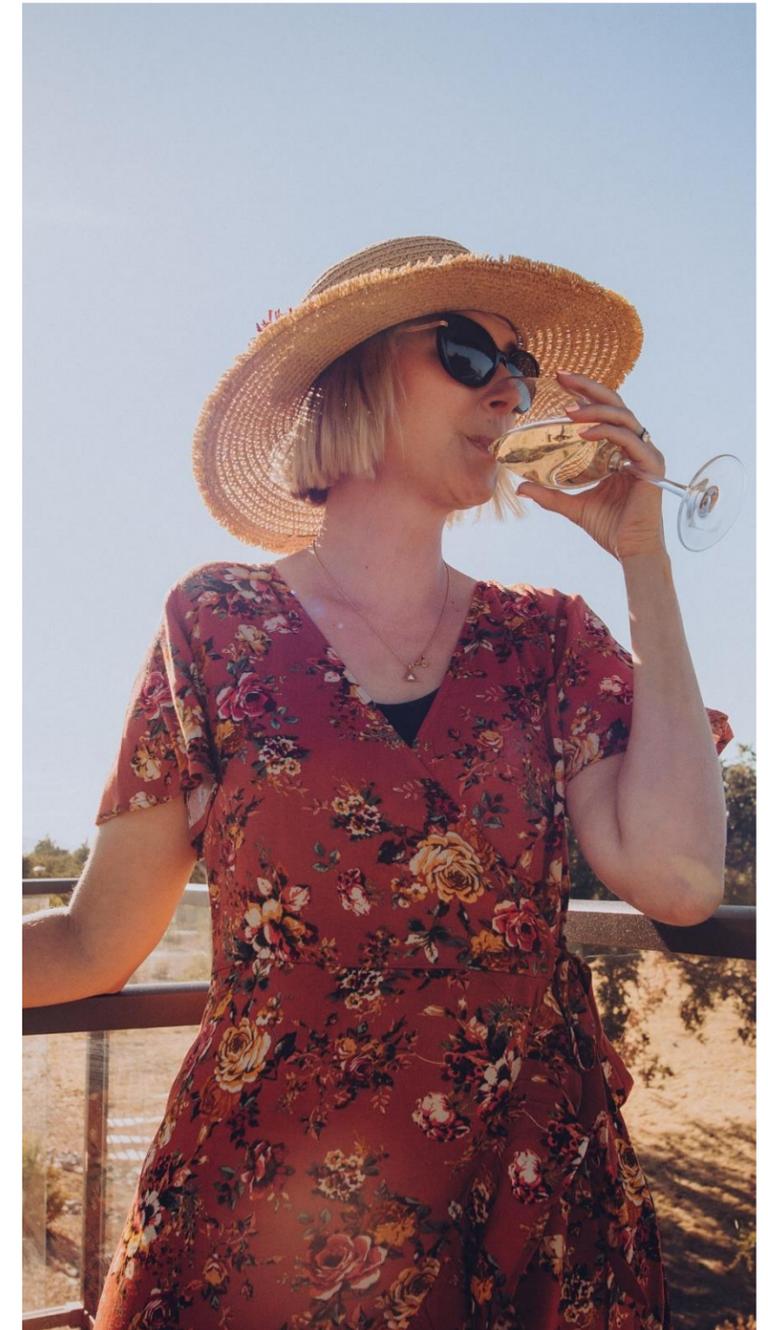
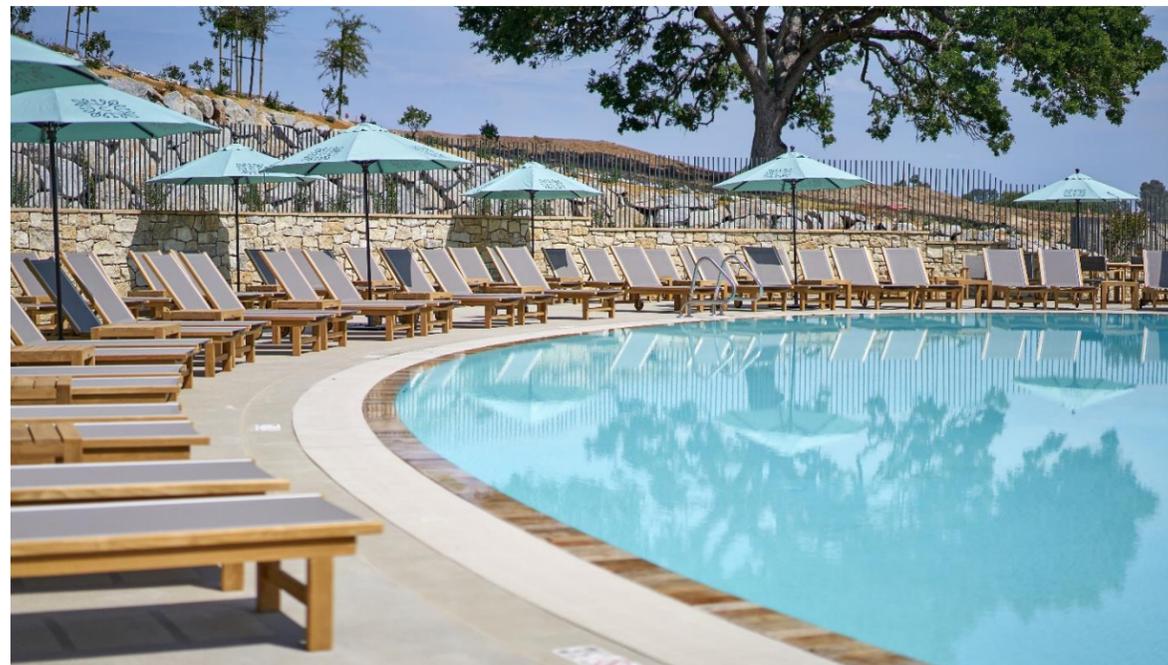
Cava Robles RV Resort



