

City of Tampa Request for Proposal for Real Estate Development Rome Yard Mixed-Use Development

Submitted on

December 15, 2020

City of Tampa Purchasing Department

Tampa Municipal Office Building

306 E. Jackson Street, 2nd Floor

Tampa, Florida 33602

ORIGINAL



161 NW 6th Street | Suite 1020 | Miami, FL 33136

Telephone 305.357.4700

www.apcompanies.com

LANDMARK
CENTER



Cover Letter

December 14, 2020

City of Tampa
Tampa Municipal Office Building
306 E. Jackson Street, 2nd Floor
Tampa, FL 33602

Re: Request For Proposal for Real Estate Development Rome Yard Mixed-Use Development

Dear Members of the Evaluation Committee:

Atlantic | Pacific Communities, LLC ("A | P"), who will serve as the "Proposer" and lead developer, along with our partner **Leonard Burke with Cornerstone Strategic Partners, LLC**, respectfully submit this response to the above referenced Request for Proposal. We believe that our team is uniquely qualified to implement this mixed-income, mixed-use Transit Oriented Development ("TOD") with a vision that supports the West Tampa community, and will benefit the City of Tampa, future residents, neighbors, and visitors to the development site.

A | P is an affiliate of Atlantic | Pacific Companies, a fourth-generation, family-owned real estate company with over 125 years of experience in purchasing, developing, leasing and managing residential and commercial properties. The firm manages over 41,500 multifamily units in 7 states, employs over 1,430 persons, and has over \$2B in owned real estate. It is our understanding that the City of Tampa is seeking an experienced developer and development team. We believe we are the most appropriate partner for this endeavor given our track record and proposed development team which combines diversity, local Tampa and Hillsborough County presence, and industry-leading experience.

The A | P team consists of leaders in affordable and market rate housing development, and in particular, complex projects involving true partnerships with local government. Having developed in the last 6 years alone over 8,530 affordable, mixed-income and market rate housing units, we believe our experience and versatility will allow us to deliver on the City's and West Tampa's vision for the Rome Yard sites. The development team intends to deliver a high-quality new community with enhanced amenities which respects and integrates the rich historic heritage of West Tampa. We bring a winning combination of financial strength, expertise, and extensive experience working with municipalities on publicly-owned land, not-for-profits, community groups and residents across the country. Our strengths include proven experience with:

- *Revitalizing Florida neighborhoods*
- *Developing large-scale, mixed-income, mixed-use housing*
- *Creating transformative partnerships with municipalities, housing authorities and non-profits*
- *Pioneering job training and opportunities*
- *Delivering on commitments to our partners and the community*



We are excited to have the opportunity to partner with the City of Tampa, residents and businesses of the West Tampa Neighborhood, and the West Tampa CRA Community Advisory Committee to make a profound positive impact in the community. The development team commits to perform the work expeditiously and we are committed to consulting with and meeting the needs and desires of West Tampa's community stakeholders. We invite you to review our representative experience and credentials highlighted within this response. We hope that our successful track record and exciting development vision will speak for itself.

Atlantic Pacific Communities, LLC, is a for-profit limited liability company formed on September 12, 2013, Federal Taxpayer Identification Number 46-3600584. In the past five years, Atlantic | Pacific has done business in Hillsborough, Broward, Duval, Miami-Dade, Monroe, Palm Beach and St. Lucie counties in Florida, as well as in Texas, California, Maryland and Washington DC. For additional information on A | P Companies and the A | P team, please visit our website at www.apcompanies.com.

We have reviewed this RFP including Addenda #1 and #2 issued by the City on November 13th and December 7th, 2020, respectively.

Please do not hesitate to contact us for clarification or additional information regarding this submission.

Respectfully submitted,

Atlantic Pacific Communities, LLC

A handwritten signature in blue ink, appearing to read "H. Cohen", is written over a horizontal line.

Howard D. Cohen, Chief Executive Officer

Phone: (305) 357-4701

Email: hcohen@apcompanies.com

Mailing address: 161 NW 6th Street, Suite 1020, Miami, FL 33136

Cornerstone Strategic Partners, LLC

Leonard Burke, Managing Partner

Phone: (813) 909-9347

Email: leonardburke83@yahoo.com

Mailing address: 3206 Alamar Street, Lutz, FL 33558



We are excited to have the opportunity to partner with the City of Tampa, residents and businesses of the West Tampa Neighborhood, and the West Tampa CRA Community Advisory Committee to make a profound positive impact in the community. The development team commits to perform the work expeditiously and we are committed to consulting with and meeting the needs and desires of West Tampa's community stakeholders. We invite you to review our representative experience and credentials highlighted within this response. We hope that our successful track record and exciting development vision will speak for itself.

Atlantic Pacific Communities, LLC, is a for-profit limited liability company formed on September 12, 2013, Federal Taxpayer Identification Number 46-3600584. In the past five years, Atlantic | Pacific has done business in Hillsborough, Broward, Duval, Miami-Dade, Monroe, Palm Beach and St. Lucie counties in Florida, as well as in Texas, California, Maryland and Washington DC. For additional information on A | P Companies and the A | P team, please visit our website at www.apcompanies.com.

We have reviewed this RFP including Addenda #1 and #2 issued by the City on November 13th and December 7th, 2020, respectively.

Please do not hesitate to contact us for clarification or additional information regarding this submission.

Respectfully submitted,

Atlantic Pacific Communities, LLC

Howard D. Cohen, Chief Executive Officer
Phone: (305) 357-4701
Email: hcohen@apcompanies.com
Mailing address: 161 NW 6th Street, Suite 1020, Miami, FL 33136

Cornerstone Strategic Partners, LLC



Leonard Burke, Managing Partner
Phone: (813) 909-9347
Email: leonardburke83@yahoo.com
Mailing address: 3206 Alamar Street, Lutz, FL 33558

Table of Contents

Cover Letter.....	1
Table of Contents	4
Tab 1. Addenda.....	6
Tab 2. Florida Public Records Law	33
Tab 3. Executive Summary	37
Tab 4. Building Construction Company Information (Attachment B)	40
Tab 5. Scope of Services.....	46
• Tab 5.a. Preliminary Development Concept.....	47
1. Letters of Support from Blind Tiger Café, Pep Rally	70
2. Torti Gallas Map, Site Plan, Program, Building Use Plan, Phasing.....	73
3. Torti Gallas Sustainable Precedents.....	82
4. Torti Gallas Renderings of Model Homes.....	85
• Tab 5.b. Financial Capacity	92
1. Letters of Reference from Blue Arch, City National Bank, Rockpoint, Wells Fargo.....	106
2. Atlantic Pacific Communities Audited Financial Statements	111
3. Cornerstone Strategic Partners MBE Certifications.....	143
4. Pro Formas	148
• Tab 5.c. Experience and Qualifications.....	169
1. Leonard Burke’s Resume.....	192
2. AP Case Studies	200
3. Torti Gallas + Partners	236
4. Dix.Hite + Partners	254

5. Bohler Engineering	267
6. First Florida Constructors.....	279
7. Atlantic Pacific Management Portfolio.....	290
• Tab 5.d. Community Engagement/Minority Involvement	295
1. Letters of Support from Tampa Bay Works, Amskills, CareerSource, Building Toward the Future, Blind Tiger, Pep Rally	313
• Tab 5.e. WMBE/SLBE Firm Participation.....	320
1. M/WBE Certifications	322
2. Letters of Support from Subcontractors.....	350
Tab 6. Conflict of Interest Disclosure Form.....	353
Tab 7. Sub-Contracting Forms.....	357
Tab 8. Developer's Affidavit	375
Tab 9. Proposal Signature Form	382
Tab 10. Submittal Requirements.....	386
• APC Organizational Chart	390
• APC Experience	393

Tab 1

Addenda



**REQUEST FOR PROPOSAL (RFP)
FOR
REAL ESTATE DEVELOPMENT**

**ROME YARD
MIXED-USE
DEVELOPMENT**

ADDENDUM #1

ISSUED: NOVEMBER 13, 2020

Table of Contents

I.	PROCEDURE RELATED QUESTIONS.....	4
II.	INFRASTRUCTURE RELATED QUESTIONS.....	5
III.	FINANCIAL RELATED QUESTIONS	6
IV.	SELECTION PROCESS RELATED QUESTIONS.....	6
V.	PLANNING AND HOUSING RELATED QUESTIONS.....	7
VI.	TECHNICAL ASSISTANCE WORKSHOP TRANSCRIPT	8

INTRODUCTION

The purpose of this Addendum #1 to the Rome Yard Mixed Use Development RFP is to provide written responses to each of the questions raised either at the October 29, 2020 “Rome Yard Technical Assistance Workshop” or by separate emails received by Rob Rosner as of November 12, 2020 at 11:59 AM. As a result, Sections I – V of this Addendum #1 contain the questions concerning this RFP received by Mr. Rosner on behalf of the City as of November 12, 2020, at 11:59 AM and the City’s written response to each of these questions. Finally, Section VI of this Addendum #1 is a transcript of the October 29, 2020 “Rome Yard Technical Assistance Workshop”.

All potential proposers and developers are also reminded of the following:

- **Section 2-282(i) of the City of Tampa Code PROHIBITS any communication between a potential proposer AND a City official or employee during the solicitation period (and any subsequent protest or appeal) EXCEPT for communications with:**
 1. Any contact person specifically identified in the “City Solicitation” (i.e., Rob Rosner in this RFP);
 2. The Director of the Soliciting City Department (if any is identified in the City’s solicitation) and
 3. The City Legal Department.
- Questions regarding the City Solicitation can either be:
 1. Asked at a “pre-proposal” or “technical” conference, if one is noted or required in the City Solicitation; or
 2. Submitted via e-mail to the contact person specifically identified in the City Solicitation.
- Answers to questions properly and timely submitted by potential proposers will be provided by the City in writing by an “Addendum” to the City Solicitation.
- **Communications by bidders or proposers with City officials or employees in violation of these requirements (Section 2-282(i) of the City of Tampa Code) will result in an automatic disqualification of that bidder or proposed for selection in that pending City Solicitation and any subsequent City Solicitations for a period of six (6) months.**

These restrictions are currently in place. If potential developers and proposers have any additional questions regarding this RFP, those questions must be presented in writing to Rob.Rosner@tampagov.net prior 11:59 AM (Eastern Time) on December 1, 2020. The City will not respond to any questions received after that time and date.

I. PROCEDURE RELATED QUESTIONS

QUESTION #1: When is the application due, Tuesday, December 15 or Thursday, December 17? Page 4 of the RFP has Thursday, December 15, 2020.

RESPONSE #1: December 15, 2020 at noon.

QUESTION #2: Section V.C., “Required Documents For Submittal”, makes reference to a cover page under line item a. What information should we include on the cover page?

RESPONSE #2: Per the instructions in this section, include a clear identification of the written material by section and by page number section.

QUESTION #3: Section V.C., “Required Documents For Submittal”, makes reference to a cover letter under line item b. Aside from including information for Section IV.A, What other information, if any, do you recommend that we include in that letter?

RESPONSE #3: An introduction of your firm including an overview of your understanding of the project and scope of services.

QUESTION #4: Section V.C., “Required Documents For Submittal”, makes reference to a Addenda or addendum under line item c. Can you please provide additional details on this request?

RESPONSE #4: Please acknowledge receipt of the addendum / addenda and confirm that you have incorporated it into your submittal response. See section C(1)(d) – page 17 for instructions

QUESTION #5: Section V.C., “Required Documents For Submittal”, makes reference to building construction company information under line item g. Attachment B is referenced as a document needed under this section. On what page of the RFP can I find this attachment? Aside from attachment B, is there any other information that should be included in this section?

RESPONSE #5: This information should be provided under C (1)(g) as requested.

QUESTION #6: Section V.C., “Required Documents For Submittal”, makes reference to Scope of Services under line item h. Can you please confirm that all the submission requirements and/or documentation requested under section II of the RFP (pages 9-12) should be included in Tab 5. Scope of Services?

RESPONSE #6: YES.

QUESTION #7: Section V.C., “Required Documents For Submittal”, makes reference to Sub-Contracting Forms under line item j. The section makes specific reference to the submission of forms MBD-10 and MBD 20. The RFP includes forms MBD-30 (“City of Tampa-DMI Sub Payments”) and MBD-40 (“City of Tampa-Official Letter of Intent”). Should these forms be included in this section? Are these forms required with the proposal or are they optional?

RESPONSE #7: Forms MBD 10 (i.e. All Solicited Sub-Consultants/Contractors/Suppliers) and Form MBD 20 (i.e. All To-Be-Utilized Sub-Consultants/Contractors/Suppliers) must/shall be completed and submitted with Proposal at time of submission in order to be considered compliant/responsive to RFP. All other MBD Forms should be acknowledged (e.g. MBD-30, etc.) with authorized signature/date to indicate proposer’s intent to complete as applicable should they become recommended awardee

QUESTION #8: In which tab of the proposal submission document should sections IV.B., “Company Ownership Information” and IV.C., “References”, be included?

RESPONSE #8: IV.B., “Company Ownership Information Section B(1)(b) – page 10. IV.B., “References” – B(4)(f) – page 11.

QUESTION #9: At what point in time should the “Official Letter of Intent”, Form MBD-40, be submitted? Under which tab should this document be incorporated?

RESPONSE #9: MBD-40 (LOI) should be provided (ideally w/proposal) to confirm the commitment made between parties as listed on Form MBD-20. However, because Form MBD-20 is a binding document, the completion of LOIs can be submitted later when City declares a recommended winner, but prior to the award.

QUESTION #10: On Page 10 of the RFP, the maximum number of points for Community Engagement/Minority Involvement is listed as 20 points; and on page 14, the maximum point for this item is 15 points. Please confirm the maximum number of points available for this section.

RESPONSE #10: Page 10 has a typographical error. The correct number is 15.

QUESTION #11: Pages 17-18, Proposal Signature Form – Please provide signature requirement if the Developer is a limited liability company.

RESPONSE #11: On Page 42 of the RFP, the form includes Business Type for LLC. Please use this form.

QUESTION #12: Pages 15-16, Section IV. Submittal Requirements A through C lists information that must be submitted with the response. Should this information be included in Tab 10? If not, please specify where this information should be included.

REPSONSE #12: Yes. Submit as Tab 10.

QUESTION #13: Page 17 of the RFP, item g requires completing and submitting Attachment B - Building Construction Company Information. Please provide Attachment B.

REPSONSE #13: Attachment B has been included in this document.

II. INFRASTRUCTURE RELATED QUESTIONS

QUESTION #14: Where are the existing storm pipes and existing utilities running through the site?

RESPONSE #14: The existing utilities are shown in the RFP document as Figures 5 through 8 on pages 32- through 35.

QUESTION #15: What would be restricted as far as building over the existing utility lines?

RESPONSE #15: The sixty-inch (60”) RCP sanitary gravity mains cannot be built over and cannot have structures above them. Secondly, there is a storm elliptical pipeline fifty-three (53) inches by eighty-three (83) inches that traverses the site from southwest to northeast and then discharges into the Hillsborough River. This storm pipeline is also a gravity pipeline and does serve parts of West Tampa. It also cannot

have a structure placed over top of it, but it could have a greenway, roadway, or parking lot built on top of that pipeline.

QUESTION #16: Who is going to be in charge of the monitoring wells? Who's going to be in charge to abandon them, relocate them, repair them etc.? Will that be the developer? or would that be the City of Tampa?

RESPONSE #16: The central area of the Rome Yard property is a site that has been assessed under the State's Petroleum Restoration Program (PRP Facility ID No. 298625669). Groundwater monitor wells that were installed under that program have been or will be abandoned by the State's PRP Agency Term Contractor that was assigned to that site. All groundwater monitor wells for future environmental assessment activities will likely be installed under a Brownfield Site Rehabilitation Agreement and will be the responsibility of the party conducting that assessment.

III. FINANCIAL RELATED QUESTIONS

QUESTION #17: What is the structure (level of detail) around the financial data that is expected to be submitted with this project from a proforma perspective?

RESPONSE #17: The intention for receiving the financial information is to determine if the applicant is capable of funding the project as proposed. If certain credits or models are proposed, please reveal them. If a certain type of lending model is proposed, it will also need to be included in the proposal.

QUESTION #18: What you do expect in a proforma in regard to the land cost?

RESPONSE #18: Land costs are expected to be included in your submittal. Creative ideas for handling the land cost through different avenues such as outright purchase, long term leases (99 years), collaboration with the Community Land Trust, or other creative ideas are encouraged. However, any such creative proposals shall be articulated in the response.

QUESTION #19: Is this site located in an opportunity zone?

RESPONSE #19: Yes. It is in Opportunity Zone 43.

QUESTION #20: What is the city doing with leveraging dollars with foundations and corporations?

RESPONSE #20: No funding from the City or foundations or corporations is contemplated at this time. A proposer will have to assemble their own capital to finance its project redevelopment plans without assistance from the City.

IV. SELECTION PROCESS RELATED QUESTIONS

QUESTION #21: Is there any special certification needed to qualify as a female owned business or minority business?

RESPONSE #21: There is a certification process. Go to the City of Tampa's website at www.tampagov.net to the department scroll down menu, select the Equal Business Opportunity page. The certification

analyst is Ardail Allen. His direct number is (813) 274-5542. He will be able to assist you with regards to any questions regarding certification requirements.

QUESTION #22: What are the names of the members on the selection scoring committee, so that the cone of silence can be complied with?

RESPONSE #22: We do not have the names yet. We are still forming that selection committee. However, per Section 2-282(j) of the City of Tampa Code, NO contact should be made with any City of Tampa employees or officials regarding the RFP except in writing to Rob.Rosner@tampagov.net or the City Legal Department. Any unauthorized contact will result in an immediate disqualification of any response to the RFP and any future City solicitations for a period of 6-months.

QUESTION #23: Does the City have a brownfield credit program?

RESPONSE #23: No. The City does not have a separate brownfield credit program from the state's program. Both sites within the 18 acres have been designated as brownfield areas. Financial incentives are provided by the State of Florida under their program.

QUESTION #24: How would we reach out to potential developers? Would we contact them directly or do we need to go through the City?

RESPONSE #24: An attendee list of participants of the Technical Assistance Workshop has been included on the website. During the Workshop, some introductions of subcontractor and vendors were allowed. This list can be found in the transcript of the workshop included in this document.

V. PLANNING AND HOUSING RELATED QUESTIONS

QUESTION #25: What is the zoning for the site?

RESPONSE #25: This property has an NMU-35 land use (Neighborhood Mixed-Use) and an NMU-35 zoning. This information can be found on page 37 of the RFP document which includes a link to the specific code.

QUESTION #26: Would a PUD (PDA) be well received, or zoning to allow more like 50 dwelling units per acre?

RESPONSE #26:

A PD-A is restricted to 50 acres in the City Code. As a result, the site would not qualify for a PD-A. However, an application could be filed to rezone the site to PD. The current future land use category (NMU-35) limits the maximum density of the project to 35 units per acre. A FAR of 1.5 is allowed for mixed use projects, which is part of what the City is seeking by way of this RFP. Any proposed change to either the zoning (to PD) or the comprehensive plan future land use category would have to be reviewed by staff to determine if it would be supported.

QUESTION #27: What is the income range when you say affordable homes?

RESPONSE #27: When we say affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI. Then you have low income and very low income and so projects typically we need to have certain numbers. This request for an RFP as you know in West River, the Housing

Authority is building and meeting a lot of those numbers. What we heard from the community is that they did not want to concentrate poverty and so the request for low income, was that it be at 20%. There are some aspirational goals in terms of percentages of low and workforce housing that we are requesting.

When the City says “affordable” the City is referring to the State of Florida’s definition as contained in Section 420.0004, Florida Statutes. This means that housing must be affordable to a family with an income at 120% of AMI as described in the statute. The statute also identifies criteria for low income and very low-income persons and families. The City would like a mix of housing with at least 20% of the units meeting the “affordable housing criteria” as defined by Florida law on a long term basis . There are also some aspirational goals in terms of percentages of low and workforce housing that the City is requesting as part of the RFP.

QUESTION #28: Can you clarify residential mix of affordable and workforce type housing?

RESPONSE #28: We are looking for 20% of the housing that would be affordable to 80% of AMI and then on top of that 40% of the housing that would be affordable to families up to 140% AMI or workforce housing and then remaining 40% would be unrestricted to income level.

VI. TECHNICAL ASSISTANCE WORKSHOP TRANSCRIPT

The TECHNICAL ASSISTANCE WORKSHOP was held virtually on Tuesday, October 29, 2020 from 10:00 AM (EST) to 12:00 PM (EST).

Any further questions received between this Addendum December 1, 2020 by 11:59 AM (EST) will receive a response in Addendum #2. After December 1, 2020, no subsequent questions will receive responses. It is the Developer’s responsibility to ensure timely submission and receipt of questions.

The Attendee List was posted to the web site on Nov. 10, 2020 and will not be repeated in this document. The following sections represent questions and answer posed during the Technical Assistance Workshop on October 29, 2020.

Introduction by Rob Rosner, Director of Economic Opportunity: Mr. Rosner provided greetings, introductions of staff taking part in the session. The attendees were asked to put their name, company name and contact information in the chat window as the attendee list/sign in of record. They were also asked to specify if they are a minority or woman-owned business.

Purpose

The purpose of this RFP is to redevelop property that's in the West River area. The (18 acres) in the West River area is city owned, it is the former Rome Yard property. The City’s intention is to do a mixed income, mixed use development. The RFP was written to be fairly open as the City wants creative solutions for this area. It is a challenging site because of the current utilities that are in the area. This redevelopment is an important piece of the Mayor's Transforming Tampa’s Tomorrow (T3) initiative for trying to achieve ten thousand affordable units in seven years. The City wants to encourage workforce development, and to

have minority participation as a strong piece of this redevelopment process. The City would also like to have this project be a community engaged process, so whoever the selected developer will be will need to be a diligent partner within the West Tampa area.

General Instructions and Related Questions and Answers

Gregory Spearman, Director of Purchasing: Mr. Spearman was called on to review the procedures that are listed in the RFP submittal process and the expectations for qualifying submissions. Mr. Spearman reviewed important topics for proposers to be mindful of as they prepare their proposal responses.

Mr. Spearman directed the attendees to refer to page five of the RFP where there are Instructions to Developers. Mr. Spearman made special note of the due date and time as **Thursday, December 15, 2020 @ noon**. Please take into consideration you are going to have to go through security downstairs, you're also going to have to have a temperature check so I would advise you not to wait until the last minute because these steps can actually slow you down in terms of getting your proposal submitted to purchasing on time. All the developers are encouraged to read the entire document not just go to the meat of the proposal in terms of the scope. Please read the documents from cover to cover. Secondly, on page sixteen (16) of the document Section Five (5) it talks about submittal format please make sure you compile your document responses to follow the submittal format that's discussed and laid out on pages sixteen and seventeen. This will make it easy for staff to be able to compare proposals in terms of the information that's being submitted. Please do not deviate from the format. On page nineteen (19) of the proposal under item "E" #6 General Condition it talks about the Florida public records law. You should be reminded that everything that you submit in your proposal response is a matter of public record in the state of Florida, except for those things which have been identified by the public records laws as being confidential. So, if there is something you think this confidential you need to review the public records law and submit the information in a sealed envelope, so it's not made a matter of public record. The other thing to caution you to do is not to stamp your entire proposal confidential. That is a non-starter and will immediately get your proposal disqualified.

All questions need to go through Rob Rosner as the single point of contact. This is identified on page four of the document. Any questions or information that comes back from the city will come through Rob Rosner. So, don't discuss with the staff don't have any discussions with City Council with them here anyone in the community. On page twenty-one (21) of the documents, item "F", talks about the city of Tampa Ethics Code. We cannot have any employees with the city involved with this project. On page twenty-three (23) the governing law and venue, "should there be a dispute of any kind it will have to be brought forth in a court having venue in Hillsborough County." Also pay attention to item "N" on page twenty-three (23) Equal Opportunity. now the most important part perhaps is on page twenty-six (26) item "V" Communications Policy, all communications have to be directed through Mr. Rosner. Any information or questions you have will be submitted to him via email and the response from the City once he collects it will be transferred back through him to the proposer. The communication policy is very strict. Please make sure you pay particular attention. We have a procurement protest procedure on page twenty-seven (27), should there be any reason to protest. On page twenty-eight (28), we talk about indemnification and insurance. These are non-negotiable terms you must follow all the RFP terms conditions as laid out. The

form section starts on page forty (40). The form should be filled out completely, please do not leave anything blank on the forms make sure that when you are asked to notarize a document that you have a notary to sign the documents otherwise your proposal is going to be considered incomplete. Often when developers or proposals put together their proposals there are two teams, a technical team that responds to the detailed content and then you have your legal team. Sometimes the two teams don't talk to each other maybe the ones on the call this morning are part of the technical team. Please advise them not to do any strike throughs in the RFP and not to offer any terms and conditions which are not in the RFP. If you strike through or alter the document in any way and if you submit any terms conditions that are not in the document, you will be disqualified. So, make sure that your technical team and your legal team are on the same page.

Vanessa McCleary, Housing & Community Development Manager: Ms. McCleary began on page fourteen (14) of the RFP, where the scoring criteria is listed. Once the RFP is live, City staff will go into a "cone of silence". Therefore, any questions must go through Rob Rosner. When the applications come in, we will have two teams that will do a review. One team will do a technical review, making sure that the submission is technically sound and something that could be developed in the way that it is proposed. The other team will be made up of subject matter experts, such as developers, financial experts, architects etc. that will assist in reviewing the applications to make sure that the project can meet the needs identified.

She emphasized the City's desire to select a project that is consistent with the West River Plan. It needs to provide benefits to the community in terms of housing, commercial development, job creation, and compatibility with the West Tampa neighborhood. She noted in the table of criteria that the City desires to have the developers to include minority participation in their proposal and bonus is given for actual minority financial equity in the project. She reiterated that the community was very involved in the process for developing this proposal. As the plans are moving forward, the selected developer is expected to maintain ongoing communication with the community. When the scoring process takes place, it will be done in a public meeting. You will be allowed to attend and listen in as we score the applications, but you are not able to make any comments.

Infrastructure Related Questions and Answers

QUESTION: I am curious about the storm pipes and existing utilities running through the site. Is there someone who could elaborate on those items like what they are and what would be restricted as far as building over them?

RESPONSE: Brad Baird, Deputy Administrator of Infrastructure – There are three primary utilities on this site. The sanitary facilities -all three of these serve offsite customers. The first of these is a pair of sixty-inch (60" RCP) sanitary sewer interceptor lines. They traverse the property from northwest to southeast. One of the lines is in service and it serves about one-third (1/3rd) of our customers in the Wastewater Department service area. The other 60-inch RCP or reinforced concrete pipeline is abandoned, and it is immediately to the northeast of the pipeline that is in service. Those two pipelines or at least the one that's live cannot be built over and cannot have structures over it. However, it could have a greenway and or a roadway over top of the pipeline as long as the City could access that pipeline for maintenance. Secondly, there is a storm elliptical pipeline fifty-three (53) inches by eighty-three (83) inches that

traverses the site from southwest to northeast and then discharges into the Hillsborough River. This pipeline is also a gravity pipeline and does serve parts of West Tampa. It also cannot have a structure placed over top of it, but it could have a greenway or roadway built on top of that pipeline. Third is a water transmission main it's a twenty-four (24) inch water transmission main that goes from East to West in the northern one-third (1/3rd) of the site. This pipeline is under pressure so it could be relocated to the North of the site and tied back in on the East side of the site. The previously mentioned pipelines, stormwater and wastewater pipeline, would be very difficult and expensive to relocate those because they are gravity pipelines. If you extend their length, you may not have enough slope on the pipe for them to operate properly. You would have to have a professional engineer look at that and see if that is a possibility.

RESPONSE: *Eric Weiss, Wastewater Department Director* – On the greenway concept, the City would allow shrubs and grass, but no trees that could get in the way.

QUESTION: As a clarification, would a parking lot, or similar surface parking would be acceptable over these utilities?

RESPONSE: Brad Baird – Yes.

QUESTION: How big did you say the storm line was?

RESPONSE: Brad Baird – Fifty-three (53) inches by eighty-three (83) inches. It is an elliptical pipeline.

QUESTION: I would like to know who is going to be in charge of the utility location for the project for locating the utilities to be to make sure that everything is verified. I mean, would we have to work directly with the City of Tampa? Or is it going to be us working with the developer?

RESPONSE: Rob Rosner – You would have to work with the developer because that would be part of the development process to put in whatever utilities would be necessary to build your project. Correct (Locating the utilities, previous to make sure that everything is verified?) it is the responsibility of the developer to establish what they would need to do.

QUESTION: Albert Rodriguez representing Ambient Technologies – I want to know, who's going to be in charge of the monitoring wells? Who's going to be in charge to abandon them, relocate them, repair them etc.? Will that be the developer? or would that be the city of Tampa?

RESPONSE: Rob Rosner – It depends on who owns the monitoring well. I would imagine that if it is a City-maintained monitoring well then, we either have to choose to abandon that and put other monitoring wells.

RESPONSE: *Josh Ellis on behalf of Dan Fahey representing City of Tampa Solid Waste/Environmental Division* – Rob, you are correct. It depends on who is the owner of the well.

QUESTION: Rob Rosner – so to answer his question, though, if it is within the property site, we will have to abandon that monitoring and install new monitoring wells if still required? Or are we going to require the developer to put monitoring wells as a replacement? can you answer that?

RESPONSE: Josh Ellis – I'd have to defer that to Dan Fahey, but that would be my understanding that that probably would be the case depending on if the current monitoring wells are there under City requirement. We have to look into that to determine what those wells are being used for and whether

they need to be continued to be used by the city or not, but we can get Dan Fahey to follow up with the precise answer on that if needed.

QUESTION: Albert Rodriguez representing Ambient Technologies – I'm trying to reach out to whoever is in charge of that process.

RESPONSE: Rob Rosner – We can provide that information to you once we confirm with Dan Fahey.

QUESTION: (From Chat – Name Unknown) – What do we have for Phase One Environmental report on the site?

RESPONSE: Josh Ellis – I'm not sure if we have any phase ones on site you can check the Department of Environmental Protections website as far as phase ones go I'm not aware of any, but I can get back to you if we do have any.

RESPONSE: Vanessa McCleary – There is an old Phase One, the city is in the process of applying for an EPA grant to update that document. It is on the website as part of the documents, but a Phase One was completed when it was designated as a Brownfield. We will be updating so before you get to the development stage, we should have that.

RESPONSE: Josh Ellis – The site was designated a Brownfield site by the City of Tampa back in 2012.

RESPONSE: Rob Rosner – There are two documents on the website for that one. It is the Brownfield designation resolution and the other one is the staff report 2012.

QUESTION: Albert Rodriguez representing Ambient Technologies – Has there been a geotechnical assessment of the of the whole project site?

RESPONSE: Rob Rosner – There has been some geotechnical work done over the years, but there has been no comprehensive work done to date.

RESPONSE: Josh Ellis – Yes, there's been limited side assessor work but not entire location lines.

QUESTION: Albert Rodriguez representing Ambient Technologies – There will be a need for that I am assuming?

RESPONSE: Josh Ellis – Yes.

QUESTION: Richard Cavaleri – What are the City of Tampa funds available for infrastructure improvements? Are there any immediate plans to improve the roads in the area?

RESPONSE: Eric Weiss – We reserved a twenty-five (25) by twenty-five (25) foot area for a future wastewater pumping station that would solely serve the properties across the street on the river. We just recently found that they are really low so to help preclude any overflows we are going to be building a pumping station for those five or six houses across the street on this property. It can be moved slightly north or south. We can work with whoever the winner of this selection is for an exact siting of the pump station.

RESPONSE: *Milton Martinez, Mobility Department:* I would like to let everyone know that the City has our Walk/Bike Plan Phase One Rome Avenue was identified as one of the corridors where he want to provide multimodal facilities from between Kennedy and Columbus of which this parcel is within those

limits. Adjacent to this parcel the design is showing what was being contemplated because there's no sidewalk on the east side of Rome Avenue. We were looking to construct a multi-use path which will be part of our BUILD Grant. We just recently received notification that we've been awarded a BUILD Grant FY20. The BUILD Grant is to construct the multimodal connection on the West side of the River, so for this portion of Rome, will be a part of the connection to that trail and also extend up to Columbus. The thing to keep in mind as you tie in with this site development consideration in the right of way that we do not want to preclude the ability to put in a multi-use path on the east side of Rome.

Selection Process and Procedure Related Questions and Answers

QUESTION: Joseph Robinson, representing West Tampa CRA CAC – What are the names of the members on the selection scoring committee, so that the cone of silence can be complied with?

RESPONSE: Rob Rosner – We are still forming that list right now and we should have that out by the time the addendum is released.

RESPONSE: Vanessa McCleary – Just to clarify on that, anyone who is on the selection committee would not be able to have any relationship or conversation with a respondent. So, we thought we would wait until after this meeting just so we can get a feel for who was interested and not choose any of you to be a part of that.

RESPONSE: Gregory Spearman – Any members who are on the selection committee you can only have discussions with the committee members you cannot have discussions outside of that group. It has to be internal within the committee.

RESPONSE: Rob Rosner – If you plan to submit as a subcontractor for anybody either as a designer or a minority participant then you will not be eligible to be a member of the selection committee.

RESPONSE: Gregory Spearman – All members of the selection committee will be required to sign a confidentiality agreement, that agreement is very specific in terms of how that process will work. It basically limits and prohibits our conversations outside of the committee with anyone. So again, that is to make sure that the procurement process and evaluation process remains pure, and we don't have any information or violation or process that will derail the project. That will be a requirement of everyone who sits on the committee. That agreement will be given to committee members at the time that the proposals have been deemed as responsive and responsible which purchasing will do and then pass on to Rob for distribution.

QUESTION: Brenda Allen, President Urban Progress Alliance Inc. which is a grassroots nonprofit organization. We are looking to build affordable housing in the West River area. We are seeking funding through investors philanthropist, private and individuals. – Is there any special certification needed to qualify as a female owned business or minority business?

RESPONSE: Gregory Spearman – speaking in place of Gregory Hart of the EBO Office: Mr. Spearman provided the response. There is a certification process. Go to the City of Tampa's website at www.tampagov.net to the department scroll down menu, select the Equal Business Opportunity page. The certification analyst is Ardail Allen. His direct number is (813) 274-5542. He will be able to assist you with regards to any questions regarding certification requirements.

QUESTION: (From Chat – Danny Miller) - Does the city have a brownfield credit program?

RESPONSE: Rob Rosner – Yes, we do.

RESPONSE: Josh Ellis – The city designated this site a Brownfields back in 2012 with the understanding that whoever decided in the future to develop the property would have the ability to enter into a Brownfield Site Redevelopment agreement with the State of Florida to take advantage of their financial incentives and regulatory benefits so that's the purpose behind it being designated Brownfield. Currently it is for any future developers to utilize and take advantage of the incentives that are provided by the state under the Brownfield Program.

Financial Related Questions and Answers

QUESTION: (From Name Unknown) – What is the structure (level of detail) around the financial data that is expected to be submitted with this project from a proforma perspective? Are we expected to go to a deeper dive and fully layout you know if we're going to pursue Brownfield credits things of that nature? Should we be drilling down that deep at this level? I saw in the RFP that you weren't expecting us to give a definitive number on an offer for the land at this level, just wondering if that applies to the full proforma of this project at this time as well?

RESPONSE: Rob Rosner – Our intention of getting the financial information is to see if you are capable of funding the project as you are proposing it. If you are going to be using certain credits or models to do so, we want you to reveal them. We don't need you to have the deal in place. If you're going to use a certain type of lending model will need to see that.

We did something very similar for the RFP for the old City Hall parking lot which is now the HRI hotel being built there. We asked for submission of information where they had like seven different forms of funding. In their proposal, we wanted to know how that would work. They proposed what that would be in their total project. Their loans were not in place. They just showed us they were capable of doing it and where they were getting their funding from. So that's what we are asking for here is, are you capable of funding and financing this project and what assumptions are you making in your financial model?

QUESTION: (From Name Unknown) – But as far as in a proforma is it typically? It's not in my proforma to show my total development costs, I've got a value in for what I'm paying for the land are you guys saying that you don't want us to get to that point right now at this level, understanding that in the next round there's going to be more information that is going to be flushed out that allows us to drill down into our program more?

RESPONSE: Rob Rosner – No, if the cost of the land is something you're asking to be put into the deal, then you're going to have to identify what you think that value of the land is in your proforma. If you are asking for the land value to be discounted, or if you want to say you would like to lease the land for a dollar for 99 years, then you are going to have to come up with that value in your proposal. You have to talk about that final number in your proposal as it will come up in the negotiation process if you are selected. You have to tell us what you want to do with the land and if you are going to want to buy it,

lease it, do something with us with the Community Land Trust or some other concept. We are open for creative ideas, but you'll have to disclose that in your proposal.

QUESTION: (From Chat – Name Unknown) – Is this site located in an opportunity zone?

RESPONSE: Rob Rosner – Yes, it is in Opportunity Zone 43.

QUESTION: Michael Randolph – What is the city doing with leveraging dollars with foundations and corporations?

RESPONSE: Vanessa McCleary – This meeting is about the Rome Yard RFP and it's for developers to put together their own capital stacks. That would be a conversation that we could have offline, or you could have a conversation with some of the developers that are here about how you can assist with utilizing some of those dollars with their project. It is not for the City to provide dollars to the developers who are proposing.

Selection Process and Procedure Related Questions and Answers

QUESTION: (Angie Miller, President of One Kin Roof) a charitable organization headquartered in Tampa we build inclusive communities that foster intentional connections for people of all ages backgrounds abilities and disabilities. I had two questions one is for the City of Tampa. How do you guys plan to include more diversity within the RFP? How would we reach out to potential developers, would we contact them directly or do we need to go through the city?

RESPONSE: Rob Rosner – I will answer the second one question first; contacting the developers will be your responsibility. We will provide what information that we have and that is what we're getting right now at this meeting. These are the only proposals that we know of. We can't predict who will propose on us so that'll be your choice of who you choose to pick as a proposal to sell your services.

RESPONSE: Vanessa McCleary – If you look on page 14, at the scoring criteria the way that we're trying to make sure that there is diversity and inclusion is there's one section that talks about community benefit, 15 points are allocated for that. As much as we are looking for people to show us what they can do with the bricks and mortar we're also looking to see how they are going to continue the Mayor's priority of creating inclusive communities.

This is the time for everyone to ask questions. Once this meeting is over, we will type up all the questions and responses that will be sent out to everyone who has put their information in the chat. Please know that any questions asked are public record, so we do send them out to everyone so that we have a level and equal playing field. You will receive that information as well. I believe we provided dates by which we needed to get the questions in and would respond. You will receive that information so that you can have it in time enough to put together your successful proposals and submit.

RESPONSE: Rob Rosner – One clarification, we will not be emailing this to you. When we post it in a week or so, you will be able to download everybody's questions from a single source, so everybody has the same access to that information. You are welcome to contact me about when that is up, because of the way our process works it will be posted to the website for you to download.

QUESTION: (From Chat – Name Unknown) Will you be posting a list of people who attended today and their company info and if they are WMBE etc., or should we be going back through the chat and taking notes?

RESPONSE: Rob Rosner – No, we will be including the list of what's in the chat here as part of the notes for this you are welcome to go through the chat and take any information you want now but all the information that's going in the chat we will respond to all. We specifically asked for the name, company name, and email address of today's responders so that we could share that information.

QUESTION: (Name Unknown from Chat) When looking at the strategic plan, there are two different zonings what would be the density for this site? I saw 25 – 35 units per acre. Would a PUD be well received, or zoning allowed more like 50 units an acre?

RESPONSE: *Abbey Feeley, Director of Development and Growth Management* – Right now, this property has an NMU-35 land use (Neighborhood Mixed-Use) and an NMU-35 zoning. The land use will allow you to use either density or intensity to be able to develop the site. It allows for an FAR of 1.5 if you are proposing a vertically integrated, mixed use building or straight residential. Whatever is most advantageous, but the density if you utilize FAR may end up being somewhere at the fifty (50) dwelling units an acre, but you would have to utilize the FAR to maximize the site. I don't believe that there is a desire to do a comprehensive plan amendment since the Neighborhood Mixed Use categories were just recently created when the West River Master Plan was conducted. So, I don't believe that would be a direction to go. We are looking for innovative approaches to this property. You will want to review that NMU-35 zoning category. There are build-to lines in that category. There are street hierarchies and classifications and also façade transparency requirements. There are many design elements that are contained within the zoning that currently governs the property. That is representative of the intent of the West River plan and the desires to have form in a certain manner in this area of the city. Right now, that site has two roadways the Rome roadway and the Oregon roadway and there would be building placement that would be articulated and directed through the zoning code. We have not had a pd come into West River yet, there is a design exception mechanism that is in the code for relief to some of those regulations so I would definitely take some time to look through that zoning and how that will impact the potential design of the property.

QUESTION: (Name Unknown from Chat) Would a PUD be well received?

RESPONSE: Rob Rosner – I guess that would be a PDA if somebody wanted to do something beyond that, but they have to have some special....

RESPONSE: Abbey Feeley – A PDA is restricted to 50 acres right now. So, I don't think it would qualify. It would have to be a PD. I don't know that we have looked at that either way. The desire and the utilization of the PD is to achieve something that is in keeping with the administration's desires for this property. Then we would probably be supportive of that. It would really depend on what was coming in the PD package and what the issues were on the property that required the PD to be proposed. I think that would have to be flushed out. That would be the mechanism, if not available through the design exceptions, which the code currently permits so if that is the desire. I would put that in the proposal and try to outline what it is that you are utilizing in that plan to achieve.

Rob Rosner – Before this workshop is over if you do have a question, please put in the chat or speak up we would be happy to answer those questions and if there's something you think of after this for some

reason you could always email me those questions we will still be taking those information down between now and when we issue the addendum with all the answers for the questions.

QUESTION: Michael Randolph what is the income range when you say affordable homes?

RESPONSE: Vanessa McCleary – When we say affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI.

QUESTION: Michael Randolph – How do you cater to the families making below that amount below 120%?

RESPONSE: Vanessa McCleary – Affordable (we are using the states definition) meaning affordable to a family with an income at 120% of AMI. Then you have low income and very low income and so projects typically we need to have certain numbers. This request for an RFP as you know in West River, the Housing Authority is building and meeting a lot of those numbers. What we heard from the community is that they did not want to concentrate poverty and so the request for low income, was that it be at 20%. There are some aspirational goals in terms of percentages of low and workforce housing that we are requesting.

RESPONSE: Rob Rosner – I believe the number was that 20% of the homes needed to be 80% AMI.

QUESTION: Brian Prince, Flaherty & Collins Properties – 20% up to 80% AMI and then 40% was up to 140% AMI, is that 20% within that up to 140% AMI or are we looking for 60% of what's deemed to be workforce and affordable. Then you are looking at the 20% that's not included in that 40% that's up to 140. It's kind of tricky as you are reading it.

RESPONSE: Vanessa McCleary – We are looking for 20% that would be affordable to 80% of AMI and then on top of that 40% that would be affordable to families up to 140% AMI or workforce housing and then 40% would be market rate.

QUESTION: Brian Prince – Is the target more of the workforce demographic or a blend of families with larger units (more bedroom units). A mix of products. Is there a preference to a 3-bedroom unit, a 4-bedroom unit to target the family as a result to that school being there?

RESPONSE: Vanessa McCleary – We did not want to be too descriptive because this has to make sense to the community. The City is responding to what the community wants to see. I would personally say yes, we need three bedrooms. If you look at the market, your folks will do a market study to see how many 3 bedrooms are available and where the gaps are. In terms of preference, we would really direct you more to the community more than the City. This is a community project.

QUESTION: Kristen Washington – for the 80% AMI, what we have come across is we have individuals and families that qualify, but they are kind of in that sweet spot. They make too little to qualify for the 120 or 140 AMI, but they don't quite fit into the 80% AMI in the middle range where they can't qualify for those homes. Is there anything to help those families out?

RESPONSE: Vanessa McCleary – This RFP is about the development of the project. There are programs between the City and County and also banks that are offering. I am not sure how someone falls into an in between spot because we have a program that goes to 80% of AMI, where we provide \$30,000 towards down payment assistance. We have a program where we provide \$15,000 to a family between 80% – 140%. There are several lenders basically. It is coming down to whatever that price point is. So when you

put them on the market and the development, there are homes that are affordable to that, but that's not a discussion to this RFP, but more of an offline conversation.

QUESTION: Tina Young – Did any of the developers that are interested in the project mention what they are looking for in a non-profit to partner with?

RESPONSE: Rob Rosner – I do not recall anything specific, but I do recall that Brian Prince mentioned he is willing to work with non-profits in the area just to get to know them.

RESPONSE: Brian Prince – I am 100% open and looking for local nonprofit partners. We welcome all phone calls and conversations.

Introductions of Vendors or Subcontractors to Developers in Attendance

Rob Rosner opened the floor to any subcontractor or minority participants who are not a proposer and would like to introduce themselves to the group please do so during this portion of the workshop.

Ron Spoor – Habitat for Humanity of Hillsborough County. We develop sustainable affordable homeownership opportunities. If proposers are interested in providing affordable homeownership as a part of their proposal, we welcome the opportunity to speak with you. We can be flexible relative to architecture and housing type to compliment your overall development plan.

Ernest Coney, CDC of Tampa. We are a comprehensive community development corporation. We specialize in community engagement to bring the community together and do visioning as well. We also do workforce development. We have a vocational school that provides certifications as well that can be a part of this partnership. We also build affordable housing, both single family and multifamily in various aspects.

Albert Rodriguez, Ambient Technologies and Subsidiaries: We provide a variety of services that could be useful for this project. The things we offer are Utility Location, Designation & Mapping, Vacuum Excavation for Utility Verification Using, Soft Digs and Trenching, Environmental & Geotechnical Drilling, Concrete Coring, Geophysical Services for Geotechnical and Environmental Assessment, Non-Destructive Testing, Pile Testing, Location of Rebar and Post Tension Cable for Structural Evaluation.

Erich McCartney, Lima Construction: We are a design build construction management firm. We are looking to partner with a developer and provide pre-construction price estimating services on the front end of this project.

Ed Siersema Jr, GHD Services Inc. of Tampa: We provide environmental, remediation and geo technical services. We are more than happy to talk to any developers that may need our help.

Andrew McNutt, Matcon Construction Services, Inc.: We are a general contractor, construction manager. We also provide sub-contracting and structural concrete services. WMBE and DBE certified.

Joe DiStefano, Tierra Inc. – Certified minority firm with the City of Tampa. We have been in Tampa in business since 1992. We provide geo technical materials testing and environmental contamination support. Would love the opportunity to support any of you in that area for this project.

Brian Prince, Flaherty & Collins Properties: We are developers of multifamily mixed-use market rate properties. We look forward to having a conversation as well with any and all non-profits in the area.

Michael Randolph, West Tampa Community Development Corporation: We are focused on social economic strategy that includes both bricks and mortar but more importantly involved making sure that residents in the community are transformed as development take place. As the CDC, we are recognized by the federal government as a community economic development engineer.

Kristen Washington, EXP Realty: I am in custom an affordable home development with a partnership with Infinity homes of Florida Tampa Bay. We currently do have a partnership with the city. We build affordable homes and we look forward to being part of this product.

Joseph Robinson, West Tampa CRA Community Advisory Committee Chair: Mr. Robinson provided additional insights into the community's expectations. The community just wants to make sure that opportunities are there for small minority and women businesses. That there is a community feel that ties into the mobile transportation. This has been a 3-5-year process. We have a lot of enthusiasm and interest. West Tampa has a lot more amenities. This is an opportunity zone and close to the river. We have been waiting over 50 years to get something going on in the area. We hope we get a winning team that listens to us. We meet on the 4th Tuesday of every month virtually at this time because of COVID, so we invite everyone out to our meetings. We appreciate everyone for their efforts. For the record, my firm has no intention of doing anything on this project, please do not call me. It is my plan to be a part of the selection committee.

Tina Young, Member of the West Tampa CRA CAC: She is the Executive Director of Project Link. They are a nonprofit that has been doing business in Tampa for 30 years. They specialize in family support services, community engagement, mental tele health services youth development and sustainable housing and education.

Michelle Van Loan, Director Community Redevelopment Areas: Ms. Van Loan thanked all participants for their interest. We have a very engaged community that is looking forward to your submissions.

Jesus Niño, West Tampa CRA Manager: Mr. Nino encouraged people to go to the West Tampa CRA website. We do have additional documents that are there to help you. The property is located within a community redevelopment area which is the West Tampa one. Each redevelopment area has its own master plan and strategic action plans. Those two plans in addition to the West River plan are on the website, so I encourage you to look at that. One housekeeping item, I am starting to get phone calls related to the RFP. I have been referring them over to Mr. Rosner so I would encourage you to call him instead of me if you have questions on the RFP. Another project I want to let you know about is that we have a Main Street Corridor Study underway by City staff. Randy Goers is leading that project so you might want to look at that also. In the future that would connect Main Street over to the project and Riverwalk.

Final Announcements

Vanessa McCleary – As a reminder, we are going into the cone of silence. Any questions need to go to Rob Rosner. We will provide all the updates on the same page where you find the RFP. We will post any helpful materials on the site. We have also added the environmental study to the website. You will be able to go to the website to see the questions. We are looking for whoever is responding to have minority participation in their development team, but also in job creation, housing. We are looking for an inclusive

community that meets the needs of everyone. We want this project to be sustainable and we thank you all for attending and look forward to seeing some creative projects.

Greg Spearman – Please read the document thoroughly before you respond. Make sure you abide by the communication policy. Make sure you get your responses in before the due date, if you are one minute late, we cannot accept it. Have your technical and legal team work together, if there are any questions about the terms or conditions reach out to Rob Rosner and do not alter any of the terms or conditions that will get you disqualified.

Gregory Hart – Mr. Hart wants to emphasize that the City as you well know the City is focused on equity, diversity, and fairness particularly in its economic development arena. We do have tremendous resources here in the Tampa market. The NAACP Economic Empowerment Center is one of those resources that helps us build relationships and conduct some matchmaking with vendors and contractors engaged in business with the city. We have our local Prospera which is the Hispanic business development group and resource center. <https://prosperausa.org/west-coast-of-florida/>. We also have partnerships with our small business development centers one of which is supported and funded by the University of South Florida the other by our home County Hillsborough County and the local LGBT Chamber of Commerce is a partner of ours. I just want the listeners to note that the City stands ready to provide any kind of assistance in your wanting to know who is in our marketplace to foster your inclusion diversity interest in efforts to meet the city's expectations.

END OF ADDENDUM #1

ATTACHMENT B

BUILDING CONSTRUCTION COMPANY INFORMATION											
BUILDING CONSTRUCTION COMPANY INFORMATION											
Company Name:					DBA:						
Address:											
City:			State:			Zip:					
Name of Contact Person:											
Phone:		()									
Alternate #:		()									
Fax:		()									
Email: _____ @ _____											
Organization Type:	{ }	Individual / Sole Proprietorship	Date Established								
(please check one)	{ }	General Partnership	Date Established								
	{ }	Limited Partnership	Date Established								
	{ }	Corporation	Date Established								
	{ }	Subchapter S Corporation	Date Established								
	{ }	Limited Liability Company	Date Established								
	{ }	Non-/Not-for-Profit	Date Established								
	{ }	Joint Venture	Date Established								
Licensed by:	{ }	City:					License/Permit #:				
(check all that apply)	{ }	County:					License/Permit #:				
	{ }	State:					License/Permit #:				
Federal I.D. #:											
If you are non-/not-for-profit, please provide your contractor information:											
Contractor Name:											
Address:											
Contact Person											
Phone #:		()		-		Fax #:		()		-	
Licensed by:	{ }	City:					License/Permit #:				
(check all that apply)	{ }	County:					License/Permit #:				
	{ }	State:					License/Permit #:				
Is your business certified as a Minority Business with a government agency? { } Yes { } No											
(If yes, please provide the information below)											
Government Agency			Certification Number			Date of Expiration					

(3 pages)

Minority Business Status:	<input type="checkbox"/> Black				
	<input type="checkbox"/> Hispanic				
	<input type="checkbox"/> Woman				

COMPANY OWNERSHIP INFORMATION

Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%
Name of Owner:		Percentage of Ownership:	%

Per Federal and City of Tampa EEO requirements, please tell us if 51% or more of the firm is owned by any of the following:

<input type="checkbox"/>	Female		
<input type="checkbox"/>	Black		
<input type="checkbox"/>	Hispanic		
<input type="checkbox"/>	American Indian		
<input type="checkbox"/>	Asian		
<input type="checkbox"/>	Other:		

When was organization established?:
 Previous organization names in the past five years?: (if applicable)

	Date Established	
	Date Established	
	Date Established	

Has the organization or any affiliates ever filed for bankruptcy? Yes No
 Do you have any judgments, liens or pending suits? Yes No
 Has the organization or any affiliates discontinued business operations with outstanding debts? Yes No
 Have you been a principal in any other entities over the last five years? Yes No

INSURANCE INFORMATION

During the terms of this agreement, the contractor shall provide, pay for and maintain with companies satisfactory to the City certificate of insurance. Please answer the following questions:

Workers' Compensation & Employers' Liability Insurance

Name of Company:		Policy #	
		Limits of Liability (per accident)	\$
Disease Aggregate		Limits of Liability	\$
Disease for each employee		Limits of Liability	\$

Commercial General Liability Insurance

Name of Company:		Policy #	
		Limits of Liability (each occurrence)	\$
General Aggregate		Limits of Liability	\$

Automobile Liability Insurance									
Name of Company:					Policy #				
					Limits of Liability (per accident) \$				
EMPLOYEE INFORMATION									
Number of Full-time employees:									
Number of Part-time employees:									
Name of Labor Service used?									
Percentage of workforce employed via this method (if applicable).					%				
Include a copy of the Labor Services's Certificate of Insurance for Worker's Compensation									
REFERENCES									
SINGLE-FAMILY OR MULTI-FAMILY REHABILITATION OR NEW CONSTRUCTION PROJECTS									
Location (City/State):									
Contract Amount:									
Amount Sublet:									
Owner's Name:									
Property Address:									
Phone #:									
Type of Work:									
Start Date / Completion Date					-				
Consulting Engineers / Architects: (if applicable)									
Location (City/State):									
Contract Amount:									
Amount Sublet:									
Owner's Name:									
Property Address:									
Phone #:									
Type of Work:									
Start Date / Completion Date					-				
Consulting Engineers / Architects: (if applicable)									



**REQUEST FOR PROPOSAL (RFP)
FOR
REAL ESTATE DEVELOPMENT**

**ROME YARD
MIXED-USE
DEVELOPMENT**

ADDENDUM #2

ISSUED: DECEMBER 7, 2020

INTRODUCTION

The purpose of this Addendum #2 to the Rome Yard Mixed Use Development RFP is to provide written responses to each of the questions raised by separate emails received by Rob Rosner since Addendum #1 was issued on November 13, 2020. As a result, this Addendum #2 contains the questions concerning this RFP received by Mr. Rosner on behalf of the City as of November 12, 2020, at 11:59 AM and the City's written response to each of these questions.

All potential proposers and developers are also reminded of the following:

- **Section 2-282(i) of the City of Tampa Code PROHIBITS any communication between a potential proposer AND a City official or employee during the solicitation period (and any subsequent protest or appeal) EXCEPT for communications with:**
 1. Any contact person specifically identified in the "City Solicitation" (i.e., Rob Rosner in this RFP);
 2. The Director of the Soliciting City Department (if any is identified in the City's solicitation) and
 3. The City Legal Department.
- Questions regarding the City Solicitation can either be:
 1. Asked at a "pre-proposal" or "technical" conference, if one is noted or required in the City Solicitation; or
 2. Submitted via e-mail to the contact person specifically identified in the City Solicitation.
- Answers to questions properly and timely submitted by potential proposers will be provided by the City in writing by an "Addendum" to the City Solicitation.
- **Communications by bidders or proposers with City officials or employees in violation of these requirements (Section 2-282(i) of the City of Tampa Code) will result in an automatic disqualification of that bidder or proposed for selection in that pending City Solicitation and any subsequent City Solicitations for a period of six (6) months.**

These restrictions are currently in place. The time for all remaining questions expired at 11:59 AM (Eastern Time) on December 1, 2020. The City will not respond to any questions received after that time and date.

QUESTION #1: What are the expected contents of the cover page? In Addenda #1, the answer to this question listed the requirements to be the same as what is outlined for the table of contents. Please advise if the cover page should include the same elements as the table of contents or something different.

RESPONSE #1: The cover page is typically an introduction / overview of the proposer to the City expressing their interest in the project and the opportunity to respond to the RFP.

QUESTION #2: What design elements specifically should be matched (i.e., architecture scale/height/aesthetic, site plan, engineering, all of the above, etc.)?

RESPONSE #2: The proposed concept, if chosen, must comply with the provisions of Sec. 27 of the City's Land Development Code, Section 27-212 Neighborhood Mixed Use Districts and specifically Sections 27-212.3 which contains building placement, materials, transparency, and height requirements. All development would also have to comply with the City's overall Land Development Code, Engineering standards, other development rules and regulations, Florida Building Code, and outside agency requirements.

QUESTION #3: What is prioritized matching the existing community design/aesthetic, or the newly built West River design/aesthetic?

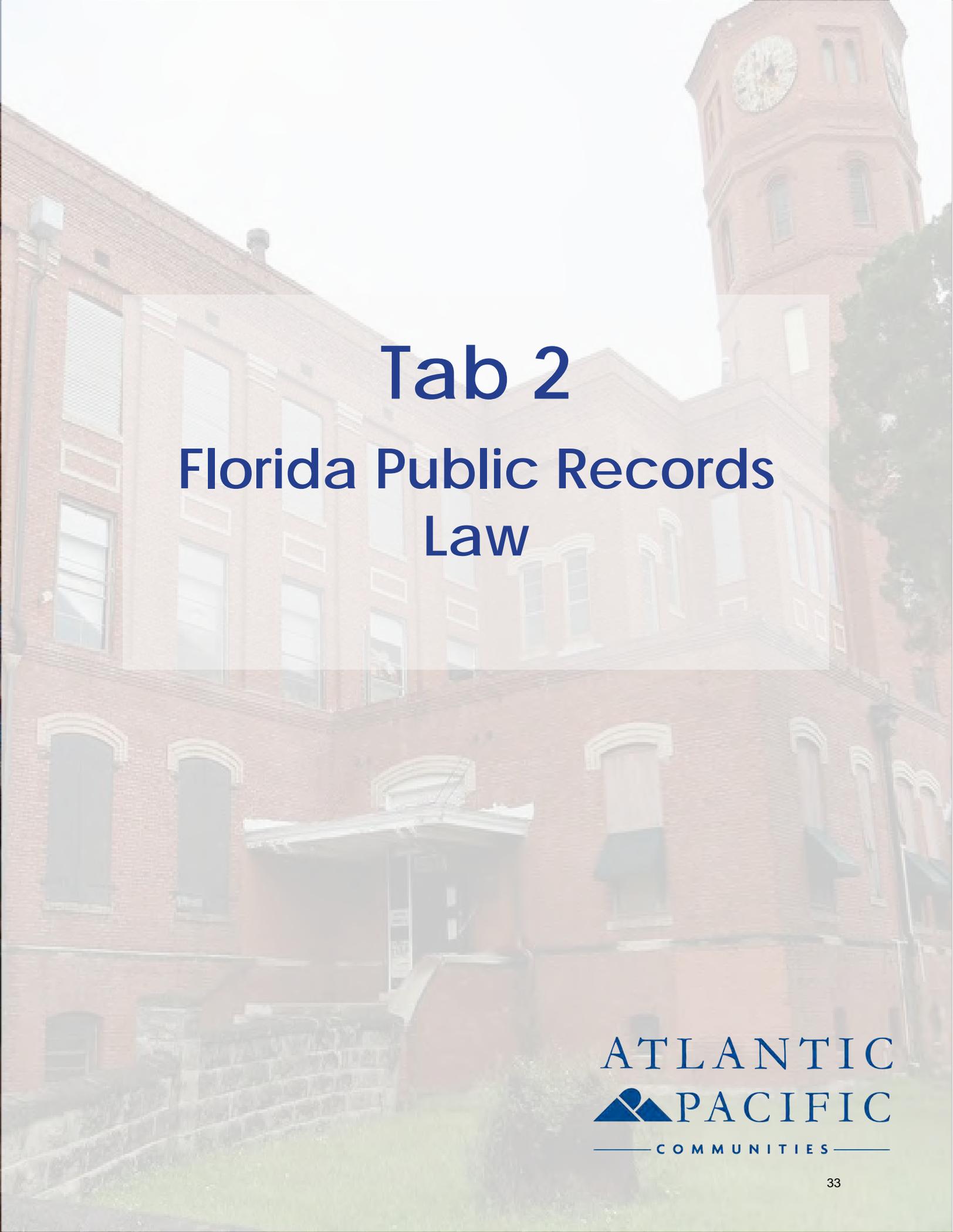
RESPONSE #3: The Neighborhood Mixed Use Districts, per Section 27-212 of the City of Tampa Land Development Code, prescribes development standards and land development regulations that came out of the West River Redevelopment Plan. Proposed projects should be designed in a manner that is reasonably compatible to the character of West Tampa neighborhoods, architecture, urban design, and West Tampa history. Although the code does not specify architectural style, we do not "invision" the proposal would prescribe an art deco or modern style architecture as this is not in keeping with the character of the area. In addition, proposal concepts must be reasonably compatible to the new development occurring nearby at the West River Development. It is recommended for the proposer to review the West Tampa CRA Community Redevelopment Plan, the Strategic Action Plan, and the West River Plan. These plans are posted on the RFP website.

QUESTION #4: The RFP lists a cultural center as an essential element on pg. 6, but on pg. 7 writes, "honor the history and heritage of west Tampa through art, historical markers, and/or a West Tampa Cultural Center. Is the Cultural Center a required element? What does the City define/envision as a cultural center?"

RESPONSE #4: A cultural center is a preferred but not a "required" element of the project. Community/Cultural Centers are typically facilities managed by the Parks and Recreation Department. Facilities throughout the City range in size and type. There are no specific design elements. The proposer should follow the requirements of the NMU-35 Zoning Category and consider how the project will relate to and compliment the structures under construction by the Tampa Housing Authority south of Spruce Street.

QUESTION #5: In the RFP there is a specification for an affordability period of a minimum of 50 years. However, the City of Tampa has used a seven-year affordable housing lien for "for sale" product. Would this meet the criteria?

RESPONSE #5: No.



Tab 2

Florida Public Records Law

Acknowledgement of the Florida Public Records Law

In accordance with Chapter 119 of the Florida Statutes, and, except as may be provided by Chapter 119 of the Florida Statutes and other applicable State and Federal Laws, Developer hereby acknowledges that its response to this RFP are in the public domain and are available for public inspection and copying. However, any confidential and/or proprietary information submitted by Developer in its response, pursuant to Section VI. General Conditions, which is identified and marked "EXEMPT FROM PUBLIC DISCLOSURE" shall be exempted from public disclosure. If awarded, Developer agrees to comply with Florida's Public Records Law in accordance with Florida Statutes, 119.0701, including the following:

- a. Developer shall keep and maintain public records required by the City to perform the services;
- b. Upon request by the City, provide the City with copies of the requested records, having redacted records in total on in part that are exempt from disclosure by law or allow the records to be inspected or copied within a reasonable time (with provision of a copy of such records to the City) on the same terms and conditions that the City would provide the records and at a cost that does not exceed that provided in Chapter 119, Florida Statutes, or as otherwise provided by law;
- c. Ensure that records, in part or in total, that are exempt or that are confidential and exempt from disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion (or earlier termination) of the contract if Contractor/Awardee/Developer does not transfer the records to the City;
- d. Upon completion (or earlier termination) of the contract, Developer shall within 30 days after such event either transfer to the City, at no cost, all public records in possession of the Contractor/Awardee/ Developer or keep and maintain the public records in compliance with Chapter 119, Florida Statutes. If Developer transfers all public records to the City upon completion (or earlier termination) of the contract, Developer shall destroy any duplicate records that are exempt or confidential and exempt from public records disclosure requirements. If Contractor/Awardee/Successful Developer keeps and maintains public records upon completion (or earlier termination) of the contract, Successful Developer shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City in a format that is compatible with the information technology systems of the agency.
- e. The failure of Successful Developer to comply with Chapter 119, Florida Statutes, and/or the provisions set forth above shall be grounds for immediate unilateral termination of the contract by the City; the City shall also have the option to withhold compensation due Developer until records are received as provided herein.

Atlantic Pacific Communities, LLC

By: 
Howard D. Cohen, CEO

Acknowledgement of the Florida Public Records Law

In accordance with Chapter 119 of the Florida Statutes, and, except as may be provided by Chapter 119 of the Florida Statutes and other applicable State and Federal Laws, Developer hereby acknowledges that its response to this RFP are in the public domain and are available for public inspection and copying. However, any confidential and/or proprietary information submitted by Developer in its response, pursuant to Section VI. General Conditions, which is identified and marked "EXEMPT FROM PUBLIC DISCLOSURE" shall be exempted from public disclosure. If awarded, Developer agrees to comply with Florida's Public Records Law in accordance with Florida Statutes, 119.0701, including the following:

- a. Developer shall keep and maintain public records required by the City to perform the services;
- b. Upon request by the City, provide the City with copies of the requested records, having redacted records in total on in part that are exempt from disclosure by law or allow the records to be inspected or copied within a reasonable time (with provision of a copy of such records to the City) on the same terms and conditions that the City would provide the records and at a cost that does not exceed that provided in Chapter 119, Florida Statutes, or as otherwise provided by law;
- c. Ensure that records, in part or in total, that are exempt or that are confidential and exempt from disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion (or earlier termination) of the contract if Contractor/Awardee/Developer does not transfer the records to the City;
- d. Upon completion (or earlier termination) of the contract, Developer shall within 30 days after such event either transfer to the City, at no cost, all public records in possession of the Contractor/Awardee/ Developer or keep and maintain the public records in compliance with Chapter 119, Florida Statutes. If Developer transfers all public records to the City upon completion (or earlier termination) of the contract, Developer shall destroy any duplicate records that are exempt or confidential and exempt from public records disclosure requirements. If Contractor/Awardee/Successful Developer keeps and maintains public records upon completion (or earlier termination) of the contract, Successful Developer shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City in a format that is compatible with the information technology systems of the agency.
- e. The failure of Successful Developer to comply with Chapter 119, Florida Statutes, and/or the provisions set forth above shall be grounds for immediate unilateral termination of the contract by the City; the City shall also have the option to withhold compensation due Developer until records are received as provided herein.

West River Holdings, LLC

By: 
Howard D. Cohen, CEO

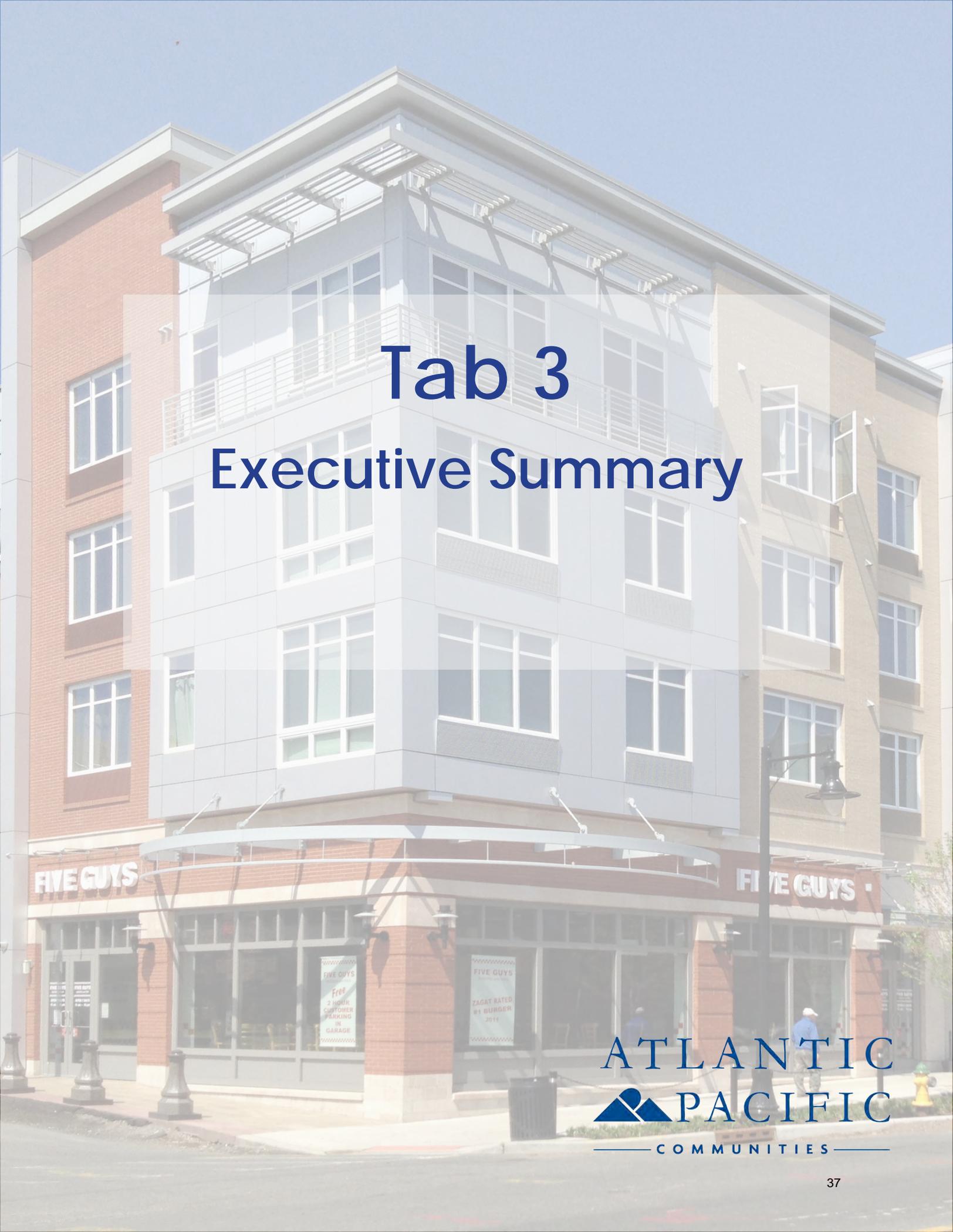
Acknowledgement of the Florida Public Records Law

In accordance with Chapter 119 of the Florida Statutes, and, except as may be provided by Chapter 119 of the Florida Statutes and other applicable State and Federal Laws, Developer hereby acknowledges that its response to this RFP are in the public domain and are available for public inspection and copying. However, any confidential and/or proprietary information submitted by Developer in its response, pursuant to Section VI. General Conditions, which is identified and marked "EXEMPT FROM PUBLIC DISCLOSURE" shall be exempted from public disclosure. If awarded, Developer agrees to comply with Florida's Public Records Law in accordance with Florida Statutes, 119.0701, including the following:

- a. Developer shall keep and maintain public records required by the City to perform the services;
- b. Upon request by the City, provide the City with copies of the requested records, having redacted records in total on in part that are exempt from disclosure by law or allow the records to be inspected or copied within a reasonable time (with provision of a copy of such records to the City) on the same terms and conditions that the City would provide the records and at a cost that does not exceed that provided in Chapter 119, Florida Statutes, or as otherwise provided by law;
- c. Ensure that records, in part or in total, that are exempt or that are confidential and exempt from disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion (or earlier termination) of the contract if Contractor/Awardee/Developer does not transfer the records to the City;
- d. Upon completion (or earlier termination) of the contract, Developer shall within 30 days after such event either transfer to the City, at no cost, all public records in possession of the Contractor/Awardee/ Developer or keep and maintain the public records in compliance with Chapter 119, Florida Statutes. If Developer transfers all public records to the City upon completion (or earlier termination) of the contract, Developer shall destroy any duplicate records that are exempt or confidential and exempt from public records disclosure requirements. If Contractor/Awardee/Successful Developer keeps and maintains public records upon completion (or earlier termination) of the contract, Successful Developer shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City in a format that is compatible with the information technology systems of the agency.
- e. The failure of Successful Developer to comply with Chapter 119, Florida Statutes, and/or the provisions set forth above shall be grounds for immediate unilateral termination of the contract by the City; the City shall also have the option to withhold compensation due Developer until records are received as provided herein.

Cornerstone Strategic Partners, LLC

By: 
Leonard Burke, Managing Partner



Tab 3

Executive Summary

Atlantic | Pacific (“A | P”) Communities, LLC, is the developer subsidiary of Atlantic | Pacific Companies, a fourth-generation family-operated real estate firm that builds and operates high quality housing to serve every income level. In the last six years, A | P Communities has developed and built (or has in underwriting) 46 affordable/workforce housing developments in Florida, Texas, California, Maryland, and Washington DC, with over 5,590 units and over \$1.69 billion in total development costs. A | P has been consistently ranked in *Affordable Housing Finance* magazine’s “**Top 50 Affordable Housing Developers**” in the country; and in May 2020, were again ranked the largest Florida-based developer of affordable housing in the United States. A | P also develops, builds, and manages **market rate multi-family** developments and has 2,938 units built or under construction and over \$300 million in total developments costs over the last 6 years. A list of A | P developments is included in this response.

A | P’s ability to successfully tailor the development plan to the unique requirements of each stakeholder has been pivotal to our continued success. Our team’s strengths include:

- ✓ Significant experience working with municipalities to transform neighborhoods around the country through innovative urban planning, master planning, economic development and other community revitalization initiatives, including **mixed-income and mixed-use developments**.
- ✓ Expertise in providing financially sound development plans by leveraging a variety of **local**, state and national financing sources, creatively assembling financing for mixed-income and market rate housing with over **\$2.2 billion** in capital raised to date.
- ✓ The **financial capacity to guarantee the successful completion** of the Rome Yard site.
- ✓ Industry leading experience in developing environmentally sustainable communities and numerous LEED certified developments across the country, including the first **LEED ND (Neighborhood Development) in the southeast U.S.**
- A proven track record of partnering with residents and neighborhood groups to employ low-income and Section 3 residents and/or certified subcontractors and contracting **with local businesses, SBE, MBE and WBE** firms.
- **Significant property management experience** consisting of over 41,550 multifamily units under management across 163 properties, of which over 17,000 units are owned, as well as 500,000 square feet of commercial/retail space.

A | P would be responsible for leading the Development Team, and coordinating the design, development, and construction teams, as well as ensuring the timely and cost-effective completion of all development services, and providing all necessary construction, operating and compliance guarantees. This includes all pre-development activities, obtaining entitlements, securing financing, overseeing the design, community outreach, construction and quality control of the development, marketing and lease up efforts, management and compliance.

We know that the City and the CRA’s top priorities are to incentivize mixed-income housing options, job creation, small business opportunities, and diverse development teams that are reflective of the West River neighborhood. **Leonard Burke**, founder of **Cornerstone Strategic Partners**, a Hillsborough County and City of Tampa certified **MBE**, is an equity partner in the proposed development and will be involved in every facet of the development process, and would lead communications with the West River community and organizations, as well as community engagement during pre-construction to facilitate and coordinate minority participation. Mr. Burke brings unmatched experience in community engagement having previously served as the Director of Asset Management for the Tampa Housing Authority for 8 years. Leonard is most known for his charitable work in the community, actively donating his time and resources in helping at-risk and inner city youth uncover their true worth in life.

The firms with which we have chosen to work with have significant presences and track records in the Tampa Bay region, with decades of local, public-private design experience. Our award-winning design team includes **Torti Gallas + Partners**, a nationally recognized design firm with over 66 years of expertise; **Bohler Engineering**, with extensive experience designing complex, urban land development projects in the Tampa Bay region; and landscape architects **Dix Hite + Partners**, a City of Tampa certified **WBE**, and established leader with special expertise in public-realm design, mixed-use development and multi-modal transportation.

Adhering to the highest design, construction and planning tenets, our design team has designed a fully integrated, sustainable, mixed-income/mixed-use, transit oriented development which we've titled **The Yard at West River**, consisting of:

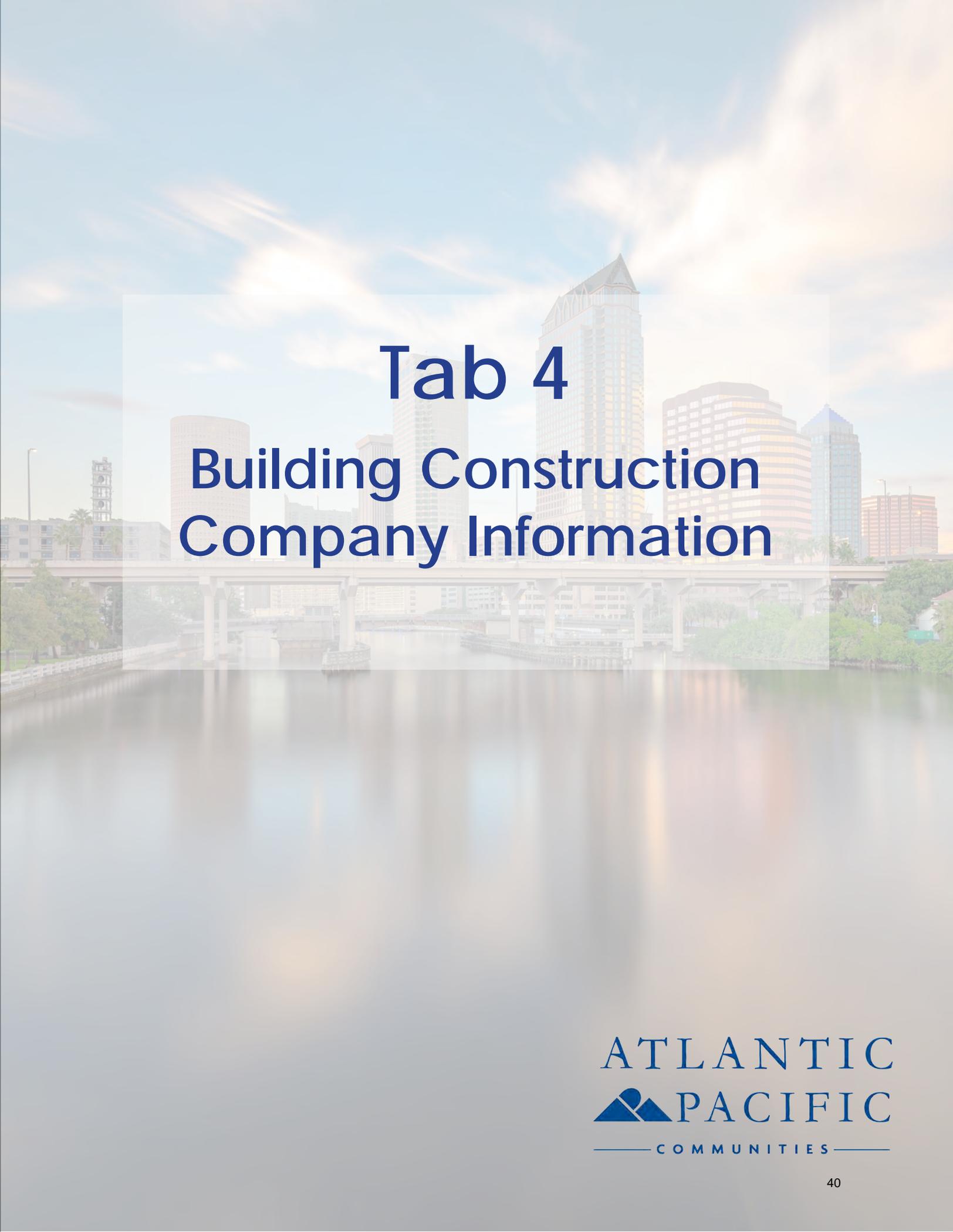
- More than 900 apartment homes in garden, mid-rise and townhome residential buildings with superior in-unit features;
- Plentiful amenities for a live-work-play environment including community spaces, business centers, exercise facilities, swimming pools, green spaces and a linear greenway connecting to and extending the existing Riverwalk;
- 21,050 square feet of attractive retail and commercial office space including space for a West Tampa Cultural Center and 3,000 square foot dedicated to a workforce training facility; and
- Transit amenities for residents and pedestrians including parking garages with electrical vehicle charging stations, surface parking, lighted walkways, bicycle racks and signage.

First Florida Contractors, with offices in Tampa and Miami, would serve as the general contractor. Since 2010, First Florida has built over 15,000 apartment homes in Florida and have extensive experience with hiring local workforce and subcontractors. First Florida along with A|P Community Management, our in-house management company, will ensure that local, Disadvantaged, Small and M/WBE firms are engaged and employed before, during and after construction. **First Florida commits to contract 20% of the construction contract value to MBE certified subcontractors during construction.** We have also partnered with **MatCon**, a certified **MBE** to coordinate community outreach and inclusion and have a team of preferred subcontractors that are City of Tampa and/or Hillsborough certified **D/S/M/WBE** firms.

Throughout the development process, we plan to continue our track record of working closely with community partners and minority subcontractors as well as partnering with a youth job training agencies to offer valuable experience to local area residents. We have partnered with local job training agencies **Tampa Bay Works** and **Career Source of Tampa Bay** to work as a team at **The Yard at West River** to achieve 20% our local resident hiring goal.

In addition, the master plan includes an animated, pedestrian friendly ground floor for neighborhood retail, restaurants and a **workforce training center for Building Toward the Future Student Program**. **Amskills**, a local non-profit focused on helping organizations train and coach high potential adults/students in manufacturing and technical skills for job placement will operate the job training center. **Blind Tiger Coffee Roasters**, a **City of Tampa resident and minority-owned small business with several roaster locations throughout Hillsborough County**, has expressed their support and interest in opening a retail café at The Yard at West River.

To foster early community involvement the team intends to undertake a community outreach campaign that will include public charrettes and/or polling to both introduce the project to the neighborhood and seek reactions from stakeholders. We feel that this early involvement by neighbors and stakeholders will help ensure that the project is well received, valued and embraced by the community; early "buy-in" by the neighborhood will help welcome the project into the community and offer a sense of pride, ownership and participation from the onset.

A background image of a city skyline with several skyscrapers, a bridge over a river, and a cloudy sky. The text is overlaid on a semi-transparent white rectangle.

