

# **EXHIBIT**

## **B**



Frank Hardy <fhardy@frankhardy.com>

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**Re: Fwd:**

1 message

Tue, Oct 18, 2016 at 4:39 PM

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Tom Dick <tomdick@foxfieldraces.com>  
Reply-To: tomdick@foxfieldraces.com  
To: Frank Hardy <fhardy@frankhardy.com>

That works...probably 1:30 pm, Thursday, October 27th, at your office. We'll talk about potential Civil Engineers, what a prospective development would entail, the right team for a development approach, the lot at the Franklin Subdivision, etc. Tom

— fhardy@frankhardy.com wrote:

From: Frank Hardy <fhardy@frankhardy.com>  
To: tomdick@foxfieldraces.com  
Cc: Frank Hardy <fhardy@frankhardy.com>  
Subject: Re: Fwd:  
Date: Tue, 18 Oct 2016 16:29:26 -0400

Good Afternoon Tom:

Of the days next week that you mention, I could meet with you on Thursday afternoon. Will that work for you as well? If so, just tell me where and what time works.

Regards,  
Frank

**R. Franklin Hardy**

Principal Broker  
Frank Hardy Sotheby's International Realty  
417 Park Street  
Charlottesville, VA 22902  
434.296.0134 office  
434.981.0798 cell  
fhardy@frankhardy.com

On Mon, Oct 17, 2016 at 2:36 PM, Tom Dick <tomdick@foxfieldraces.com> wrote:  
Frank; The way it looks now, I probably won't be in C-ville until the week of October 24 th, probably Tues, Wed., Thursday, on one of those days that week. Let me know what your calendar looks like. Tom

— fhardy@frankhardy.com wrote:

From: Frank Hardy <fhardy@frankhardy.com>  
To: tomdick@foxfieldraces.com  
Cc: Powell AAA-Beth <bpowell@frankhardy.com>  
Subject: Re: Fwd:  
Date: Sat, 15 Oct 2016 08:17:23 -0400

Franklin Lot: expect to see it this coming week.  
Tom: will be on the road a lot as well next week.  
Let me know your plans when you make them. I'll be in cville more the following week.

FH  
Sent from my iPhone

On Oct 13, 2016, at 4:49 PM, Tom Dick <[tomdick@foxfieldraces.com](mailto:tomdick@foxfieldraces.com)> wrote:

Frank; Good work. This is a start. Let's talk further about this hiring one of these firms. Would like get with you next week sometime in Charlottesville. As regards your P.S., the Franklin lot 25' pipestem easement is probably overgrown...I have't been there yet. Better take your wader's or boots. Check it out.

Regards, Tom

— [fhardy@frankhardy.com](mailto:fhardy@frankhardy.com) wrote:

From: Frank Hardy <[fhardy@frankhardy.com](mailto:fhardy@frankhardy.com)>  
To: [tomdick@foxfieldraces.com](mailto:tomdick@foxfieldraces.com)  
Cc: Frank Hardy <[fhardy@frankhardy.com](mailto:fhardy@frankhardy.com)>  
Subject: Fwd:  
Date: Thu, 13 Oct 2016 16:00:56 -0400

Good Afternoon Tom:

Here is the response from Waterstreet Studio.

Regards,

Frank

P.S. I plan to drive out to your lot in Franklin one day next week. I note the pipestem on the aerial map from the county and wonder if there is a driveway cut into the property or will I have to walk in?  
Thanks. FH

**R. Franklin Hardy**

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434.981.0798 cell  
[fhardy@frankhardy.com](mailto:fhardy@frankhardy.com)

—— Forwarded message ——

From: **Keith Whipple**  
Date: Wed, Oct 12, 2016 at 5:47 PM  
Subject: RE:  
To: Frank Hardy <[fhardy@frankhardy.com](mailto:fhardy@frankhardy.com)>,

Good morning Frank. Thanks so much for having us in. We greatly enjoyed the time with you and your team and hope to find more opportunities to work together.

RE per lot development costs: \$30K per lot remains a valid per lot proforma estimate but as you know this is entirely dependent on site specifics. Rural road sections will help. Existing road frontage may reduce necessary improvement costs. Well and septic pass throughs also could drastically reduce per lot development costs. We'd really have to know more but for typical Albemarle County development I think you could start there.

Hope this helps and please let us know if we can be of assistance. . .

Thanks and have a great rest of the week.

Keith

Keith P. Whipple

**waterstreet studio**

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**From:** Frank Hardy [mailto:[fhardy@frankhardy.com](mailto:fhardy@frankhardy.com)]

**Sent:** Tuesday, October 11, 2016 4:36 PM

**To:** Eugene Ryang; Keith Whipple

**Cc:** Frank Hardy

**Subject:**

Good Afternoon Eugene and Keith:

Thank you again for presenting at our office meeting last week. You did a great job and we all appreciated the information you shared.

I have a client who has asked me to try to find someone who can estimate for him development costs on a per lot basis. He does mean estimate, just a rough idea. He owns about 120 acres in Albemarle County and we believe the property could be divided into 19 lots. The land is gently rolling, mostly open and has good road frontage.

Do you know of anyone who could help us with this question given that amount of information?

With appreciation,

Frank

**R. Franklin Hardy**

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