

May 7, 1917.

Mr. S.C. Littlefield.,
Jacksonville, Florida.

Dear Sir:

This will introduce to you Mr. Geo. F. Cook, whom I am by this giving authority to talk for me, and represent me with you in the matter of the A.W. Hopkins tract.

He has copies of letters from you to me, and my answers thereto, giving our several propositions. He is prepared to close on the basis of a \$700,000.00 sale of this property to you and your clients.

He is authorized to sell you a one-fourth equity in the property on a basis of \$400.00, and on the basis of the property being purchased on the following terms: \$100,000.00 cash. \$50,000.00 annually thereafter. Deferred payments drawing interest at six percent. Hence, if you and your clients wish to close on the basis of a one-fourth equity immediately, this would require a cash payment of \$12,500.00 annually thereafter. Deferred payments drawing interest at six percent. Your clients paying one-fourth of all other expenses incidental to the holding of the property--such as taxes.

Or, it is my desire to immediately incorporate under the name of the Tamiami Trail Corporation, with a capital stock of two to five million dollars, as we elect. We putting the Hopkins tract into the corporation on a basis of a value of one million dollars. We then to proceed to raise money for the corporation as follows:

- (1) By sale of stock.
- (2) By sale of certain acreages selected by us.
- (3) By the sale of ~~my~~ city lots.
- (4) In addition to acreage and town sites to the white race, my idea is to lay off a model city for negroes and sell to them town lots and acreage.

I have every reason to believe that the incorporators of the Tamiami Trail Corporation will never be called upon to pay another dollar into the corporation but

that we will derive ample money immediately from sale of stock in the corporation, lots and lands to put in such developments as may be necessary, and to provide funds for our future payments.

Mr. Cook can go into detail as to this matter, with you; he has complete information and data and I am sure you will not be hard to convince that I have been more than a factor in the developments which have created a value on this property, which are creating a value today, and which will almost inevitably lead to one of the greatest developments Florida has ever seen.

I am giving you first preference of this 25% or one-fourth interest in this property, by reason of the fact that you have at several times almost made a sale of the property, but it strikes me that you have always tried to realize too great a profit immediately, from a sale.

I paid considerably more for this property than your figures would indicate that the property was listed with you for and I consider it the cheapest bought piece of property ever sold in Florida, and I am giving you and your clients an opportunity to get in on the ground floor--to share in a development and profit earning proposition which has never been equalled in Florida, not even by Miami.

Very respectfully,

JFJ/NH