Tab 4

Building Construction Company Information

ATTACHMENT B

BUILDING CONSTRUCTION COMPANY INFORMATION						
BUILDING CONSTRUCTION COMPANY INFORMATION						
Company Name:	First Florida Wynwood, LLC			DBA:		
Address:	31 NW 23rd Street					
City:	Miami	State:	Florida	Zip:	33127	
Name of Contact Person:						
Phone:	(305)	665-1146				
Alternate #:	()					
Fax:	()					
Email:	andrew@firstflorida.com @					
Organization Type:	{ }	Individual / Sole Proprietorship	Date Established			
(please check one)	{ }	General Partnership	Date Established			
	<input checked="" type="checkbox"/>	Limited Partnership	Date Established	05/15/2017		
	{ }	Corporation	Date Established			
	{ }	Subchapter S Corporation	Date Established			
	{ }	Limited Liability Company	Date Established			
	{ }	Non-/Not-for-Profit	Date Established			
	{ }	Joint Venture	Date Established			
Licensed by:	{ }	City:	Miami	License/Permit #:	CGC1520602	
(check all that apply)	{ }	County:	Miami-Dade	License/Permit #:		
	{ }	State:	Florida	License/Permit #:		
Federal I.D. #:						
If you are non-/not-for-profit, please provide your contractor information:						
Contractor Name:						
Address:						
Contact Person						
	Phone #:	()	-	Fax #:	()	-
Licensed by:	{ }	City:		License/Permit #:		
(check all that apply)	{ }	County:		License/Permit #:		
	{ }	State:		License/Permit #:		
Is your business certified as a Minority Business with a government agency? { } Yes {X} No						
(If yes, please provide the information below)						
Government Agency		Certification Number		Date of Expiration		

(3 pages)

Minority Business Status:	<input type="checkbox"/> Black				
	<input type="checkbox"/> Hispanic				
	<input type="checkbox"/> Woman				

COMPANY OWNERSHIP INFORMATION

Name of Owner:	Andrew J. Lenahan	Percentage of Ownership:	50%	%
Name of Owner:	Gregory J. Wyka	Percentage of Ownership:	50%	%
Name of Owner:		Percentage of Ownership:		%
Name of Owner:		Percentage of Ownership:		%

Per Federal and City of Tampa EEO requirements, please tell us if 51% or more of the firm is owned by any of the following:

<input type="checkbox"/> Female	
<input type="checkbox"/> Black	
<input type="checkbox"/> Hispanic	
<input type="checkbox"/> American Indian	
<input type="checkbox"/> Asian	
<input type="checkbox"/> Other:	

When was organization established?: 2017

Previous organization names in the past five years?: (if applicable)

	Date Established
	Date Established
	Date Established

Has the organization or any affiliates ever filed for bankruptcy? Yes No

Do you have any judgments, liens or pending suits? Yes No

Has the organization or any affiliates discontinued business operations with outstanding debts? Yes No

Have you been a principal in any other entities over the last five years? Yes No

INSURANCE INFORMATION

During the terms of this agreement, the contractor shall provide, pay for and maintain with companies satisfactory to the City certificate of insurance. Please answer the following questions:

Workers' Compensation & Employers' Liability Insurance

Name of Company:	FCCI Insurance Company	Policy #	001WC20A67665
		Limits of Liability (per accident)	\$ 1,000,000
	Disease Aggregate	Limits of Liability	\$ 1,000,000
	Disease for each employee	Limits of Liability	\$ 1,000,000

Commercial General Liability Insurance

Name of Company:	Allied World Assurance Co US	Policy #	60040173
		Limits of Liability (each occurrence)	\$ 1,000,000
	General Aggregate	Limits of Liability	\$ 2,000,000

Automobile Liability Insurance			
Name of Company:	Allied World Co US	Policy #	60000334
		Limits of Liability (per accident)	\$ 1,000.000
EMPLOYEE INFORMATION			
Number of Full-time employees:	88		
Number of Part-time employees:	0		
Name of Labor Service used?			
	Percentage of workforce employed via this method (if applicable).		%
Include a copy of the Labor Services's Certificate of Insurance for Worker's Compensation			
REFERENCES			
SINGLE-FAMILY OR MULTI-FAMILY REHABILITATION OR NEW CONSTRUCTION PROJECTS			
Location (City/State):	Houston, Texas 77046		
Contract Amount:			
Amount Sublet:			
Owner's Name:	Camden Living		
Property Address:	11 Greenway Plaza Suite 2400, Houston, Texas 77046		
Phone #:	713-354-2686		
Type of Work:	New Construction		
Start Date / Completion Date		-	
Consulting Engineers / Architects: (if applicable)			
Location (City/State):			
Contract Amount:			
Amount Sublet:			
Owner's Name:			
Property Address:			
Phone #:			
Type of Work:			
Start Date / Completion Date		-	
Consulting Engineers / Architects: (if applicable)			



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

2/6/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Morris & Reynolds Inc. 14821 South Dixie Highway Miami FL 33176	CONTACT NAME: PHONE (A/C, No, Ext): 305-238-1000		FAX (A/C, No): 305-255-9643
	E-MAIL ADDRESS:		
INSURER(S) AFFORDING COVERAGE			NAIC #
INSURER A : Allied World Assurance Co US			19489
INSURER B : FCCI Insurance Company			10178
INSURER C : Allied World Insurance Company			22730
INSURER D : Zurich American Ins. Co.			16535
INSURER E :			
INSURER F :			

COVERAGES

CERTIFICATE NUMBER: 1918283624

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y		60040173	1/1/2020	1/1/2021	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> DESCRIPTION OF OPERATIONS / OWNERS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) <input type="checkbox"/> AUTOS ONLY <input type="checkbox"/> AUTOS ONLY			60000334	1/1/2020	1/1/2021	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
C	UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> RETENTION \$ 10,000 Written notice of occurrence			03116649	1/1/2020	1/1/2020	EACH OCCURRENCE	\$10,000,000
							AGGREGATE	\$10,000,000
								\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	001WC20A67665	1/1/2020	1/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
							E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
D	Excess Liability			AEC563478701	1/1/2020	1/1/2021	Occurrence/Agg	20,000,000

Project Name :
 Certificate holder is included as an additional insured as as Required by Contract Blanket Waiver of Subrogation - Primary & Non-Contributory

CERTIFICATE HOLDER**CANCELLATION**

SAMPLE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.

References

David Joyce – VP of Construction

Camden

11 Greenway Plaza

Suite 2400

Houston, Texas 77046

713-354-2686

djoyce@camdenliving.com

Greg West – Senior Vice President

ZOM Development

413 North Federal Hwy Fort Lauderdale, FL 33301

954-779-7950

GTW@zomusa.com

Todd Fabbri – President

The Richman Group of Florida 477 South Rosemary
Avenue Suite 301

West Palm Beach, Florida 33401

561-832-1114

Francisco Rojo – Vice President

Landmark Companies

3050 Biscayne Boulevard, Suite 300

Miami, Florida 33137

305-538-9552, Ext. 103



Tab 5

Scope of Services

Tab 5.a

Preliminary Development Concept

Approach to Managing the Development

Saratoga Crossings, Dania Beach, FL



Our experience in both market rate and affordable housing development has prompted us to establish and implement a work model that maximizes quality control and long-term sustainability. Each development is directly managed by a team of A|P Communities staff and would be consistently monitored by executives from **A|P Companies**, **First Florida** (the general contractor) and **A|P Community Management** (A|P's in-house management company). This multi-disciplinary approach ensures reliable execution of complex developments that meet all construction, regulatory, and operational quality requirements. Development managers at A|P Communities and First Florida work hand in hand with A|P Community Management staff to ensure successful planning and operation of the properties from the pre-development design stage through conversion and stabilization.

Our development process begins by putting together an expert team of professionals who will be responsible for the project from the initial planning phases through occupancy. **This team will work with The City of Tampa, the West Tampa neighborhood, the West Tampa CRA Community Advisory Committee, and other stakeholders to create a shared vision for the site that follows the tenets established in the West Tampa Vision Plan and CRA Strategic Action Plan.** Simultaneously, we provide feedback on the financial outcomes created by different potential development scenarios. This way, all stakeholders have access to real-time information on which to base their decisions. Once the vision is complete, we manage our team of architects at **Torti Gallas** and **Dix Hite**, and engineers at **Bohler Engineering**, and other professionals through the entitlement and permitting processes in the City of Tampa and Hillsborough County.

Concurrently, the development team will determine the optimal capital structure for the various development(s) and prepare all the documentation required in order to pursue a variety of different funding sources. Our experience in this arena allows us to optimize our financing to

ensure the project maximizes the resources available to it. This allows us to add elements to our design and program that would be financially unattainable for other developers. Some examples include LEED/green certifications, more durable finishes (e.g. solid surface countertops, marine-grade plywood cabinetry), and capitalizing ongoing maintenance costs (e.g. landscaping and security contracts) which lessens the future operating burden on the property. Continuous oversight of the construction process with direct involvement from the developers that are placing the capital allows us to ensure that the completed project matches the initial vision.

Finally, our skilled property management team will market and lease the development(s) and fulfill all compliance obligations as necessary. The development and management teams have significant experience working with future residents to understand, prioritize and implement their needs and desires as part of the development process. We will work together with City and the CRA and the design team to interface early on and frequently with the community and public officials to ensure adequate time to incorporate their feedback into the design, budget, and timeline for the master planned development. The proposed planning strategy can be shortened and/or modified, and we would build on the initial due diligence we have completed on the site to determine the various issues (land use, environmental, political, evaluation of infrastructure, etc.) at stake. Upon selection, we will meet with the City to fully understand the historical and political implications of redeveloping the site and further identify key stakeholders that need to be involved in the process from the outset.

Once a more in depth understanding of the site's existing conditions is gained, the architectural and civil engineering teams will begin the process of refining the site planning and platting. These processes generally run concurrently to save time in the overall development process and would take into account plans for the area. The process typically involves:

- Design team assessment of site
- Meetings with the City of Tampa and Hillsborough County officials/agencies and Tampa Bay Water seeking suggestions, parameters, and requirements
- Development of a site and infrastructure plan with intense collaboration between the architects and civil engineers and the City's Infrastructure, Solid Waste, Water, Development and Growth Management, and Mobility Departments
- Presentation of the plan to relevant agencies
- Refinement of the plan
- Submission of the plan
- Development of a schedule incorporating all local inspections and agency participation
- Incorporation of that schedule into the contractor's schedule
- Execution with total design team collaboration on oversight and regular updates to relevant local agencies and Tampa Bay Water

We will prepare and deliver a presentation showing our overall conceptual development plan to the City of Tampa, the West Tampa CRA CAC, the community, and the Planning and Development department. This presentation will commence the community involvement process as needed.

Our asset management department also takes an active role to ensure that the overall product type meets the team's standards, and to ensure that once its completed, the development will be competitive in the marketplace. We envision The City of Tampa and the CRA as key facilitators of this process and the development team partners to help coordinate meetings with the community during the design process and to ensure the above outlined process fits within the goals of the community. We will submit a set of site plans and constructions drawings to the appropriate agencies after the local government has reviewed and approved them.

The development team is also sensitive to the impact of the construction process on nearby

Section 5.a – Preliminary Development Concept

residents. We will work closely with the City to include our neighbors, as necessary, in all aspects of the development. Community input will be systematically gathered regarding development plans, construction timelines, and other potential matters that may arise. If the development plan includes building new construction next to existing facilities (for later phases), we would erect a construction fence to reduce the visual impact of construction, coordinate the ingress/egress requirements of the construction site, limit construction to reasonable daylight hours, and would communicate frequently with all the appropriate parties to address their questions and concerns.

The developments described below are descriptive of A|P’s methods and strategies. They demonstrate our experience developing communities in urban areas that contribute meaningfully to their neighborhoods, our experience developing, constructing, and operating affordable housing; experience in Green Building techniques, and experience developing housing for families, the elderly, and the disabled.

Audrey M. Edmonson Transit Village



The master planned two-phased, Audrey M. Edmonson Transit Village (“AME”), is one of the most impactful mixed-use developments in the Liberty City neighborhood of the City of Miami. The development introduces new, safe, community-centered, affordable housing in a neighborhood where it had been almost non-existent for decades and is the result of extensive community engagement and strategic partnership between private, non-profit and public entities. These partners include the Federal Transit Administration, Miami-Dade County’s Public Housing & Community Development, the Department of Cultural Affairs, Transportation and Public Works, the City of Miami, Wells Fargo Bank, and A|P Communities’ non-profit partner, BAME Community Development Corporation (an affiliate of the historic Greater Bethel AME Church).

The County actively engaged community residents, elected officials and several developers to formulate a strategic plan for this area. Some suggested adding a small, multi-unit project next to the transit hub, or perhaps attempt to revive the area’s artistic history by erecting a local theater

to replace the abandoned Carver Theater. A|P brought to fruition an ambitious vision which included all three elements rather than just one or two. This resulted in a, multi-use, sustainable development that generated a neighborhood-changing development on county-owned land and is an example of complex site planning involving coordination for development of a site with residential (176 affordable housing units), transit (5 bus bay transit hub), cultural (20,000 sf black box theater), and retail uses. The development features the following design elements:

- LEED Silver and NGBS Silver Certification;
- Superior resident amenities including multiple club/community rooms as well as a rooftop edible community garden, swimming pool, and recreation deck;
- The Sandrell Rivers Theater, a 22,000 square foot, 200-seat “black box” performing arts theater which hosts various community-focused, affordable activities ranging from staged plays to movie screenings and book readings to community classes;
- 2,400 square feet of studio and gallery space for local artists, dancers, performers and non-profits;
- Artwork by local artist C.J. Latimore, including the theater lobby mural, depicting numerous notable African-Americans from the neighborhood as well as a 1,100 square foot exterior glass mosaic mural consisting of more than 100,000 tiles;
- Infrastructure improvements such as new sidewalks, streetscapes, bus stops, signage, common area lighting and landscaping;
- Ground level parking and multi-level parking garages to accommodate residents and visitors;
- 4,000 square feet of ground floor retail and commercial space, anchored by Chase Bank; and
- A five-bay County bus transit hub which provides increased access to public transportation and offers an enclosed ticketing and waiting area, and covered bus bays.

Our site due diligence included:

- Instituting a T-Plat in order to cut the predevelopment timeline in half and finalize the plat during construction, and post the initial financial closing.
- Review of traffic conditions to ensure that the new 5 bus bay transit hub did not have negative effects on the area’s traffic patterns.
- Coordinating with Miami-Dade’s Department of Cultural Affairs and Department of Transportation and Public Works to ensure that the transit hub, black box theater, and housing components could co-exist in a positive manner.
- Design the two housing towers such that the second tower could be constructed and integrated into the previously completed tower.

In addition, through active community outreach we were able to **subcontract 44% of the development’s hard costs to Section 3¹ businesses and 53% to DBE and MBE firms**. Notably, 65 Section 3 residents were hired by subcontractors.

Phase II was built to line up perfectly with Phase I. Certain walls were closed to meet local building code requirements in Phase I, those walls were then opened to add a connecting parking garage structure and a recreational deck between the two buildings. The parking on each level of the Phase 1 garage had been completed to accommodate a ramping off-shoot when the Phase II garage was added. The types of materials used, which walls were exposed, the layout of the

¹ HUD.gov The Section 3 program requires that recipients of certain HUD financial assistance, to the greatest extent possible, provide training, employment, contracting and other economic opportunities to low- and very low-income persons, especially recipients of government assistance for housing, and to businesses that provide economic opportunities to low- and very low-income persons.

buildings on the site, and the formatting of the garage and recreational deck, were all taken into account early on so that the two multi-story buildings could be connected without damaging the structural integrity of either building, and without displacing any residents. Consequently, no apartment units were closed or damaged during this process. Ultimately, the site was successfully planned to allow enough space for a second building with additional affordable housing.

Financing an affordable housing, mixed-use development, and coordinating the available limited resources with construction, is a challenge for any developer. For Phase I of the AME development, A|P Communities had to utilize many sources of funds and Low-Income Housing Tax Credits (“LIHTC”) in order to finance a complex transit oriented development, and utilize creative site planning and design, and construction plans to leave room for a potential Phase II expansion, if and when, a second round of funding would be secured.

A|P financed the first phase with loans from several different sources (one of which was broken up into three different tranches), as well as LIHTC. Not only was the combination of funding difficult to secure, with its myriad of different requirements, it simply wasn’t enough to build the level of transit hub that this community needed, nor to cover the cost of the theater, nor to build the amount of desperately needed housing units that the neighborhood deserved.

To raise additional funds, A|P offset building costs with tax credits generated under IRS Section 42 of the Code-**Community Service Facility and Dedicated Improvements** ruling. This ruling generated necessary vital tax credits from expenditures on the cultural and transit facilities. A|P Communities worked closely with its financing partners, underwriters, market study provider, and tax counsel to ensure that this novel and complex financing plan was feasible and agreeable to all parties. It was a complex process requiring the development to pass four tests to prove that the services provided were attainable to an income level comparable to that of the residents. Experts say this model had never been utilized for a community theater. By collateralizing all the elements to increase the tax credit allocation, A|P was able to raise sufficient equity to complete the TOD.

The financing for Phase II was not as complex, however it required A|P Communities to be one of three successful applicants in an extremely competitive 9% LIHTC application administered by the Florida Housing Finance Corporation (“FHFC”). The Corporation only holds one 9% LIHTC application round per year and in 2015, funded only 3 applications among the 53 applications submitted. Despite having a slim 1 in 17 chance of being selected for funding, A|P submitted a faultless application and won a LIHTC allocation.

Northside Transit Village

Northside Transit Village (“NTV”) is a partnership between Miami-Dade County and A|P Communities that will transform an underutilized six-acre surface parking lot at the Northside Metrorail Station into a vibrant, urban infill community. The mixed-use Transit Oriented Development increases ridership on the Metrorail and offers an opportunity for residents to live without the cost and burden of a car.

The master planned development conforms to the design guidelines of the Rapid Transit Development Impact Zone and the North Central Urban Area District. The four phases of development will provide a total of 600 affordable/workforce apartment homes with pedestrian open space in the form of plazas, courtyards and landscaped areas; parking garages including 250 spaces for transit riders; 20,000 sf of commercial/retail space; and convenient connections between the transit station, parking, and the residential and retail elements. In addition to the Metrorail, there are public bus stops on-site with routes to all major employment areas.

Pedestrian traffic is generated with ground level retail accessed via patterned pedestrian walkways, creating a sense of neighborhood for the residents *Northside Transit Village, Miami, FL*

and transit riders. The master plan incorporates open streetscapes and wide pedestrian-friendly, shaded sidewalks. An “Eyes on the Street” design is incorporated through the use of windows and balconies at bedroom and living areas to encourage a safe, walkable community. The installation of stone accents on exterior walls, landscape buffers and vegetation facilitate a visual transition between the public and private areas of the site. With immediate access to transit and daily services, NTV offers a holistic approach to affordable housing. The dividends are already paying off for residents and the community alike. Specifically, residents save money on gas, water and electric bills each month, and many families are no longer dependent on the automobile. These savings – coupled with lower rents – are particularly critical in Miami.



NTV is the product of a competitive RFP process whereby the development was granted a 55-year ground lease with two 15-year extensions from Miami-Dade County. The first of four phases of development was completed in 2015, and provides 100 two-, three- and four-bedroom apartment homes, residential amenities, a parking facility with 201 spaces, and 2,140 square feet of retail. It is a **LEED Silver certified** development and a winner of the **US Green Building Council South Florida 2015 Gala Verde Award**.

Phase I of the Northside Transit Village is a \$28M development financed using several sources of public funds as well as private sector debt and tax credit equity from Wells Fargo Bank through the syndication of 4% LIHTC from the FHFC. Additionally, soft debt was competitively procured in the form of a low-interest loan from the Miami-Dade County SURTAX program, a grant from Miami Dade County Building Better Communities-General Obligation Bond program funds), and HUD Neighborhood Stabilization Program 3 funds administered through Miami Dade County’s Public Housing and Community Development department.

In February 2017, the FHFC approved a 9% LIHTC allocation for the second phase of Northside Transit Village; and in March 2018, Miami-Dade County’s Board of County Commissioners approved a \$2.5M Surtax allocation. The second phase was completed in 2019 and added 120 affordable apartment homes and amenities for seniors 55 years of age or older, as well as a garage structure with parking spaces reserved for Miami-Dade Transit. The third phase, currently under construction, was financed with SAIL, SAIL ELI and NHTF loans competitively secured from FHFC, and paired with 4% LIHTC and tax-exempt bonds. This phase will provide 180 apartment homes and amenities and is expected to be completed in 2021. The fourth and final phase was

funded in 2020 via a competitive FHFC application for Community Development Block Grant-Disaster Recovery loan paired with 4% LIHTC and tax-exempt bonds made available for areas impacted by Hurricane Irma in 2017. This will add 200 apartments, amenities and parking. **All four phases were developed by A|P Communities, built by A|P Community Builders, and managed by A|P Community Management.**

NTV is a multigenerational community for individuals, families and seniors offering connectivity and proximity to rapid transit and an affordable choice for the diverse residents in the community. The Northside development involved a great deal of local participation with an aim of making certain that the impact of this project to the surrounding area went beyond simply new housing units. The team made special efforts to encourage local hiring and ensure that contracts were awarded to minority firms from the immediate area. Several community partners were engaged in order to accomplish this, including the 93rd Street Community Baptist Church, our non-profit partner, which organized job fairs and conducted local outreach to neighborhood residents, as well as the office of County Commissioner Jean Monestime, who hosted a job fair himself and whose staff assisted with advertising to bring awareness to the project's job opportunities. NTV was able to achieve its goals to have **20% of the total hard costs awarded to MBE contractors and employ 30% of new hires from applicants who reside within the vicinity.**

The developer also committed to support the Greater Miami Service Corps Youthbuild Program by providing full access for **Youthbuild** members to receiving job training and develop construction skills at NTV. Members worked with a variety of trades including project management, electrical, carpentry and plumbing. These experiences help to ensure that members gain the requisite experience to transition into meaningful lifelong careers in the construction industry. NTV's redevelopment plan includes ongoing job training and employment for local residents and opportunities for M/WBE firms throughout all phases of the master planned development by leveraging partnerships that have proven to be successful.

Sustainable Construction Practices

A|P believes buildings should enhance our communities - not deplete them and commits to **LEED Silver certification** for The Yard at West River. This ideal challenges us every day to conserve resources, reduce waste, and lessen our environmental impact. Site location is one of the most impactful ways to promote sustainable building. Creating a mixed-use development at the Rome Yard site helps shrink the city's environmental footprint by reducing vehicle-miles traveled – directly correlated to energy consumption and tailpipe emissions as reported by the Urban Land Institute ("ULI"). With proximity to public transportation, the development will encourage increased transit use, higher density, a mix of uses, and reduced surface parking, all of which are key synergies of combining TOD and green urbanism per the ULI.

The team's architect, **Torti Gallas + Partners** has made a Firmwide commitment to designs that yield economically viable and environmentally sustainable and resilient communities. Every new project begins with a Sustainable Development Workshop where they identify beneficial and feasible development options that integrate sustainable horizontal and vertical construction strategies. Their LEED Accredited Professionals are supported by the entire Firm's resources in researching, designing, monitoring and implementing designs and master plans that preserve the earth's resources by creating developments that enhance the natural setting and buildings that maximize energy efficiency and indoor air quality.

Torti Gallas has designed numerous LEED Certified buildings, including 91 LEED-H Platinum homes at Salishan in Tacoma, Washington; LEED-H Platinum homes and the world's first LEED-ND Stage 3 Silver-certified project at the Westlawn neighborhood in Milwaukee, WI; the LEED-NC Gold Capper/Carrollburg Community Center in Washington, DC; The LEED-ND Crystal City Master Plan,

in Arlington County, Virginia – the future home of Amazon’s HQ2; the Fairfax Village Neighborhood Center at Fort Belvoir, VA, the first LEED Platinum Certified building on a Department of Defense installation and only the second in the State of Virginia, and several LEED Certified Community Centers in California.

Additionally, Torti Gallas was selected by HUD and The National Association of Home Builders to design the PATH Concept Home (Partnership in Advancing Technology in Housing) as a LEED-H Silver Certified home. They also have one Passive House certified project and another in design, several projects that are Green Communities Certified and several more for which they are in pursuit, and are pursuing EarthCraft Virginia Certification in Richmond, VA. In total, Torti Gallas has over four dozen projects that are LEED Certified and almost two dozen more pending LEED Certification. Their national leadership in designing environmentally sustainable and economically viable communities ensures clients that they have the expertise to utilize innovative strategies that are financially feasible and buildable. Included as an exhibit are examples of their sustainable communities.

In addition, sub-contractor, **Integral Energy**, a certified Hillsborough County **MBE** and **SBE**, and City of Tampa **D/MBE** and **SBE**, will assist the development in balancing the environment, economics, and energy efficiency at The Yard at West River. The firm possesses unique market insight and can properly evaluate the cost, benefits, and risks of various project configurations. Their “real world” expertise and long-standing experience with the development of various types of projects and technologies strengthens their ability to provide strategic advice and forecasts. These insights prove to be an asset when looking to structure energy projects that are creative and primed for success.

A|P Communities has completed various projects which have attained LEED or other green certification standards. The development team is thoroughly familiar with the certification requirements and work closely with their LEED consultants to ensure that the City’s goals are met in terms of budget and certification level. Additionally, the development team will work closely with the City to design environmentally responsible developments on the site that will reach the sustainability goals of conserving energy and surpassing current norms for water conversation, waste management/recycling, and the quality of the indoor environment, as well as reduce utility bills.

A|P Communities staff has built a track record of pioneering a variety of successful sustainable development practices, even in challenged economic climates. The A|P Communities team was one of the first in the nation to apply the LEED standard to affordable housing developments, having created the first LEED Silver multifamily development in the southeastern United States, Tallman Pines, with the Broward County Housing Authority. Listed below are recent Green certified developments that are completed or will be completed by A|P staff.

Green Developments	Certification
Audrey M. Edmonson Transit Village I	LEED Silver
Audrey M. Edmonson Transit Village II	ICC 700 NGBS Silver
Northside Transit Village I, II, III and IV	LEED Silver
Northwest Gardens Phase I, II, IV and V	LEED Gold
Northwest Gardens Phase III	LEED Silver/Gold
Brownsville Transit Village V	ICC 700 NGBS

Green Developments	Certification
Casa Sant’Angelo Apartments	ICC 700 NGBS
Poinciana Crossings	ICC 700 NGBS
Residences at Dr. King Boulevard	ICC 700 NGBS
Sailboat Bend Apartments II	ICC 700 NGBS
Saratoga Crossings I, II and III	ICC 700 NGBS
Suncrest Court	ICC 700 NGBS
Pathways At Goodrich Place	☐S.M.A.R.T. Housing
The Studio at ThinkEast	☐S.M.A.R.T. Housing
<i>☐S.M.A.R.T. Housing is the City of Austin's Green Building Standards</i>	

In addition to employing the latest building technologies, A | P Communities is integrating more low-tech initiatives, such as urban farms, community gardens and edible landscaping, to inspire more holistic communities with a wide spectrum of social, health and environmental benefits. Below are a few examples of A | P’s experience with Green Building practices.

Northside Transit Village, Miami, FL



Northside Transit Village I achieved LEED Silver rating and is a **US Green Building Council South Florida 2015 Gala Verde Award** winner. The conservation of energy is facilitated through various design considerations such as cantilevered eyebrows for sun protection, covered balconies, insulated windows, walls and ceilings, energy efficient appliances, energy efficient air conditioning systems, and ceiling fans in common areas and bedrooms. Green features include: low emission paints, adhesives, and carpets, water conserving plumbing fixtures, recycled products, materials from local suppliers, Energy Star rated appliances, highly-rated insulated windows and LED lighting. LEED Certified projects use less energy, which has the added benefit of lower utility bills for residents and are healthier buildings in which to live and work.

Northwest Gardens – In an effort to become the City of Fort Lauderdale’s “green neighborhood”, a number of sustainable pilot projects and green design principles were implemented. All new developments achieved a LEED Silver standard or higher, and the neighborhood itself was one of the first pilot projects of the US Green Building Council’s LEED Neighborhood Development standard. Other examples of sustainable practices beyond the LEED standards include: bio swales in lieu of traditional retention ditches, permeable paving, and turning vacant or undevelopable parcels into pocket parks. A key unifying concept of edible landscaping, the main justification for the “gardens” name, was incorporated across the neighborhood. Where feasible, fruit trees were included in the landscaping plans, and accessible raised gardens were built at each new development. Local expert gardeners helped residents learn which fruits and vegetables could be grown (collard greens are the local favorite!) and taught them techniques for planting, tending, and irrigation as well as sustainable ways to control pests and weeds. The developments adjacent to the hub were designed with open space bordering the hub, allowing for future farmers’ markets.

Northwest Gardens, Fort Lauderdale, FL



The Step-Up Apprenticeship Program at Northwest Gardens offered instruction in emerging technologies that allow the apprentices to apply competitively for positions in the green building industry. A total of 500 out of the 4,000 hours of the Step-Up program are dedicated specifically to energy efficiency and green building. Several apprentices take their LEED Green Associate exams and a few are chosen to attend Greenbuild each year.

These efforts have provided Northwest Gardens with numerous awards and accolades –

- Northwest Gardens was a finalist for a 2016 Vision Award-Project of the Year from the Urban Land Institute (Southeast Florida/Caribbean)
- The First LEED for Neighborhood Development (ND) Certified Community in Florida (the 5th in the Nation)
- 1st Gold-Certified LEED for Homes (Multi-Family) Community in Florida

- Most Outstanding LEED Multi-Family Project (South Florida U.S. Green Building Council)

Marketing Plan

A|P Community Management (“A|PCM”) takes pride in providing the opportunity for persons of diverse backgrounds and incomes to live in safe, high-quality housing. To maintain excellent quality management, A|PCM provides ongoing, structured Fair Housing Training to all management staff in person and online. New employees are required to complete the Fair Housing Principals and Practices Course and are required to take a refresher course semi-annually or quarterly to ensure strict adherence to federal, state and local fair housing laws and requirements.

In addition, A|P Communities and our partners work together to create a comprehensive marketing and engagement strategy early in the development process. A|P takes the lead by engaging with local community stakeholders and groups to ensure that the development strategy is being advanced in tandem with community interests and meets the diverse needs of our diverse clients, especially those coming from historically disenfranchised groups. We strive to make sure that our developments and staff are respectful of the historic and current needs of the community.

We additionally stage our engagement as follows throughout the development process:

PRELIMINARY: Upon construction commencement, a large sign with a toll-free number and information on leasing will be placed on the site. Corporate administrative staff will follow up on contacts and give preliminary information on the property until pre-leasing begins and on-site staff is hired. Advertising for onsite staff will be placed six months prior to the first Certificate of Occupancy (“C.O.”) and brochures and other marketing materials will be ordered.

FOUR MONTHS PRIOR TO 1ST C.O.: A Property Manager will be hired. A leasing trailer will be placed on the property and/or a rented space that is close to the development. The leasing area will have banners, balloons, flags and signs with a promotional theme for maximum drive-by effect. Agencies that interact with seniors and/or families will be contacted and made aware of the housing that will be available for their clients. Advertising will be placed in local papers.

THREE MONTHS PRIOR TO 1ST C.O.

Leasing staff will be hired and undergo an intensive staff training program which includes creative ways to promote their community, increase their resident retention efforts, and assist them in their closing ratios. To promote a positive image of the development, we will begin to increasingly work with community service agencies and non-profit organizations. Our promotional campaign will provide good public relations and attach a positive image with the development name. Information on the property will be distributed to the area’s major employers, trade and service businesses, the local Chamber of Commerce and will also be posted on bulletin boards at local supermarkets, laundromats, convenience stores and houses of worship. Contacts will be made with the local daycare facilities, community centers, and neighborhood schools.

UPON 1ST C.O. THROUGH COMPLETION: A model apartment home will be set up in one of the completed buildings or in a nearby location, to encourage prospects to visualize their home and the lifestyle the community will offer. Open houses will be scheduled during the first two months of occupancy; one targeting the local community using a local radio station, and one targeting the general public using a popular station.

A resident referral program will be started with our first move-ins, to facilitate word of mouth advertising. A referral bonus will be offered to all residents who refer a friend who successfully rents at the subject property. Resident services will be started and residents will be encouraged to bring

a friend to the activities.

Strategy #1, Internet Advertising: A social media leasing campaign will be implemented beginning with a property Facebook page. Leasing staff will use social media to keep applicants and prospects informed of all community events. In addition, the Atlantic Pacific Communities' website will have an internet ad highlighting current specials and coupons. Photographs of the development will be posted and updated, including photos of construction in progress, move-in and of the most recent resident activity.

Monthly reports will be sent to the Regional and Property Manager regarding internet traffic and leads. This report may include names and phone numbers of individuals that visited our page. This will allow us to compare the information against the traffic logs and allows us to continue our follow up program with the prospect.

Strategy #2-Outreach: Visiting local businesses and engaging their owners/managers/human resources departments is a form of outreach utilized. We make them aware of our community, and if possible, leave marketing materials at these locations. This may include a "goodie bag" of cookies or candy to encourage a warm reception. We will also attend meetings at the local Chamber of Commerce and leave materials in their office. Flyers are posted at the local supermarket, the post office and other high traffic areas. There will be concentrated outreach to businesses which cater to the demographic set-aside and to area retail trade and service businesses.

The Merchant Referral Program provides promotional flyers to local businesses and their clients in exchange for offering the new residents at our development a gift certificate to their business location. This will increase the clientele base as well as promote local businesses and the development will be viewed as a place where the community's needs are met, and actively involved in its improvement. In addition, by establishing relationship with the local businesses we can market to their client base.

Property Referrals will be established from other sister properties in neighboring area. We will also have established waiting lists that will assist in obtaining income qualified households, and targeted demographics, such as Veterans.

Strategy #3-Resident Referral Program: The Resident Referral program will be started just prior to first occupancy and will be heavily promoted. A referral bonus will be offered to all residents who refers someone that rents an apartment at the development. Flyers will be sent out twice per month, and in the management office a community tally board will be posted showing the running total on paid resident referrals. This will not only build excitement with the residents but can also be used as a conversation piece with potential prospects.

Strategy #4-Resident Retention: In addition to highlighting all of the events at the development, we will send resident surveys to all move-ins, move-outs and at least 10% of all maintenance orders will be followed up with a survey for quality control.

Resident Appreciation Days will also be incorporated, this includes appreciation cards mailed to all the residents, and the building receiving some extra "TLC" such as touch up painting in the common areas and in the units (if renewing), pressure washing and planting seasonal flowers. We will set out to do resident appreciation days for one building per month. A public people pleasers community board will be posted and will include thank you notes from residents, monthly activity calendar, move-in questionnaires, etc.

Estimated Project Schedule

As summarized in the table below, if selected, A|P would begin work on key critical path

milestones immediately after the City makes a recommendation to negotiate and lifts the Cone of Silence. The initial milestones include preparation of conceptual plans for presentation to the community and engagement with residents, and finalizing the plan as detailed above and in Section 5.d (Community Engagement). For the purposes of this schedule, we anticipate the City will make an award by February 2021.

For the affordable Phase III housing, this is split into two funding applications, a 9% LIHTC application (Phase III a) comprised of 94 units which will be submitted in the 2021-2022 FHFC funding cycle and a 4%/SAIL application (Phase III b) comprised of 130 units which is anticipated to be submitted in the 2022-2023 FHFC funding cycle.

	Phase I	Phase II	Phase III a	Phase III b
Design & Construction	March 2021	May 2023	June 2022	July 2023
Site Plan Approval	October 2021	December 2023	January 2023	February 2024
Building Permit Approval	February 2022	March 2024	April 2023	May 2024
Financial Closing	February 2022	March 2024	April 2023	May 2024
Construction Start	March 2022	April 2024	May 2023	June 2024
Marketing & Lease-Up	June 2023	July 2025	August 2024	September 2025
Construction Completion	September 2023	October 2025	November 2024	December 2025
100% Occupancy	September 2024	December 2026	March 2025	April 2026

Barriers

Rome Yards’ location in the heart of the West Tampa neighborhood affords many opportunities for connecting the community via the Riverwalk, and honoring the heritage of the area. However, there are several site specific considerations that the development team has considered and will look for further clarity upon award.

First, a portion of the site is within the 100 year flood plain. We are currently siting Building 7 (refer to the Building Use Plan in Section 5.a.2) within this area and have already considered the topography and consulted with the civil engineers at Bohler, and the general contractor, First Florida, to coordinate an action plan to redistribute fill across the site to raise this area out of the flood zone. Further coordination will be required and a CLOMR and LOMR from FEMA will be required on the permitted plans and final as-builts to provide comfort to the financial partners that the flood plain has been mitigated.

Additionally, the site’s status as a brownsfield will require further documentation to determine a specific action path to remediate any environmental conditions present at the site. The project team will propose to undertake comprehensive environmental investigations upon award to understand the site’s status and integrate those findings into the development plan.

As noted in the RFP, there are three utility structures/easements, that Bohler, Torti Gallas, and First Florida, have all taken into account in the site planning of The Yard at West River. After a successful award by the City, we will reconfirm exact locations of these structures via survey and Ground Penetrating Radar to make sure that our site plan directly addresses the conditions in the field. We will also work with the Water department to work on updates to necessary easements in order to conform our site control negotiations with the City, and provide a clean title by our projected closing timeframes so we can start construction as anticipated.

For the Phase III affordable housing component, we anticipate primarily pursuing Low-Income Housing tax Credit (“LIHTC”) financing from the state agency that governs these funds - the Florida Housing Financing Corporation (“FHFC”). The FHFC has a mandatory distance requirement which

requires proposed developments be at least 0.5 miles away from an awarded development that has been funded in the last three years with the same demographic (elderly, family, and workforce). We have determined that the family and workforce demographics were awarded funding by FHFC in 2019, and thus we cannot apply for FHFC funds in certain RFAs until the 2022 application cycle. There is a pending elderly award in the 2020 application cycle, which may be successful and not allow for application under elderly demographic until 2023. This is the primary reason we have proposed the affordable housing developments to start design development in 2023 (anticipating being able to apply in the workforce/family demographics in all RFAs starting in 2022). However, if we are able to obtain from the City of Tampa (or Hillsborough County) a local government contribution of approximately \$610,000, known as Local Government Areas of Opportunity Funding (“LGAOF”), the development will be able to apply in the upcoming 9% LIHTC RFAs. We hope to receive the support of the City of Tampa with a LGAOF in order to compete in the next FHFC 9% LIHTC applications. Achieving this in the 2021-2022 FHFC funding cycle will significantly increase the likelihood of a successful award of 9% LIHTC for the affordable housing phase. Should other local resources become available prior to that time, the project team will pursue those vigorously to accelerate the delivery of affordable housing units at the site.

Finally, the development team has been made aware of a pending City ordinance to require all vertical construction on projects over \$1 million in value to use apprentices for at least 12% of the labor hours on the development. The team believes this could impact the projected cost to build and deliver The Yard at Wes River. The proposal does not currently include any potential price increase that this ordinance may incur.

Energy Savings

Sustainable design and development are best addressed and achieved through a focused strategy that addresses the specifics of place, typology and user. Detailed analysis of these criteria formulates the most effectual and impactful sustainable strategies. Ironically, many metrics of environmental sensitivity rely on a checklist approach which gives almost equal weight to a wide range of sustainable measures, which may or may not be effective in the particulars. We find that while some general strategies are universally applicable, a tailored approach works best.

Place shapes climate at both macro and micro scales; the location of a project informs its best sustainable strategies. Mixed-Use, Mixed Income Housing is a particular Typology and User that has its own set of focused sustainable concerns and strategies. The overlap of these programmatic requirements plays out into sustainability through the design of housing and home types of appropriate but elevated densities which meet the needs of the resident and maximize spatial efficiency of interior square footages and building lots -- in other words: building smarter while still meeting resident needs. A complementary sustainable component of these efficiencies is waste reduction for construction materials. Efficient energy usage is a further significant sustainable concern; education, training and a design that builds in passive energy efficiency are targeted responses.

Besides meeting the requirements of LEED Silver or comparable, the team will explore the following strategies for sustainability, energy savings and construction efficiency.

- PATH House – Prefabricated Accessible Technological Homes (PATH) that provide solutions to today’s challenges of prefabricated housing by combining technology, design and sustainable practices

Section 5.a – Preliminary Development Concept

- Modular Housing - Modular Housing design provides the opportunity to reduce construction material waste. Transportation of preassembled portions of the building can result in a reduction of fuel costs and exhaust emissions.
- Solar Orientation and Solar Shading - The use of solar shading devices on the building exterior can reduce the amount of energy required for heating or cooling by keeping the excessive heat of the sun out and avoiding overheating. It can also reduce the amount of energy required for lighting, by optimizing the admittance of more free, natural daylight

Geothermal Heating and Cooling Systems – Utilization of a series of pipes that store and transfer the relatively constant temperature that lies underground to heat and cool homes.

As mentioned above, Sub-contractor, **Integral Energy**, a certified **MBE, D/WBE and SBE**, specializes in financial and regulatory knowledge to create and implement financially and economically sound energy plans. They will serve in this capacity for the Rome Yard site.

Sample Renderings

Attached in Section 5.a.4 are architectural precedents provided by the architect, Torti Gallas, representing the West River area.

Preliminary Development Concept – The Yard at West River



A|P Communities, Cornerstone Strategic Partners, design partners Torti Gallas and Bohler Engineering, and general contractor, First Florida, are proud to have delivered state of the art communities across the state of Florida which incorporate stakeholder feedback. Our ultimate goal is to reinvigorate the community with an expansive redevelopment of the area into **"The Yard at West River"**.

As outlined in the West Tampa community redevelopment plan, there is a strong desire to create an area that highlights the rich history of the community. The area has many historically significant buildings and places that have been identified by the community as important assets that should be preserved and marketed. The appearance and aesthetic beauty of the Area is critical for attracting residents and visitors, especially to the historic West Tampa Commercial District and other commercial areas.

As reported in the *83 degrees* article in 2018,

"Stories of Tampa's cigar industry are more often tied to Ybor City than to any other area in Tampa due to its historic importance and continued popularity as a draw for tourists and locals alike. That tends to leave West Tampa undeservedly dismissed simply as Tampa's "other" Latin district. In truth, its history is as rich and varied as any community in the state."

The Rome Yard project has an opportunity to continue telling this story.

West Tampa has also been home to large population of African Americans with an assortment skills, from blacksmiths, carpenters and skilled labor businesses. Main Street was one of the few economic business hubs in Tampa. Many prominent African Americans grew up in West Tampa during the times of segregation. For example, George Edgecomb, the first African American appointed judge in Hillsborough County. These types of historically rich stories must be preserved and celebrated within this redevelopment.

We absolutely agree to honor the history and heritage of West Tampa through art, historical markers, and possibly a West Tampa Cultural Center. To help accomplish this goal, **Pep Rally, a minority owned,** local artist located within West Tampa is commissioned to curate artwork for the Rome Yard redevelopment that would tell the story of the vibrant community of West Tampa. Pep Rally specializes in the design and creation of large scale timeless murals and they have provided

their letter of support for The Yard at West River, it is included in this section.

We also understand the importance of creating opportunities for small businesses to grow and are committed to providing retail space for a **City of Tampa resident** to live out his/her dream of owning a business in West Tampa. If selected, **Blind Tiger Coffee Roasters** (“Blind Tiger”), a certified **MBE**, owned by a City of Tampa resident, has provided a letter of interest in leasing space at The Yard at West River and it is included in this section. Blind Tiger is a coffee café known for roasting exceptional coffee and flavors. In addition, we have engaged key Executive Committee members from the Tampa Chamber of Commerce to assist in identifying businesses that would be suitable for the retail opportunities that will be available at The Yard at West River.

The preliminary design and development concepts proposed herein will be further refined with input and feedback from the City of Tampa, the CRA, the community and other key stakeholders. The redevelopment will provide residents with a strong sense of neighborhood pride for their community of brand new, energy-efficient homes, welcoming amenities and new green space.

Our plan consists of three phases of state-of-the-art, community input-driven developments, spanning across two parcels of land. We propose to develop a **total of 903 new mixed-income units**; comprised of affordable, workforce and market-rate housing to serve residents across a wide range of incomes. The proposed design yields approximately 50 units per acre within the new community which adheres to the desired density outlined in the comprehensive plan, while creating new open green and recreational spaces for residents and neighbors to congregate and create a true sense of place and community.

The distribution of LIHTC and workforce units within a larger overall development program, along with the addition of unrestricted income units, creates a more diverse and sustainable community and will improve the existing residents' quality of life and integrate well within the existing fabric of the West Tampa community. All affordability and bedroom mixes are detailed in the tables below.

Affordability Mix	Units	%
Affordable	224	24.81
Workforce	362	40.09
Market	317	35.11
Total	903	100.00

Bedroom Mix	Units	%
1 BR	522	57.81
2 BR	337	47.32
3 BR	44	4.87
Total	903	100.00

The team proposes to incorporate architectural design styles that will help to celebrate and preserve the heritage of the West Tampa neighborhood. The team will work with those in the community and other stakeholders through a consensus based design process to develop the character of the buildings as well as the overall character of The Yard at West River. Our initial approach is to start with West Tampa’s rich history. Tampa’s historical working class community can be seen in the number of historic cigar factories that exist throughout Tampa. Taking cues from this style of architecture is one example of how to preserve the heritage of West Tampa in

the Rome Yard development. As shown in the Architectural Precedent sheet (included in this section), a variety of architectural styles have been initially proposed that are reflective of the character of the buildings that exist in the area today, respond to West Tampa’s heritage, and is in sync with the architectural styles per the West Tampa Master Plan and West Tampa development. The team is also committed to creating outdoor spaces and opportunities for art that will support the Riverwalk and other pedestrian oriented efforts and activities throughout the West Tampa community.

While the aesthetic of the buildings will be further refined in charette-like discussions with residents, neighbors and other stakeholders, conceptual renderings in the form "inspiration images" and have been included by the design team to illustrate our initial vision.

The Yard at West River will feature the best amenities in the area, including: **approximately 4 acres (174,240 sf) of parks and green space with shade trees, pocket parks, and walking and bike paths;** community centers with Wi-Fi, computer and printer access; fitness centers; covered plazas and terraces; and over 2,000 square feet of commercial space for uses to benefit the local community. Trees and landscaping will be added to provide better shading for residents. Thoughtful placement of exterior lighting and motion sensors, and the use of access control technology will enhance the security of these new developments.

The Yard at West River will provide a range of dwelling unit types, including **3-bedroom units and 1-2 story townhomes which will allow for flexible live-work configurations and a mix of garden and mid-rise, mixed-use multifamily buildings.** The facades of all buildings will be designed to be articulated in smaller segments in efforts to keep the look and feel of buildings on a scale appropriate to the surrounding neighborhood. Phases of the development will be available for individuals, couples, families and active seniors, and all phases will have units for persons with disabilities or special needs thoughtfully placed throughout the development. A detailed breakdown of the unit mix and sizes can be found below.

		Phase I	Phase II	Phase III
Unit Mix	1 Bedroom	167	198	157
	2 Bedroom	120	150	67
	3 Bedroom	18	26	-
	Total Units	305	374	224
Unit Square Feet	1 Bedroom	680	680	650
	2 Bedroom	900	900	850
	3 Bedroom	1,150	1,150	-

The new open space and community centers provide opportunities for art installations, especially those areas visible from neighborhood streets, where they will be viewed by many passersby. By situating residential buildings along the perimeters of each site, the program provides **eyes on the street**, parking lots, and central courtyards from all angles, which is a critical Crime Prevention Through Environmental Design (“**CPTED**”) strategy. Landscaping and trees will be selected according to CPTED principles in efforts to provide greenery and shade **without creating blind spots.**

In keeping with the tenets of Smart Growth and integrating and enhancing the existing West Tampa community, the plans feature a mixture of housing, commercial and recreational space in a **compact, walkable, pedestrian-oriented community within walking distance of public transit.** The closest units are less than 1/10th of a mile from public transportation allowing households to

Section 5.a – Preliminary Development Concept

reduce their dependence on cars. The design will prioritize: 1) pedestrian safety via dedicated paths with sufficient lighting and open sight lines; 2) clear and distinct entrances and egresses to buildings and parking areas; 3) residential units sensitive to the traffic; and 4) sensitive architectural creativity that enhances the neighborhood.

A local context map, preliminary illustrative site plan, the propose program, building use plan and phasing plan are included in this section. Should our team be selected, we look forward to building upon the comprehensive resident/community engagement process to date by further discussing and refining this preliminary concept with the City, the CRA, West River community and other stakeholders.

The proposed development concept is the most appropriate and beneficial approach for redeveloping The Yard at West River for the following reasons.

- **Maximizes and expedites the development potential of the sites** and increases the supply of quality superior affordable housing by leveraging the earlier workforce/market rate phases that A | P is already developing.
- Implements a **mixed-income, mixed-use, transit-oriented development** within walking distance of future proposed West Tampa HART transit connections that are deliberately woven into the fabric of the community.
- Provides a beautiful, deliberately designed development that complements the neighborhood's character by including a **variety of building types and heights** which are sensitive to their surroundings.
- Achieves Leadership in Energy & Environmental Design (LEED) Silver certification or Florida **Green Building** Coalition (FGBC) or other comparable rating system.
- Incorporates **CPTED** best practices as detailed herein.

Common Area and Site Amenities

Each phase of development will have its own amenities, dedicated on-site management offices, maintenance facilities, and recreation space. Each will contain its own community center with an exercise facility, laundry facility, fully-equipped business center with Internet access, printer and library. The community center and recreation spaces in each affordable housing phase will be designed to accommodate a comprehensive range of resident services and activities on-site, including but not limited to health care and education, financial literacy, wellness and nutrition, job readiness, and disaster preparedness seminars, as well as entertainment and social gatherings (refer to Section 5 for details). We will work with the residents to tailor these offerings to the needs of the community.

Specifically, the following Community Features / Common Areas will be provided:

- | | |
|--|---|
| ➤ Clubhouse / Community Center per phase | ➤ Executive business centers with computers/printers and WiFi |
| ➤ Security system/cameras | ➤ Motion sensor exterior lights |
| ➤ Some buildings will include a resort style Swimming Pool and sundeck | ➤ Walking path |
| ➤ Fully equipped health & fitness center | ➤ Bike path/bike parking |
| ➤ Designated guest and resident parking | ➤ More trees/shade than existing site |
| ➤ Improved common area lighting | ➤ 2 large green open spaces within overall Project Site |
| ➤ Elevators on midrise buildings | ➤ 3 Pocket Parks |

These amenities will allow residents to address their family's daily needs safely and within the boundaries of their building or neighborhood, providing a significant benefit to busy households. Access to significant open space is a major benefit to residents allowing for a safe, convenient location for children and adults to engage in physical activity or simply get some fresh air.

Unit amenities will include:

- Appropriately sized energy efficient appliances in units, including dishwasher, disposal, oven, range, and refrigerator
- Integrated HVAC/ Smart Fans System
- Tile flooring
- Tiled Backsplash in kitchen
- Impact windows and doors
- Modern kitchen cabinets
- Granite kitchen countertops or comparable
- Window treatment/coverings for each window
- Double-bowl kitchen sinks
- Electric water heater

These enhanced unit elements benefit residents as they are the latest in efficient, durable and modern amenities.

CPTED: The design team led by Torti Gallas has included Crime Prevention Through Environmental Design ("CPTED") best practices with the goal of using the built environment to reduce unwanted uses and opportunistic crime, and to increase legitimate uses in order to improve the quality of life where residents live, work and play. The site plans incorporate the following CPTED principles:

- Orienting buildings to face streets, parking lots and parks, which will increase "eyes on the street"
- Natural surveillance is facilitated with residential windows that look out into central courtyards, green areas and walkways
- Pedestrian-scale lighting along walkways and throughout the parking areas
- Security camera surveillance
- Controlled access ingress/egress
- Controlled access parking
- Secure controlled entrances to all the residential sections
- Tree-lined sidewalks with specially selected tree species with canopies that will not grow to obstruct views
- Way-finding signage

More detailed CPTED strategies and principles include:

- Territoriality and boundary definition: The design seeks to minimize the amount of spaces with unclear or undefined purpose, eliminating unsecured areas that are easily overtaken by outside or inside criminal elements. The architect arranged the residential buildings to provide a distinct sense of boundary and promote a sense of place and pride of ownership. The completed redevelopment will include the use of signs, fences, gates, landscaping, graphics, wayfinding, signage and artwork that help foster the sense of belonging to a given location;
- Activity Support: The designs encourage legitimate activities in the semi-public and semi-private places by fostering opportunities for natural surveillance and supervision by capable guardians (parents, grandparents, security presence, and video surveillance). Mixed uses, including retail/commercial, residential and recreational encourage positive social interaction and foster a sense of community;
- Access Control: The design restricts access from public to private resident spaces through the use of street cordons, landscaping, locking doors, gating, changes in pedestrian or vehicular traffic patterns, and the use of security personnel to keep unwanted persons away from restricted areas;
- Surveillance: It is designed to increase visibility by natural (placement of windows and doors, and courtyards), formal or organizational surveillance with security and management personnel, and mechanical methods. This can be achieved, for example, by promoting routine surveillance by community residents or through the practice of employing more than

- one employee at retail stores, police patrols, and mindfully placed video surveillance;
- Maintenance and management strategies: The site plan ensures routine maintenance or upkeep of the environment is unobtrusive. Mindful placements of garbage containers, the use of energy efficient LED lighting on the walkways, apartment porches, and parking lots, reduces the maintenance, repairs or modifications needed to meet new threats. The use of strong vandal resistant fixtures and fencing and gates will reduce the opportunity for breakage or misuse; and
- Target Hardening: includes physical features that deter crime such as: vandal resistant lighting; perimeter fencing and gates (where feasible); door hardware and locking devices; door peepholes; Access control systems that are easily programmable to add or remove tenants as they move in and out of the properties; graffiti resistant wall surfaces; and hardy ground surface treatment.

The overall design emphasizes situational crime prevention and addresses:

- Increasing the effort needed to commit crime or acts of incivilities
- Increasing perceived risks of engaging in criminal behavior or acts
- Reducing the rewards for such behavior
- Removing excuses for illegal behavior

Torti Gallas accomplishes these goals by having clearly defined paths for pedestrians that are easily observable by residents in their apartments. The placement of the parking areas primarily within the property makes loitering and opportunistic crime riskier and more difficult, and clearly increases the risks of detection and identification. The parking areas will have access control and video surveillance features, roving patrol features, excellent lighting, and ultimately reduce the opportunity for any criminal rewards of car theft, car burglary, purse snatching, or assaults.

In addition, management will implement stringent preventive maintenance and management guidelines and procedures to create and foster a sense of "pride of place." A security plan will be implemented and may consist of the following, as necessary:

- Parking enforcement
- Guard stations
- Grounds patrolling
- 24-hour monitoring/scheduled monitoring of live feed from security cameras
- Neighborhood watch

The purpose of security is to allow for detection of any criminal activity on the property, identify where and who the perpetrators are, delay access or availability of a potential target, respond to a person needing assistance, make sure gates are closed, and deter trespassers. It is critical to demonstrate the importance of security, with respect to how it relates to the project objectives of providing safe and secure affordable housing. The team has included CPTED functional criteria in the site planning, architectural design, landscape design, lighting plan, and more. As described above, Torti Gallas has approached the site plan with the following security layers: site perimeter, building exteriors, circulation patterns, interior courtyards and resident spaces.

The design team has implemented principles of security zoning in the planning and spatial design of the site.

- The exterior public perimeter of streets and sidewalks are considered unrestricted zones that anyone is legally entitled to walk or drive around.
- The controlled zones are the pedestrian and vehicle paths that penetrate the site and into the buildings or parking areas. Access control, video surveillance, security personnel, and CPTED elements will take reasonable measures to control person and vehicles entering and leaving controlled zones.

Section 5.a – Preliminary Development Concept

- The restricted zones are the residences, the commercial and retail stores, property management offices, and selected resident features such as laundry facilities, fitness centers, or computer labs.
- Building hardening concepts will be implemented to properly secure these spaces and have accountability, the ability to account for who is coming and going into these spaces.
- Industry accepted practices will be used in the design to secure the ground floor windows, ground floors of the garages, resident doors, and office spaces.

Collectively, these measures are designed to provide all residents with a sense of safety and comfort within their home environments.

Smart Growth Development Approach: Our master plan for The Yard at West River will adhere to the key tenet of Smart Growth, which is to build mixed-use communities with housing and transportation choices near jobs, shops and schools. Our master plans create a quality walkable community that provides a variety of affordable housing options for different income levels, as well as recreational facilities and commercial uses. Some of the key Smart Growth elements are:

- ✓ Fostering a strong sense of place by incorporating local culture, natural features, art and placemaking to create a vibrant community;
- ✓ Creating significant new green open space for use by residents and the community;
- ✓ Adding significant density within walking distance of public transportation;
- ✓ Orienting buildings to face streets, parking areas, and courtyards will increase the number of "eyes on the street";
- ✓ Positioning open spaces so that all households have a recreational space within a short walking distance;
- ✓ Creating commercial space that will provide services and jobs to both residents within the community and the broader neighborhood;
- ✓ Ensuring sustainability by achieving Leadership in Energy & Environmental Design (LEED) Silver certification for new construction, Florida Green Building Coalition (FGBC), ICC 700 National Green Building Standard (NGBS) or other comparable rating system; and
- ✓ Encouraging community and stakeholder collaboration.

Tab 5.a.1

Letters of Support from Blind Tiger Café, Pep Rally



December 10, 2020

To whom it may concern:

By way of this letter, I would like to give my support to Atlantic Pacific Communities' (AP) proposal for the Rome Yard Mixed-Use Development. Blind Tiger Coffee Roasters is a Local MBE Food & Beverage operator that has cafés throughout Tampa.

The Blind Tiger Coffee Roasters have multiple locations within the City of Tampa along with Hillsborough County.

We are excited about the opportunity to help develop and cement the project along the Hillsborough River. Making history and being part of the story that Tampa has to tell, we are humbled at the opportunity.

If selected, we would bring a comprehensive Food & Beverage program aimed to increase the opportunity to create the Rome Yard Mixed use development as a future "must see" destination.

We would like to install a roaster and spell the gospel and rich history of Tampa as a hub for a top five city with the best coffee scene in the country.

We look forward to the opportunity to collaborate with AP and other stakeholders to serve the West Tampa neighborhood and create local jobs. If you have any questions, please contact me at the number below.

Sincerely,

Roberto Torres

Blind Tiger Coffee Roasters



cell : 813-789-2209
email: Josh@peprallyinc.com

December 11, 2020

To whom it may concern:

Pep Rally Inc. offers its support to Atlantic Pacific Communities' (AP) proposal for the Rome Yard Mixed-Use Development. We are a creative agency based in West Tampa that is dedicated to telling rich visual stories that celebrate the the past, present and future of our city.

If selected, we would collaborate with the developer to ensure that the new community will thoughtfully honor the history and heritage of West Tampa through art, historical markers, and/or a West Tampa Cultural Center.

Our team specializes in the design and creation of large scale timeless murals. We have built a team that is unmatched in talent or reputation for quality and integrity.

We heartily support AP's proposal and look forward to the opportunity to collaborate with diverse stakeholders to ensure thoughtful implementation of the local community's vision for the area. If you have any questions, please contact me at the number below.

Sincerely,

JOSHUA PEARSON

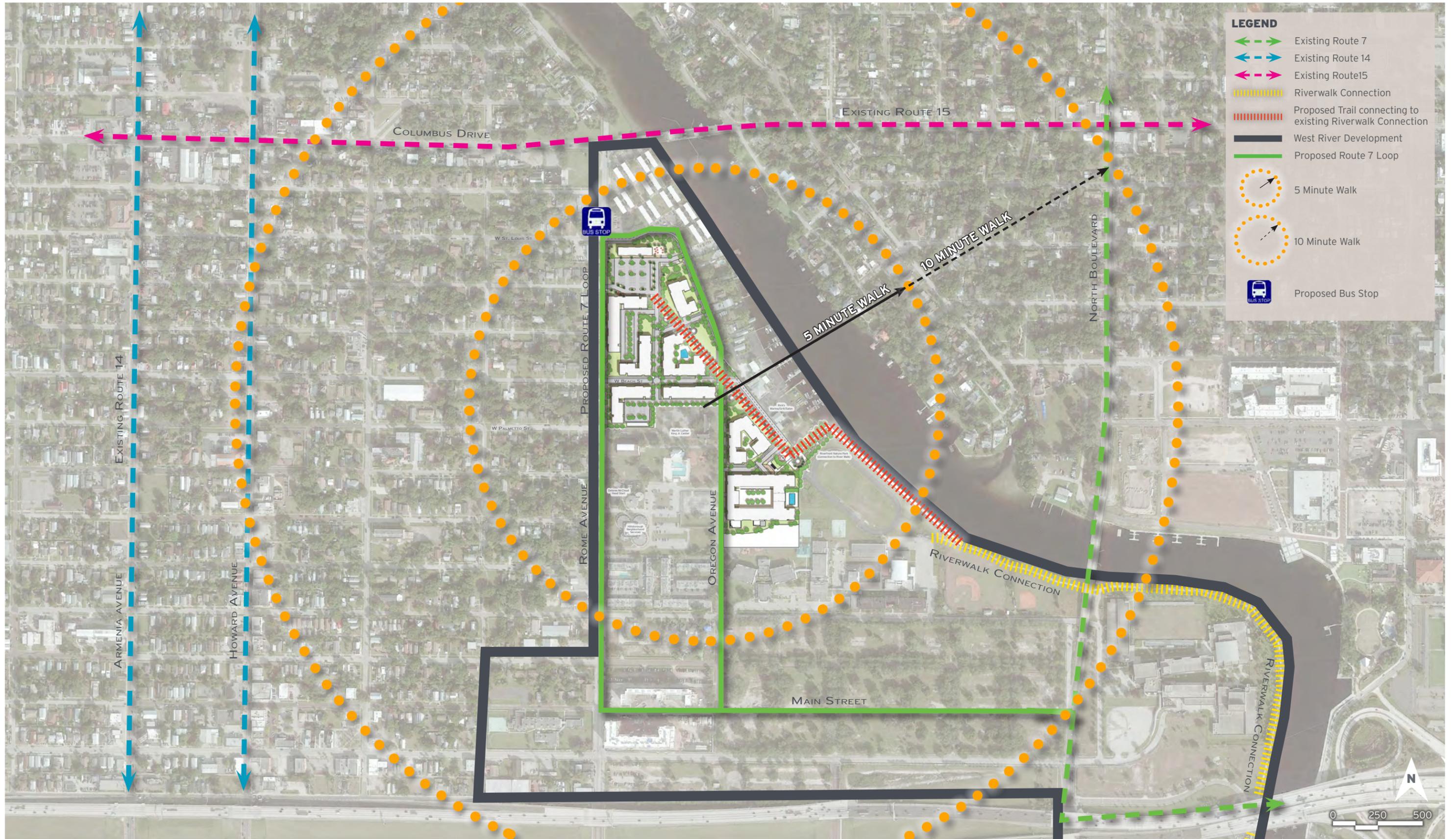
Founder / Creative Director

PEP RALLY INC.



Tab 5.a.2

Torti Gallas Map, Site Plan, Program, Building Use Plan, Phasing



KEY FEATURES

1. 3,000 SF Workforce Training Center
2. Cultural Center
3. Swimming pool
4. Community center
5. Formal plaza terminates Tampa Riverwalk and connects to neighborhood pathways
6. Trellis-shaded walk / linear public arts area
7. Public art opportunity
8. Open lawn for activities and fitness
9. Fire pit and barbecue area / public arts area
10. Gazebo park / public arts area
11. Cafe terraces activate public spaces / public arts area
12. Weston Park walkways connect to Tampa Riverwalk
13. Tampa Riverwalk extension

Notes:

- Strong diagonal pathway
 - Aligns primary facades
 - Opens views to Tampa skyline
 - Provides a series of park events and activity spaces leading residents to the existing riverwalk connection
 - Avoids affecting underground utilities





LEGEND

- Floodplain
- Existing Sewer Line
- Existing Storm Sewer Line
- Existing Water Line

Building	Stories	Estimated Commercial GSF	Estimated Amenity GSF	Estimated GSF for Residential					Estimated Residential GSF	Estimated Number of Units ^d	Estimated Total GSF	Estimated Parking						Estimated Tuck Under SF	Estimated Podium Garage SF	
				1st FL	2nd FL	3rd FL	4th FL	5th FL				Required Commercial Parking ^e	Required Residential Parking	Total Parking Required	Estimated Off Street Parking	Estimated On Street Parking ^f	Estimated Total Parking			Off Street Parking Type
1 ^a	3		1,000	15,500	24,750	24,750			65,000	70	66,000		70	70	70	10	80	Tuck Under / Surface	9,500	
2 ^a	4		2,000	12,750	24,950	24,950	24,950		87,600	94	89,600		94	94	103	15	118	Tuck Under / Surface	9,300	
3	4	3,000	2,000	10,752	26,341	26,341	26,341		89,775	93	94,775	12	120	132	122	15	137	Tuck Under / Surface	13,500	
4 ^b	3	8,644			8,644	8,644			17,288	11	25,932	44	22	66	66	0	66	Surface		
5 ^a	3		1,000	10,951	22,637	22,637			56,225	60	57,225		60	60	60	13	73	Tuck Under / Surface	9,500	
6 ^c	5	4,000	2,000	16,500	22,502	30,712	30,712	30,712	131,138	128	137,138	16	160	176	144	41	185	Podium		50,400
7 ^c	5	2,000	2,000	7,200	11,201	20,308	20,308	20,308	79,325	78	83,325	8	98	106	144	37	181	Podium		50,400
8 ^c	5		2,000	32,300	34,301	54,558	54,558	54,558	230,275	235	232,275		294	294	294	9	303	Podium		102,900
9 ^c	5	4,000	2,000	18,250	24,251	30,433	30,433	30,433	133,800	134	139,800	16	168	184	168	27	195	Podium		58,800
Total		21,644	14,000						890,426	903	926,070	96	1,086	1,182	1,171	167	1,338		41,800	262,500

FAR Allowed Difference 1,160,439
234,369

Notes

- a = Buildings parked at 1 spaces per unit
- b = Live work townhomes
- c = two levels of podium parking
- d = number of units based on 900 SF average for Buildings 1, 2 and 5 (70% 1BR and 30% 2BR) and 1,000 SF average for Buildings 3, 4 and 6 - 9 (54% 1BR, 40% 2BR and 6% 3BR)
- e = assumes 4/1,000 SF required for commercial uses and amenity space will be used by building tenants or those that are part of this development
- f = On street parking is non dedicated parking

- LEGEND**
- Affordable Housing
 - Workforce
 - Market Rate









Tab 5.a.3

Torti Gallas Sustainable Precedents

Experience and Capacity - Innovation in Affordable Housing and Sustainability



PATH HOUSE

Omaha, NE

HUD's Partnership for Advancing Technology in Housing



MODULAR AFFORDABLE HOUSING

Milwaukee, WI

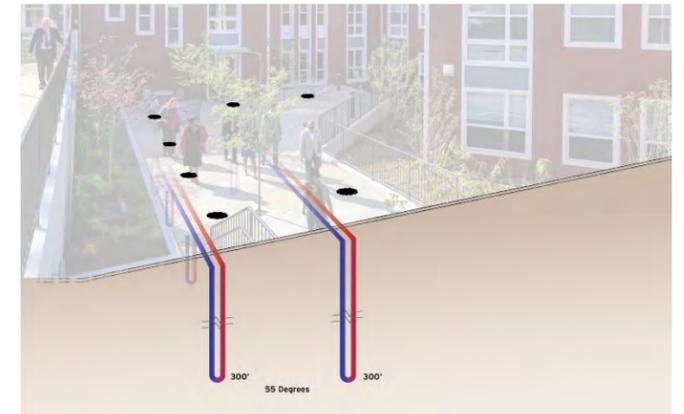
Public Housing Revitalization at Westlawn Gardens



SOLAR ORIENTATION AND SOLAR SHADING

Camana Bay, Cayman Islands and Tampa, FL

Mixed Use Building at Camana Bay, and Military Housing at MacDill Air Force Base



GEOHERMAL HEATING AND COOLING SYSTEMS

Milwaukee, WI and Washington, DC

Public Housing Revitalization at Westlawn Gardens and Highland Dwellings



Bioswale Bumpout



Bioswales



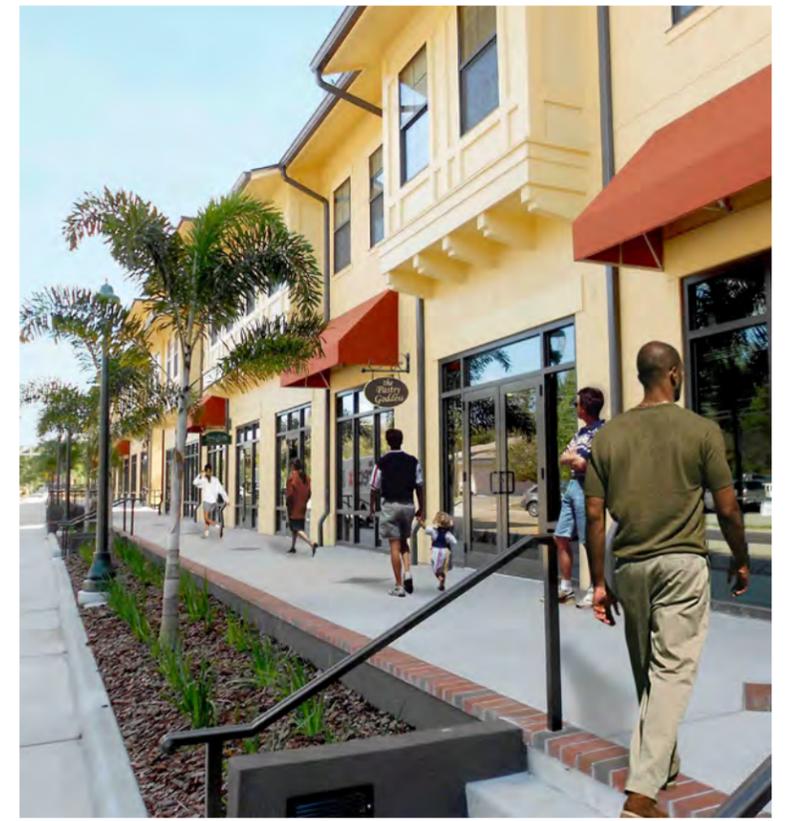
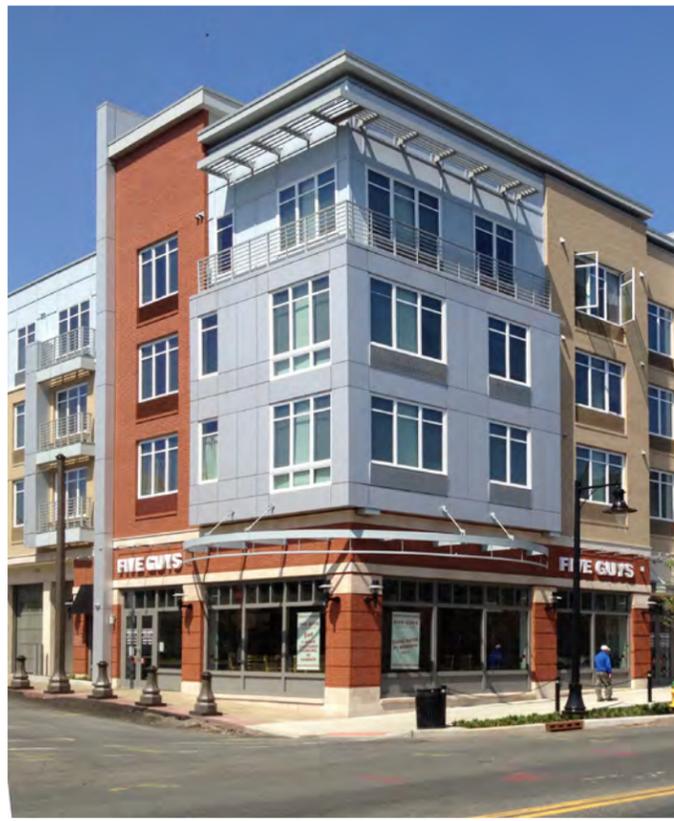
Pervious Pavement and Bioswales

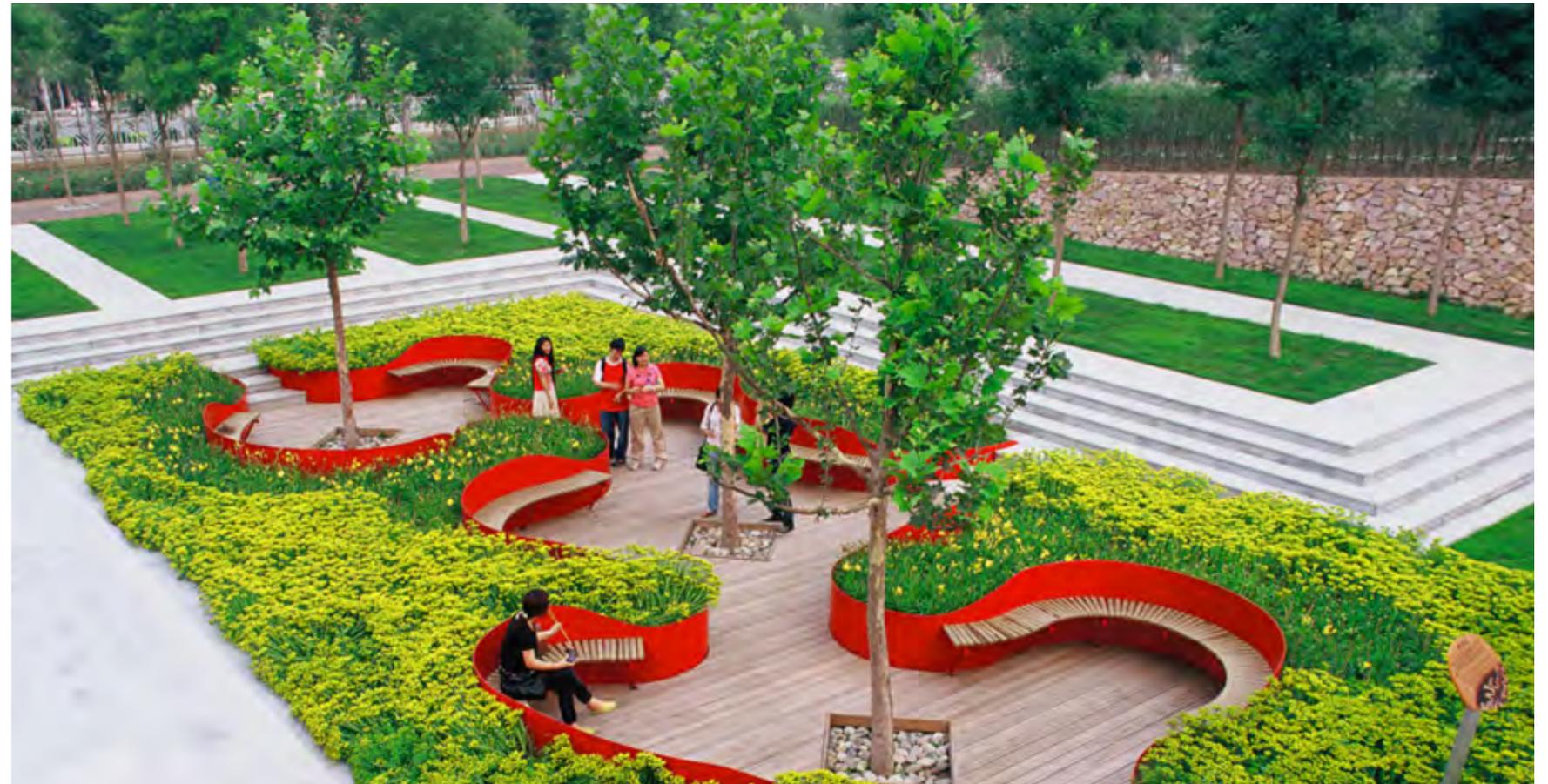


Tab 5.a.4

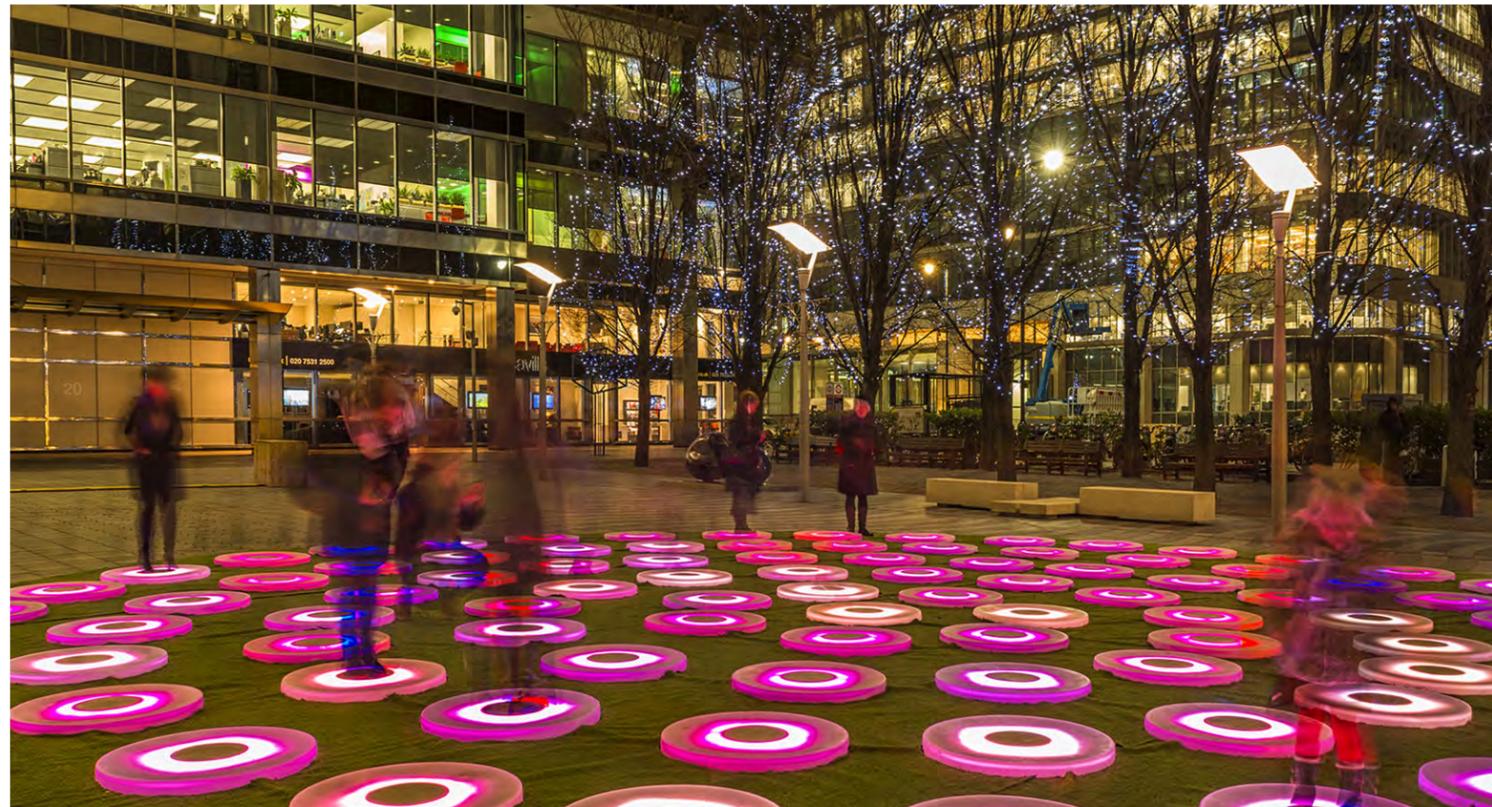
Torti Gallas

Renderings of Model Homes





December 14, 2020 | ©2020 Torti Gallas + Partners | 1300 Spring Street, 4th Floor | Silver Spring, Maryland 20910 | 301.588.4800



December 14, 2020 | ©2020 Torti Gallas + Partners | 1300 Spring Street, 4th Floor | Silver Spring, Maryland 20910 | 301.588.4800



Avalon at Arlington Square

ARLINGTON, VIRGINIA

Torti Gallas, utilizing new urbanist principles, designed a project of sufficient density to allow the client to dedicate a larger number of units to people of lower income. The increased number of lower income units persuaded Arlington County to approve rezoning to accommodate a higher density on the site. Torti Gallas worked extensively with the client, attending numerous community and county meetings in order to convince the County and community neighbors of the value of Avalon Bay's proposed community.

The resultant design is a wonderful community with vibrant streetscapes made possible by having all parking concealed off street. The 2-over-2 and live/work townhomes are rear-loaded off of alleys, and the garden apartments conceal structured parking behind. A village green bordered by a community/pool building is the perfect center for the community - creating a natural space for gathering as it serves to organize the various product types which make up the community.

PROJECT DATA

- 20 acre site
- 27 buildings
- 3 housing types
- 690,000 sf of residential units





Janie's Garden SARASOTA, FLORIDA

NAHB Best in American Living, Gold Award, Neighborhood Design, 2011

Centrally located in the Newtown area, Janie's Garden serves as an important stop along a planned new Bus Rapid Transit (BRT) Line which will connect Sarasota's neighborhoods with the downtown, and with employment centers along Florida's north-south Gulf Coast corridor. Ground floor retail space and an intimate plaza adjacent to the transit station provide the framework for future development surrounding the BRT Station.

Torti Gallas worked with a developer client, the Sarasota Housing Authority, and the City Redevelopment Authority to redevelop Housing Authority properties into viable mixed income, sustainable communities that are well integrated with the surrounding neighborhoods. The transformation within the Newtown Community has become a catalyst for economic growth and redevelopment in this area of Sarasota.



RETAIL NEAR JANIE'S GARDEN TRANSIT STATION WITH RESIDENTIAL ABOVE



NEW HOMES



RENDERING OF TRANSIT STATION

PROJECT DATA

- 14.5 acre site
- 246 new homes



B BRT
SITE PLAN



Centergate Baldwin Park ORLANDO, FLORIDA

NAHB Pillars of the Industry Award; Builder's Choice Award

Centergate Baldwin Park is a carefully crafted neighborhood of multi-family rental homes in Baldwin Park Village, the new town built on the former Orlando Naval Training Center site. Centergate Baldwin Park is a Traditional Neighborhood Design of mixed building types and mixed architectural languages designed to have a rich and varied look, and to have the appearance of a neighborhood built over time. It is a neighborhood conceived and constructed to be an integral part and seamless extension of the larger Village. For example, for-sale townhomes occur within the same blocks as the rental apartments and utilize the same alleyways.

The architectural design allows buildings to form the perimeter of the block. Doors and windows front onto the streets, parking and services occur within the block, completely screened from view. Five different building types - two- and three-story townhomes, two-unit Charleston flats, courtyard apartments, and three-story apartment buildings - and four different architectural styles - Classical, Coastal, Colonial and Mediterranean - combine to form this diverse and highly desirable neighborhood.



NEW HOMES AT BALDWIN PARK



FLEX BUILDINGS AT BALDWIN PARK



NEW HOMES AT BALDWIN PARK



SITE PLAN

SERVICES PROVIDED

- programming
- comprehensive planning process
- site plan approval
- feasibility/yield analysis
- design charrette
- master planning
- urban design
- code analysis
- architectural design
- construction administration

PROJECT DATA

- 10 acre site
- 214 rental units
- flex buildings for residential, office and retail uses
- neighborhood center

Tab 5.b

Financial Capacity

Financial Capacity

Atlantic | Pacific principals can meet significant net worth and liquidity requirements due to their very strong financial standing. A|P has a proven track record with over \$2 billion in real estate assets and over 18,000 multifamily units owned, and over 41,200 units and 161 properties under management in 7 states. **They are well positioned to guarantee the financial obligations associated with the development of the site and have the capacity to provide all standard debt and equity guarantees.**

A|P and its principals have the financial capacity and resources to undertake large scale development efforts. For example, A|P is currently building a 276 unit rental community in San Diego, California and a 300 unit rental community in Port St. Lucie, Florida. Totalling 576 units and over \$164.5 million in total development costs, both are market-rate rental communities, developed by A|P Companies and guaranteed by A|P's principals. Currently, A|P has over 1,719 market rate and affordable housing units under construction in South Florida, Texas, Maryland, Washington DC, and California.

In contrast to many other developers during the 2007 real estate downturn, A|P paid all its debts and was enlisted by its financing partners to become a receiver on dozens of high-profile distressed assets throughout the Southeast. As a result, it enjoys an impeccable reputation in the financing community. Because of the strength of A|P's guarantors and our relationship with national lending institutions, A|P is able to achieve top of the market pricing, which allows us to further leverage the resources of our partners and local agencies; and has a significant line of credit with its lending partners. **Financing for A|P's market rate developments typically consists of conventional as well as agency loans and cash equity from A|P principals and other financial partners that join in the limited partnership that is formed for our developments.**

A|P has included the last two years of the firm's audited financial statements and letters of reference from its banking partners as Exhibit 5.b.1.

Financial Resources

A|P Communities has a strong background in financial analysis and extensive experience with housing developments that incorporate Low-Income Housing Tax Credits ("LIHTC") and other forms of affordable and workforce housing financing. **This financial background is one of A|P's biggest strengths; we are uniquely adept at securing LIHTC and scarce subsidies in competitive solicitations, developing innovative financing strategies, raising capital at favorable terms, and closing deals with multiple sources of financing.** This experience allows A|P to navigate the turbulent LIHTC equity and debt markets which are reacting to uncertainty with the COVID pandemic.

The dislocation in the national equity market will increase the burden on local governments to help fill the financing gap with soft debt (HOME, SHIP, FHLB AHP), operating subsidy (e.g. Project Based Vouchers), or other local resources like CRA incentives in order to keep affordable housing development moving forward in the interim. A|P and its principals have been able to develop properties that would otherwise never get built by tapping into a variety of soft sources for second, third, fourth, fifth and even sixth and seventh position mortgages.