Carolina Pines RV Resort

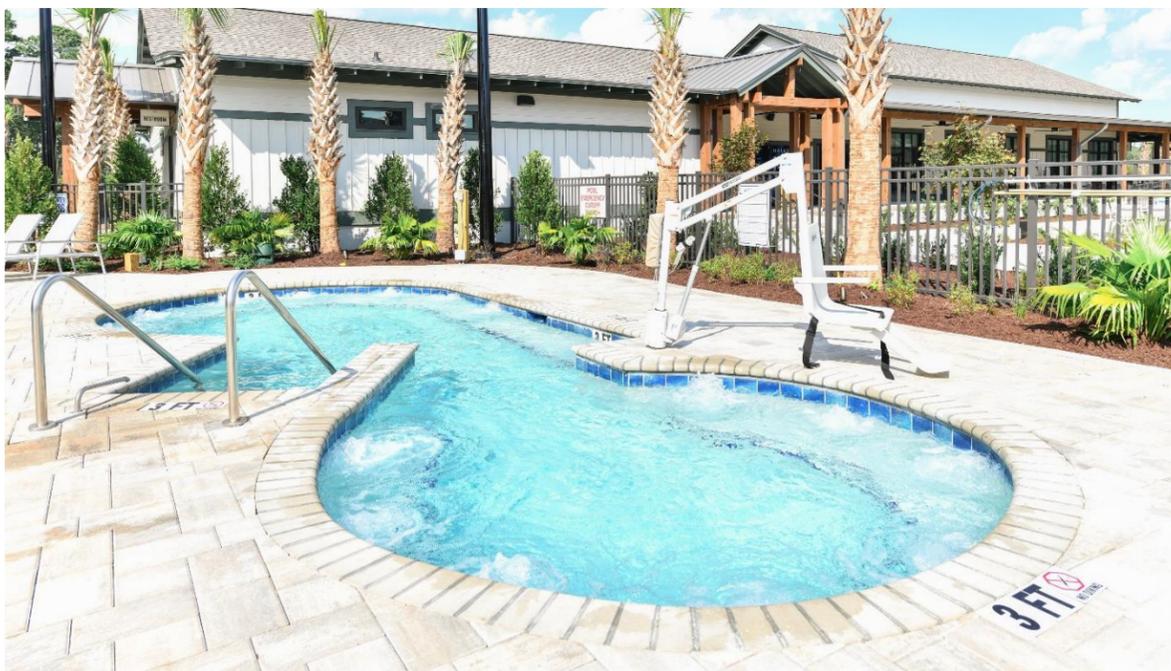
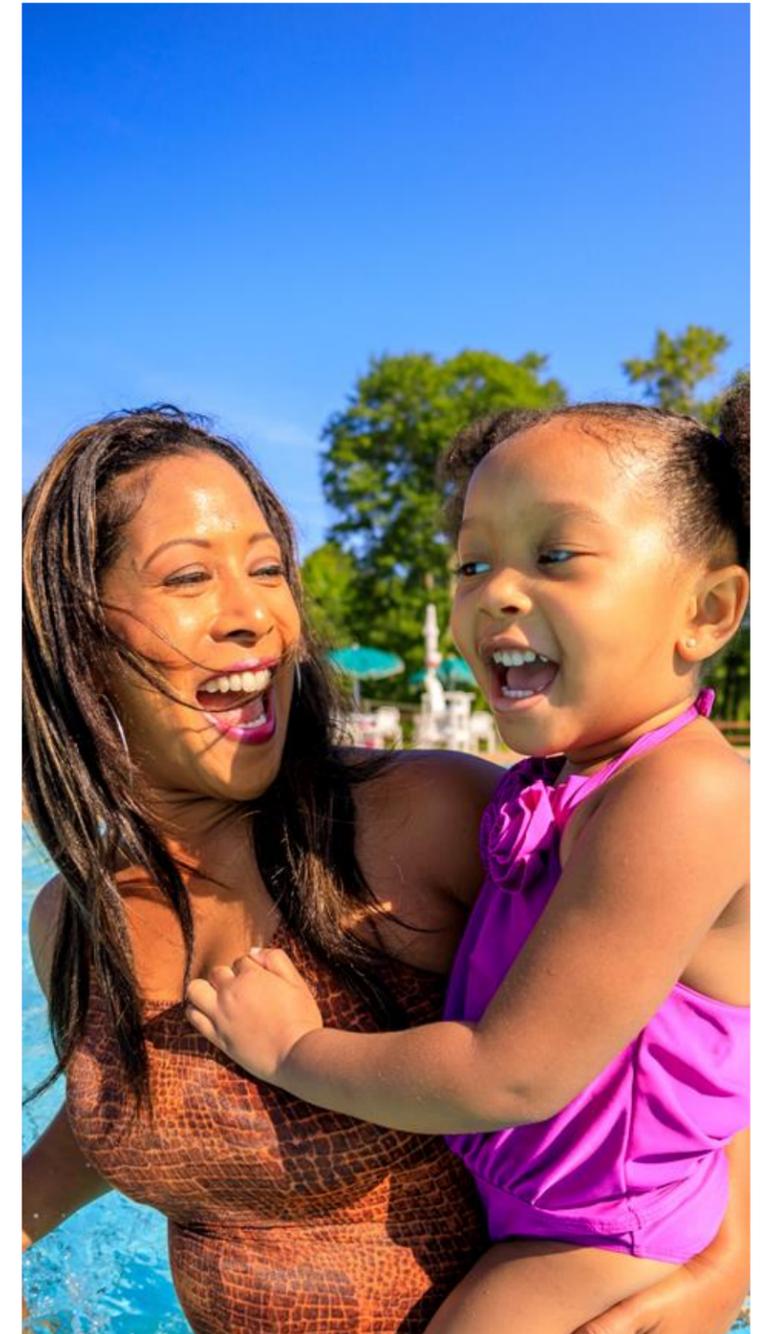
CAVA ROBLES RV RESORT: PASO ROBLES, CA

Cava Robles is a 330 sites ground up development RV resort in Paso Robles, CA. The resort was completed by Sun Communities in 2019.



