



THE MERCHANT STRATEGY



Welcome to our e-newsletter from
[The Merchant Strategy.](#)

Our offices are at 1804 North Dixie Highway,
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The Strategist

TMS Is Opening Doors for Capital Group P3 Developments



It is a pleasure working with Mario Caprini and Eddy Sua at Capital Group P3. TMS has been providing introductions to city and county officials as well as, key staff. They've also set

up meetings to propose new projects and/or capital improvements. Mario and Eddy develop, construct economic engines, finance, lease and finally create really cool destinations. They joint venture with Hensel Phelps or Kast and build a team of best in class subcontractor specialists. Capital Group and Hensel Phelps are currently working on the Fort Lauderdale International Swimming Pool Hall of Fame peninsula, which also includes the tallest dive tower in the Western Hemisphere, a museum, stores, event center, restaurants and other amenities. Best of all... It generally costs the owner nothing or not much. The leases pay for the cost of the improvements. It is fun to work on these projects! Mario's favorite thing to say to Sharon is, "*too bad you don't know So and So...*" Invariably, she does!

Capital Group P3 Development (CG) is a privately held real estate development company with an exclusive focus on Public Private Partnership (P3) opportunities with municipal and governmental agencies. Mario Caprini is the CEO and has 36 years of experience in real estate development in Canada, Europe and the United States. Eddy Sua has 25 years of real estate and brokerage experience throughout South Florida.

TMS President at the School of Government Finance Convention



The American Rescue Plan was signed into law by President Biden on March 11, 2021 and allocates 1.9 trillion to COVID-19 relief and economic recovery. Sharon was invited to speak at the SOGF Convention in Daytona. Local officials are still trying to understand all of their expenditure options. Sharon's role was to discuss the various ways cities and counties are spending the American Rescue Plan funds. She also spoke about the best ways for interested individuals, companies, not-for-profits and other organizations to get involved in the spending discussions. You must build relationships with the decision makers. Attend meetings and show up early. Make personal connections. Better yet, hire Sharon to make those connections for you!

TMS is Providing Public Involvement for SCAT

We are on a team to provide public involvement to the Sarasota County Area Transportation (SCAT) bus service. In the next few weeks TMS staff will be headed over to Sarasota to take surveys on how the service might be improved. We will do this at bus stops, bus transfer stations, Sarasota/Bradenton International Airport, local community centers, county buildings, and in other public venues such as Siesta Key and Longboat Key. We will be doing this in person to ensure we capture a diverse group of visitors, workers, and/or residents who may not be aware of the online survey and those who may not have access to internet to complete it.



**Need Some Pampering?
Join Our Friend Tammy at Tranquil Moments on November 7th!**



Sally Says, by Sally Merchant *Chief of Security*



Happy Howl-o-ween. Can you believe my mom put this thing on me? How undignified for a guard girl like me. The only good thing about Halloween is that kids come to the door and I get to bark and scare them real good. Max is back! His folks are friends with my Mom. Max is a big old shepherd next door who likes to leave smart aleck pee mails on MY mailbox. I would like to eat Max, but my Mom would have a cow. I am pretty sure I could catch him. The rabbits and the frogs in my yard tease me, because they know I'm not fast enough. Same thing with the lady golfers. I probably could catch the old geezers, but I would be in serious trouble, and they are probably too chewy anyway. Eva is the new human at my office. My Aunt Kristi has been helping, too. More people for me to train at lunch time. It's exhausting. My office got new windows because the old ones leaked. This means lots of work men were in my office. I barked on the way in and on the way out – each time. They knew I meant business. Eva speaks Spanish. I think I heard her tell the guys putting in the new windows not to mess with me. Good advice! Mom says I was a real jerk at Dr. Buzzetti's office for my checkup. She put a muzzle on me! I can't help it if I have flash backs to the pound. I almost rode the needle for Pete's sake! That is why I take such good care of her and all my co-workers. While Mom was in Daytona, I was relaxing at Uncle Todd's house. He pampers me with hot dogs. He knows how to treat a girl. It soothes the savage beast. That's all for now. Sally.

[Email Sally Here](#)