A|P Communities closed on the construction financing of two of the most complex housing finance structures ever seen in Florida on publicly owned land (according to industry experts at Wells Fargo and Florida Housing Finance Corporation): Northside Transit Village I and Audrey M. Edmonson Transit Village (fka Seventh Avenue Transit Village). Both master-planned transit-

oriented developments (“TOD”) have long-term ground leases with Miami-Dade County, as well as multiple funding sources from federal, state, and local agencies. While a more typical LIHTC transaction would be financed with tax credit equity and conventional debt, these developments had four and five additional sources of financing, each with its own regulations. For example, the **Audrey M. Edmonson Transit Village** (“AME”) is a private-public partnership between several Miami-Dade County departments, the City of Miami, the Federal Transit Administration, Wells Fargo Bank, and our local non-profit partner BAME Community Development Corporation to create an urban work, live, play, mixed-use TOD on county-owned land. The two-phased master plan generated a neighborhood-changing development that includes:

- ✓ Two multi-story residential buildings with 176 apartment homes for extremely-, very- and low-income families and seniors (76 in the first phase – completed in 2015 and 100 in the second phase completed in September 2017);
- ✓ market-rate resident amenities such as a rooftop edible community garden, and swimming pool and sundeck;
- ✓ a bus transit hub with an enclosed space for ticketing and waiting area for passengers and covered bays for the buses;
- ✓ a 22,000 square foot “black box” performing arts theater, the Sandrell Rivers Theater; including a mural in the lobby, by Adonis Parker, depicting numerous notable African-Americans from the neighborhood;
- ✓ 2,400 square feet of studio and gallery space for local artists and non-profits;
- ✓ ground level parking and multi-level parking garages to accommodate residents and visitors as well as dedicated spaces for Miami-Dade Transit;
- ✓ ground floor retail and commercial space anchored by Chase Bank;
- ✓ infrastructure improvements such as new sidewalks, streetscapes, bus stops, signage, common area lighting and landscaping;
- ✓ a large outdoor mural by a local artist via the Art in Public Places program; and
- ✓ units set-aside for Youth Aging Out of Foster Care and ongoing supportive resident services to promote self-sufficiency and stability.

The tax credit equity relied on two key principles under Section 42(d)(4)(C)(iii) of the Internal Revenue Service Code: Community Service Facility and Dedicated Improvements; these generated necessary vital housing tax credits from expenditures on the cultural and transit facilities. A | P Communities worked closely with its financing partners, underwriters, market study provider, and tax counsel to ensure that this novel and complex financing plan was feasible and agreeable to all parties. It was a complex process requiring the development to pass four tests to prove that the services provided were attainable to an income level comparable to that of the residents. Experts say this model had never been utilized for a community theater. By collateralizing all the elements to increase the tax credit allocation, A | P Communities was able to raise sufficient equity to complete the TOD. Listed below were the sources of funds procured for the AME development.

• Wells Fargo Bank (Multifamily tax-exempt bonds issued by Miami-Dade HFA)	\$20,000,000
• Wells Fargo Permanent 1 st Mortgage Loan	\$1,775,000
• Miami Dade County Housing General Obligation Bonds	\$10,592,000
• Miami Dade County Cultural Arts General Obligation Bonds	\$5,000,000
• Miami Dade County Transit (FTA funds)	\$3,000,000
• Miami Dade County Surtax Loan	\$1,400,000
• City of Miami HOME Loan	\$1,500,000
• 4% Housing Credits, Wells Fargo Equity	\$15,278,762

A|P Communities is currently undertaking a workforce development, **Block 45**, in Miami on county owned land, which relies on a partnership with the local CRA and a creative ground lease structure with Miami-Dade County to allow 60% of the units to be provided to the workforce demographic. In addition, the site is located in a **Qualified Opportunity Zone** (“QOZ”), which is intended to provide significant tax benefits under the US Tax Cuts and Jobs Act of 2017.

Block 45 will be an iconic landmark within the historic City of Miami’s Overtown neighborhood, which will provide state-of-the-art residences and amenities to Miami’s workforce. The development will have an animated, pedestrian friendly ground floor with approximately 25,000 square feet of neighborhood retail. The development will be anchored by a modern high-rise residential tower containing 616 dwelling units, an amenity/pool deck, and a 637-space parking garage serving the residents, retail users and staff. A|P was awarded the development rights to the county-owned parcel and a 90-year ground lease via a Miami-Dade County competitive Request For Proposal.

The financing for this public-private partnership relies on three sources of capital as outlined below.

Block 45 Resource	Source	Amount
Construction / Permanent Loan	PNC Bank	\$130.0M
Equity	Atlantic Pacific OZ Fund	\$60.5M
Workforce Housing Contribution	Portion of MDC Land Proceeds	\$9.5M
	TOTAL	\$200.0M

The permanent loan assumes an 85% refund of real estate taxes through 2030 through a Tax Increment Financing (“TIF”) Agreement with the Southeast Overtown/Park West Community Redevelopment Agency.

The Workforce Housing Contribution is a portion of the \$15 million capitalized land lease payment made to Miami-Dade County at closing of the transaction that is then “re-contributed” as a source to the project, essentially allowing the deal to support workforce rents across more units. As such, this is a “budget-neutral” source for the County because it will be funded entirely through land proceeds. This Contribution essentially “buys down” market rents to workforce rents for the City’s working population.

Finally, Atlantic | Pacific sponsored the formation of, and offered interests in an Opportunity Zone fund that will provide the Equity and provide investors with key tax benefits.

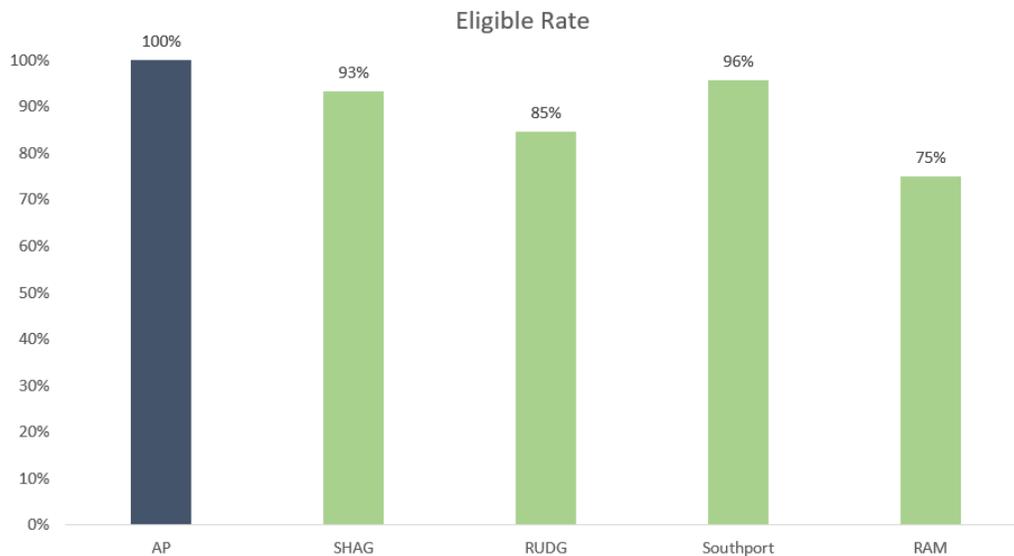
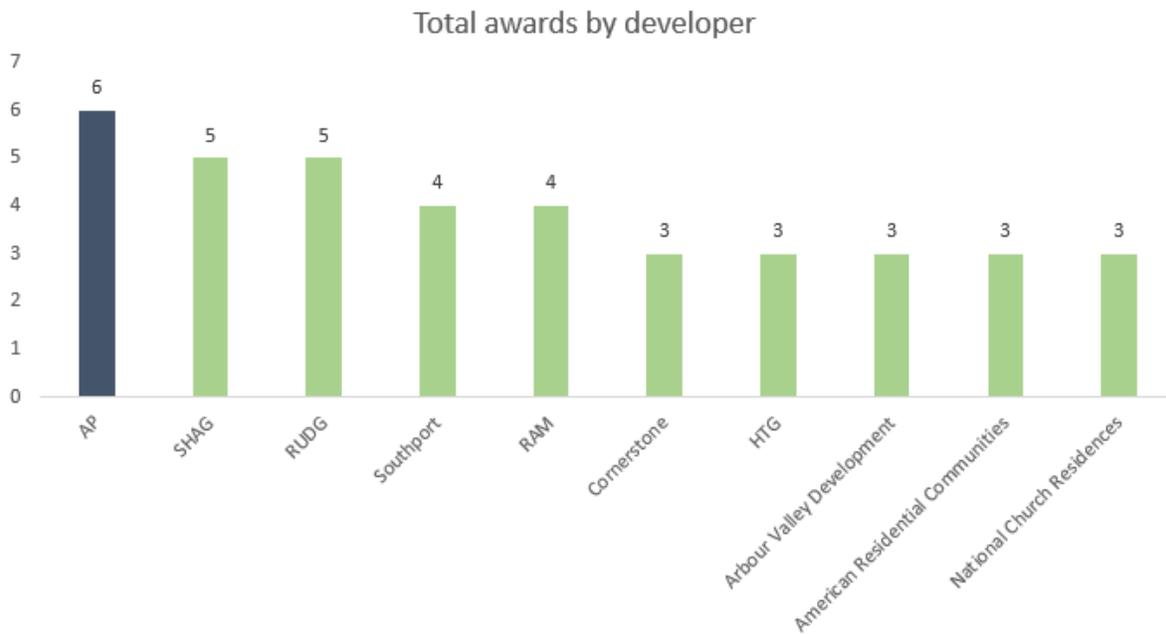
The above developments would not have been possible without the support we were able to garner from local planning staff, CRAs, commissioners, mayors, and state and federal government agencies.

As Hillsborough County, the City of Tampa and the CRA bring similar resources online, A|P will be able to employ its expertise in structuring the financing with similar local government support from Washington, DC to Austin, TX to deliver mixed-income housing at the Rome Yard sites. We also have extensive experience in further leveraging our projects with additional federal resources like CDBG and HOME across the many local jurisdictions that administer them. Below is a brief summary of A|P staff’s track record to date procuring financing for affordable and mixed-income housing developments.

- Financed over **14,140** units of affordable housing using LIHTC in Texas, Florida, North and South Carolina, Maryland and Washington DC.
- Procured over **\$1.1 billion** in LIHTC; and raised over **\$3.1 billion** in capital.

- Closed nearly **\$435 million** in numerous federal, state, local and city subsidies including HUD HOME, CDBG, HHAG loans and operating subsidies, TCEP and TCAP loans, Federal Home Loan Bank AHP, Florida SHIP, SAIL, SAIL ELI, NHTF, CDBG-DR loans and hurricane/disaster recovery loans, CRA funds including tax incremental financing and Brownfield incentives.

A|P’s staff has an industry-leading track record of successfully winning tax credit financing to deliver affordable and mixed-use housing. **In Florida A|P won more tax credit awards than any other developer this year and received the highest dollar award amount; and, among the top 5 top developers, A|P was the only developer to have zero applications deemed ineligible.**



In the last four years alone, A|P Communities has procured nearly back to back funding for numerous developments on publicly owned land with our public housing authority as well as with our non-profit partners described below.

Dania Beach Housing Authority (“DBHA”): 247 new apartment homes

1. Saratoga Crossings III (FHFC CDBG-DR Acquisition and Development Loans, FHFC tax-exempt bonds/4% LIHTC, HAP Contract): Replacement of 12 HUD assisted special needs units with 75 new units, currently in credit underwriting with FHFC and scheduled to close in the 2nd quarter 2021.
2. Saratoga Crossings, Dania Beach, Broward County (9% LIHTC, HAP Contract): Replacement of obsolete public housing units with 128 new family units. The development was completed in 2019.
3. Saratoga Crossings II, Dania Beach, Broward County (9% LIHTC, HAP contract): 44 new elderly units supporting the local government revitalization efforts.

Housing Authority of the City of Fort Lauderdale: 345 new apartment homes

1. Northwest Gardens VI, Fort Lauderdale, Broward County (FHFC Workforce SAIL loan and Tax-Exempt Bonds, Broward County Loan): 122 new mixed-income units added to the Northwest Gardens neighborhood redevelopment for a total of 1476 units. The SAIL award was approved in October 2020 by the FHFC Board and the Partnership was invited to enter credit underwriting.
2. Poinciana Crossing, Fort Lauderdale, Broward County (9% LIHTC): 113 new mixed-income units with 8 market rate units and the balance at or below 80% AMI, the construction financing closed in September 2020.
3. Sailboat Bend Apartments II, Broward County (9% LIHTC, City of Fort Lauderdale and Broward County Loans): 110 new mixed-income units with 9 market rate units and the balance at or below 60% AMI for seniors currently under construction.

Miami-Dade Public Housing & Community Development (“PHCD”): 859 new units

1. Culmer Apartments, Miami, Miami-Dade County (RAD Conversion, FHFC SAIL/SAIL ELI & NHTF Loans and tax-exempt bonds, 4% LIHTC): RAD conversion of obsolete Public Housing Units (“PHU”) into 239 new, modern apartment homes in the Overtown neighborhood of the City of Miami. The development is currently in credit underwriting.
2. Northside Transit Village III (FHFC CDBG-DR Loan and tax-exempt bonds, 4% LIHTC): This most recent FHFC award will add 200 affordable and workforce units to the multi-phased affordable housing Transit Oriented Development (“TOD”) located adjacent to the Northside Metro-rail Station, for a total of 600 LIHTC units on a site under a long term ground lease agreement with Miami-Dade County PHCD, with our non-profit partner, 93rd Street Community development Corporation, the project is currently in credit underwriting.
3. Northside Transit Village II (FHC SAIL/SAIL ELI & NHTF Loans and tax-exempt bonds, County Surtax and HOME Loans, 4% LIHTC): Construction financing closed and construction commenced this year on 180 affordable units at the Northside Metro-rail Station.
4. Northside Transit Village IV (County Surtax Loan, 9% LIHTC): 120 new units for seniors were completed at the Station in the 1st quarter of 2020.
5. Brownsville Transit Village V (FHFC CDBG-DR Loan, FHFC tax-exempt bonds, 4% LIHTC): 120 affordable and workforce units adjacent to the Brownsville Metro-rail Station on a site under a long term ground lease, with our non-profit partner, Mt. Sinai Community Development Corporation, this project is currently in credit underwriting.

Catholic Health Services (“CHS”): 818 preserved + 113 new = 931 elderly apartment homes

1. Casa Sant’Angelo, Miramar, Broward County (9% LIHTC): New construction of 113 apartment homes for seniors currently in credit underwriting.
2. St. Andrew Tower I, Coral Springs, Broward County (9% LIHTC): Currently undergoing substantial rehabilitation of 219-unit elderly development owned by Catholic Health Services.
3. Marian Towers, Sunny Isles Beach, Miami-Dade County (9% LIHTC): Substantial rehabilitation of a 225-unit elderly high-rise owned by Catholic Health Services. Completed in 2019.
4. St. Elizabeth Gardens, Pompano Beach, Broward County (9% LIHTC): Substantial rehabilitation 155-unit elderly development owned by Catholic Health Services. Completed in 2019.
5. St. Andrew Tower II, Coral Springs, Broward County (9% LIHTC): Successfully delivered a 219-unit elderly development in 2017 that underwent a substantial rehabilitation owned by Catholic Health Services.

Below are a few case examples of **innovative strategies** employed to win funding from the highly competitive FHFC Request For Applications (“RFA”).

St. Andrew Tower II: St. Andrew Towers is a 438-unit, low-income senior community with two towers built by CHS in 1974, and originally financed under HUD Section 236. The entire development consists of 438 units in two towers, with a HAP Contract covering 326 units. The intent was to preserve and rehabilitate the entire property using tax credits and other debt financing. However, the maximum total units allowed under FHFC’s Preservation RFA prohibited the refinancing of the entire property as a single transaction. It was therefore necessary to split the two residential buildings each consisting of 219 units, and undertake the rehabilitation as two separate legal descriptions, and two separate financing transactions with two distinct owner entities.

The first tower to win 9% LIHTC was St. Andrew Tower II in 2015, and in 2018, A|P was able to win 9% LIHTC for St. Andrew Tower I. The first phase of the rehabilitation was completed in 2017, and the second is expected to be completed in 2020. To close on the tax credit financing on Phase II, we needed HUD’s approvals of the following:

- 1) Bifurcation of the HAP Contract into two contracts “A” and “B”
- 2) Assignment and Mark-Up-To-Market (“MUTM”) renewal of one of the contracts
- 3) The transfer of the project to the purchaser and refinancing and rehabilitation of the project. HUD approved the transaction and the closing occurred in November 2016.

A|P worked with CHS on two additional sites awarded 9% LIHTC in the 2017 Preservation RFA which underwent substantial rehabilitation. St. Elizabeth Gardens, located in Pompano Beach is a 155-unit development built in 1968, and Marian Towers in Sunny Isles Beach, is a 225-unit development built in 1972.

Saratoga Crossings I, II and III: The **Dania Beach Housing Authority** selected A|P Communities via a competitive RFQ to raze 39 obsolete public housing units on 2 non-contiguous sites and revitalize the local community in the Dania Beach CRA.

A|P was able to secure 9% LIHTC for the redevelopment by dividing the scattered sites into two separate phases with two separate legal descriptions, two separate financing transactions with two distinct owner entities. Phase I was submitted in FHFC’s Large County RFA and Phase II in the

5.b – Financial Capacity

Local Revitalization RFA. The strategy was successful because we submitted the smaller phase in the Local Revitalization RFA and sized the 9% LIHTC request so that any remaining funds available after a first site was selected would be sufficient to fund Saratoga Crossings Phase II. Both projects were completed in 2019. An additional third phase consists of redeveloping 12 HUD assisted units and delivering 75 new units for the workforce demographic (up to 80% of AMI). The development is currently in credit underwriting.

Washington Square: Another example of an innovative approach to secure financing from FHFC is the Washington Square scattered site development located in the City of Miami. The project included the rehabilitation of Green Turnkey Plaza, a 21-unit public housing site, and the construction of a new 67-unit high rise building across the street from the Culmer Metrorail Station. The A|P team creatively structured this transaction by pairing the scattered sites (one private and one public) in order to successfully compete for 9% LIHTC. Neither site scored competitively on its own across all the scoring criteria outlined by FHFC, but when combined into a single development we were able to secure financing. The private site scored proximity points (awarded for distance to important community services such as transit, grocery store, medical facility, etc.) as a result of being adjacent to a Metrorail station, and met FHFC’s goal to fund a Transit-Oriented Development. The public housing site allowed the application to earn the Public Housing Authority (“PHA”) points (added to the proximity score of public housing sites) and to meet FHFC’s goal to fund a Public Housing Revitalization Development. In addition to these benefits, combining the rehabilitation units with the new construction units improved the development’s overall leveraging (determined by the amount of funding requested per unit) because rehabilitation units require less funding than new construction units. None of the sites would have been competitive as stand-alone projects; however, this innovative strategy allowed for the construction of 67 new affordable housing units, in addition to improving and preserving 22 public housing units. On October 1, 2013, the construction financing closed on Washington Square, it is currently 100% occupied.

Northwest Gardens V: This strategy of combining new construction with rehabilitation was also utilized for the successful SAIL application submitted to FHFC for our project at Northwest Gardens V. Because this RFA at the time did not include a maximum distance between the scattered sites, A|P was able to include the 100-unit Sunnyreach public housing site resulting in a better leveraged application. None of the sites would have been competitive as stand-alone projects; however, this innovative strategy allowed us to substantially rehabilitate 100 units of elderly public housing units and build 100 new elderly apartment homes in Fort Lauderdale for the Housing Authority.



Experience Developing on Publicly Owned Land

A|P Communities has extensive experience developing on publicly owned land as demonstrated in the chart below with over \$1 Billion in Total Development Costs.

Development Name	Public/Private Partnerships	# Units	Total Cost (millions)
Residences at Dr. King Boulevard	City of Miami	120	\$37
Island Living	City of Miami Southeast Overtown Parkwest CRA	70	\$23
Saratoga Crossings I	Dania Beach Housing Authority	128	\$35
Saratoga Crossings II	Dania Beach Housing Authority	44	\$13
Saratoga Crossings III	Dania Beach Housing Authority	75	\$23
The Studio at thinkEAST	Housing Authority of the City of Austin	182	\$29
Pathways At Goodrich Place	Housing Authority of the City of Austin	120	\$26
Northwest Gardens V	Housing Authority of the City of Fort Lauderdale	200	\$27
Northwest Gardens VI	Housing Authority of the City of Fort Lauderdale	122	\$39
Poinciana Crossing	Housing Authority of the City of Fort Lauderdale	113	\$38
Sailboat Bend	Housing Authority of the City of Fort Lauderdale	105	\$16
Sailboat Bend II	Housing Authority of the City of Fort Lauderdale	110	\$36
Rock Island Apartments fka Suncrest Court	Housing Authority of the City of Fort Lauderdale	116	\$31
Block 45	Miami-Dade County	616	\$206
The Village of Casa Familia	Miami-Dade County	50	\$29
Culmer Apartments	Miami-Dade Public Housing & Community Development	239	\$97
Washington Square/Green Turnkey Plaza	Miami-Dade Public Housing & Community Development	89	\$24
Quail Roost Transit Village I	Miami-Dade Transit/PHCD	200	\$61
Brownsville Transit Village V	Miami-Dade Transit/PHCD	120	\$31
Northside Transit Village I, II III & IV	Miami-Dade Transit/PHCD	600	\$151
Audrey M. Edmonson Transit Village I & II	Miami-Dade Transit/PHCD	176	\$85
	TOTAL	3,595	\$1,057

Minority Equity Partner

If selected, A|P Communities would form Florida single purpose limited partnerships (the “Partnership”) that would own each phase of the development with our minority equity partner, **Leonard Burke of Cornerstone Strategic Partners, a Hillsborough County and City of Tampa MBE certified firm**, and an A|P affiliated single-asset entity would serve as the managing general partner of the Partnership and would have certain oversight and approval rights. The Partnerships and general partner(s) entities will be formed before applying for any funds for the development.

A single-asset developer entity (the “Developer”) (typically a Florida limited liability company) owned by A|P Communities and Cornerstone Strategic Partners would also be created to share developer fees. The Developer and the Partnership will enter into a Development Agreement for each phase of the project that will cover all aspects of the development. Pre-development costs would be paid for by A|P and would then be reimbursed at construction finance closing.

Given the level of anticipated private investment, payment of predevelopment costs, and A|P’s willingness to take on all development, construction and operating guarantees, A|P will maintain control as the managing general partner. Please see below for ownership interests and percentage fee splits for the affordable and for the workforce/market rate phases.

<i>Affordable Housing</i>	<i>Ownership/Cashflow %</i>	<i>Developer Fee %</i>
Atlantic Pacific Communities	90%	90%
Cornerstone Strategic Partners	10%	10%

<i>Workforce / Market Rate Housing</i>	<i>Developer Fee %</i>
Atlantic Pacific Communities	95%
Cornerstone Strategic Partners	5%

Preliminary Financing Plan

Our recommendation to finance the three-phased 903-unit, mixed-income, mixed-use master planned development is to proceed with two separate financing plans, one for the workforce and market rate housing to be developed in Phases I and II with conventional loans and equity, and Low-Income Housing Tax Credits (“LIHTC”) for the Phase III affordable housing component. For the proposed phasing please refer to the phasing site plan in Section 5.a.2.

Workforce and Market Rate Financing Plan

The workforce component of The Yard at West River consists of 362 apartment homes (40% of the total number of units) reserved for individuals and/or households earning more than 80% AMI and less than 140% AMI; and 317 apartment homes with non-restricted income levels and at market rate rents. By keeping rents attainable, our plan ensures reliable execution and maximum benefits to a community that needs housing options.

Key financing assumptions and outcomes of our strategy are summarized here:

- Hard costs: \$177,170 per unit
- Annual Real Estate Taxes:
 - Phase I: \$550,678 (\$1,806 PUPY¹) assuming an 80% reduction of the CRA’s collected projected property taxes from the development through a TIF agreement
 - Phase II: \$686,034 (\$1,834 PUPY) assuming an 80% reduction of the CRA’s collected projected property taxes from the development through a TIF agreement
- Permanent loan interest rate: 3.45%
- Permanent loan amortization period: 30 years
- Debt Service Coverage Ratio remains above 1.20x for 15 years
- Loan-to-Cost of 65%

In short, the workforce/market rate financing plan will rely on conventional loans and cash equity from A|P principals as shown below. Letters of reference from Blue Arch Capital, Rock Point Group, City National Bank and Wells Fargo Bank indicating their strong participation interest to provide project level financing and confirming the strength of the guarantor are included in Section 5.b.1.

	Resource	Source	Amount	Per Unit
1	Construction / Permanent Loan	TBD	\$97,800,000	\$144,035
2	Cash Equity	A P	\$52,223,163	\$76,912
		TOTAL	\$150,023,163	\$220,947

Commercial/Retail Uses

As noted in the conceptual plan, the development will provide approximately 24,050 square feet of ground floor commercial/retail space. Current operating income projections are based on letters of interests from proposed commercial tenants, and are included in the annual retail income for the portion of the retail space that will not be considered Community Service Facility and Dedicated Improvements (“CSF”). CSFs generate housing tax credits and can be included as eligible costs for mixed-use LIHTC developments provided it meets four tests proving that the facilities provided were attainable to an income level comparable to that of the residents.

¹ Per Unit Per Year

5.b – Financial Capacity

Affordable Housing Financing Plan

To ensure financial feasibility, the financial plan presented includes what we believe are the most reliable capital sources. A|P will aggressively pursue all available gap financing sources, which shall include Florida Housing Finance Corporation (“FHFC”) 9% LIHTC, FHFC SAIL/SAIL ELI/Workforce SAIL program loans, local County and City HOME, SHIP or AHP funds, Federal Home Loan Bank of Atlanta AHP loans, CRA TIF, City and County impact fee waivers, Brownsfield credits, CSF tax credits, and Opportunity Zone funds.

The affordable housing development proposed consists of two separate phases with 3 residential buildings consisting of a total of 224 apartments homes (slightly less than 25% of the total proposed units) at or below 80% of the Area Median Income (“AMI”) utilizing the Average Income set-aside election. The Partnership would apply for both FHFC 4% LIHTC with tax exempt bonds, SAIL/SAIL ELI/NHTF loans or Workforce SAIL, as well as 9% LIHTC to ensure maximum chances of being awarded funding from the highly competitive FHFC Request For Applications (“RFA”). This strategy of apply for both 4% and 9% LIHTC in several RFAs is the most feasible way to ensure that the development will be financed. The timeline proposed takes the competitive nature of affordable financing into account and is slated to be the third and final phase of construction.

Section 5.a of this proposal (under Barriers) described the current situation on competing for FHFC funds due to the mandatory distance requirements. This can be resolved for next year’s 2021-2022 9% LIHTC application round by obtaining a Local Government Areas of Opportuning Funding loan in the amount of \$610,000 from the City of Tampa (or Hillsborough County), we have made this assumption in the sources listed below and will greatly enhance the competitiveness for the site to receive an award.

If awarded funding from FHFC for a 4% LIHTC/SAIL development we will utilize the cost effective 40-year Freddie MAC Tax-Exempt Loan Structure (“Freddie TEL”). This flexible lending vehicle provides fixed and float-to-fixed rate options and rate locks, and supports mixed-use properties and permits subordinate financing. Unlike a 9% LIHTC funded development, the 4% LIHTC structure requires additional gap sources of financing as can be seen below.

The table below summarizes the financing amounts and sources if awarded 4% LIHTC/SAIL or 9% LIHTC. A Sources and Uses for each type of LIHTC financing follows this section.

Sources	4% LIHTC/SAIL (130 units)	9% LIHTC (94 units)
Permanent First Mortgage	\$6,140,000	\$3,100,000
FHFC SAIL Loan	\$7,000,000	-
FHFC ELI Loan	\$600,000	-
CRA Gap Funding	\$500,000	-
City &/County Gap Loans	-	\$610,000
Limited Partner Equity (LIHTC)	\$8,246,808	\$18,986,101
Deferred Developer Fee	\$1,780,135	\$7,525
Total	\$24,266,943	\$22,093,626

Key financing assumptions and outcomes of our affordable housing strategy are summarized here:

- Hard costs: \$134,063 per unit
- Annual Real Estate Taxes:
 - 4% LIHTC: \$29,715 (\$229 PUPY) assuming a 100% reduction of the CRA’s collected projected property taxes from the development through a TIF agreement
 - 9% LIHTC: \$54,513 (\$580 PUPY) assuming no property tax reduction

5.b – Financial Capacity

- Tax credit price per credit: \$0.94
- Permanent loan interest rate²:
 - 4% LIHTC: 4.82%
 - 9% LIHTC: 4.65%
- Permanent loan amortization period:
 - 4% LIHTC: 40 years
 - 9% LIHTC: 35 years
- Deferred developer fee to be repaid prior to year 14 of operations
- Debt Service Coverage Ratio remains above 1.15x for 15 years
- CRA loan of \$500,000 as gap financing on the 4% LIHTC/SAIL program

The above plan provides a clear, thoughtfully construed strategy to efficiently deliver the development of 903 mixed-income units, parking garage, amenities, and ground floor retail/commercial space. We estimate total development costs at approximately \$197 million. Below is a high-level summary of costs per category.

Development Costs	Total	Per Unit	%
Land Payment	\$7,000,000	\$7,752	3.55
Hard Costs	\$150,328,641	\$165,091	76.51
Water/Sewer/Impact Fees	\$4,733,351	\$5,242	2.43
Soft Costs	\$28,815,921	\$31,911	14.63
Financing Costs	\$6,115,820	\$6,773	3.10
TOTAL	\$196,993,732	\$218,155	100.00

Proposed Proceeds to City of Tampa

Description	Phase I	Phase II	Phase III	TOTAL
Land Payments	\$2,287,500	\$2,805,000	\$1,907,500	\$7,000,000

A|P Communities has formed West River Holdings, LLC, a Florida limited liability company and single purpose entity that will serve as the buyer of the development sites from the City of Tampa under a purchase and sale agreement. The affordable and workforce/market rate phases would be subleased by West River Holdings, LLC to separate affiliated Partnerships comprised of A|P Communities and Cornerstone Strategic Partners. The land, improvements, fixtures, and personal property pertaining to each phase of development would be owned by each phase's Partnership entity, see below for reference. Depending on key revenue and expense assumptions, which will be further refined during pre-development, a land payment would be paid by each Partnership as each phase closes on the construction financing.

Phase	Owner (APC/CSP)	Developer	Estimated Closing
Phase I	The Yard at West River I, Ltd.	The Yard at West River I Development, LLC	February 2022
Phase II	The Yard at West River II, Ltd.	The Yard at West River II Development, LLC	March 2024
Phase III	The Yard at West River III, Ltd.	The Yard at West River III Development, LLC	April 2023

Atlantic|Pacific Community Management would manage the developments on a day-to-day basis and provide compliance monitoring services as needed, subject to entering into a

² To be conservative, the interest rate includes a 75 basis point underwriting cushion to protect the development from potential interest rate increases.

5.b – Financial Capacity

management agreement with the Partnership with the terms and conditions customary in the industry and acceptable to the lenders and investor.

Conclusion: As noted above A|P Communities intends to aggressively pursue all available resources to develop the affordable housing phase; and we are also able to execute on the workforce/market rate development. We believe that our team has innovative solutions to provide the resources needed to complete the proposed master plan development. A|P staff are experts at procuring a wide variety of funding types at industry-leading terms, and we produce solutions to provide the resources needed to execute large, complex redevelopments. In summary, A|P is best suited to undertake The Yard at West River development because we have:

- ❖ The A|P guarantors balance sheet and bank relationships that will yield the best terms to support the development;
- ❖ Deep experience across multiple financing structures that allow us to “finance to suit” the City of Tampa’s priorities for this redevelopment;
- ❖ The creativity, flexibility and patience required to implement this multi-phased, multi-finance neighborhood redevelopment; and
- ❖ A long track record of financing complex mixed-income, mixed-use TOD transactions

The City of Tampa will benefit from the proposed development plan as follows:

- ❖ The City will stretch its dollars farther due to A|P’s ability to negotiate the most favorable financing terms;
- ❖ The City will have assurance the development will remain affordable to low-income and moderate-income individuals and/or households with recorded land use restriction agreements; and
- ❖ The City will have assurance that the construction of the development will be completed in six years due to the proposed financing structure.

Tab 5.b.1

Letters of Reference from
Blue Arch, City National Bank,
Rockpoint, Wells Fargo



2875 NE 191st Street, PH-2A
Aventura, FL 33180
(305) 933-5800

December 2, 2020

City of Tampa Purchasing Department
306 E. Jackson Street, 2nd Floor
Tampa, Florida 33602

RE: Rome Yard Mixed-Use Development

Proposal Evaluation Committee:

Atlantic Pacific Companies asked me to provide a letter of reference for the Roma yard Evaluation Committee's consideration, and I do so without reservation.

Our company, Blue Arch Advisors, has been fortunate to partner with Atlantic Pacific Companies on multiple major real estate funds totaling over \$600,000,000 in equity and over \$1,400,000,000 in total asset value. These funds are comprised of major institutional investors that rely on Atlantic Pacific Companies' long track record and exemplary reputation.

Based on our experience I can say that Atlantic Pacific Companies' real estate acumen is excellent, and their character is extraordinary. We appreciate our partnerships with Atlantic Pacific Companies, and we sincerely believe that Rome Yard will be in capable hands if you choose Atlantic Pacific Companies as your partner.

If you would like more details on our experiences with Atlantic Pacific Companies, feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Gil Hermon", written over a light blue horizontal line.

Gil Hermon
Managing Partner

December 2, 2020

City of Tampa Purchasing Department
306 E. Jackson Street, 2nd Floor
Tampa, Florida 33602

RE: Rome Yard Mixed-Use Development

Proposal Evaluation Committee:

Atlantic|Pacific has asked me to provide a letter of reference for the Rome Yard Evaluation Committee's consideration and we are more than happy to accommodate their request.

City National Bank has enjoyed a banking relationship with Atlantic|Pacific Companies and its principals for well over 40 years. The principals have been large balance depositors at the highest level of our organization as well as borrowers and guarantors of several loans. This relationship has always been considered outstanding at all levels.

I have personally handled Atlantic|Pacific's banking relationship with our bank for the past 25 years, should you require additional details, please do not hesitate to contact me at 305-535-6185, it would be my pleasure to assist you.

Sincerely,



Laura Marinello
First Vice President
Private Client Group

December 3, 2020

City of Tampa Purchasing Department
306 E. Jackson Street, 2nd Floor
Tampa, Florida 33602

RE: Rome Yard Mixed-Use Development

To the Esteemed Members of the Proposal Evaluation Committee:

I was asked to provide a letter of reference for Atlantic|Pacific, and I am pleased to do so.

Our company, Rockpoint Group, L.L.C. ("Rockpoint") is a real estate private equity firm. We focus on acquiring assets with intrinsic long-term value, with particular emphasis on value creation opportunities or complex situations.

We frequently rely on best in class partners to carry out our strategies. Atlantic|Pacific is an important partner of Rockpoint; we recently co-invested equity with Atlantic|Pacific in a successful mixed-income 766 unit, \$137,000,000 ground-up development deal, and we are pleased with the way A|P's principals, as well as their development, construction, and management teams have conducted themselves on that deal.

Atlantic|Pacific has proven themselves to have good character and reliable execution, and we look forward to working with them again in the future.

Sincerely,



Ron J. Hoyl
Vice President
Rockpoint Group, L.L.C.



THE PRIVATE BANK

100 S. Ashley Drive - 9th Floor
Suite 940
Z0307-091
Tampa, FL 33602

December 1, 2020

City of Tampa Purchasing Department
306 E. Jackson Street, 2nd Floor
Tampa, Florida 33602

Re: Rome Yard Mixed-Use Development

To whom it may concern:

We have a good lending and banking relationship with Atlantic Pacific Companies. Lending has been in excess of eight figures which have included both commercial and development projects.

We confirm and acknowledge that all transactions during our relationship have performed to our entire satisfaction with no event of default. We would most certainly entertain further lending opportunities with Atlantic Pacific Companies.

If you should have any questions, please do not hesitate to contact me directly.

Sincerely,

A handwritten signature in black ink, appearing to read "P. J. Ayotte". The signature is stylized with a large, sweeping initial "P" and a long, horizontal stroke extending to the right.

Paul J. Ayotte
Sr. Vice President
The Private Bank
Wells Fargo N.A.

Tab 5.b.2

Atlantic Pacific Communities Audited Financial Statements

ATLANTIC PACIFIC COMMUNITIES, LLC

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT

DECEMBER 31, 2019



Atlantic Pacific Communities, LLC

TABLE OF CONTENTS

	PAGE
INDEPENDENT AUDITOR'S REPORT	3
FINANCIAL STATEMENTS	
BALANCE SHEET	5
STATEMENT OF OPERATIONS	6
STATEMENT OF MEMBERS' EQUITY	7
STATEMENT OF CASH FLOWS	8
NOTES TO FINANCIAL STATEMENTS	9



INDEPENDENT AUDITOR'S REPORT

To the Members
Atlantic Pacific Communities, LLC

We have audited the accompanying financial statements of Atlantic Pacific Communities, LLC, (a Delaware limited liability company), which comprise the balance sheet as of December 31, 2019, and the related statements of operations, members' equity and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Atlantic Pacific Communities, LLC, as of December 31, 2019, and the results of its operations and its cash flows for the year then ended, in accordance with the accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 2 to the financial statements, in 2019, Atlantic Pacific Communities, LLC adopted Financial Accounting Standards Board Accounting Standards Update No. 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*; and No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. Our opinion is not modified with respect to this matter.

Adjustment of Prior Period Financial Statements

As disclosed in Note 8 to the financial statements, Atlantic Pacific Communities, LLC restated its 2018 account balances during the current year to correct account misstatements, in accordance with accounting principles generally accepted in the United States of America.

Tidwell Group, LLC

Atlanta, Georgia
August 14, 2020

Atlantic Pacific Communities, LLC

BALANCE SHEET

December 31, 2019

ASSETS

Cash	\$ 1,517,557
Reserves	20,908
Accounts receivable	54,724
Deposits	276,376
Prepaid expenses	1,618
Developer fee receivable	10,491,099
Interest receivable - developer fee	53,147
Projects under pursuit	1,407,780
Projects under development	<u>6,568,938</u>
Total assets	<u>\$ 20,392,147</u>

LIABILITIES AND MEMBERS' EQUITY

Liabilities	
Accounts payable - operations	\$ 368,091
Other accrued liabilities	72,865
Due to affiliates	4,037,741
Note payable	93,696
Affiliate note payable	<u>6,217,887</u>
Total liabilities	<u>10,790,280</u>
Members' equity	<u>9,601,867</u>
Total liabilities and members' equity	<u>\$ 20,392,147</u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF OPERATIONS

Year ended December 31, 2019

Revenue	
Developer fees	\$ 12,508,421
Other operating income	<u>527,676</u>
Total revenue	<u>13,036,097</u>
Operating expenses	
Salaries and employee benefits	3,624,410
Acquisition costs	231,826
Repairs and maintenance	18,694
Utilities	11,204
Professional and legal fees	934,530
General and administrative	<u>917,072</u>
Total operating expenses	<u>5,737,736</u>
Net operating income	<u>7,298,361</u>
Other income (expense)	
Interest income - developer fee	(5,451)
Interest expense	(92,652)
Other financial income (expense)	(3,736)
Miscellaneous other income (expense)	(51,218)
Depreciation	<u>(3,218)</u>
Total other income (expense)	<u>(156,275)</u>
Net income	<u><u>\$ 7,142,086</u></u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF MEMBERS' EQUITY (DEFICIT)

Year ended December 31, 2019

	<u>Howard D. Cohen Revocable Trust</u>	<u>Kenneth J. Cohen Revocable Trust</u>	<u>Stanley D. Cohen Revocable Living Trust</u>	<u>Randy K. Weisburd</u>	<u>Total Members' Equity (Deficit)</u>
Balance, December 31, 2018 as previously reported	\$ 3,177,376	\$ 1,320,931	\$ 1,320,931	\$ 1,320,930	\$ 7,140,168
Prior period adjustment	<u>(2,082,771)</u>	<u>(865,872)</u>	<u>(865,872)</u>	<u>(865,872)</u>	<u>(4,680,387)</u>
Balance, December 31, 2018, as restated	1,094,605	455,059	455,059	455,058	2,459,781
Net income	<u>3,178,228</u>	<u>1,321,286</u>	<u>1,321,286</u>	<u>1,321,286</u>	<u>7,142,086</u>
Balance, December 31, 2019	<u>\$ 4,272,833</u>	<u>\$ 1,776,345</u>	<u>\$ 1,776,345</u>	<u>\$ 1,776,344</u>	<u>\$ 9,601,867</u>
Members' percentage of Company losses	<u>44.50%</u>	<u>18.50%</u>	<u>18.50%</u>	<u>18.50%</u>	<u>100.00%</u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF CASH FLOWS

Year ended December 31, 2019

Cash flows from operating activities	
Net income	\$ 7,142,086
Adjustments to reconcile net income to net cash used in operating activities	
Depreciation	3,218
Changes in:	
Accounts receivable	(50,550)
Prepaid expenses	7,437
Deposits	(508)
Developer fee receivable	(7,245,875)
Interest receivable - developer fee	(19,683)
Projects under development	(3,093,521)
Projects under pursuit	(667,277)
Accounts payable - operations	293,548
Other accrued liabilities	15,802
Due to affiliates	75,382
	<u> </u>
Net cash used in operating activities	<u>(3,539,941)</u>
Cash flows from financing activities	
Payments on affiliate note payable	(3,600,000)
Proceeds from affiliate note payable	8,907,000
Payments on note payable	(606,304)
Proceeds from note payable	100,000
	<u> </u>
Net cash provided by financing activities	<u>4,800,696</u>
Net increase in cash and restricted cash	1,260,755
Cash and restricted cash, beginning	<u>277,710</u>
Cash and restricted cash, ending	<u><u>\$ 1,538,465</u></u>
Supplemental disclosure of cash flow information	
Cash paid for interest	<u><u>\$ 92,652</u></u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

NOTES TO FINANCIAL STATEMENTS

December 31, 2019

NOTE 1 - ORGANIZATION AND NATURE OF OPERATIONS

Atlantic Pacific Communities, LLC (the Company), was formed as a limited liability company under the laws of the State of Delaware on September 11, 2013. The purpose of the Company is (through itself or directly or indirectly through one or more Subsidiaries) property development, asset management and other property related services on behalf of itself or other parties in respect of public housing developments located throughout the United States and owned by affiliates of the Company.

The members are Howard D. Cohen Revocable Trust, Kenneth J. Cohen Revocable Trust, Stanley D. Cohen Revocable Living Trust and Randy Weisburd.

Profits and losses are allocated in accordance with the operating agreement of the Company, dated September 11, 2013.

A summary of the Company's membership interest and allocation of profits and losses is as follows as of December 31, 2019:

	<u>Member Percentage</u>	<u>Allocation of Profits and</u>
Howard D. Cohen Revocable Trust	44.5%	44.5%
Kenneth J. Cohen Revocable Trust	18.5%	18.5%
Stanley D. Cohen Revocable Living Trust	18.5%	18.5%
Randy K. Weisburd	18.5%	18.5%

NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Company prepares its financial statements on the accrual basis of accounting consistent with accounting principles generally accepted in the United States of America (GAAP).

Adoption of New Accounting Principles

During November 2016, FASB issued ASU 2016-18 (ASU), *Restricted Cash*, as an update to ASC 230, Statement of Cash Flows. The ASU addresses diversity in practice that exists in and clarifies the guidance on the classification and presentation of restricted cash on the statement of cash flows and requires additional disclosures about restricted cash balances. The new guidance requires that restricted cash be included in cash and cash equivalents on the statement of cash flows for all periods presented. For any entity not defined as a Public Business Entity adoption is required for fiscal years commencing after December 15, 2018 and is required to be applied retrospectively for all periods presented. The Company adopted the ASU effective January 1, 2019.

Atlantic Pacific Communities, LLC

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

During May 2014, FASB issued ASU 2014-09 and other related ASUs subsequent amendments, Revenue from Contracts with Customers, as an update to ASC 606, Revenue. The Company adopted the ASUs effective January 1, 2019. The ASU establishes principles for reporting useful information to users of financial statements about the nature, timing, and uncertainty of revenue and cash flows arising from the Company's contracts with customers. The core principle is that the Company recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods or services. The implementation of the change in revenue recognition for the ASC 606 was not significant to the financial statements.

Cash and Restricted Cash

As described in "Adoption of New Accounting Principle," effective January 1, 2019, the Company adopted the ASU which requires the restricted cash be included in cash and cash equivalents on the statement of cash flows. Cash and restricted cash as of December 31, 2019 consisted of the following:

Cash	\$ 1,517,557
Restricted cash	<u>20,908</u>
Total cash and restricted cash shown on the statement of cash flows	<u><u>\$ 1,538,465</u></u>

Accounts Receivable and Bad Debts

In the normal course of business, the Company extends unsecured credit to its projects under development and projects under pursuit. These receivables are mainly due from real estate partnerships and consist of architect fees, payroll reimbursement, management fees, company management fees, and other reimbursements. Balances are due based on the terms of the invoice. Receivables are charged to bad debt expense when they are determined to be uncollectible based upon a periodic review of accounts by management. GAAP requires that the allowance method be used to recognize bad debts; however, the effect of using the direct write-off method is not materially different from the results that would have been obtained under the allowance method.

Development Fees Receivable

Development fees receivable are amounts that the Company is owed as compensation for the time and risk involved in developing a project. The total fee is typically based on the size of the project, the total development costs and the risk associated with the project and agreed to by the Company and the investor member in the development agreement. Receivables are collected throughout the development of a project based on parameters established in the

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

operating agreement or development agreement. After a project is completed, any remaining uncollected development fee receivable is payable out of the surplus cash available on an annual basis from each individual project. The Company provides an allowance for doubtful accounts, when appropriate, which is based upon a review of outstanding receivables, historical collection information, and current market conditions, on a per customer basis. Interest is charged on select balances based on operating and development agreements. Interest accrues on a yearly basis and is included in interest receivable on the balance sheet. Development fees receivable are written-off only after all collection attempts have failed, and are based on the individual credit evaluation and specific circumstances of the customer. As of December 31, 2019, there was no allowance recorded.

Operating Deficit Loans Receivable

Operating deficit loans receivable are amounts that the Company is required, per the operating agreement, to loan the various real estate entities that the Company holds investments in to cover operating deficits. The balances are payable out of the surplus cash available on an annual basis from each individual project. Interest is charged on select balances based on the operating agreement. Interest accrues on a yearly basis and is included in interest receivable on the balance sheet. The Company provides an allowance for doubtful accounts, when appropriate, which is based upon a review of outstanding receivables, historical collection information, and current market conditions, on a per customer basis. Receivables are written off only after all collection attempts have failed and are based on the individual credit evaluation and specific circumstances of the customer. Recoveries of receivables previously written off are recorded when received. As of December 31, 2019, the Company has not been required to fund operating deficits for any real estate entities the Company holds investments in.

Property and Equipment

Property and equipment consist of computer equipment and is being depreciated using the straight-line method over the estimated useful life, which is a five-year period.

Property and equipment are stated at cost. Major expenditures for property and equipment are capitalized. Maintenance, repairs and minor renewals are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income. For the year ended December 31, 2019, depreciation expense was \$3,218.

Revenue Recognition - Development Fees

Development fee revenue is compensation for the time and risk involved in developing a project. The Company recognizes specific portions of the development fee as certain benchmarks are satisfied in accordance with the terms specified in the respective developer agreements and all fees are considered earned upon the receipt of the final certificate of

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

occupancy for the last building of the project. In addition, any amount of development fee that remains unpaid after construction completion of the project shall constitute a loan bearing an interest rate equal to the long-term applicable federal rate for the month in which the project achieves construction completion. The fees are paid to the Company in accordance with the terms specified in the development agreement, which are subject to cash flow availability and other specified events.

Pre-development Costs

Costs incurred by the Company in considering the viability of potential real estate acquisitions or developments are classified as projects under pursuit or projects under development on the balance sheet. In the event the acquisition or development is successful, the Company is reimbursed for these costs by the purchasing party and these costs are then capitalized by such party. In the event a project is no longer deemed to be probable, the costs previously capitalized are expensed as acquisition costs.

Advertising Costs

The Company's policy is to expense advertising costs when incurred. During the year ended December 31, 2019, advertising costs of \$17,785 were incurred and are included in general and administrative expenses on the accompanying statement of operations.

Income Taxes

The Company has elected to be treated as a pass-through entity for income tax purposes and, as such, is not subject to income taxes. Rather, all items of taxable income, deductions and tax credits are passed through to and are reported by its owners on their respective income tax returns. The Company's federal tax status as a pass-through entity is based on its legal status as a limited liability company. Accordingly, the Company is not required to take any tax positions in order to qualify as a pass-through entity. The Company is required to file and does file tax returns with the Internal Revenue Service and other taxing authorities. Accordingly, these financial statements do not reflect a provision for income taxes and the Company has no other tax positions which must be considered for disclosure. Generally, income tax returns filed by the Company are subject to examination by the Internal Revenue Service for a period of three years. While no income tax returns are currently being examined by the Internal Revenue Service, tax years since 2016 remain open.

Estimates

The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

NOTE 3 - DEPOSITS

Payroll Deposits

The Company maintains payroll deposits to meet any short-term unplanned financial payroll needs. As of December 31, 2019, the balance of the deposits account was \$200,000 and is included in deposits on the accompanying balance sheet.

Security Deposits

The Company was required to pay security deposits in connection with the lease arrangements entered into as assurance of performance of all relevant terms of the agreements. As of December 31, 2019, the Company has paid deposits in the amount of \$75,365 which are included in deposits on the accompanying balance sheet.

NOTE 4 - NOTE PAYABLE

Housing Authority of the City of Fort Lauderdale

The Company received funds from the Housing Authority of the City of Fort Lauderdale (HACFL) to fund predevelopment costs on several projects. The advance is noninterest bearing and due upon demand. As of December 31, 2019, the outstanding balance of the note payable is \$93,696.

NOTE 5 - RELATED PARTY TRANSACTIONS

Accounts Receivable

The Company advances funds to real estate partnerships to fund predevelopment operations as discussed in Note 2. The advances are non-interest bearing and due on demand. As of December 31, 2019, the Company was owed \$54,724.

Related Party Revenue and Receivables

The Company earned development fees from related parties, as discussed in Note 2. The total development fees earned for the year ending December 31, 2019 were \$12,508,421 and as of December 31, 2019, the related receivables outstanding were \$10,491,099.

Projects Under Pursuit

The principal source of revenue for the Company is fees earned from the development of low income housing projects sponsored by Federal, State and Local Governments. The Company incurs costs in identifying potential opportunities and paying for predevelopment expenses prior to closing with lenders and investors. These costs are normally reimbursed to the

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

Company when a deal closes. If the Company determines that a project is no longer feasible, the costs are expensed as acquisition costs. As of December 31, 2019, the Company had invested \$1,407,780 on projects under pursuit it believed to be feasible for future development. For the year ended, December 31, 2019, the Company expensed acquisition costs of \$230,001 on projects under pursuit it believed were not feasible.

Projects Under Development

Projects under development consist of projects that have been approved and construction has commenced. As of December 31, 2019, costs incurred for projects under development amounted to \$6,568,938.

Due to Affiliates

Due to affiliates consists of funds advanced by affiliates or expenses paid for by affiliates that are later reimbursed by the Company. As of December 31, 2019, the balance of funds due to affiliates amounted to \$201,204 and is included in due to affiliates on the accompanying balance sheet.

Due to affiliates also consists of developer fees received by the Company from affiliated entities of the members. As of December 31, 2019, the balance of funds received and owed was \$3,836,537 and is included in due to affiliates on the accompanying balance sheet.

Line of Credit Borrowing

In the normal course of business, the Company has and expects to have borrowings with certain members. Borrowings are substantially on the same terms, including interest rates and terms, the members have received from their financial institutions. The members lend funds for investment purposes and to fund operations as needed. The member advances are due on demand and carry an interest rate of .90 percent over the 30 day LIBOR rate. The principal balance as of December 31, 2019 was \$6,217,887. Interest expense of \$92,652 was incurred and paid for the year ended December 31, 2019.

NOTE 6 - LEASE ARRANGEMENTS

The Company conducts its operations from a facility that is leased under a five-year noncancelable operating lease, which expired in June of 2018, with certain amounts being allocated to other parties for use of the facility. During 2018, the Company entered into a new lease with DTS 3MC Office, LLC for a term of 7 ½ years. For the first lease year, the base rent shall be paid at the rate of \$29.25 per rentable square foot, and continuing on the first day of each lease year the base rent per rentable square foot is equal to the base rent per rentable square foot for the immediately prior year, plus 2.75 percent. Upon the expiration of the lease, the Company has the option to renew the lease for an additional five years. For the

Atlantic Pacific Communities, LLC

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

year ended December 31, 2019, lease expense of \$174,143 was incurred and paid and is included in general and administrative expense on the accompanying statement of operations.

During 2018, the Company entered into a new 3-year operating lease with Kendall I Plaza, Ltd., expiring in May, 2021. The base rent, in the amount of \$4,200, is due on the first day of each month and shall increase by 4% over the immediately preceding monthly rent on May 1st, annually, as defined in the lease agreement. Upon the expiration of the lease, the Company will have the option to renew the lease for an additional four years. For the year ended December 31, 2019, lease expense of \$54,703 was incurred and paid and is included in general and administrative on the accompanying statement of operations.

The following is a schedule of future minimum rental payments required under the above operating leases as of December 31, 2019:

<u>Year ending December 31,</u>	<u>Amount</u>
2020	\$ 239,650
2021	209,131
2022	196,207
2023	201,605
2024	207,156

NOTE 7 - CONCENTRATION OF CREDIT RISK

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits; however, the Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents at December 31, 2019.

NOTE 8 - RESTATEMENT

During 2019, management discovered misstatements which it has corrected and accounted for as a prior period adjustment. The Company incorrectly recognized developer fee revenue from affiliated entities of the members. The table below reflects the net effect of the prior period adjustment on the prior year balance sheet and statement of operations:

	<u>As originally reported as of December 31, 2018</u>	<u>Prior period adjustment</u>	<u>As restated as of December 31, 2018</u>
Developer fee receivable	\$ 4,532,874	\$ (1,287,650)	\$ 3,245,224
Due to affiliates	569,622	3,392,737	3,962,359
Members' equity	7,140,168	(4,680,387)	2,459,781
Developer fees	9,210,997	(3,378,510)	5,832,487

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2019

NOTE 9 - SUBSEQUENT EVENTS

Events that occur after the balance sheet date but before the financial statements were available to be issued must be evaluated for recognition or disclosure. The effects of subsequent events that provide evidence about conditions that existed at the balance sheet date are recognized in the accompanying financial statements. Subsequent events, which provide evidence about conditions that existed after the balance sheet date, require disclosure in the accompanying notes. Management evaluated the activity of the Company through August 14, 2020 (the date the financial statements were available to be issued) and concluded that no subsequent event has occurred that would require recognition in the financial statements or disclosure in the notes to the financial statements.

Uncertainty Related to COVID-19

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) emerged globally and has spread across the US. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. In addition, multiple jurisdictions in the U.S. have declared a state of emergency. It is anticipated that these impacts will continue for some time, leading to an overall decline in economic activity, which could result in a loss of revenue and other material adverse effects to Atlantic Pacific Communities, LLC. The future effects of these issues are unknown.

In April of 2020, the Company applied for and received funds from the US Government Paycheck Protection Program. These funds are in the form of a forgivable loan if certain conditions are met. These funds will be utilized to meet payroll and other regulatory restricted operating costs to help offset any operating losses due to the pandemic.

ATLANTIC PACIFIC COMMUNITIES, LLC

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT

DECEMBER 31, 2018



Atlantic Pacific Communities, LLC

TABLE OF CONTENTS

	PAGE
INDEPENDENT AUDITOR'S REPORT	3
FINANCIAL STATEMENTS	
STATEMENT OF ASSETS, LIABILITIES AND EQUITY – FRF FOR SMEs BASIS	5
STATEMENT OF REVENUE AND EXPENSES – FRF FOR SMEs BASIS	6
STATEMENT OF EQUITY – FRF FOR SMEs BASIS	7
STATEMENT OF CASH FLOWS – FRF FOR SMEs BASIS	8
NOTES TO FINANCIAL STATEMENTS	9



INDEPENDENT AUDITOR'S REPORT

To the Members
Atlantic Pacific Communities, LLC

We have audited the accompanying financial statements of Atlantic Pacific Communities, LLC, (a Delaware limited liability company), which comprise the statement of assets, liabilities and equity as of December 31, 2018, and the related statements of revenues and expenses, members' equity and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the Financial Reporting Framework for Small-and-Medium-Sized Entities (FRF for SMEs) issued by the American Institute of Certified Public Accountants, described in Note 2; this includes determining that the Financial Reporting Framework for Small-and-Medium-Sized Entities is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Atlantic Pacific Communities, LLC, as of December 31, 2018, and the results of its operations and its cash flows for the year then ended, in accordance with the Financial Reporting Framework for Small-and-Medium-Sized Entities, described in Note 2.

Basis of Accounting

We draw attention to Note 2 of the financial statements, which describes the basis of accounting. The financial statements are prepared in accordance with the Financial Reporting Framework for Small-and-Medium-Sized Entities, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Tidwell Group, LLC

Atlanta, Georgia
May 16, 2019

Atlantic Pacific Communities, LLC

STATEMENT OF ASSETS, LIABILITIES
AND EQUITY – FRF FOR SMEs BASIS

December 31, 2018

ASSETS

Investment in rental property, net	\$	3,218
Cash and cash equivalents		251,802
Reserves		301,776
Accounts receivable		4,065
Prepaid expenses		9,055
Projects under pursuit		739,154
Projects under development		3,476,875
Developer fee receivable		4,532,874
Interest receivable - developer fee		33,464
		<hr/>
Total assets	\$	<u><u>9,352,283</u></u>

LIABILITIES AND MEMBERS' EQUITY

Liabilities		
Accounts payable - operations	\$	74,543
Deferred rent		929
Other accrued liabilities		56,134
Due to affiliates		1,169,622
Affiliate notes payable, net		910,887
		<hr/>
Total liabilities		<u>2,212,115</u>
Members' equity		<u>7,140,168</u>
Total liabilities and members' equity	\$	<u><u>9,352,283</u></u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF REVENUE AND
EXPENSES – FRF FOR SMEs BASIS

Year ended December 31, 2018

Revenue	
Developer fees	\$ 9,210,997
Other operating income	<u>1,019,361</u>
Total revenue	<u>10,230,358</u>
Operating expenses	
Salaries and employee benefits	3,477,420
Acquisition Costs	371,837
Repairs and maintenance	2,834
Utilities	27,852
Property management fee	749,154
Property insurance	1,309
General and administrative	<u>973,613</u>
Total operating expenses	<u>5,604,019</u>
Net operating income	<u>4,626,339</u>
Other income (expense)	
Interest income	40,773
Interest expense	(240,569)
Other financial income (expense)	(3,280)
Miscellaneous other income (expense)	(864,746)
Depreciation	<u>(5,456)</u>
Total other income (expense)	<u>(1,073,278)</u>
Net income	<u><u>\$ 3,553,061</u></u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF MEMBERS'
EQUITY – FRF FOR SMEs BASIS

Year ended December 31, 2018

	Howard D. Cohen <u>Revocable Trust</u>	Kenneth J. Cohen <u>Revocable Trust</u>	Stanley D. Cohen Revocable Living Trust	Randy K. Weisburd	<u>Total Members' Equity (Deficit)</u>
Balance, December 31, 2017	\$ 1,596,263	\$ 663,615	\$ 663,615	\$ 663,614	\$ 3,587,107
Net income	<u>1,581,113</u>	<u>657,316</u>	<u>657,316</u>	<u>657,316</u>	<u>3,553,061</u>
Balance, December 31, 2018	<u>\$ 3,177,376</u>	<u>\$ 1,320,931</u>	<u>\$ 1,320,931</u>	<u>\$1,320,930</u>	<u>\$ 7,140,168</u>
Members' percentage of Company losses	<u>44.50%</u>	<u>18.50%</u>	<u>18.50%</u>	<u>18.50%</u>	<u>100.00%</u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

STATEMENT OF CASH FLOWS – FRF FOR SMEs BASIS

Year ended December 31, 2018

Cash flows from operating activities	
Net income	\$ 3,553,061
Adjustments to reconcile net income to net cash provided by operating activities	
Depreciation	5,456
Amortization of debt issuance costs	9,172
Changes in:	
Accounts receivable	128,147
Prepaid expenses	15,729
Developer fee receivable	2,257,377
Interest receivable - developer fee	(33,464)
Projects under development	(628,606)
Projects under pursuit	325,203
Accounts payable	48,788
Deferred rent	929
Other accrued liabilities	(85,387)
Due to affiliates	<u>1,138,465</u>
Net cash provided by operating activities	<u>6,734,870</u>
Cash flows from investing activities	
Net deposits to reserves	<u>(98,657)</u>
Net cash used in investing activities	<u>(98,657)</u>
Cash flows from financing activities	
Payments on affiliate notes payable	(6,607,887)
Proceeds from affiliate notes payable	<u>35,887</u>
Net cash used in financing activities	<u>(6,572,000)</u>
Net increase in cash and cash equivalents	64,213
Cash and cash equivalents, beginning	<u>187,589</u>
Cash and cash equivalents, ending	<u><u>\$ 251,802</u></u>
Supplemental disclosure of cash flow information	
Cash paid for interest	<u><u>\$ 231,397</u></u>

See notes to financial statements.

Atlantic Pacific Communities, LLC

NOTES TO FINANCIAL STATEMENTS

December 31, 2018

NOTE 1 - ORGANIZATION AND NATURE OF OPERATIONS

Atlantic Pacific Communities, LLC (the Company), was formed as a limited liability company under the laws of the State of Delaware on September 11, 2013. The purpose of the Company is (through itself or directly or indirectly through one or more Subsidiaries) property development, asset management and other property related services on behalf of itself or other parties in respect of public housing developments located throughout the United States and owned by affiliates of the Company.

The members are Howard D. Cohen Revocable Trust, Kenneth J. Cohen Revocable Trust, Stanley D. Cohen Revocable Living Trust and Randy Weisburd.

Profits and losses are allocated in accordance with the operating agreement of the Company, dated September 11, 2013.

A summary of the Company's membership interest and allocation of profits and losses is as follows as of December 31, 2018:

	<u>Member Percentage</u>	<u>Allocation of Profits and Losses</u>
Howard D. Cohen Revocable Trust	44.5%	44.5%
Kenneth J. Cohen Revocable Trust	18.5%	18.5%
Stanley D. Cohen Revocable Living Trust	18.5%	18.5%
Randy K. Weisburd	18.5%	18.5%

NOTE 2 - SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared in accordance with the Financial Reporting Framework for Small-and-Medium-Sized Entities (FRF for SMEs) issued by the American Institute of Certified Public Accountants, which is a special purpose framework and not accounting principles generally accepted in the United States of America (U.S. GAAP). The accounting principles comprising the framework are appropriate for the preparation and presentation of small and medium-sized entity financial statements, based on the needs of the financial statement users and cost and benefit considerations. This special purpose framework most significantly differs from U.S. GAAP in that it does not require assessment of long lived assets and equity method investments for impairment or the evaluation or accrual of uncertain tax positions, investments in marketable securities are valued at market value, and there is no concept of comprehensive income or variable interest entities and gives an accounting policy choice to either consolidate subsidiaries or treat as an equity method.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

Cash and Cash Equivalents

Cash and cash equivalents include all cash balances on deposit with financial institutions and highly liquid investments with a maturity of three months or less at the date of acquisition.

Accounts Receivable and Bad Debts

In the normal course of business, the Company extends unsecured credit to its projects under development and potential projects. These receivables are mainly due from real estate partnerships and consist of architect fees, payroll reimbursement, management fees, company management fees, and other reimbursements. Balances are due based on the terms of the invoice. Receivables are charged to bad debt expense when they are determined to be uncollectible based upon a periodic review of accounts by management. The FRF for SMEs require that the allowance method be used to recognize bad debts; however, the effect of using the direct write-off method is not materially different from the results that would have been obtained under the allowance method.

Development Fees Receivable

Development fees receivable are amounts that the Company is owed as compensation for the time and risk involved in developing a project. The total fee is typically based on the size of the project, the total development costs and the risk associated with the project and agreed to by the Company and the investor member in the development agreement. Receivables are collected throughout the development of a project based on parameters established in the operating agreement or development agreement. After a project is completed, any remaining uncollected development fee receivable is payable out of the surplus cash available on an annual basis from each individual project. The Company provides an allowance for doubtful accounts, when appropriate, which is based upon a review of outstanding receivables, historical collection information, and current market conditions, on a per customer basis. Interest is charged on select balances based on operating and development agreements. Interest accrues on a yearly basis and is included in interest receivable on the statement of assets, liabilities and equity. Development fees receivable are written-off only after all collection attempts have failed, and are based on the individual credit evaluation and specific circumstances of the customer. As of December 31, 2018, there was no allowance recorded.

Operating Deficit Loans Receivable

Operating deficit loans receivable are amounts that the Company is required, per the operating agreement, to loan the various real estate entities that the Company holds investments in to cover operating deficits. The balances are payable out of the surplus cash available on an annual basis from each individual project. Interest is charged on select balances based on the operating agreement. Interest accrues on a yearly basis and is included in interest receivable on the statement of assets, liabilities and equity. The Company provides an allowance for doubtful accounts, when appropriate, which is based upon a review of

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

outstanding receivables, historical collection information, and current market conditions, on a per customer basis. Receivables are written off only after all collection attempts have failed and are based on the individual credit evaluation and specific circumstances of the customer. Recoveries of receivables previously written off are recorded when received. As of December 31, 2018, the Company has not been required to fund operating deficits for any real estate entities the Company holds investments in.

Debt Issuance Costs

In accordance with FRF for SMEs, debt issuance costs are presented as an offset of the related debt instruments within the liabilities section of the statement of assets, liabilities and equity. Debt issuance costs are being amortized using the straight-line method over the term of the mortgage and amortization expense is included in interest expense on the accompanying statement of revenue and expenses.

Loan fees of \$22,462 are amortized over the term of the line of credit borrowings using the straight-line method. FRF for SMEs requires that the effective interest method be used to amortize debt costs; however, the effect of using the straight-line method is not materially different from the results that would have been obtained under the effective interest method. Amortization expense for the year ended December 31, 2018 was \$9,172. As of December 31, 2018 the loan fees of \$22,462 have been fully amortized.

Property and Equipment

Property and equipment consist of computer equipment and is being depreciated using the straight-line method over the estimated useful life, which is a five-year period.

Property and equipment are stated at cost. Major expenditures for property and equipment are capitalized. Maintenance, repairs and minor renewals are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income. For the year ended December 31, 2018, depreciation expense was \$5,456.

Revenue Recognition - Development Fees

Development fee revenue is compensation for the time and risk involved in developing a project. The Company recognizes specific portions of the development fee as certain benchmarks are satisfied in accordance with the terms specified in the respective developer agreements and all fees are considered earned upon the receipt of the final certificate of occupancy for the last building of the project. In addition, any amount of development fee that remains unpaid after construction completion of the project shall constitute a loan bearing an interest rate equal to the long-term applicable federal rate for the month in which the project achieves construction completion. The fees are paid to the Company in

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

accordance with the terms specified in the development agreement, which are subject to cash flow availability and other specified events.

Pre-development Costs

Costs incurred by the Company in considering the viability of potential real estate acquisitions or developments are classified as projects under pursuit or projects under development on the statement of assets, liabilities and equity - FRF for SMEs basis. In the event the acquisition or development is successful, the Company is reimbursed for these costs by the purchasing party and these costs are then capitalized by such party. In the event a project is no longer deemed to be probable, the costs previously capitalized are expensed as acquisition costs.

Income Taxes

The Company has elected to be treated as a pass-through entity for income tax purposes and, as such, is not subject to income taxes. Rather, all items of taxable income, deductions and tax credits are passed through to and are reported by its owners on their respective income tax returns. The Company's federal tax status as a pass-through entity is based on its legal status as a limited liability company. Accordingly, the Company is not required to take any tax positions in order to qualify as a pass-through entity. The Company is required to file and does file tax returns with the Internal Revenue Service and other taxing authorities. Accordingly, these financial statements do not reflect a provision for income taxes and the Company has no other tax positions which must be considered for disclosure. Generally, income tax returns filed by the Company are subject to examination by the Internal Revenue Service for a period of three years. While no income tax returns are currently being examined by the Internal Revenue Service, tax years since 2015 remain open.

Estimates

The preparation of financial statements in conformity with FRF for SMEs requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE 3 - RESTRICTED FUNDS

Restricted Funds

The Company maintains a payroll reserve account to meet any short-term unplanned financial payroll needs. As of December 31, 2018, the balance of the payroll reserve account was \$200,000 and is included in reserves on the accompanying statement of assets, liabilities and equity – FRF for SMEs Basis.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

NOTE 4 - RELATED PARTY TRANSACTIONS

Accounts Receivable

The Company advances funds to real estate partnerships to fund predevelopment operations as discussed in Note 2. The advances are non-interest bearing and due on demand. As of December 31, 2018, the Company was owed \$4,065.

Related Party Revenue and Receivables

The Company earned development fees from related parties, as discussed in Note 2. The total development fees earned for the year ending December 31, 2018 were \$9,210,997 and as of December 31, 2018, the related receivables outstanding were \$4,532,874.

Projects Under Pursuit

The principal source of revenue for the Company is fees earned from the development of low income housing projects sponsored by Federal, State and Local Governments. The Company incurs costs in identifying potential opportunities and paying for predevelopment expenses prior to closing with lenders and investors. These costs are normally reimbursed to the Company when a deal closes. If the Company determines that a project is no longer feasible, the costs are expensed as acquisition costs. As of December 31, 2018, the Company had invested \$739,154 on projects under pursuit it believed to be feasible for future development.

Projects Under Development

Projects under development consist of projects that have been approved and construction has commenced. As of December 31, 2018, costs incurred for projects under development amounted to \$3,476,875.

Due to Affiliates

Due to affiliates consists of funds advanced by affiliates or expenses paid for by affiliates that are later reimbursed by the Company. As of December 31, 2018, the balance of funds due to affiliates amounted to \$569,622 and is included in due to affiliates on the accompanying statement of assets, liabilities and equity – FRF for SMEs Basis.

Housing Authority of the City of Fort Lauderdale

During 2018, the Company received funds from the Housing Authority of the City of Fort Lauderdale (HACFL) to fund predevelopment costs on several projects. The advance is noninterest bearing and due upon demand. As of December 31, 2018, \$600,000 remains payable and is included in due to affiliates on the accompanying statement of assets, liabilities and equity – FRF for SMEs Basis.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

Line of Credit Borrowing

In the normal course of business, the Company has and expects to have borrowings with certain members. Borrowings are substantially on the same terms, including interest rates and terms, the members have received from their financial institutions. The members lend funds for investment purposes and to fund operations as needed. The member advances are due on demand and carry an interest rate of .90 percent over the 30 day LIBOR rate. The principal balance as of December 31, 2018 was \$910,887, which includes \$0 of unamortized debt issuance costs. Interest incurred and paid as of December 31, 2018 was \$106,913, which includes \$9,172 of amortization of debt issuance costs.

Note Payable

On November 1, 2016, the Company entered into a reimbursement agreement with Howard Cohen, Kenneth Cohen, Stanley Cohen and Randy Weisburd (collectively, the Lender) to advance \$7,160,387 for certain investment opportunities associated with the Company's interest. The note bears interest at 2% per annum and is payable on demand by the Lender. The Company shall have the right to prepay all or any portion of the indebtedness without penalty or premium, upon five days advance written notice to the Lender. The principal balance as of December 31, 2018 was \$0. Interest incurred and paid as of December 31, 2018 was \$133,656.

NOTE 5 - LEASE ARRANGEMENT

The Company conducts its operations from a facility that is leased under a five-year noncancelable operating lease, which expired in June of 2018, with certain amounts being allocated to other parties for use of the facility. During 2018, the Company entered into a new lease with DTS 3MC Office, LLC for a term of 7 ½ years. For the first lease year, the base rent shall be paid at the rate of \$29.25 per rentable square foot, and continuing on the first day of each lease year the base rent per rentable square foot is equal to the base rent per rentable square foot for the immediately prior year, plus 2.75 percent. Upon the expiration of the lease, the Company has the option to renew the lease for an additional five years.

During 2018, the Company entered into a new 3-year operating lease with Kendall I Plaza, Ltd., expiring in May, 2021. The base rent, in the amount of \$4,200, is due on the first day of each month and shall increase by 4% over the immediately preceding monthly rent on May 1st, annually, as defined in the lease agreement. Upon the expiration of the lease, the Company will have the option to renew the lease for an additional four years.

Atlantic Pacific Communities, LLC

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2018

The following is a schedule of future minimum rental payments required under the above operating leases as of December 31, 2018:

<u>Year ending December 31,</u>	<u>Amount</u>
2019	\$ 230,169
2020	237,145
2021	244,340
2022	251,759
2023	259,409

NOTE 6 - CONCENTRATION OF CREDIT RISK

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

NOTE 7 - SUBSEQUENT EVENTS

Events that occur after the balance sheet date but before the financial statements were available to be issued must be evaluated for recognition or disclosure. The effects of subsequent events that provide evidence about conditions that existed at the balance sheet date are recognized in the accompanying financial statements. Subsequent events, which provide evidence about conditions that existed after the balance sheet date, require disclosure in the accompanying notes. Management evaluated the activity of the Company through May 16, 2019 (the date the financial statements were available to be issued) and concluded that no subsequent event has occurred that would require recognition in the financial statements or disclosure in the notes to the financial statements.

Tab 5.b.3

Cornerstone Strategic Partners

MBE Certifications



CITY OF TAMPA

Jane Castor, Mayor

Office of the Chief of Staff

Minority and Small Business Development

December 11, 2020

Leonard Burke
Cornerstone Strategic Partners, LLC
3206 Alamar St
Lutz, FL 33558

RE: Reciprocal Agency Certification

Dear Leonard Burke:

We are pleased to inform you that due to our reciprocal agreement with your Reciprocal Agency, Cornerstone Strategic Partners, LLC has been accepted as a Minority Business Enterprise (MBE) by the Minority and Small Business Development Office. Consistent with the certification dates granted by the Reciprocal Agency, this Minority Business Enterprise (MBE) certification is valid until December 9, 2022. Your business is required to apply for recertification with your Reciprocal Agency prior to this expiration date in order to remain certified with the City of Tampa.

Reciprocal Agency:

Hillsborough Cty

You must notify the Minority and Small Business Development Office of any changes in ownership or control of your firm or any other matters or facts affecting your firm's eligibility for certification. We may commence action to remove the eligibility for Cornerstone Strategic Partners, LLC for failure to notify us of any changes of fact affecting your firm's certification or if your firm otherwise fails to cooperate with our office in any inquiry or investigation. Removal of eligibility procedures may also be commenced if your firm is found to be involved in bidding or contractual irregularities.

Cornerstone Strategic Partners, LLC will be listed in the City of Tampa Directory(ies) of Small Local Business Enterprise (SLBE) and/or Women and Minority Business Enterprise (WMBE) in the specialty area(s) listed on page 2. These specialty area(s) are consistent with what you have been certified for with Reciprocal Agency. The Directories may be accessed via the internet at: <https://tampa.diversitysoftware.com>.

Thank you for your continued interest in our certification programs.

Sincerely,

Leta Perez
Small Business Specialist

December 11, 2020

Cornerstone Strategic Partners, LLC

This firm is certified under the following commodity codes/area of specialty:

NIGP 97100: REAL PROPERTY RENTAL OR LEASE

NAICS 531110: REAL ESTATE RENTAL OR LEASING OF RESIDENTIAL BUILDING

NAICS 531311: MANAGING RESIDENTIAL REAL ESTATE

NAICS 531390: REAL ESTATE ASSET MANAGEMENT SERVICES (EXCEPT PROPERTY MANAGEMENT)

NIGP 95805: ASSET MANAGEMENT SERVICES

NIGP 95883: REAL ESTATE MANAGEMENT SERVICES, INCLUDING LISTING, SALES AND BROKER SERVICES



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Cornerstone Strategic Partners, LLC

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Asset Management Service, Real Estate Development and Consulting Services

The certification is valid from December 9, 2020 to December 9, 2022

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Manager**



**Board of County Commissioners
Economic Development Department
Minority and Disadvantaged Business Development**

Minority/Woman Business Certification

Cornerstone Strategic Partners, LLC

HC-3056/20

Valid from December 8, 2020 - December 8, 2022

Approved Lines of Business:

Asset Management Service, Real Estate Development and Consulting Services

A handwritten signature in black ink, appearing to read "Theresa Kempa".