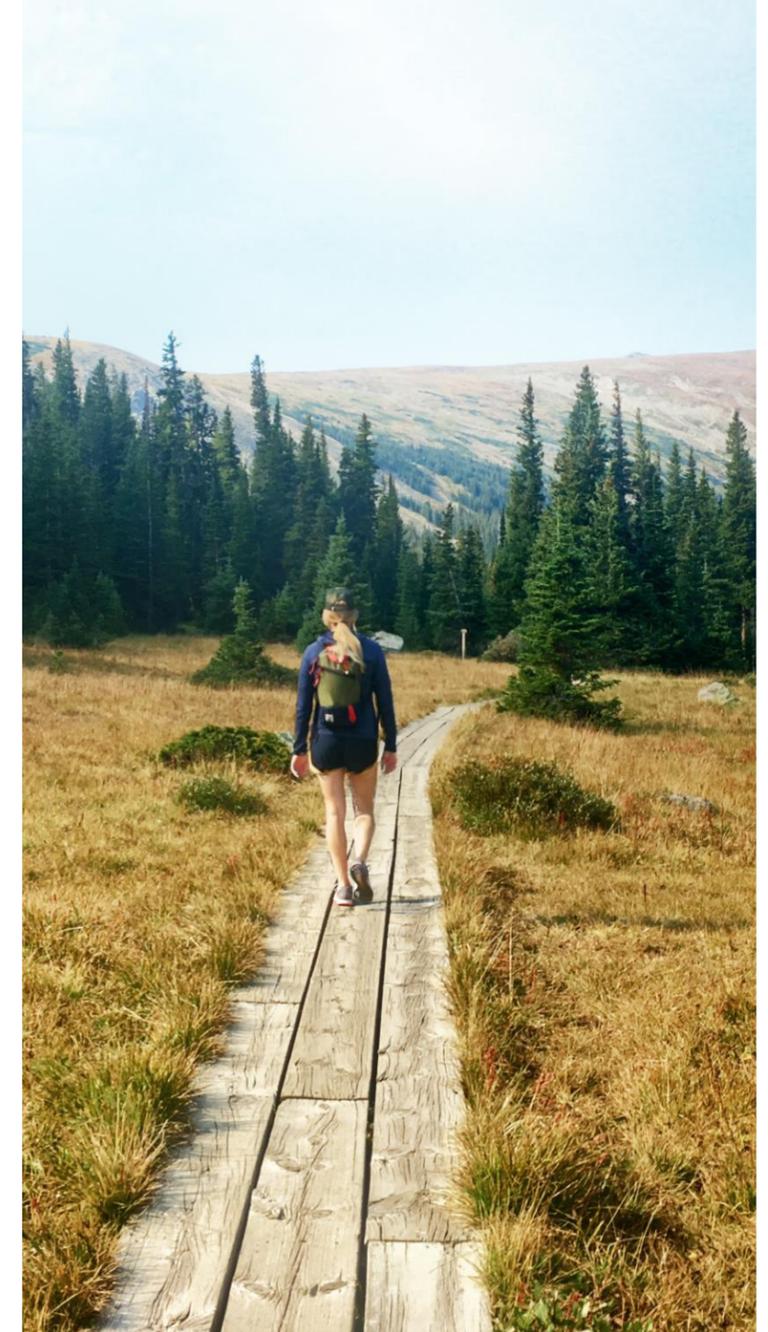
CAROLINA PINES RV RESORT: COASTAL SOUTH CAROLINA

Carolina Pines is a 846 site a ground up development RV Resort in Coastal South Carolina. The resort was completed by Sun Communities in 2019.



RIVER RUN RV RESORT: GRANBY, CO

River Run RV Resort is a 1,144 site a ground up development RV Resort in Granby, CO along with a 310 site manufactured home residential community. Phase 1 of the RV Resort was completed in August of 2019 and the residential community is currently under construction.



THANK YOU

Sun Communities thanks you for the opportunity, we look forward to investing in the City of Cle Elum and providing the local community with a development they can be proud of. Sun is committed to solving the need of affordable housing along with operating a best-in-class outdoor destination recreational vehicle vacation resort.

For further information please visit our website www.sunrvresorts.com/47-north/ or please connect by emailing 47northinfo@suncommunities.com.

