### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# **SCHEDULE 14A INFORMATION**

#### Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934

Filed by the Registrant ⊠ Filed by a Par

Filed by a Party other than the Registrant  $\Box$ 

Check the appropriate box:

Preliminary Proxy Statement.

- □ Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)).
- □ Definitive Proxy Statement.
- $\boxtimes$  Definitive Additional Materials.
- □ Soliciting Material Pursuant to §240.14a-12.

Consolidated-Tomoka Land Co.

(Name of Registrant as Specified In Its Charter)

#### (Name of Person(s) Filing Proxy Statement, if Other Than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- $\boxtimes$  No fee required.
- □ Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
  - (1) Title of each class of securities to which transaction applies:
  - (2) Aggregate number of securities to which transaction applies:
  - (3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):
  - (4) Proposed maximum aggregate value of transaction:

(5) Total fee paid:

Fee paid previously with preliminary materials.

Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the form or schedule and the date of its filing.

(1) Amount Previously Paid:

(3) Filing Party:

(4) Date Filed:

On April 8, 2009, Consolidated-Tomoka Land Co. began mailing the following brochure to its shareholders:



For more information on our Company, visit our website www.ctlc.com





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Dear Shareholder: poor was-certainly an upprecedented year in the real estate market bat, despite market conditions, our Company recordly reported a profil of 8.54 per share for 2008. As we begin 2008, I wanted is share our biologils regraning how our Company will perform during the current market conditions.



As many of our long-term shareholders know, in 1999, the Company adopted a unique basiness plan that defers paying income taxes and reinvests 100% of the proceeds of qualifying sales their income producing properties, designed to produce stable earnings even during today's depressed real estate market.

We committed to minimize corporate debt and overhead expenses based on our knowledge that the real estate market has always been cyclical with periodic real estate down turns. Significant debt can severely weaken or even barkrayt any real estate company in advarte time by forcing it into disadvantageous transactions at the worst point in the real estate cycle.





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During the real estate "bubble," we adhered to ear commitment to low dolt while others did not. We have a smaller corporate staff tody than we did in 2000. Except for our agricultural operations, we subcentract all other work depending on work load. To cover operating expenses and produe stable income during challenging economic conditions, we accumulated a debetree sito million portfolio net-lease properties. These properties currently generate 802 million surrauly, and are expected to continue to produce a stable future cash flow.

In 2008 and 2007, the Company avoided the downward trend in sales but during 2008 the Company experienced a significant reduction in sales activity due to very challenging real senta and financial markes. Fortunately, our strong balance sheat and unique basiness plan allowed the Company to remain profitable while most of our press dat not.

While the Company often refers to "selling land," in reality, we are just exchanging our low income producing asset-our agricultural land- for a higher-value income property that produces a larger and predictable orgoing income stream. The Company believes those properties will appreciate in value over the life of the lease.

From an earnings, cash flow, and risk perspective, our income tax deferral of land sale gains, under Section 1001 of the Internal Revense Code is a strategy that corrects our agricultural lands, which are all located in Droghen Bench, into a gogerphically diverse portfolio of income properties. Our long-held Company lands are carried on our books at a very low tax basis and, therefore, land sales would generate very large toxable gains.

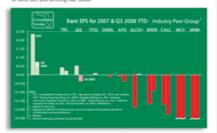
"The Company expects to remain profitable and financially strong during this economic downturn and to be able to take full advantage of any

## "The wisdom of our business model is evident when one compares our 2007 and 2008 operating results to our industry peers."

The 1031 process also allows the Company to postpore, hopefully indefinitely, the related income taxes and reinvest 100% of the gross proceeds of qualifying ades. To equal the equivalent after-tax returns from the 1031 process, alterative investments would need to yield a safe return of about 60% greater. In the last five years, approximately §3 million in low basis agricultural land was converted into §822 million in income properties on our balance sheet. Income producing commercial properties with superior locations have historically performed well as a hedge against inflation.

The Company, through a proprietary companer model, tests alternative strati-its business plan, which are reviewed annually by our Board of Dis This analysis has consistently indicated that our 1051 tax strategy creates the potential long term shareholder value. the highest

Real estate sales and development is a highly localized activity. Our Company's success is based on the execution of its basisses plan is a "commarky triendly manner" by a small, but very liabeted, learn of employees with the local knowledge and network to market our properties and to obtain the necessary governmental approvals required to both self and evelop our hade.



The windom of our business model is evident when one compares our 2007 and 2008 operating results to our industry peers. The Company has stayed the course during these difficult economic times will continue to focus on creating long term value for

The Company expects to remain preditable and financially streng during this conomic downtern and to be able to take full advantage of any new opportunities. In the interim we will prodently manage our lands and income property portfolio to improve leng term shareholder value. This includes our commitment to not sell company lands at a discourt in today's depressed market in order to boost enrings.

President & CEO A.H. M. Mum