Theresa Kempa
Minority and Disadvantaged Business Manager
Economic Development Department

Tab 5.b.4

Pro Formas



The Yard at West River I
Tampa, FL
Income

Projected Operating Proforma

Units	% of Total	Unit Type	Net Sq. Ft.	Total Sq. Ft.	Monthly Rent	Rent Per Sq. Ft.	Annual Income
167	54.75%	1 BR / 1 BA	680	113,560	1,500	\$2.21	\$3,006,000
120	39.34%	2 BR/ 2 BA	900	108,000	1,850	\$2.06	\$2,664,000
18	5.90%	3 BR/ 2 BA	1,150	20,700	2,400	\$2.09	\$518,400
305	100.00%		794	242,260	\$1,691	\$2.14	\$6,188,400

GROSS RENTAL INCOME **\$6,188,400**

	Units	Premium/ mo	Premium Total		
PREMIUMS:					
Assorted Premiums	305	\$10	\$3,050		
TOTAL PREMIUMS	305			\$0.01	\$36,600
Commercial	9,000	\$20			\$180,000
MISC. INCOME	305	\$100		\$0.13	\$366,000
GROSS POTENTIAL INCOME				\$2.33	\$6,771,000
VACANCY					
Commercial Vacancy		5.00%		(\$0.11)	-\$311,250
		50.00%			-\$90,000
EFFECTIVE GROSS INCOME				\$2.19	\$6,369,750
OPERATING EXPENSES	305	\$6,986			-\$2,130,794
NET OPERATING INCOME					\$4,238,956

Operating Expenses	Per Unit	Total
Salaries	\$ 1,385	\$422,526
Administration	\$ 225	\$68,625
Marketing	\$ 185	\$56,425
Contract Services	\$ 750	\$228,750
Repairs and Main.	\$ 525	\$160,125
Utilities	\$ 450	\$137,250
4% Management Fee	\$ 835	\$254,790
Insurance	\$ 600	\$183,000
Taxes	\$1,806	\$550,678
Reserves	\$225	\$68,625
Total	\$6,986	\$2,130,794
Total Op Exp	\$6,986	\$2,130,794

Land Costs					
					\$2,287,500
					\$2,287,500
Water and Sewer Fees & Impact Fees				\$2,149,051	
Commercial Space Costs					\$2,149,051
	Retail	9,000			
	HC	-			
	TI's	80	720,000		
	LC's		162,000		
Construction Costs					
	Cost per NSF	\$211			
	Cost per Unit	\$167,590			
					51,115,082.00
Staff & Permits					
	Building Permit Fees (\$754/unit)			\$230,000	
					\$230,000
Architectural and Engineering					
	Architectural Design				
	Architectural Supervision				
	Architectural Reimbursables				
	Site Plan				
	Engineering				
	Engineering Reimbursables				
	Total Arch. And Engin.				\$1,500,000
Taxes and Insurance					
	Real Estate Taxes			\$100,000	
	Builder's Risk Insurance			\$435,434	
	Total Taxes and Insurance				\$535,434
Title and Recording				\$385,440	
	Total Title and Recording				\$385,440
Legal Fees					
	Lender's Counsel			\$50,000	
	Zoning Counsel			\$200,000	
	Borrower's Counsel			\$50,000	
	Partner Counsel			\$50,000	
	Total Legal Expenses				\$350,000
Testing, Inspections, Miscellaneous					
	Accounting			\$20,000	
	Appraisal			\$10,000	
	Soil Borings			\$12,500	
	Environmental			\$15,000	
	Misc. Testing			\$100,000	
	Misc. Surveying			\$15,000	
	Other Services			\$50,000	
	Total Test./Insp./Misc.				\$222,500
Models and Furnishings					
	Model Furniture/Clubhouse (Int. Dec.)			\$400,000	
	Pool Furniture			\$55,000	
	Recreation Equip. (Kid's Room, TV's, Bus. Center)			\$45,000	
	Fitness Equipment			\$55,000	
	Main. And Office Equip. (Comp., Copier)			\$50,000	
	Total Models and Furnishings				\$605,000
Marketing				\$250,000	
					\$250,000
Overhead				\$2,000,000	
					\$2,000,000
Contingency					
	Hard Costs	5%	\$2,555,754		
	Soft Costs	5%	\$425,746		
					\$2,555,754
Reserves		50.00%	\$443,915		
					\$443,915
Interest Calculation					
	Loan Amount	\$43,800,000			
	Usage	53%			
	Interest Rate	4.00%			
	Term	24 months			
	Total Interest Expense	\$ 1,857,120		\$1,857,120	
					\$ 1,857,120
Financing Fees					
	Origination and Placement Fee	1.00%	\$438,000		
	Total Financing Fees				\$438,000

12/14/2020 5:46 PM



The Yard at West River I
Tampa, FL
Total Project Costs

Total Units **305**
Total Square Footage **242,260**

<u>Item</u>	<u>Cost/Unit</u>	<u>Cost/S.F.</u>	<u>Total</u>	<u>% of Total</u>	
Land Costs	\$7,500	\$9.44	\$2,287,500	3.40%	
Water and Sewer Fees & Impact Fees	\$7,046	\$8.87	\$2,149,051	3.19%	
Construction Costs	\$167,590	\$210.99	\$51,115,082	75.89%	
Staff & Permits	\$754	\$0.95	\$230,000	0.34%	
Architectural and Engineering	\$4,918	\$6.19	\$1,500,000	2.23%	
Taxes and Insurance	\$1,756	\$2.21	\$535,434	0.79%	
Title and Recording	\$1,264	\$1.59	\$385,440	0.57%	
Legal Fees	\$1,148	\$1.44	\$350,000	0.52%	
Testing, Inspections, Miscellaneous	\$730	\$0.92	\$222,500	0.33%	
Models and Furnishings	\$1,984	\$2.50	\$605,000	0.90%	
Marketing	\$820	\$1.03	\$250,000	0.37%	
Overhead	\$6,557	\$8.26	\$2,000,000	2.97%	
Contingency					
	Hard Costs	\$8,380	\$10.55	\$2,555,754	3.79%
	Soft Costs	\$1,396	\$1.76	\$425,746	0.63%
Reserves	\$1,455	\$1.83	\$443,915	0.66%	
Interest Calculation	\$6,089	\$7.67	\$1,857,120	2.76%	
Financing Fees	\$1,436	\$1.81	\$438,000	0.65%	
TOTAL PROJECT COSTS	\$220,821	\$278.01	\$67,350,543	100.00%	

65% **\$43,800,000** Debt
35% **\$23,550,543** Equity

**The Yard at West River I
Tampa, FL
Cash Flow Schedule**

Number of Years: 10	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenues:										
Total Gross Potential Rental Income	6,188,400	6,343,110	6,501,688	6,664,230	6,830,836	7,001,607	7,176,647	7,356,063	7,539,964	7,728,464
Total Premium Income	36,600	37,515	38,453	39,414	40,400	41,410	42,445	43,506	44,594	45,708
Total Retail Income	180,000	184,500	189,113	193,840	198,686	203,653	208,745	213,963	219,313	224,795
Total Other Income	366,000	375,150	384,529	394,142	403,996	414,095	424,448	435,059	445,935	457,084
Less: Vacancy Loss	(311,250)	(319,031)	(327,007)	(335,182)	(343,562)	(352,151)	(360,955)	(369,978)	(379,228)	(388,709)
Less: Retail Vacancy	(90,000)	(92,250)	(94,556)	(96,920)	(99,343)	(101,827)	(104,372)	(106,982)	(109,656)	(112,398)
Less: Concessions	-	-	-	-	-	-	-	-	-	-
Effective Gross Revenue	6,369,750	6,528,994	6,692,219	6,859,524	7,031,012	7,206,787	7,386,957	7,571,631	7,760,922	7,954,945
Operating Expenses:										
Salaries	(422,526)	(430,977)	(439,596)	(448,388)	(457,356)	(466,503)	(475,833)	(485,350)	(495,057)	(504,958)
Administration	(68,625)	(69,998)	(71,397)	(72,825)	(74,282)	(75,768)	(77,283)	(78,829)	(80,405)	(82,013)
Marketing	(56,425)	(57,554)	(58,705)	(59,879)	(61,076)	(62,298)	(63,544)	(64,815)	(66,111)	(67,433)
Contract Services	(228,750)	(233,325)	(237,992)	(242,751)	(247,606)	(252,558)	(257,610)	(262,762)	(268,017)	(273,377)
Repairs and Main.	(160,125)	(163,328)	(166,594)	(169,926)	(173,324)	(176,791)	(180,327)	(183,933)	(187,612)	(191,364)
Utilities	(137,250)	(139,995)	(142,795)	(145,651)	(148,564)	(151,535)	(154,566)	(157,657)	(160,810)	(164,026)
Management Fee	(254,790)	(261,160)	(267,689)	(274,381)	(281,240)	(288,271)	(295,478)	(302,865)	(310,437)	(318,198)
Insurance	(183,000)	(186,660)	(190,393)	(194,201)	(198,085)	(202,047)	(206,088)	(210,209)	(214,414)	(218,702)
Taxes	(550,678)	(561,692)	(572,926)	(584,384)	(596,072)	(607,993)	(620,153)	(632,556)	(645,207)	(658,112)
Reserves	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	(2,130,794)	(2,174,684)	(2,219,484)	(2,265,212)	(2,311,888)	(2,359,532)	(2,408,164)	(2,457,804)	(2,508,475)	(2,560,197)
NOI Before Debt Service	4,238,956	4,354,310	4,472,735	4,594,312	4,719,124	4,847,256	4,978,793	5,113,827	5,252,447	5,394,748
+Debt Service	(1,511,100)	(1,511,100)	(1,511,100)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)
Operating Cash Flow	2,727,856	2,843,210	2,961,635	2,248,779	2,373,591	2,501,722	2,633,260	2,768,293	2,906,913	3,049,215

Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
7,921,675	8,119,717	8,322,710	8,530,778	8,744,047	8,962,648	9,186,715	9,416,382	9,651,792	9,893,087
46,851	48,022	49,223	50,454	51,715	53,008	54,333	55,691	57,084	58,511
230,415	236,176	242,080	248,132	254,335	260,694	267,211	273,891	280,739	287,757
468,511	480,224	492,229	504,535	517,148	530,077	543,329	556,912	570,835	585,106
(398,426)	(408,387)	(418,597)	(429,062)	(439,788)	(450,783)	(462,052)	(473,604)	(485,444)	(497,580)
(115,208)	(118,088)	(121,040)	(124,066)	(127,168)	(130,347)	(133,606)	(136,946)	(140,369)	(143,879)
-	-	-	-	-	-	-	-	-	-
8,153,819	8,357,664	8,566,606	8,780,771	9,000,290	9,225,297	9,455,930	9,692,328	9,934,636	10,183,002
(515,057)	(525,358)	(535,865)	(546,582)	(557,514)	(568,664)	(580,038)	(591,638)	(603,471)	(615,541)
(83,653)	(85,327)	(87,033)	(88,774)	(90,549)	(92,360)	(94,207)	(96,092)	(98,013)	(99,974)
(68,782)	(70,157)	(71,561)	(72,992)	(74,452)	(75,941)	(77,459)	(79,009)	(80,589)	(82,201)
(278,845)	(284,422)	(290,110)	(295,913)	(301,831)	(307,867)	(314,025)	(320,305)	(326,711)	(333,246)
(195,191)	(199,095)	(203,077)	(207,139)	(211,282)	(215,507)	(219,817)	(224,214)	(228,698)	(233,272)
(167,307)	(170,653)	(174,066)	(177,548)	(181,098)	(184,720)	(188,415)	(192,183)	(196,027)	(199,947)
(326,153)	(334,307)	(342,664)	(351,231)	(360,012)	(369,012)	(378,237)	(387,693)	(397,385)	(407,320)
(223,076)	(227,537)	(232,088)	(236,730)	(241,465)	(246,294)	(251,220)	(256,244)	(261,369)	(266,596)
(671,274)	(684,699)	(698,393)	(712,361)	(726,608)	(741,140)	(755,963)	(771,083)	(786,504)	(802,234)
-	-	-	-	-	-	-	-	-	-
(83,653)	(85,327)	(87,033)	(88,774)	(90,549)	(92,360)	(94,207)	(96,092)	(98,013)	(99,974)
(2,612,991)	(2,666,882)	(2,721,891)	(2,778,042)	(2,835,359)	(2,893,867)	(2,953,589)	(3,014,552)	(3,076,782)	(3,140,304)
5,540,827	5,690,782	5,844,714	6,002,728	6,164,931	6,331,431	6,502,341	6,677,776	6,857,855	7,042,698
8.23%	8.45%	8.68%	8.91%	9.15%	9.40%	9.65%	9.91%	10.18%	10.46%
(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)	(2,345,534)
3,195,293	3,345,248	3,499,181	3,657,195	3,819,397	3,985,897	4,156,807	4,332,242	4,512,321	4,697,164



The Yard at West River II
Tampa, FL
Income

Projected Operating Proforma

<u>Units</u>	<u>% of Total</u>	<u>Unit Type</u>	<u>Net Sq. Ft.</u>	<u>Total Sq. Ft.</u>	<u>Monthly Rent</u>	<u>Rent Per Sq. Ft.</u>	<u>Annual Income</u>
198	52.94%	1 BR / 1 BA	680	134,640	1,500	\$2.21	\$3,564,000
150	40.11%	2 BR/ 2 BA	900	135,000	1,850	\$2.06	\$3,330,000
26	6.95%	3 BR/ 2 BA	1,150	29,900	2,400	\$2.09	\$748,800
374	100.00%		801	299,540	\$1,703	\$2.14	\$7,642,800

GROSS RENTAL INCOME **\$7,642,800**

	<u>Units</u>	<u>Premium/ mo</u>	<u>Premium Total</u>	
PREMIUMS:				
Assorted Premiums	374	\$10	\$3,740	
TOTAL PREMIUMS	374			\$0.01 \$44,880
Commercial	15,050	\$20		\$301,000
MISC. INCOME	374	\$100		\$0.12 \$448,800
GROSS POTENTIAL INCOME				\$2.35 \$8,437,480
VACANCY		5.00%		(\$0.11) -\$384,384
Commercial Vacancy		50.00%		-\$150,500
EFFECTIVE GROSS INCOME				\$2.20 \$7,902,596
OPERATING EXPENSES	374	\$7,023		-\$2,626,486
NET OPERATING INCOME				\$5,276,110

<u>Operating Expenses</u>	<u>Per Unit</u>	<u>Total</u>
Salaries	\$ 1,418	\$530,398
Administration	\$ 225	\$84,150
Marketing	\$ 150	\$56,100
Contract Services	\$ 750	\$280,500
Repairs and Main.	\$ 525	\$196,350
Utilities	\$ 450	\$168,300
4% Management Fee	\$ 845	\$316,104
Insurance	\$ 600	\$224,400
Taxes	<u>\$1,834</u>	<u>\$686,034</u>
Reserves	<u>\$225</u>	<u>\$84,150</u>
Total	\$7,023	\$2,626,486
Total Op Exp	\$7,023	\$2,626,486

The Yard at West River II
Tampa, FL

Summary of Costs to Stabilization

<u>Land Costs</u>			\$2,805,000	
				\$2,805,000
<u>Water and Sewer Fees & Impact Fees</u>			\$2,584,300	
<u>Commercial Space Costs</u>				\$2,584,300
	Retail	15,050		
	TI's	80	1,204,000	
	LC's		270,900	
<u>Construction Costs</u>				
	Cost per NSF	\$213		
	Cost per Unit	\$170,649		
				63,822,714.00
<u>Staff & Permits</u>				
	Building Permit Fees (\$615/unit)		\$230,000	
				\$230,000
<u>Architectural and Engineering</u>				
	Architectural Design			
	Architectural Supervision			
	Architectural Reimbursables			
	Site Plan			
	Engineering			
	Engineering Reimbursables			
	Total Arch. And Engin.			\$1,500,000
<u>Taxes and Insurance</u>				
	Real Estate Taxes		\$100,000	
	Builder's Risk Insurance		\$555,273	
	Total Taxes and Insurance			\$655,273
<u>Title and Recording</u>			\$475,200	
Total Title and Recording				\$475,200
<u>Legal Fees</u>				
	Lender's Counsel		\$50,000	
	Zoning Counsel		\$200,000	
	Borrower's Counsel		\$50,000	
	Partner Counsel		\$50,000	
	Total Legal Expenses			\$350,000
<u>Testing, Inspections, Miscellaneous</u>				
	Accounting		\$20,000	
	Appraisal		\$10,000	
	Soil Borings		\$12,500	
	Environmental		\$15,000	
	Misc. Testing		\$100,000	
	Misc. Surveying		\$15,000	
	Other Services		\$50,000	
	Total Test./Insp./Misc.			\$222,500
<u>Models and Furnishings</u>				
	Model Furniture/Clubhouse (Int. Dec.)		\$400,000	
	Pool Furniture		\$55,000	
	Recreation Equip. (Kid's Room, TV's, Bus. Center)		\$45,000	
	Fitness Equipment		\$55,000	
	Main. And Office Equip. (Comp., Copier)		\$50,000	
	Total Models and Furnishings			\$605,000
<u>Marketing</u>			\$250,000	
				\$250,000
<u>Overhead</u>			\$2,120,850	
				\$2,120,850
<u>Contingency</u>				
	Hard Costs	5%	\$3,191,136	
	Soft Costs	5%	\$483,864	
				\$483,864
<u>Reserves</u>		50.00%	\$547,185	
				\$547,185
<u>Interest Calculation</u>				
	Loan Amount	\$54,000,000		
	Usage	53%		
	Interest Rate	4.00%		
	Term	24 months		
	Total Interest Expense	\$ 2,289,600	\$2,289,600	
				\$ 2,289,600
<u>Financing Fees</u>				
	Origination and Placement Fee	1.00%	\$540,000	
	Total Financing Fees			\$540,000

TOTAL PROJECT COSTS \$82,672,621

Total Units **374**
Total Square Footage **299,540**

<u>Item</u>	<u>Cost/Unit</u>	<u>Cost/S.F.</u>	<u>Total</u>	<u>% of Total</u>	
Land Costs	\$7,500	\$9.36	\$2,805,000	3.39%	
Water and Sewer Fees & Impact Fees	\$6,910	\$8.63	\$2,584,300	3.13%	
Construction Costs	\$170,649	\$213.07	\$63,822,714	77.20%	
Staff & Permits	\$615	\$0.77	\$230,000	0.28%	
Architectural and Engineering	\$4,011	\$5.01	\$1,500,000	1.81%	
Taxes and Insurance	\$1,752	\$2.19	\$655,273	0.79%	
Title and Recording	\$1,271	\$1.59	\$475,200	0.57%	
Legal Fees	\$936	\$1.17	\$350,000	0.42%	
Testing, Inspections, Miscellaneous	\$595	\$0.74	\$222,500	0.27%	
Models and Furnishings	\$1,618	\$2.02	\$605,000	0.73%	
Marketing	\$668	\$0.83	\$250,000	0.30%	
Overhead	\$5,671	\$7.08	\$2,120,850	2.57%	
Contingency					
	Hard Costs	\$8,532	\$10.65	\$3,191,136	3.86%
	Soft Costs	\$1,294	\$1.62	\$483,864	0.59%
Reserves	\$1,463	\$1.83	\$547,185	0.66%	
Interest Calculation	\$6,122	\$7.64	\$2,289,600	2.77%	
Financing Fees	\$1,444	\$1.80	\$540,000	0.65%	
TOTAL PROJECT COSTS	\$221,050	\$276.00	\$82,672,621	100.00%	

65% **\$54,000,000** Debt
35% **\$28,672,621** Equity

**The Yard at West River II
Tampa, FL
Cash Flow Schedule**

Number of Years: 10	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenues:										
Total Gross Potential Rental Income	7,642,800	7,833,870	8,029,717	8,230,460	8,436,221	8,647,127	8,863,305	9,084,887	9,312,010	9,544,810
Total Premium Income	44,880	46,002	47,152	48,331	49,539	50,778	52,047	53,348	54,682	56,049
Total Retail Income	301,000	308,525	316,238	324,144	332,248	340,554	349,068	357,794	366,739	375,908
Total Other Income	448,800	460,020	471,521	483,309	495,391	507,776	520,470	533,482	546,819	560,490
Less: Vacancy Loss	(384,384)	(393,994)	(403,843)	(413,940)	(424,288)	(434,895)	(445,768)	(456,912)	(468,335)	(480,043)
Less Retail Vacancy	(150,500)	(154,263)	(158,119)	(162,072)	(166,124)	(170,277)	(174,534)	(178,897)	(183,370)	(187,954)
Less: Concessions	-	-	-	-	-	-	-	-	-	-
Effective Gross Revenue	7,902,596	8,100,161	8,302,665	8,510,232	8,722,987	8,941,062	9,164,589	9,393,703	9,628,546	9,869,260
Operating Expenses:										
Salaries	(530,398)	(541,006)	(551,826)	(562,863)	(574,120)	(585,602)	(597,314)	(609,261)	(621,446)	(633,875)
Administration	(84,150)	(85,833)	(87,550)	(89,301)	(91,087)	(92,908)	(94,767)	(96,662)	(98,595)	(100,567)
Marketing	(56,100)	(57,222)	(58,366)	(59,534)	(60,724)	(61,939)	(63,178)	(64,441)	(65,730)	(67,045)
Contract Services	(280,500)	(286,110)	(291,832)	(297,669)	(303,622)	(309,695)	(315,889)	(322,206)	(328,650)	(335,223)
Repairs and Main.	(196,350)	(200,277)	(204,283)	(208,368)	(212,536)	(216,786)	(221,122)	(225,544)	(230,055)	(234,656)
Utilities	(168,300)	(171,666)	(175,099)	(178,601)	(182,173)	(185,817)	(189,533)	(193,324)	(197,190)	(201,134)
Management Fee	(316,104)	(324,006)	(332,107)	(340,409)	(348,919)	(357,642)	(366,584)	(375,748)	(385,142)	(394,770)
Insurance	(224,400)	(228,888)	(233,466)	(238,135)	(242,898)	(247,756)	(252,711)	(257,765)	(262,920)	(268,179)
Taxes	(686,034)	(699,755)	(713,750)	(728,025)	(742,585)	(757,437)	(772,586)	(788,037)	(803,798)	(819,874)
Reserves	(84,150)	(85,833)	(87,550)	(89,301)	(91,087)	(92,908)	(94,767)	(96,662)	(98,595)	(100,567)
Total Operating Expenses	(2,626,486)	(2,680,596)	(2,735,828)	(2,792,205)	(2,849,751)	(2,908,491)	(2,968,449)	(3,029,651)	(3,092,123)	(3,155,891)
NOI Before Debt Service	5,276,110	5,419,565	5,566,837	5,718,026	5,873,236	6,032,571	6,196,140	6,364,053	6,536,423	6,713,369
+Debt Service	(1,863,000)	(1,863,000)	(1,863,000)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)
Operating Cash Flow	3,413,110	3,556,565	3,703,837	2,826,273	2,981,482	3,140,817	3,304,386	3,472,299	3,644,670	3,821,615

Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
9,783,430	10,028,016	10,278,716	10,535,684	10,799,076	11,069,053	11,345,780	11,629,424	11,920,160	12,218,164
57,450	58,886	60,359	61,868	63,414	65,000	66,625	68,290	69,997	71,747
385,305	394,938	404,812	414,932	425,305	435,938	446,836	458,007	469,457	481,194
574,502	588,864	603,586	618,676	634,143	649,996	666,246	682,902	699,975	717,474
(492,044)	(504,345)	(516,954)	(529,878)	(543,125)	(556,703)	(570,620)	(584,886)	(599,508)	(614,496)
(192,653)	(197,469)	(202,406)	(207,466)	(212,653)	(217,969)	(223,418)	(229,004)	(234,729)	(240,597)
-	-	-	-	-	-	-	-	-	-
10,115,991	10,368,891	10,628,113	10,893,816	11,166,161	11,445,315	11,731,448	12,024,734	12,325,353	12,633,487
(646,552)	(659,483)	(672,673)	(686,126)	(699,849)	(713,846)	(728,123)	(742,685)	(757,539)	(772,690)
(102,578)	(104,630)	(106,723)	(108,857)	(111,034)	(113,255)	(115,520)	(117,830)	(120,187)	(122,591)
(68,386)	(69,753)	(71,148)	(72,571)	(74,023)	(75,503)	(77,013)	(78,554)	(80,125)	(81,727)
(341,928)	(348,766)	(355,742)	(362,857)	(370,114)	(377,516)	(385,066)	(392,768)	(400,623)	(408,636)
(239,350)	(244,137)	(249,019)	(254,000)	(259,080)	(264,261)	(269,546)	(274,937)	(280,436)	(286,045)
(205,157)	(209,260)	(213,445)	(217,714)	(222,068)	(226,510)	(231,040)	(235,661)	(240,374)	(245,181)
(404,640)	(414,756)	(425,125)	(435,753)	(446,646)	(457,813)	(469,258)	(480,989)	(493,014)	(505,339)
(273,542)	(279,013)	(284,593)	(290,285)	(296,091)	(302,013)	(308,053)	(314,214)	(320,498)	(326,908)
(836,272)	(852,997)	(870,057)	(887,458)	(905,207)	(923,311)	(941,778)	(960,613)	(979,825)	(999,422)
-	-	-	-	-	-	-	-	-	-
(102,578)	(104,630)	(106,723)	(108,857)	(111,034)	(113,255)	(115,520)	(117,830)	(120,187)	(122,591)
(3,220,982)	(3,287,425)	(3,355,247)	(3,424,478)	(3,495,146)	(3,567,283)	(3,640,917)	(3,716,082)	(3,792,808)	(3,871,130)
6,895,009	7,081,466	7,272,866	7,469,338	7,671,015	7,878,033	8,090,531	8,308,653	8,532,544	8,762,357
(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)	(2,891,754)
<u>4,003,255</u>	<u>4,189,712</u>	<u>4,381,112</u>	<u>4,577,584</u>	<u>4,779,261</u>	<u>4,986,279</u>	<u>5,198,777</u>	<u>5,416,899</u>	<u>5,640,791</u>	<u>5,870,603</u>

**The Yard at West River III - 9% - Tampa, FL
Project Setup**

Rent Schedule	# of Units	Unit Type VLI/LI/MKT	Unit Sq. Ft.	Rent Limit	Actual Rent	Net Rent	Total Rent Annual	Rent P.S.F.
1 Bedroom	10	ELI	650	33%	\$435	\$364	43,620	\$0.56
1 Bedroom	49	VLI	650	60%	\$792	\$721	423,654	\$1.11
1 Bedroom	7	LI	650	70%	\$924	\$853	71,610	\$1.31
2 Bedroom	4	ELI	850	33%	\$522	\$443	21,248	\$0.52
2 Bedroom	21	VLI	850	60%	\$949	\$870	219,156	\$1.02
2 Bedroom	3	LI	850	70%	\$1,107	\$1,028	36,996	\$1.21
Total/Average	94		66,700			68,024	816,284	\$1.02

Operating Expenses	Total	Per Unit	P.S.F. (rentable)
Administrative	47,000	500	\$0.70
Management Fee (% of EGI)	47,332	504	\$0.71
Utilities	79,900	850	\$1.20
Payroll, Taxes & Benefits	132,288	1,407	\$1.98
R & M	75,200	800	\$1.13
Insurance	56,400	600	\$0.85
Real Estate Taxes	54,513	580	\$0.82
Replacement Reserves	28,200	300	\$0.42
Total	520,833	5,541	
Senior Debt Service Coverage		1.49x	
Total Debt Service Coverage		1.49x	

The Yard at West River III - 9% - Tampa, FL Sources & Uses

Permanent Phase				
Sources	Ref.	Total	%	Per Unit
Permanent First Mortgage		3,100,000	13.65%	32,979
City of Tampa Contribution		610,000	2.69%	6,489
Limited Partner Equity Deferred		18,986,101	83.63%	201,980
Developer Fee		7,525	0.03%	80
Total Sources		22,703,626	100.00%	241,528

Permanent Phase				
Uses	Ref.	Total	%	Per Unit
Hard Construction Costs		12,697,235	55.93%	135,077
Recreational/Owner Items		350,000	1.54%	3,723
Hard Cost Contingency	5.0%	634,862	2.80%	6,754
Construction Interest Expense		1,149,277	5.06%	12,226
Permanent Loan Origination Fee		73,750	0.32%	785
Permanent Loan Closing Costs		9,300	0.04%	99
Construction Loan Origination Fee		160,000	0.70%	1,702
Construction Loan Closing Costs		32,000	0.14%	340
Accounting Fees		40,000	0.18%	426
Application Fees		10,000	0.04%	106
Appraisal		12,000	0.05%	128
Architect Fee - Design	3.15%	400,000	1.76%	4,255
Architect Fee - Supervision		80,000	0.35%	851
Builder's Risk Insurance		45,713	0.20%	486
Building Permit	0.63%	80,000	0.35%	851
Credit Underwriting Fee		13,695	0.06%	146
Environmental Report		10,000	0.04%	106
FHFC Administrative Fees		181,800	0.80%	1,934
FHFC Application Fees		3,000	0.01%	32
FHFC Compliance Mon. Fee		216,761	0.95%	2,306
Impact Fees		437,814	1.93%	4,658
Inspection Fees		50,000	0.22%	532
Insurance - Property/Liability		56,400	0.25%	600
Legal Fees - Partnership		250,000	1.10%	2,660
Legal Fees - Other		150,000	0.66%	1,596
Market Study		8,000	0.04%	85
Marketing & Advertising		15,000	0.07%	160
Stabilization Operating Expenses		56,574	0.25%	602
Soil Test Report		8,000	0.04%	85
Survey (Including As-Built)		25,000	0.11%	266
Title Insurance & Recording		160,255	0.71%	1,705
Utility Connection Fee		230,000	1.01%	2,447
Soft Cost Contingency	5.0%	127,001	0.56%	1,351
Sub-Total		17,773,436		
Miscellaneous Reserves	3 months	\$175,089	0.77%	1,863
Land, To Be Acquired		1,907,500	8.40%	20,293
Developer's Admin. & Overhead	4.0%	710,937	3.13%	7,563
Developer's Profit	12.0%	2,136,664	9.41%	22,730
Total Project Cost		22,703,626	100.00%	241,528

The Yard at West River III - 9% - Tampa, FL

Debt Assumptions

Loan Type	Lender Name	Loan Amt	Interest Rate	Amortizing	Amo Period	Term	Annual Pmt	Yr 1	Yr 15
Permanent First Mortgage	Unspecified	\$3,100,000	4.65%	Yes	420	216	\$179,523	1.49x	1.47x
Construction Loan	Unspecified	16,000,000	4.55%	No	360	24	\$728,000		
City of Tampa Contribution	Unspecified	\$610,000	0.00%	No	360	360	\$0	1.49x	1.47x

The Yard at West River III - 9% - Tampa, FL Operating Statement

Income:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Net Rental Income	816,284	8,684	832,610	849,262	866,247	883,572	901,243	919,268	937,654	956,407	975,535
Reserve For Vacancy	(40,814)	(434)	(41,630)	(42,463)	(43,312)	(44,179)	(45,062)	(45,963)	(46,883)	(47,820)	(48,777)
Other Income	13,395	143	13,797	14,211	14,637	15,076	15,528	15,994	16,474	16,968	17,477
Total Income	788,865	8,392	804,776	821,010	837,572	854,470	871,710	889,299	907,245	925,555	944,236
Expenses:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Administrative	47,000	500	48,410	49,862	51,358	52,899	54,486	56,120	57,804	59,538	61,324
Management Fee (% of EGI)	47,332	504	48,287	49,261	50,254	51,268	52,303	53,358	54,435	55,533	56,654
Utilities	79,900	850	82,297	84,766	87,309	89,928	92,626	95,405	98,267	101,215	104,251
Payroll, Taxes & Benefits	132,288	1,407	136,257	140,344	144,555	148,891	153,358	157,959	162,698	167,578	172,606
R & M	75,200	800	77,456	79,780	82,173	84,638	87,177	89,793	92,487	95,261	98,119
Insurance	56,400	600	58,092	59,835	61,630	63,479	65,383	67,345	69,365	71,446	73,589
Real Estate Taxes	54,513	580	56,148	57,833	59,568	61,355	63,195	65,091	67,044	69,055	71,127
Replacement Reserves	28,200	300	29,046	29,917	30,815	31,739	32,692	33,672	34,682	35,723	36,795
Total Expenses	520,833	5,541	535,993	551,598	567,662	584,198	601,220	618,743	636,781	655,350	674,466
Net Operating Income	268,032	2,851	268,783	269,412	269,910	270,272	270,490	270,556	270,464	270,205	269,770
Debt Service:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Permanent First Mortgage Service	179,523	1,910	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523
Asset Management Fee	5,000	53	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524
Deferred Developer Fee	7,525	80	0	0	0	0	0	0	0	0	0
Total Debt Service	179,523	1,910	179,523								
Distributable Cashflow	88,509	942	89,260	89,889	90,387	90,749	90,967	91,033	90,941	90,682	90,247
Beginning DDF	7,525	80	0	0	0	0	0	0	0	0	0
DDF Repayment	7,525	80	0	0	0	0	0	0	0	0	0
Ending DDF	0	0	0	0	0	0	0	0	0	0	0

The Yard at West River III - 9% - Tampa, FL Operating Statement

Income

	<u>Year 11</u>	<u>Year 12</u>	<u>Year 13</u>	<u>Year 14</u>	<u>Year 15</u>	<u>Year 16</u>	<u>Year 17</u>	<u>Year 18</u>	<u>Year 19</u>	<u>Year 20</u>
Net Rental Income	995,046	1,014,947	1,035,245	1,055,950	1,077,069	1,098,611	1,120,583	1,142,995	1,165,855	1,189,172
Reserve For Vacancy	(49,752)	(50,747)	(51,762)	(52,798)	(53,853)	(54,931)	(56,029)	(57,150)	(58,293)	(59,459)
Other Income	18,002	18,542	19,098	19,671	20,261	20,869	21,495	22,140	22,804	23,488
Total Income	963,295	982,741	1,002,581	1,022,824	1,043,477	1,064,549	1,086,049	1,107,985	1,130,366	1,153,201

Expenses:

	<u>Year 11</u>	<u>Year 12</u>	<u>Year 13</u>	<u>Year 14</u>	<u>Year 15</u>	<u>Year 16</u>	<u>Year 17</u>	<u>Year 18</u>	<u>Year 19</u>	<u>Year 20</u>
Administrative	63,164	65,059	67,011	69,021	71,092	73,224	75,421	77,684	80,014	82,415
Management Fee (% of EGI)	57,798	58,964	60,155	61,369	62,609	63,873	65,163	66,479	67,822	69,192
Utilities	107,379	110,600	113,918	117,336	120,856	124,482	128,216	132,063	136,024	140,105
Payroll, Taxes & Benefits	177,784	183,118	188,611	194,269	200,097	206,100	212,283	218,652	225,211	231,968
R & M	101,063	104,094	107,217	110,434	113,747	117,159	120,674	124,294	128,023	131,864
Insurance	75,797	78,071	80,413	82,825	85,310	87,869	90,505	93,221	96,017	98,898
Real Estate Taxes	73,261	75,459	77,722	80,054	82,456	84,929	87,477	90,102	92,805	95,589
Replacement Reserves	37,898	39,035	40,206	41,413	42,655	43,935	45,253	46,610	48,009	49,449
Total Expenses	694,143	714,401	735,254	756,722	778,821	801,572	824,993	849,104	873,926	899,479

Net Operating Income

	269,152	268,340	267,327	266,102	264,656	262,977	261,056	258,881	256,440	253,722
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

Debt Service:

	<u>Year 11</u>	<u>Year 12</u>	<u>Year 13</u>	<u>Year 14</u>	<u>Year 15</u>	<u>Year 16</u>	<u>Year 17</u>	<u>Year 18</u>	<u>Year 19</u>	<u>Year 20</u>
Permanent First Mortgage Service Asset	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523
Management Fee	6,720	6,921	7,129	7,343	7,563	7,790	8,024	8,264	8,512	8,768
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0
Total Debt Service	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523	179,523

Distributable Cashflow

	89,629	88,817	87,804	86,579	85,133	83,454	81,533	79,358	76,917	74,199
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Beginning DDF

DDF Repayment	0	0	0	0	0	0	0	0	0	0
Ending DDF	0	0	0	0	0	0	0	0	0	0

**The Yard at West River III - SAIL - Tampa, FL
Project Setup**

Rent Schedule	# of Units	Unit Type VLI/LI/MKT	Unit Sq. Ft.	Rent Limit	Actual Rent	Net Rent	Total Rent Annual	Rent P.S.F.
1 Bedroom	14	ELI	650	33%	\$435	\$364	61,068	\$0.56
1 Bedroom	66	VLI	650	60%	\$792	\$721	570,636	\$1.11
1 Bedroom	11	LI	650	70%	\$924	\$853	112,530	\$1.31
2 Bedroom	6	ELI	850	33%	\$522	\$443	31,872	\$0.52
2 Bedroom	28	VLI	850	60%	\$949	\$870	292,208	\$1.02
2 Bedroom	5	LI	850	70%	\$1,107	\$1,028	61,660	\$1.21
Total/Average	130		92,300			94,165	1,129,974	\$1.02

Operating Expenses	Total	Per Unit	P.S.F. (rentable)
Administrative	65,000	500	\$0.70
Management Fee (% of EGI)	65,891	507	\$0.71
Utilities	110,500	850	\$1.20
Payroll, Taxes & Benefits	143,520	1,104	\$1.55
R & M	104,000	800	\$1.13
Insurance	78,000	600	\$0.85
Real Estate Taxes	30,130	232	\$0.33
Replacement Reserves	39,000	300	\$0.42
Total	636,041	4,893	
Senior Debt Service Coverage		1.32x	
Total Debt Service Coverage		1.10x	

The Yard at West River III - SAIL - Tampa, FL Sources & Uses

Permanent Phase				
Sources	Ref.	Total	%	Per Unit
Permanent Tax Exempt Bond		6,220,000	25.63%	47,846
CRA Gap		500,000	2.06%	3,846
SAIL		7,000,000	28.85%	53,846
Supplemental ELI		600,000	2.47%	4,615
Limited Partner Equity		8,246,808	33.98%	63,437
Deferred Developer Fee		1,700,135	7.01%	13,078
Total Sources		24,266,943	100.00%	186,669

Permanent Phase				
Uses		Total	%	Per Unit
Hard Construction Costs		15,379,042	63.37%	118,300
Recreational/Owner Items		200,000	0.82%	1,538
Hard Cost Contingency	5.0%	768,952	3.17%	5,915
Construction Interest Expense		797,891	3.29%	6,138
Permanent Loan Origination Fee		112,750	0.46%	867
Permanent Loan Closing Costs		18,660	0.08%	144
Construction Loan Origination Fee		117,000	0.48%	900
Construction Loan Closing Costs		23,400	0.10%	180
Costs of Issuance		373,900	1.54%	2,876
Accounting Fees		40,000	0.16%	308
Application Fees		10,000	0.04%	77
Appraisal		12,000	0.05%	92
Architect Fee - Design	2.28%	350,000	1.44%	2,692
Architect Fee - Supervision		80,000	0.33%	615
Builder's Risk Insurance		54,754	0.23%	421
Building Permit	0.52%	80,000	0.33%	615
Credit Underwriting Fee		22,846	0.09%	176
Environmental Report		10,000	0.04%	77
FHFC Administrative Fees		78,967	0.33%	607
FHFC Application Fees		3,000	0.01%	23
FHFC Compliance Mon. Fee		230,616	0.95%	1,774
Impact Fees		337,714	1.39%	2,598
Inspection Fees		50,000	0.21%	385
Insurance - Property/Liability		78,000	0.32%	600
Legal Fees - Partnership		250,000	1.03%	1,923
Legal Fees - Other		150,000	0.62%	1,154
Market Study		8,000	0.03%	62
Marketing & Advertising		15,000	0.06%	115
Stabilization Operating Expenses		106,620	0.44%	820
Soil Test Report		8,000	0.03%	62
Survey (Including As-Built)		25,000	0.10%	192
Title Insurance & Recording		210,735	0.87%	1,621
Utility Connection Fee		230,000	0.95%	1,769
Soft Cost Contingency	5.0%	122,063	0.50%	939
Sub-Total		20,354,909		
Miscellaneous Reserves	3 months	\$246,775	1.02%	1,898
Developer's Admin. & Overhead	4.0%	814,120	3.35%	6,262
Developer's Profit	14.0%	2,851,139	11.75%	21,932
Total Project Cost		24,266,943	100.00%	186,669

**The Yard at West River III - SAIL - Tampa, FL
Debt Assumptions**

Loan Type	Lender Name	Loan Amt	Interest Rate	Amortizing	Amo Period	Term	Monthly Payment	Annual Pmt	Yr 1	Yr 15
Permanent Tax Exempt Bond	Unspecified	\$6,220,000	4.82%	Yes	480	216	\$29,255	\$351,059	1.32x	1.44x
Construction Tax Exempt Bond	Unspecified	11,700,000	4.05%	No	360	24	\$39,488	\$473,850		
CRA Gap	Unspecified	\$500,000	0.00%	No	360	360	\$0	\$0	1.32x	1.44x
SAIL	FHFC	\$7,000,000	1.00%	No	360	360	\$5,833	\$70,000	1.10x	1.20x
Supplemental ELI	FHFC	\$600,000	0.00%	No	0	360	\$0	\$0	1.10x	1.20x

The Yard at West River III - SAIL - Tampa, FL Operating Statement

Income:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Net Rental Income	1,129,974	8,692	1,152,573	1,175,625	1,199,137	1,223,120	1,247,583	1,272,534	1,297,985	1,323,945	1,350,424
Reserve For Vacancy	(56,499)	(435)	(57,629)	(58,781)	(59,957)	(61,156)	(62,379)	(63,627)	(64,899)	(66,197)	(67,521)
Other Income	24,700	190	25,441	26,204	26,990	27,800	28,634	29,493	30,378	31,289	32,228
Total Income	1,098,175	8,448	1,120,386	1,143,048	1,166,171	1,189,764	1,213,838	1,238,401	1,263,464	1,289,037	1,315,130
Expenses:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Administrative	65,000	500	66,950	68,959	71,027	73,158	75,353	77,613	79,942	82,340	84,810
Management Fee (% of EGI)	65,891	507	67,223	68,583	69,970	71,386	72,830	74,304	75,808	77,342	78,908
Utilities	110,500	850	113,815	117,229	120,746	124,369	128,100	131,943	135,901	139,978	144,177
Payroll, Taxes & Benefits	143,520	1,104	147,826	152,260	156,828	161,533	166,379	171,370	176,511	181,807	187,261
R & M	104,000	800	107,120	110,334	113,644	117,053	120,565	124,181	127,907	131,744	135,696
Insurance	78,000	600	80,340	82,750	85,233	87,790	90,423	93,136	95,930	98,808	101,772
Real Estate Taxes	30,130	232	31,034	31,965	32,924	33,912	34,929	35,977	37,056	38,168	39,313
Replacement Reserves	39,000	300	40,170	41,375	42,616	43,895	45,212	46,568	47,965	49,404	50,886
Total Expenses	636,041	4,893	654,478	673,455	692,989	713,095	733,791	755,093	777,021	799,592	822,825
Net Operating Income	462,134	3,555	465,908	469,593	473,182	476,669	480,047	483,307	486,443	489,445	492,306
Debt Service:	Year 1	Per Unit	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Permanent Tax Exempt Bond Service	351,059	2,700	351,059	351,059	351,059	351,059	351,059	351,059	351,059	351,059	351,059
Asset Management Fee	5,000	38	5,150	5,305	5,464	5,628	5,796	5,970	6,149	6,334	6,524
Deferred Developer Fee	106,075	816	109,699	113,229	116,659	119,983	123,191	126,278	129,234	132,052	134,723
SAIL Service	70,000	538	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
Total Debt Service	532,134	3,239	535,908	539,593	543,182	546,669	550,047	553,307	556,443	559,445	562,306
Distributable Cashflow	0	0	0	0	0	0	0	0	0	0	0
Beginning DDF	1,700,135	13,078	1,594,060	1,484,361	1,371,132	1,254,473	1,134,490	1,011,299	885,021	755,787	623,735
DDF Repayment	106,075	816	109,699	113,229	116,659	119,983	123,191	126,278	129,234	132,052	134,723
Ending DDF	1,594,060	12,262	1,484,361	1,371,132	1,254,473	1,134,490	1,011,299	885,021	755,787	623,735	489,012

The Yard at West River III - SAIL - Tampa, FL Operating Statement

	<u>Year 11</u>	<u>Year 12</u>	<u>Year 13</u>	<u>Year 14</u>	<u>Year 15</u>	<u>Year 16</u>	<u>Year 17</u>	<u>Year 18</u>	<u>Year 19</u>	<u>Year 20</u>
Income:	1,377,432	1,404,981	1,433,080	1,461,742	1,490,977	1,520,796	1,551,212	1,582,236	1,613,881	1,646,159
Net Rental Income	(68,872)	(70,249)	(71,654)	(73,087)	(74,549)	(76,040)	(77,561)	(79,112)	(80,694)	(82,308)
Reserve For Vacancy	33,195	34,191	35,216	36,273	37,361	38,482	39,636	40,825	42,050	43,312
Other Income										
Total Income	1,341,755	1,368,922	1,396,643	1,424,928	1,453,789	1,483,238	1,513,288	1,543,950	1,575,237	1,607,162
Expenses:	87,355	89,975	92,674	95,455	98,318	101,268	104,306	107,435	110,658	113,978
Administrative	80,505	82,135	83,799	85,496	87,227	88,994	90,797	92,637	94,514	96,430
Management Fee (% of EGI)	148,503	152,958	157,547	162,273	167,141	172,155	177,320	182,640	188,119	193,762
Utilities	192,879	198,665	204,625	210,764	217,087	223,599	230,307	237,217	244,333	251,663
Payroll, Taxes & Benefits	139,767	143,960	148,279	152,728	157,309	162,029	166,889	171,896	177,053	182,365
R & M	104,825	107,970	111,209	114,546	117,982	121,521	125,167	128,922	132,790	136,773
Insurance	40,493	41,707	42,959	44,247	45,575	46,942	48,350	49,801	51,295	52,834
Real Estate Taxes	52,413	53,985	55,605	57,273	58,991	60,761	62,584	64,461	66,395	68,387
Replacement Reserves	846,740	871,357	896,697	922,781	949,631	977,270	1,005,721	1,035,009	1,065,157	1,096,192
Total Expenses	495,016	497,566	499,946	502,147	504,158	505,968	507,567	508,941	510,080	510,971
Net Operating Income										
Debt Service:	351,059	351,059	351,059	351,059	351,059	351,059	351,059	351,059	351,059	351,059
Permanent Tax Exempt Bond Service	6,720	6,921	7,129	7,343	7,563	7,790	8,024	8,264	8,512	8,768
Asset Management Fee	137,237	139,585	141,758	70,432	0	0	0	0	0	0
Deferred Developer Fee	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
SAIL Service	565,016	567,566	569,946	498,834	428,622	428,849	429,083	429,323	429,571	429,827
Total Debt Service	0	0	0	3,313	75,536	77,119	78,484	79,618	80,509	81,144
Distributable Cashflow										
	489,012	351,775	212,190	70,432	0	0	0	0	0	0
Beginning DDF	137,237	139,585	141,758	70,432	0	0	0	0	0	0
DDF Repayment	351,775	212,190	70,432	0	0	0	0	0	0	0
Ending DDF										

Tab 5.c

Experience and Qualifications

Team Structure & Staff

Our development process begins by putting together an expert team of professionals across a myriad of specialties who will be responsible for the development from the initial planning phases through occupancy. For the development of the Rome Yard site, A|P has partnered with **Cornerstone Strategic Partners**, founded by **Leonard Burke**, who will be responsible for interacting with key stakeholders, neighborhood outreach and community and stakeholder meetings. We have engaged Florida licensed architect, **Torti Gallas + Partners**, landscape architect, **Dix.Hite + Partners**, civil engineer, **Bohler Engineering**, and general contractor, **First Florida Constructors**, all who have recent relevant experience in Tampa. Also on our team are the attorneys at **Stearns Weaver Miller**, who have extensive experience in providing land use and planning advisory services in the Tampa Bay region and throughout Florida. Members of our experienced team are included in the charts below followed by resumes and relevant experience.

DEVELOPMENT TEAM MEMBERS	
<p>Developer: Atlantic Pacific Communities Primary Contact: Kenneth Naylor, COO 161 NW 6th Street, Suite 1020 Miami, FL 33136 Telephone: 305-357-4700 www.apcompanies.com</p>	<p>A P’s business model centers around its’ long-term partnerships with municipalities, public housing authorities, non-profits and community institutions.</p>
<p>Minority Equity Partner: Cornerstone Strategic Partners Primary Contact: Leonard Burke 3206 Alamar St. Lutz, FL 33558 Telephone: 813-909-9347</p>	<p>A multi-family development firm led by Hillsborough County-based, Leonard Burke, with a long history of working in the Tampa Bay region, including as the former Director of Asset Management for the Tampa Housing Authority overseeing a portfolio of over 4580 residential units, a \$20M operating budget and managing staff.</p>
<p>Architect: Torti Gallas + Partners, Inc. Primary Contact: Troy E. McGhee, AIPC, LEED AP 2202 N Westshore Boulevard, Suite 200 Tampa, FL 33607 Telephone: 813-639-7601 www.tortigallas.com</p>	<p>Award winning design firm founded in 1953 with a local office in Tampa, Torti Gallas is a leading proponent of New Urbanism and one of the nation’s leading planners and architects of multifamily housing. To date, they have designed over 40,000 affordable and workforce housing units that are built and occupied.</p>
<p>Landscape Architect: Dix.Hite+Partners, Inc. Primary Contact: Chris Hite 150 West Jessup Avenue Longwood, FL 32750 Telephone: 407-667-1777 www.dixhite.com</p>	<p>Founded in 1996, Dix Hite is an award winning landscape architect and a City of Tampa certified WBE, and certified SBE/MBE by the Florida Department of Transportation. The firm’s work celebrates the unique characteristics of a place’s social and geographical context and has done work in the West Tampa community.</p>
<p>Civil Engineer: Bohler Contact: Christopher R. Capellini, Principal 3820 Northdale Boulevard, #300B Tampa, FL 33624 Telephone: 813-812-4100 www.bohlerengineering.com</p>	<p>Bohler provides design services and navigates the land development process from site evaluation and due diligence through approvals and project completion. With an office in Tampa, Bohler drives real estate development solutions throughout Hillsborough County and Florida.</p>

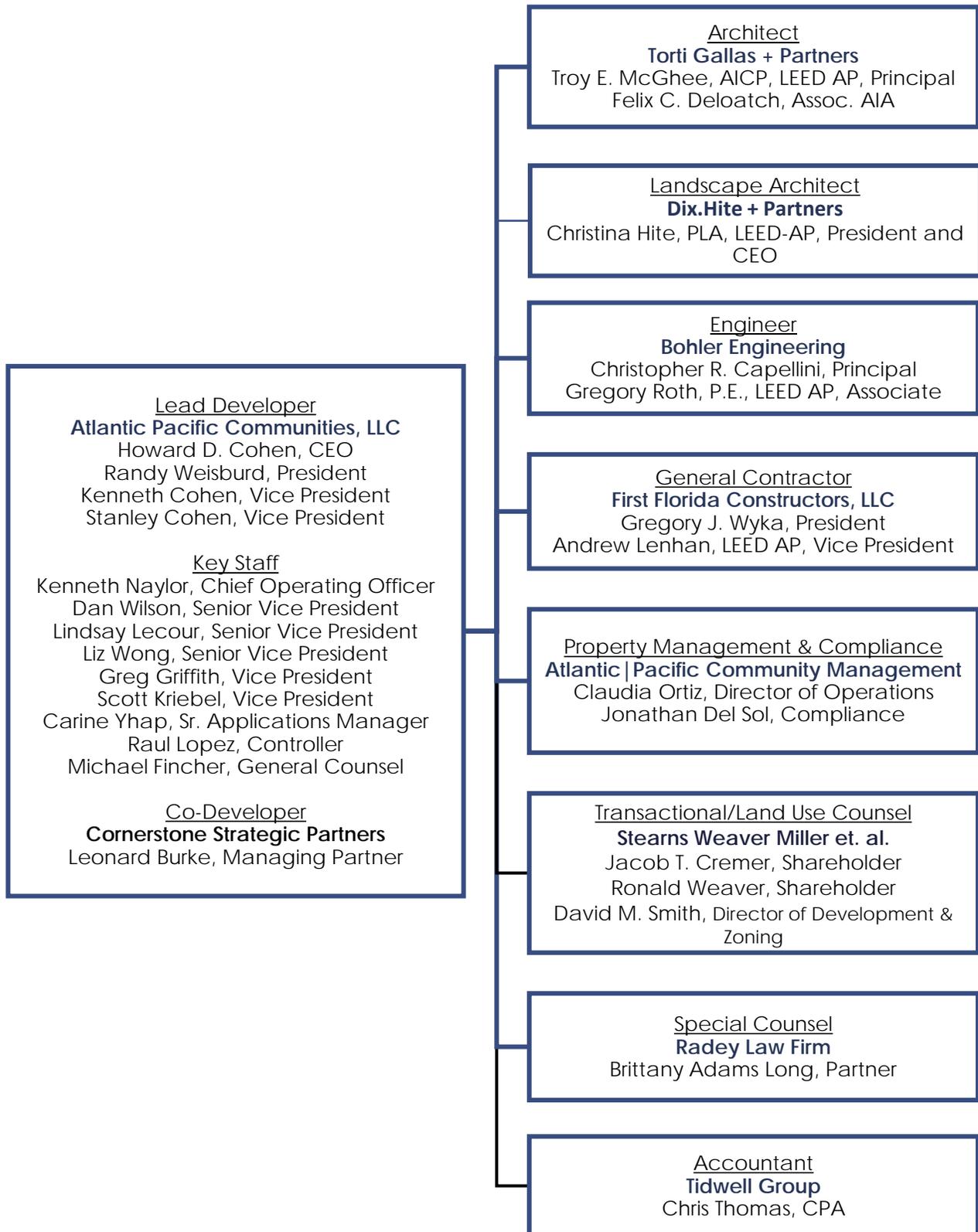
DEVELOPMENT TEAM MEMBERS	
<p>General Contractor: First Florida Constructors Primary Contact: Gregory J. Wyka, President 3912 West Humphrey Street Tampa, FL 33614 Telephone: 813-984-4600 www.firstflorida.com</p>	<p>Experienced contractor, founded in 1963, with a local Tampa office, with financial strength and a track record of success in affordable housing and Section 3, M/WBE participation and local hiring.</p>
<p>Property Management and Compliance Atlantic Pacific Community Management, LLC Primary Contact: Claudia Ortiz, Director 8609 South Dixie Highway Pinecrest, FL 33156 Telephone: 305-357-4700 www.apcompanies.com</p>	<p>Florida Housing Finance Corporation approved subsidiary of A P specializing in affordable housing property management, asset management, and compliance with over 2,760 LIHTC units currently under management and/or compliance.</p>
<p>Partnership/Land Use Counsel: Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A. Primary Contact: Jacob T. Cremer, Shareholder Suntrust Financial Centre 401 East Jackson Street, Suite 2100 Tampa, FL 33602 Telephone: 813-222-5051 www.stearnsweaver.com</p>	<p>Transactional attorneys specializing in multifamily mixed-income, mixed-use, and affordable housing financing using a full range of funding sources with over 15 years of experience working with the A P team. Their Land Development, Zoning & Environmental Group in Tampa would provide a broad array of legal and planning services related to transactions, land use entitlements, land development, and environmental matters.</p>
<p>Special Counsel: Radey Law Firm Primary Contact: Brittany Adams Long, Shareholder 301 South Bronough Street, #200 Tallahassee, FL 32301 Telephone: 850-425-6654 www.radeylaw.com</p>	<p>Over 15 years of experience working with the A P team in all matters related to Florida Housing Finance Corporation funding applications.</p>
<p>Accountant: Tidwell Group Primary Contact: Christopher Thomas 3102 Bee Caves Road, #102 Austin, TX 78746 Telephone: 512-693-2180 www.tidwellgroup.com</p>	<p>Accounting, tax, and business advisory firm, with over 20 years of public accounting experience in affordable housing tax credits, bond and conventional financing, HUD compliance and reporting. Has been providing services to A P since 2013.</p>

In keeping with the spirit of employing small-, disadvantaged-, minority- and women-owned business enterprises and local residents, the development team has reached out to City of Tampa and Hillsborough County certified firms with Tampa and West River Tampa experience, see list below. All have shown their support of our proposed redevelopment plan of the Rome Yard site – The Yard at West River. More details can be found in Sections 5.a, 5.d and 5.e.

SUBCONTRACTORS & OTHER TEAM MEMBERS	
<p>Matcon Construction Services, Inc. Primary Contact: Derek Mateos, President/CEO 3023 N Florida Avenue Tampa, FL 33603 (813) 600-5555 www.Matconconstruction.com</p>	<p>Experienced Tampa certified MBE construction management and general contracting group which will coordinate outreach efforts to contract M/WBE firms and individuals. Firm was one of four selected for the Tampa Chamber’s Minority Business Accelerator Program.</p>
<p>DuCon Construction Primary Contact: Donald Odom, Jr., CEO 1726 E 7th Avenue, Suite 12 Tampa, FL 33605 (941) 803-0400 www.ducon.us</p>	<p>DuCon holds a wide range of experience with a variety of clients throughout the state. As a Construction Manager at Risk and as a Teaming Partner on CM at Risk Projects, DuCon has completed, managed, and/or participated on multi-family and commercial projects ranging to over \$180 million. DuCon is a state certified MBE.</p>
<p>CareerSource Tampa Bay Primary Contact: Michelle A. Zieziula, Chief Impact Officer 4902 Eisenhower Boulevard, Suite 250 Tampa, FL 33634 (813) 397-2045 www.careersourcetampabay.com</p>	<p>Non-profit agency focused on connecting employers with qualified, skilled talent Hillsborough County residents with employment and career development opportunities to achieve economic prosperity. Will work with the team and provide local labor services.</p>
<p>Tampa Bay Works Primary Contact: Dr. Byron C. Clayton, CEO 4300 W. Cypress Street, Suite 875 Tampa, FL 33607 (813) 872-2808 www.Tampabayworks.org</p>	<p>Non-profit organization involved in workforce initiatives across Tampa Bay and will provide their Hire-For-Potential Initiative which focuses on engaging local employers to hire West River area residents.</p>
<p>AmSkills Primary Contact: Tom Mudano, President/CEO 7825 Campus Drive New Port Richey, FL 34653 (727) 301-1282, #122 www.amskills.org</p>	<p>Non-profit created as an economic development initiative in the Tampa Bay Region creating unique programs to recruit, train and sustain entry-level and skilled manufacturing and construction industry candidates. They work with manufacturing and construction employers to provide job opportunities to AmSkills candidates and Apprenticeships.</p>
<p>Building Toward the Future 10810 Boyette Road, #683 Riverview, FL 33569 (813) 522-8990 www.btf-fl.com</p>	<p>Building Toward the Future helps organizations train and coach high potential students for life-changing job and career opportunities. BTF works with organizations to train and coach high potential students for summer jobs, internships, entry-level, and hard-to-fill positions to build and develop talent pipelines.</p>

SUBCONTRACTORS & OTHER TEAM MEMBERS	
<p>Envision 5000 Acline Drive East Tampa, FL 33619 (813) 997-0330 www.envision-cs.com</p>	<p>Certified MBE and DBE, family owned and operated, Envision offers unmatched construction and flooring installation services for clients across the state of Florida, placing great emphasis on communication and quality to ensure that its projects flow smoothly and efficiently.</p>
<p>Integral Energy, LLC Primary Contact: Andrikk L. Frazier, CEO 867 W Bloomingdale Ave #6969 Brandon, FL 33508 (813) 264-6696 www.integralenergyus.com</p>	<p>A certified D/S/MBE providing a wide range of natural gas services, including compressed natural gas (CNG) and alternative fuels to public, private and government entities.</p>
<p>Belt Engineering 1503 W. Busch Blvd. Tampa, FL 33612 (813) 961-3075 www.beltengineering.com</p>	<p>Based in Tampa, Belt Engineering, a certified SBE provides structural and civil engineering services for commercial, government, industrial, and residential projects. Belt Engineering performs structural, threshold, and stormwater inspections within the Central Florida Region.</p>
<p>VoltAir Consulting Engineers 6005 Benjamin Road, Suite A Tampa, FL 33634 (813) 867-4899 www.voltairinc.com</p>	<p>Founded in 2006, VoltAir provides single-source mechanical, electrical, plumbing, fire protection and information technology design under one roof. With offices in Tampa and Orlando, VoltAir is a certified MBE and employs more than 50 professionals.</p>
<p>Emerald Engineering, Inc. Primary Contact: Adam Powell, PE 9942 Currie Davis Dr., STE H Tampa, FL 33619 (813) 995.0300 www.emeraldmp.com</p>	<p>Founded in 2007, Emerald Engineering has extensive experience with HUD, FHA, USGBC and LEED requirements as well as with working in the immediate area.</p>
<p>Pep Rally Inc. Primary Contact: Joshua Pearson, Creative Director 1705 W State Street Tampa, FL 33606 (813) 789-2209 www.peprallyinc.com</p>	<p>Minority-owned local artist, specializes in the design and creation of large scale timeless murals and will collaborate with all the diverse stakeholders to ensure a thoughtful implementation of the local community's vision for the area.</p>
<p>Blind Tiger Coffee Roasters Primary Contact: Roberto Torres 1901 E 7th Avenue Tampa, FL 33605 (813) 540-CAFÉ www.blindtigercafe.com</p>	<p>Local Tampa resident-owned MBE small business that will bring a comprehensive Food & Beverage program to The Yard at West River by opening a café at one of the retail locations.</p>

Key Project Management & Planning Team Members



Atlantic | Pacific Communities, LLC

A|P Communities has experience with a diverse combination of approaches to housing and community revitalization and is accustomed to working within a wide variety of different geographies, construction types, and legal and political environments. The A|P team has experience developing and building multi-family housing in over 20 different counties in Florida from the Panhandle to the Florida Keys as well as in California, Texas, Maryland, and Washington DC. Individuals in A|P's leadership team bring over 21 years of real estate experience, and to date have closed on more than \$2.6 billion in capital and built 12,760 apartments homes.

Our team has successfully undertaken master site planning for ground-up redevelopment for both individual projects and entire neighborhoods, with a particular focus on in-fill sites with public partners. The stakeholders of our developments – our residents, commercial tenants, neighbors, design team, general contractors, JV partners, local authorities, lenders and investors – take pride in our high-quality, attractive developments. Our in-depth knowledge and on-the-job practice gained from undertaking developments of this size, scope, and complexity speaks directly to our ability to successfully develop the Rome Yard site.

A|P has competitively won funding for 46 affordable housing developments with over 5,590 units built or under development; and has developed 8 workforce/market rate communities with 2,938 units. Many of these developments leveraged municipal funds and/or land to either revitalize existing communities or establish new neighborhoods ranging from garden-style to high-rise construction, with resident amenities, surface and/or structured parking, kiss-n-rides, transit facilities or improvements, and retail/commercial space. A list of the developments and case studies for the developments listed below are included in Exhibit 5.c.2.

1. Block 45: Master planned mixed-use TOD in pre-development with 616 workforce and market-rate units, parking structure and commercial/retail space in the Overtown neighborhood of the City of Miami.
2. Audrey M. Edmonson Transit Village: Master planned, mixed-use TOD with 176 affordable units, parking garage, black box theater, gallery space, and bus transit facility in the Liberty City neighborhood of Miami.
3. Northside Transit Village I - IV: A four-phased mixed-use affordable housing TOD adjacent to the Northside Metrorail Station in Miami-Dade County.
4. Northwest Gardens I - VI: Five phases completed with 759 total units to date, and an additional 122 units in pre-development of a mixed-finance redevelopment of public housing sites with the Housing Authority of the City of Fort Lauderdale.
5. Pacific Village: Master planned 600-home infill community providing ownership and rental opportunities in San Diego, California.
6. The Atlantic at Doral: A 360-unit garden rental development in Doral, Florida.
7. The Atlantic at Tradition: A two-phased master planned workforce/market rate development totaling 552 units in Port St. Lucie, Florida.
8. The Atlantic at Delray Beach: A 346-unit garden rental development in Delray Beach, Florida.
9. The Atlantic at Cypress Creek: A 420-unit garden rental development in Lauderdale Lakes, Florida.
10. Cresta Bella: A 368-unit luxury rental Development in Rancho Penasquitos, California.

A|P Communities has honed rigorous quality control processes which ensure timely completion and high-quality construction. Residents should not only have a place to live, but also a high quality home environment where they feel comfortable, and that also elicits a strong sense of community pride.

On every A|P project, structural engineers perform threshold inspections throughout the entire shell construction and dry-in process to ensure that the core of the building is fundamentally sound. These engineers arrive on day one and oversee the development through shell completion. In addition, A|P employs third party experts that inspect, monitor, and provide reports on the following activities:

- Unsuitable material removal
- Subgrade proof-rolling
- Building pad construction
- Fill placement procedures
- Laboratory proctor compaction tests
- Lab soil identification and index tests
- Field density tests on compacted fill soils
- Foundation excavation observations prior to concrete/steel placement
- Base course material suitability
- Structural fill material suitability
- Sampling and testing plastic concrete and masonry grout in the field
- Testing hardened concrete and masonry grout in the laboratory
- Weld inspections
- Post tension cable elongation measurements

In addition, the architect reviews the project progress weekly, and A|P staff conduct bi-weekly site visits to monitor all aspects of construction so that owner, investor, and community goals are achieved. In addition, the structural engineer, mechanical/electrical/plumbing engineer, civil engineer, and bank inspector review monthly construction progress reports, pay applications, and change orders to ensure that the highest construction quality is met. During close-out, a “punch list” is reviewed that regulates the quality of all of the finished units and ensures that all of the amenities were provided. This list is detailed for each individual unit and reviewed with the general contractor. Multiple walkthroughs are performed in each unit to ensure that all mechanical, electrical, and plumbing items, wall finishes, etc. are not only up to code, but meet the same high level of quality that is found in all A|P properties, whether market rate, mixed-income, or affordable.

A|P Communities strives to enhance the aesthetic quality, long-term functionality and practicality of our residential units and commercial/retail spaces for the resident and property management. This is accomplished by upgrading floor finishes to ceramic tile, installing low-flow plumbing fixtures, high efficiency lighting, energy saving HVAC systems and Energy Star appliances, as well as upgraded cabinet and countertop materials when feasible. All of these items decrease wear and tear, maintenance costs, and increase resident satisfaction, thereby elevating the overall quality of the development. For added assurance, all electrical equipment and major appliances have five to fifteen year warranties. Paints have three to six year warranties through the paint contractor and paint manufacturer. Roof warranties are between 20 to 30 years and all other workmanship and materials are typically covered by the individual subcontractors for a minimum of one year. In addition to the many item-specific warranties provided for above, A|P requires that the entire project is covered by a blanket warranty of one year from certificate of occupancy by the general contractor.

Prior to hand off to property management, the general contractor delivers detailed Operations & Maintenance manuals as well as the “As-Built” plans to A|P, this ensures that all warranties remain intact and provides the property manager with direct access to the general contractor and subcontractors for any issues that arise during the warranty period. The property manager and maintenance staff inspect the property at multiple intervals during the warranty period to ensure that any workmanship or product defects are found and addressed.

Development managers at A|P Communities work hand-in-hand with A|P Community Management staff to ensure successful planning and operation of the properties from the pre-development design stage through conversion and stabilization. A|P Management’s team of seasoned professionals draw

from multi-disciplinary backgrounds and have decades of residential and commercial real estate experience including legal, financial, accounting and managerial. Human resources, insurance, accounting, compliance, reporting, and asset management are centralized, increasing transparency, maximizing efficiency, reducing operating costs, and enhancing the asset value of our portfolio.

Roles & Responsibilities

A|P Communities is led by **Kenneth Naylor**-Chief Operating Officer, and **Scott Kriebel** would be the lead Vice President for the City of Tampa’s Rome Yard mixed-use development. Cornerstone Strategic Partners (“CSP”), A|P’s co-partner and developer, will be led by **Leonard Burke**, founder and owner.

Scott Kriebel oversees the development and construction of multi-phase and mixed-income developments financed with 9% and 4% LIHTC, HUD loan programs and operating subsidies, and local county and city financing. Below are the developments Scott is currently supervising and their current status.

Development Name	Units	Partner	Location	Status
St. Andrew Tower I	219	Catholic Health Services	Coral Springs, FL	Under Rehab
Woodlands at Reid Temple	252	Reid Temple AME Church	Glenn Dale, MD	Under Construction
Providence Place	93	Progressive National Baptist Church	Washington DC	Under Construction
Legacy at Piedmont	49	BMAT	San Antonio, TX	Under Construction
Poinciana Crossings	113	Housing Authority of City Ft. Lauderdale	Ft Lauderdale, FL	Under Construction
Northwest Gardens VI	122	Housing Authority of City Ft. Lauderdale	Ft Lauderdale, FL	Underwriting
Saratoga Crossings III	75	Dania Beach Housing Authority	Dania Beach, FL	Underwriting
Casa Sant’Angelo	113	Catholic Health Services	Miramar, FL	Underwriting
Vista at Everest	64	Our Community Inc.	San Antonio, TX	Underwriting
Vista at Interpark	64	Our Community Inc.	San Antonio, TX	Underwriting
Eastbrook Apartments II	139	UrbanMatters	Washington DC	Pre-development

In 2018-2019, Scott closed the construction financing on three 9% LIHTC preservation transactions with our non-profit partner, Catholic Health Services, located in Sunny Isles Beach, Pompano Beach, and Coral Springs, and two 9% LIHTC redevelopments with the Dania Beach Housing Authority (“DBHA”) in Dania Beach, all which have since been completed and stabilized. He is currently working on a third phase with DBHA which was awarded a CDBG-DR loan with tax-exempt bonds and 4% LIHTC from the Florida Housing Finance Corporation (“FHFC”) in 2020. In addition, he is also managing construction activities for a mixed-use affordable housing development in Washington DC on publicly-owned land with our non-profit partner, Progressive National Baptist Convention, and a senior affordable development in Glenn Dale, MD, with Reid Temple AME Church who owns the land. Scott is also overseeing construction financing on a 113 unit mid-rise development in partnership with the Housing Authority of the City of Fort Lauderdale which received 9% LIHTC funding.

For more on Ken, Scott and Leonard, as well as our Development Team members, see below.

Name, Firm	Phone	Email
Kenneth Naylor, APC	305-357-4700	knaylor@apcompanies.com
Scott Kriebel, APC	305-357-4717	skriebel@apcompanies.com
Leonard Burke, CSP	813-863-2153	leonardburke83@yahoo.com

Resumes

A|P’s development staff consists of seasoned professionals with extensive experience acquiring, planning, financing, developing, leasing, and managing multifamily assets. **Each development is**

directly managed by a team of development staff which is managed by executives in A|P Communities' Acquisitions, Applications, Development, Finance, Construction Management, Accounting, and Management departments. This multi-disciplinary approach ensures reliable execution of complex developments with maximum efficiency. Brief resumes of the key principals and staff to be involved in the development effort are provided below.

Key Principals



Howard D. Cohen, Chief Executive Officer: Howard D. Cohen leads as the President and Chief Executive Officer of Atlantic | Pacific Companies and has served in this position for over 20 years. Mr. Cohen's role includes the oversight of all affiliated companies, managing the company's investments and creating strategic partnerships that further enhance the firm's systematic and intelligent approach to delivering better results and a richer experience.

Mr. Cohen practiced with the preeminent law firms of Ruden McClosky, P.A. and Becker & Poliakoff, P.A., as a senior real estate attorney specializing in commercial real estate, financing and lending transactions. Mr. Cohen has more than 25 years of real estate investment, real estate law and management experience.

Mr. Cohen received his Bachelor of Science degree from Cornell University, and his Doctorate of Jurisprudence from the University of Miami with Magna Cum Laude distinction. Mr. Cohen currently serves on the board of directors of Cornell University's Center for Real Estate Finance.



Randy K. Weisburd, Chief Operating Officer: Randy K. Weisburd, Chief Operating Officer of Atlantic | Pacific Companies, is primarily responsible for the formulation and execution of the company's overall strategic plan as well as its day-to-day growth management. Under the Atlantic | Pacific corporate umbrella, Mr. Weisburd oversees the Acquisitions, Asset and Property Management, Development, Fund Management and General Contracting. He has served as court appointed Receiver and Monitor as well as Advisory-Lead Partner on numerous assignments during the past several years.

Prior to joining A | P, Mr. Weisburd served as Vice President of LNR Property Corporation. During Mr. Weisburd's nine-year tenure at LNR, he was directly responsible for the acquisition, development, and management of numerous commercial properties throughout the United States. Mr. Weisburd graduated from the University of Miami with a degree in Business and currently serves on the University of Miami School of Business Administration Real Estate Advisory Board.

Key Staff



Kenneth Naylor, LEED A.P., Chief Operating Officer: Ken Naylor started his career in affordable housing over 15 years ago as a Project Manager on the redevelopment of the Housing Authority of the City of Fort Lauderdale's public housing portfolio. Since then he has led the most complicated developments – major multi-year redevelopments with municipalities, housing authority partners, historic rehabilitations, homeless developments and development in the Florida Keys, to name a few.

He is an excellent manager of complexity; he thrives on proving out new concepts, such as LEED Certification or Transit-Oriented Development, believing that by pioneering the path, others will follow. In 2006, he helped spearhead the first LEED certified affordable development in the Southeast (Tallman Pines, winner of 2008 Developer Magazine sustainability award) in partnership with the Broward County Housing Authority. In 2010, Naylor helped facilitate important and

progressive housing initiatives, including the construction of 7 new LEED transit-oriented developments; and successfully petitioning the Florida Housing Finance Corporation to allow Youth Aging out of Foster Care to live in Low-Income Housing Tax Credit units. He was the senior project manager on The Royalton, winner of the 2009 *Affordable Housing Finance* magazine Reader's Choice Award and 2010 National Preservation Award from the National Trust for Historic Preservation. In creating new housing and services near public transit, Ken's work is helping individuals and families overcome the most costly and debilitating burdens that limit access to job opportunities. In 2011, Naylor was named as one of four "**Young Leaders**" in the affordable housing industry by *Affordable Housing Finance* magazine and was selected as *Multifamily Executive Magazine's Rising Star of the Year*.

In 2013, A|P Companies designated Ken Naylor Chief Operating Officer responsible for overseeing the day to day nationwide operations of A|P Communities. Ken is a member of the US Green Building Council, as well as the Urban Land Institute, and he serves one of the nation's most challenged affordable housing markets – the Florida Keys – in his role as a member of the Monroe County Commission's Affordable Housing Advisory Committee. He is a Director for the Coalition of Affordable Housing Providers (CAHP), a statewide organization dedicated to the furtherance of affordable housing policies in Florida. Mr. Naylor graduated with Honors from the University of Miami.



Scott Kriebel, Vice President: Scott Kriebel is responsible for managing multiple developments and staff through all phases of real estate development, including underwriting, project financing, entitlement, application to state housing agencies, design/construction management, and legal partnerships with investors and joint venture developments. Mr. Kriebel works to structure deals across several financing sources including LIHTC equity, debt (including tax-exempt bonds, private placement, and conventional), HUD HAP Contracts and local assistance (including PILOT).

Prior to joining the A|P team, Mr. Kriebel was with a market-rate multifamily real estate developer and real estate sovereign wealth fund in London, England. He also worked for a multi-family LIHTC developer in Tennessee where he successfully closed financing on 608 LIHTC apartment units and 220 conventional units while sourcing both 9% and 4% LIHTCs for those transactions.

Scott Kriebel received his B.A. degree from the University of Richmond and an M.Sc. from the London School of Economics, he is a graduate of ULI's Leadership Institute.



Lindsay Lecour, Senior Vice President: Having overseen the development of more than 50 multifamily communities across the Southeast worth more than \$1.4 billion, Ms. Lecour specializes in complex neighborhood revitalizations and transit-oriented developments with housing authorities, non-profits, religious institutions, and municipal partners in Miami-Dade and Broward Counties.

Lindsay has helped build strong relationships with local Housing Authorities. In 2010, she helped launch a groundbreaking pilot, community garden program at Dixie Court Apartments. This initiative has helped reduce family food budgets for residents living in the community, has served as a model for future developments, and has garnered the attention of federal congress members and local media alike. Both Dixie Court and the Northwest Gardens neighborhood (with the Housing Authority of the City of Fort Lauderdale) have also created new avenues for vocational training opportunities for neighborhood youth participating in the Step-Up program. Her experience also includes the first LEED Silver and first LEED for Homes Gold affordable developments in Florida, as well as the one of the first LEED for Neighborhood Development projects in the United States.

Prior to joining the A|P team, Ms. Lecour was an associate with a Seattle-based investment bank specializing in public finance, and a management consultant in the financial services and nonprofit sectors. Ms. Lecour holds an MBA from Yale and a BA in International Relations from Stanford University, where she studied in Santiago, Chile. For the last six years Lindsay has been serving as the Chair of the Town of Surfside's Planning and Zoning Board.



Dan Wilson, Senior Vice President: Dan Wilson is responsible for formulating and executing the company's national growth platform, including the origination of new multifamily developments and overseeing the firm's day-to-day acquisition and predevelopment activities. Mr. Wilson's extensive acquisition and development experience includes more than 50 multifamily developments.

In 2018, Mr. Wilson was named one of the six "**Young Leaders**" in the industry by *Affordable Housing Finance Magazine*, and he was recognized as one of the top 40 business executives under the age of 40 by the *South Florida Business Journal*.

Mr. Wilson has diverse real estate development experience including land acquisition, site planning, and design; sourcing of equity and debt; construction management; and leasing supervision. He has managed the development of a wide variety of multifamily developments totaling more than 3,800 units. He worked on the closing of the tax-exempt bond/4% LIHTC financing on The Studio at thinkEAST, a 182-unit development, and was instrumental on Pathways at Goodrich Place, a 9% public housing RAD conversion, both developments are a joint venture with the Housing Authority of the City of Austin.

Mr. Wilson is an active member of the Urban Land Institute (ULI) – he is a former Chairman of the ULI Multifamily Development Council for the State of Florida and is currently the Chairman of the ULI Florida Product Council Executive Committee. He is also an active member of the Texas Affiliation of Affordable Housing Providers. Mr. Wilson holds dual B.A. degrees in Finance and Real Estate from Florida Atlantic University.



Liz Wong, Senior Vice President: Ms. Wong has over 21 years of experience overseeing finance applications to federal, state, and local governments. She specializes in LIHTC applications and, to date, has been instrumental in obtaining **over a \$1 billion in LIHTC** from Florida, Texas, North Carolina, South Carolina, Washington DC, and the US Virgin Islands. Ms. Wong's deep experience with subsidy funding processes gives A|P Communities' development team a distinct competitive advantage in the competition for housing credits, SAIL, and other scarce funding sources.

Since 1998, Liz Wong has competed successfully to secure funding for 120 communities for a total of 13,942 affordable housing units. Ms. Wong attended Saint John's University in Queens, New York, and majored in Accounting.



Greg Griffith, Vice President: Greg Griffith is responsible for managing development staff and overseeing developments through site planning, design, entitlement, sourcing of equity and debt, financial closing, management of third-party professionals, construction/financial management through project completion, and stabilization.

His experience includes partnerships with housing authorities and non-profits (City of Fort Lauderdale, City of Austin, City of Dania Beach, and Catholic Health Services) along with a product mix that includes new construction/rehabilitation, garden style, mid- and high-rise buildings serving families and seniors, transit-oriented, and mixed-finance developments. Greg has experience with maximizing the use of various financing vehicles and with developments

with HUD requirements, such as RAD, HAP Contracts and HOME loans. He also has extensive experience in Texas with nearly 780 units developed or under development.

Prior to joining A|P Communities, Greg Griffith served as property manager for Atlantic | Pacific Management and was responsible for a portfolio of 200 residential units and 130,000 square feet of commercial space. Mr. Griffith received a degree in housing and consumer economics from the University of Georgia and his M.B.A. from the University of Miami and attended the ULI's Leadership Institute.



Carine Yhap, Senior Applications Manager: Ms. Yhap manages acquisition site research and due diligence, preparation and submittal of funding applications, and assists with credit underwriting and financial closing due diligence. She specializes in LIHTC applications in Florida and Texas. Ms. Yhap joined A|P with over five years of property management experience. She also worked as a compliance specialist, providing compliance support, monitoring, training and reporting for a portfolio of 55 properties.

She holds a Bachelor of Arts degree in Anthropology from the University of Florida with a minor in International Development & Humanitarian Assistance.



Michael Fincher, General Counsel: Mike Fincher has represented principals of A|P Companies for over 20 years, and in 2017 joined A|P full time as its General Counsel. Mr. Fincher coordinates the delivery of legal services to A|P and its subsidiaries in the various jurisdictions where it operates. Since joining he has closed on 15 LIHTC transactions for A|P Communities including mixed-financed, mixed-use developments.

He has worked at several international law firms headquartered in Atlanta, San Francisco and Miami. In addition, Mike Fincher served for a time on the legal staff of the Resolution Trust Corporation, where he coordinated real estate law activities for the Congressional Inquiry Team. Mike Fincher obtained his juris doctorate from the University of Georgia.



Raul Lopez, Controller: Raul Lopez has over 20 years of real estate accounting experience, working with market rate and LIHTC developers as well as national real estate management companies. He has overseen the development and management accounting functions of over 8,000 units including multi-layered, mixed-finance developments in Florida, Texas, Washington DC, North Carolina, South Carolina, Georgia and the Virgin Islands.

Raul Lopez is responsible for all the accounting and financial reporting, supervises the accounting staff and the day to day accounting functions of development and management, including cash projections, pre-development expenses, construction draws, and treasury functions across A|P Communities' entire real estate portfolio. In addition, Raul Lopez complies with all local and state agency financial reporting, including 10% Tests and Final Cost Certifications for LIHTC developments. Raul is a former reservist with the United States Army.

Minority Equity Partner and Co-Developer: Cornerstone Strategic Partners (MBE)

Cornerstone Strategic Partners, a certified **Minority Business Enterprise** in the City of Tampa and Hillsborough County, is mission-based, profit-driven ownership and development of multi-family homes that are designed to be impactful and strategic. Whether they are building luxury, market-rate apartments or supportive housing for income-sensitive individuals, the team directs the development process with the same people-first approach that creates an unlimited demand for

their product. The key, then, to realizing these market-quality rental communities – sometimes at half the rent of equivalent conventional housing – is their execution.



Leonard Burke, Managing Partner: Leonard Burke has over thirteen years of experience in commercial real estate development and asset management and through his experience and success he has established his own real estate firm, Cornerstone Strategic Partners.

Previously, he served as the Director of Asset Management for the Tampa Housing Authority, overseeing a portfolio of 4,589 residential units consisting of market rate, mixed-income and affordable units, as well as mixed-use developments, 66,194 square feet of commercial/retail space, and vacant land, and a \$20 Million operating budget, and his team of 19 individuals.

Leonard Burke has been recognized as an industry leader and received numerous awards over the years. He was named the **Top 40 under 40** professional by the *Tampa Bay Business Journal*, People on the move spotlight, and the Director's Award by his former employer. In addition, Mr. Burke was selected to participate in a Urban Land Institute's Tampa Bay Technical Assistance Panel (TAP). An eight-person, handpicked team from different areas throughout the state of Florida.

Of all the professional achievements, Leonard Burke is most known for his charitable work in the community. Leonard actively donates his time and resources in helping at-risk and inner city youth uncover their true worth in life. He mentors several young men, conducts motivation speeches at local Title 1 schools, and started a pilot program that helps inner city students learn how to understand and write computer code.

Mr. Burke is most proud of the establishment of a year-round engineer internship program at Robles Park Apartment for high school students through his involvement with HOPE Worldwide Tampa Chapter and CPWG Engineers. The majority of the children living at Robles Park are on free or reduced lunch programs. The internship has given the young children within the community an opportunity to pursue their dreams and become first generation college students in the field of science and engineering. More importantly, after these kids finish college, they have a first choice opportunity for full-time employment with CPWG Engineers.

Architect: Torti Gallas + Partners

Torti Gallas + Partners ("Torti Gallas") was established in 1953 and today has offices in Silver Spring, MD, **Tampa, FL**, Los Angeles, CA, Philadelphia, PA, and Istanbul, Turkey. The firm is one of the largest planning and architectural design firms in the United States dedicated to advancing the principles of the New Urbanism, Smart Growth and Sustainability to meet the challenges of our time. They have a long history of providing comprehensive architectural and planning services on projects that have been built on time and within budget while maintaining the highest standard of quality and integrity of design. A|P worked with Torti Gallas on Providence Place, a 93-unit, mixed-income affordable housing development in Washington DC to be delivered in 2021.

Torti Gallas has extensive experience with all scales of design projects in the residential, mixed-use, transit-oriented, and commercial markets, applying jurisdictional needs and code requirements in local, national and international markets. Well over 50% of Torti Gallas' work involves public/private partnerships at the national and local levels. With extensive experience in the public and private sectors, they take pride in balancing the diverse needs of communities with the realities of the marketplace to arrive at buildable solutions that bring value to their clients and to the communities in which they work. In applying this successful, market focused approach, Torti Gallas has designed over 485,000 residential units and planned over 1,900 residential and mixed-use

communities – housing over 1 million people. **Since their founding, this diverse range of projects has resulted in more than \$78 billion of construction at all levels of density and incomes.** Their dedication to full implementation of their designs and master plans over **67 years of practice** enables their team to arrive at inventive solutions for communities and downtowns that provide value to their clients and to the people who will ultimately live, work, learn, shop, visit and play in them.

Belmont Heights, Tampa, FL



Torti Gallas has been successfully working in the Tampa and Central Florida region since 1997 on the design of residential and mixed-use communities totaling over 15,000 units and more than 1 million square feet of retail. One of their first projects in Tampa was the community revitalization of Belmont Heights with the Tampa Housing Authority (“THA”). Working with THA, the City and the residents to help transform this formerly gated, barracks-style public housing project into a vibrant new mixed-income residential neighborhood for its existing and future residents was a truly rewarding experience for Torti Gallas.

This successful, national award-winning design led to other Tampa area work, including military family housing communities at **MacDill Air Force Base**, the Temple Terrace master plan, and the master plan for the Greater Ridgecrest Area in Pinellas County, to name a few. Their continued work in the Tampa area and throughout the State of Florida led to the opening of their Tampa office in 2015. Since then they have continued to grow and thrive with designing numerous residential and mixed-use communities in Tampa and across the State of Florida.

As further detailed in Section 5.e, Torti Gallas has assembled a team of local, **SBE, DBE and MBE** subconsultants that bring additional local expertise to the design team. These include structural, civil, mechanical, electrical, plumbing, and fire protection engineering as well as energy consulting and natural gas marketing firms. These firms bring their vast local experience to ensure efficient designs and will help the development team successfully achieve its SWMBE participation goals.

For more details on Torti Gallas’ experience and staff resumes, see Exhibit 5.c.3.



Troy McGhee, AICP, LEED AP, Principal: Mr. McGhee has close to thirty years of experience in leading urban planning and neighborhood revitalization projects. His proven design skills have been integral in the development of numerous neighborhood revitalization strategies for public housing agencies and public/private partnerships. He is responsible for directing and coordinating the planning of both large and small-scale communities. As a Principal, Mr. McGhee supervises the design team, and oversees project coordination and the community engagement and planning process. Many of his projects have received prestigious national awards.

Mr. McGhee has been involved in the revitalization of multiple master planning projects throughout the United States. These projects have typically been a catalyst in the transformation of a neighborhood or community. He has worked with community stakeholders through a community based design approach to create master plans and site plans that not only respond to the built environment, but also to critical social and economic aspects as well. His master plan vision includes creating mixed-use, mixed-income and mixed-tenure developments that provide opportunities for all. This diversity allows for developments to be more flexible and resilient to adapt to changes in the economy and social environment. Mr. McGhee also has experience in the entitlement process in various jurisdictions throughout the country, including Tampa with the **HOPE VI revitalization of Belmont Heights** and the design of 331 new homes and neighborhood amenities for **Macdill Air Force Base**.



Felix Deloatch, Assoc. AIA, Project Manager: Mr. Deloatch is the Director of Florida Operations at Torti Gallas in Tampa, FL. As a Director and Project Manager, Mr. Deloatch has gained significant experience in a variety of planning, building and construction types including residential, commercial, senior living, government, educational, healthcare, and industrial projects.

Mr. Deloatch's extensive experience includes working with both small and large scale projects starting in the master planning and schematic stages. He is expert at managing multi-disciplinary teams on projects that have ranged from designing small-budget university facility renovations to large multi-million dollar new construction projects. His role at Torti Gallas involves direct interaction with the Client and consultants as the project team leader working to meet schedule, fiscal and construction milestones. His recent work has focused on large, mixed-use buildings and communities, usually including a combination of residential, retail, office and parking. Mr. Deloatch's role as a project leader/project manager has involved coordinating contract negotiation, developing project workplans and schedules, leading coordination meetings with stakeholders, local jurisdictions and community agencies, developing construction documents, and construction phase services. Recent mixed-use projects have required that he also provide post-occupancy services, specifically in the area of tailoring existing Torti Gallas projects for new retail tenants.

Landscape Architect: Dix.Hite + Partners (WBE)

Since 1996, the award winning landscape architecture firm, Dix.Hite + Partners ("Dix Hite"), have been providing holistic landscape architecture, urban design, and land planning services throughout the United States and internationally. Dix Hite is an established leader in landscape architecture, with special expertise in public-realm design, parks, trails, mixed-use development, multi-modal transportation, campus design, and student housing, and experience working in the Tampa Bay region.

Dix Hite is a woman-owned business (WBE), as certified by the **City of Tampa**, the State of Florida, Florida Department of Transportation, City of Orlando, FL, Orange County, FL and the Atlanta-

area MARTA. Their team includes professional landscape architects and designers located in Atlanta, GA, Birmingham, AL, and **Orlando, FL**. The team advances sustainable design, utilizes ecologically friendly landscape palettes, and aims to celebrate local character and history through thoughtful design recommendations and selection of materials.

Seazen at Rocky Point, Tampa, FL

Dix Hite has multifamily experience in Tampa such as the award winning Seazen at Rocky Point, with more than 750 linear sf of direct waterfront access. The buildings were built on concrete piles to raise the structure above grade to allow for water to flow underneath in flooding conditions and to protect the native mangrove and seagrass on site. The pool deck and amenities are built on stilts and connected with a series of wrap-around boardwalks and decks with views of the Bay. Dix Hite provided conceptual design and construction documentation for this complex development.



In addition to Seazen, Dix Hite worked on Novel Riverwalk adjacent to the newly renovated Riverwalk; Novel Bay Center in Tampa’s Westshore District; and Novel Midtown in Midtown Tampa. For more details on Dix Hite’s Tampa and Florida experience and staff resume see Exhibit 5.c.4.



Christina Hite, PLA, LEED-AP, President and CEO: Christina Hite (“Chris”) has over 32 years of experience in planning and landscape architecture. Chris has led the design efforts for many of Dix Hite’s private and public projects within the City of Tampa and the Central Florida Region. Her years of experience are an asset to any team as she provides thought leadership in the realm of urban design and planning, pedestrian connectivity, low-impact development and sustainable planting design, and contextually sensitive detailed design.

She is a Florida licensed landscape architect and LEED-AP certified. Ms. Hite earned a Master’s degree in landscape architecture at the University of Florida and a B.S. in landscape architecture from the University of Georgia.

Civil Engineer: Bohler Engineering

Bohler Engineering (“Bohler”) has been providing land development consulting and technical design services to owners and developers for over 35 years. With 26 offices and over 700 employees, their leadership team has built long-lasting and collaborative relationships. **Bohler’s Florida offices impacts real estate and land development projects across Tampa Bay and Florida with multifamily experience in Tampa and the Tampa Bay Region.**



In Tampa, Bohler is engaged in the redevelopment and revitalization of Tampa’s Central Business District, specifically on the Heron. This mixed-use development is a part of a larger commercial, residential, and recreational initiative that will transform this critical element of the city’s urban core and port district. Bohler is responsible for bringing the 26-story, mixed-use development from

conceptual planning through site engineering, permitting and construction administration. This project is part of a district that will seek WELL-Certification.

Bohler also involved with the delivery of Channelside Downtown Tampa. This 15-story high-rise project will include approximately 330 multifamily-units, ground-floor retail and a seven-story self-storage and parking component on approximately two acres. This development will span the entirety of the block of North Meridian Avenue and will take up one of the last remaining underdeveloped corners in the Channel District.

The firm was also contracted as the lead civil engineer for NINE15, as mixed-use project in the urban core of Downtown Tampa; and on Virage Bayshore they acted as the civil engineer on this 225,000 SF, 24-story multifamily tower.

For more details on Bohler’s Tampa experience and staff resumes, see Exhibit 5.c.5.



Christopher R. Capellini, PE, Florida Director of Operations: Chris Capellini leads the Florida team and offers expertise in commercial and resident development strategies for all projects. Capellini’s primary responsibility is driving operational best practices as well as efficient, high-quality production efforts. Additionally, he supports business development, management, employee development, and corporate initiatives that are central to Florida’s growth and success.

A graduate of Florida State University with a Bachelor of Applied Science, he is a licensed professional engineer, certified floodplain manager and LEED AP BD+C credentialed. He is active in industry organizations such as Urban Land Institute (ULI), International Council of Shopping Centers (ICSC), and NAIOP.



Greg Roth, PE, LEED AP, Associate: As an associate and branch manager of Bohler’s Tampa operations, Greg is focused on delivering consulting expertise, technical services and a high- quality experience to the region’s clients across the mixed-use, residential, and urban infill real estate spectrum.

Greg brings more than a decade of expertise in developing projects within the City of Tampa and continues to build and support solid relationships with new and existing clients, deliver high-quality, efficient technical solutions and support growing sectors in the region by providing a diverse bench of specialists in the retail, mixed-use, residential and urban infill development markets.

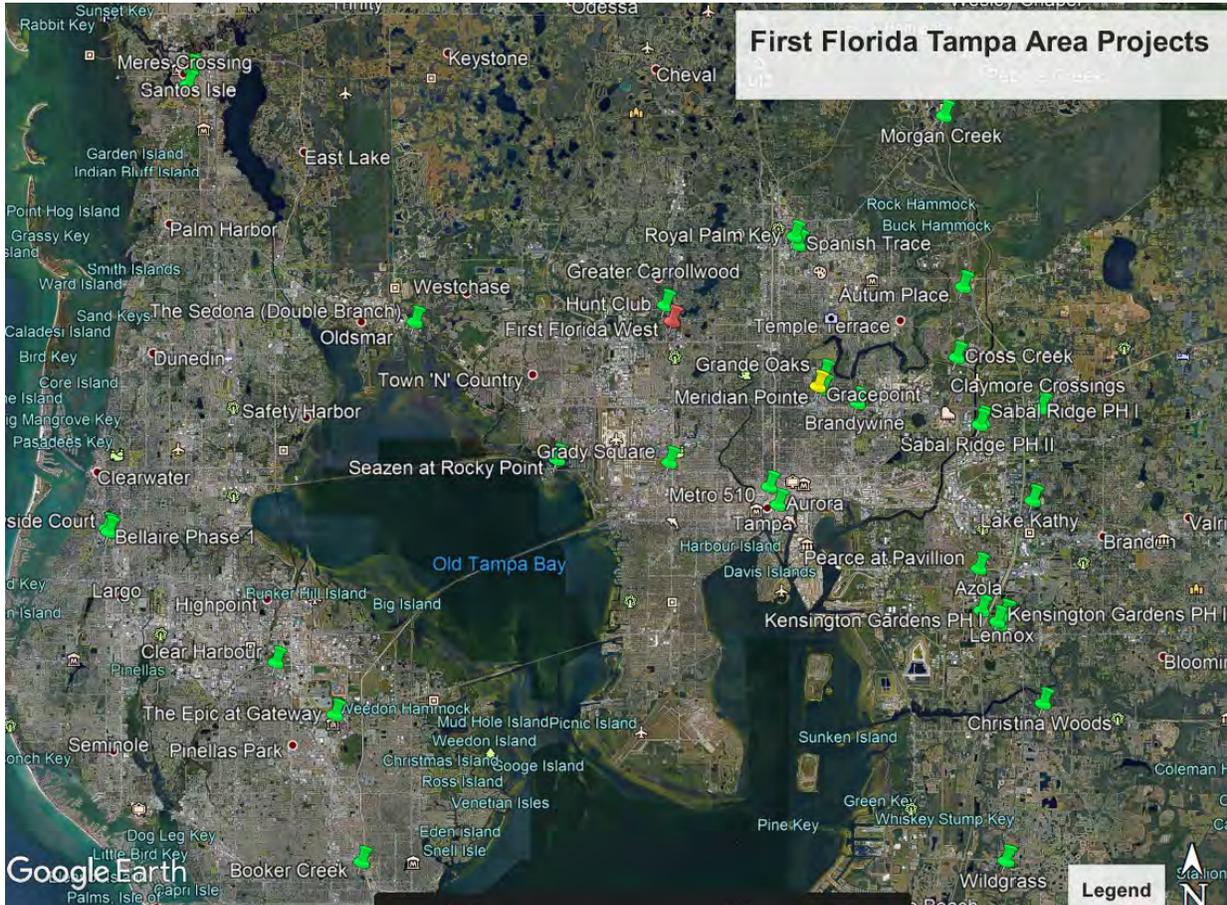
General Contractor: First Florida Constructors

Since inception in 1963, First Florida has built over 22,000 housing units throughout the United States and is Florida’s leading multi-family housing contractor. They have the experience, the people, the financial strength, and a track record of success in multifamily housing. They have built LIHTC and HUD financed developments and have experience with Davis-Bacon wages, Section 3 requirements and community outreach programs, **and make it a goal to hire local workforce and subcontractors, including M/WBE subcontractors, suppliers and vendors.** They also built the first LEED certified affordable housing development and are committed to leading the industry in delivering sustainable projects. First Housing’s bonding limits for a single project is \$150 million and they have a total **bonding capacity of \$350 million.**

A|P Communities first contracted First Florida to build Washington Square and rehabilitate a Miami-Dade County public housing site, Green Turnkey Plaza, in the City of Miami. The firm has an **office in Tampa** and in Miami and is still owned and managed by the founding family. First Florida has been building in the state of Florida since it was founded, and in the past ten years alone, have built over 15,000 affordable housing units in 15 Florida counties, please refer to the

attached list. Currently, First Florida has 14 projects under construction comprising over 3,200 affordable and market rate apartments units from Homestead to Pensacola.

In the Tampa area First Florida has over 5,250 units built or under construction with a total value of over \$569.8 million. Included below is map of First Florida’s experience with affordable and market-rate multifamily development in the Tampa region. For a complete list of First Florida’s Tampa Bay experience and staff resumes, see Exhibit 5.c.6.



Gregory Wyka, President: Greg Wyka started his construction career with First Florida in 1996 and since then has been a Superintendent/Project Manager, Vice President and now President, he has managed more than \$1 Billion dollars in construction projects and has personally overseen the construction of over 14,154 multifamily units.

Greg is the principal and primary owner of the First Florida Companies. Greg is an industry advisory board member for the University of Miami Masters in Construction Management Program. As a recipient of the University of Florida’s Gator 100 Award, Greg is leading First Florida to be one of the strongest Florida-based construction companies of the future.

Greg Wyka is a certified Florida General Contractor and is EIT certified by the National Council of Examiners for Engineering and Surveying. He graduated from the University of Florida with a B.S. in Civil Engineering.



Andrew J. Lenahan, Vice President: Andrew Lenahan oversees and is personally involved in all activities at First Florida including business development, estimating, preconstruction services, project management, warranty services, community outreach and leadership development.

While at First Florida, Andrew has worked on new and rehabilitation projects including a mix of multi-family, commercial, hospitality, office, assisted living and retail uses located in the Southeast. In his previous roles at the company, Andrew directly managed the delivery of more than 30 new

construction projects, totaling over 5,000 residential units and 4 million square feet. He is a certified Florida General Contractor and graduated from the University of Miami with a B.S. in International Finance and Marketing.

Transaction/Land Use Counsel: Stearns Weaver Miller Weissler Alhadeff & Sitterson

Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A. ("SWM") is a full service law firm with offices in Tampa, Tallahassee, Miami, Fort Lauderdale and Coral Gables, Florida with particular strengths in land development, multifamily housing, and real estate. The firm also has an in-house land planning team with government planning experience. Their planners are also able to analyze GIS data to assist our engineers and consultants. They also have attorneys who specialize in the tax credits that are important to affordable housing projects as well as the former director of FDEP's Waste Management Division to advise on this project as a brownfield.

Their Tampa office is very experienced with large, complex urban redevelopment projects such as, the redevelopment of the 29-acre Central Park public housing site into the Encore on the perimeter of downtown; the \$600M large scale mixed-use Westshore Marina District on the Bay on 55 acres on the Tampa Bay waterfront just south of Gandy; the 90 acre University Mall; and the Tampa Housing Authority and Hillsborough County School District 44-acres redevelopment of the West River project just outside of downtown Tampa.



Jacob T. Cremer, Shareholder (Tampa): Jake Cremer counsels clients in their interactions with local, state, and federal governments on environmental, land use, and land development issues. He has been lead counsel on a variety of complex permitting and economic development matters. He excels in complicated matters requiring both environmental and land use permitting, including brownfield designations, urban redevelopment, and master-planned communities.

Jake began his law practice in Tallahassee, where he gained experience dealing with the legislative and regulatory process of state government. As a Gubernatorial Fellow at the Department of Community Affairs, he participated in executive-branch policymaking and developed relationships with state environmental and growth management regulators. This experience allows Jake to advise clients whether permitting, litigation, or lobbying is the best approach for their needs. Cremer graduated J.D., magna cum laude from the Florida State University College of Law, received his M.S.P., Department of Urban Regional Planning from Florida State University and a B.A., cum laude, from Rhodes College.



David M. Smith, Director of Development & Zoning (Tampa): David M. Smith serves as an in-house consultant in the Land Use and Environmental Department. David's background is in permitting, planning, development, growth management and governmental regulation. He came to the Firm in 1990 from the Hillsborough County Government, where he worked for over fourteen years in community development, planning, zoning, and permitting. During his employment with Hillsborough County, he was Manager of Administration and Planning for the

County's Community Development Block Grant program, South County Planning Manager and was the County Planning Department representative during all public hearings on the 1989 amendment of the County Comprehensive Plan under the State's Growth Management Act.

He received his undergraduate degree from Furman University and his MBA from the University of South Florida. David's role at the Firm is that of in house consultant regarding planning, zoning, permitting, and governmental regulation. His involvement spans all practice areas of the Firm ranging from litigation to transaction.



Ronald L. Weaver, Of Counsel (Tampa): Ronald Weaver has extensive experience in advising landowners, development companies and occasionally local governments in environmental, land use and property rights law and real estate acquisition and financing. He has conducted land use, environmental, zoning, Developments of Regional Impact (DRI), comprehensive plan, and concurrency due diligence for the acquisition and development of over \$6 billion worth of Florida property in 32 different counties and 62 cities, including a \$600 million due diligence of 12 properties for one acquisition/financing, and a dozen others over \$100 million throughout Florida.

Ronald speaks regularly on land use issues and has written over 200 articles in national, local and regional publications, law journals and newsletters. He has been quoted in the Wall Street Journal on growth management, concurrency, property rights and takings cases. Ronald has published commentaries and articles in NAIOP's Development magazine and the Urban Land Institute's Urban Land magazine.

Management Agent: Atlantic | Pacific Community Management

Over the course of several decades in the real estate business, A|P Companies has become particularly well-known not only for their development capabilities, but for their exemplary property leasing and management expertise. Since the mid 1970's, A|P has purchased, developed, leased, and managed residential and commercial properties throughout the United States and currently manages 166 properties with over 41,550 residential units (over 18,200 owned) and more than 500,000 square feet of commercial space.

A|P Management is the management platform under A|P Companies. A|P Management delivers first-class services and oversight to a variety of condominium and multifamily communities. With over 1,200 employees, A|P Management offers a broad spectrum of real estate services to private and institutional residential owners as well as developers of office and retail properties throughout the Southeast and California.

Atlantic|Pacific Community Management, LLC ("A|PCM") was formed to provide on-site management, marketing, administrative, full-charge accounting, financial reporting, asset management evaluation, and compliance monitoring for A|P's affordable/workforce housing portfolio. A|P Community Management manages and performs compliance for properties with a variety of public funding sources, including: 9% and 4% housing credits; local, county and state tax-exempt bonds; FHFC SAIL and SAIL ELI loans; HUD NSP, NHTF, HOME and operating subsidies such as HAP contracts. A|PCM also works with local businesses, agencies and non-profits to provide a wide variety of on-site resident programs at no cost to the residents.

A|PCM's team of seasoned professionals with multi-disciplinary backgrounds have decades of residential and commercial real estate experience including legal, financial, accounting and managerial. Human resources, insurance, accounting, compliance, reporting, and asset management are centralized, increasing transparency, maximizing efficiency, reducing operating costs, and enhancing the asset value of our portfolio.

It is A|PCM's policy to adhere to strict preventive maintenance procedures, and promptly address repair requests as they arise. Another key A|PCM best practice is the strict preventative maintenance schedule our team prepares. This schedule outlines all building systems identified in the inventory and then establishes daily, weekly, monthly, quarterly, and yearly preventative maintenance measures that staff must adhere to. This schedule is then paired with a system of daily and weekly checklists and building logs given to maintenance staff to provide clear direction on proper preventative maintenance measures to take each day. A|PCM's team of Regional and Property Managers then complete weekly and monthly property inspections to ensure compliance with the established preventative maintenance protocols. The result of these thorough processes and extensive front end diligence is a well-maintained asset that will outlive the long term compliance periods associated with affordable housing developments.

A|PCM utilizes RealPage property management software with centralized accounting and reporting as well as other functions to streamline day-to-day operations. In addition to reporting and filing the required financial reports and documents, APCM also works with the owners to tailor the information and timing of the reports. Core financial reports in a reporting package include an Asset Management Report (Summary of Financials, Occupancy, Operations, Capital Projects, Staffing, Marketing) and Financial Reports (Operating Budget Monthly Variance, Twelve Month Trailing Income Statement, Balance Sheet, Rent Roll, Rent Roll Detail/GPR, Delinquent and Prepaid, Resident Deposit Audit, Resident Summary Balances, Bank Statement Reconciliation).

To date, A|PCM has successfully satisfied all Real Estate Assessment Center ("REAC"), Housing Quality Standards ("HQS") and Uniform Physical Condition Standards ("UPCS") inspections required by state, county and city agencies. In addition, all Program Reports, Bond Reports and other required reports are submitted in a timely manner. All of our affordable housing properties comply with all extended use, land use and restrictive regulatory agreements and none have ever received a non-compliance IRS Form 8823.

A|PCM takes pride in providing the opportunity for very-low and low-income persons of diverse backgrounds to live in safe, affordable, and high-quality housing. To maintain excellent quality management, A|PCM provides ongoing, structured Fair Housing Training to all management staff in person and online. New employees are required to complete the Fair Housing Principals and Practices Course and are required to take a refresher course semi-annually or quarterly to ensure strict adherence to federal, state and local fair housing laws and requirements.

The Yard at West River will be appropriately staffed with experienced on-site management personnel who will have on-going, comprehensive support from our corporate management teams. For a complete list of properties under management please refer to Section 5.c.7.



Claudia Ortiz, ARM, Director of Operations: As the Director of Operations for A|P Community Management, Ms. Ortiz is responsible for the overall strategy, management, and profitability of the affordable housing portfolio consisting of 29 LIHTC assets with 3,375 units in Florida, Texas, and Washington DC. She manages client relationships and oversees all aspects of operations including overall performance, budgets, and debt-service testing for lease ups. She supervises regional managers and on-site personnel and oversees training and employee development.

Claudia Ortiz has over 13 years of property management experience in the multifamily industry, including direct oversight of lease-ups, acquisitions, renovations, repositions, and financially and physically stressed assets. She is a member of the Southeast Florida Apartment Association and National Apartment Association.



Jonathan Del Sol, Compliance Manager: Jonathan Del Sol is responsible for the compliance of all projects under management. Jonathan's career in tax credit compliance started in 2006 with a portfolio that grew to over 80 properties during his tenure with a Miami-based asset management company. He joined A|P Community Management in 2015 and performs tax credit compliance management duties for A|P's entire multi-state LIHTC portfolio. He works with key external vendors and collaborates with development and management staff on compliance requirements ensuring that all tax credit units adhere to the regulatory agreements. This includes tax-exempt bonds, HOME, NSP, as well as any other federal, state, and local land use restrictions. He manages the day-to-day compliance operations including file review, calculation of rents, audit preparation, utility allowance studies and analysis, training, and compliance reporting.

Special Counsel: Radey Law Firm

Radey Law has successfully advised and represented A|P Communities in all matters related to the Florida Housing Finance Corporation low income housing tax credits and loan program applications. Their scope of work includes research and writing Administrative Appeals and Petitions for Rule Waivers.



Brittany Adams Long, Shareholder: Brittany Adams Long practices primarily in the area of Florida Administrative Law and Litigation, with an emphasis on cases involving public procurement rule challenges, public records, and the Sunshine Law. Ms. Long represents both private clients and governmental agencies before the Division of Administrative Hearings and Florida appellate courts. Ms. Long is Board Certified by the Florida Bar in the area of State & Federal Government and Administrative Practice.

Ms. Long graduated with high honors from the Florida State University College of Law in 2001, where she was editor-in-chief of the Florida State University Law Review. She received her undergraduate degree from Florida State University in 1998, with a double major in Psychology and Criminology and a certificate in the Juvenile Justice Role Model Program.

Accountant: Tidwell Group

Tidwell Group, in its current and predecessor forms, has been in existence since 1997. Tidwell provides LIHTC, accounting and tax consulting services for all the affordable housing properties in A|P Communities portfolio. The firm and its professionals are familiar with affordable housing tax credits, bond and conventional financing, HUD compliance and reporting, along with numerous other areas of the industry and fully understand the reporting obligations of mixed finance transactions.



Christopher N. Thomas, CPA, Managing Partner: Chris Thomas is the Office Managing Partner in Tidwell Group's Austin office. With over 20 years of public accounting experience, Mr. Thomas is responsible for federal and state compliance with partnership tax allocation requirements; tax planning and tax compliance for partnerships and corporations, with a focus on low-income housing tax credit projects and real estate developers.

Chris Thomas is a graduate of the University of Florida with a B.S. in Accounting and a M.S. in Taxation. He also served as a member of the University Of Texas McCombs School Of Business Advisory Council for the Department of Accounting.

Tab 5.c.1

Leonard Burke's Resume



LEONARD BURKE

3206 Alamar st, Lutz, FL 33558
813-863-2153,
leonardburke83@yahoo.com

PROFESSIONAL SUMMARY

Results driven real estate professional with 13 years of experience in commercial and residential sectors with expertise in driving overall business development. Cultivate strong industry relationships across broker firms, attorneys, title companies, fellow real estate professionals, and lending institutions. Achieve revenue targets by mentoring staff as well as directing strategic initiatives.

SKILLS

- Communication skills
- Budgeting expertise
- Market research and analysis
- Training and presentations
- Real Estate Development
- Community Engagement

EXPERIENCE

Managing Partner November 2020 - Current

Cornerstone Strategic Partners | Tampa, FL

- Responsible for identifying new real estate development opportunities, determining financial feasibility, and interacting with key stakeholders.
- Guides the design, permitting, and construction administration of all developments.
- Directs the day-to-day operation of CSP and strategic growth plan for the company.
- Lead community and stakeholder meetings on project updates.

Director of Asset Management

November 2019 - Current

Beneficial Communities | Sarasota, FL

- Oversee local third party property management companies.
- Propose goals and objectives for each property.
- Assist in the preparation and approval process of property operating budgets.
- Monthly, quarterly and annual reporting of the portfolio.
- Monthly review of operating statements.
- Assist in the due diligence and underwriting of potential acquisitions.
- Complete financial analysis, market studies and industry standard reporting.

Director of Asset Management

July 2018 - November 2019

Tampa Housing Authority | Tampa, Florida

- Provide oversight to the Agency's 3,026 low income units, 60,000 sf of commercial space, and 2,200 mixed income/market units.
- Established departmental priorities, short/long term goals and objectives for the organization strategic plan.
- Performed presentations to the Board of Directors on the department's performance.
- Prepared budget, budget revisions, and periodic budget reports as needed for areas of responsibility.

- Represented the Authority in meetings with local government officials, community agencies and organizations.
- Counseled employees regarding job performance and document in accordance with established procedures.

Interim Assistant Director of Asset Management

April 2016 - July 2018

Tampa Housing Authority | Tampa, FL

- Coordinate designs and plans with architects and other hired consultants for large master plan redevelopments, including a 203 unit mid-rise community in Downtown Tampa.
- Conduct interviews and select vertical and master plan co-development partners.
- Interview, negotiate, and execute leases on 20,000sf of commercial retail space in our 25 acre mixed-use urban redevelopment in Downtown Tampa.
- Manage all the commercial space in our mixed-used urban redevelopment in Downtown Tampa.
- Conduct due diligence and pro forma generations for the mixed income multi-family development projects in West Tampa.
- Identify financing (construction and permanent loans) and syndication equity sources for development projects.
- Identify and negotiate site acquisitions throughout the Tampa market for rehab/redevelopment opportunities.

Senior Asset Manager

February 2012 - April 2016

Tampa Housing Authority | Tampa, FL

- Increased net operating income (NOI) by 20% in two years for THA portfolio of mixed income, tax credit and affordable multifamily properties.
- Responsible for monitoring property compliance and performance in meeting THA's investment goals and debt service.
- Gather required financial data for the formulation of the annual budgets, plans and goals for affordable property acquisitions and for the evaluation of the yearly performance.
- Conduct periodic research of different strategies for the development and solicitation of property fee management opportunities.
- Manage operation efforts by 3rd party fee management companies properties.
- Assist with financial preparation for our new construction project converting from construction to permanent financing.

Project Manager

September 2008 - January 2012

Beresford, LLC | Tampa, FL

- Managed portfolio of over \$10 million in housing communities.
- Devised strategic plans on repopulating and revitalizing non-performing real estate assets.
- Developed proprietary spreadsheets for data tracking and community evaluations.
- Collaborated with Special Servicers and Receivers on acquisition, deposition, and managing of housing communities.

Co-Owner

August 2006 - September 2008

Fairate Management Inc | Tampa, FL

- Identify ways to redevelop real estate in underserved communities.
- Create ways to improve existing retail, office, and apartment buildings.
- Structured financing and investment groups to acquire existing building.
- Performed market analysis for locating acquisition opportunities.

EDUCATION

Bachelor of Science
University of South Florida, Tampa, FL, US

December 2005

CERTIFICATIONS

Certified Property Manager Specialist (CPMS) Community Real Estate Developer (CRED) Certified Commercial Investment Member (CCIM) Low Income Housing Tax Credit (LIHTC) HOME and SAIL Funding Trained Housing Credit Certified Professional (HCCP) Lean Six Sigma Green Belt Certification

REFERENCES

References References available upon request

AFFILIATIONS

Leadership Florida Connect Class VIII is the state's only leadership program that spans industry boundaries and focuses solely on developing Florida's existing and emerging leaders. Created in 2009 as a Leadership Florida program, Connect has developed into the sought-after statewide institute for professionals ages 25 – 39. Hope worldwide Tampa Bay Board of Directors: May 2015-Present; Bay Area Apartment Association Board of Directors: June 2012-Present; AMIKids Tampa Bay Vice Chairman: April 2016-Present; AMIKids Corporate National Audit Committee: October 2019-Present; NAIOP-National Association for Industrial and Office Parks Developing Leaders: March 2013-Present; ULI-Urban Land Institute Young Leaders: March 2013-Present; Vice-Chairman of MFDC (Multi-family Development) Product Council: January 2014-Present; TBBA-Tampa Bay Builders Association Member: April 2013-Present; NAHB-National Association of Home Builders Member: April 2013-Present

INTERESTS

Coaching football, golfing, reading, and exercising



**Board of County Commissioners
Economic Development Department
Minority and Disadvantaged Business Development**

Minority/Woman Business Certification

Cornerstone Strategic Partners, LLC

HC-3056/20

Valid from December 8, 2020 - December 8, 2022

Approved Lines of Business:

Asset Management Service, Real Estate Development and Consulting Services

A handwritten signature in black ink, appearing to read "Theresa Kempa".

Theresa Kempa
Minority and Disadvantaged Business Manager
Economic Development Department



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Cornerstone Strategic Partners, LLC

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Asset Management Service, Real Estate Development and Consulting Services

The certification is valid from December 9, 2020 to December 9, 2022

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Manager**



CITY OF TAMPA

Jane Castor, Mayor

Office of the Chief of Staff

Minority and Small Business Development

December 11, 2020

Leonard Burke
Cornerstone Strategic Partners, LLC
3206 Alamar St
Lutz, FL 33558

RE: Reciprocal Agency Certification

Dear Leonard Burke:

We are pleased to inform you that due to our reciprocal agreement with your Reciprocal Agency, Cornerstone Strategic Partners, LLC has been accepted as a Minority Business Enterprise (MBE) by the Minority and Small Business Development Office. Consistent with the certification dates granted by the Reciprocal Agency, this Minority Business Enterprise (MBE) certification is valid until December 9, 2022. Your business is required to apply for recertification with your Reciprocal Agency prior to this expiration date in order to remain certified with the City of Tampa.

Reciprocal Agency:

Hillsborough Cty

You must notify the Minority and Small Business Development Office of any changes in ownership or control of your firm or any other matters or facts affecting your firm's eligibility for certification. We may commence action to remove the eligibility for Cornerstone Strategic Partners, LLC for failure to notify us of any changes of fact affecting your firm's certification or if your firm otherwise fails to cooperate with our office in any inquiry or investigation. Removal of eligibility procedures may also be commenced if your firm is found to be involved in bidding or contractual irregularities.

Cornerstone Strategic Partners, LLC will be listed in the City of Tampa Directory(ies) of Small Local Business Enterprise (SLBE) and/or Women and Minority Business Enterprise (WMBE) in the specialty area(s) listed on page 2. These specialty area(s) are consistent with what you have been certified for with Reciprocal Agency. The Directories may be accessed via the internet at: <https://tampa.diversitysoftware.com>.

Thank you for your continued interest in our certification programs.

Sincerely,

Leta Perez
Small Business Specialist

December 11, 2020

Cornerstone Strategic Partners, LLC

This firm is certified under the following commodity codes/area of specialty:

NIGP 97100: REAL PROPERTY RENTAL OR LEASE

NAICS 531110: REAL ESTATE RENTAL OR LEASING OF RESIDENTIAL BUILDING

NAICS 531311: MANAGING RESIDENTIAL REAL ESTATE

NAICS 531390: REAL ESTATE ASSET MANAGEMENT SERVICES (EXCEPT PROPERTY MANAGEMENT)

NIGP 95805: ASSET MANAGEMENT SERVICES

NIGP 95883: REAL ESTATE MANAGEMENT SERVICES, INCLUDING LISTING, SALES AND BROKER SERVICES

Tab 5.c.2

AP Case Studies

LOW-INCOME HOUSING TAX CREDIT DEVELOPMENTS						
#	Development Name	City, State	# of Units	New or Rehab	Type	Financing
1	Amber Garden	Miami, FL	110	New	High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan, City of Miami HOME Loan
2	Arbor At Centerbrook	Live Oak, TX	80	New	Garden	9% Housing Credits, Bexar County Loan
3	Audrey Edmonson Transit Village (fka Seventh Avenue Transit Village I)	Miami, FL	76	New	High-rise	4% Housing Credits, Miami-Dade County Tax-exempt Bonds, GOB & SURTAX Loans, City HOME Loan
4	Audrey Edmonson Transit Village (fka Seventh Avenue Transit Village II)	Miami, FL	100	New	High-rise	9% Housing Credits
5	Brownsville Transit Village V	Miami, FL	120	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & CDBG-DR Loan **
6	Casa Sant'Angelo Apartments	Miramar, FL	113	New	Mid-rise	9% Housing Credits, Broward County Loan **
7	Culmer Apartments	Miami, FL	239	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI & NHTF Loans **
8	Eastbrooke Apartments At Beulah Crossing	Washington DC	39	New	Mid-rise	4% Housing Credits, District of Columbia Tax-exempt Bonds, DHCD Loan
9	Heritage Senior Residences	Houston, TX	135	New	Garden	9% Housing Credits, City of Houston CDBG-DR Loan **
10	Island Living Apartments	Miami, FL	70	New	High-rise	4% Housing Credits, Miami-Dade County Tax-Exempt Bonds, SEOPW CRA Loan, County SURTAX Loan
11	Langwick Senior Residences	Houston, TX	128	New	Garden	4% Housing Credits, Tax-exempt Bonds, City of Houston HOME Loan
12	Laurel Glen	San Antonio, TX	81	New	Garden	9% Housing Credits
13	Marian Towers	Sunny Isles Beach, FL	220	Rehab	High-rise	9% Housing Credits
14	Northside Transit Village I	Miami, FL	100	New	High-rise	4% Housing Credits, Miami-Dade County Tax-exempt Bonds, County GOB, SURTAX & NSP3 Loans
15	Northside Transit Village II	Miami, FL	180	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI & NHTF Loans, Miami-Dade County HOME & Surtax Loans *
16	Northside Transit Village III	Miami, FL	200	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & CDBG-DR Loan **
17	Northside Transit Village IV	Miami, FL	120	New	High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan
18	Northwest Gardens V/ Sunnyreach Acres	Fort Lauderdale, FL	200	New & Rehab	High-rise, Garden	4% Housing Credits, Broward County Tax-exempt Bonds, FHFC SAIL/SAIL ELI Loans
19	Northwest Gardens VI	Fort Lauderdale, FL	122	New	Mid-rise	4% Housing Credits, Broward County Tax-exempt Bonds, FHFC Workforce SAIL Loans **
20	Pathways At Goodrich Place	Austin, TX	120	New	Garden	9% Housing Credits
21	Poinciana Crossing	Fort Lauderdale, FL	113	New	High-rise	9% Housing Credits, Broward County Loan **
22	Providence Place	Washington DC	93	New	Mid-rise	4% Housing Credits, District of Columbia Tax-Exempt Bonds, DMPED Loan *
23	Quail Roost Transit Village I	Miami, FL	200	New	High-rise	4% Housing Credits, FHFC SAIL Loan, Miami-Dade County Tax-exempt Bonds and SURTAX Loan, FTA Grant **
24	Residences At Dr. King Boulevard	Miami, FL	120	New	High-rise	9% Housing Credits, Miami-Dade County HOME & SURTAX Loans, City of Miami GOB Loan **
25	Rock Island Apartments (fka Suncrest Court)	Fort Lauderdale, FL	116	New	Garden	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI Loans, Broward County Grant *
26	Sailboat Bend Apartments	Fort Lauderdale, FL	105	Rehab	High-rise	9% Housing Credits, Broward County HOME Loan

LOW-INCOME HOUSING TAX CREDIT DEVELOPMENTS						
#	Development Name	City, State	# of Units	New or Rehab	Type	Financing
27	Sailboat Bend Apartments II	Fort Lauderdale, FL	110	New	High-rise	9% Housing Credits, Ft. Lauderdale Loan, Broward County Loan *
28	Saratoga Crossings	Dania Beach, FL	128	New	Mid-rise	9% Housing Credits, Broward County HOME Loan, City of Dania Beach Loan
29	Saratoga Crossings II	Dania Beach, FL	44	New	Mid-rise	9% Housing Credits, Broward County HOME Loan
30	Saratoga Crossings III	Dania Beach, FL	75	New	Mid-rise	4% Housing Credits, FHFC Tax-exempt Bonds, CDBG-DR Development & Land Acquisition Loans
31	Sea Grape	Marathon, FL	56	New	Mid-Rise	9% Housing Credits, Florida Housing Finance Corporation SAIL Loans
32	Sea Grape II	Marathon, FL	28	New	Mid-Rise	9% Housing Credits, Florida Housing Finance Corporation SAIL Loans
33	St. Andrew Tower I	Coral Springs, FL	219	Rehab	High-rise	9% Housing Credits *
34	St. Andrew Tower II	Coral Springs, FL	219	Rehab	High-rise	9% Housing Credits
35	St. Elizabeth Gardens	Pompano Beach, FL	155	Rehab	Mid-rise	9% Housing Credits
36	The Bristol	San Antonio, TX	96	New	Garden	9% Housing Credits
37	The Arbor at Wayforest	Houston ETJ, TX	192	New	Garden	4% Housing Credits, Harris County Housing Authority Tax-exempt Bonds, Harris County CDBG-DR Loan *
38	The Legacy at Piedmont	San Antonio, TX	49	New	Garden	9% Housing Credits, San Antonio CDBG Loan *
39	The Studio at thinkEAST	Austin, TX	182	New	Garden	4% Housing Credits, Housing Authority of the City of Austin Tax-exempt Bonds
40	The Terraces At Arboretum	Houston, TX	112	New	Garden	9% Housing Credits
41	The Village of Casa Familia	Miami, FL	50	New	Garden	9% Housing Credits, FHFC Grant Miami-Dade County SURTAX Loan **
42	The Woodlands At Reid Temple	Glenn Dale, MD	252	New	Mid-rise	4% Housing Credits, Maryland Tax-exempt Bonds, County & State HOME Loans, CDA Rental Housing Works Loan *
43	Vista at Interpark	San Antonio, TX	64	New	Garden	9% Housing Credits **
44	Vista at Everest	San Antonio, TX	64	New	Garden	9% Housing Credits **
45	Vista Pointe at Wild Pine	San Antonio, TX	108	New	Garden	9% Housing Credits, Bexar County Loan **
46	Washington Square/Green Turnkey Plaza	Miami, FL	89	New & Rehab	Garden, High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan
		Sub-total	5,592			

MARKET RATE EXPERIENCE						
1	Cresta Bella	Rancho Penasquitos, CA	368	New	Garden	Conventional loan, private equity
2	Atlantic Doral	Doral, FL	360	New	Garden	Conventional loan, private equity
3	Atlantic Tradition III	Port St. Lucie, FL	252	New	Garden	Conventional loan, private equity
4	Atlantic Delray Beach	Delray Beach, FL	346	New	Garden	Conventional loan, private equity
5	Atlantic Cypress Creek	Cypress Creek, FL	420	New	Garden	Conventional loan, private equity
6	Grande Palms @ Tradition II	Port St. Lucie, FL	300	New	Garden	Conventional loan, private equity
7	Pacific Village	San Diego, CA	276	New	Garden	Conventional loan, private equity
8	Block 45	Miami, FL	616	New	High-rise	Opportunity Zone Fund
			Sub-total	2,938		
			Grand Total	8,530		

* Under Construction / ** In Underwriting



BLOCK 45



Atlantic | Pacific Communities has been selected by Miami-Dade County to develop a \$203 million mixed-use project in downtown Miami, adjacent to the new Miami Central Brightline Station and Overtown’s Park West Entertainment District. The development will provide Miami’s workforce with attainable apartments next to the Brightline and Metrorail, as well as arts & entertainment oriented ground floor retail amenities.

Location: 152 NW 8th Street, Miami, FL 33136

Site Size: 90,000 square feet

Land Acquisition Price: \$ 15,000,000
 Less County Contribution: \$ 9,484,281

Net Land Acquisition: \$ 5,515,719

*There can be no assurances that such objectives are achieved.

Approved/Proposed Development:

- 616 apartment homes
- 25,000 square feet of retail and commercial space
- 584-space parking garage for residents and transit riders
- Elevated recreation deck with a swimming pool, movie lawn, picnic area and a landscaped green space
- Underwriting includes an 85% reduction in real estate taxes through 2042

Developer: Atlantic Pacific Communities, LLC, an affiliate of the Manager

FLOOR PLAN/ UNIT TYPE	NO. UNITS	% OF TOTAL	UNIT SIZE SQ. FT.*	TOTAL SQ. FT.	MONTHLY RENT	RENT PER SQ. FT.	MONTHLY GPR	ANNUAL GPR
Studio - 60% AMI	30	4.9%	400	12,000	\$ 889	\$ 2.22	\$ 26,670	\$ 320,040
Studio - 80% AMI	68	11.0%	400	27,200	\$ 1,186	\$ 2.97	\$ 80,648	\$ 967,776
1BR/1BA - 120% AMI	203	33.0%	672	136,416	\$ 1,906	\$ 2.84	\$ 386,918	\$ 4,643,016
1BR/1BA - Market	112	18.2%	752	84,224	\$ 1,950	\$ 2.59	\$ 218,400	\$ 2,620,800
2BR/2BA - 140% AMI	59	9.6%	947	55,873	\$ 2,600	\$ 2.75	\$ 153,400	\$ 1,840,800
2BR/2BA - Market	61	9.9%	1,019	62,159	\$ 2,600	\$ 2.55	\$ 158,600	\$ 1,903,200
3BR/2BA - Market	83	13.5%	1,237	102,671	\$ 2,999	\$ 2.42	\$ 248,917	\$ 2,987,004
	616	100.00%	780	480,543	\$2,067	\$2.65	\$1,273,553	\$15,282,636

*Square Footage does not include balcony area. With balcony SF, average rent per SF: \$2.36

** There can be no assurances that such objectives are achieved.

BLOCK 45 USES				
USES	TOTAL	PER UNIT	\$ / SF	%
Land Costs	\$ 15,000,000	\$ 24,351	\$ 31.21	7.37%
Water and Sewer Fees/ Impact	\$ 6,666,181	\$ 10,822	\$ 13.87	3.27%
Construction Costs	\$ 144,551,694	\$ 234,662	\$ 300.81	70.99%
Retail Hard Costs	\$ 2,875,000	\$ 4,667	\$ 5.98	1.41%
Retail Soft Costs (TI & LC)	\$ 677,500	\$ 1,100	\$ 1.41	0.33%
Staff and Permits	\$ 4,032,774	\$ 6,547	\$ 8.39	1.98%
Architectural and Engineering	\$ 6,888,970	\$ 11,183	\$ 14.34	3.38%
Taxes and Insurance	\$ 2,166,353	\$ 3,517	\$ 4.51	1.06%
Title and Recording	\$ 1,145,000	\$ 1,859	\$ 2.38	0.56%
Legal Fees	\$ 720,000	\$ 1,169	\$ 1.50	0.35%
Testing, Inspections, Miscellaneous	\$ 457,000	\$ 742	\$ 0.95	0.22%
Models and Furnishings	\$ 1,350,000	\$ 2,192	\$ 2.81	0.66%
Marketing	\$ 400,000	\$ 649	\$ 0.83	0.20%
Overhead	\$ 6,500,000	\$ 10,552	\$ 13.53	3.19%
Soft Costs – Contingency	\$ 1,716,010	\$ 2,786	\$ 3.57	0.84%
Operating Deficit Reserve	\$ 790,000	\$ 1,282	\$ 1.64	0.39%
Interest Calculation	\$ 7,011,000	\$ 11,381	\$ 14.59	3.44%
Financing Fees	\$ 661,460	\$ 1,074	\$ 1.38	0.32%
Total Project Uses	\$ 203,608,942	\$ 330,534	\$ 423.71	100%

BLOCK 45 SOURCES				
SOURCES	TOTAL	PER UNIT	\$ / SF	%
Equity	\$ 61,778,849	\$ 100,290	\$ 128.56	30%
County Land Contribution	\$ 9,484,281	\$ 15,397	\$ 19.74	5%
Loan Proceeds	\$ 132,345,812	\$ 214,847	\$ 275.41	65%
Total Project Sources	\$ 203,608,942	\$ 330,534	\$ 423.71	100%

*All figures are based on internally-prepared projections and estimates. There can be no assurances that such objectives are achieved.



*Renderings are conceptual design and may change.

AUDREY M. EDMONSON TRANSIT VILLAGE | LIBERTY CITY, FLORIDA



► PROJECT STATS

- **Client:** Miami-Dade Transit
- **Description of Work:** 176 Rental Units for Families, Theatre/Studio/Gallery, Miami-Dade Transportation Facilities, Ground Floor Retail, Parking Garage and Resident Amenities
- **Client Contact:** Eric Thorne, Project Manager; Tel: (786) 469-5281; Email: ethorne@miamidade.gov
- **Total Value of Contract:** Phase I: \$38,071,130; Phase II: \$29,274,093
- **Term of Contract:** 2008 – 2076 (Miami-Dade County Ground Lease)
- **Role:** Owner and Lead Developer
- **Project Results:** 100% Occupied
- **Entities Involved/Role:** Atlantic|Pacific Communities, LLC, Lead Developer; Atlantic|Pacific Community Builders, LLC, General Contractor; Corwil Architects, Inc., Architect; and Atlantic|Pacific Community Management, LLC, Property Manager.

► PROJECT DESCRIPTION

In 2015, **A|P** Communities delivered Phase I of the master planned Audrey M. Edmonson Transit Village (fka Seventh Avenue Transit Village), a mixed-use/mixed-finance, sustainable TOD, 76- unit affordable housing development in Liberty City. The second phase, delivered in June 2017, consists of 100 apartment homes with extensive resident amenities including a rooftop pool and 4,000 square feet of ground commercial space. This development serves as a significant hub for economic development, cultural enrichment, transportation, and much needed new, quality affordable housing.

AUDREY M. EDMONSON TRANSIT VILLAGE | LIBERTY CITY, FLORIDA

The master planned development, created through several public-private partnerships involving Miami-Dade County Public Housing & Community Development, Transit, Department of Cultural Affairs, Internal Services Division, the City of Miami, **AJP Communities** and BAME Development Corporation of South Florida, Inc., has transformed the block into a compact, urban infill community. **This exciting endeavor marks a major step in the revitalization of Liberty City.**

The \$67M development is the first of its kind in Liberty City and created hundreds of jobs during construction. Located on Martin Luther King, Jr. Boulevard and NW 7th Avenue, the first phase is a **LEED Silver certified** development consisting of 76 apartment homes and resident amenities; a five-bay MDT bus transit hub; a 22,000-square foot “black box” performing arts theater with 2,400 square feet of studio and gallery space presenting works by local artists and non-profits; a 156-space parking garage; and 1,700 square feet of ground floor commercial space.

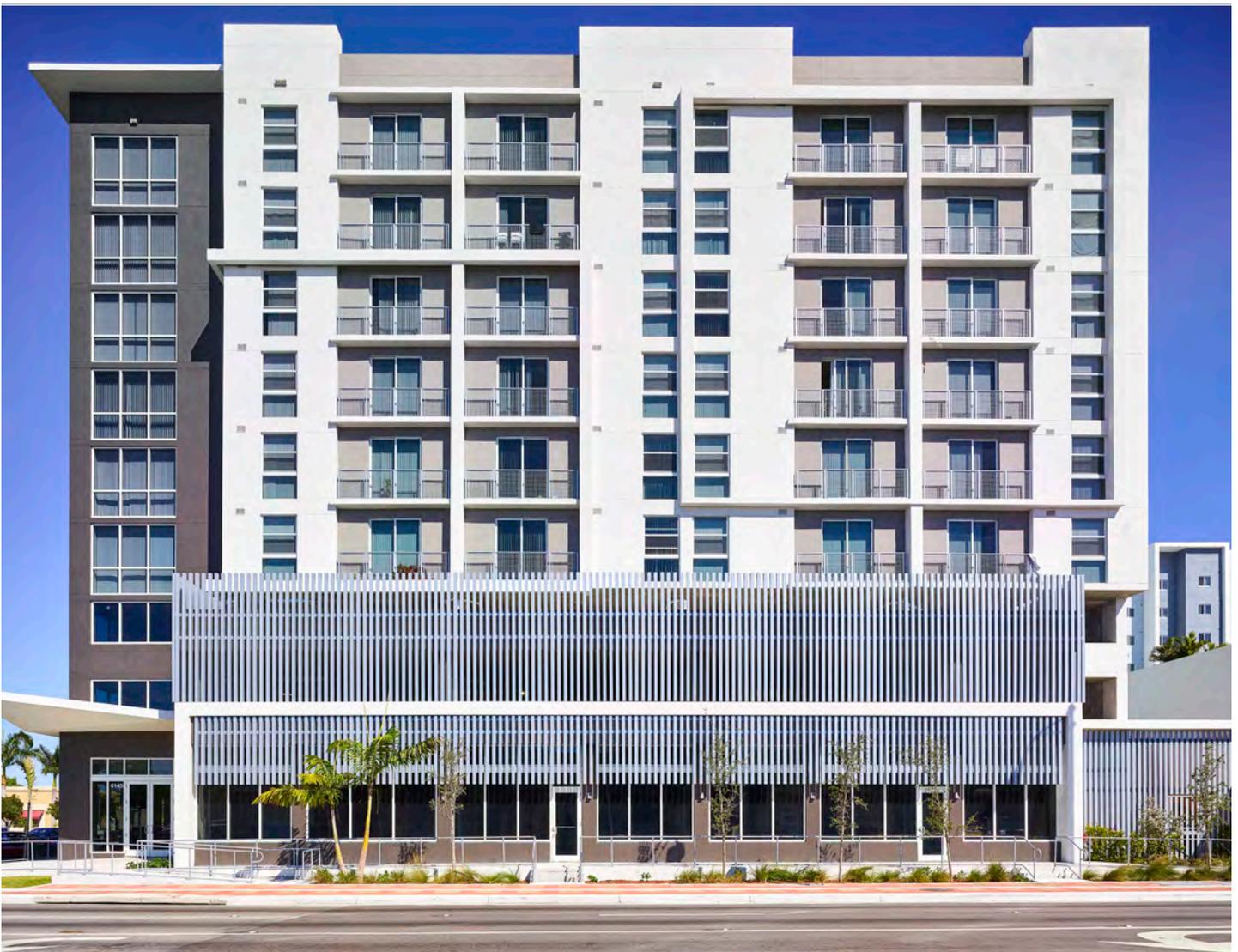


Industry leaders have stated that Phase I was one of the more complex financing structures of any affordable development undertaken in the country. The debt was originated from seven different lenders, all of which had different requirements and terms. The tax credit equity relied on two key principles: Community Service Facility and Dedicated Improvements; these generated necessary vital housing tax credits from expenditures on the cultural and transit facilities. **AJP Communities** worked closely with its financing partners, underwriters, market study provider, and tax counsel to ensure that this novel and complex financing plan was feasible and agreeable to all parties. Phase I is financed with 4% LIHTC from the Florida Housing Finance Corporation and equity from Wells Fargo Bank and subordinate debt from the following financing sources: Miami-Dade County HFA Multifamily Revenue Tax-Exempt Bonds, County General Obligation Bonds (Housing, Transit and Cultural), County Surtax Loan and City of Miami HOME Loan. Phase II was financed with 9% LIHTC obtained through the competitive Florida Housing Finance Corporation application cycle and equity from Wells Fargo Bank.

AUDREY M. EDMONSON TRANSIT VILLAGE | LIBERTY CITY, FLORIDA

The development of the Audrey M. Edmonson Transit Village at this key hub in Liberty City is already creating a lively atmosphere anchored by residents, bus transit hub, and the theater. This multi-phase development will stimulate local economic growth due to the increased accessibility to transit services, while also providing jobs, homes, and a place for the community's artists and children to nurture and display their talents.

The complex, multi-phase, mixed-use programming of this important location in Liberty City evidences **AJP Communities'** ability to build not just affordable housing, but commercial and public uses that are essential to any growing neighborhood.



FULL PROJECT STATS - AUDREY M. EDMONSON TRANSIT VILLAGE

Client Contact Information	Miami-Dade Transit Eric Thorne, Project Manager Tel: (786) 469-5281 Email: ethorne@miamidade.gov
Prime Contractor	Atlantic Pacific Communities, LLC & BAME Development Corporation of So. Florida, Inc. Pertinent personnel: Kenneth Naylor, Lindsay Lecour, Liz Wong, Raul Lopez
Address	6101 NW 7th Street, Miami, FL
Site acreage and density	2.63 acres (150 du/acre)
Results of the Project	176 Rental Units – Family, Phase I: Theatre/Studio/Gallery - 24,400 sf; Miami-Dade Transportation Facilities - 1,328 sf; Ground floor Retail - 1,700 sf; and Parking Garage – 71,145 sf (156 spaces). Phase II: Retail 4,500 sf; Parking Garage – 41,575 sf (120 spaces); Amenities: Community center with exercise room, computer center, library, a central laundry facility, tot lot, community garden and recreation deck with swimming pool
Bedroom mix and number of units	Phase I: 11 - 1BR/1BT, 41 - 2BR/2BT, 24 - 3BR/2BT units Phase II: 100 – 1BR/1BT
Construction Type	Phase I: 9 story building, 1st 2 levels consist of the parking garage with residential above; Phase II: 9 story building, 1 parking garage
Green Building Certification	Phase I: LEED Silver; Phase II: ICC 700 National Green Building Standard
Architect	Phase I: Zyscovich Architects, Inc.; Phase II: Corwil Architects, Inc.
General contractor	Phase I: Link Construction Group, Inc. Phase II: Atlantic Pacific Community Builders, LLC
Income groups served	100% at or below 60% AMI
Total development costs	Phase I: \$38,071,130; Phase II: \$29,274,093
Dates covering the term of the contract	2008 – 2076 (Miami-Dade County Ground Lease)
Notice to proceed (NTP) date	Phase I: June 13, 2014; Phase II: April 4, 2016
Financial closing date	Phase I: May 30, 2014; Phase II: April 5, 2016
Substantial construction completion date	Phase I: September 2015; Phase II: June 2017
Current project phase	Phase I: 100% Occupied; Phase II: 100% Occupied
Financing sources	\$ 2,980,910 Wells Fargo Permanent Loan \$10,592,308 Miami Dade County GOB \$ 5,000,000 Miami Dade County Cultural Arts GOB \$ 3,000,000 Miami Dade County (FTA Funds) \$ 1,500,000 City of Miami (HOME Loan) \$ 1,400,000 Miami Dade County (Surtax) \$20,000,000 Wells Fargo Equity (4% LIHTC) \$28,168,183 Wells Fargo Equity (9% LIHTC)
Community and supportive services provided	5 units in Phase II are set-aside for Youth Aging Out of Foster Care referred by Our Kids of Miami-Dade/Monroe, Inc. Resident programs: Financial counseling, literacy training, employment assistance program. A Family Support Coordinator will be on site to help residents achieve and maintain maximum independence and self-sufficiency.
Job training programs provided	Worked with Greater Miami Service Corps to transform the lives of young people through education and service activities that improve communities and strengthen the local workforce.
Property manager	Atlantic Pacific Community Management, LLC

A|P Communities

AUDREY M. EDMONSON TRANSIT VILLAGE | LIBERTY CITY, FLORIDA



NORTHSIDE TRANSIT VILLAGE | MIAMI-DADE COUNTY, FLORIDA



► PROJECT STATS FOR PHASE I

- **Client:** Miami-Dade Transit
- **Description of Work:** 100 Rental Units for Families, Retail and Parking Garage
- **Client Contact:** Eric Thorne, Project Manager; Tel: (786) 469-5281; Email: ethorne@miamidade.gov
- **Total Value of Contract:** \$28,450,031
- **Term of Contract:** 2010-2040
- **Role:** Owner and Developer
- **Project Results:** 100% Occupied
- **Entities Involved/Role:** Atlantic|Pacifc Communities, LLC, Developer; Corwil Architects, Inc., Architect; and Atlantic|Pacifc Community Management, LLC, Property Manager.

► PROJECT DESCRIPTION

Northside Transit Village (“NTV”) is a partnership between Miami-Dade County and AJP Communities that will transform an underutilized six-acre surface parking lot at the Northside Metrorail Station into a vibrant, urban infill community. The mixed-use Transit Oriented Development (“TOD”) increases ridership on the Metrorail and offers an opportunity for affordable housing residents to live without the cost and burden of a car.

NORTHSIDE TRANSIT VILLAGE | MIAMI-DADE COUNTY, FLORIDA

The master planned development of NTV conforms to the design guidelines of the Rapid Transit Development Impact Zone as well as the North Central Urban Area District. The four phases of development will provide 600 affordable homes with pedestrian open space in the form of plazas, courtyards and landscaped areas; parking garages including 250 spaces built for transit riders; 20,000 square feet of commercial/retail space; and convenient connections between the transit station, parking, and the residential and retail elements. In addition to the Metrorail, there are public bus stops on-site with routes to all major employment areas.



Pedestrian traffic is generated with ground level retail accessed via patterned pedestrian walkways, creating a sense of neighborhood for the residents and transit riders. The master plan incorporates open streetscapes and wide pedestrian-friendly, shaded sidewalks. An “Eyes on the Street” design is incorporated through the use of windows and balconies at bedroom and living areas to encourage a safe, walkable community. The installation of stone accents on exterior walls, landscape buffers and vegetation facilitate a visual transition between the public and private areas of the site.

With immediate access to transit and daily services, NTV offers a holistic approach to affordable housing. The dividends are already paying off for residents and the community alike. Specifically, residents save money on gas, water and electric bills each month, and many families are no longer dependent on the automobile. These savings – coupled with lower rents – are particularly critical in Miami.

The first of four phases of development was completed in 2015, and provides 100 two-, three- and four-bedroom apartment homes, residential amenities, a parking facility with 201 spaces, and 2,140 square feet of retail. Phase I is set-aside for individuals and/or families earning less than 33%, 50% and /or 60% or less of the Area Median Income (“AMI”). It is a **LEED Silver certified** development and a winner of the **US Green Building Council South Florida 2015 Gala Verde Award**.

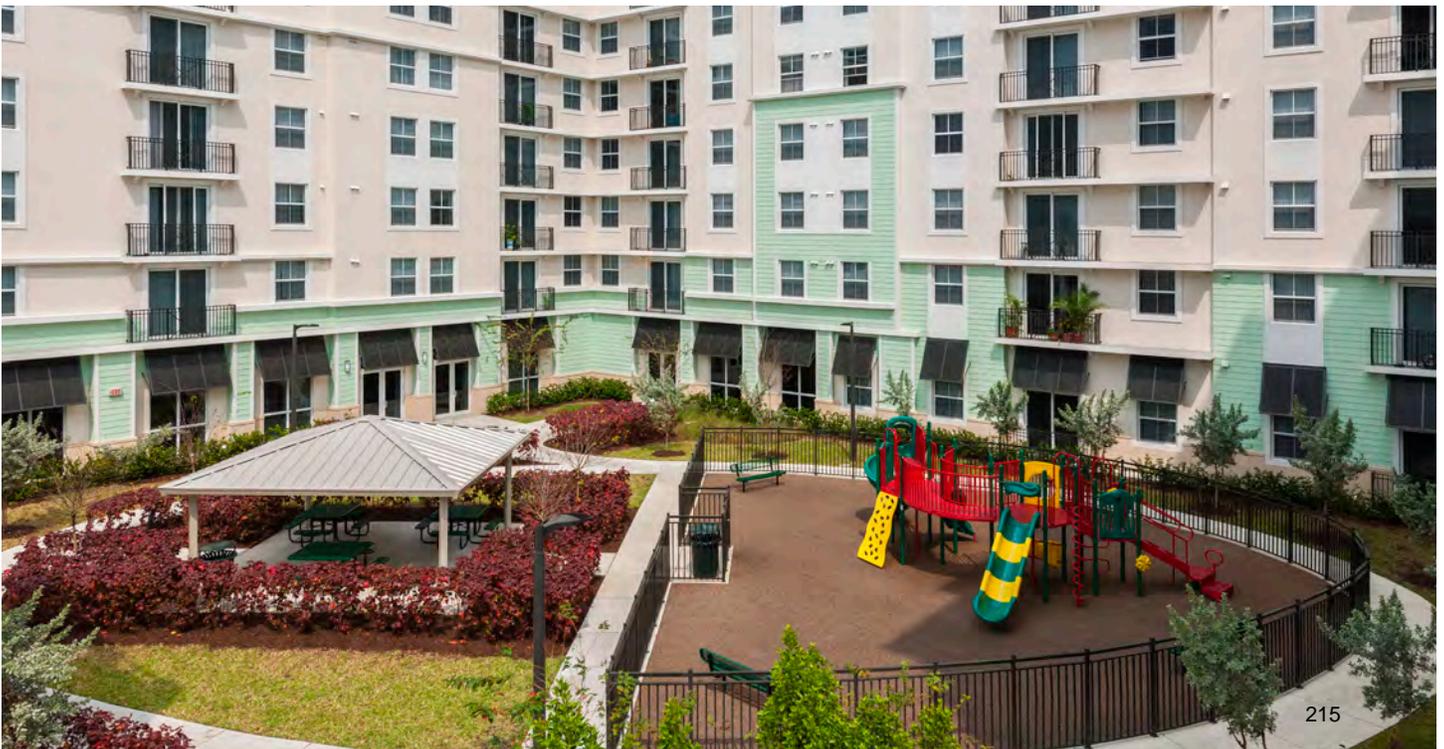
NTV is the product of a competitive RFP process whereby the development was granted a 55-year ground lease with two 15-year extensions from Miami-Dade County. Phase I of the Northside Transit Village is a \$28M development financed using several sources of public funds as well as private sector debt and tax credit equity from Wells Fargo Bank through the syndication of 4% low-income housing tax credits (LIHTC) from the Florida Housing Finance Corporation (“FHFC”).

NORTHSIDE TRANSIT VILLAGE | MIAMI-DADE COUNTY, FLORIDA

Additionally, soft debt for the project was procured in the form of a low-interest loan from the Miami-Dade County SURTAX program, a grant from Miami Dade County Building Better Communities-General Obligation Bond program funds), and Federal Neighborhood Stabilization Program 3 funds administered through Miami Dade County's Public Housing and Community Development department.

In February 2017, the FHFC approved a 9% LIHTC allocation for the second phase of Northside Transit Village; in March 2018, Miami-Dade County's Board of County Commissioners approved a \$2.5M Documentary Stamp Surtax allocation for the development. This phase was completed in 2019 and added 120 affordable apartment homes for seniors 55 or older, as well as garage structure with parking spaces reserved for Miami-Dade Transit. This development comes at a pivotal time for the community as Miami-Dade County has adopted The Smart Plan which will improve travel times, transit service, transit ridership, transportation cost savings and improved access to major employment centers, ultimately advancing economic growth.

The third phase currently under construction, was financed with SAIL and SAIL ELI gap loans competitively secured from the Florida Housing Finance Corporation, the loans were paired with 4% LIHTC and tax-exempt bonds. This phase will provide 180 apartment homes and amenities and is expected to be completed in 2021. The fourth and final phase was funded in 2020 via a competitive FHFC application for Community Development Block Grant-Disaster Recovery loan paired with 4% LIHTC and tax-exempt bonds made available for areas impacted by Hurricane Irma in 2017. This will add 200 apartments, amenities and parking. All four phases were developed by **A|P communities**, built by **A|P Community Builders** and managed by **A|P Community Management**.



A|P Communities

NORTHSIDE TRANSIT VILLAGE | MIAMI-DADE COUNTY, FLORIDA



FULL PROJECT STATS- NORTHSIDE TRANSIT VILLAGE - I

Client Contact Information	Miami-Dade Transit Eric Thorne, Project Manager Tel: (786) 469-5281 Email: ethorne@miamidade.gov
Prime Contractor	Development Manager: Lindsay Lecour Pertinent Personnel: Kenneth Naylor, Liz Wong
Address	3101 NW 77th Street, Miami, FL 33147
Site acreage and density	1.87 Acres (53.48 du/acre)
Results of the Project	100 Rental Units – Family; Retail - 2,143 sq. ft.; Parking Garage -73,000 sq. ft.
Bedroom mix and number of units	17 - 2BR/2BT, 69 - 3BR/2BT, 14 - 4BR/2BT units
Construction Type	8 story building and a 2-story parking garage
Green Building Certification	LEED Silver
Architect	Corwil Architects, Inc.
General contractor	Gomez Construction Company, Inc.
Income groups served	100% at or below 60% AMI
Total development costs	\$28,450,031
Dates covering the term of the contract	2010-2040
Notice to proceed (NTP) date	December 2013
Financial closing date	December 23, 2013
Substantial construction completion date	March 2015
Current project phase	100% complete and stabilized
Financing sources	\$ 2,551,200 Wells Fargo Permanent Loan \$ 4,000,000 County GOB \$ 7,500,000 County NSP3 Loan \$ 2,750,000 County SURTAX Loan \$11,482,920 Wells Fargo Equity (4% LIHTC)
Community and supportive services provided	Central Laundry Facility, Tot Lot, Exercise room, Library, Computer Lab, Financial Incentive for Assistance with Homeownership
Job training programs provided	Worked with Greater Miami Services to transform the lives of young people through education and service activities and with the Youthbuild program to improve communities and strengthen the local workforce. Also worked with the GC and the Commissioner's office to host a Job Fair.
Property manager	Atlantic Pacific Community Management, LLC

PREVIOUS HOUSING DEVELOPMENT EXPERIENCE

A|P Communities

NORTHWEST GARDENS | FORT LAUDERDALE, FLORIDA



► PROJECT STATS

- **Client:** Housing Authority of the City of Fort Lauderdale
- **Description of Work:** Multi-phase mixed-income, mixed-finance redevelopment of HACFL's portfolio
- **Client Contact:** Tam English, Executive Director; Phone: (954) 525-6444
- **Total Value of Contract:** \$171,194,240
- **Term of Contract:** 2007-present
- **Role:** Lead Developer, GC, Manager
- **Project Results:** 100% Occupied
- **Entities Involved/Role:** Atlantic | Pacific Communities, LLC, Lead Developer; Atlantic | Pacific Community Builders, LLC, General Contractor; and Atlantic | Pacific Community Management, LLC, Compliance.

► PROJECT DESCRIPTION

The Northwest Gardens Neighborhood redevelopment is a case example of a complex, master plan implementation that transformed one of the most impoverished, drug- and crime-ridden neighborhoods in the country into a safe, stable, aesthetic, environmentally-friendly, and walkable community. Northwest Gardens ("NWG") was completed in partnership with the Housing Authority of the City of Fort Lauderdale ("HACFL").

NORTHWEST GARDENS | FORT LAUDERDALE, FLORIDA

The success of our first development with the HACFL, Dixie Court Apartments, **resulted in a long-term partnership to redevelop HACFL's entire portfolio of aging public housing stock.** All in all, more than 70 acres and dozens of blocks throughout Fort Lauderdale have been transformed in partnership with the HACFL, the City, the County, and the CRA resulting into nearly 1,600 tax credit homes.

NWG quickly became a national model for social, environmental, and economic sustainability. The development has been successful because of its strong network of local partnerships which include The Pantry of Broward, Children's Services Council, Urban League, Honey Project, YouthBuild, Step-Up, the United Way and other partners who are helping plant the seeds for change.



The redevelopment received real tangible support from the community as evidenced by the various local financial assistance received from the City, CRA, County and the State, City Commissioners, the Mayor, adjacent property owners & residents, all of whom contributed to the redevelopment of this community. The City waived impact fees; the CRA provided funds to aesthetically enhance the area's streetscape and landscaping; the Home Beautiful Park Civic Association, Dorsey-Riverbend Civic and Durrs Community Associations were involved in the design review process; the County provided HOME loans and impact fee waivers; and the FHFC awarded 9% LIHTC, SAIL, RRLP and TCEP loans.

The goals of this project were comparable in size, scope, and complexity to the proposed development. Our strategies included thoughtful, calculated financing, community participation, and public support. Please find the details of our Northwest Gardens Neighborhood redevelopment on the following pages.

NORTHWEST GARDENS | FORT LAUDERDALE, FLORIDA

Vision statement

Revitalize the community and create a sense of place by creating a sustainable neighborhood that promotes urban self-sufficiency and a healthy, safe accessible living environment. A large piece of the development puzzle was to accommodate the community needs as part of the overall development.

Development Goals

Develop a Transit-Oriented Village that leverages proximity to major roadways and county bus system; enhance the streetscape to encourage pedestrian use; increase the number of new, safe, affordable housing options in the neighborhood; create a unifying theme of sustainability by incorporating community gardens and green design principles throughout the neighborhood, and leverage public-private partnerships to implement joint vision and goals.

Updated Street Grid and Streetscape

In creating the master plan, we analyzed the traffic and circulation within the neighborhood as well as key access points to major roadways and nearby bus stops. A central “hub” or node was defined where the two main north-south and east-west streets met; these streets were also the main feeders to the major roadways outside of the neighborhood. Several design elements were proposed to clearly define the hub, including pavement markings, decorative pedestrian crossings, better alignment of streets and sidewalks and enhanced landscaping. Bus shelters were designed within walking distance of the hub, and wide sidewalks with canopy shade trees and solar or LED street lighting was added throughout the area to create safe and attractive walkways and encourage pedestrian use.

Mixed-Income Neighborhood

The Northwest Gardens master plan incorporated a diversity of housing types, including garden apartments, townhomes and single-family homes; enabling residents from a wide range of economic levels, household sizes, and age groups to live in the same community. The master plan identified the east side of the neighborhood as well-suited for senior housing and the west side of the neighborhood, adjacent to a large city park, as well-suited for larger families. Accordingly, smaller one- and two-bedroom apartments were built on the east side while larger two-, three-, four- and five-bedroom apartments and townhomes were built on the west side. In order to connect the neighborhood, a meandering walking path led from the park through the west side of the neighborhood to the central hub, and on through the east side of the neighborhood to the main roadway adjacent to the neighborhood. Because of the public-private partnership with the housing authority, which provided project-based vouchers for a significant portion of the new housing, the neighborhood was able to serve a broad spectrum of economic levels, including those earning 0-60% of the Area Median Income. Interspersed with the new apartments are existing owner-occupied single-family homes serving higher income families and seniors.

NORTHWEST GARDENS | FORT LAUDERDALE, FLORIDA

A Sustainable Neighborhood

In efforts to become the city's "green neighborhood" – a goal outlined by the HACFL – a number of sustainable pilot projects and green design principles were implemented. **All new developments achieved a LEED Silver standard or higher, and the neighborhood itself was one of the first pilot projects of the US Green Building Council's LEED Neighborhood Development standard.** Examples of sustainable practices beyond the LEED standards include: bioswales in lieu of traditional retention ditches, permeable paving, and turning vacant or undevelopable parcels into pocket parks. A key unifying concept of edible landscaping, the main justification for the "gardens" name, was incorporated across the neighborhood. Alice Thomas, one of the young residents involved with the community garden implementation, went on to create 'Urban Youth Green Farmers', a youth-oriented marketing and promotions company designed to market and sell naturally produced fruits and vegetables in underserved communities and to local restaurants and businesses. For her efforts, Alice was given the prestigious Google Young Minds award.



Alice Thomas, Co-Founder of Urban Youth Green Farmers & Google Young Minds Winner

Economic Opportunity and Jobs

The transformation of the Northwest Gardens neighborhood added more than \$200 million of local investment dollars and more than 600 jobs to the local economy. It has fueled a powerful network of interconnected social and environmental partnerships that promote urban self-sufficiency and ensure the residents are an integral part of sustaining the changes brought to the area. Beyond merely shelter, food, education, occupation, physical and emotional wellness are all part of the development and planning focus. These partnerships help to facilitate HACFL's youth



empowerment programs initiatives such as the Youthbuild Program and the Step-Up Apprenticeship program, which provide on-site vocational training to public housing residents; community gardens that enable nutritious on-site food production in an urban food desert; and resident programs. During the two-year state certified Step-Up program, apprentices are trained in construction skills with a specialty in housing rehabilitation and building maintenance for occupations. All apprentices are required to obtain their GED while in the program, and certified instructors taught morning and evening classes at the HACFL to help prepare the apprentices for the exam. Step-Up built, installed and maintains the kitchen and bathroom cabinetry at nearly all of the Northwest Gardens buildings. By targeting the youth population within the area through these efforts, we seek to facilitate neighborhood stabilization that is attractive to market rate residents.

NORTHWEST GARDENS | FORT LAUDERDALE, FLORIDA

Summary

The overall vision of the master plan was driven by the goal of increasing the number of sustainable, safe, and affordable housing in the community. The end-result was the establishment of a true neighborhood Transit Oriented Village with an atmosphere of self-reliance (particularly from automobiles), healthy lifestyles, personal freedom, and safety with a strong sense of identity and place, and connections via public transit in and around the City of Fort Lauderdale, Broward County, and greater South Florida. The efforts also resulted in economic growth of the neighborhood and a community garden as a way to stimulate social interaction, encourage self-reliance, provide nutritious food, reduce family food budgets, and foster opportunities for inter-generational and cross-cultural connections.

The NWG developments referenced above reflect the **A|P** team's ability to not only develop affordable housing with public partners, but to actively participate in the planning, provision of infrastructure and facilities, and active participation by our management team in sustaining the broader changes that result from our activities in the communities that we serve.



FULL PROJECT STATS - NORTHWEST GARDENS I THROUGH V

Client and Contact Information	Tam English, Executive Director Housing Authority of the City of Fort Lauderdale 437 SW 4 th Avenue, Fort Lauderdale, FL 33315 Phone: (954) 525-6444
Key Staff	Kenneth Naylor, Lindsay Lecour, Liz Wong, Greg Griffith, Raul Lopez, Carine Yhap, Claudia Ortiz, Jonathan Del Sol
Address (Scattered Sites)	Phase I: 645 NW 10th Ave Phase II: 1230 NW 8th St Phase III: 824 NW 14th Ave Phase IV: 1221 NW 7th St Phase V: 1330 NW 7th St
Acreege	Phase I: 5.3 Phase II: 6.22 Phase III: 10.7 Phase IV: 9.29 Phase V: 7.68 Total: 39.19
Results of the Project	Phase I: 143 garden units - Elderly Phase II: 128 garden units - Elderly Phase III: 150 units (84 townhomes, 66 garden) - Family Phase IV: 138 garden units - Family Phase V: 200 units (100 mid-rise, 100 garden)-Elderly Total: 759 units
Bedroom mix and number of units	Phase I: 72-1BR/ BT, 50-2BR/2BT, 21-3 BR/2BT Phase II: 86-1BR/1BT, 42-2BR/2BT Phase III: 58-2 BR/2BT, 80-3BR/2BT, 8-4BR/2BT, 4-5 BR/2.5BT Phase IV: 62-2BR/2BT, 64-3BR/2BT, 10-4 BR/2BT, 2-5BR/2.5 BT Phase V: 75 - 1BR/1BT, 10 - 2BR/2BR and 15 - 3BR/2BT units Total: 233 -1BR/1BT, 222 - 2BR/2BT, 180 - 3BR/2BT, 18 - 4 BR/2BT, 6 - 5BR/2.5BT
Architect	Phases I-IV: Barranco Ganzales Architects Phase V: Zyscovich Inc.
General Contractor	Phase V: A P Community Builders, LLC
Total Development Costs	\$171,194,240
Financing Sources	Construction Loans: 62,300,951 9% LIHTC Equity: 65,717,761 4% LIHTC Equity: 11,103,028 FHFC TCEP Loan: 23,232,500 FHFC SAIL Loans: 4,960,000 FHFC ELI Loans: 2,775,000 Broward County Gap: 1,105,000
Contract Duration	2007-present
Financial closing date (or anticipated date)	Phase I: 06/03/2010 Phase II: 02/14/2013 Phase III: 12/12/ 2010 Phase IV: 02/14/2013 Phase V: 02/08/2016
Notice to proceed (NTP) date	Phase I: June 2010 Phase II: February 2013 Phase III: December 2010 Phase IV: February 2013 Phase V: February 2016
Substantial construction completion date (or anticipated date)	Phase I: September 2011 Phase II: February 2014 Phase III: November 2012 Phase IV: May 2014 Phase V: February 2017 (Rehabilitation) Phase V: May 2017 (New construction)
Construction duration (in months)	Phase I: 15 Months Phase II: 13 Months Phase III: 17 Months Phase IV: 15 Months Phase V: 12 Months
Current project phase	100% Complete
Property Management	A P Community Management; all have transitioned to the HACFL after stabilization period.

PACIFIC VILLAGE | SAN DIEGO, CALIFORNIA



► PROJECT STATS

- **Client:** Atlantic|Pacific (Self-performing)
- **Description of Work:** Development of 600 mixed-income homes and apartments
- **Client Contact:** Randy Weisburd
- **Total Value of Contract:** \$211,800,000
- **Term of Contract:** 2016 - Present
- **Role:** Developer
- **Project Results:** 324 for-sale homes in three separate neighborhoods and 276 rental apartments
- **Entities Involved/Role:** Atlantic|Pacific (property owner); Atlantic|Pacific Communities (Apartment Developer); Lennar Homes (Home Developer)

► PROJECT DESCRIPTION

Pacific Village is a new 41.5-acre, 600-home infill community that will provide ownership and rental opportunities for middle-class San Diego families near jobs and transportation. Consistent with the Rancho Penesquitos Community Plan, Pacific Village helps achieve San Diego's goal of creating more quality housing for the City's middle-class families. The approved development was hailed by the San Diego Union Tribune as "...a model for alleviating the city's housing crisis."

PACIFIC VILLAGE | SAN DIEGO, CALIFORNIA

A|P has owned and managed Penasquitos Village for more than 40 years and cares deeply about the families that reside in this community. The property, however, was nearing the end of its useful life and needed to be replaced. In response, **A|P** in partnership with Lennar Homes developed a master plan that would nearly double the site's density, consistent with both the City's General Plan and the Rancho Penasquitos Specific Plan, while also providing a range of workforce housing options including rental homes affordable to families earning 65% or less of area median income.

The new Pacific Village will consist of 324 for-sale homes in three separate neighborhoods and 276 apartment homes. The for-sale neighborhoods will feature 99 single family homes, 105 two-story triplex homes, and 120 three-story townhomes.



The for-sale homes will range in size from 1,324 sq ft to 2,034 sq ft, and will have 2 to 4 bedrooms. The pricing of the for-sale homes is expected to range from mid \$400,000 to mid \$600,000, well below the San Diego average. For homes that qualify, Lennar will offer low down-payment programs designed specifically for first-time buyers and buyers with moderate incomes and limited credit histories.

The project also includes 276 apartments with modest rents, and 28 of these units will be low-income, rent-restricted apartments. Rental apartment homes will include 1-, 2- and 3-bedroom homes, ranging in size from 607 sq ft to 1,533 sq ft.

Pacific Village residents will enjoy two community centers with a range of amenities such as swimming pools and play areas, as well as dog parks and community gathering places. All of the proposed homes will comply with the latest building codes with enhanced energy saving features. Homes will have solar paneled roofs and will be capable of accommodating electric vehicles and charging stations.

Nearby residents will benefit from a \$10 million transportation and infrastructure investment including: enhanced landscaping; preservation of mature shade trees along Carmel Mountain Road; new walking and biking paths; a new traffic signal will be added to Carmel Mountain Road; and sound wall along Interstate 15.

PACIFIC VILLAGE | SAN DIEGO, CALIFORNIA

Additionally, the development will provide the following economic benefits to the community:

- About 1,500 new construction jobs
- More than \$611,000 in sales tax revenue during construction phase
- More than \$2.6M annually in property tax revenue - \$668,416 to San Diego - upon stabilization
- \$23.7M annually in increased retail expenditures
- \$4 million contribution will be made to the city's affordable housing fund

Pacific Village will create much needed workforce housing along major job corridors and will allow police, nurses, firefighters, and teachers to own homes in the community they serve. It will also allow military service members stationed at the nearby base to rent or own homes in the community.



FULL PROJECT STATS - PACIFIC VILLAGE

Client Contact Information	Atlantic Pacific(Self-performing) Randy Weisburd 1025 Kane Concourse, Suite 215 Bay Harbor Islands, FL 33154 Telephone: 305-438-7386
Prime Contractor	Owner/Developer
Address	10955 Carmel Mountain Rd, San Diego, CA 92129
Site acreage and density	41.5
Results of the Project	99 for-sale single family homes;105 for-sale two-story triplex homes 120 for-sale three-story townhomes; 276 rental apartments (10% affordable)
Bedroom mix and number of units	For-sale: 2-, 3- and 4-bedrooms ranging from 324 sf to 2,034 sf Rental: 1-, 2- and 3-bedroom homes from 607 sf to 1,533 sf
Architect	KTGY Architecture Planning; Schmidt Design Group Humphreys and Partners Architects, L.P
Total Development Costs	Estimated \$211,800,000
Duration	2016 to Present
Current project phase	Under Construction

AJP Communities

PACIFIC VILLAGE | SAN DIEGO, CALIFORNIA



PROPERTY FACTS

Units:	360	
Completion Date:	2014	
Total Development Cost:	\$78,000,000	Per Unit \$216,667
Current Valuation:	\$128,000,000	\$355,556

OPPORTUNITY

- The Atlantic | Doral is a garden style luxury rental development which consists of 15 residential buildings with 360 residential units plus a Clubhouse and other associated amenities. All units have “best in class” finishes
- A | P Companies acquired the land in 2007 to construct ‘for-sale’ condominiums and an office property. Due to the significant repricing after this period, A | P decided to hold and then develop a strictly for-rent multi-family property in 2011
- The Atlantic | Doral Project started in March 2012 and delivered its first building and clubhouse in July 2013 and secured its last Certificate of Occupancy and was complete in March 2014

VALUE CREATION

- Total cost basis is approximately \$78,000,000 or \$216,700/unit

NOI 2017	\$5,885,000	
reserves	\$99,000	
NOI after reserves	\$5,786,000	
Value	\$128,577,778	4.5 cap



PROPERTY FACTS

Units:	368	
Completion Date:	2012	
Implied Land Value:	\$24,000,000	
Construction:	\$53,000,000	Per Unit:
Total Cost:	\$78,000,000	\$211,957
Current Valuation:	\$144,500,000	\$392,663

OPPORTUNITY

- Redevelopment of a 30 acre, previously 244 unit community in a well located San Diego sub market

STRATEGY AND EXECUTION

- New development created a market rate, 368 unit luxury rental community commencing construction in 2009
- Developed throughout the Great Recession and delivered in 2011-2012
- Strong leasing and stabilization upon delivery

VALUE CREATION

- Total cost basis is approximately \$78,000,000 or \$211,957/unit

NOI 2017	\$5,885,000	
reserves	\$101,200	
NOI after reserves	\$5,783,800	
Value	\$144,595,000	4 cap



PROPERTY FACTS

Units:	252	
Completion Date:	2015	
Total Development Cost:	\$34,170,000	Per Unit \$135,595
Current Valuation:	\$52,000,000	\$206,349

OPPORTUNITY

- The Atlantic | Tradition is a garden style luxury rental development which consists of 13 residential buildings with 252 residential units plus a Clubhouse and other associated amenities. All units have “best in class” finishes.
- The Atlantic | Tradition Project started October 2013 and delivered its first building and clubhouse in October 2014 and was complete in July 2015.

VALUE CREATION

- Total cost basis is approximately \$34,170,000 or \$135,595/unit

NOI 2017	\$2,401,826	
reserves	\$69,300	
NOI after reserves	\$2,332,526	
Value	\$51,833,911	4.5cap



PROPERTY FACTS

Units:	346	
Completion Date:	2018	in lease up
Total Development Cost:	\$65,330,000	Per Unit \$188,815
Current Valuation:	\$90,000,000	\$260,116

OPPORTUNITY

- The Atlantic Delray Beach is a garden style luxury rental development with 346 residential units, clubhouse and amenity areas. Amenities include: pool with poolside cabanas, heated spa, outdoor summer kitchen, an energetic game room, lighted tennis court and clubroom with bar area.

VALUE CREATION

- Total cost basis is approximately \$65,330,000 or \$188,815/unit



PROPERTY FACTS

Units:	420	
Completion Date:	2018	in lease up
Total Development Cost:	\$76,950,000	Per Unit \$183,214
Current Valuation:	\$109,000,000	\$259,524

OPPORTUNITY

- The Atlantic Cypress Creek is a garden style luxury rental development with 420 residential units, clubhouse and amenity areas. Amenities include: pool with poolside cabanas, heated spa, outdoor summer kitchen, an energetic game room, lighted tennis court and clubroom with bar area.

VALUE CREATION

- Total cost basis is approximately \$76,950,000 or \$183,214/unit



BANKING:

WELLS FARGO BANK

Patrick T. Range
Senior Vice President
954-712-3681

PNC BANK

Cory Clement
Senior Vice President
561-866-9193

CITY NATIONAL BANK

Laura Marinello
First Vice President
305-535-6185

PARTNERS:

ROCKPOINT GROUP

Dan Domb
617-530-3982

WELLS FARGO BANK

Sean Barlas
704-383-6673

LEM CAPITAL LP

Joshua Grossman
610-764-0451



ATLANTA | 3399 PEACHTREE RD NE | SUITE 520 | ATLANTA GA 30326 | T: 404 698 4630 | F: 305 842 1550

BAY HARBOR ISLANDS | 1025 KANE CONCOURSE | SUITE 215 | BAY HARBOR ISLANDS FL 33154 | T: 305 867 2245 | F: 305 867 2246

BOCA RATON | 622 BANYAN TRAIL | SUITE 150 | BOCA RATON FL 33431 | T: 561 819 5433 | F: 561 819 5553

MIAMI | 161 NW 6TH STREET | SUITE 1020 | MIAMI FL 33136 | T: 305 867 2245 | F: 305 867 2246

SAN DIEGO | 11075 CARMEL MOUNTAIN ROAD | SUITE 200 | SAN DIEGO CA 92129 | T: 858 672 3100 | F: 858 672 2775

Tab 5.c.3

Torti Gallas + Partners



THE PIXON, LAKE NONA, FL

“...we take pride in balancing the diverse needs of communities with the realities of the marketplace to arrive at buildable solutions...”



THE AERTSON, NASHVILLE, TN



HILLDALE GATEWAY, WHITE OAK, MD



PACIFIC BEACON, SAN DIEGO, CA

Torti Gallas + Partners was established in Silver Spring, Maryland in 1953. Today, with offices in Silver Spring, Maryland, Tampa, Florida, Los Angeles, California, Philadelphia, Pennsylvania, and Istanbul, Turkey, the firm is one of the largest planning and architectural design firms in the United States dedicated to advancing the principles of the New Urbanism, Smart Growth and Sustainability to meet the challenges of our time.

Torti Gallas has extensive experience with all scales of design projects in the residential, mixed-use, transit-oriented, and commercial markets, applying jurisdictional needs and code requirements in local, national and international markets. With extensive experience in the public and private sectors, we take pride in balancing the diverse needs of communities with the realities of the marketplace to arrive at buildable solutions that bring value to our clients and to the communities in which we work. In applying this successful, market-focused approach, Torti Gallas has designed over 485,000 residential units and planned over 1,900 residential and mixed-use communities – housing over 1 million people. Since our founding, this diverse range of projects has resulted in more than \$78 billion of construction at all levels of density and incomes. Our dedication to full implementation of our designs and master plans over 67 years of practice enables our team to arrive at inventive solutions for communities and downtowns that provide value to our clients and to the people who will ultimately live, work, learn, shop, visit and play in them.

Torti Gallas has been successfully working in the Tampa and Central Florida region since 1997 on the design of residential and mixed-use communities totaling over 15,000 units and more than 1 million square feet of retail. One of our first projects in Tampa was the community revitalization of Belmont Heights with the Tampa Housing Authority. Working with THA, the City and the residents to help transform this formerly gated, barracks-style public housing project into a vibrant new mixed-income residential neighborhood for its existing and future residents was a truly rewarding experience for Torti Gallas. This successful, national award-winning design led to other Tampa area work, including the Temple Terrace master plan, military family housing communities at MacDill Air Force Base, and the master plan for the Greater Ridgecrest Area in Pinellas County, to name a few. Our continued work in the Tampa area and throughout the State of Florida led to the opening of our Tampa office in 2015. Since then we have continued to grow and thrive with designing numerous residential and mixed-use communities in Tampa and across the State of Florida.

DESIGN PHILOSOPHY

At Torti Gallas + Partners, we take pride in a culture of constant inquiry and innovation that often results in the catalytic transformation of the communities in which we work. Our design solutions are a direct response to the particular challenges of a project and the opportunities they present. We believe that such an inventive approach is required today, more than ever before. Rapidly approaching what many have called the “Peak Carrying Capacity” of our planet, we are facing increasing pressures on our current environmental, economic and social frameworks. These translate into unprecedented challenges towards community building. We must provide basic needs for larger populations, but with having access to fewer resources. We aim to deliver positive economic development while preserving local commerce and cultures. We aspire to create socially just communities which, with every successive development, are expected to achieve a higher standard of design and quality.

Navigating these challenges requires a much more holistic approach to planning, design, and implementation than the current norm. **“Spectrum”** is our responsive approach, which builds upon the principles of New Urbanism and Smart Growth to create a framework for sustainable and resilient communities while meeting the challenges of our time. We deliver this framework through a “systems approach”. We believe that sustainable communities offer solutions through 3 distinct platforms:

Natural Systems • Built Environment • People

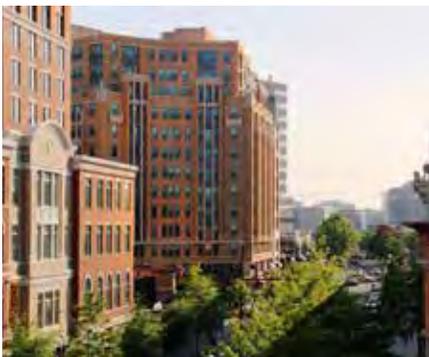
Delivering such integrated solutions requires an inextricable relationship between the planning, urban design and architecture of communities and the contextual nature of the buildings they contain. We apply new urbanist principles that incorporate environmental



BALDWIN PARK VILLAGE, ORLANDO, FL



DELAMARRE, CELEBRATION, ORLANDO, FL



LYON PLACE AT CLARENDON CENTER ARLINGTON, VA



AVEC ON 8TH, WASHINGTON, DC

sustainability and embrace social justice and contextual design as foundations for all of our work. As a firm, we are dedicated to the holistic design of the built environment, which includes both the responsible development of greenfield sites at the edges of our metropolitan areas, brownfields redevelopment, and the revitalization, infill and refill of our cities and suburbs. We work collaboratively with residents, city officials and community stakeholders in a comprehensive approach to arrive at designs that are a seamless integration of use, lifestyle, and market conditions.

The overarching concern of all of our engagements is the creation of a “sense of place,” a quality that has been further defined in terms of a set of constituent characteristics. First and foremost, these characteristics include a vital civic realm anchored by public spaces and civic structures. At the same time, we believe that a synergy is created when the design solution has a direct relationship with the natural environment. Such holistic buildings and communities should be diverse in use, and allow a safe, 24-hour existence, with opportunities for working, living, recreating, shopping, educating and worshipping in close proximity.



COMMITMENT TO SUSTAINABLE COMMUNITIES

Torti Gallas + Partners has made a Firmwide commitment to designs that yield economically viable and environmentally sustainable and resilient communities. Every new project begins with a Sustainable Development Workshop where we identify beneficial and feasible development options that integrate sustainable horizontal and vertical construction strategies. Our LEED Accredited Professionals are supported by the entire Firm’s resources in researching, designing, monitoring and implementing designs and master plans that preserve the earth’s resources by creating developments that enhance the natural setting and buildings that maximize energy efficiency and indoor air quality.

Torti Gallas has designed numerous LEED Certified buildings, including 91 LEED-H Platinum homes at Salishan in Tacoma, Washington; LEED-H Platinum homes and the world’s first LEED-ND Stage 3 Silver-certified project at the Westlawn neighborhood in Milwaukee, WI; the LEED-NC Gold Capper/Carrollburg Community Center in Washington, DC; The LEED-ND Crystal City Master Plan, in Arlington County, Virginia – the future home of Amazon’s HQ2; the Fairfax Village Neighborhood Center at Fort Belvoir, VA, the first LEED Platinum Certified building on a Department of Defense installation and only the second in the State of Virginia, and several LEED Certified Community Centers in California. Additionally, Torti Gallas was selected by HUD and The National Association of Home Builders to design the PATH Concept Home (Partnership in Advancing Technology in Housing) as a LEED-H Silver Certified home. We also have one Passive House certified project and another in design, several



WESTLAWN, MILWAUKEE, WI

projects that are Green Communities Certified and several more for which we are in pursuit, and are pursuing EarthCraft Virginia Certification in Richmond, VA. In total, Torti Gallas has over four dozen projects that are LEED Certified and almost two dozen more pending LEED Certification.

Our national leadership in designing environmentally sustainable and economically viable communities ensures clients that we have the expertise to utilize innovative strategies that are financially feasible and buildable.

DESIGN OF AFFORDABLE HOUSING

We have been the Planner and Designer of 23 successful HOPE VI Grant Applications as well as 10 additional Public Housing neighborhoods that were funded under the HOPE VI Program prior to our involvement. Twenty-eight of these 33 neighborhoods are fully occupied. Our national, award winning involvement in the HOPE VI Program has resulted in the design of over 15,000 mixed-income rental and for sale homes and accounts for over 13% of the entire HOPE VI Program since its inception. We have also designed numerous communities under the Low Income Housing Tax Credit (LIHTC) program. Currently, Torti Gallas is working on five Choice Neighborhood projects and three RAD projects.



THE VILLAGE OF MONTCLAIR
MONTCLAIR, CA

PLACEMAKING

Torti Gallas’ approach to creating great places in our buildings and in our communities is based on the strategic employment of Placemaking design principles. We firmly believe great places are those where people want to live, work, shop and play – places that enliven, inspire and entertain their residents and guests. To that end, our goal is to create pedestrian-oriented, walkable, amenity-rich neighborhoods that provide the framework for enriching experiences, social engagement, and patron ownership.

Torti Gallas brings together teams of experts in Placemaking Visioning and Placemaking Design to access, identify and design all aspects of the destination. Our integrated and highly collaborative teams focus on retail strategies, brand design, urban design, architectural design, and landscape design to create a holistic “place” aimed at offering unique and appropriate solutions for the given market, demographics, and location. All team experts play important roles in the collaborative process and inform decision making based upon the client’s underlying development goals and brand positioning – from developing the project name and logo to identifying the appropriate amenities, to streetscape and amenity planning, to landscape and lighting design, and to building design.



CENTERGATE BALDWIN PARK, ORLANDO, FL

PUBLIC/PRIVATE PARTNERSHIPS

Well over fifty (50) percent of Torti Gallas’ work involves public/private partnerships at the national and local levels. Our expertise in these projects centers around working with development teams to arrive at innovative and strategic design solutions that contribute to successful project awards, and then actively engaging with our clients and community stakeholders to gain project acceptance and approval. In all cases, our work is focused on bringing value to our clients and to the community who will live, work, recreate, shop, worship and play there.

COMMUNITY-BASED APPROACH

Torti Gallas is committed to working actively with city officials and community stakeholders to arrive at innovative and appropriate design solutions that are “owned” by the community. A basic framework of our practice is to strategically seek entitlements and approvals for our clients that will meet with acceptance by the community. We have conducted over 400 Workshops and Charrettes, both locally and nationally, to engage communities in designing “win-win” solutions for transforming urban conditions. In each case, we have worked to craft a stakeholder infrastructure of participants that is specific to the unique conditions and makeup of the project and the community. We often seek to involve residents, community leaders and CRAs, clergy, local elected officials and staff and other important participants, as appropriate, to obtain the right and necessary



CITYVISTA, WASHINGTON, DC



BELMONT HEIGHTS, TAMPA, FL

level of community participation to ensure the project’s approval and success. During the current pandemic, we creatively engage residents and stakeholders remotely to ensure that all voices are heard.

DESIGN AWARDS

Torti Gallas is committed to working actively with city officials and community stakeholders to arrive at innovative and appropriate design solutions that are “owned” by the community. A basic framework of our practice is to strategically seek entitlements and approvals for our clients that will meet with acceptance by the community. We have conducted over 400 Workshops and Charrettes, both locally and nationally, to engage communities in designing “win-win” solutions for transforming urban conditions. In each case, we have worked to craft a stakeholder infrastructure of participants that is specific to the unique conditions and makeup of the project and the community. We often seek to involve residents, community leaders and CRAs, clergy, local elected officials and staff and other important participants, as appropriate, to obtain the right and necessary level of community participation to ensure the project’s approval and success. During the current pandemic, we creatively engage residents and stakeholders remotely to ensure that all voices are heard.



GREEN ROOF, 360 H STREET, WASHINGTON, DC

QUALITY SERVICE IN TAMPA

Torti Gallas’ staff of 110 planners, urban designers, architects and landscape architects work together with numerous specialty consultants as a multi-disciplinary team on projects all over the world. Everyone at Torti Gallas is committed to a strategy of “Adding Value and Value Engineering” as a fully integrated process that starts from Day One. A central component of our firm is our commitment to Quality Assurance that is applied to all projects, and to all phases of work. In effect, it is a mind-set (and not an option) that is woven into the approach of every one of our professional and administrative staff every day. Torti Gallas has invested heavily in high tech systems, software and practices to ensure connectivity and real-time communication amongst team members. We opened our office in Tampa in 2015 to be close to our clients and the communities we are working in across the State of Florida. We have a long history of providing comprehensive architectural and planning services on projects that have been built on time and within budget while maintaining the highest standard of quality and integrity of design.



CENTERGATE CELEBRATION, ORLANDO, FL

Torti Gallas is committed to providing our clients with innovative and high quality design leadership. Our integrated planning and architectural approach is fully aligned with the realities of the marketplace to ensure that every hour and every dollar is expended toward a unified goal of leveraging success across a multipronged decision platform. This market-focused approach is represented in all of our work over our history, providing value to our clients and to the people who ultimately live, work, visit, shop and play in them. We look forward to assisting you in creating innovative and cost-effective design solutions.



Education

- Bachelor of Landscape Architecture, Virginia Polytechnic Institute and State University, 1992

Registrations/Certifications

- Certified Planner, AICP, 2009
- LEED Accredited Professional, 2007



Providence Place



Belmont Heights



MacDill AFB Family Housing

Mr. McGhee has close to thirty years of experience in leading urban planning and neighborhood revitalization projects. His proven design skills have been integral in the development of numerous neighborhood revitalization strategies for public housing agencies and public/private partnerships. He is responsible for directing and coordinating the planning of both large and small-scale communities. As a Principal, Mr. McGhee supervises the design team, and oversees project coordination and the community engagement and planning process. Many of his projects have received prestigious national awards.

Mr. McGhee has been involved in the revitalization of multiple master planning projects throughout the United States. These projects have typically been a catalyst in the transformation of a neighborhood or community. He has worked with community stakeholders through a community based design approach to create master plans and site plans that not only respond to the built environment, but also to critical social and economic aspects as well. His master plan vision includes creating mixed-use, mixed-income and mixed-tenure developments that provide opportunities for all. This diversity allows for developments to be more flexible and resilient to adapt to changes in the economy and social environment. Mr. McGhee also has experience in the entitlement process in various jurisdictions throughout the country.

Selected Project Experience

Providence Place, Washington, DC - A new 93 unit building of mixed-income housing on the campus of the Progressive National Baptist Convention. This new building will further the mission of the historic congregation and provide new housing for the surrounding community, including replacement units for the adjacent Lincoln Heights public housing revitalization.

Janie’s Garden, Sarasota, FL – Redevelopment of a former public housing complex into neighborhood of 227 townhomes and walk-up flats with 10,500 SF of retail. Centrally located in the Newtown area of Sarasota, Janie’s Garden will serve as an important stop along a planned new Bus Rapid Transit (BRT) Line.

Family Housing Revitalization, MacDill Air Force Base, Tampa, FL - Design of 331 new homes and neighborhood amenities, including 27 General’s homes under the U.S. Air Force’s Housing Privatization program. A new Neighborhood Square at the heart of the community allows residents to easily flow through the neighborhood.

The Oaks at Ridgecrest, Pinellas County, FL - The Oaks at Ridgecrest (formerly known as Rainbow Village) is one of 11 neighborhoods that form a community in Pinellas County, FL called the Greater Ridgecrest Area. The Pinellas County Housing Authority (PCHA) selected Torti Gallas and Kimley-Horn to create a consensus based master plan for the revitalization of one of the Housing Authority’s oldest development’s, Rainbow Village. The new community will include 400 homes in a mix of duplex, townhouse, and apartments as well as a 17,500 SF of community supportive services.

Greater Ridgecrest, Pinellas County, FL - The Greater Ridgecrest Area (GRA) comprises the largest portion of an unincorporated community in the midwestern section of Pinellas County. The community is made up of 11 neighborhoods. As part of its continuing effort to identify and address the needs of the community, Pinellas County initiated a planning/ community engagement process to create a revitalization vision/feasibility study for Greater Ridgecrest. Following the success of the recent revitalization concept vision for The Oaks at Ridgecrest community (formerly Rainbow Village), Pinellas County hired Torti Gallas to lead the visioning/feasibility process for the GRA.

Belmont Heights, Tampa, FL - HOPE VI revitalization of barracks-style public housing into a vibrant new mixed-income residential neighborhood of 860 units, 3 community centers and 1 community center/educational facility. The new master plan, generated through a series of town meetings, knits the new streets and houses into the surrounding traditional neighborhoods.

St. Paul’s Community Revitalization, Norfolk, VA - Torti Gallas developed a comprehensive Master Plan for a Choice Neighborhoods Implementation Grant application for the St. Paul’s area, comprised of four flood-prone, socially and economically vulnerable, low and moderate income communities, currently containing over 1,500 public housing units. Torti Gallas’ Master Plan transform the 100 acre site into a highly resilient, walkable and transit-oriented urban community of 1,900 mixed-income residential units. New uses include new mixed-income housing in a variety of tenures and types, retail, office, supportive services and recreational uses.

Herndon Homes, Atlanta, GA - Torti Gallas is working with a developer team and the Atlanta Housing Authority to transform this former public housing site into an intimate, walkable, mixed-use village. The program includes 563 multifamily units, 105 senior units, 32 townhomes, retail and community amenities such as a fitness center and a new central green space.



Education

- Master of Architecture, The Ohio State University, 1997
- Bachelor of Science (Industrial Technology), Elizabeth City State University, 1993



Pixon Apartments



Delamarre



The Mirrorton

Mr. Deloatch is the Director of Florida Operations at Torti Gallas in Tampa, FL. As a Director and Project Manager, Mr. Deloatch has gained significant experience in a variety of planning, building and construction types including residential, commercial, senior living, government, educational, healthcare, and industrial projects.

Mr. Deloatch’s extensive experience includes working with both small and large scale projects starting in the master planning and schematic stages. He is expert at managing multi-disciplinary teams on projects that have ranged from designing small-budget university facility renovations to large multi-million dollar new construction projects. His role at Torti Gallas involves direct interaction with the Client and consultants as the project team leader working to meet schedule, fiscal and construction milestones. His recent work has focused on large, mixed-use buildings and communities, usually including a combination of residential, retail, office and parking. Mr. Deloatch’s role as a project leader/project manager has involved coordinating contract negotiation, developing project workplans and schedules, leading coordination meetings with stakeholders, local jurisdictions and community agencies, developing construction documents, and construction phase services. Recent mixed-use projects have required that he also provide post-occupancy services, specifically in the area of tailoring existing Torti Gallas projects for new retail tenants.

Selected Project Experience

Pixon Apartments, Lake Nona, FL - Located a few miles south of the Orlando International Airport this 11-story, contemporary mixed-use building consists of 201 rental apartments with 32,500 sf of ground floor retail, state-of-the-art services and amenities, and structured parking above grade in an adjacent parking garage.

Delamarre, Orlando, FL - A new multifamily community in Celebration containing 379 rental apartments in a mix of 1-, 2-, and 3-bedroom units with a community center and parking for 60 cars.

The Mirrorton, Lakeland, FL - A transformative development designed to bring an urban lifestyle to downtown Lakeland, this new mixed-use neighborhood provides 278 new apartments units, 28 new townhomes, an 8,900 SF clubhouse and a multi-level outdoor amenity package including electric car charging stations and a community dog park.

Silversaw, Wesley Chapel, FL - 230 new homes in a mix of multifamily and townhouse units and a 5,000 SF clubhouse with pool. The multifamily apartments are a mix of studio, 1-, 2- and 3-bedroom units.

The Aertson, Nashville, TN - A new, mixed-use development adjacent to Vanderbilt University which includes several mixed-use components on 1.77 acres. The 17-story Aertson consists of 430,000 SF of residential in two separate towers, a 118,000 SF, 6-story hotel and 38,000 SF of retail.

Greater Ridgecrest, Pinellas County, Florida - The Greater Ridgecrest Area (GRA) comprises the largest portion of an unincorporated community in the midwestern section of Pinellas County. The community is made up of 11 neighborhoods. As part of its continuing effort to identify and address the needs of the community, Pinellas County initiated a planning/community engagement process to create a revitalization vision/feasibility study for Greater Ridgecrest. Following the success of the recent revitalization concept vision for The Oaks at Ridgecrest community (formerly Rainbow Village), Pinellas County hired Torti Gallas to lead the visioning/feasibility process for the GRA.

New Student Housing, Bethune-Cookman University, Daytona Beach, FL - Design and construction of four 4-story dormitory buildings with a total of 1,200 beds, to be built in 2 phases. The two buildings in Phase One create a new edge to the east side of campus while the Phase Two buildings add a new presence to the center core of campus. These four buildings are the first step in a larger master planning process to create a more unified, collegiate campus for Bethune-Cookman University.

360° H Street, Washington, DC - A new residential project that is transforming a vacant site into a vibrant mixed use development along the City’s re-emerging H Street Corridor. The new building includes 212 residential units over a 41,000 sf grocery store and 5,000 sf of other retail, 270 below grade parking spaces. Amenities include a large landscaped courtyard and a roof terrace with views of the Capitol.

The Beacon Center, Washington, DC - Addition of a new neighborhood of 110 affordable multi-family residential units and the historic renovation of the existing Emory Beacon of Light Church. The expanded development also provides new church amenities, 5,200 sf of retail, courtyards and a community garden.



Education

- Master of Architecture, University of Notre Dame, 2015
- Master of Architecture, Architectural Design and Urbanism, Andrews University, 2011
- Bachelor of Science, Architecture, Andrews University, 2010

Registration

- 2018, Architect, Washington, DC



Delamarre



The Mirrorton



Silversaw

Mr. Clear is a Project Architect at Torti Gallas with experience in multifamily, affordable and mixed-use residential projects. He is experienced in the use of Revit in the development of schematic design and construction documents.

Selected Project Experience

Delamarre, Orlando, FL - A new multifamily community in Celebration containing 379 rental apartments in a mix of 1-, 2-, and 3-bedroom units with a community center and parking for 60 cars.

The Mirrorton, Lakeland, FL - A transformative development designed to bring an urban lifestyle to downtown Lakeland, this new mixed-use neighborhood provides 278 new apartments units, 28 new townhomes, an 8,900 SF clubhouse and a multi-level outdoor amenity package including electric car charging stations and a community dog park.

Silversaw, Wesley Chapel, FL - 230 new homes in a mix of multifamily and townhouse units and a 5,000 SF clubhouse with pool. The multifamily apartments are a mix of studio, 1-, 2- and 3-bedroom units.

Gandy Multifamily, Tampa, FL - A new multifamily residential community of 60 apartments in a mix of 1-, 2-, and 3-bedroom unit types. The development also includes parking for more than 100 cars, fitness facilities, rooftop amenity space and public green space.

Liberty Street Site, Spartanburg, SC - Creation of an apartment community of 200 new residences including 8 townhouse apartments and a 4,000 sf clubhouse with pool. The new community will also include garage parking for residents.

Herndon Homes, Atlanta, GA - Torti Gallas is working with a developer team and the Atlanta Housing Authority to transform this former public housing site into an intimate, walkable, mixed-use village. The program includes 563 multifamily units, 105 senior units, 32 townhomes, retail and community amenities such as a fitness center and a new central green space.

Highland Dwellings, Washington, DC - Working with the District of Columbia Housing Authority (DCHA), Torti Gallas designed the transformation of Highland Dwellings, a 14-acre affordable housing community in Southeast Washington, DC. The revitalized community includes a new 24-unit affordable housing building, new community center and management buildings, and the renovation of 208 rowhouses built in 1942.

Park Morton Redevelopment, Washington, DC - Redevelopment of this public housing community into a new mixed-income and mixed-use development as part of the District of Columbia’s New Communities Initiative. The full mixed-income development will replace 174 public housing units and add additional affordable and market rate housing to the community of which approximately half will be affordable to low- and moderate-income households. The new development will also include retail, community amenities, parks, and green space for the neighborhood.

1224 East Brookland Park Boulevard, Richmond, VA - Responding to the need for affordable, multifamily housing in the Highland Park neighborhood, this new mixed income building will provide apartment units ranging from 1 to 3 bedrooms on a previously underutilized and blighted site. In addition to the 76 new apartments, the ground floor provides spaces for potential community and small business uses as well as amenity spaces that will activate the street edge and support the adjacent neighborhood commercial node.

Westlawn Redevelopment Phase 2, Milwaukee, WI - The second phase of this comprehensive transformation of Wisconsin’s largest public housing site consists of 708 new homes, including more than 250 townhouse and multifamily modular housing units. In total, the new community includes 958 apartments, townhomes and flex units, a 10,000 SF Neighborhood Health Center, 13,000 SF maintenance/ management building, 12,500 SF of commercial/incubator retail space, a neighborhood center, community parks and gardens. Sustainable features include LEED ND Silver and LEED for Homes Platinum certifications, which are highlighted by on-site renewable energy systems.



Education

- Associates Degree, Architectural Technology, Montgomery College, 1992

Mr. Rollison has almost 30 years experience in the planning and design of mixed-use, retail, entertainment, hospitality, residential, waterfront, and transit-oriented developments in the United States and abroad. His collaborative approach to projects and his astute knowledge of place creation specific to mixed-use environments result in unique and marketable design solutions focused on community.

Mr. Rollison is renowned for creating successful places, while providing high quality client service. He is expert at making informed development decisions, maximizing site potential and project viability while providing imaginative and innovative designs. With a strong background in strategic and master planning, and conceptual and architectural design, Mr. Rollison is able to produce successful projects that create value for clients and communities alike. He is a former resident of Tampa and will bring his unique insights to this challenging project.

Selected Project Experience

Silversaw, Wesley Chapel, FL - 230 new homes in a mix of multifamily and townhouse units and a 5,000 SF clubhouse with pool. The multifamily apartments are a mix of studio, 1-, 2- and 3-bedroom units.

The Mirrorton, Lakeland, FL - A transformative development designed to bring an urban lifestyle to downtown Lakeland, this new mixed-use neighborhood provides 278 new apartments units, 28 new townhomes, an 8,900 SF clubhouse and a multi-level outdoor amenity package including electric car charging stations and a community dog park.

Delamarre, Orlando, FL - A new multifamily community in Celebration containing 379 rental apartments in a mix of 1-, 2-, and 3-bedroom units with a community center and parking for 60 cars.

Plaza Delray, Delray, FL - Redevelopment of an aging shopping center that has been a staple for residents and guests alike for decades. Unfortunately, as Delray Beach matures, The Plaza at Delray remains stuck in its dated design and falls short of being a true destination. Torti Gallas created a design concept for redevelopment that includes 317,595 SF of retail (redesign of an existing 223,195 SF), 418 apartments, 822 space parking garage, relocating the existing Public grocery and creating a new plaza/park feature.

Upstairs San Marco, Jacksonville, FL - A new retail development by Regency Centers offering a full-size grocery store, smaller scale retail and restaurants with panoramic rooftop views of Downtown Jacksonville.

Melody Farm, Vernon Hills, IL - A 320,000 SF mixed use center. Working as a design consultant with Regency Centers, Torti Gallas was retained to ensure the project's design intent, character and vision are realized for the retail development.

Market Common, Arlington, VA - Torti Gallas is assisting Regency Centers in the repositioning and revitalization of this high-profile property in the Clarendon neighborhood. The team's goal is to develop a solution that will ensure both a forward thinking and unique design as well as attract and re-engage the neighborhood and the greater trade area.

Midland Westridge Commons, Midland, TX - Creation of a regional destination for the Midland/Odessa combined market. The program includes retail, residential, office and hotel uses and is envisioned as a place for residents to live, work, play and gather with family and friends.

The Parks at Walter Reed Town Center, Washington, DC - At the heart of the former Walter Reed Army Medical Center campus, The Parks at Walter Reed Town Center is a vibrant mixed-use housing and retail "place" which will be a new anchor to the existing surrounding neighborhood. Curated with a carefully programmed and landscaped village green, the Town Center takes advantage of public open space in creating an inviting and engaging environment. The first phase consists of 300 units of housing over a retail base featuring neighborhood in-line and anchor retail tenants, including a Whole Foods grocery. Above the podium, a generous courtyard serves the residents with a pool and other indoor and outdoor amenities.

West Falls Church Gateway, Falls Church, VA - Development proposal for a 10.3 acre city-owned parcel adjacent to a high school and Metrorail station. As part of the developer team, Torti Gallas created a vision for the site that would include approximately 391,500 SF of commercial office space, a hotel, a grocery and restaurant anchored retail mix, senior housing, 573 residential units in a mix of for sale, multifamily rental and affordable housing, and one acre of open space.



Silversaw



Plaza Delray



Market Common



Education

- Bachelor of Arts, Architecture, Clemson University, 1977

Registrations/Certifications

- Registered Architect, 1996, Maryland, FL, RI, SC, NCARB
- Construction Documents Technologist



Pixon Apartments



Avec on H Street



The Bartlett

Mr. Coleman is a Principal at Torti Gallas where his responsibilities include preparation of specifications, the management and monitoring of day-to-day progress of multiple projects from the beginning of Conceptual Design through the completion of construction. Mr. Coleman is responsible for communications and coordination throughout each Project Team to assure that the firm’s services are completed on schedule and within budget. Mr. Coleman is a Registered Architect in the State of Florida.

Selected Project Experience

Pixon Apartments, Lake Nona, FL - Located a few miles south of the Orlando International Airport this 11-story, contemporary mixed-use building consists of 201 rental apartments with 32,500 sf of ground floor retail, state-of-the-art services and amenities, and structured parking above grade in an adjacent parking garage.

Silversaw, Wesley Chapel, FL - 230 new homes in a mix of multifamily and townhouse units and a 5,000 SF clubhouse with pool. The multifamily apartments are a mix of studio, 1-, 2- and 3-bedroom units.

Delamarre, Orlando, FL - A new multifamily community in Celebration containing 379 rental apartments in a mix of 1-, 2-, and 3-bedroom units with a community center and parking for 60 cars.

The Mirrorton, Lakeland, FL - A transformative development designed to bring an urban lifestyle to downtown Lakeland, this new mixed-use neighborhood provides 278 new apartments units, 28 new townhomes, an 8,900 SF clubhouse and a multi-level outdoor amenity package including electric car charging stations and a community dog park.

Hillandale Gateway, White Oak, MD - A new residential, mixed-use development designed to Passive House standards and constructed using the Prescient building platform. The 10- and 8-story towers will contain 20,000 SF of retail and 496 apartments, 146 of which are age-restricted. The use of Passive House design standards will deliver highly-sustainable buildings that are much more energy efficient than even LEED Platinum buildings.

The Aertson, Nashville, TN - A new, mixed-use development adjacent to Vanderbilt University which includes several mixed-use components on 1.77 acres. The 17-story Aertson consists of 430,000 SF of residential in two separate towers, a 118,000 SF, 6-story hotel and 38,000 SF of retail.

Avec on H Street, Washington, DC - Following the District of Columbia’s investment of a streetcar system running along H Street, this new mixed-use development features 384 residential units, 52,000 sf of retail, and 405 below grade parking spaces, bringing vibrancy to the H Street corridor. The H Street façade has been carefully designed and articulated to be consistent with the character and fabric of the H Street corridor.

Lyon Place at Clarendon Center, Arlington, VA - A LEED Certified, two-block, two-building, mixed-use/TOD infill development at the Clarendon Metro stop. The project consists of 244 residential units, 43,000 sf of retail, 181,000 sf of office and parking for 600 cars in a 12-story and a 6-story building. Two existing buildings on these blocks have been preserved as historic as part of the project.

CityVista, Washington, DC - Redevelopment of the Old Wax Museum site in downtown Washington, DC. This \$133 million, 12-story redevelopment includes a 55,000 SF Safeway store with a Starbucks coffee shop, dry cleaner and bank; 50,000 SF of retail; 623 condominium and apartment units, 20% of which are set-aside as affordable housing; and 800 parking spaces.

The Bartlett, Arlington, VA - Occupying a full city block, this 699-unit, 22-story, high-rise, mixed-use project represents a signature addition to the larger Metropolitan Park development. The majority of the 40,800 sf of ground floor retail space is occupied by a Whole Foods grocery store and two smaller retail spaces.



Education

- Bachelor of Architecture, University of Arkansas, 1994

Registrations/Certifications

- Construction Document Technologist

During his career Mr. Fears has gained experience in a variety of stick-built project types, including mixed-use, residential, commercial, civic, religious and educational. His responsibilities include project management, consultant coordination, construction document preparation and construction phase services.

Selected Project Experience

Providence Place, Washington, DC - A new 93 unit building of mixed-income housing on the campus of the Progressive National Baptist Convention. This new building will further the mission of the historic congregation and provide new housing for the surrounding community, including replacement units for the adjacent Lincoln Heights public housing revitalization.

Highland Dwellings, Washington, DC - Working with the District of Columbia Housing Authority (DCHA), Torti Gallas designed the transformation of Highland Dwellings, a 14-acre affordable housing community in Southeast Washington, DC. The revitalized community includes a new 24-unit affordable housing building, new community center and management buildings, and the renovation of 208 rowhouses built in 1942.

Stanton Square, Washington, DC - A new mixed-income residential community on 8 acres in the Fort Stanton neighborhood of the City. The new development will include 173 market-rate and affordable units of 800 SF each and 30 units of permanent supportive housing in six buildings. A Community Services Campus, housed in two buildings, will emphasize support for young children.

Skyland, Washington, DC (PUD) - An 18-acre Planned Unit Development which will contain 465 residential units and 1,250,000 SF of mixed-use. The project introduces a comparatively higher density to the existing neighborhood and integrates a town center. A pedestrian friendly urban environment will be established along the perimeter of the retail area.

Westlawn Redevelopment, Milwaukee, WI - Comprehensive transformation of Wisconsin's largest public housing site into a vibrant, mixed income, mixed use neighborhood. The new community includes 958 apartments, townhomes and flex units, a 10,000 SF Neighborhood Health Center, 13,000 SF maintenance/management building, 12,500 SF of commercial/incubator retail space, a neighborhood center, community parks and gardens. Sustainable features include LEED ND Silver and LEED for Homes Platinum certifications, which are highlighted by on-site renewable energy systems. Phase 2, currently under construction, consists of 708 new homes, including more than 250 townhouse and multifamily modular housing units.

Church Hill North, Richmond, VA - Revitalization of a 500+ unit Public Housing Project at Nine Mile Road and Interstate 64 in Richmond. Approximately 300 homes in a mix of bungalow, duplex, townhouse, stacked flats and elevator served apartments provide a range of housing types on this transformed site that both honors the site's history and sets the stage for continued neighborhood growth and prosperity.

MetroPointe, Wheaton, MD - 4-story, 172-unit rental apartment building with above-grade structured parking built directly above underground pedestrian tunnels (open cut) for the Wheaton Metro Station.

The Crest at Congressional Plaza, Rockville, MD - located in a former parking lot next to an existing retail center, and within walking distance from the Twinbrook Metro Station, The Crest at Congressional offers 143 apartment homes wrapped around a five level open parking structure. The four/five story building features studios, one bedroom, one bedroom/den, two bedroom and two bedroom loft apartments.

Parc Dulles, Loudoun County, VA - A new 393-unit rental apartment complex located in a mixed-use community which includes a regional shopping center, offices and residences. With three distinctive building types - the Carriage House, the Charleston and the 3-story walkup apartment - Parc Dulles offers broad appeal to those looking for a truly exceptional place to live.



Providence Place



Skyland



MetroPointe



Baldwin Park Village Center ORLANDO, FLORIDA

Baldwin Park is the infill new town located on the abandoned brownfield site of the former Orlando Naval Training Center on the shore of Lake Baldwin. The Village Center is a true mixed-use construct.

The Village Center is a vibrant, mixed-use urban environment, carefully crafted to be the centerpiece and seamless extension of the larger Village. Its form is derived from the idea of a traditional village wedded to the circumstances of the framework plan, the site, and the program. Main Street is a mixed-use street of three-story buildings with commercial on the ground floor and residential above, that is completely activated along its length by a series of spaces - the Office Square, Market Square, the Waterfront Square and the Harbor.

The traditional building types front onto the streets and spaces: homes have front porches and mixed-use buildings have arcades that offer shade to pedestrians. The architectural styles are traditional in the Central Florida area and are conceived to be compatible with one another in a way that seamlessly weaves variety and interest.

SERVICES PROVIDED/ROLE

- programming
- comprehensive planning process
- site plan approval
- feasibility/yield analysis
- design charrette
- master planning
- urban design
- code analysis
- architectural design
- construction administration

PROJECT DATA

- 60 acre site
- 1,120 residential units
- 225,000 sf office space
- 75,000 sf commercial
- 80,000 sf flex space
- 45,000 sf grocery store



AERIAL VIEW OF BALDWIN PARK VILLAGE CENTER



SITE PLAN



RESIDENTIAL UNITS OVER RETAIL SHOPS



RESIDENTIAL UNITS OVER RETAIL SHOPS



RESIDENTIAL UNITS OVER RETAIL SHOPS

DATE COMPLETED/DURATION

09/2001 - 09/2003

FINANCING SOURCES

Not Available



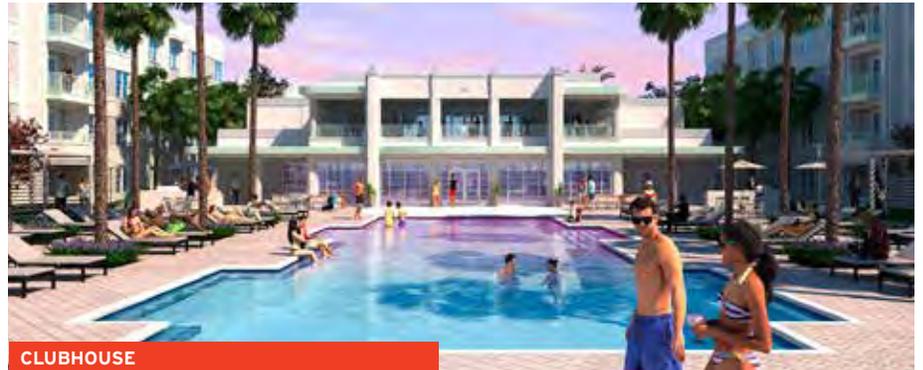
Delamarre CELEBRATION, FLORIDA



VIEW FROM CELEBRATION BOULEVARD



SITE PLAN



CLUBHOUSE

This new mixed-use neighborhood extends and reinforces the urban design of Celebration Boulevard, in Celebration, Florida near Walt Disney World. The neighborhood includes multiple buildings with rental apartment units, a hotel and amenity clubhouse all designed in an Art Deco style, prevalent in Celebration. Phase 1 includes multifamily buildings and a Clubhouse. Two U-shaped residential buildings front onto the existing linear park along Celebration Boulevard, creating a large amenity courtyard space between them that contains a pool, pool deck with cabanas and the Clubhouse. The main site axis is created at the Clubhouse along with two other U-shaped buildings, linked via landscaped courtyards. Unconditioned corridors provide daylighting at several places in

the residential buildings, including at the head of the courtyards and at the side entrances. Tuck-under garages located in the residential buildings open off the courtyards, giving beautiful edges to the entry quads.

The Clubhouse building houses leasing, management and a rich variety of amenity spaces including a fitness center, business center and club rooms that serve the whole residential community.

The development features electric car charging stations located on site with a car washing station and community dog park. Carefully crafted landscaping provides bio retention for the site and for the residences' private patios. Parking, divided by trees and landscaped buffers, is concentrated at the rear of the site.

SERVICES PROVIDED/ROLE

- conceptual design
- schematic design
- design development
- construction documents
- loading/ programming analysis
- urban design
- specifications

PROJECT DATA - PHASE 1

- 379 1-, 2- and 3 bedroom units
- 4-story residential buildings
- 11,000 SF, 2-story clubhouse
- Interior and exterior amenity package

DATE COMPLETED/DURATION

04/2017 - Ongoing

FINANCING SOURCES

Not Available



The Mirrorton LAKELAND, FLORIDA



VIEW OF POOL AT THE MIRRORTON

The Mirrorton is a transformative development designed to bring an urban lifestyle to downtown Lakeland, Florida. Nestled close to Lakeland’s historic landmark Lake Mirror, the development is a new, mixed-use neighborhood providing urban living with a modern architectural aesthetic. The Mirrorton consists of multiple three-story buildings, a signature four-story building and townhomes. The design extends the existing street grid through the site and seamlessly integrates into the existing city streetscape context. The tree-lined streets throughout the development contribute to its neighborhood feel.

The residential amenities area accentuates The Mirrorton’s urban, outdoor lifestyle. An expansive, recreational lawn along E. Bay Street provides the “front yard” for an in-ground pool with lounging deck and outdoor yoga area. The lawn includes 2 large canopy trees preserved as a reminder of the historic nature of the area while simultaneously providing

a landmark at the main entrance and shade for lounging and reading areas. The Clubhouse building houses leasing and management offices and amenity spaces including a fitness center, sauna, business center and club rooms with a kitchen prep area. All residents have access to the clubhouse and outdoor amenities.

The development features electric car charging stations located on site and a community dog park. The landscaping elements include bio retention ponds buffering the site from a busy expressway nearby as well as multiple areas for outdoor seating near the Clubhouse.

SERVICES PROVIDED/ROLE

- conceptual design
- schematic design
- design development
- construction documents
- loading/ programming analysis
- urban design
- specifications

PROJECT DATA

- 13.5 acre site
- 278 1-, 2- and 3 bedroom units
- 28 townhomes
- 3 and 4-story residential buildings
- 8,900 SF clubhouse
- Multi-level outdoor amenity package

DATE COMPLETED/DURATION

12/2018 - Ongoing

FINANCING SOURCES

Not Available



SITE PLAN



Miramar Town Center MIRAMAR, FLORIDA



RESIDENTIAL



CITY HALL

SERVICES PROVIDED/ROLE

- programming
- feasibility / yield analysis
- master planning
- urban design
- public hearings
- guidelines
- pattern book

PROJECT DATA

- 526 total residential units consisting of 437 apartments and 89 townhouses
- 206,000 sf of civic space including city hall, cultural arts center, library and education center
- 101,000 sf of retail
- 78,000 sf of office
- bus transit hub

City Hall embodies representative elected government; the Civic Center portrays public interests with exhibitions and performances; the Library offers a body of learning both common and diverse; and the Educational Facility expresses the pursuit of knowledge. By proposing a Town Center of this mix of uses, the residents and leaders of Miramar say a great deal about themselves.

Setting the stage for what has been called the “human drama” of life, the Miramar

Town Center provides spaces for the varied roles of daily life. The master plan includes a variety of urban places - streets and boulevards with plazas and parks among them, while the architecture supports and frames these places. The program offers a dynamic mix of uses; retail, residential and office and is joined by civic components to promote the kind of life enjoyed by the inhabitants of the best American towns.



ILLUSTRATIVE SITE PLAN

DATE COMPLETED/DURATION

05/2001 - 01/2004

FINANCING SOURCES

Not Available



RETAIL



Pixon Apartments

LAKE NONA, FL

Located a few miles south of the Orlando International Airport this contemporary mixed-use building consists of rental apartments with ground floor retail, service and amenity areas, and structured parking above grade in an adjacent parking garage. The new “urban-style” community includes Orlando’s first micro-apartments averaging 360 square feet each. The remaining are a mix of studio, 1- and 2-bedroom units. Apartments feature stainless steel appliances, quartz counter tops, hardwood floors, and washer/dryers.

The Pixon offers residents Tesla vehicles for shared use, providing an eco-friendly transportation option. Electric car charging stations are available for personal vehicles, plus bicycle storage and the three-story parking garage.

The amenity package includes a rental office, fitness center, business center, community room and pet spa and grooming area. Public spaces include an urban “backyard” with an outdoor kitchen and a sky lounge with panoramic views and private dining space.

SERVICES PROVIDED/ROLE

- conceptual design
- feasibility/yield analysis
- site planning
- unit plans
- architectural design
- construction phase services

PROJECT DATA

- 201 studio, 1-, and 2-bedroom residential units
- 11-story building
- 32,500 sf of ground floor retail
- state-of-the-art amenity package

DATE COMPLETED/DURATION

03/2016 - 07/2019

FINANCING SOURCES

Not Available





Silversaw **WESLEY CHAPEL, FLORIDA**



STREET VIEW

This infill community is conveniently located off State Road 56 in the Wesley Chapel sub-market adjacent to the newly constructed Hyatt Place Hotel and Tampa Premium Outlets. 300 New townhome and apartment units are paired with a state-of-the-art clubhouse amenity to create a new luxury neighborhood with a sought after address. The property is nestled between wetland preserves and natural pond features.



PARK VIEW

SERVICES PROVIDED/ROLE

- conceptual design
- schematic design
- design development
- construction documents
- loading/ programming analysis
- urban design
- specifications

PROJECT DATA

- 12.73 acres
- 8,500 SF Clubhouse
- 308,236 SF Residential
- 300 units
- apartments, townhomes, clubhouse
- 564 parking spaces
-



CLUBHOUSE VIEW



SITE PLAN

DATE COMPLETED/DURATION

09/2018 - Ongoing

FINANCING SOURCES

Not Available



Providence Place WASHINGTON, DC

Located on the campus of the Progressive National Baptist Convention (PNBC), Providence Place is a new 93 unit building of mixed-income housing that furthers the mission of the historic congregation and provides new housing for the surrounding community, including replacement units for the adjacent Lincoln Heights public housing revitalization.

Working with PNBC and a private developer, Torti Gallas designed the new building to preserve the bucolic character of the existing campus and its Arte Moderne architectural heritage. Utilizing the dramatic topography of the site, they created a stepped massing sympathetic to the scale of the campus and surrounding streetscapes. Two courtyards, one at the terminus of a local street and the other opposite the Trades Hall, the campus' landmark building, spatially integrate the new building with the context. Inspired by the campus architecture, Torti Gallas created a vocabulary of horizontal banding, corner windows, vertical entry features and a rich terracotta color brick that were sympathetic to, but do not overshadow, the campus' more iconic structures. Amenities include a rooftop terrace with spectacular views of the city.



VIEW OF PROVIDENCE PLACE



VIEW OF PROVIDENCE PLACE TOWARDS NANNIE HELEN BURROUGHS AVE

SERVICES PROVIDED/ROLE

- stakeholder/resident meetings
- community charrette
- master planning
- zoning/entitlement
- architectural design
- architectural construction phase services

PROJECT DATA

- 93 mixed-income housing units
- courtyards
- fitness center
- business center
- community room
- rooftop terrace

DATE COMPLETED/DURATION

02/2016 - Ongoing

FINANCING SOURCES

9% LIHTC



SITE PLAN

Tab 5.c.4

Dix.Hite + Partners



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Dix.Hite + Partners, Inc.

is hereby certified as a

Women Business Enterprise (WBE)

In the following specialty(ies)

Landscape Architects

This certification is valid from March 4, 2019 to March 4, 2021

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in your firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Development**



CHRISTINA HITE, PLA, LEED-AP President - CEO



150 West Jessup Avenue
Longwood, Florida 32750
407.667.1777 // chite@dixhite.com

YEARS OF EXPERIENCE

32 years

EMPLOYMENT HISTORY

1996-Present

Dix.Hite + Partners, Inc.

1988-1996

PBS&/HOH Associates

EDUCATION

M.S. Landscape Architecture,
University of Florida, 2012

B.S. Landscape Architecture,
University of Georgia, 1987

REGISTRATION

Landscape Architect:

FL #LA1340; SC #755; GA #1536; VA

#0406001684; DE #SI-0000496; AZ

#56794; HI #15719

LEED-AP

AFFILIATIONS

ASLA, Member

ULI, Member

onePULSE Foundation Design &

Construction Committee, Member

University of Georgia College of

Environment & Design Dean's Advisory

Council, Chair

Christina is President of Dix.Hite and has over 32 years of experience in planning and landscape architecture. Chris has led the design efforts for many of Dix.Hite's private and public projects within the City of Orlando and the Central Florida Region. Her years of experience are an asset to any team as she provides thought leadership in the realm of urban design and planning, pedestrian connectivity, low-impact development and sustainable planting design, and contextually sensitive detailed design. She earned a Master's degree in landscape architecture at the University of Florida where her thesis evaluated the effectiveness of community participation strategies in the developing regions of SE Asia.

SELECTED PROJECT EXPERIENCE

NOVEL RIVERWALK

Tampa, FL, Crescent Communities

Chris served as Principal-in-charge for the design of Novel Riverwalk apartments, located adjacent to Tampa's newly renovated Riverwalk waterfront amenity park. The design features two internal courtyards with pools, outdoor kitchens, and a third exterior courtyard perched above the public walk.

NOVEL BAY CENTER

Tampa, FL, Crescent Communities

Chris served as Principal-in-charge for the upscale multifamily development in Tampa's Westshore District. The property features a sports courtyard, pool and lounge area, outdoor kitchens, and sundeck.

NOVEL MIDTOWN

Tampa, FL, Crescent Communities

Chris served as Principal-in-charge for the multifamily development featuring a unique rooftop pool deck and lounge and innovative gathering spaces for a fun and youthful clientele.

MODERA WESTSHORE

Tampa, FL, Mill Creek Residential

Chris served as Principal-in-charge for the luxury multifamily development in Tampa's Westshore District which features many upscale design details such as custom fireplace, outdoor dining room, luxury pool and sundeck, and unique streetscape design that enhance the community character.

HERMITAGE

St. Petersburg, FL, Allen Morris

Chris served as Principal-in-charge for the Hermitage apartments in St. Pete. The project features a rooftop pool with covered spa, a courtyard with water features, and an extra-large outdoor dining and kitchen space.

HYATT REGENCY CLEARWATER

Clearwater, FL

Chris served as the Principal-in-charge directing the renovation work to the Hyatt Regency streetscape renovations, as well as for initial design coordination for the pool and amenity deck.



DIX·HITE



COMMUNITY DESIGN
CONNECTING PEOPLE AND PLACE
selected works

SEAZEN AT ROCKY POINT

TAMPA, FLORIDA



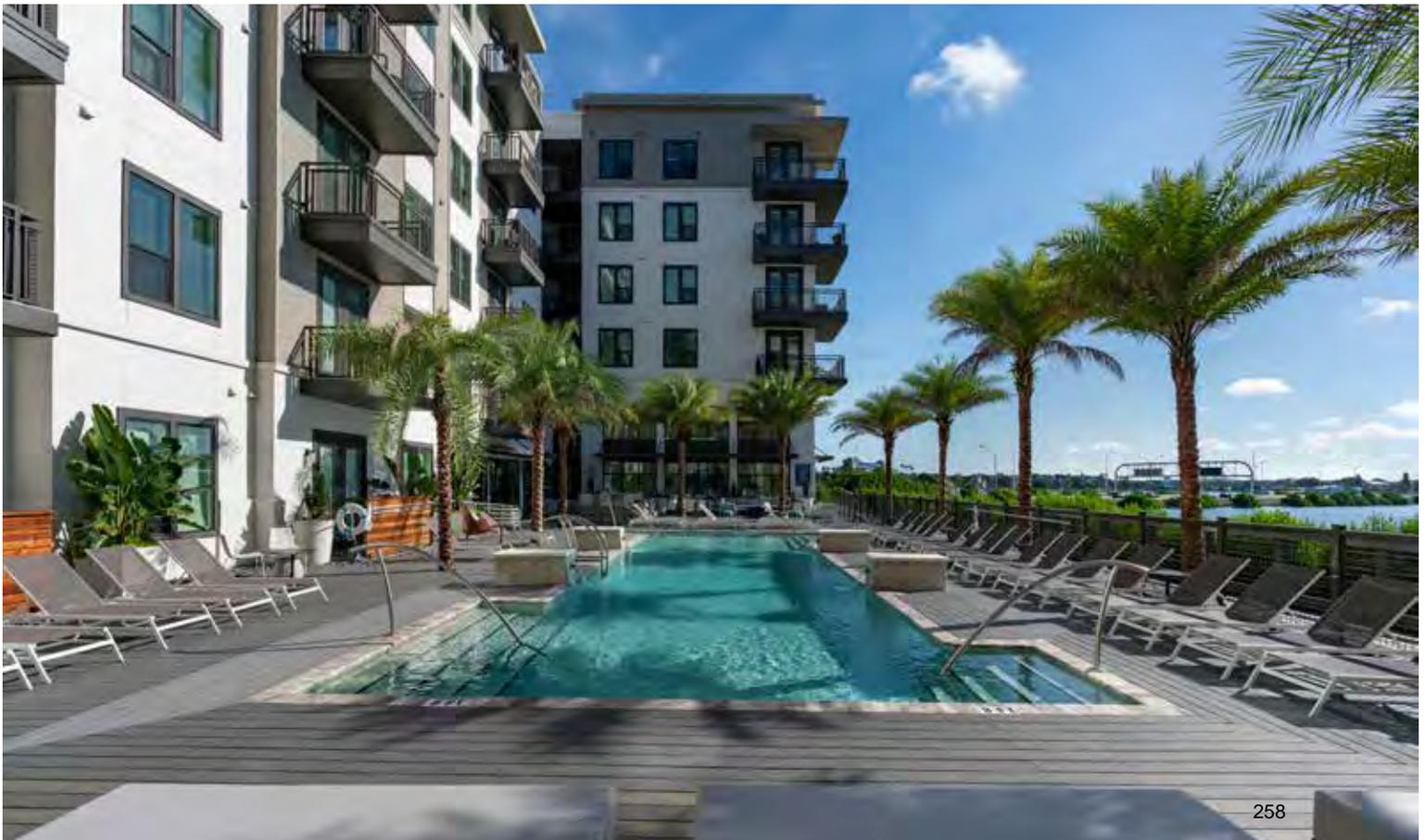
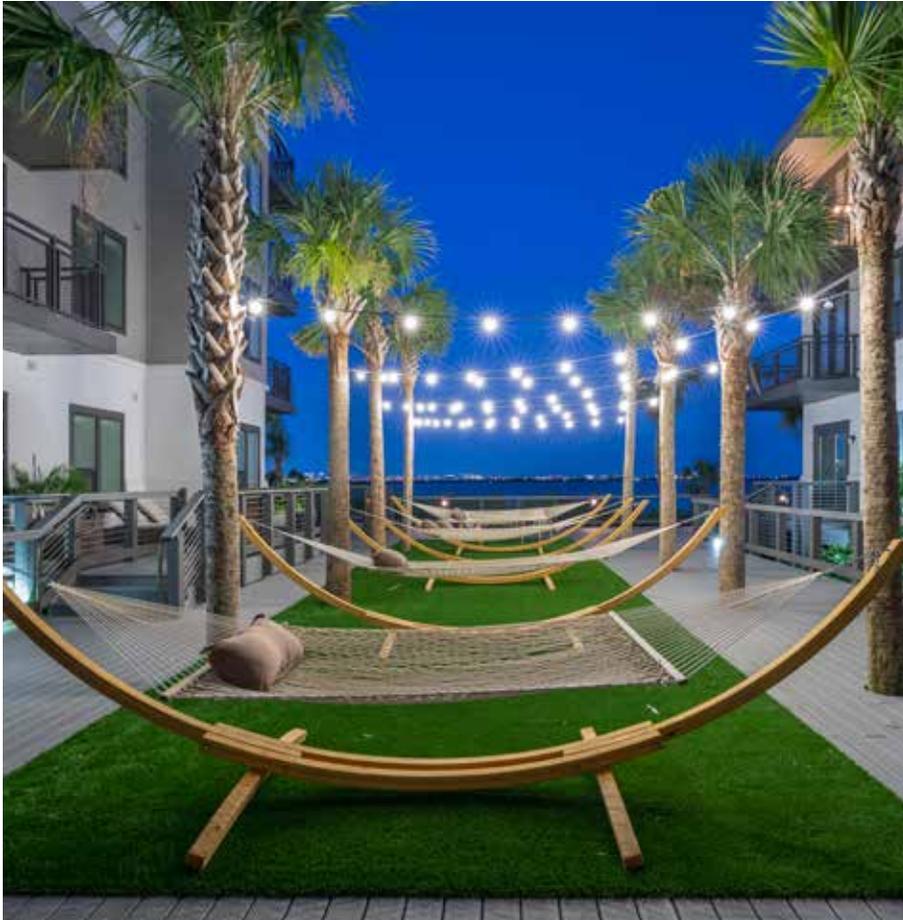
CLIENT:

ZOM Living

PROJECT HIGHLIGHTS:

Completed 2019; 323 units; 3-6 stories; Pool deck and Amenities built on stilts

Seazen at Rocky Point is situated on Tampa Bay with more than 750 linear square feet of direct waterfront access. The buildings were built on concrete piles to raise the structure above grade to allow for water to flow underneath in flooding conditions and to protect the native mangrove and seagrass on site. The pool deck and amenities are built on stilts and connected with a series of wrap-around boardwalks and decks with views of the Bay. Dix.Hite provided conceptual design and construction documentation for this complex development. Seazen at Rocky Point won a Gold award from NAHB's Best In American Living awards in 2019.



PIERHOUSE AT CHANNELSIDE

TAMPA, FLORIDA



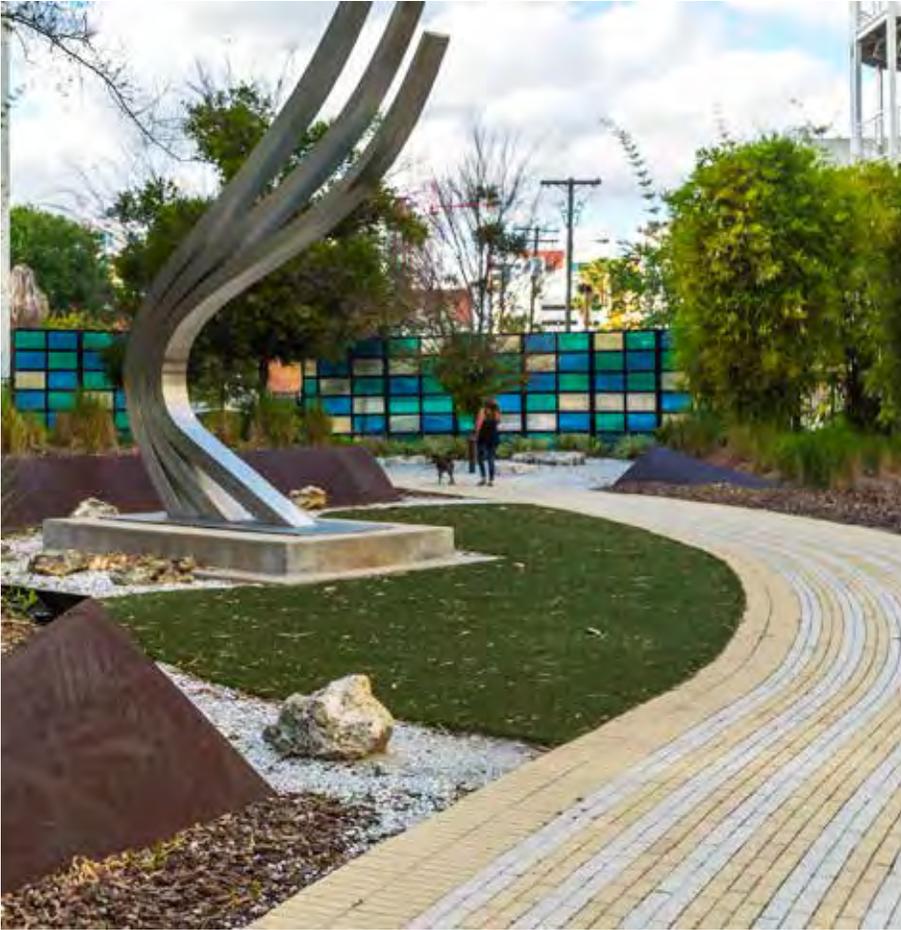
CLIENT:

Related Development

PROJECT HIGHLIGHTS:

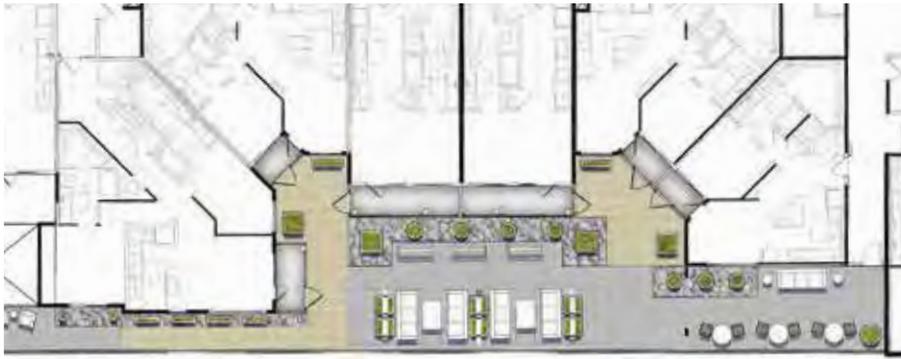
Completed 2015; 360 units; 9 stories; 4,800 SF groundfloor Retail; Public Park

Pierhouse at Channelside is a mixed-use, multi-family, infill project that has enhanced a pedestrian connection through downtown Tampa, offers great amenities to attract and retain residents in the downtown area, has helped revitalize the Channelside area, and—through thoughtful yet simple design—connects people to the area's past. With 360 residential units and 4,800 SF of retail space, Pierhouse transformed a city street into a vibrant public space that is an asset to both the urban infill apartments and the surrounding district.



NOVEL MIDTOWN

TAMPA, FLORIDA



CLIENT:

Crescent Communities

PROJECT HIGHLIGHTS:

Construction began 2019; 390 units; 206k SF of Retail; Rooftop amenities and pool

Dix.Hite + Partners designed an elevated pool deck, a rooftop courtyard amenity space, and two elevated courtyard gathering spaces as a private oasis for residents of Novel Midtown in downtown Tampa. Dix.Hite also consulted the owner on streetscape improvements that would integrate the site into the surrounding urban context. Dix.Hite will provide design for the interior and exterior signage and logo design for the project. The project is currently under construction.



AURORA

TAMPA, FLORIDA



CLIENT:

The Richman Group of Florida, Inc.

PROJECT HIGHLIGHTS:

4 courtyards; Lap pool; 351-units

Aurora apartments in Tampa are located within walking distance of the downtown core, offering residents the convenience of urban life with the comfort of luxurious amenities. The 351-unit, 3.73 acre site embodies a modern character with a lush, tropical landscape. Dix.Hite designed the community's four courtyards which offer a variety of activities for residents, including a linear lap pool, dog park, outdoor cooking and dining, and a variety of small-group gathering opportunities.



**CLIENT:**

Columbia Residential (in partnership with Lift Orlando)

PROJECT SERVICES:

Landscape Architecture, Hardscape & Landscape Design

Lift Orlando, a nonprofit group focused on holistic community transformation, and Columbia Residential partnered to develop Pendana at West Lakes. The 12-acre multi-family development is located on the former Washington Shores Village site near downtown Orlando, Florida. With over 200 mixed income and affordable housing residential units, Pendana has helped to kickstart a larger revitalization effort for the West Lakes neighborhood. Project amenities include a community pool, community outdoor gathering spaces, playground, festival street, and pond overlook which create a luxurious oasis for all residents and provides a beautiful backdrop for the rest of the neighborhood. This project was chosen as the category winner in Community Impact in Orlando Business Journal's 2018 Residential Real Estate Awards.



RIDGELAKE

SARASOTA, FLORIDA



CLIENT:

Spring Bay Residential

PROJECT SERVICES:

Landscape Architecture, Hardscape & Landscape Design



Ridgelake Apartments are a HUD-funded multi-family housing development in Sarasota with a focus on community. Situated around a lake, the amenity areas are designed to take advantage of and enhance the relaxing lake views. The pool area features a beach entry pool, outdoor living room with TV, an outdoor kitchen, and yoga lawn. In addition, other amenities includes lakeside firepits, a beach area, community garden, and multiple dog parks. Providing multiple gathering spaces for residents to commune was an essential part of this design.



HERMITAGE

ST. PETERSBURG, FLORIDA



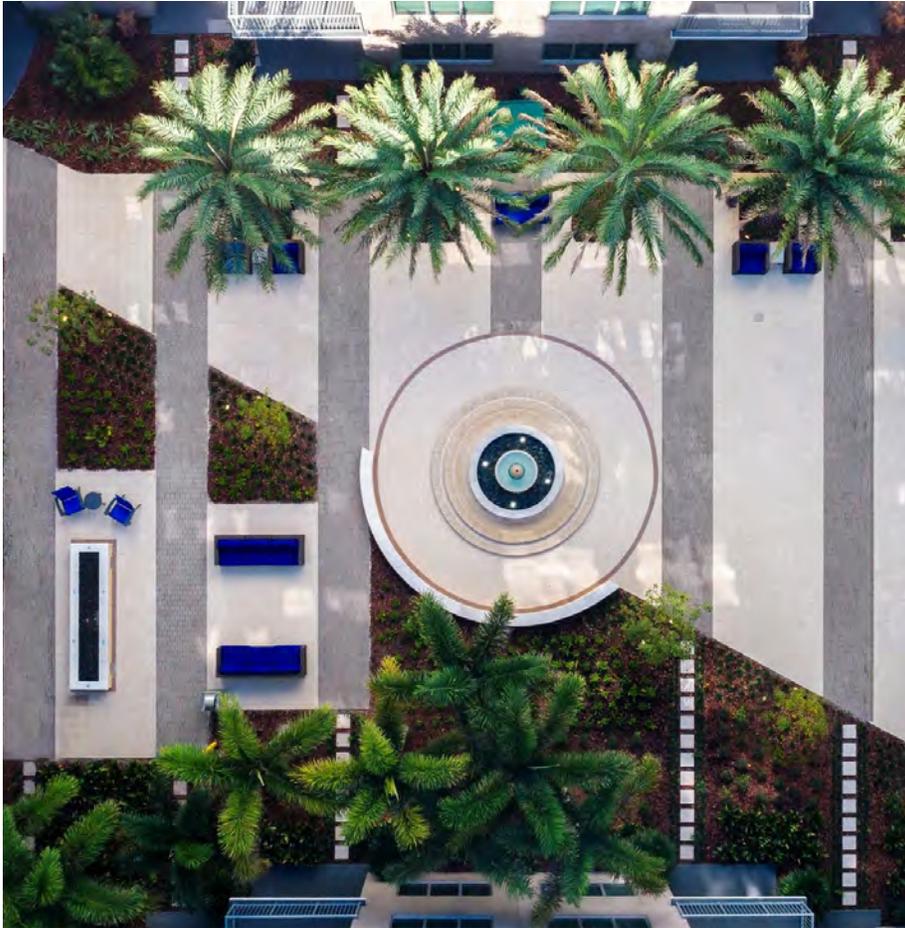
CLIENT:

Allen Morris

PROJECT HIGHLIGHTS:

Completed 2017; 348 units; 8 stories; 2,000 SF of Retail; Rooftop pool and terrace

This 181-unit luxury apartment development is located in the heart of St. Petersburg. The LEED-certified building features a rooftop, resort-style pool and hot spa, a courtyard oasis with fireplace, an outdoor grilling area and sky deck, a “bike stop” with bike storage and a bike repair room. The complex includes 2,000 square feet of retail space on the ground floor and an adjacent parking garage for 291 vehicles. Charging stations are provided for electric vehicles. Dix.Hite designed the rooftop pool and amenity deck, a formal courtyard with fountain, and surrounding streetscape.



CREST LAKE PARK

CLEARWATER, FLORIDA



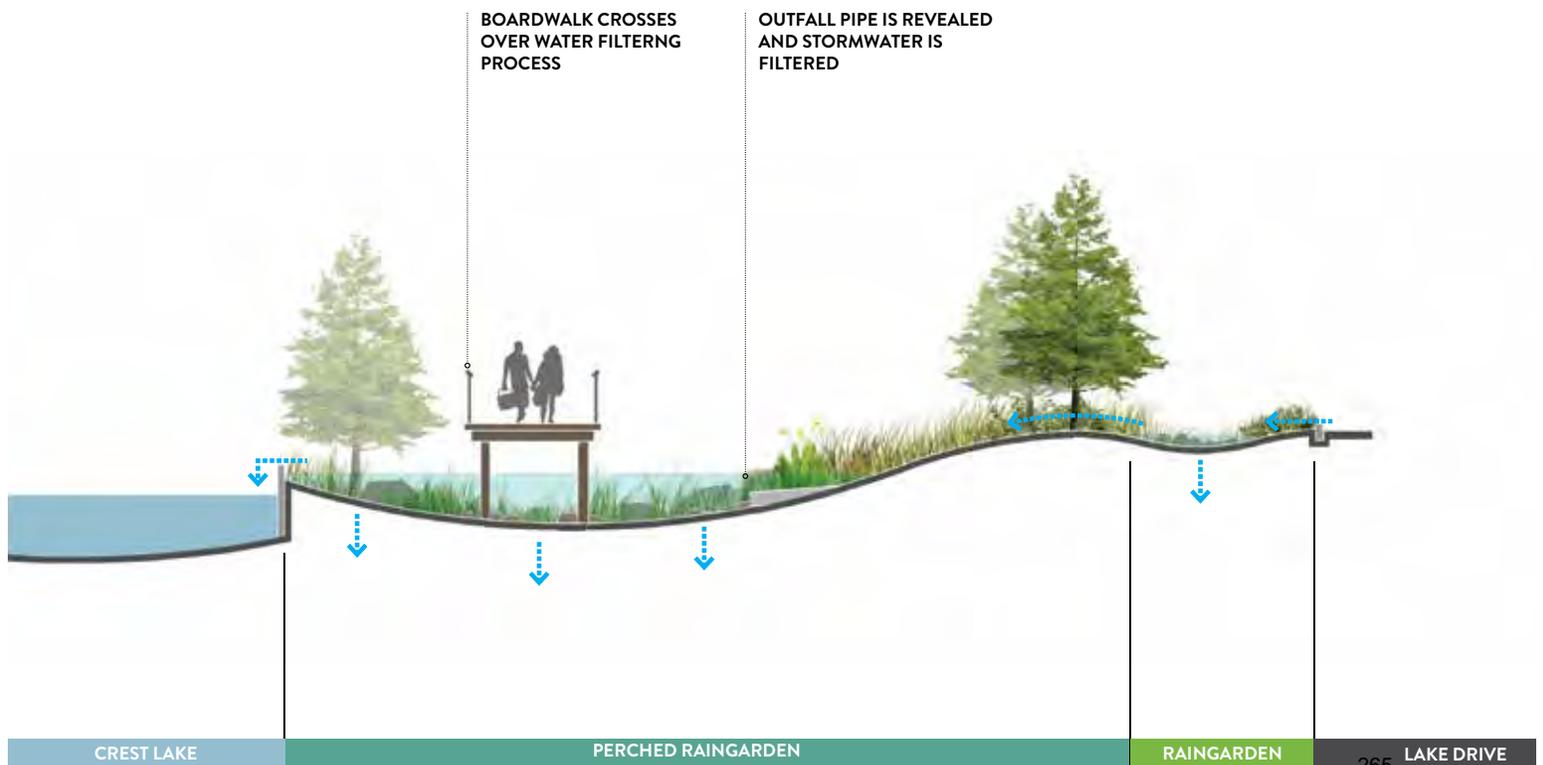
- 1 RESTROOM BUILDING
- 2 LARGE PAVILION
- 3 SMALL PAVILION
- 4 DISCOVERY PLAY
- 5 EQUIPMENT PLAY
- 6 BERM PLAY
- 7 DECK / OVERLOOK
- 8 BOARDWALK
- 9 SPLASH PAD
- 10 EXISTING MEMORIAL WALK
- 11 EVENT LAWN
- 12 FLEXIBLE LAWN
- 13 PLANTING AROUND EXISTING WELL
- 14 PRIMARY GATEWAY
- 15 CONCRETE WALK
- 16 PARK MAINTENANCE AREA (IN PARKING LOT)
- 17 LAUNCH BEACH
- 18 EXISTING DOG PARK
- 19 MAGNOLIA ALLEE
- 20 OAK GROVE
- 21 RAINGARDEN
- 22 SAND VOLLEYBALL
- 23 CHAISE BENCH
- 24 HEAD OUT ANGLE PARKING
- 25 EXISTING PARKING
- 26 BENCH, TYP.
- 27 COMPACTED GRAVEL UNDER TREES
- 28 DUMPSTER ENCLOSURE (IN PARKING LOT)
- 29 LOW FENCE ALONG EDGE
- 30 PLANTED STEPS
- 31 TRAIL
- 32 EXISTING MEMORIAL

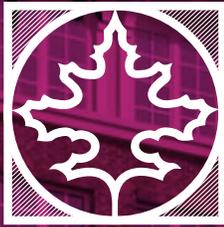


CLIENT:
City of Clearwater

PROJECT HIGHLIGHTS:
Under Construction; 39-acre park with rain gardens and educational boardwalks

Dix.Hite is working with the City of Clearwater to enhance and revitalize Crest Lake Park. The park is centrally located with both residential and busy retail adjacencies. Crest Lake itself acts as a retention pond, collecting stormwater from the surrounding neighborhoods. The team worked with an ecologist to develop strategies that would help improve the water quality with a series of rain gardens and lake edge treatments. Working with the park's existing tree canopy, the plan places structures within existing open areas and enhances canopy areas with supplemental trees and plantings. The plan includes shade pavilions, boardwalks and dock overlooks, a splash pad, a nature-themed playground, and an update to the existing memorial. Dix.Hite worked closely with the City to provide the desired programming and function within a fixed budget.





DIX·HITE

150 Jessup Ave
Longwood, FL 32750
Phone: (407) 667-1777
Email: land@dixhite.com



Tab 5.c.5

Bohler Engineering

SCOTT KRIEBEL

Atlantic Pacific Communities 3
Miami Central
161 NW 6th Street, Suite
1020
Miami, FL 33136

DECEMBER 2020



City of Tampa
Request for Proposal (RFP) for Real Estate Development
Rome Yard Mixed-Use Development

BOHLER //



FIRM OVERVIEW

We move people and projects forward.

Bohler provides land development consulting and technical design services to owners and developers across all market sectors.

We help people identify and act on opportunities to become accomplished. We partner with our clients to leverage industry change and tackle site challenges, resulting in successful land development projects that grow their business and transform the community.

SPEED-TO-MARKET



LOCAL LEADERSHIP,
NATIONAL NETWORK



QUALITY PRODUCT
AND EXPERIENCE



EARLY STAGE VALUE CREATION



STRATEGIC PERMITTING
SOLUTIONS



TRUSTED
PARTNERSHIPS



CORE SERVICES

- Due Diligence Land
- Surveying Land
- Planning
- Landscape Architecture Civil
- Engineering Sustainable
- Design Entitlement Services
- Program Management

DEVELOPMENT MARKETS

- Automotive
- Education
- Healthcare
- Hospitality
- Industrial
- Institutional
- Mixed-Use
- Municipal
- Office
- Residential
- Retail



MIXED-USE

Live, Work, Play

Bohler provides value in understanding land development best practices, as well as the intricacies of different uses and how they merge to create an exceptional end-user experience.

Our team helps developers move forward in critical phases like planning and leasing, providing insight into development objectives and the operational needs of a cohesive tenant mix.

PROJECT TYPES

Urban
Suburban
Integration/Redevelopment

SAMPLE CLIENTS

Strategic Property Partners
Carter USA
Ascentia Development Group
Milhaus
AvalonBay
Bozzuto JBG
SMITH
EQUUS Capital Partners EDENS

BOHLERENGINEERING.COM

BOHLER //



HERON - WATER STREET

LOCATION

Tampa, FL

COMPLETION DATE:

Open 2021

PROJECT TIMELINE:

Design: 12 Months

Construction: 36 Months

HIGHLIGHTS:

Anticipated WELL-Certified

Mixed-Use

Vertical Development

Bohler is engaged in the redevelopment and revitalization of Tampa's Central Business District, specifically on the Heron. This mixed-use development is a part of a larger commercial, residential and recreational initiative that will transform this critical element of the city's urban core and port district. Bohler is responsible for bringing the 26-story, mixed-use development from conceptual planning through site engineering, permitting and construction administration.

This project is part of a district that will seek WELL-Certification.

Services Provided

Site Civil and Consulting Engineering, Master Plan Implementation, Permitting, Construction Administration



NINE15

LOCATION

Tampa, FL

COMPLETION DATE:

Summer 2018

PROJECT TIMELINE:

Design: 12 Months

Construction: 36 Months

HIGHLIGHTS:

LEED Silver

Mixed-Use

Vertical Development

Bohler was contracted as the lead civil engineer for this mixed-use project in the urban core of Downtown Tampa. Comprised of 362 luxury apartments and 9,300 SF of retail, this 23-story development maximizes density totaling 685,000 SF situated on approximately one acre.

Parking for this development is contained in a 7-level parking garage with the residential units making up floors 8-23.

Services Provided

Site Civil and Consulting Engineering, Permitting, Landscape Architecture, Construction Administration



VIRAGE BAYSHORE

LOCATION

Tampa, FL

COMPLETION DATE:

Summer 2020

PROJECT TIMELINE:

Design: 12 Months

Construction: 36 Months

HIGHLIGHTS:

Vertical Development

Bohler acted as the civil engineer to deliver this 225,000 SF, 24-story multifamily tower comprised of 75 luxury condos.

Situated on two acres, this development maximizes density and takes advantage of the location's panoramic views of Tampa Bay.

This development required re-zoning approval.

Services Provided

Site Civil and Consulting Engineering, Rezoning Assistance, Permitting, Construction Administration



101 N MERIDIAN AVE

LOCATION

Tampa, FL

COMPLETION DATE:

TBD

PROJECT TIMELINE:

Currently in Due Diligence

HIGHLIGHTS:

Mixed-Use

Vertical Development

Bohler is involved with the delivery of this mixed-use development located in Channelside Downtown Tampa.

This 15-story high-rise project will include approximately 330 multifamily-units, ground-floor retail and a seven-story self-storage and parking component on approximately two acres.

This development will span the entirety of the block of North Meridian Avenue and will take up one of the last remaining underdeveloped corners in the Channel District.

Services Provided

Site Civil and Consulting Engineering, Rezoning Assistance

PROJECT TEAM



GROTH@BOHLERENG.COM

EDUCATION

B.S. Civil Engineering
Michigan Technological University

PROFESSIONAL LICENSES

Florida PE #74566
LEED® Accredited Professional

PROFESSIONAL AFFILIATIONS

International Council of Shopping
Centers

Real Estate Investment Council
Inc. (REIC)

Urban Land Institute (ULI)

Greg Roth, PE, LEED AP

Associate

As an associate and branch manager of Bohler's Tampa operations, Greg is focused on delivering consulting expertise, technical services and a high-quality experience to the region's clients across the mixed-use, residential, and urban infill real estate spectrum.

Greg delivers value to clients by fostering a strong team of project managers, technical professionals and support staff that deliver data, resources, strategies and activities in the pre-construction phases of projects, including site selection, due diligence, feasibility assessments, conceptual planning, permitting, entitlements and site design. In a diverse and growing region, these solutions are applied to single and multifamily residential projects (vertical and horizontal), retail, mixed-use, industrial and other commercial facilities.

In addition to team leadership and client engagement, Greg also leads large-scale programs and projects as his skills and capabilities dictate. This often includes early stage scope development and client engagement, proposal and strategy development, production execution, municipal engagement, client representation and stakeholder/project team engagement. His technical capabilities include regional regulatory expertise, conceptual planning, site design, stormwater management,

grading and utility plans and development of construction documentation.

Greg brings more than a decade of expertise in developing projects within the City of Tampa and continues to build and support solid relationships with new and existing clients, deliver high-quality, efficient technical solutions and support growing sectors in the region by providing a diverse bench of specialists in the retail, mixed-use, residential and urban infill development markets.

Relevant Project Experience

- + Heron - Water Street - Tampa, FL
- + 101 N Meridian Ave - Tampa, FL
- + Notch Mixed-Use Multifamily - Tampa, FL
- + HITE Mixed-Use Multifamily - Tampa, FL
- + Virage Bayshore - Tampa, FL
- + NINE15 Franklin - Tampa, FL

PROJECT TEAM



KMOREL@BOHLERENG.COM

EDUCATION

M.S. Civil Engineering
University of South Florida
B.S. Civil Engineering
University of South Florida

PROFESSIONAL LICENSES

Florida PE # 77085

Kyle Morel, PE

Project Manager

As Project Manager in Bohler's Tampa, FL office, Kyle has ten years of land development experience, five of which were in the municipal sector. He brings a wealth of knowledge from both a private sector standpoint, while also understanding the intricacies of the municipal review side.

Kyle's responsibilities include project and team management, as well as engineering design for numerous commercial developments and residential subdivisions. In addition, he has a diverse background in designing innovative stormwater management systems to meet Client requirements.

Kyle has testified as an expert in numerous municipalities throughout Florida before planning and zoning boards, and municipal councils / commissions.

Relevant Project Experience

- + NINE15 Multifamily - Tampa, FL
- + Virage Bayshore Multifamily - Tampa, FL
- + 319 Bayshore - Tampa, FL
- + Ybor Townhomes - Tampa, FL
- + The Views Townhomes - Tampa, FL

PROJECT TEAM



RHILEMAN@BOHLERENG.COM

EDUCATION

B.S. Civil Engineering
University of South Florida

PROFESSIONAL LICENSES

Florida PE #83371
Project Management Professional

Ryan Hileman, PE, PMP

Assistant Project Manager

Ryan is an assistant project manager in the firm's Tampa office. As part of a growing region, he plays a critical role in the planning and execution of land development projects, serving as the bridge between the project management layer and the technical production team.

Ryan's project responsibilities include site layout, grading, stormwater management best practices and preparation of construction documents and other necessary documentation related to permitting and entitlements. He is an advanced designer in AutoCad Civil 3D and leverages his knowledge of these tools to build efficient and effective design strategies for commercial, industrial, institutional and residential project applications.

Relevant Project Experience

- + Cypress Ranch - Pasco County
- + 101 Meridian Avenue - Tampa, FL
- + NINE15 Multifamily - Tampa, FL
- + Notch Multifamily - Tampa, FL
- + HITE Multifamily - Tampa, FL

PROJECT TEAM



ESAMUELSON@BOHLERENG.COM

EDUCATION

B.S. Civil Engineering
University of South Florida

PROFESSIONAL LICENSES

Engineer-in-Training

Eric Samuelson

Senior Design Engineer

Eric currently serves as the Senior Design Engineer out of the firm's Tampa office. Eric plays a crucial role on the technical layer of the team working closely with the project manager and other senior staff members to develop efficient design solutions.

Eric's project responsibilities include site layout, grading, stormwater management best practices and preparation of construction documents and other necessary documentation. Eric is an advanced designer in AutoCad Civil 3D and leverages his knowledge in technical tools to build efficient and effective design strategies for mixed-use and commercial projects.

Relevant Project Experience

- + Standard Student Housing Apartments - Tampa, FL
- + 915 Franklin Mixed-Use - Tampa, FL
- + Retreat at Tampa Student Housing - Tampa, FL
- + SR 54 Arlington Multi Family - Pasco County, FL
- + Kenwood Townhomes - St. Petersburg, FL

Tab 5.c.6

First Florida Constructors



First Florida Project Experience - TAMPA
including Subsidiaries Since 2010

ID	Name of Development	Location (City & State)	Development Category	Development Type:	Total Number of Units	Architect	Date of Completion
				Garden / Low-rise: 1 - 3 floors Mid-rise: 4 - 6 floors High-rise: 7 floors and up			
1	Booker Creek	St. Petersburg, FL	New Construction	Wood Garden	156	Forum Architecture	July-10
2	Cross Creek	Tampa, FL	New Construction	Wood Garden	192	Forum Architecture	November-10
3	Kensington Gardens	Tampa, FL	New Construction	Wood Garden	180	Forum Architecture	January-11
4	Sabal Ridge	Tampa, FL	New Construction	Wood Garden	108	Forum Architecture	June-10
5	Sabal Ridge II	Tampa, FL	New Construction	Wood Garden	108	Forum Architecture	November-11
6	Cristina Woods	Riverview, FL	New Construction	Wood Garden	108	Forum Architecture	January-12
7	Metro 510	Tampa, FL	New Construction	Mid Rise	120	Urban Studios Architects	November-11
8	Bayside Court Apts.	Largo, FL	New Construction	Wood Garden	144	Forum Architecture	May-12
9	Kensington Gardens Apartments II	Tampa, FL	New Construction	Wood Garden	96	Forum Architecture	August-12
10	Double Branch Apts.	Tampa, FL	New Construction	Wood Garden	240	Forum Architecture	September-13
11	Santos Isle Apts	Tarpons Springs, FL	New Construction	Wood Garden	50	Forum Architecture	November-13
12	The Epic at Gateway	Pinellas Park, FL	New Construction	Wood Garden	240	Forum Architecture	December-14
13	Pavilion Crossings Apts.	Riverview, FL	New Construction	Wood Garden	250	Forum Architecture	July-16
14	Aurora Residences	Tampa, FL	New Construction	Wood Mid-rise Wrap	351	Humphreys and Partners	February-17
15	Grady Square	Tampa, FL	New Construction	Wood Mid-rise Wrap	300	Humphreys and	December-16
16	Seazen at Rocky Point	Tampa, FL	New Construction	Wood Mid-Rise Wrap	323	LRK Architecture	November-18
17	Azola at Magnolia	Brandon, FL	New Construction	Garden	330	LRK Architecture	May-18
18	Lenox @ Bloomingdale	Riverview, FL	New Construction	Wood Garden	240	Forum Architecture	Sept. 18
19	Meres Crossing	Tarpon Springs, FL	New Construction	4 Story Wood	236	Baker Barrios Architects	May-20
20	Ringling Apartments	Riverview, FL	New Construction	4 -Story- Wood	222	Humphreys and Associates	August-20
21	Wildgrass Apartments	Tampa, FL	New Construction	3 Story - Wood	320	Forum Architecture	August-19
22	The Heights at Gracepoint	Tampa, FL	New Construction	3 Story - Concrete	64	Place Architecture	October-20
23	Charleston Elegant Apartments	New Port Richey, FL 34654	New Construction	4 Story - Wood	228	Forum Architecture	Est. Comp Date February-22
24	Asbury Apartments	Tampa, FL	New Construction	3 & 4 Story - Wood	360	Forum Architecture	Est. Comp Date November-22
25	Trinity Odessa Apartments	Tampa, FL	New Construction	3 & 4 Story - Wood	288	Forum Architecture	Est. Comp Date April-22
k Completed since 2010 (Inc. prev. Hotel work)				Total Units	5,254	Total Value	\$ 569,809,416

We personally negotiate, estimate, subcontract and inspect each construction project. This allows for tighter controls and better interaction with clients and subcontractors. It also allows us to complete projects of a higher quality with fewer problems along the way.

By getting involved in the project early, we collaborate with our clients, design teams and subcontractors to maximize quality control and value engineering in order to deliver projects on time and on budget.

As a courtesy to our clients, we also provide Preconstruction services such as conceptual pricing and consulting with architects on project design.

Our Leadership.



Gregory J. Wyka
President

Greg Wyka has worked with First Florida since 1996, when he administered the construction management contract for Divi Resorts in Aruba.

Since then, as a Superintendent/Project Manager, Vice President and now President, he has managed more than 1 Billion dollars in construction projects and has personally overseen the construction of over 14,154 multifamily units. Greg is the principal and primary owner of the First Florida Companies.

Greg is an industry advisory board member for the University of Miami Masters in Construction Management Program.

As a recipient of the University of Florida's Gator 100 Award, Greg is leading First Florida to be one of the strongest Florida-based construction companies of the future.

Education & Licensure

University of Florida, B.S. in Civil Engineering
General Contractor, State of Florida CG C061170

· CGC 1517868



Andrew J. Lenahan
Vice President

As Vice President, Andrew oversees and is personally involved in all activities at First Florida including business development, estimating, preconstruction services, project management, warranty services, community outreach and leadership development. Andrew is committed to building award-winning projects using efficient teams that understand the client's objectives and create value at each step of the process.

While at First Florida, Andrew has worked on new and rehabilitation projects including a mix of multi-family, commercial, hospitality, office, assisted living and retail uses located in the Southeast. In his previous roles at the company, Andrew directly managed the delivery of more than 30 new construction projects, totaling over 5,000 residential units and 4 million square feet.

Education & Licensure

University of Miami, B.S. in International Finance and Marketing
General Contractor, State of Florida CGC 1520602



Dana W. Teeter
Vice President of Central FL

Dana W. Teeter began his career with First Florida in 2004. Beginning as an Assistant Superintendent and working his way up to Superintendent then Project Manager, Dana was most recently promoted to Vice President of Central Florida.

He is based out of our Tampa office, overseeing all the Central Florida projects. Dana is involved in all aspects of the construction process from Design to project close out and everything in between.

Dana has built over 7,500 multifamily units since his tenure with First Florida.

Education & Licensure

General Contractor, State of Florida CGC 1518750
Certified Building Contractor, State of Florida CBC 1254016



Yari Gonzalez
Director of Operations

Yari has been with First Florida for over nine years. As Director of Operations, she is responsible in establishing strategic and operational leadership and procedures including administrative operations. As well as, engage actively with clients and manage end to end client experience.

She provides insight to employees and oversight to the First Florida staff, applying the best practices to supervise all teams including development of all the following departments: contract administration, insurance, lien releases, bonds and accounts payables. She pursues new opportunities for business growth and adopts measurable improvements within the organization that promote a positive and energetic culture.

Education

She received her Bachelor of Arts in International Relations from Florida International University.

Maria Guthrie
Chief Financial Officer



Maria has been with First Florida for over fourteen years. She is responsible for the company's accounting, treasury management, tax, auditing, financial reporting, budgeting and forecasting.

Maria co-founded the Miami-Dade chapter of the Construction Financial Management Association (CFMA) and was the chapter's president for four years. She serves on the Board of Directors for the Construction Financial Management Association.

Education

She received her Bachelor of Science in Accounting and her Bachelor of Science in Finance from North Carolina State University.

Multi Family & Mixed Use

Portico Apartments Sunrise, Florida

New Construction | 6 Story | 417 Units





Aurora
Tampa, Florida

New Construction
5 Story, 351 Units
284



Baldwin Harbor Apartments

Orlando, Florida

4 Story, 489 Units including Club Area,
Common Areas & Amenities

Pearce at Pavilion

Riverview, Florida

New Construction | 6 - 4 Story Buildings | 250 Units





Biscayne 27 Miami, Florida

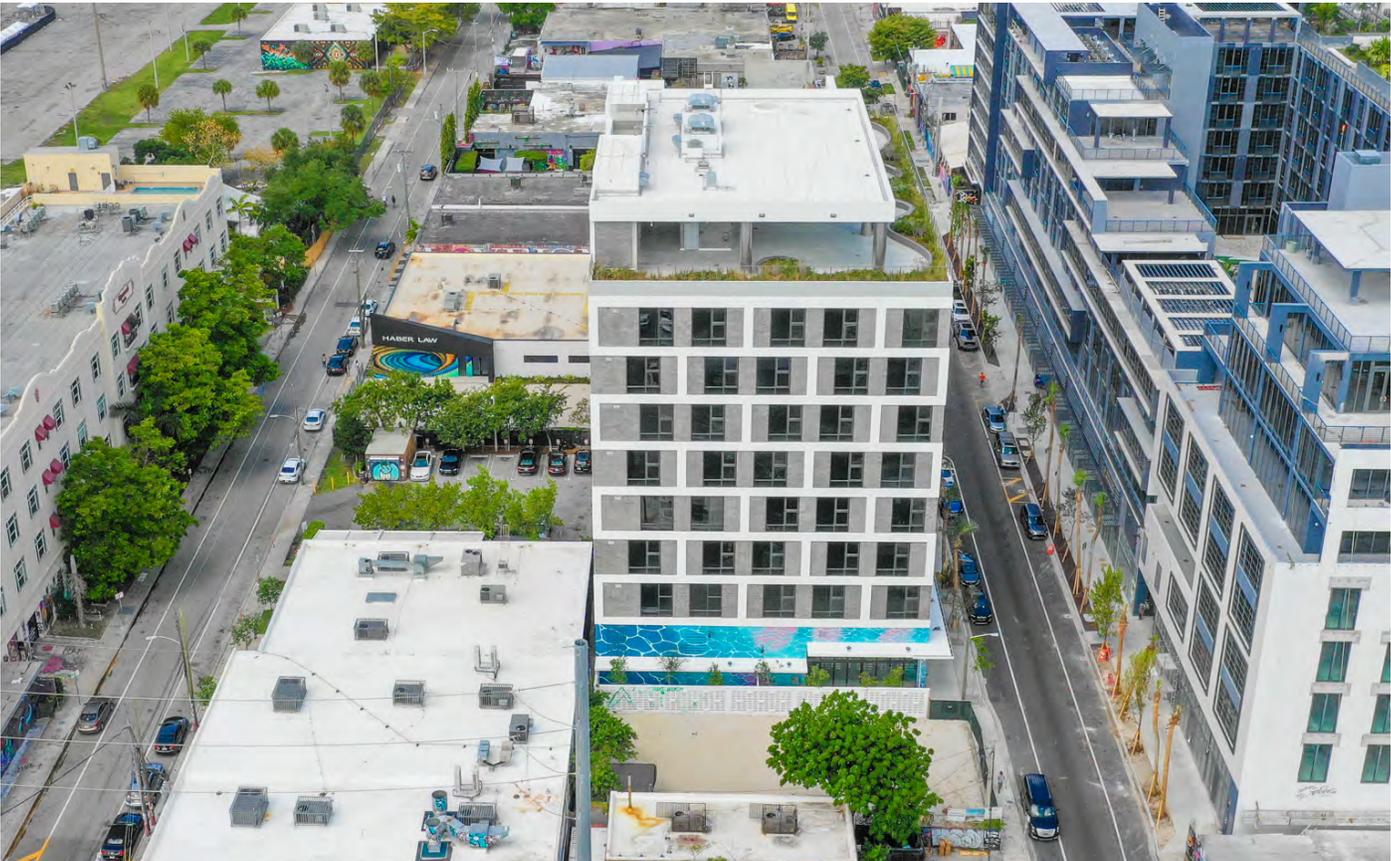
New Construction | 8 Story | 330 Units



Park Square Aventura, Florida

New Construction - 10 Story, 141 Units

Office & Retail



CUBE WYNWOOD
Miami, Florida

New Construction - 9 Story, 101,010 SF

Tab 5.c.7

Atlantic Pacific Management Portfolio



ALL PROPERTIES UNDER MANAGEMENT

	<u>PROPERTY NAME</u>	<u>UNITS</u>	<u>CITY</u>	<u>STATE</u>	<u>TYPE</u>
1	Amber Garden	110	Miami	FL	Affordable
2	Arbor At Centerbrook	80	Live Oak	TX	Affordable
3	Audrey M. Edmonson Transit Village	76	Miami	FL	Affordable
4	Audrey M. Edmonson Transit Village II	100	Miami	FL	Affordable
5	Charlotte Crossing	82	Punta Gorda	FL	Affordable
6	Eastbrooke Apartments	39	Washington DC	DC	Affordable
7	Island Living Apartments	70	Miami	FL	Affordable
8	Marian Towers (Compliance)	220	Sunny Isles Beach	FL	Affordable
9	Northside Transit Village I	100	Miami	FL	Affordable
10	Northside Transit Village II	180	Miami	FL	Affordable
11	Northside Transit Village IV	120	Miami	FL	Affordable
12	Saddlebrook Apartments	192	West Palm Beach	FL	Affordable
13	Saratoga Crossings I	128	Dania Beach	FL	Affordable
14	Saratoga Crossings II	44	Dania Beach	FL	Affordable
15	Seagrape Apartments	56	Marathon	FL	Affordable
16	Seagrape II Apartments	28	Marathon	FL	Affordable
17	St. Andrew Tower I (Compliance)	219	Coral Springs	FL	Affordable
18	St. Andrew Tower II (Compliance)	219	Coral Springs	FL	Affordable
19	St. Elizabeth Gardens (Compliance)	155	Pompano Beach	FL	Affordable
20	The Arbor at Wayforest	192	Houston	TX	Affordable
21	The Legacy at Piedmont	49	San Antonio	TX	Affordable
22	The Studio at thinkEAST	182	Austin	TX	Affordable
23	Vista Pointe at Wild Pine	108	San Antonio	TX	Affordable
24	Washington Square/Green Turnkey Plaza	89	Miami	FL	Affordable
25	Langwick Senior Residences	128	Houston	TX	Affordable/Mixed-Income
26	Laurel Glen	81	San Antonio	TX	Affordable/Mixed-Income
27	Pathways at Goodrich Place	120	Austin	TX	Affordable/Mixed-Income
28	The Bristol	96	San Antonio	TX	Affordable/Mixed-Income
29	The Terraces at Arboretum	112	Houston	TX	Affordable/Mixed-Income
30	Cresta Bella	368	San Diego	CA	Mixed-Income
31	Village Apartments	332	San Diego	CA	Mixed-Income
32	Villas at Camino Bernardo	344	San Diego	CA	Mixed-Income
33	1010 Brickell	387	Miami	FL	Condo
34	1100 Millecento Residences	385	Miami	FL	Condo
35	121 Marina at Ocean Reef	27	Key Largo	FL	Condo
36	300 Collins	19	Miami	FL	Condo
37	360 Condominiums B	100	North Bay Village	FL	Condo
38	400 Sunny Isles	230	Sunny Isles	FL	Condo
39	Ambassadors East	320	Highland Beach	FL	Condo
40	Apogee	49	Hollywood	FL	Condo
41	Aquarius	269	Hollywood	FL	Condo
42	Aria on the Bay	651	Miami	FL	Condo
43	Aubrey Glen	87	Santee	CA	Condo
44	Baltus House	167	Miami	FL	Condo
45	Canyon Ranch	581	Miami Beach	FL	Condo
46	Cassa Brickell	80	Miami	FL	Condo
47	Castillo at Westshore	80	Tampa	FL	Condo
48	Clinton Manor	40	La Jolla	CA	Condo
49	Coco Wood Lakes	393	Delray Beach	FL	Condo



ALL PROPERTIES UNDER MANAGEMENT

	PROPERTY NAME	UNITS	CITY	STATE	TYPE
50	Colonnade at Dadeland	298	Miami	FL	Condo
51	Crossings at Cypress Trace	143	St. Johns	FL	Condo
52	Decoplage	668	South Beach	FL	Condo
53	Eden House	98	Miami Beach	FL	Condo
54	Embassy Tower 1	102	Fort Lauderdale	FL	Condo
55	Essex Tower	170	Ft. Lauderdale	FL	Condo
56	Four Seasons	81	Ft. Lauderdale	FL	Condo
57	Gables Court	39	Miami	FL	Condo
58	Galleria Lofts	48	Ft. Lauderdale	FL	Condo
59	Galt Mile	329	Ft. Lauderdale	FL	Condo
60	Gran Paraiso	313	Miami	FL	Condo
61	Hallmark of Hollywood	378	Hollywood	FL	Condo
62	Hemispheres	1298	Hallandale Beach	FL	Condo
63	Horizon House	97	Ft. Lauderdale	FL	Condo
64	Hyde Midtown	476	Miami	FL	Condo
65	Icon Brickell No. 3	526	Miami	FL	Condo
66	Iconbay	302	Miami	FL	Condo
67	Island Pointe at Bay Harbor	168	Miami Beach	FL	Condo
68	Jade Winds	916	North Miami Beach	FL	Condo
69	La Mer Estates	443	Hallandale Beach	FL	Condo
70	Louver House	12	Miami Beach	FL	Condo
71	Malaga Towers Condominium	145	Hallandale Beach	FL	Condo
72	Marea	30	Miami Beach	FL	Condo
73	Metropolis at Dadeland	409	Miami	FL	Condo
74	Mirador 1200	423	Miami Beach	FL	Condo
75	My Brickell	193	Miami	FL	Condo
76	Neo Lofts Condominium	201	Miami	FL	Condo
77	Nine at Mary Brickell	390	Miami	FL	Condo
78	Oasis at Naples	188	Naples	FL	Condo
79	Ocean Palms Condominium	250	Hollywood	FL	Condo
80	One Island Place I and II	646	Aventura	FL	Condo
81	One Ocean	53	Miami Beach	FL	Condo
82	One Paraiso	282	Miami	FL	Condo
83	Onyx on the Bay	117	Miami	FL	Condo
84	Oriana	34	Lauderdale by the Sea	FL	Condo
85	Palau Sunset Harbour	59	Miami Beach	FL	Condo
86	Paraiso Bayviews	390	Miami	FL	Condo
87	Pariso Master	678	Miami	FL	Condo
88	Parker Dorado	327	Hallandale Beach	FL	Condo
89	Plaza 901 on Brickell	440	Miami	FL	Condo
90	Porta Bella Yacht and Tennis Club Condominiums	319	Boca Raton	FL	Condo
91	Quadomain	204	Hollywood	FL	Condo
92	Residences on Hollywood Beach	534	Hollywood	FL	Condo
93	River Dance	115	Bradenton	FL	Condo
94	San Matera the Gardens	676	Palm Beach Gardens	FL	Condo
95	Seaside Villas of Anastasia Island	164	St. Augustine	FL	Condo
96	Sereno Residences	38	Bay Harbor Islands	FL	Condo
97	SLS Brickell	453	Miami	FL	Condo
98	Sonoma Southside Apartments	264	Jacksonville	FL	Condo



ALL PROPERTIES UNDER MANAGEMENT

	<u>PROPERTY NAME</u>	<u>UNITS</u>	<u>CITY</u>	<u>STATE</u>	<u>TYPE</u>
99	St. Andrews Palm Beach	770	West Palm Beach	FL	Condo
100	Sunset Harbour North	240	Miami Beach	FL	Condo
101	Surf House Ocean Views	36	Surfside	FL	Condo
102	Terra Beachside Condominium	118	Miami Beach	FL	Condo
103	Townhouses at Jacaranda	340	Plantation	FL	Condo
104	Treasures on the Bay	338	North Bay Village	FL	Condo
105	Trump Hollywood Beach	200	Hollywood	FL	Condo
106	Wave	575	Hollywood	FL	Condo
107	Waverly at South Beach	408	Miami Beach	FL	Condo
108	Whitney	210	West Palm Beach	FL	Condo
109	Wind	495	Miami	FL	Condo
110	2803 Riverside	436	Grand Prairie	TX	Market
111	Atlantic Aerotropolis	269	Hapeville	GA	Market
112	Atlantic Ashford	222	Brookhaven	GA	Market
113	Atlantic Brookhaven	178	Brookhaven	GA	Market
114	Atlantic Loring Heights	277	Atlanta	GA	Market
115	Atlantic Mansfield	256	Mansfield	TX	Market
116	Atlantic McKinney Ranch	343	Dallas	TX	Market
117	Atlantic Newtown	220	Alpharetta	GA	Market
118	Atlantic Station	324	Fort Worth	TX	Market
119	Atlantic Stonebriar	294	Dallas	TX	Market
120	Atlantic Sweetwater	200	Lawrenceville	GA	Market
121	Atlantic Vinings	403	Smyrna	GA	Market
122	Atlantic Briarcliff	214	Atlanta	GA	Market
123	Atlantic Bridge Mill	236	Canton	GA	Market
124	Atlantic Doral	360	Doral	FL	Market
125	Atlantic Grand Oaks	240	Austin	TX	Market
126	Atlantic Howell Station	228	Duluth	GA	Market
127	Atlantic Medlock Bridge	320	Norcross	GA	Market
128	Atlantic Tradition	252	Port St. Lucie	FL	Market
129	Barons	508	Mesquite	TX	Market
130	Barrington Club	145	Coral Springs	FL	Market
131	Boca Colony	180	Boca Raton	FL	Market
132	Brookwood Valley Apartments	240	Atlanta	GA	Market
133	Caribbean Villas	206	West Palm Beach	FL	Market
134	Carrington Green	264	McDounough	GA	Market
135	Casablanca	241	Tampa	FL	Market
136	City View	240	Atlanta	GA	Market
137	Club at Charter Pointe Apartment Homes	258	Jacksonville	FL	Market
138	Franciscan at Arlington	418	Arlington	TX	Market
139	Harris Bridge Overlook	332	Dallas	GA	Market
140	Harrison Grande	319	Cary	NC	Market
141	Hills	224	San Diego	CA	Market
142	Logans Mill	256	Austin	TX	Market
143	Morningside Courts	172	Atlanta	GA	Market
144	Oak Hill	116	Escondido	CA	Market
145	Ocean Walk	297	Key West	FL	Market
146	Pacific Landing	325	Murrieta	CA	Market
147	Palazzo	300	San Marcos	TX	Market



ALL PROPERTIES UNDER MANAGEMENT

	<u>PROPERTY NAME</u>	<u>UNITS</u>	<u>CITY</u>	<u>STATE</u>	<u>TYPE</u>
148	Palms of Boca Del Mar	320	Boca Raton	FL	Market
149	River Run Village	192	San Diego	CA	Market
150	Shiloh Valley Overlook	300	Kennesaw	GA	Market
151	Sloan Square	197	Atlanta	GA	Market
152	St. Andrews at Weston	208	Weston	FL	Market
153	Summerwind	184	Vista	CA	Market
154	Sutton Place	456	Dallas	TX	Market
155	The Atlantic Palms Tradition	300	Port St. Lucie	FL	Market
156	The Flats at 55 Twelve	268	Durham	NC	Market
157	The Parc at Dunwoody	312	Dunwoody	GA	Market
158	Village at Hawks Creek	312	Westworth Village	TX	Market
159	Villas at South Point	284	McDounough	GA	Market
160	Villas at West Road	240	Houston	TX	Market
161	Vintage Park Apartments	324	Houston	TX	Market
162	Willows	137	Escondido	CA	Market
163	The Pointe at Preston Ridge	266	Alpharetta	GA	Market
164	Doral Park Country Club		Doral	FL	Commercial
165	The Gallery Center		Boca Raton	FL	Commercial
166	1025 Kane Concourse		Miami	FL	Office/Commercial
TOTAL PROPERTIES UNDER MANAGEMENT		41,554			

Tab 5.d

Community Engagement/ Minority Involvement

Community Engagement

A|P Communities incorporates resident engagement and consultation through many different facets of our activities. We work to understand the historic context in which our communities are being developed and align our strategy appropriately. This includes analysis of transportation connections, economic indicators, education attainment, and physical geography.

The development team's goal for The Yards at West River is to create an intergenerational, mixed-income community where active seniors, working adults, and families can take advantage of a safe, convenient, and visually appealing urban live, work and play environment. We plan to employ participatory planning principles to engage the local community and incorporate stakeholder feedback early in the design process. The development team has significant experience working with potential residents and neighbors to understand, prioritize, and implement their needs and desires as part of the development process. We will also adhere to the following design goals, objectives and planning principles that have been established during the West River Master Planning Process. Those include:

Design Goals and Objectives

- To transform West Tampa into a sustainable neighborhood
- To create a true mixed-income/mixed-use neighborhood
- To ensure a highly accessible, connected and walkable place
- To reconnect West Tampa neighborhoods to the environmental beauty of the Hillsborough River

Principles

- Reconnect livable streets
- Connect to the River
- Create a development that supports the West River Educational and Civic Campus
- Anchor the main streets with a mix of uses
- Create a development that contributes to creating a great and diverse neighborhood

Planning Process

Our development process begins by putting together an expert team of professionals across a myriad of specialties who will be responsible for the project from the initial planning phases through occupancy. For the Rome Yard site, A|P has partnered with Leonard Burke of Cornerstone Strategic Partners, and has engaged the design team of Torti Gallas + Partners, Bohler Engineering, landscape architect Dix Hite, and local land use attorneys, Jacob Cremer and David Smith of Stearns Weaver Miller et. al. This team will work with the City, the CRA, the local community, and other stakeholders to create a shared vision for the Rome Yard site.

The proposed preliminary development concept is built upon the basic due diligence we have already completed on the site, and will be customized as we receive additional feedback so we may determine the various issues that are most important to the City and the local community. Upon selection, A|P will meet with the City to understand any implications of redeveloping the site, and identify the key stakeholders that need to be involved in the process.

Community Input and Charrette

A|P and the design team will lead two community meetings and will ensure area residents and community stakeholder input is incorporated into the Master Plan. Prior to scheduling the community meetings, a kickoff meeting will be held with the City and the CRA to discuss the public

participation process and timeline, confirm and update the list of area participants, and identify key individuals, local leaders, community organizations, and other stakeholders to ensure participation from all segments of the community. We envision the City as key facilitators of this process. The development team will rely upon the City and the CRA's expertise and contacts with leaders in the community to ensure the below outlined process fits within the goals of the community.

During the process of generating a Development Plan for submission to Tampa, we will prepare and deliver a presentation showing our overall conceptual Development Plan to community stakeholders and we will solicit their feedback on the particular community benefits they'd like to see generated from this development. This will occur two times during the Development Plan process – once prior to the 50% complete submission to City and once more after receiving feedback from the City to incorporate into the plan.

To promote attendance, flyers, posters, postcards, and mailers will be distributed to area residents, the media, neighborhood associations, business associations, and community organizations in the weeks leading up to the event. This approach ensures the communication outlets that are effective within this community are fully utilized; establishing important lines of communication with potential residents and end users from the very beginning. The development team will also set up social media accounts including Facebook, Twitter and MySidewalk.com (facilitates collaboration with the maps, drawings and questions) for the project. At the request of the City, the team will be available to discuss the project with reporters and members of the press at a press conference, for news interviews, or on local radio programs.

Community Comment #1 – The community and all other stakeholders will be invited to a charrette that will give area residents and stakeholders the first opportunity to meet the selected development team, ask questions, and receive information about the development. The timeline for the development will be explained and area residents will be informed of the phasing plan and its implications. This meeting generally provides us with an opportunity to discuss who we are, what we do, the various types of constraints we may have (in terms of funding sources, etc.), while allowing the community to make comments, offer essential input and significantly influence the conceptual development design. General commentary will be fielded, and a more specific questionnaire will be offered asking residents and stakeholders about what they like/don't like, their concerns and their ideas.

Concept Update – After the development team compiles and analyzes all of the responses from the Community Comment period, we will seek to incorporate as many of the ideas and address as many of the concerns as is feasible within the legal and financial framework defined by the regulations, expected development sources, and required timeline. This updated concept will be presented to the City at the 50% completion of the Development Plan for their comments and feedback as well.

Community Comment #2 – After revising the first conceptual development design, we would offer a second community forum in order to showcase the changes and to address questions that will inevitably arise. This gives the community the opportunity to ask – and have answered – why particular parts of their feedback were addressed and why other parts could not be changed. This second meeting will be extremely beneficial in creating fluid communications and community confidence. We find that the community buy-in for any development concept is best fostered by thoroughly addressing concerns where we can, and educating where we cannot.

Final Development Concept – Public comments will be collected, reviewed, and considered for possible further modifications. If any modifications to the second design concept need to be made because of the second community comment period, we will make these before finalizing and moving forward with any architectural and engineering work. It is always possible that the overall plan and the building designs will require subsequent modifications due to comments from authorities having jurisdiction or field conditions. Once the community input process is complete, our team of development professionals (project management, construction, finance, and asset management) will work with the design team to finalize a site plan, and development concept that is feasible within the legal and financial framework defined by the regulations, expected development sources, and required timeline.

Many of our properties engage our residents through monthly newsletters which include the resident programs and activities schedules; helpful life skills tips and advice; community service partnerships available for job readiness skills, employment, and social services; and contact information for our property staff to facilitate interaction with their residents.

A | P also encourages dialogue with our residents to stay current on our resident programming and interface. This philosophy also carries through to the development activities of A | P Communities. The property management and development teams are in constant dialogue to make sure that feedback from our existing residents is incorporated into the subsequent phases we develop.

As an example, at Saratoga Crossings III, a 75-unit development in Dania Beach, FL (just South of the Fort Lauderdale International Airport), we have held several resident engagement sessions to collect and implement resident feedback from the existing 172 households at Saratoga Crossings I and II. Some important take-aways that we have incorporated into the design include suggestions on parking layout, trash room access, and stairwell alignments.

The Woodlands at Reid Temple, Glenn Dale, MD



In Maryland at the 252 apartments comprising the senior community of Woodlands at Reid Temple, during pre-development we held public sessions with senior focus groups from the area to incorporate feedback on resident amenities, activities, and in-unit finishes. By engaging early, we have been able to align the financing strategy with the community feedback we received. Some of the resident amenities A | P incorporated from these early sessions include a beauty shop, hydrotherapy room, community area with fireplace, and covered porch. By incorporating the

takeaways from these dialogues, we are excited to be on the verge of delivering a high-quality senior affordable housing community in January 2021. The Woodlands at Reid Temple already has a waiting list of over 600 seniors!

In the wake of this period of an unprecedented global health pandemic, it has become increasingly important to provide a robust and multi-faceted approach to communicate and disseminate information to, as well as to get input from residents and community stakeholders. As we make a plan for engaging the community in a safe and healthy manner, flexibility will be critical as we apply our approaches to reflect a new reality of social and physical distancing.



As the COVID-19 pandemic may require stakeholder engagement and public outreach efforts to move forward in virtual ways as the project evolves, the Team proposes providing:

- ✓ Online Meetings: Sometimes called virtual town halls, these can be interactive or static websites built to mimic a public Open House. During these times of social and physical distancing, effective community and stakeholder communications will be especially important. While some members of the community may not have access to technology for online meetings/interactions most will likely have access to social media applications such as Facebook, YouTube, Instagram, etc. via mobile devices. Using these social media outlets, a team representative can monitor streamed meetings/workshops and relay the expressed concerns and comments of the community members to the larger group.
- ✓ Social Media Engagement: To help tailor social media messaging, virtual engagement opportunities, and new ways for the community to stay informed and provide critical input.
- ✓ Webinars: These usually include a live presentation as well as a group dialogue. These can also include live polling as well as video features. We have licenses and agreements already in place to be able to leverage third-party technology tools for this project.

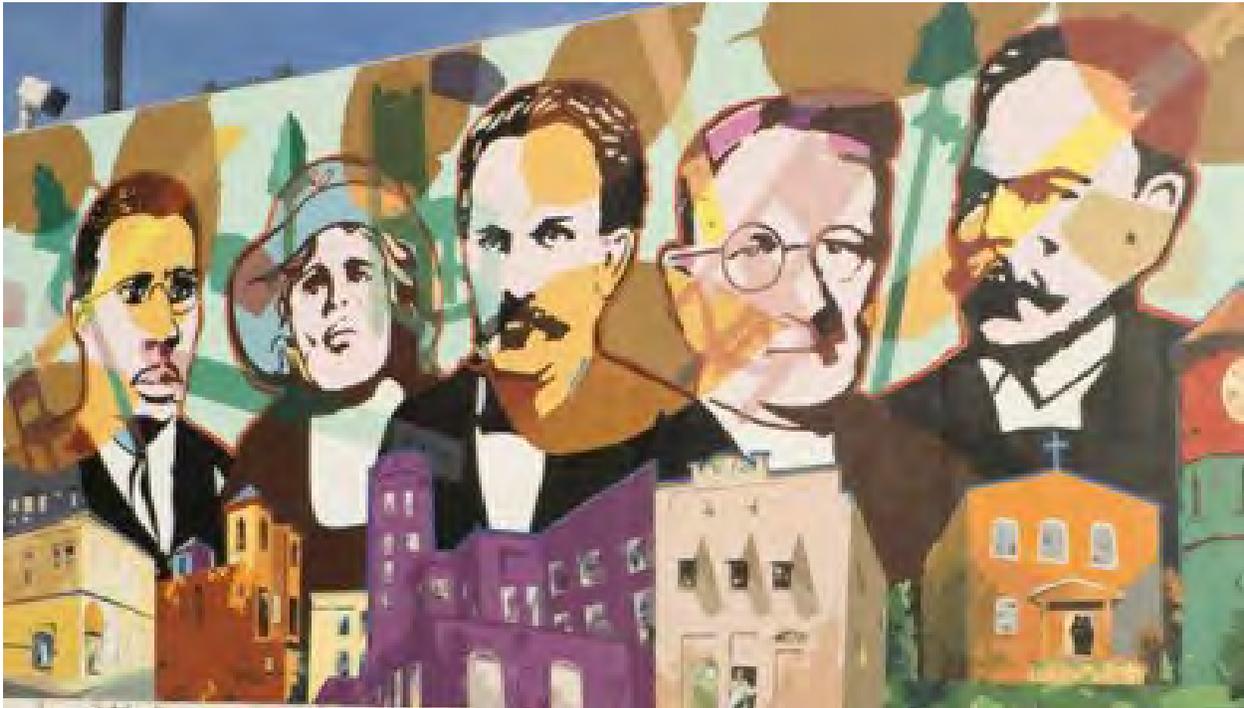
If appropriate, in-person, socially distanced community meetings and Charrettes can occur by following CDC, Federal, State or Local guidelines. This could include preventative measures such as:

- ✓ Wearing Face Coverings
- ✓ Temperature Taking at the Door
- ✓ Provision of Hand Sanitizer and Regular and Thorough Cleaning
- ✓ Published and Enforced Physical Distancing Plan
- ✓ Limiting the Sizes of the Gatherings at Any One Time

Our creative, customized stakeholder engagement plan will tailor approaches to public involvement that address the unique attributes, interests and values of West River in order to meet the specific needs of the community during this time of the COVID-19 pandemic. We will leverage the materials and the spirit of these meetings to provide the flexibility and convenience of physical

and/or online engagement that flows seamlessly into people's routine and casts a wide net for participation.

West Tampa Experience



In any major redevelopment effort, it's vital that the parties involved understand the history of that community so that the appropriate community and organizational relationships can be forged. West Tampa is a great example of an area that has a tremendous amount of history. West Tampa, founded in 1892, grew to become a vibrant community, centered on the cigar industry. Over time, the cigar industry declined and the commercial district fell into disrepair.

There are three long-established neighborhoods in the West Tampa CRA: Old West Tampa, North Hyde Park and West Riverfront. Each neighborhood has its own distinct personality and community organization. There are several residents that are 2nd, 3rd, and even 4th generation West Tampa natives so we understand that there is a deeply rooted, vested interest in the Rome Yard development and the impact it will have on their community. We take pride in listening to and striving to meet the needs of each community organization.

Organizations that are active in the area include West Tampa Chamber of Commerce, Project Links, West Tampa CDC, North Hyde Park Alliance, and West Tampa Alliance to name a few. Familiarity with these various organizations is a result of key members of the development team working in the area on projects like the West River Tampa and the West Tampa CRA community meetings.

We have begun the process of fostering those connections through conversations with several organization members within the community as we prepared for this RFP and plan to continue in those conversations if awarded the Rome Yard site. We are not interested in just speaking with various organizations without taking action. We want to develop meaningful, high-impact partnerships on this important revitalization and the community at large.

Our team members have ample experience with engaging organizations and stakeholders to create strategic partnerships that bring essential services and resources to a community. As an

example, **Leonard Burke**, of Cornerstone Strategic Partners, was able to negotiate and execute a long-term commercial lease agreement with one of the largest health care providers in Florida (Bay Care medical group) for the Encore at downtown Tempo district, a 28-acre master planned development. This partnership provided the low-moderate income residents within the Encore community access to much needed health care services.

He also assisted in the brand creation of West River Tampa, a 44-acre master planned development, along with the development of the first two buildings within the community (160-unit and a 150-unit senior affordable housing communities). He was personally involved in the community/resident engagement process for this large redevelopment effort. This included leading weekly meetings during the relocation process of all the former North Boulevard and Mary Bethune Hi-Rise residents to ensure adequate housing of their choice for all the former residents. He also helped coordinate design meetings with community stakeholders and former residents of NBH and MBH, so that the residents could provide critical insight and feedback on any proposed branding and design plan. Leonard will use all of his previous experience and expertise in the community engagement process necessary for successfully redeveloping The Yard at West River.

Legal counsel **Stearns Weaver Miller** brings to the team experience with the legal, land use, environmental and entitlement issues in West Tampa. They worked on the Tampa Housing Authority's West River for land use and environmental matters. Their associates represented Bank of America's affordable housing arm on the Boulevard Towers within West River and have handled a professional office rezoning on N. Howard near the interstate where the project had to comply with the overlay provisions and other local requirements. This successful rezoning required extensive community engagement due to some traffic concerns the neighborhood identified.

Lead architect, **Torti Gallas** has been successfully working in the Tampa and Central Florida region since 1997. Their Tampa office, located in the West Shore Business District, is committed to the future of the Tampa metropolitan area, whether market rate development, municipal engagements, or the revitalization affordable housing. Felix Deloatch is a member of ULI Tampa Bay and its Urban Design/Mixed Use Product Council as well as the Florida Association of Housing and Redevelopment Officials (FAHRO).

Dix Hite, a City of Tampa certified WBE and landscape architect founded in 1996, has mixed-use multifamily experience in Tampa such as the award winning Seazen at Rocky Pointe on the Tampa Bay waterfront, Novel Riverwalk adjacent to the newly renovated Riverwalk; Novel Bay Center in Tampa's Westshore District. Dix Hite is currently working on Novel Midtown, located in West Tampa to ensure the master planning and site layout integrates into the historic fabric of the West Tampa community. Also in their portfolio of work are Pierhouse at Channelside, a mixed-used multifamily, infill project in downtown Tampa and Aurora apartments in downtown Tampa.

Tampa Bay Works is involved in workforce initiatives across the Tampa Bay MSA and are supportive of our proposed development plan for the Rome Yard sites. The closest project they have to West Tampa is the Hire-for-Potential Initiative in the University area of Tampa which is now known as Uptown. It is a low-income community which shares many of the same challenges as West Tampa. The Hire-for-Potential Initiative is a new project funded by Florida Blue that focuses on engaging local employers to hire Uptown residents for high-demand, good paying jobs with pathways to great futures. Working in or near their community encourages these residents to remain there, raising the community's income level and tax base. This approach is most effective in revitalizing low-income communities while simultaneously preventing gentrification of many long-term residents.

Integral Energy is a Hillsborough County based energy consulting firm that brings decades of relevant transportation and Tampa expertise, including in West Tampa. Integral serves as the

Subject Matter Expert (SME) for HART CNG Operations & Alternative Fuel Vehicle (AFV) Integration. In this capacity, Integral provides technical support related to all aspects of HART's AFV Programs and its Sustainability Management Program. To date, Integral has saved HART over \$2.0M in CNG operating costs.

As a designated Energy Consultant for the City of Tampa's Solid Waste Department's Alternative Fuel Vehicle (AFV) program, their scope of work includes analyzing procurement associated with three public CNG Fueling Stations and one private CNG Fueling Station as well as environmental reporting related to Greenhouse Gas emissions.

As a designated Energy Consultant for the Tampa Metropolitan Area YMCA, Integral performs services for 17 facilities. The scope of work includes utility audits, energy performance tracking, coordination with engineering firms, architects and construction teams on future energy related capital improvements and new facilities and environmental reporting on Greenhouse Gas emissions related to the facilities.

Emerald Engineering is located in and serving Tampa since 2007. They have extensive experience with HUD, FHA, USGBC and LEED requirements as well as with working in the immediate area. Recently completed projects include:

- Boulevard at West River Block T3 (500+ units, multifamily apartments & garage)
- The Heights at Gracepoint (64-unit multifamily apartments – affordable housing)
- Heights Union Office Buildings & Garage (2 6-story office buildings and garage in Tampa Heights)
- Hyatt Hotel Downtown Tampa (new 17-story dual-brand hotel)
- Bayshore Sanctuary (new 17-story condominium on Bayshore Blvd)
- University of Tampa numerous projects including:
 - New 80,000 sf academic building constructed in 2018
 - New 100,000 sf academic building presently in design, construction starting Q1 2021
 - New parking garage, construction starting Q1 2021

Subcontractor, **Envision** is a Tampa-based flooring and construction company whose leadership are Tampa natives with combined experience of 50+ years working in the area. Recent experience in the West Tampa area includes:

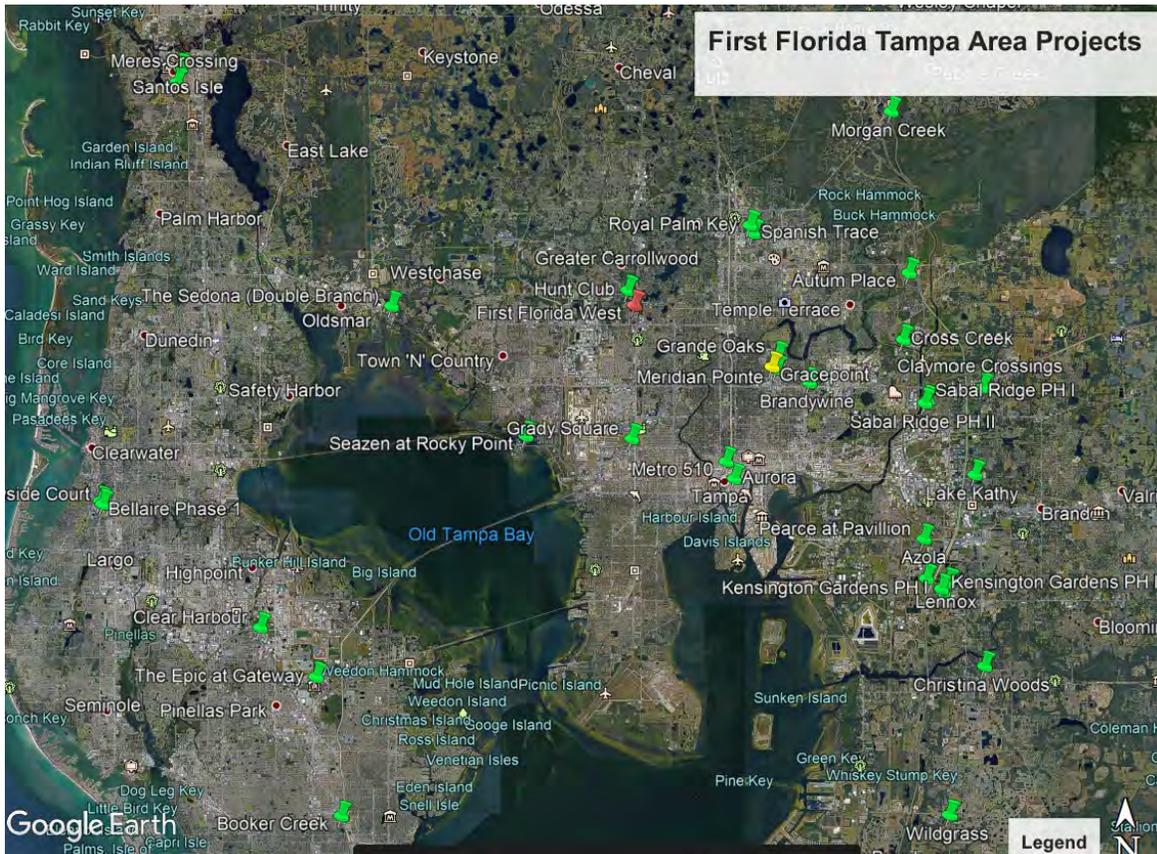
1. Tempo at Encore, Tampa, FL - Completed 2018 - 203 Units
2. West River Tampa, Tampa, FL - To be completed 2020 - 3 tower affordable housing complex - 8 floors each - 371 units

Belt Engineering is also a locally based firm, several of whose employees are life-long residents of Tampa and Hillsborough County. Projects in the West Tampa area include:

- UT Storm Water Vaults (2011, 2012, 2014, 2015, 2016, 2018, 2019, 2020)
- St Joseph's Hospital Storm Water Vaults (2010, 2012)
- St Josephs Hospital Behavioral Health Center Vaults (2016)
- Tampa General Hospital Storm Water Vaults (2015)
- Waterside West Apartment Buildings – Westshore Blvd (2016)
- Palencia Apartments Clubhouse Remodel– Palencia Dr (2014)
- St. Mortiz Apartments Clubhouse Remodel – Heritage Club Dr (2014)
- Pine Tree Apartments Balcony Repairs – Idewild Ave (2013)

- Single family residential, multi-family residential and commercial projects in and around West Tampa (Riverside Heights, Tampa Heights, Seminole Heights, North Hyde Park, Drew Park, and more).

With a local office in Tampa, **First Florida** Constructors has over 5,250 units built or under construction with a total value of over \$569.8 million. For a complete list of First Florida’s Tampa Bay experience and staff resumes, see Exhibit 5.c.6.



Subcontractor **DuCon, LLC** is a Tampa construction management company, with locations in Tampa (Ybor City) and Sarasota, servicing the State of Florida. They have extensive experience with HUD, FHA, Florida Housing, Local, Section 3, and W/MBE project requirements and current experience working in the immediate area as a subcontractor/teaming partner. Recent projects include:

- Boulevard at West River Block T3A/T3B/T3C (300+ units, multifamily apartments, amenity & garage)
- Tampa Housing Authority’s Cypress Office Building (plumbing fixture replacement and electrical addition)

Tampa-based subcontractor **Volair** has designed 14 mixed-use facilities containing 2,157+ living units In the past five years. Two of these facilities are located within a mile of the proposed Rome Yard Mixed-Use Development:

1. The Tampa Housing Authority’s The Renaissance at West River is a six-story, 160-unit multi-family development with 220 parking spaces, retail, amenities, and loading dock. The building features a Sovent plumbing system, which utilizes aerators and deaerators

essentially combining the waste and vent system into one. As a result, less piping was used in the design of this building's plumbing system.

2. The Pearl Apartment, located within a mile of the proposed Rome Yard site, is a four building, mixed-use urban neighborhood development that includes 314-unit apartments and townhomes, 28,000-SF of retail space; and a 156,000-SF garage. This project's AC system utilized a ground source heat pump system (geothermal system, which dissipates heat from within the building, down into the aquifer, instead of into the ambient air which saves energy); the first one done in decades in the downtown Tampa area.

Minority Involvement

A|P Communities and Cornerstone Strategic Partners are strong advocates of Diverse Local Participation and actively participates in Small, Disadvantaged, and Minority and/or Women-owned Business Enterprise ("S/M/WBE") programs to meet **S/M/WBE participation goals**. The development team includes an MBE and a WBE firm

- ✓ **Cornerstone Strategic Partners**, a Hillsborough County and City of Tampa certified MBE, as equity partner and co-developer; and
- ✓ **Dix Hite + Partners**, a City of Tampa certified WBE, as Landscape Architect.

To increase minority participation, the development team has also partnered with **AmSkills**, a Tampa Bay region nonprofit organization whose mission is to "transform lives and build communities through workforce training and apprenticeships for youth, adults, veterans and the economically disadvantaged." The redevelopment will include the AmSkills Neighborhood Workforce Training Center to provide local residents with hands-on skills training. The facility will be designed to creatively attract local residents to learn about the many career opportunities available in the manufacturing and construction industries. Programs will include utilization of virtual reality career exploration and hands-on skills training with hand-tools, manual machining, CNC Programming, Welding, Robotics and other construction trades. AmSkills is a Florida Department of Education Registered Apprenticeship program and a Testing Center for National Certifications including the National Institute for Metalworker Skills (NIMS), the Association for Packaging & Processing Technologies (PMMI) and the Advanced Robotics for Manufacturing Institute (ARM).

The development will also collaborate with **CareerSource Tampa Bay**. They will provide recruitment and job posting services; professional outsourcing services; specialized pre-screening & candidate search; targeted career fairs & recruitment events; on the job training; and paid work experience for youths aged 18-24. Participants will have on the job training opportunities across various trades which will position them for placement in permanent, full-time jobs in the construction industry.

MatCon Construction Services is a Tampa certified MBE and DBE whose leadership have been active advocates for local diversity programs. President and CEO Derek Mateos has served as CEO Council of Tampa Bay Diversity and Inclusion Charmain, USF College of Arts and Sciences Dean's advisory board member, Tampa Chamber Minority Business Accelerator Program Advisor, to name a few. If A|P is selected, Matcon will establish a community outreach and inclusion program to promote Minority and local contractor participation.

The general contractor, First Florida, will contract with **Envision**, a Tampa-based flooring and construction company that provides workshops, training seminars and trade certifications to local workers in order to honor their deeply rooted commitment to give back to the community in which they work. By investing these resources, they create job opportunities and build teams with great abilities. The general contractor will also subcontract with **DuCon**, a Tampa construction company and certified MBE.

Building Toward the Future works with organizations to train and coach high potential students for summer jobs, internships, entry-level, and hard-to-fill positions to build and develop talent pipelines. They provide coaching and assistance across various job readiness topics including but not limited to:

- Resume & Cover Letter Creation
- Effective Interview Techniques
- Networking Skills
- Business Etiquette

In addition, we've partnered with **Tampa Bay Works** which specializes in convening, training and assisting employers to hire-for-potential. They help them understand the business case for hiring high-potential local residents when they are having trouble finding enough experienced candidates for jobs in high-demand sectors such as advanced manufacturing, information technology and healthcare. This helps minority candidates because traditional hire-for-experience practices create an unintended bias against talent populations that are less likely to have experience at high-demand jobs, such as minorities, women and new training program graduates. Hiring-for-potential significantly expands the diversity of the qualified candidate pool for local jobs.

Case in point: According to EMSI data, the area codes that encompass and surround West Tampa employ 188,146 people but only 43,977 live in the same areas. A staggering 77% of the jobs in the community are held by people that live outside the community. The Hire-for-Potential Initiative would focus on improving that ratio in favor of West Tampa residents.

To successfully achieve the 20% local resident hiring goal, it is essential to start working with employers now. It requires training, assistance, and time to change the hiring practices and behaviors of companies, as well as to teach these companies how to recognize potential in talent populations that they normally don't source. Once companies experience the financial benefits of hiring-for-potential, they tend to embrace it. Given time, construction companies can surpass the expectations for minority hiring.

The development team will engage several qualified Tampa Bay region minority firms and place them on a preferred vender bid list which ensures they will be solicited during the bidding process. As evidenced by the forms provided in Section 7, firms that are already committed to our development team include:

SubContractors	SBE	WBE	MBE	DBE
Dix.Hite + Partners		X		
Matcon Construction Services			X	X
DuCon			X	X
Envision			X	X
Belt Engineering	X			
VoltAir			X	
TC Squared Inc. (A1 Hurricane Fence)		X		
Arehna Engineering Inc		X		
Colors Painting Contractors, LLC	X	X		
MiamiView of South Florida, LLC		X		X
Integral Energy	X		X	X

The development team has included the following in the hiring plan to achieve S/M/WBE goals:

- Hiring of an Outreach Coordinator that is dedicated to growing the S/M/WBE platform by networking with area small businesses and minority business associations, hosting job fairs and attending job fairs at other institutions and helping qualified subcontracting firms apply for and obtain their S/M/WBE certifications.
- Contact business assistance agencies, minority contractors’ associations, and community organizations to inform them of contracting opportunities and request their assistance in identifying potentially qualified certified S/M/WBE firms.
- Advertise contracting opportunities by posting notices, in English and Spanish, which provide general information about the work to be contracted and where to obtain additional information, in the common areas or other prominent area housing developments and in other public places.
- Advertise employment opportunities, in English and Spanish, by posting notices which provide general information about the work, available positions and where to obtain additional information, in local media outlets to promote interest both within the vicinity of the development and among low income residents in the City.
- Provide written notice to all known S/M/WBE business concerns of the contracting opportunities, in sufficient time to allow these business concerns to respond to the bid invitations or request for proposals.
- Follow up with certified S/M/WBE business concerns that have expressed interest in the contracting opportunities by contacting them to provide additional information on the contracting opportunities.
- Coordinate pre-bid meetings at which S/M/WBE business concerns can be informed of upcoming contracting and subcontracting opportunities.

- Advise S/M/WBE business concerns as to where they may seek assistance to overcome limitations such as inability to obtain bonding, lines of credit, financing, or insurance.
- Arrange solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in ways to facilitate the participation of S/M/WBE business concerns.
- Where appropriate, breaking out contract work items into economically feasible units to facilitate participation by S/M/WBE business concerns.
- Numerical goals (number of awards and dollar amount of contracts) for award of contracts to S/M/WBE business concerns.

Also included is First Florida's M/WBE Business Outreach Program. First Florida has a long-standing track record of successfully engaging with S/M/WBE's utilizing proven strategies on numerous developments throughout Florida. **A|P and First Florida commit to award (to the greatest extent feasible) at least 20% of the final construction contract to certified S/M/WBE firms.**

To facilitate additional participation, First Florida will carve smaller scopes from larger trades to be awarded to smaller subcontractors as needed and can pay these subs on a biweekly or even weekly schedule versus the monthly standard. This infused capital will have an exponential impact on these businesses by giving them resources they need to continue to grow their businesses and hire more individuals from the community. This approach leads to greater participation by small, local businesses and furthers economic revitalization throughout Tampa.

A|P Communities also has extensive experience meeting HUD Section 3 and S/M/WBE requirements. The HUD Section 3 program requires that recipients of certain financial assistance, provide job training, employment, and contracting opportunities for low- or very-low income residents in connection with projects and activities in their neighborhoods. A|P has completed construction on over 3,000 HUD-financed units over the last 10 years. As an example of A|P's commitment to the Section 3 program, we awarded \$12M in subcontracts to Section 3 certified businesses on four of our projects in Miami-Dade County: Audrey M. Edmonson Transit Village (fka Seventh Avenue Transit Village), Northside Transit Village I, Northside Transit Village IV and Washington Square. In addition, the Saratoga Crossings development in Dania Beach, awarded over \$4M to Section 3 certified contractors.

To maximize local subcontractor and labor participation, A|P goes to great lengths to generate awareness among Section 3 and S/M/WBE subcontractors and residents of available job opportunities prior to bidding, this will include advertisements in the local newspapers, hosting job fairs and working with our partners on community outreach. To facilitate additional participation, A|P will often carve reduced assignments from larger projects to be awarded to smaller subcontractors as needed and will pay these subs on a biweekly or even weekly schedule due to their needs, versus a standard monthly payment. In this model, the infused capital to these businesses has an exponential impact on their sustainability, as it gives them resources to continue to grow and hire more individuals from the community. This positive cycle leads to greater economic revitalization.

A|P also conducts targeted outreach to include additional local contractors in the hiring process. These efforts are not only beneficial but mandatory to ensure that developments such as these successfully meet Section 3 and S/M/WBE goals and benefit the community on a larger scale. The chart below illustrates the various ways in which we have complied with Section 3 and incorporated local subcontracting business opportunities into our various projects.

Development & Location	Contract	Agency	Complied with Section 3 S/M/WBE Goals
Audrey M. Edmonson Transit Village, Miami, FL	County-owned land	Miami-Dade County Public Housing & Community Development	Subcontracted 44% of the development hard costs to Section 3 businesses and 53% to DBE/MBE firms. Sixty-five Section 3 residents were hired by subcontractors.
Seventh Avenue Transit Village II, Miami, FL	County-owned land	Miami-Dade County Public Housing & Community Development	A P Community Builders employed 3 individuals from Greater Miami Services Corp. and subcontracted with 7 MBE firms with a total contract value of over \$5M representing 28.58% of the total construction contract.
Northside Transit Village I, Miami, FL	NSP3 Loan, County-owned land	Miami-Dade Public Housing and Community Development	A Section 3 local hiring plan was followed and 27% of the employees were hired from the local vicinity, and 6.96% of new hires were Section 3 residents. In addition, 20% of the hard costs were awarded to MBE contractors and the contractor complied with Davis-Bacon Act wage requirements.
Northside Transit Village II, Miami, FL	County-owned land; HOME	Miami-Dade Public Housing and Community Development	64% participation with Section 3 and MBE/WBE firms.
Northside Transit Village IV, Miami, FL	County-owned land	Miami-Dade Public Housing and Community Development	39% of the work was subcontracted to D/M/WBE and Section 3 firms. Project also participated in Transitions program, employing trained cadets that were previously incarcerated.
Island Living Apartments, Miami, FL	CRA Grant	Southeast Overtown/ Park West CRA	Partnered with Palmetto Homes of Miami, Inc., a local minority developer and Miami-Dade certified Section 3 firm. 100% of unskilled labor new hires were Section 3 residents and 28% of the total hard construction costs were contracted to Section 3 firms.
Residences at Dr. King Boulevard, Miami, FL	City-Owned Land; HOME	City of Miami; Miami-Dade Public Housing and Community Development	Will surpass goal of 32% participation with 40% M/WBE and Section 3 participation
Northwest Gardens V (New Construction) & Sunnyreach Acres (Rehabilitation) Fort Lauderdale, FL	HAP Contract	Housing Authority of the City of Fort Lauderdale	At Northwest Gardens V, 25% of the hard costs were contracted to MBE/WBE firms, 11% contracted to Section 3 firms, and 24 Section 3 residents were hired. For the rehabilitation of Sunnyreach Acres, 51% of the hard costs were subcontracted to Section 3 businesses, 5 Section 3 residents were hired, and 50% of the total development cost was paid to M/WBE firms.
Sailboat Bend Apartments, Fort Lauderdale, FL	HAP Contract	Housing Authority of the City of Fort Lauderdale	A Section 3 local hiring plan was followed, 5% ± of the hard costs were contracted to Section 3 firms, and 16 Section 3 residents were hired.
Sailboat Bend II, Fort Lauderdale, FL	PHA-owned land	Housing Authority of the City of Fort Lauderdale	Achieved 22% M/WBE and 23% Section 3 firm participation, exceeding 15% goals.
Suncrest Court, Fort Lauderdale, FL	PHA-owned land	Housing Authority of the City of Fort Lauderdale	Achieved 31% M/WBE and 28% Section 3 firm participation, exceeding 15% goals.

Development & Location	Contract	Agency	Complied with Section 3 S/M/WBE Goals
Saratoga Crossings I & II, Dania Beach, FL	HAP Contract	Dania Beach Housing Authority	Over 30% of the costs were subcontracted to M/ WBE and/or Section 3 firms.
The Studio At ThinkEast, Austin, TX	PHA-owned land	Housing Authority of the City of Austin	32% subcontracted to MBE firms.
Laurel Glen, San Antonio, TX	LIHTC	Texas Department of Housing & Community Affairs ("TDHCA")	30% subcontracted to MBE firms.
The Terraces at Arboretum, Houston, TX	LIHTC	TDHCA	30% subcontracted to MBE firms.
The Bristol, San Antonio TX	LIHTC	TDHCA	30% subcontracted to MBE firms.
Pathways at Goodrich Place, Austin, TX	PHA-owned land	Housing Authority of the City of Austin	40% subcontracted to Section 3 firms.

A|P Communities has engaged in numerous programs across our various projects that provide job training, employment, and contracting opportunities. We have highlighted some of our successful programs below.

Youthbuild Program - During the construction of Audrey M. Edmonson Transit Village (fka Seventh Avenue Transit Village), Northside Transit Village I, and Island Living, A|P partnered with Greater Miami Services Corps ("GMSC") to train local 18-23 year olds in the construction industry via the Youthbuild program. This program, administered by the Department of Labor, is a community-based alternative education program that provides on-site job training and education opportunities for at-risk youth ages 16-24. At least 8 participants learned construction skills on A|P affordable housing construction sites in their own neighborhoods. These individuals receive hands-on training from experienced subcontractors while also participating in classroom learning sessions on construction management and construction safety taught by GMSC staff and experienced construction professionals. This curriculum gives students that did not graduate from high school the opportunity to take GED courses and provides construction site experience and knowledge that can be applied directly towards future employment. Additionally, in giving back to their own community, these at-risk youth are given an immeasurable sense of pride and accomplishment. A|P Communities completed Northwest Gardens I-V, Sailboat Bend, Dixie Court I-III, and Dr. Kennedy Homes incorporating the Youthbuild Program.



In 2016, A|P Community Builders hosted events at **Northwest Gardens V**, an A|P joint venture with the Housing Authority of the City of Fort Lauderdale ("HACFL"), to provide hands on training to seven YouthBuild program participants on aspects of construction and construction management. Our experienced project manager led students on site and provided training on

various construction processes completed by different trades such as foundation and site work, vertical construction, and building out the interiors, hanging drywall, cabinets, and installing fixtures. In a classroom setting, the Youthbuild participants also learned about architectural design and plans, cost budgeting, and creating project timelines.

Additionally, A|P partnered with HACFL to implement the **Step-Up Program** at the Northwest Gardens developments. The HACFL began this program by employing their residents for maintenance jobs on their properties. The program was so successful, it has evolved and now includes training apprentices in wood-working and cabinetmaking, urban farming, and other entrepreneurial skills. Employees of the Step-Up Program built and installed all of the kitchen and bathroom cabinetry for Dixie Court Phase I, II and III, Northwest Gardens I, II, III, IV, and V, Sailboat Bend, Saratoga Crossings I & II, and Dr. Kennedy Homes, and are currently being trained in green building practices. **The general contractor at Sailboat Bend went on to hire one of the Step-Up apprentices as a full-time employee after the project was completed.** At least nine Step-Up apprentices have since been hired for full time positions within the construction industry.

The Step-Up Program has also been implemented at Suncrest Court and Sailboat Bend Apartments II with the HACFL.

Post Construction Community Engagement

After completion of The Yard at West River master plan, the development team will continue to engage community stakeholders on at least a quarterly basis. The City, CRA, CAC, HART, onsite workforce training center staff, and other key stakeholders will be invited to continue providing input on how to best utilize the retail space and green spaces to provide ongoing benefits to the community as outlined in the Community Benefits Agreement.

The **Hire-for-Potential Initiative** will change the hiring practices and behaviors of employers in and near West Tampa for the long-term. Employers will continue these practices long after the Initiative has moved on because it makes business sense to do so. Skills-Based Hiring practices have proven that recruiting based on potential versus experience results in lower recruiting costs and compensation expenses while simultaneously producing higher job retention, workforce diversity and productivity.

To ensure the community is a part of the process and stays informed, we also plan to:

1. Develop a website that provides project updates and meeting notices
2. Host meetings to gather community input on design
3. Establish a resident/community engagement committee or community assessment liaison

Property Management – A|P Community Management intends to train 2-6 local area individuals per phase, which, across all phases, and would **provide to up to 20 permanent jobs in property management, maintenance and security.** A|PCM plans to work with community engagement partners, to identify residents and individuals from within targeted zip codes, create a curriculum, and provide on-the-job training in property management, record keeping, safety and security, maintenance and repair. We will make best efforts to hire local residents for permanent jobs and contract with maintenance service firms (i.e. landscaping, pool maintenance, security, etc.) in such a manner that is consistent with and reflective of the diversity of the City as well as the West Tampa neighborhood.



BUSINESS OUTREACH PROGRAM FOR Section 3, M/WBE and Small Businesses

Overview:

First Florida recognizes the importance of supplier diversity. By creating sound business relationships, we seek to strengthen the economic development and viability for minority- and woman-owned businesses and small businesses.

Our mission is to deliver the best value and highest quality products and services by encouraging competition among all contractors and suppliers. Supplier diversity is an important component of our overall construction effort and success, and we believe in helping these firms to succeed and grow. We foster relationships with small and disadvantaged business enterprises and help educate them to increase their utilization not only on our construction projects but also on those of our peers. We believe that small business outreach entails much more than just pass-through opportunities.

We take a team-based approach by working closely with our clients to establish local inclusion goals for their building program. First Florida also engages community business partners to achieve participation goals by offering networking and outreach events. We work extensively with many diverse business enterprises:

- Disadvantaged Business Enterprise (DBE)
- Locally Certified Business Enterprise
- Women-Owned (WBE) or Women-Owned Small Business (WOSB)
- Minority-Owned or Minority Business Enterprise (MBE)
- Small Business (SB)
- Small Disadvantaged Business (SDB)
- Veteran- Owned or Veteran-Owned Small Business (VOSB)
- Local Housing Authorities
- South Florida Minority Supplier Development Council
- South Florida Workforce

MBE, WMBE & Small Business Procurement Process:

Once First Florida has commenced the bidding process, there is a timeline established to make sure the proper bid procedures for all divisions are in place to meet the goals and objectives of the Section 3, M/WBE and/or Small Business participation project requirements.

First Florida's Outreach Coordinator manages the implementation of the Program in coordination with our Pre-Construction Department and utilizes various means and media sources to advertise opportunity and solicit qualifications for Minority and Section 3 Certified companies.

First Florida also strives to work with local staffing agencies and subcontractors and hosts career fairs to give low-income residents an opportunity to meet and interview with participating

FIRST FLORIDA

companies. Residents can then apply for employment after passing the company's hiring prerequisites, such as passing background and drug screening.

Recruitment:

The following steps will be taken to recruit, solicit, encourage, and facilitate the hiring of Section 3/ M/WBE and Small Businesses:

1. Obtain the M/WBE directory for a complete listing of businesses already certified by the city and provide to Pre-Construction Department.
2. Establish a Notice and Advertisement process for M/WBE. At least 51% of the business should be independently owned and controlled by a Minority or a woman.
3. Meet with the M/WBE office and discuss contracting opportunities.
4. Maintain a log from Pre-Construction documenting all efforts made and provide to Owner upon request.

Ongoing Support for Subcontractors:

After a subcontractor team member is hired for a new project, they are assisted by First Florida's Outreach Coordinator, Director of Operations, Project Management, and Contract Administration teams to ensure ease of understanding and compliance with all First Florida policies and project requirements. In order to maintain a supportive and collaborative relationship, First Florida appoints a single member from each department to manage the relationship to increase familiarity and rapport building. Our goal is to provide assistance and mentorship while encouraging developing companies to implement their own internal controls.

Conclusion:

We are proud of the collective efforts, experience and relationships formed while working with several Section 3, Minority- and Woman-Owned Businesses, and Small Businesses throughout Florida. We are committed to building and strengthening new relationships as we continue to build our future. For more information, please feel free to call our office at (305) 665-1146.

Thank you!

First Florida

Tab 5.d.1

**Letters of Support from
Tampa Bay Works,
Amskills, CareerSource,
Blind Tiger, Pep Rally**



December 9, 2020

To Whom It May Concern:

I am pleased to offer my support to Atlantic Pacific Communities' (A|P) proposal for the Rome Yard Mixed-Use Development. Tampa Bay Works is a Florida not-for-profit corporation focused on convening, training and assisting employer consortiums to hire-for-potential when struggling to find experienced candidates for essential jobs. We help employers identify high-potential candidates from talent populations they normally don't source, such as unemployed and underemployed workers from low-income neighborhoods or young people who have adequate training but lack relevant work experience.

If A|P is selected, we would work closely with them to create an on-site workforce training center that could provide the below services for the local labor force. Specifically, Tampa Bay Works will convey employers in and around West Tampa who are willing to hire local residents for good jobs with great futures. These employers will provide us with the occupations and skills they most need from employees, which will be used to guide the programs and curriculum offered by the workforce training center. We will then teach and assist the employers how to use proven best practices to hire-for-potential, and target the local residents completing programs offered by the training center. This approach will guarantee an exact match between employers' needs and training center programs.

We eagerly support A|P's proposal and hope to be part of their development project which will seek to maximize benefits to this community, bringing opportunities to area residents and helping close labor force gaps in the Tampa area. If you have any questions, please contact me at the number below.

Sincerely,

Dr. Byron C. Clayton
CEO

December 10, 2020

Re: Rome Yard Mixed-Use Development

To whom it may concern:

I am pleased to offer my support to Atlantic Pacific Communities' (A|P) proposal for the Rome Yard Mixed-Use Development.

AmSkills is a 501c3 and our Mission is to “transform lives and build communities through workforce training and apprenticeships for youth, adults, veterans and the economically disadvantaged.” AmSkills was created specifically has an economic development initiative in the Tampa Bay Region creating unique programs to recruit, train and sustain entry-level and skilled manufacturing and construction industry candidates. We work with manufacturing and construction employers to provide job opportunities to AmSkills candidates and Apprenticeships.

If A|P is selected, we would work closely with them to create the AmSkills Neighborhood Workforce Training Center to provide local residents with hands-on skills training. The facility will be designed to creatively attract local residents to learn about the many career opportunities available in the manufacturing and construction industries. Programs will include utilization of virtual reality career exploration and hands-on skills training with hand-tools, manual machining, CNC Programming, Welding, Robotics and other construction trades. AmSkills is a Florida Department of Education Registered Apprenticeship program and a Testing Center for National Certifications including the National Institute for Metalworker Skills (NIMS), the Association for Packaging & Processing Technologies (PMMI) and the Advanced Robotics for Manufacturing Institute (ARM).

We eagerly support A|P's proposal and hope to be part of their development project which will seek to maximize benefits to this community, bringing opportunities to area residents and helping close labor force gaps in the Tampa area. If you have any questions, please contact me at the number below.

Sincerely,

A handwritten signature in blue ink that reads "Tom Mudano".

Tom Mudano, President & CEO
Office: 727.301.1282 #122
eMail: TMudano@AmSkills.org



December 14, 2020

To whom it may concern:

I am pleased to offer my support to Atlantic Pacific Communities' (A|P) proposal for the Rome Yard Mixed-Use Development. CareerSource Tampa is a non-profit focused on connecting employers with qualified, skilled talent and Hillsborough County residents with employment and career development opportunities to achieve an economic prosperity.

If A|P is selected, we would work closely with them to create an on-site workforce training center that could provide the below services for the local labor force.

- **Job Posting:** We offer FREE job posting on our statewide EmployFlorida.com portal www.employflorida.com
- **Recruitment Events:** Hiring events at our one-stop centers.
- **Job Fairs:** We host various job fair events throughout the year.
- **Labor Market Information:** Information provided for specific occupations, trends, wages and salaries, etc.
- **On the Job Training (OJT):** Our On the Job Training program will reimburse up to 75% of eligible candidate's hourly wage or salary up to 6 months. This program helps businesses save money while training promising new hires.
- **Paid Work Experience (PWE):** Our Paid Work Experience Program serves to target young talent (between ages 18-24). 100% of wages are paid for 24 hours per week during the six week training period per youth.
- **Incumbent Worker Training (IWT):** Upgrade your existing team's skills to improve retention and advancement in your company, with financial assistance provided through the Workforce Innovation Act (WIOA).

We eagerly support A|P's proposal and hope to be part of their development project which will seek to maximize benefits to this community, bringing opportunities to area residents and helping close labor force gaps in the Tampa area. If you have any questions, please contact me at the number below.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michelle A. Zieziula", is written over a faint circular watermark.

Michelle A. Zieziula
Chief Impact Officer
CareerSource Tampa Bay
4902 Eisenhower Blvd., Suite 250
Tampa, FL 33634
zieziulam@careersourcetb.com
Tel: 813-397-2045
Cell: 813-486-9568





December 9, 2020

To Whom It May Concern:

I am pleased to offer my support to Atlantic Pacific Communities' (A|P) proposal for the Rome Yard Mixed-Use Development. Building Toward the Future Student Program is a local limited liability company focused on helping organizations train and coach high potential students for summer jobs, internships, entry-level, and hard-to-fill positions to build and develop talent pipelines. In addition, Building Toward the Future teaches individuals the skills they need to achieve their highest potential in the professional world.

If A|P is selected, we would work closely with them to create an on-site workforce training center that could provide the below services for the local labor force:

Coaching:

Once placed in a job, Building Toward the Future will work with the new employee and their direct supervisor in a coaching process to monitor job performance and overcome challenges that might arise. Using the coaching process will help monitor job performance, ensure employee and employer satisfaction, assist the new employee overcome any challenges that might arise, help employees reach full productivity faster, increase retention, and decrease turnover.

Training:

Building Toward the Future will instruct students how to obtain their desired job and excel professionally by teaching the following topics:

- Resume & Cover Letter Creation
- Proper Business Attire
- Goal Setting
- Positive Business Attitude
- Effective Interview Techniques
- Networking Skills
- Business Etiquette

We eagerly support A|P's proposal and hope to be part of their development project which will seek to maximize benefits to this community, bringing opportunities to area residents and helping close labor force gaps in the Tampa area. If you have any questions, please contact me at the number below.

Sincerely,

A handwritten signature in blue ink that reads "Yvette D. Clayton".

Yvette D. Clayton
President & CEO



December 10, 2020

To whom it may concern:

By way of this letter, I would like to give my support to Atlantic Pacific Communities' (AP) proposal for the Rome Yard Mixed-Use Development. Blind Tiger Coffee Roasters is a Local MBE Food & Beverage operator that has cafés throughout Tampa.

The Blind Tiger Coffee Roasters have multiple locations within the City of Tampa along with Hillsborough County.

We are excited about the opportunity to help develop and cement the project along the Hillsborough River. Making history and being part of the story that Tampa has to tell, we are humbled at the opportunity.

If selected, we would bring a comprehensive Food & Beverage program aimed to increase the opportunity to create the Rome Yard Mixed use development as a future "must see" destination.

We would like to install a roaster and spell the gospel and rich history of Tampa as a hub for a top five city with the best coffee scene in the country.

We look forward to the opportunity to collaborate with AP and other stakeholders to serve the West Tampa neighborhood and create local jobs. If you have any questions, please contact me at the number below.

Sincerely,

Roberto Torres

Blind Tiger Coffee Roasters



cell : 813-789-2209
email: Josh@peprallyinc.com

December 11, 2020

To whom it may concern:

Pep Rally Inc. offers its support to Atlantic Pacific Communities' (AP) proposal for the Rome Yard Mixed-Use Development. We are a creative agency based in West Tampa that is dedicated to telling rich visual stories that celebrate the the past, present and future of our city.

If selected, we would collaborate with the developer to ensure that the new community will thoughtfully honor the history and heritage of West Tampa through art, historical markers, and/or a West Tampa Cultural Center.

Our team specializes in the design and creation of large scale timeless murals. We have built a team that is unmatched in talent or reputation for quality and integrity.

We heartily support AP's proposal and look forward to the opportunity to collaborate with diverse stakeholders to ensure thoughtful implementation of the local community's vision for the area. If you have any questions, please contact me at the number below.

Sincerely,

JOSHUA PEARSON

Founder / Creative Director

PEP RALLY INC.



Tab 5.e

WMBE/SLBE Firm Participation

Leonard Burke, a **City of Tampa resident**, and managing partner and founder of **Cornerstone Strategic Partners**, a Hillsborough County and City of Tampa certified **Minority Business Enterprise** is an equity partner with Atlantic|Pacific Communities in the City of Tampa’s Rome Yard redevelopment and will be participating as a Prime Contractor, involved in every facet of the development process.

Proposer	SBE	WBE	MBE	DBE
Atlantic Pacific Communities				
Cornerstone Strategic Partners	X		X	

In addition, we’ve subcontracted several certified firms listed below.

SubContractors	SBE	WBE	MBE	DBE
Dix.Hite + Partners		X		
Matcon Construction Services			X	X
DuCon			X	X
Envision			X	X
Belt Engineering	X			
VoltAir			X	
TC Squared Inc. (A1 Hurricane Fence)		X		
Arehna Engineering Inc		X		
Colors Painting Contractors, LLC	X	X		
MiamiView of South Florida, LLC		X		X
Integral Energy	X		X	X

The development team will achieve **at least 20% SLBE and WMBE participation in construction of the development**. Included in Section 7 are the completed and signed forms listed below, based on the currently proposed designs and budget, to be refined after engagement with the community and key stakeholders.

1. Schedule of All Sub-Contractors/Consultants/Suppliers Solicited MBD 10
2. Schedule of All Sub-Contractors/Consultants/Suppliers to be Utilized MBD 20

We also acknowledge our intent, by signing forms MBD-30 and MBD-40, if we’re the recommended awardee, to fully comply with these forms and requirements prior to the award.

Tab 5.e.1

M/WBE Certifications



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Dix.Hite + Partners, Inc.

is hereby certified as a

Women Business Enterprise (WBE)

In the following specialty(ies)

Landscape Architects

This certification is valid from March 4, 2019 to March 4, 2021

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in your firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Development**



DuCon, LLC

Active

Profile

Commodity Codes

Name:

DuCon, LLC

Shortname:

DuCon

Business Designation:

corporation

Contact:

Ernest DuBose II

Address:

1726 E. 7th Ave

Tampa, FL 33605

County:

Hillsborough

Phone:

941-376-1663

Fax:

941-877-5711

Email:

accounting@ducon.us

Designations

AFRICAN AMERICAN:

October 4, 2019 - October 4, 2021



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Envision-CS, Inc

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

GC, Flooring

The certification is valid from December 9, 2019 to December 9, 2021

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Manager**



Peter O. Knight Airport
Plant City Airport
Tampa Executive Airport

January 8, 2019

Hillsborough County
Aviation Authority
P.O. Box 22287
Tampa, Florida 33622
phone/ 813-870-8700
fax/ 813-875-6670
TampaAirport.com

Mr. Allen Greene, II
Envision-CS, Inc.
d/b/a Envision
5000 Acline Drive East
Tampa, FL 33619-3224

Re: Disadvantaged Business Enterprise (DBE) Certification

Anniversary Date: Annually on June 9

Dear Mr. Greene:

The Hillsborough County Aviation Authority (Authority) is pleased to announce that your firm is certified under the Florida Unified Certification Program (UCP) as a DBE in accordance with Part 29, Section 26, Code of Federal Regulations.

DBE certification is continuing but is contingent upon the firm maintaining its eligibility annually through this office. You will be notified of your annual responsibilities in advance of the anniversary date. You must submit the annual No Change Declaration no later than the anniversary date. Failure to do so will result in immediate action to remove certification.

Only those firms listed in the UCP DBE directory are certified by Florida UCP members. Prime contractors and consultants should verify your firm's DBE certification status and identify the work area(s) for which the firm is DBE eligible through this directory.

Your firm will be listed in Florida's UCP DBE directory which can be accessed through the FDOT's website at www.dot.state.fl.us/equalopportunityoffice and then selecting "DBE Directory."

DBE certification is not a guarantee of work, but enables the firm to compete for, and perform, contract work on all United States Department of Transportation (USDOT) federal aid (Federal Aviation Administration, Federal Transit Authority, and Federal Highway Administration) projects in Florida as a DBE contractor, sub-contractor, consultant, sub-consultant or material supplier.

Mr. Allen Greene, II
Envision-CS, Inc.
d/b/a Envision
January 8, 2019
Page Two

If, at any time, there is a material change, including but not limited to, ownership, officers, directors, scope of work being performed, daily operations, affiliations with other businesses or physical location of firm, you must notify this office in writing, without delay. Notification should include support documentation. You will receive timely instruction from this office as to how you should proceed, if necessary.

Your firm may compete for and perform work on all USDOT federal aid projects throughout Florida, receiving DBE credit for work performed under the following North American Industry Classification Standard Codes (NAICS):

<u>NAICS Codes</u>	<u>Titles</u>
236220	Commercial and Institutional Building Construction
238330	Flooring Contractors

Questions or concerns should be directed to this office by telephone or fax. The telephone number is (813) 870-8738; the fax number is (813) 870-8704.

Sincerely,



Cheryl L. Hawkins
Business Diversity Manager

CLH/by
Via certified mail 7014 1820 0001 6135 8878



GREATER ORLANDO
AVIATION AUTHORITY



Florida Unified Certification Program

Disadvantaged Business Enterprise (DBE) Certificate of Eligibility

ENVISION-CS, INC. d/b/a ENVISION

MEETS THE REQUIREMENTS OF 49 CFR, PART 26

APPROVED NAICS CODES:

236220 – Commercial and Institutional Building Contractors
238330 – Flooring Contractors

1-8-19
DATE:

By: Cheryl L. Hawkins, Business Diversity Manager



JACKSONVILLE
TRANSPORTATION
AUTHORITY



ANNIVERSARY DATE - Annually on June 9

ENVISION-CS, INC. d/b/a ENVISION has been certified under Florida's Unified Certification Program (UCP) as a Disadvantaged Business Enterprise (DBE) in accordance with 49 Code of Federal Regulation Part 26.

DBE certification does not expire. It is contingent upon the firm maintaining eligibility annually through this office. Owners will be notified of their responsibilities in advance of the anniversary date.

The firm is listed in Florida's DBE Directory which can be accessed at the following link:
<http://www.fdot.gov/equalopportunity/>

Prime contractors and consultants must verify the firm's DBE certification status, and identify eligible work area(s) through the Directory.

The Authority's DBE Program Office is available, offering managerial and technical assistance at no cost.

Contact us at (813) 554-1450 or via email DBEProgram@TampaAirport.com.

Cheryl L. Hawkins
Business Diversity Manager



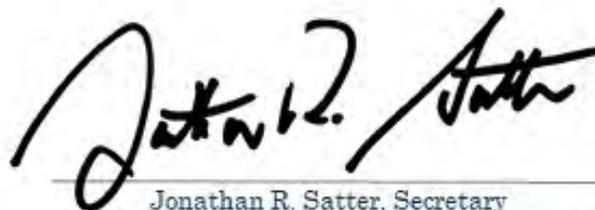
State of Florida

Minority Business Certification

Envision -CS, Inc.

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

03/13/2020 to 03/13/2022



Jonathan R. Satter, Secretary
Florida Department of Management Services



Office of Supplier Diversity
4050 Esplanade Way, Suite 380
Tallahassee, FL 32399
850-487-0915
www.dms.myflorida.com/osd

Certified Profile

CLOSE WINDOW [Print](#)**Business & Contact Information**

BUSINESS NAME	Belt Engineering, LLC	
OWNER	Joseph W. Belt	
ADDRESS	1503 West Busch Blvd. Tampa, FL 33612	Map This Address
PHONE	813-961-3075	
FAX	813-961-1031	
EMAIL	Jbelt@BeltEngineering.com	
WEBSITE	Beltengineering.com	
ETHNICITY	Caucasian	
GENDER	Male	
COUNTY	Hillsborough (FL)	

Certification Information

CERTIFYING AGENCY	City of Tampa
CERTIFICATION TYPE	SLBE - Small Local Business Enterprise
EXPIRATION DATE	10/28/2021
CERTIFIED BUSINESS DESCRIPTION	Engineering Service

Commodity Codes

Code	Description
NAICS 54133	Engineering Services
NIGP 90740	Engineering Services, Non-Licensed (Not Otherwise Classified), Including Consulting

Additional Information

INDUSTRY	Construction-Related Services
----------	--------------------------------------



**Board of County Commissioners
Economic Development Department
Minority and Disadvantaged Business Development**

Minority/Woman Business Certification

VoltAir Consulting Engineers, Inc

HC-1613/19

Valid from February 25, 2019 - February 25, 2021

Approved Lines of Business:

Consulting Engineers

A handwritten signature in black ink, appearing to read "Theresa Kempa".

Theresa Kempa
Minority and Disadvantaged Business Manager
Economic Development Department



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

VoltAir Consulting Engineers, INC

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Consulting Engineers

This certification is valid from March 11, 2019 to March 11, 2021

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in your firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

Gregory K. Hart, Manager
Minority and Small Business Development

THIS CERTIFIES THAT

VoltAir Consulting Engineers, Inc.



* Nationally certified by the: **FLORIDA STATE MINORITY SUPPLIER DEVELOPMENT COUNCIL**

*NAICS Code(s): 541330

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

02/01/2021

Issued Date

FL03685

Certificate Number

02/01/2022

Expiration Date


Adrienne Trimble



Beatrice Louissaint, President & CEO

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

Certify, Develop, Connect, Advocate.

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®

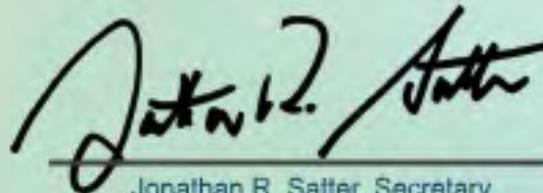
State of Florida

Minority Business Certification

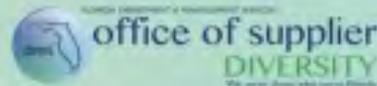
VoltAir Consulting Engineers, Inc

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

03/01/2019 to 03/01/2021



Jonathan R. Satter, Secretary
Florida Department of Management Services





Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89
Integral Energy, LLC

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Consulting - Energy, Sustainability and Energy Management, CNG Solutions, Natural Gas Marketer and Compressed Natural Gas Station Builder

The certification is valid from October 17, 2019 to October 17, 2021

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

Gregory K. Hart, Manager
Minority and Small Business Manager

Subject: Tampa: Reciprocal Certification Approval

Date: Wednesday, October 23, 2019 at 12:35:09 PM Eastern Daylight Time

From: City of Tampa Minority and Small Business Development

To: Anddrikk Frazier

Anddrikk Frazier
Integral Energy, LLC
867 W. Bloomingdale Ave P.O. Box 6969
Brandon, FL 33508

RE: Reciprocal Agency Certification

Dear Anddrikk Frazier:

We are pleased to inform you that due to our reciprocal agreement with your Reciprocal Agency, Integral Energy, LLC has been accepted as a Small Local Business Enterprise (SLBE) by the Minority and Small Business Development Office. Consistent with the certification dates granted by the Reciprocal Agency, this Small Local Business Enterprise (SLBE) certification is valid until October 17, 2021. Your business is required to apply for recertification with your Reciprocal Agency prior to this expiration date in order to remain certified with the City of Tampa.

Reciprocal Agency:

Hillsborough Cty

You must notify the Minority and Small Business Development Office of any changes in ownership or control of your firm or any other matters or facts affecting your firm's eligibility for certification. We may commence action to remove the eligibility for Integral Energy, LLC for failure to notify us of any changes of fact affecting your firm's certification or if your firm otherwise fails to cooperate with our office in any inquiry or investigation. Removal of eligibility procedures may also be commenced if your firm is found to be involved in bidding or contractual irregularities.

Integral Energy, LLC will be listed in the City of Tampa Directory(ies) of Small Local Business Enterprise (SLBE) and/or Women and Minority Business Enterprise (WMBE) in the specialty area(s) listed below. These specialty area(s) are consistent with what you have been certified for with Reciprocal Agency. The Directories may be accessed via the internet at: <https://tampa.diversitysoftware.com>.

Integral Energy, LLC

This firm is certified under the following commodity codes/area of specialty:

NAICS 237130: ALTERNATIVE ENERGY (E.G., GEOTHERMAL, OCEAN WAVE, SOLAR, WIND) STRUCTURE CONSTRUCTION
NIGP 290: ENERGY COLLECTING EQUIPMENT AND ACCESSORIES: SOLAR AND WIND
NIGP 40513: GAS, NATURAL, INCLUDING COMPRESSED NATURAL GAS (CNG)
NIGP 918: CONSULTING SERVICES

Thank you for your continued interest in our certification programs.

Sincerely,

Ardail Allen
Certification & Outreach Services

City of Tampa
Minority and Small Business Development
306 E. Jackson Street
5th Floor North
Tampa, Florida 33602
Phone: (813) 274-5522
Fax: (813) 274-5544

Our office hours are Monday through Friday, 8 a.m. to 5 p.m. EST.

<https://tampa.diversitysoftware.com>

This message was sent to: afrazier@integralenergyus.com
Sent on: 10/23/2019 11:35:08 AM
System ReferenceID: 92406915

Please print this page for your records.

[Print](#)

Registration Summary

General Vendor Information

Vendor Name: Integral Energy, LLC
Short Name (Does Business As):
Ariba Network ID:
Dun and Bradstreet Number:
Web Site: https://www.integralenergyus.com
Federal Tax ID Number: F472718768
Name that appears on 1099 Form: Integral Energy, LLC
W9 Status: Valid W-9 on File
DFS W9 Last Update Date: Oct 26, 2015
Business Designation: Corporation

Contacts

<u>Name</u>	<u>Title</u>	<u>Phone</u>	<u>Fax</u>	<u>Email</u>
Thomas Jones	Chief Operating Officer	346-708-4313	N/A	info@integralenergyus.com
Anddrikk Frazier	President & CEO	813-299-6468	813-264-6696	afrazier@integralenergyus.com
Bessie Thompson	Comptroller & Office Manager	813-340-3094	813-264-6696	bthompson@integralenergyus.com

Locations

Location Name	Vendor Number
Integral Energy Tampa, FL	F472718768 001
P.O. Info: Orders:EMAIL Email: afrazier@integralenergyus.com Fax: Contact: Anddrikk Frazier 867 W. Bloomingdale Ave. P.O. Box 6969 Brandon, FL 33508 Hillsborough US	Remit To: Fax: Contact: Bessie Thompson 867 W. Bloomingdale Ave. P.O. Box 6969 Brandon, FL 33508 Hillsborough US
Billing Contact: Email: Fax: Contact: Bessie Thompson 867 W. Bloomingdale Ave. P.O. Box 6969 Brandon, FL 33508 Hillsborough US	

Certified Business Enterprise Info (CBE)

Minority Business Designation: African-American, Non-Certified
Woman Owned Designation: Non-Woman-Owned
FVBE Owned Designation: Non-FVBE

Solicitation Selection

Registered for Solicitations: Yes
Registered for VBS: Yes
Solicitation/Sales Contact Email: info@integralenergyus.com

Florida Terms of Use

Accepted: 10/23/2015 by Anddrikk Frazier

Commodity Codes

15111502 Methane
15111510 Liquefied petroleum gas
15111511 Liquefied natural gas LNG
72121517 Liquid natural gas LNG plant construction service
72141112 Natural gas compressor station construction service
83101601 Supply of natural gas

Close Window

Copyright © 2009 State of Florida

MyFloridaMarketPlace Vendor Registration Customer Service: 866-FLA-EPRO (866-352-3776)



Florida Unified Certification Program

Disadvantaged Business Enterprise (DBE) Certificate of Eligibility

INTEGRAL ENERGY, LLC

MEETS THE REQUIREMENTS OF 49 CFR, PART 26

APPROVED NAICS CODES:

221210 – Natural Gas Distribution

454310 – Fuel Dealers

486210 – Pipeline Transportation of Natural Gas

541618 – Other Management Consulting Services

541690 – Other Scientific and Technical Consulting Services

June 18, 2020

DATE:

Cheryl Hawkins

By: Cheryl Hawkins, Senior Manager, Business Diversity



ANNIVERSARY DATE - Annually on June 18

INTEGRAL ENERGY, LLC has been certified under Florida's Unified Certification Program (UCP) as a Disadvantaged Business Enterprise (DBE) in accordance with 49 Code of Federal Regulation Part 26.

DBE certification does not expire. It is contingent upon the firm maintaining eligibility annually through this office. Owners will be notified of their responsibilities in advance of the anniversary date.

The firm is listed in Florida's DBE Directory which can be accessed at the following link:

<http://www.fdot.gov/equalopportunity/>

Prime contractors and consultants must verify the firm's DBE certification status, and identify eligible work area(s) through the Directory.

The Authority's DBE Program Office is available, offering managerial and technical assistance at no cost.

Contact us at (813) 554-1450 or via email DBEProgram@TampaAirport.com.

Cheryl Hawkins
Senior Manager, Business Diversity



Search Parameters		Edit Parameters	Clear Parameters
CERTIFICATIONS	Disadvantaged Minority/Disadvantaged Woman Business Enterprise (DM/DWBE) Service-Disabled Veteran Business Enterprise (SDVBE) Small Business Enterprise (SBE)		
BUSINESS NAME/DBA	MATCON		

Download Search Results

Search Results		1 firm with 1 certification found
Click the certification type for contact information and certification details		
Vendor	Location	Certification
Matcon Construction Services, Inc.	Tampa, FL	DM/DWBE



Matcon Construction Services, Inc.

Active

Profile

Commodity Codes

Name:

Matcon Construction Services, Inc.

Shortname:

Business Designation:

corporation

Contact:

Derek Mateos

Address:

3023 North Florida Avenue

Tampa, FL 33603

County:

Hillsborough

Phone:

813-600-5555

Fax:

Email:

derek@matconconstruction.com

Designations

HISPANIC AMERICAN:

September 11, 2019 - September 11, 2021



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Matcon Construction Services, Inc.

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

General Contractor Class A

The certification is valid from September 1, 2020 to September 1, 2022

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Manager**

State of Florida

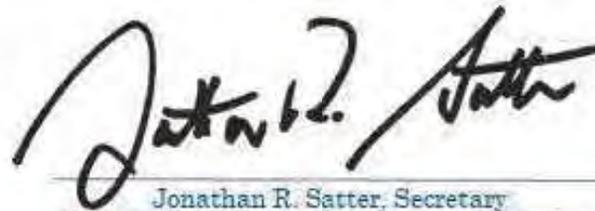
Woman Business Certification

TC Squared, Inc.

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

11/20/2019

11/20/2021



Jonathan R. Satter, Secretary
Florida Department of Management Services



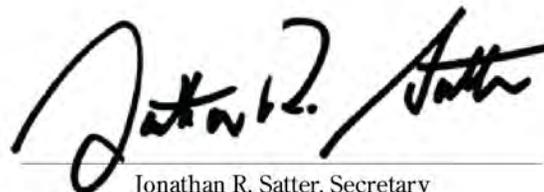
Office of Supplier Diversity
4050 Esplanade Way, Suite 380
Tallahassee, FL 32399
850-487-0915
www.dms.myflorida.com/osd

State of Florida

Woman Business Certification

MiamiView of South Florida LLC

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:
09/01/2020 to 09/01/2022



Jonathan R. Satter, Secretary
Florida Department of Management Services



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

AREHNA Engineering, Inc.

is hereby certified as a

Women Business Enterprise (WBE)

In the following specialty(ies)

Geotechnical Engineering Consulting, Soil Testing

The certification is valid from April 1, 2020 to April 1, 2022

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

A handwritten signature in black ink, appearing to read 'Gregory K. Hart'.

**Gregory K. Hart, Manager
Minority and Small Business Manager**



Minority and Small Business Development

Certification Program

This is to certify that in accordance with City of Tampa Ordinance 2008-89

Matcon Construction Services, Inc.

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

General Contractor Class A

The certification is valid from September 1, 2020 to September 1, 2022

Updates for recertification are required prior to the expiration date listed above. If at any time changes are made in the firm that are not in concert with our eligibility requirements, you agree to report those changes to us for evaluation. The City of Tampa reserves the right to terminate this certification at anytime it determines eligibility requirements are not being met.

**Gregory K. Hart, Manager
Minority and Small Business Manager**

Tab 5.e.2

Letters of Support from Subcontractors



Anddrikk L. Frazier
President & CEO
Integral Energy, LLC
867 W. Bloomingdale Avenue
Suite #6969
Brandon, FL 33508

December 11, 2020

Atlantic Pacific Communities
Attn: Scott Kriebel- Vice President
161 NW 6th Street, Suite 1020
Miami, FL 33136

Dear Mr. Kriebel:

Thank you for the opportunity to serve as a Minority, Women Owned Business Enterprise (M/WBE) Partner for the City of Tampa RFP Development for the Rome Mixed-Use Development. Integral Energy would be honored to be a part of the team. Integral's average staff technical experience is over 20 years. Integral Energy is the only Black-Owned Energy Consulting and Natural Gas Marketing company in the State of Florida.

Please accept this cover letter and attached resume as a request to serve on the team.

Sincerely,

Anddrikk L. Frazier



December 9, 2020

Liz Wong, Sr. Vice President
Atlantic Pacific Communities
3 Miami Central
161 NW 6th Street
Suite 1020
Miami, FL 33136

Re: Letter of Intent – City of Tampa Rome Yard Mixed Use Development - West Tampa

Ms. Wong:

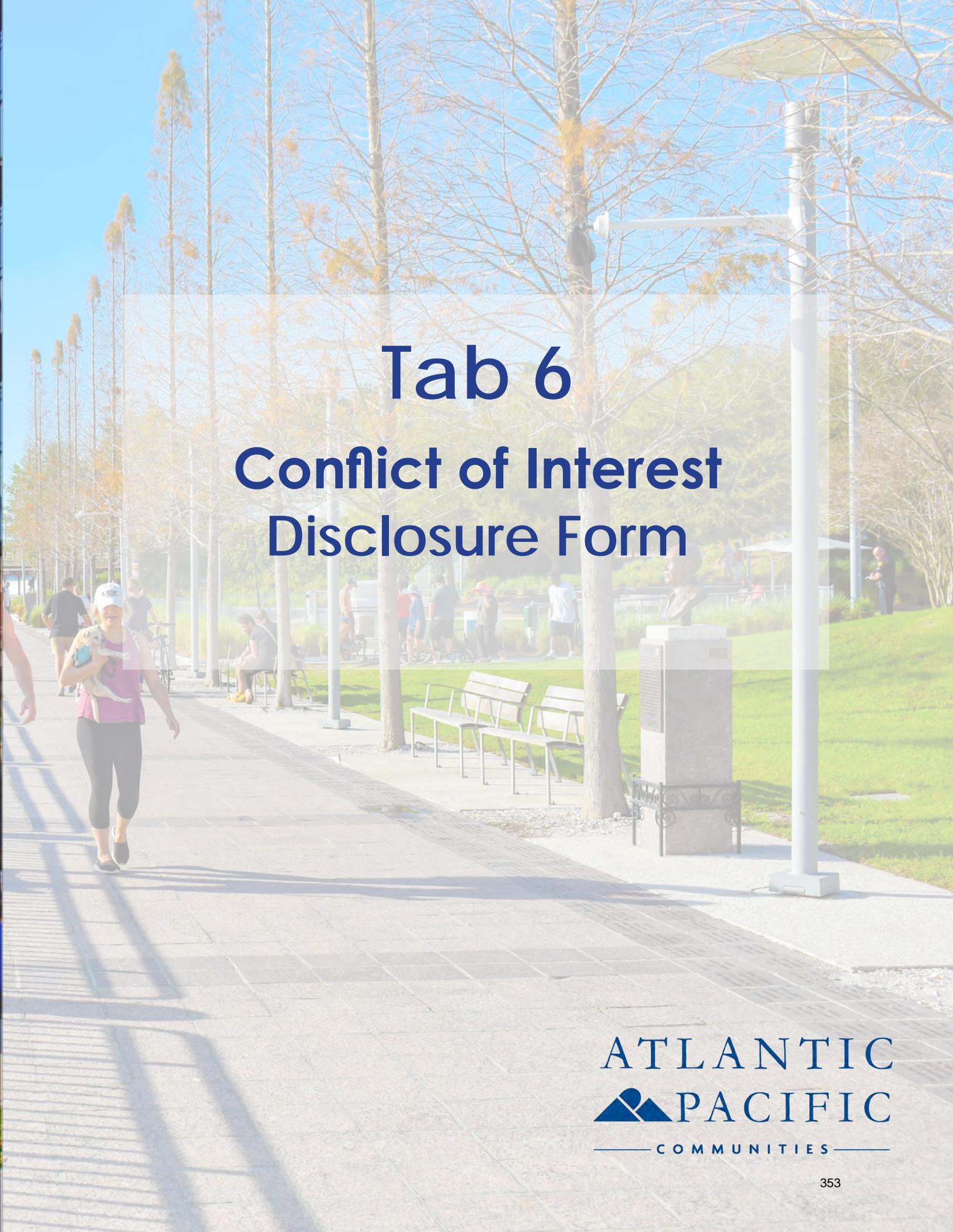
Please accept this as VoltAir's letter of intent to provide mechanical, electrical, plumbing and fire protection engineering design services as a part of the Atlantic Pacific Communities / TortiGallas + Partners team for the City of Tampa Rome Yard Mixed-Use Development Request for Proposal.

VoltAir is a certified Minority Business Enterprise (MBE) with Hillsborough County, City of Tampa, State of Florida and the Florida State Minority Supplier Development Council and has provided said certifications. We appreciate the opportunity to provide our professional services to your firm. Please do not hesitate to contact me should you have any questions or require additional information.

Sincerely,

A handwritten signature in blue ink, appearing to read "Julius D. Davis".

Julius D. Davis
President & CEO
VoltAir, Inc.
jdavis@voltairinc.com



Tab 6

Conflict of Interest Disclosure Form

ATTACHMENT C - CONFLICT OF INTEREST DISCLOSURE FORM

For purposes of determining any possible conflict of interest, all bidders/proposers, must disclose if any elected or appointed officer of the City of Tampa, City of Tampa employee(s), or any immediate family member* or close personal relation** of an elected or appointed officer of the City of Tampa or City employee(s) is also an owner, corporate officer, agent, employee, stockholder, or has a controlling financial interest***, etc., of their business.

**Immediate family* means spouse, parents and children of the person involved.

***Close personal relationship* means dating, cohabitation, and/or having an intimate sexual relationship. Dating includes but is not limited to casual dating, serious dating, or casual sexual involvement where the parties have no intention of carrying on a long-term relationship, cohabitation, and any other conduct or behavior normally associated with romantic or sexual relationships. This definition applies regardless of the sexual orientation of the employees involved. Persons involved in a close personal relationship shall be referred to as a "close personal relation."

****Controlling financial interest* means ownership, directly or indirectly, to ten (10) percent or more of the outstanding capital stock in any corporation or a direct or indirect interest of ten (10) percent or more in a firm, partnership, or other business entity or such other interest or position in a business entity sufficient to allow him or her to control its operations.

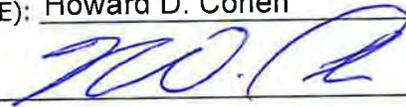
Indicate either "yes" (a City employee, elected or appointed official is also associated with your business), or "no". If yes, give person(s) name(s) and position(s) with your business.

YES _____ NO

NAME(S) / POSITION(S)

FIRM NAME: Atlantic Pacific Communities, LLC

BY (PRINTED NAME): Howard D. Cohen

BY (SIGNATURE): 

TITLE: President of Appreciation Holdings-Manager, LLC, Manager of Atlantic Pacific Communities, LLC

DATE: November 20, 2020

ATTACHMENT C - CONFLICT OF INTEREST DISCLOSURE FORM

For purposes of determining any possible conflict of interest, all bidders/proposers, must disclose if any elected or appointed officer of the City of Tampa, City of Tampa employee(s), or any immediate family member* or close personal relation** of an elected or appointed officer of the City of Tampa or City employee(s) is also an owner, corporate officer, agent, employee, stockholder, or has a controlling financial interest***, etc., of their business.

**Immediate family* means spouse, parents and children of the person involved.

***Close personal relationship* means dating, cohabitation, and/or having an intimate sexual relationship. Dating includes but is not limited to casual dating, serious dating, or casual sexual involvement where the parties have no intention of carrying on a long-term relationship, cohabitation, and any other conduct or behavior normally associated with romantic or sexual relationships. This definition applies regardless of the sexual orientation of the employees involved. Persons involved in a close personal relationship shall be referred to as a "close personal relation."

****Controlling financial interest* means ownership, directly or indirectly, to ten (10) percent or more of the outstanding capital stock in any corporation or a direct or indirect interest of ten (10) percent or more in a firm, partnership, or other business entity or such other interest or position in a business entity sufficient to allow him or her to control its operations.

Indicate either "yes" (a City employee, elected or appointed official is also associated with your business), or "no". If yes, give person(s) name(s) and position(s) with your business.

YES _____ NO

NAME(S) / POSITION(S)

FIRM NAME: West River Holdings, LLC

BY (PRINTED NAME): Howard D. Cohen

BY (SIGNATURE): 

TITLE: CEO of APCHD MM II Inc., Manager of West River Holdings, LLC

DATE: November 20, 2020

ATTACHMENT C - CONFLICT OF INTEREST DISCLOSURE FORM

For purposes of determining any possible conflict of interest, all bidders/proposers, must disclose if any elected or appointed officer of the City of Tampa, City of Tampa employee(s), or any immediate family member* or close personal relation** of an elected or appointed officer of the City of Tampa or City employee(s) is also an owner, corporate officer, agent, employee, stockholder, or has a controlling financial interest***, etc., of their business.

**Immediate family* means spouse, parents and children of the person involved.

***Close personal relationship* means dating, cohabitation, and/or having an intimate sexual relationship. Dating includes but is not limited to casual dating, serious dating, or casual sexual involvement where the parties have no intention of carrying on a long-term relationship, cohabitation, and any other conduct or behavior normally associated with romantic or sexual relationships. This definition applies regardless of the sexual orientation of the employees involved. Persons involved in a close personal relationship shall be referred to as a "close personal relation."

****Controlling financial interest* means ownership, directly or indirectly, to ten (10) percent or more of the outstanding capital stock in any corporation or a direct or indirect interest of ten (10) percent or more in a firm, partnership, or other business entity or such other interest or position in a business entity sufficient to allow him or her to control its operations.

Indicate either "yes" (a City employee, elected or appointed official is also associated with your business), or "no". If yes, give person(s) name(s) and position(s) with your business.

YES _____ NO

NAME(S) / POSITION(S)

FIRM NAME: Cornerstone Strategic Partners, LLC

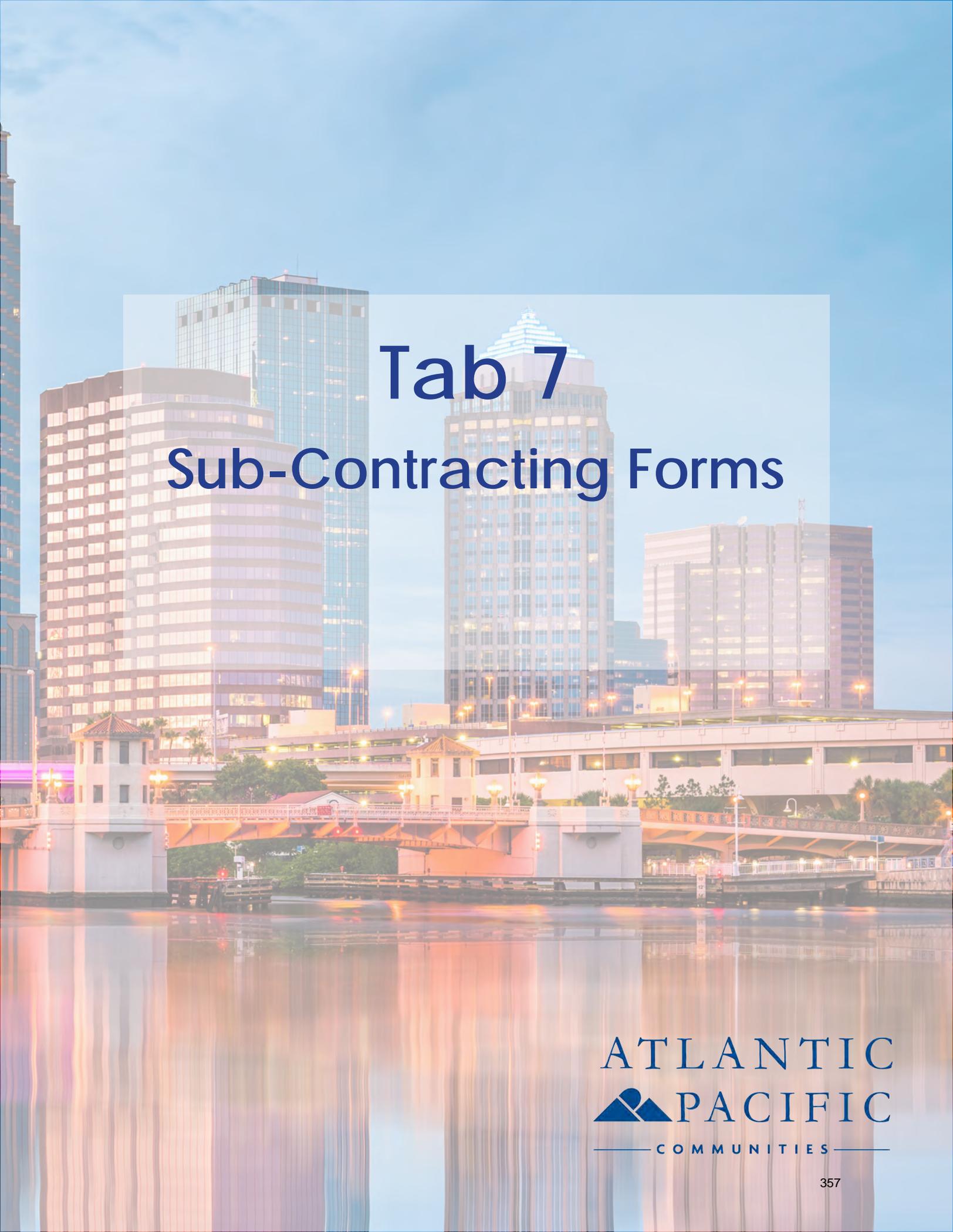
BY (PRINTED NAME): Leonard Burke

BY (SIGNATURE): _____



TITLE: Managing Partner

DATE: 12/10/20



Tab 7

Sub-Contracting Forms

SUB-CONTRACTING FORMS AND PAYMENT FORMS

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

**Page 1 of 4 – DMI Solicited/Utilized Schedules
City of Tampa – Schedule of All Solicited Sub-(Contractors/Consultants/Suppliers)
(FORM MBD-10)**

Contract No.: 20-P-00042 Contract Name: RFP FOR ROME YARD MIXED-USE DEVELOPMENT
 Company Name: Atlantic Pacific Communities, LLC Address: 161 NW 6th Street Suite1020, Miami, FL 33136
 Federal ID: 46-3600584 Phone: 3053574700 Email: skriebel@apcommunities.com

Check applicable box(es). Detailed Instructions for completing this form are on page 2 of 4.

No Firms were contacted or solicited for this contract.

No Firms were contacted because: _____

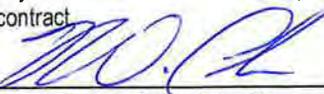
See attached list of additional Firms solicited and all supplemental information (List must comply to this form)

Note: Form MBD-10 must list ALL subcontractors solicited including Non-minority/small businesses

NIGP Code Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

S = SLBE W=WMBE O = Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade or Services NIGP Code (listed above)	Contact Method L=Letter F=Fax E=Email P=Phone	Quote or Response Received Y/N
WMBE	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906	E	Y
Federal ID	59-3368091				
	<i>SEE ATTACHED</i>				

It is hereby certified that the information provided is an accurate and true account of contacts and solicitations for sub-contracting opportunities on this contract.

Signed:  Name/Title: CEO Date: 12/13/2020

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive
Forms must be included with Proposal

FORM MBD-10 Attachment

S = SLBE W=WMBE O = Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade or Services NIGP Code (listed above)	Contact Method L=Letter F=Fax E=Email P=Phone	Quote or Response Received Y/N
Federal ID					
03-0411631	Matcon Construction Services 3023 N Florida Avenue, Tampa FL 33603 813-600-5555 derek@matconconstruction.com	HM	912	P & E	Y
W					
26-4124511	Envision - 5000 Acline Dr. E, Tampa, FL 33619 813-997-0330 gabrielle@envision-cs.com	BM	914	P & E	Y
W					
26-0160232	DuCon, LLC – 1726 E. 7 th Avenue Suite 12, Tampa, FL 33605 941-376-1663 Edubose@ducon.us	BM	914	P & E	Y
W					
47-2756788	VoltAir Constructors, LLC – Julius Davis & Mauricio Perez 6005 Benjamin Road – Suite A, Tampa, FL 33634 813-867-3218 kwilliams@voltair.com	BM	914	P & E	Y
W					
82-4395765	TC Squared Inc. (A1 Hurricane Fence) – Jennifer Creech 959 Massachusetts Avenue, Pensacola, FL 32505 Jeremy@a1hurricanefence.com	CF	914	E	Y
W					
26-3947444	Arehna Engineering Inc. – Jessica Mcrory 5012 W. Lemon Street, Tampa, FL 33609 jmcory@arehna.com	CF	925	E	Y
W					
46-2331210	Colors Painting Contractors, LLC – Jimmy Garavito and Paola Hernandez Garavito 3905 Tampa Road, Suite 61, Oldsmar, FL 34677 913-598-0104 jimmyg@colorspaintingcontractors.com	HF HM	914	E	Y
W					
27-1087701	MiamiView of South Florida, LLC – Multivista Kristi Vick – 277 S.E. 5 th Avenue Delray Beach, FL 33483 678-691-1541 c.neely@multivista.com	CF	914	E	Y
W					
SLBE	Belt Engineering 1503 West Busch Blvd. Tampa, FL 33612 P:813-961-3075 F:813-961-1031 Jbelt@BeltEngineering.com	CM	925	E	Y
45-3327831					
O	Emerald Engineering Inc. 9942 Currie Davis Dr., Suite H Tampa, FL 33619 813-995-0300	CM	925	E	Y
26-1343938					
SLBE/WMBE	Integral Energy, LLC 330 Pauls Dr. Suite 215 Brandon, FL 33511 P: (813) 264-6696 F: (888) 681-1808 iegas@integralenergyus.com	BM	925	E	Y
47-2718768					
WMBE	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906	E	Y
59-3368091					

Page 2 of 4 – DMI Solicited/Utilized
Instructions for completing The Sub-(Contractors/Consultants/ Suppliers) Solicited Form (Form MBD-10)

This form must be submitted with all bids or proposals. All subcontractors (regardless of ownership or size) solicited and subcontractors from whom unsolicited quotations were received must be included on this form. The instructions that follow correspond to the headings on the form required to be completed. **Note:** Ability or desire to self-perform all work shall not exempt the prime from Good Faith Efforts to achieve participation.

- **Contract No.** This is the number assigned by the City of Tampa for the bid or proposal.
- **Contract Name.** This is the name of the contract assigned by the City of Tampa for the bid or proposal.
- **Contractor Name.** The name of your business and/or doing business as (dba) if applicable.
- **Address.** The physical address of your business.
- **Federal ID. FIN.** A number assigned to your business for tax reporting purposes.
- **Phone.** Telephone number to contact business.
- **Fax.** Fax number for business.
- **Email.** Provide email address for electronic correspondence.
- **No Firms were contacted or solicited for this contract.** Checking the box indicates that a pre-determined Subcontract Goal or Participation Plan Requirement was not set by the City resulting in your business not using subcontractors and will self-perform all work. If during the performance of the contract you employ subcontractors, the City must pre-approve subcontractors. Use of the “Sub-(Contractors/Consultants/Suppliers) Payments” form (MBD Form-30) must be submitted with every pay application and invoice. **Note:** Certified SLBE or WMBE firms bidding as Primes are not exempt from outreach and solicitation of subcontractors.
- **No Firms were contacted because.** Provide brief explanation why no firms were contacted or solicited.
- **See attached documents.** Check box, if after you have completed the DMI Form in its entirety, you need more space to list additional firms and/or if you have supplemental information/documentation relating to the form. All DMI data not submitted on the MBD Form-10 must be in the same format and have all requested data from MBD Form-10 included.

The following instructions are for information of any and all subcontractors solicited.

- **“S” = SLBE, “W” = WMBE.** Enter “S” for firms Certified by the City as Small Local Business Enterprises and/or “W” for firms Certified by the City as either Women/Minority Business Enterprise; **“O” = Non-certified others.**
- **Federal ID. FIN.** A number assigned to a business for tax reporting purposes. This information is critical in proper identification and payment of the contractor/subcontractor.
- **Company Name, Address, Phone & Fax.** Provide company information for verification of payments.
- **Type of Ownership.** Indicate the Ethnicity and Gender of the owner of the subcontracting business.
- **Trade, Services, or Materials** indicate the trade, service, or materials provided by the subcontractor. NIGP codes aka “National Institute of Governmental Purchasing” are listed at top section of document.
- **Contact Method L=letter, F=fax, E=Email, P=Phone.** Indicate with letter the method(s) of soliciting for bid.
- **Quote or Resp. (response) Rec’d (received) Y/N.** Indicate “Y” Yes if you received a quotation or if you received a response to your solicitation. Indicate “N” No if you received no response to your solicitation from the subcontractor. Must keep records: log, ledger, documentation, etc. that can validate/verify.

If additional information is required or you have questions, please contact the Equal Business Opportunity Program - Minority and Small Business Development Office at (813) 274-5522.

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

**Page 3 of 4 – DMI Solicited/Utilized Schedules
City of Tampa – Schedule of All To-Be-Utilized Sub-(Contractors/Consultants/Suppliers)
(FORM MBD-20)**

Contract No.: 20-P-00042 Contract Name: RFP FOR ROME YARD MIXED-USE DEVELOPMENT
 Company Name: Atlantic Pacific Communities, LLC Address: 161 NW 6th Street Suite1020, Miami, FL 33136
 Federal ID: 46-3600584 Phone: _____ : 3053574700 Email: skriebel@apcommunities.com

Check applicable box(es). Detailed Instructions for completing this form are on page 4 of 4.

See attached list of additional Firms Utilized and all supplemental information (List must comply to this form)

Note: Form MBD-20 must list ALL subcontractors To-Be-Utilized including Non-minority/small businesses

No Subcontracting/consulting (of any kind) will be performed on this contract.

No Firms are listed to be utilized because: _____

NIGP Code General Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

Enter "S" for firms Certified as Small Local Business Enterprises, "W" for firms Certified as Women/Minority Business Enterprise, "O" for Other Non-Certified

S = SLBE W=WMBE O =Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic Am. AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade, Services, or Materials NIGP Code Listed above	\$ Amount Letter of Intent (LOI) if available	Percent of Scope or Contract %
WMBE 59-3368091	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906		
	SEE ATTACHED				

Total ALL Subcontract / Supplier Utilization \$ 123,891,589.00
 Total SLBE Utilization \$ 6,193,579.45
 Total WMBE Utilization \$ 24,774,317.80
 Percent SLBE Utilization of Total Bid/Proposal Amt. 5 % Percent WMBE Utilization of Total Bid/Proposal Amt. 20 %

It is hereby certified that the following information is a true and accurate account of utilization for sub-contracting opportunities on this Contract.

Signed: [Signature] Name/Title: Howard Cohen Date: 12/13/2020
Failure to Complete. Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

Forms must be included with Bid / Proposal

FORM MBD-20 Attachment

S = SLBE W=WMBE O =Neither		Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic Am. AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade, Services , or Material s NIGP Code Listed above	\$ Amount of Quote. Letter of Intent (LOI) if available	Percent of Scope or Contract %
Federal ID	Company Name Address Phone, Fax, Email				
26-0160232	DuCon, LLC – 1726 E. 7 th Avenue Suite 12, Tampa, FL 33605 941-376-1663 Edubose@ducon.us	BM	912	\$6.5M	100% of Plumbing Scope
W					
26-4124511	Envision (Allen Green) 5000 Acline Dr. E Tampa, FL 33619 813-997-0330 gabrielle@envision-cs.com	BM	914	\$4.5M	100% of Flooring Scope
W					
03-0411631	Matcon Construction Services 3023 N Florida Avenue, Tampa FL 33603 813-600-5555 derek@matconconstruction.com	HM	912	\$10.625M	8.6% of Contract Scope
W					
47-2756788	VoltAir Constructors, LLC – Julius Davis & Mauricio Perez 6005 Benjamin Road – Suite A, Tampa, FL 33634 813-867-3218 kwilliams@voltair.com	BM	914	\$3.15M	24% of Electrical Scope
W					
82-4395765	TC Squared Inc. (A1 Hurricane Fence) – Jennifer Creech 959 Massachusetts Avenue, Pensacola, FL 32505 Jeremy@a1hurricanefence.com	CF	914		
W					
26-3947444	Arehna Engineering Inc. – Jessica Mcrory 5012 W. Lemon Street, Tampa, FL 33609 jmcrory@arehna.com	CF	925		
W					
46-2331210	Colors Painting Contractors, LLC – Jimmy Garavito and Paola Hernandez Garavito 3905 Tampa Road, Suite 61, Oldsmar, FL 34677 913-598-0104 jimmyg@colorspaintingcontractors.com	HF HM	914		
W					
27-1087701	MiamiView of South Florida, LLC – Multivista Kristi Vick – 277 S.E. 5 th Avenue Delray Beach, FL 33483 678-691-1541 c.neely@multivista.com	CF	914		
W					
SLBE	Belt Engineering 1503 West Busch Blvd. Tampa, FL 33612 P:813-961-3075 F:813-961-1031 Jbelt@BeltEngineering.com	CM	925		
45-3327831					
O	Emerald Engineering Inc. 9942 Currie Davis Dr., Suite H Tampa, FL 33619 813-995-0300	CM	925		
26-1343938					
SLBE/WMBE	Integral Energy, LLC 330 Pauls Dr. Suite 215 Brandon, FL 33511 P: (813) 264-6696 F: (888) 681-1808 iegas@integralenergyus.com	BM	925		
47-2718768					
WMBE 59-3368091	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906		

Total ALL Subcontract / Supplier Utilization \$ 123,871,589.00

Total SLBE Utilization \$ 6,193,579.45

Total WMBE Utilization \$ 24,774,317.80

Percent SLBE Utilization of Total Bid/Proposal Amt. .5% included in WMBE total

Percent WMBE Utilization of Total Bid/Proposal Amt. .20%

Page 4 of 4 DMI – Solicited/Utilized

Instructions for completing The Sub-(Contractors/Consultants/ Suppliers) to be Utilized Form (Form MBD-20)

This form must be submitted with all bids or proposals. All subcontractors (regardless of ownership or size) projected to be utilized must be included on this form. Note: Ability or desire to self-perform all work shall not exempt the prime from Good Faith Efforts to achieve participation.

Contract No. This is the number assigned by the City of Tampa for the bid or proposal.

- **Contract Name.** This is the name of the contract assigned by the City of Tampa for the bid or proposal.
- **Contractor Name.** The name of your business and/or doing business as (dba) if applicable.
- **Address.** The physical address of your business.
- **Federal ID.** FIN. A number assigned to your business for tax reporting purposes.
- **Phone.** Telephone number to contact business.
- **Fax.** Fax number for business.
- **Email.** Provide email address for electronic correspondence.
- **No Subcontracting/consulting (of any kind) will be performed on this contract.** Checking box indicates your business will not use subcontractors when no Subcontract Goal or Participation Plan Requirement was set by the City, but will self-perform all work. When subcontractors are utilized during the performance of the contract, the “Sub-(Contractors/Consultants/Suppliers) Payments” form (MBD Form-30) must be submitted with every pay application and invoice. Note: certified SLBE or WMBE firms bidding as Primes are not exempt from outreach and solicitation of subcontractors, including completion and submitting Form-10 and Form-20.
- **No Firms listed To-Be-Utilized.** Check box; provide brief explanation why no firms were retained when a goal or participation plan requirement was set on the contract. Note: mandatory compliance with Good Faith Effort outreach (GFCECP) requirements applies (MBD Form-50) and supporting documentation must accompany the bid.
- **See attached documents.** Check box, if after completing the DMI Form in its entirety, you need more space to list additional firms and/or if you have supplemental information/documentation relating to the scope/value/percent utilization of subcontractors. Reproduce copies of MBD-20 and attach. All data not submitted on duplicate forms must be in the same format and content as specified in these instructions.

The following instructions are for information of Any and All subcontractors To Be Utilized.

- **Federal ID.** FIN. A number assigned to a business for tax reporting purposes. This information is critical in proper identification of the subcontractor.
- **“S” = SLBE, “W” = WMBE.** Enter “S” for firms Certified by the City as Small Local Business Enterprises and/or “W” for firms Certified by the City as Women/Minority Business Enterprise; **“O” = Non-certified others.**
- **Company Name, Address, Phone & Fax.** Provide company information for verification of payments.
- **Type of Ownership.** Indicate the Ethnicity and Gender of the owner of the subcontracting business.
- **Trade, Services, or Materials (NIGP code if Known)** Indicate the trade, service, or material provided by the subcontractor. Abbreviated list of NIGP is available at <http://www.tampagov.net/mbd> “Information Resources”.
- **Amount of Quote, Letters of Intent** (required for both SLBEs and WMBEs).
- **Percent of Work/Contract.** Indicate the percent of the total contract price the subcontract(s) represent. For CCNA only (i.e. Consultant A/E Services) you must indicate subcontracts as percent of total scope/contract.
- **Total Subcontract/Supplier Utilization.** – Provide total dollar amount of all subcontractors/suppliers projected to be used for the contract. (Dollar amounts may be optional in CCNA depending on solicitation format).
- **Total SLBE Utilization.** Provide total dollar amount for all projected SLBE subcontractors/Suppliers used for this contract. (Dollar amounts may be optional in CCNA proposals depending on the solicitation format).
- **Total WMBE Utilization.** Provide total dollar amount for all projected WMBE subcontractors/Suppliers used for this contract. (Dollar amounts may be optional in CCNA proposals depending on the solicitation format).
- **Percent SLBE Utilization.** Total amount allocated to SLBEs divided by the total bid/proposal amount.
- **Percent WMBE Utilization.** Total amount allocated to WMBEs divided by the total bid/proposal amount.

If additional information is required or you have questions, please contact the Equal Business Opportunity Program - Minority and Small Business Development Office at (813) 274-5522.

City of Tampa
Official Letter of Intent
(Form MBD-40)

A Letter of Intent is required for each WMBE/SLBE listed on the Schedule of Subcontractors to be Utilized (MBD 20 Form). Letter of Intent must be signed by both the Bidder/Service Provider and WMBE/SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name: ROME YARD MIXED-USE DEVELOPMENT

A. To be completed by the Bidder/Service Provider

Name of Bidder: Atlantic Pacific Communities, LLC
Address: 161 NW 6th Street, Suite 1020, Miami, FL 33136

Contact Person: Kenneth Naylor
Telephone: 305-357-4700 Fax: _____
Email: knaylor@apcompanies.com

B. To be completed by WMBE/SLBE

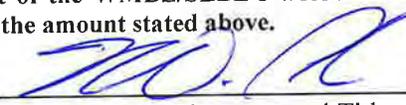
Name of WMBE/SLBE: _____
Address: _____

Contact Person: _____
Telephone: _____ Fax: _____
Email: _____

C. Identify the scope of work to be performed or item(s) to be supplied by the WMBE/SLBE. On unit price bids, identify to which bid line item the WMBE/SLBE's work scope or supply corresponds:

- D. Cost of work to be performed by WMBE/SLBE:** _____
E. Cost of work to be performed by WMBE/SLBE as a percent of total City contract amount: \$ _____

Bidder/Proposer certifies that it intends to utilize the WMBE/SLBE listed above, and that the work described above is accurate. Bidder/Proposer will provide City with copy of the related subcontract agreement and/or purchase order prior to commencement of the WMBE/SLBE's work. The WMBE/SLBE firm certifies that it has agreed to provide such work/supplies for the amount stated above.

Bidder/Proposer:  Howard D. Cohen, CEO Date: 12/14/2020
Signature and Title

WMBE/SLBE Firm: _____ Date: _____
Signature and Title

SUB-CONTRACTING FORMS AND PAYMENT FORMS

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

**Page 1 of 4 – DMI Solicited/Utilized Schedules
City of Tampa – Schedule of All Solicited Sub-(Contractors/Consultants/Suppliers)
(FORM MBD-10)**

Contract No.: 20-P-00042 Contract Name: RFP FOR ROME YARD MIXED-USE DEVELOPMENT
 Company Name: West River Holdings, LLC Address: 161 NW 6th Street Suite1020, Miami, FL 33136
 Federal ID: 85-3931019 Phone: 3053574700 Email: skriebel@apcommunities.com

Check applicable box(es). Detailed Instructions for completing this form are on page 2 of 4.

No Firms were contacted or solicited for this contract.

No Firms were contacted because: _____

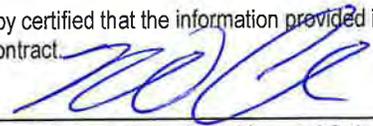
See attached list of additional Firms solicited and all supplemental information (List must comply to this form)

Note: Form MBD-10 must list ALL subcontractors solicited including Non-minority/small businesses

NIGP Code Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

S = SLBE W=WMBE O = Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade or Services NIGP Code (listed above)	Contact Method L=Letter F=Fax E=Email P=Phone	Quote or Response Received Y/N
WMBE	Dix Hite + Partners 150 W Jessup Ave, Longwood, Fl 32750 407.667.1777 chite@dixhite.com	CF	906	E	Y
59-3368091					
	<i>SEE ATTACHED</i>				

It is hereby certified that the information provided is an accurate and true account of contacts and solicitations for sub-contracting opportunities on this contract.

Signed:  Name/Title: Howard D. Cohen, CEO Date: 12/14/2020

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive
Forms must be included with Proposal

FORM MBD-10 Attachment

S = SLBE W=WMBE O = Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade or Services NIGP Code (listed above)	Contact Method L=Letter F=Fax E=Email P=Phone	Quote or Response Received Y/N
Federal ID					
03-0411631	Matcon Construction Services 3023 N Florida Avenue, Tampa FL 33603 813-600-5555 derek@matconconstruction.com	HM	912	P & E	Y
W					
26-4124511	Envision - 5000 Acline Dr. E, Tampa, FL 33619 813-997-0330 gabrielle@envision-cs.com	BM	914	P & E	Y
W					
26-0160232	DuCon, LLC – 1726 E. 7 th Avenue Suite 12, Tampa, FL 33605 941-376-1663 Edubose@ducon.us	BM	914	P & E	Y
W					
47-2756788	VoltAir Constructors, LLC – Julius Davis & Mauricio Perez 6005 Benjamin Road – Suite A, Tampa, FL 33634 813-867-3218 kwilliams@voltair.com	BM	914	P & E	Y
W					
82-4395765	TC Squared Inc. (A1 Hurricane Fence) – Jennifer Creech 959 Massachusetts Avenue, Pensacola, FL 32505 Jeremy@a1hurricanefence.com	CF	914	E	Y
W					
26-3947444	Arehna Engineering Inc. – Jessica Mcrory 5012 W. Lemon Street, Tampa, FL 33609 jmcory@arehna.com	CF	925	E	Y
W					
46-2331210	Colors Painting Contractors, LLC – Jimmy Garavito and Paola Hernandez Garavito 3905 Tampa Road, Suite 61, Oldsmar, FL 34677 913-598-0104 jimmyg@colorspaintingcontractors.com	HF HM	914	E	Y
W					
27-1087701	MiamiView of South Florida, LLC – Multivista Kristi Vick – 277 S.E. 5 th Avenue Delray Beach, FL 33483 678-691-1541 c.neely@multivista.com	CF	914	E	Y
W					
SLBE	Belt Engineering 1503 West Busch Blvd. Tampa, FL 33612 P:813-961-3075 F:813-961-1031 Jbelt@BeltEngineering.com	CM	925	E	Y
45-3327831					
O	Emerald Engineering Inc. 9942 Currie Davis Dr., Suite H Tampa, FL 33619 813-995-0300	CM	925	E	Y
26-1343938					
SLBE/WMBE	Integral Energy, LLC 330 Pauls Dr. Suite 215 Brandon, FL 33511 P: (813) 264-6696 F: (888) 681-1808 iegas@integralenergyus.com	BM	925	E	Y
47-2718768					
WMBE	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906	E	Y
59-3368091					

Page 2 of 4 – DMI Solicited/Utilized
Instructions for completing The Sub-(Contractors/Consultants/ Suppliers) Solicited Form (Form MBD-10)

This form must be submitted with all bids or proposals. All subcontractors (regardless of ownership or size) solicited and subcontractors from whom unsolicited quotations were received must be included on this form. The instructions that follow correspond to the headings on the form required to be completed. **Note:** Ability or desire to self-perform all work shall not exempt the prime from Good Faith Efforts to achieve participation.

- **Contract No.** This is the number assigned by the City of Tampa for the bid or proposal.
- **Contract Name.** This is the name of the contract assigned by the City of Tampa for the bid or proposal.
- **Contractor Name.** The name of your business and/or doing business as (dba) if applicable.
- **Address.** The physical address of your business.
- **Federal ID. FIN.** A number assigned to your business for tax reporting purposes.
- **Phone.** Telephone number to contact business.
- **Fax.** Fax number for business.
- **Email.** Provide email address for electronic correspondence.
- **No Firms were contacted or solicited for this contract.** Checking the box indicates that a pre-determined Subcontract Goal or Participation Plan Requirement was not set by the City resulting in your business not using subcontractors and will self-perform all work. If during the performance of the contract you employ subcontractors, the City must pre-approve subcontractors. Use of the “Sub-(Contractors/Consultants/Suppliers) Payments” form (MBD Form-30) must be submitted with every pay application and invoice. **Note:** Certified SLBE or WMBE firms bidding as Primes are not exempt from outreach and solicitation of subcontractors.
- **No Firms were contacted because.** Provide brief explanation why no firms were contacted or solicited.
- **See attached documents.** Check box, if after you have completed the DMI Form in its entirety, you need more space to list additional firms and/or if you have supplemental information/documentation relating to the form. All DMI data not submitted on the MBD Form-10 must be in the same format and have all requested data from MBD Form-10 included.

The following instructions are for information of any and all subcontractors solicited.

- **“S” = SLBE, “W” = WMBE.** Enter “S” for firms Certified by the City as Small Local Business Enterprises and/or “W” for firms Certified by the City as either Women/Minority Business Enterprise; **“O” = Non-certified others.**
- **Federal ID. FIN.** A number assigned to a business for tax reporting purposes. This information is critical in proper identification and payment of the contractor/subcontractor.
- **Company Name, Address, Phone & Fax.** Provide company information for verification of payments.
- **Type of Ownership.** Indicate the Ethnicity and Gender of the owner of the subcontracting business.
- **Trade, Services, or Materials** indicate the trade, service, or materials provided by the subcontractor. NIGP codes aka “National Institute of Governmental Purchasing” are listed at top section of document.
- **Contact Method L=letter, F=fax, E=Email, P=Phone.** Indicate with letter the method(s) of soliciting for bid.
- **Quote or Resp. (response) Rec’d (received) Y/N.** Indicate “Y” Yes if you received a quotation or if you received a response to your solicitation. Indicate “N” No if you received no response to your solicitation from the subcontractor. Must keep records: log, ledger, documentation, etc. that can validate/verify.

If additional information is required or you have questions, please contact the Equal Business Opportunity Program - Minority and Small Business Development Office at (813) 274-5522.

Failure to Complete. Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

Page 3 of 4 – DMI Solicited/Utilized Schedules
City of Tampa – Schedule of All To-Be-Utilized Sub-(Contractors/Consultants/Suppliers)
(FORM MBD-20)

Contract No.: 20-P-00042 Contract Name: RFP FOR ROME YARD MIXED-USE DEVELOPMENT
 Company Name: West River Holdings, LLC Address: 161 NW 6th Street Suite 1020, Miami, FL 33136
 Federal ID: 85-3931019 Phone: _____ : 3053574700 Email: skriebel@apcommunities.com

Check applicable box(es). Detailed Instructions for completing this form are on page 4 of 4.

See attached list of additional Firms Utilized and all supplemental information (List must comply to this form)

Note: Form MBD-20 must list ALL subcontractors To-Be-Utilized including Non-minority/small businesses

No Subcontracting/consulting (of any kind) will be performed on this contract.

No Firms are listed to be utilized because: _____

NIGP Code General Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

Enter "S" for firms Certified as Small Local Business Enterprises, "W" for firms Certified as Women/Minority Business Enterprise, "O" for Other Non-Certified

S = SLBE W=WMBE O =Neither	Company Name Address Phone, Fax, Email	Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic Am. AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade, Services, or Materials NIGP Code Listed above	\$ Amount Letter of Intent (LOI) if available	Percent of Scope or Contract %
WMBE 59-3368091	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906		
	SEE ATTACHED				

Total ALL Subcontract / Supplier Utilization \$ 123,871,589.00

Total SLBE Utilization \$ 6,193,579.45

Total WMBE Utilization \$ 24,774,317.80

Percent SLBE Utilization of Total Bid/Proposal Amt. 5 % Percent WMBE Utilization of Total Bid/Proposal Amt.

20%

It is hereby certified that the following information is a true and accurate account of utilization for sub-contracting opportunities on this Contract.

Signed: [Signature] Name/Title: Howard D. Cohen, CEO Date: 12/14/2020

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive
Forms must be included with Bid / Proposal

FORM MBD-20 Attachment

S = SLBE W=WMBE O =Neither		Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic Am. AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian	Trade, Services , or Material s NIGP Code Listed above	\$ Amount of Quote. Letter of Intent (LOI) if available	Percent of Scope or Contract %
Federal ID	Company Name Address Phone, Fax, Email				
26-0160232	DuCon, LLC – 1726 E. 7 th Avenue Suite 12, Tampa, FL 33605 941-376-1663 Edubose@ducon.us	BM	912	\$6.5M	100% of Plumbing Scope
W					
26-4124511	Envision (Allen Green) 5000 Acline Dr. E Tampa, FL 33619 813-997-0330 gabrielle@envision-cs.com	BM	914	\$4.5M	100% of Flooring Scope
W					
03-0411631	Matcon Construction Services 3023 N Florida Avenue, Tampa FL 33603 813-600-5555 derek@matconconstruction.com	HM	912	\$10.625M	8.6% of Contract Scope
W					
47-2756788	VoltAir Constructors, LLC – Julius Davis & Mauricio Perez 6005 Benjamin Road – Suite A, Tampa, FL 33634 813-867-3218 kwilliams@voltair.com	BM	914	\$3.15M	24% of Electrical Scope
W					
82-4395765	TC Squared Inc. (A1 Hurricane Fence) – Jennifer Creech 959 Massachusetts Avenue, Pensacola, FL 32505 Jeremy@a1hurricanefence.com	CF	914		
W					
26-3947444	Arehna Engineering Inc. – Jessica Mcrory 5012 W. Lemon Street, Tampa, FL 33609 jmcrory@arehna.com	CF	925		
W					
46-2331210 W	Colors Painting Contractors, LLC – Jimmy Garavito and Paola Hernandez Garavito 3905 Tampa Road, Suite 61, Oldsmar, FL 34677 913-598-0104 jimmyg@colorspaintingcontractors.com	HF HM	914		
27-1087701	MiamiView of South Florida, LLC – Multivista Kristi Vick – 277 S.E. 5 th Avenue Delray Beach, FL 33483 678-691-1541 c.neely@multivista.com	CF	914		
W					
SLBE	Belt Engineering 1503 West Busch Blvd. Tampa, FL 33612 P:813-961-3075 F:813-961-1031 Jbelt@BeltEngineering.com	CM	925		
45-3327831					
O	Emerald Engineering Inc. 9942 Currie Davis Dr., Suite H Tampa, FL 33619 813-995-0300	CM	925		
26-1343938					
SLBE/WMBE	Integral Energy, LLC 330 Pauls Dr. Suite 215 Brandon, FL 33511 P: (813) 264-6696 F: (888) 681-1808 iegas@integralenergyus.com	BM	925		
47-2718768					
WMBE 59-3368091	Dix Hite + Partners 150 W Jessup Ave, Longwood, FL 32750 407.667.1777 chite@dixhite.com	CF	906		

Total ALL Subcontract / Supplier Utilization \$ 123,871,589.00

Total SLBE Utilization \$ 6,193,579.45

Total WMBE Utilization \$ 24,774,317.80

Percent SLBE Utilization of Total Bid/Proposal Amt. .5% included in WMBE total

Percent WMBE Utilization of Total Bid/Proposal Amt. .20%

Page 4 of 4 DMI – Solicited/Utilized

Instructions for completing The Sub-(Contractors/Consultants/ Suppliers) to be Utilized Form (Form MBD-20)

This form must be submitted with all bids or proposals. All subcontractors (regardless of ownership or size) projected to be utilized must be included on this form. Note: Ability or desire to self-perform all work shall not exempt the prime from Good Faith Efforts to achieve participation.

Contract No. This is the number assigned by the City of Tampa for the bid or proposal.

- **Contract Name.** This is the name of the contract assigned by the City of Tampa for the bid or proposal.
- **Contractor Name.** The name of your business and/or doing business as (dba) if applicable.
- **Address.** The physical address of your business.
- **Federal ID.** FIN. A number assigned to your business for tax reporting purposes.
- **Phone.** Telephone number to contact business.
- **Fax.** Fax number for business.
- **Email.** Provide email address for electronic correspondence.
- **No Subcontracting/consulting (of any kind) will be performed on this contract.** Checking box indicates your business will not use subcontractors when no Subcontract Goal or Participation Plan Requirement was set by the City, but will self-perform all work. When subcontractors are utilized during the performance of the contract, the “Sub-(Contractors/Consultants/Suppliers) Payments” form (MBD Form-30) must be submitted with every pay application and invoice. Note: certified SLBE or WMBE firms bidding as Primes are not exempt from outreach and solicitation of subcontractors, including completion and submitting Form-10 and Form-20.
- **No Firms listed To-Be-Utilized.** Check box; provide brief explanation why no firms were retained when a goal or participation plan requirement was set on the contract. Note: mandatory compliance with Good Faith Effort outreach (GFCEP) requirements applies (MBD Form-50) and supporting documentation must accompany the bid.
- **See attached documents.** Check box, if after completing the DMI Form in its entirety, you need more space to list additional firms and/or if you have supplemental information/documentation relating to the scope/value/percent utilization of subcontractors. Reproduce copies of MBD-20 and attach. All data not submitted on duplicate forms must be in the same format and content as specified in these instructions.

The following instructions are for information of Any and All subcontractors To Be Utilized.

- **Federal ID.** FIN. A number assigned to a business for tax reporting purposes. This information is critical in proper identification of the subcontractor.
- **“S” = SLBE, “W” = WMBE.** Enter “S” for firms Certified by the City as Small Local Business Enterprises and/or “W” for firms Certified by the City as Women/Minority Business Enterprise; **“O” = Non-certified others.**
- **Company Name, Address, Phone & Fax.** Provide company information for verification of payments.
- **Type of Ownership.** Indicate the Ethnicity and Gender of the owner of the subcontracting business.
- **Trade, Services, or Materials (NIGP code if Known)** Indicate the trade, service, or material provided by the subcontractor. Abbreviated list of NIGP is available at <http://www.tampagov.net/mbd> “Information Resources”.
- **Amount of Quote, Letters of Intent** (required for both SLBEs and WMBEs).
- **Percent of Work/Contract.** Indicate the percent of the total contract price the subcontract(s) represent. For CCNA only (i.e. Consultant A/E Services) you must indicate subcontracts as percent of total scope/contract.
- **Total Subcontract/Supplier Utilization.** – Provide total dollar amount of all subcontractors/suppliers projected to be used for the contract. (Dollar amounts may be optional in CCNA depending on solicitation format).
- **Total SLBE Utilization.** Provide total dollar amount for all projected SLBE subcontractors/Suppliers used for this contract. (Dollar amounts may be optional in CCNA proposals depending on the solicitation format).
- **Total WMBE Utilization.** Provide total dollar amount for all projected WMBE subcontractors/Suppliers used for this contract. (Dollar amounts may be optional in CCNA proposals depending on the solicitation format).
- **Percent SLBE Utilization.** Total amount allocated to SLBEs divided by the total bid/proposal amount.
- **Percent WMBE Utilization.** Total amount allocated to WMBEs divided by the total bid/proposal amount.

If additional information is required or you have questions, please contact the Equal Business Opportunity Program - Minority and Small Business Development Office at (813) 274-5522.

City of Tampa – DMI Sub-(Contractors/Consultants/Suppliers) Payments [] Partial [] Final
(FORM MBD-30)

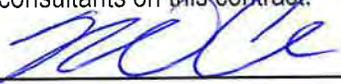
Contract No.: 20-P-00042 WO#, (if any): _____ Contract Name: RFP FOR ROME YARD MIXED-USE Development
 Contractor Name: West River Holdings, LLC Address: 161 NW 6th Street, Suite 1020, Miami, FL 33136
 Federal ID: 85-3931019 Phone: 305-357-4700 Email: knaylor@apcompanies.com
 GC Pay Period: _____ Payment Request/Invoice Number: _____ City Department: _____
 Total Amount Requested for pay period: \$ _____ Total Contract Amount (including change orders): \$ _____

Type of Ownership - (F=Female M=Male), BF BM = African Am., HF HM = Hispanic Am., AF AM = Asian Am., NF NM = Native Am., CF CM = Caucasian S = SLBE

Type	Company Name Address Phone & Fax	Total Sub Contract Or PO Amount	Amount Paid To Date	Amount To Be Paid For This Period
Trade/Work Activity			Amount Pending Previously Reported	Sub Pay Period Ending Date
[] Sub [] Supplier				
Federal ID				
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$

(Modifying This Form or Failure to Complete and Sign May Result in Non-Compliance)

Certification: I hereby certify that the above information is a true and accurate account of payments to sub – contractors/consultants on this contract.

Signed:  Name/Title: Howard D. Cohen, CEO Date: 12/14/2020

12/14/2020
 DMI form 30 (rev. 10/01/12)

Note: Detailed Instructions for completing this form are on the next page

**City of Tampa – DMI Sub-(Contractors/Consultants/Suppliers) Payments [] Partial [] Final
(FORM MBD-30)**

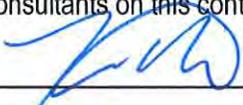
Contract No.: 20-P-00042 WO#, (if any): Contract Name: RFP FOR ROME YARD MIXED-USE Development
 Contractor Name: Cornerstone Strategic Partners, LLC Address: 3206 Alamar Street, Lutz, FL 33558
 Federal ID: 85-4077787 Phone: 813-863-2153 Email: leonardburke83@yahoo.com
 GC Pay Period: _____ Payment Request/Invoice Number: _____ City Department: _____
 Total Amount Requested for pay period: \$ _____ Total Contract Amount (including change orders): \$ _____

-Type of Ownership - (F=Female M=Male), BF BM = African Am., HF HM = Hispanic Am., AF AM = Asian Am., NF NM = Native Am., CF CM = Caucasian S = SLBE

Type	Company Name Address Phone & Fax	Total Sub Contract Or PO Amount	Amount Paid To Date	Amount To Be Paid For This Period
Trade/Work Activity			Amount Pending Previously Reported	Sub Pay Period Ending Date
[] Sub [] Supplier				
Federal ID				
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$

(Modifying This Form or Failure to Complete and Sign May Result in Non-Compliance)

Certification: I hereby certify that the above information is a true and accurate account of payments to sub – contractors/consultants on this contract.

Signed:  Name/Title: Leonard Burke, Managing Partner Date: 12/14/2020

DMI form 30 (rev. 10/01/12)

Note: Detailed Instructions for completing this form are on the next page

City of Tampa
Official Letter of Intent
(Form MBD-40)

A Letter of Intent is required for each WMBE/SLBE listed on the Schedule of Subcontractors to be Utilized (MBD 20 Form). Letter of Intent must be signed by both the Bidder/Service Provider and WMBE/SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name: ROME YARD MIXED-USE DEVELOPMENT

A. To be completed by the Bidder/Service Provider

Name of Bidder: West River Holdings, LLC
Address: 161 NW 6th Street, Suite 1020, Miami, FL 33136

Contact Person: Kenneth Naylor
Telephone: 305-357-4700 Fax: _____
Email: knaylor@apcompanies.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: _____
Address: _____

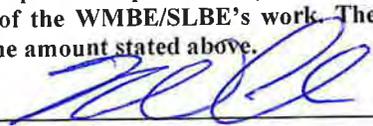
Contact Person: _____
Telephone: _____ Fax: _____
Email: _____

C. Identify the scope of work to be performed or item(s) to be supplied by the WMBE/SLBE. On unit price bids, identify to which bid line item the WMBE/SLBE's work scope or supply corresponds:

D. Cost of work to be performed by WMBE/SLBE: _____

E. Cost of work to be performed by WMBE/SLBE as a percent of total City contract amount:\$ _____

Bidder/Proposer certifies that it intends to utilize the WMBE/SLBE listed above, and that the work described above is accurate. Bidder/Proposer will provide City with copy of the related subcontract agreement and/or purchase order prior to commencement of the WMBE/SLBE's work. The WMBE/SLBE firm certifies that it has agreed to provide such work/supplies for the amount stated above.

Bidder/Proposer:  Howard D. Cohen, CEO Date: 12/14/2020
Signature and Title

WMBE/SLBE Firm: _____ Date: _____
Signature and Title

City of Tampa
Official Letter of Intent
(Form MBD-40)

A Letter of Intent is required for each WMBE/SLBE listed on the Schedule of Subcontractors to be Utilized (MBD 20 Form). Letter of Intent must be signed by both the Bidder/Service Provider and WMBE/SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name: ROME YARD MIXED-USE DEVELOPMENT

A. To be completed by the Bidder/Service Provider

Name of Bidder: Cornerstone Strategic Partners, LLC
Address: 3206 Alamar Street, Lutz, FL 33558

Contact Person: Leonard Burke
Telephone: 813-863-2153 Fax: _____
Email: leonardburke83@yahoo.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: _____
Address: _____

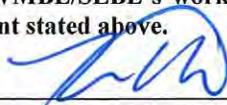
Contact Person: _____
Telephone: _____ Fax: _____
Email: _____

C. Identify the scope of work to be performed or item(s) to be supplied by the WMBE/SLBE. On unit price bids, identify to which bid line item the WMBE/SLBE's work scope or supply corresponds:

D. Cost of work to be performed by WMBE/SLBE: _____

E. Cost of work to be performed by WMBE/SLBE as a percent of total City contract amount: \$ _____

Bidder/Proposer certifies that it intends to utilize the WMBE/SLBE listed above, and that the work described above is accurate. Bidder/Proposer will provide City with copy of the related subcontract agreement and/or purchase order prior to commencement of the WMBE/SLBE's work. The WMBE/SLBE firm certifies that it has agreed to provide such work/supplies for the amount stated above.

Bidder/Proposer: _____ Leonard Burke, Managing Partner Date: 12/14/2020

Signature and Title

WMBE/SLBE Firm: _____ Date: _____
Signature and Title

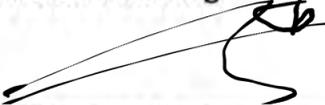
LETTER OF INTENT

It is the intent of First Florida Wynwood, LLC, or one of its affiliates ("GC"), and Envision Flooring, or one of its affiliates ("Subcontractor"), a certified WMBE which is licensed, insured and bondable to do work as described below, to enter into contract for construction of the Rome Yards RFP issued by the City of Tampa located in West Tampa. To that extent, the following parameters will be adhered to:

- Contract** The contract will be a standard subcontract agreement customarily issued by GC for this type of work. It will include all labor, materials, equipment, insurance and bonding for a complete project including requisite WMBE certification and reporting.
- Price** The estimated scope price is approximately \$4.5M including all portions of the work from bid solicitation through procurement and installation of materials. The GC's intent is to work with the Subcontractor to value engineer the project with the help of the design team, Owner and its consultants to deliver a thorough and thoughtful program experience. The price is predicated on a project fit and finish based industry standards for multi-family housing and is expected to start in 2022.
- Project** The project is composed of multiple mixed-use multi-family buildings consisting of 900+ units, surface and structured parking, and associated common and amenity areas including pools, fitness rooms, meeting rooms, live-work components, lounges, etc. The Owner has engaged the architect and all subconsultants. The Contractor and his subcontractors, at no charge, will assist the design team to create a project on budget and substantially designed as intended for the Owner's project as described herein.
- Qualifications** The contract is contingent on the parties coming to terms with a final contract price for each building and mutually acceptable contract documents. The GC and Subcontractor will enter into contract if the price above is not exceeded by more than 1% upon hard bid of the 100% Construction Set permitted drawings. Should the contract price be unattainable by the Subcontractor, the GC will have the right to award it with no further responsibilities to the Subcontractor or its affiliates.

The undersigned agree to the terms and conditions set forth above this 14th day of December 2020.

Envision Flooring

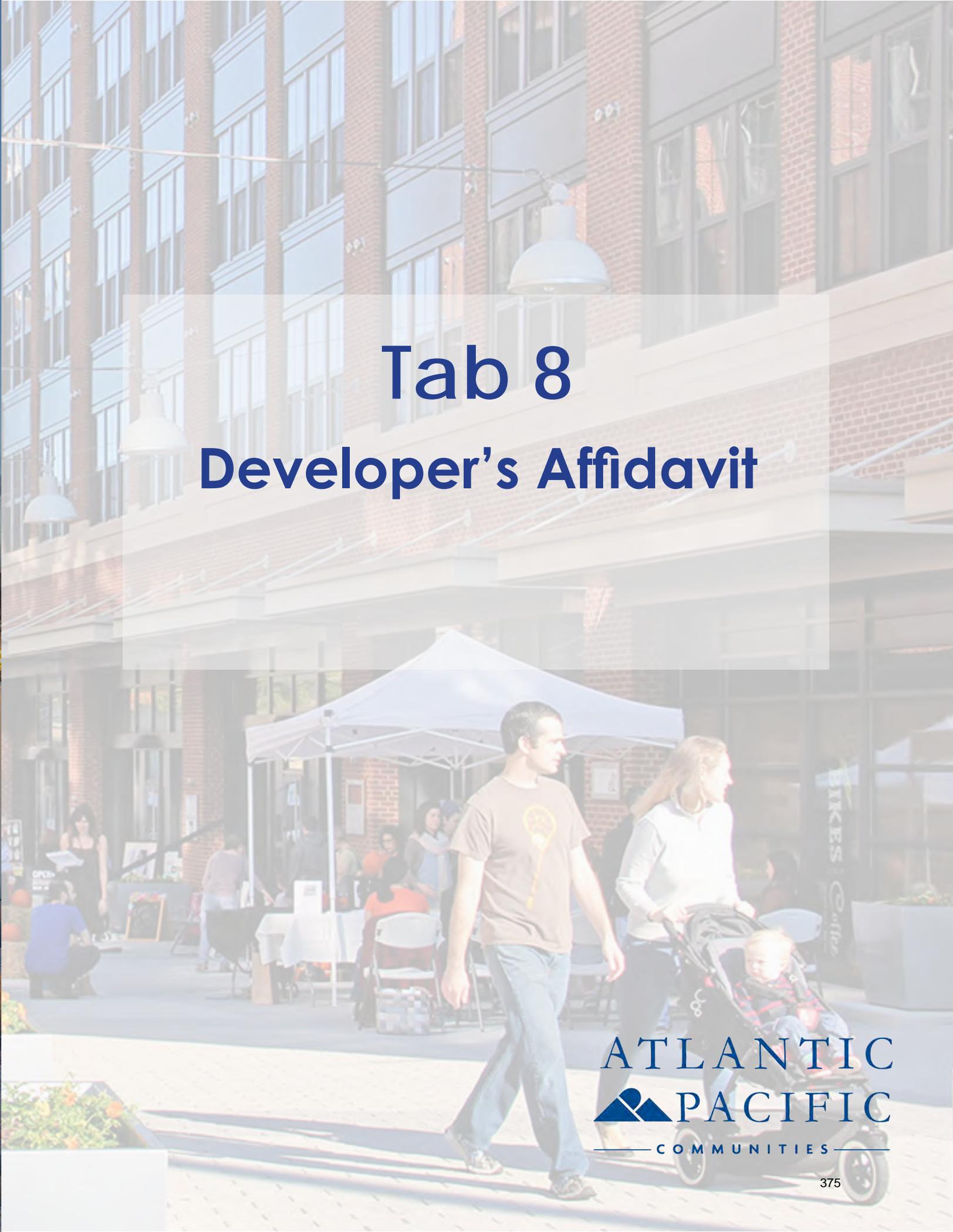


Allen Greene II
Co-Founder & Managing Director

First Florida Wynwood, LLC



Andrew J Lenahan
Vice President



Tab 8

Developer's Affidavit

DEVELOPER'S AFFIDAVIT AND PROPOSAL SIGNATURE FORMS

Before me, the undersigned authority who is duly authorized by law to administer oaths and take acknowledgements, personally appeared

Howard D. Cohen

AFFIANT'S NAME

Who, after being duly cautioned and sworn, and being fully aware of the penalties of perjury, does hereby depose and declare, on his own behalf or as a representative on behalf of a partnership or corporation, or other entity that is the Developer in the matter at hand, as follows:

1. That the Developer, if a natural person, is of lawful age.
2. That if the Developer is a partnership, or a corporation, or other legal person or entity recognized in the State of Florida, it has complied with all laws and ordinances governing the formation and continued existence of such entities, including but not limited to, if a Florida corporation, to the filing of its Articles of Incorporation with the Florida Secretary of State and if a corporation incorporated under the laws of a state other than Florida, that it is duly authorized to do business in the State of Florida; that it is currently an active corporation or entity fully authorized to do business; and that the undersigned is representative of the corporation or entity authorized to make this affirmation and declaration and who has the power to bind said corporation or entity.
3. That if the Developer is operating under a fictitious name, Developer has currently complied with and any and all laws and procedures governing the operation of businesses under fictitious names in the State of Florida;
4. That the Developer has not submitted a rigged Bid, nor engaged in collusive bidding, or a collusive bidding arrangement, or fraudulent bidding, or entered into a conspiracy in connection with this bid with any other natural person, partnership, corporation or other entity making a bid for the same purpose. The Developer has not entered into any understanding or agreement with any other person or entity where one or more such persons or entities agrees not to bid or fixing the prices to be bid.
5. In the event that the City determines that the Developer has participated in any collusive, deceptive or fraudulent practices in derogation of the statements in this Affidavit the City, in addition to any other remedy it may exercise, will have the right to debar the Developer. The contract let under such circumstances shall be deemed invalid.
6. That the Developer is not in arrears to the City of Tampa upon debt or contract and is not in default, as surety or otherwise, of any obligation to the City, Hillsborough County or the State of Florida.
7. That no officer or employee of the City, either individually or through any firm, corporation or business of which he/she is a stockholder or holds office, shall receive any substantial benefit or profit out of the contract or award to this Developer; nor does the Developer know of any City officer or employee having any financial interest in assisting the Developer to obtain, or in any other way effecting, the award of the contract to this Developer.

FURTHER AFFIANT SAYETH NOT.

Developer: Complete the applicable acknowledgement for an Individual Acting in His/Her Own Right or an Entity (by type):

FOR AN INDIVIDUAL ACTING IN HIS/HER OWN RIGHT

State of _____
County of _____

The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this _____ day of _____, 20____, by _____, who is personally known to me or who has produced identification and who did (did not) take an oath.

Signature of Notary Public

Signature of Affiant

Notary Public
State of: _____
My Commission
Expires: _____

Printed, typed or stamped
Commissioned name of notary public

Printed or typed name of Affiant

FOR AN ENTITY

State of Florida
County of Miami-Dade

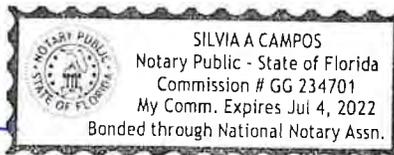
The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this _____ day of November, 2020, by Howard D. Cohen, as President of Appreciation Holdings-Manager, LLC, Manager of Atlantic Pacific Communities, LLC, of Atlantic Pacific Communities, LLC a Partnership, Joint Venture, Corporation, Joint Venture, Limited Liability Company (LLC) or Other _____, on behalf of such entity. Such individual is personally known to me or has produced identification.

Type of identification produced: _____

S. J. Campos
Signature of Notary Public

[Signature]
Signature of Affiant

Notary Public
State of: Florida
My Commission
Expires: July 4, 2022



SILVIA A. CAMPOS
Printed, typed or stamped
Commissioned name of notary public

Howard D. Cohen
Printed or typed name of Affiant

DEVELOPER'S AFFIDAVIT AND PROPOSAL SIGNATURE FORMS

Before me, the undersigned authority who is duly authorized by law to administer oaths and take acknowledgements, personally appeared

Howard D. Cohen

AFFIANT'S NAME

Who, after being duly cautioned and sworn, and being fully aware of the penalties of perjury, does hereby depose and declare, on his own behalf or as a representative on behalf of a partnership or corporation, or other entity that is the Developer in the matter at hand, as follows:

1. That the Developer, if a natural person, is of lawful age.
2. That if the Developer is a partnership, or a corporation, or other legal person or entity recognized in the State of Florida, it has complied with all laws and ordinances governing the formation and continued existence of such entities, including but not limited to, if a Florida corporation, to the filing of its Articles of Incorporation with the Florida Secretary of State and if a corporation incorporated under the laws of a state other than Florida, that it is duly authorized to do business in the State of Florida; that it is currently an active corporation or entity fully authorized to do business; and that the undersigned is representative of the corporation or entity authorized to make this affirmation and declaration and who has the power to bind said corporation or entity.
3. That if the Developer is operating under a fictitious name, Developer has currently complied with and any and all laws and procedures governing the operation of businesses under fictitious names in the State of Florida;
4. That the Developer has not submitted a rigged Bid, nor engaged in collusive bidding, or a collusive bidding arrangement, or fraudulent bidding, or entered into a conspiracy in connection with this bid with any other natural person, partnership, corporation or other entity making a bid for the same purpose. The Developer has not entered into any understanding or agreement with any other person or entity where one or more such persons or entities agrees not to bid or fixing the prices to be bid.
5. In the event that the City determines that the Developer has participated in any collusive, deceptive or fraudulent practices in derogation of the statements in this Affidavit the City, in addition to any other remedy it may exercise, will have the right to debar the Developer. The contract let under such circumstances shall be deemed invalid.
6. That the Developer is not in arrears to the City of Tampa upon debt or contract and is not in default, as surety or otherwise, of any obligation to the City, Hillsborough County or the State of Florida.
7. That no officer or employee of the City, either individually or through any firm, corporation or business of which he/she is a stockholder or holds office, shall receive any substantial benefit or profit out of the contract or award to this Developer; nor does the Developer know of any City officer or employee having any financial interest in assisting the Developer to obtain, or in any other way effecting, the award of the contract to this Developer.

FURTHER AFFIANT SAYETH NOT.

Developer: Complete the applicable acknowledgement for an Individual Acting in His/Her Own Right or an Entity (by type):

FOR AN INDIVIDUAL ACTING IN HIS/HER OWN RIGHT

State of _____
County of _____

The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this ____ day of _____, 20____, by _____, who is personally known to me or who has produced identification and who did (did not) take an oath.

Signature of Notary Public

Signature of Affiant

Notary Public
State of: _____
My Commission
Expires: _____

Printed, typed or stamped
Commissioned name of notary public

Printed or typed name of Affiant

FOR AN ENTITY

State of Florida
County of Miami-Dade

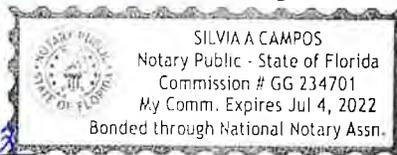
The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this ____ day of November, 2020, by Howard D. Cohen, as CEO of APCHD MM II Inc., Manager of West River Holdings, LLC a Partnership, Joint Venture, Corporation, Joint Venture, Limited Liability Company (LLC) or Other _____, on behalf of such entity. Such individual is personally known to me or has produced identification.

Type of identification produced: _____

Silvia A. Campos
Signature of Notary Public

Howard D. Cohen
Signature of Affiant

Notary Public
State of: Florida
My Commission
Expires: July 4, 2022



SILVIA A. CAMPOS
Printed, typed or stamped
Commissioned name of notary public

Howard D. Cohen
Printed or typed name of Affiant

DEVELOPER'S AFFIDAVIT AND PROPOSAL SIGNATURE FORMS

Before me, the undersigned authority who is duly authorized by law to administer oaths and take acknowledgements, personally appeared

Leonard Burke

AFFIANT'S NAME

Who, after being duly cautioned and sworn, and being fully aware of the penalties of perjury, does hereby depose and declare, on his own behalf or as a representative on behalf of a partnership or corporation, or other entity that is the Developer in the matter at hand, as follows:

1. That the Developer, if a natural person, is of lawful age.
2. That if the Developer is a partnership, or a corporation, or other legal person or entity recognized in the State of Florida, it has complied with all laws and ordinances governing the formation and continued existence of such entities, including but not limited to, if a Florida corporation, to the filing of its Articles of Incorporation with the Florida Secretary of State and if a corporation incorporated under the laws of a state other than Florida, that it is duly authorized to do business in the State of Florida; that it is currently an active corporation or entity fully authorized to do business; and that the undersigned is representative of the corporation or entity authorized to make this affirmation and declaration and who has the power to bind said corporation or entity.
3. That if the Developer is operating under a fictitious name, Developer has currently complied with and any and all laws and procedures governing the operation of businesses under fictitious names in the State of Florida;
4. That the Developer has not submitted a rigged Bid, nor engaged in collusive bidding, or a collusive bidding arrangement, or fraudulent bidding, or entered into a conspiracy in connection with this bid with any other natural person, partnership, corporation or other entity making a bid for the same purpose. The Developer has not entered into any understanding or agreement with any other person or entity where one or more such persons or entities agrees not to bid or fixing the prices to be bid.
5. In the event that the City determines that the Developer has participated in any collusive, deceptive or fraudulent practices in derogation of the statements in this Affidavit the City, in addition to any other remedy it may exercise, will have the right to debar the Developer. The contract let under such circumstances shall be deemed invalid.
6. That the Developer is not in arrears to the City of Tampa upon debt or contract and is not in default, as surety or otherwise, of any obligation to the City, Hillsborough County or the State of Florida.
7. That no officer or employee of the City, either individually or through any firm, corporation or business of which he/she is a stockholder or holds office, shall receive any substantial benefit or profit out of the contract or award to this Developer; nor does the Developer know of any City officer or employee having any financial interest in assisting the Developer to obtain, or in any other way effecting, the award of the contract to this Developer.

FURTHER AFFIANT SAYETH NOT.

Developer: Complete the applicable acknowledgement for an Individual Acting in His/Her Own Right or an Entity (by type):

FOR AN INDIVIDUAL ACTING IN HIS/HER OWN RIGHT

State of _____
County of _____

The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this ____ day of _____, 20____, by _____, who is personally known to me or who has produced identification and who did (did not) take an oath.

Signature of Notary Public

Signature of Affiant

Notary Public
State of: _____
My Commission
Expires: _____

Printed, typed or stamped
Commissioned name of notary public

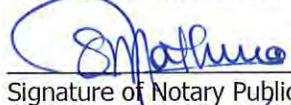
Printed or typed name of Affiant

FOR AN ENTITY

State of Florida
County of Hillsborough

The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization this ____ day of December, 2020, by Leonard Burke, as Managing Partner, of Cornerstone Strategic Partners, LLC a Partnership, Joint Venture, Corporation, Joint Venture, Limited Liability Company (LLC) or Other _____, on behalf of such entity. Such individual is personally known to me or has produced identification.

Type of identification produced: DL# B 620-536-83-143-0


Signature of Notary Public


Signature of Affiant

Notary Public
State of: Florida
My Commission
Expires: _____

SARANNA MATHURA
Commission # GG 249834
Expires August 16, 2022
Bonded Thru Budget Notary Services

Printed, typed or stamped
Commissioned name of notary public

Leonard Burke
Printed or typed name of Affiant

Tab 9

Proposal Signature Form

**PROPOSAL SIGNATURE FORM
FOR REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**

In compliance with this RFP and to all the conditions imposed herein, the undersigned offers and agrees to provide **REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**, in accordance with the attached signed proposal, or as mutually agreed upon by subsequent negotiation. This completed Proposal Signature form must be submitted with the Proposer's written proposal and will become a part of any agreement that may be awarded. This Proposal Signature Form must be signed by an authorized representative with ink-pen (electronic signature or copy of signature is prohibited), as defined in Section V. Project Proposals, Subsection C. Required Documents for Submittal of this RFP. **If the Proposal Signature Form is not signed by an authorized representative or submitted with the proposal, the proposal is considered non-responsive.**

Please type or print:

Name of Firm: Atlantic Pacific Communities, LLC

Address: 161 NW 6th Street, Suite 1020

City: Miami State: FL Zip: 33136

Contact Person: Kenneth Naylor Title: Authorized Representative

Federal ID #: 46-3600584 Telephone No.: 305-357-4700 Email: knaylor@apcompanies.com

Type Organization: Individual Small Business Non-Profit LLC
 Partnership Corporation Joint Venture

Attach copies of all such licenses, permits or certificates issued to the business entity.

Business is licensed, (unless exempt by applicable law) permitted or certified to do business in the State of Florida:

Yes No. License # _____

Minority Business Status: Black Hispanic Woman Other

Is your business certified as a minority business (WMBE) or small business enterprise (SLBE) with any government agency?

Yes No. If yes, please list below:

Agency Name	Certification Number	Expiration Date
_____	_____	_____
_____	_____	_____

Sub-Contracting Submittals required: Forms MBD-10, MBD-20 must be submitted with the bid/proposal.

By signing this Proposal Signature Form, the Proposer complies with all of the requirements of the RFP package including but not limited to Communication Policy and City of Tampa Ethics Code contained in SECTION II. GENERAL CONDITIONS.

NOTE: When Developer is a corporation, the president, vice president or other person duly authorized to bind the corporation shall set out the corporate name in full beneath which he/she shall sign his/her name and give the title of his/her office or position. The proposal shall also bear the seal of the corporation attested by its corporate secretary. **Proposals signed by a person other than an officer of the corporation, shall be accompanied by evidence of authority.**

Authorized Signature:  Date: 12/10/2020

**PROPOSAL SIGNATURE FORM
FOR REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**

In compliance with this RFP and to all the conditions imposed herein, the undersigned offers and agrees to provide **REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**, in accordance with the attached signed proposal, or as mutually agreed upon by subsequent negotiation. This completed Proposal Signature form must be submitted with the Proposer's written proposal and will become a part of any agreement that may be awarded. This Proposal Signature Form must be signed by an authorized representative with ink-pen (electronic signature or copy of signature is prohibited), as defined in Section V. Project Proposals, Subsection C. Required Documents for Submittal of this RFP. **If the Proposal Signature Form is not signed by an authorized representative or submitted with the proposal, the proposal is considered non-responsive.**

Please type or print:

Name of Firm: West River Holdings, LLC

Address: 161 NW 6th Street, Suite 1020

City: Miami State: FL Zip: 33136

Contact Person: Kenneth Naylor Title: Authorized Representative

Federal ID #: 85-3931019 Telephone No.: 305-357-4700 Email: knaylor@apcompanies.com

Type Organization: Individual Small Business Non-Profit LLC
 Partnership Corporation Joint Venture

Attach copies of all such licenses, permits or certificates issued to the business entity.

Business is licensed, (unless exempt by applicable law) permitted or certified to do business in the State of Florida:

Yes No. License # _____

Minority Business Status: Black Hispanic Woman Other

Is your business certified as a minority business (WMBE) or small business enterprise (SLBE) with any government agency?

Yes No. If yes, please list below:

Agency Name	Certification Number	Expiration Date
_____	_____	_____
_____	_____	_____

Sub-Contracting Submittals required: Forms MBD-10, MBD-20 must be submitted with the bid/proposal.

By signing this Proposal Signature Form, the Proposer complies with all of the requirements of the RFP package including but not limited to Communication Policy and City of Tampa Ethics Code contained in SECTION II. GENERAL CONDITIONS.

NOTE: When Developer is a corporation, the president, vice president or other person duly authorized to bind the corporation shall set out the corporate name in full beneath which he/she shall sign his/her name and give the title of his/her office or position. The proposal shall also bear the seal of the corporation attested by its corporate secretary. **Proposals signed by a person other than an officer of the corporation, shall be accompanied by evidence of authority.**

Authorized Signature:  Date: 12/10/2020

**PROPOSAL SIGNATURE FORM
FOR REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**

In compliance with this RFP and to all the conditions imposed herein, the undersigned offers and agrees to provide **REAL ESTATE DEVELOPMENT OF ROME YARD MIXED-USE DEVELOPMENT**, in accordance with the attached signed proposal, or as mutually agreed upon by subsequent negotiation. This completed Proposal Signature form must be submitted with the Proposer's written proposal and will become a part of any agreement that may be awarded. This Proposal Signature Form must be signed by an authorized representative with ink-pen (electronic signature or copy of signature is prohibited), as defined in Section V. Project Proposals, Subsection C. Required Documents for Submittal of this RFP. **If the Proposal Signature Form is not signed by an authorized representative or submitted with the proposal, the proposal is considered non-responsive.**

Please type or print:

Name of Firm: Cornerstone Strategic Partners, LLC

Address: 3206 Alamar Street

City: Lutz State: FL Zip: 33558

Contact Person: Leonard Burke Title: Managing Partner

Federal ID #: 85-4077787 Telephone No.: 813-863-2153 Email: leonardburke83@yahoo.com

Type Organization: Individual Small Business Non-Profit LLC
 Partnership Corporation Joint Venture

Attach copies of all such licenses, permits or certificates issued to the business entity.

Business is licensed, (unless exempt by applicable law) permitted or certified to do business in the State of Florida:

Yes No. License # _____

Minority Business Status: Black Hispanic Woman Other

Is your business certified as a minority business (WMBE) or small business enterprise (SLBE) with any government agency?

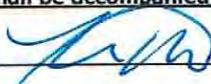
Yes No. If yes, please list below:

Agency Name	Certification Number	Expiration Date
<u>Hillsborough County</u>	<u>HC-3056/20</u>	<u>December 8, 2022</u>
<u>City of Tampa</u>	<u>Reciprocal Agency Certification</u>	<u>December 9, 2022</u>

Sub-Contracting Submittals required: Forms MBD-10, MBD-20 must be submitted with the bid/proposal.

By signing this Proposal Signature Form, the Proposer complies with all of the requirements of the RFP package including but not limited to Communication Policy and City of Tampa Ethics Code contained in SECTION II. GENERAL CONDITIONS.

NOTE: When Developer is a corporation, the president, vice president or other person duly authorized to bind the corporation shall set out the corporate name in full beneath which he/she shall sign his/her name and give the title of his/her office or position. The proposal shall also bear the seal of the corporation attested by its corporate secretary. **Proposals signed by a person other than an officer of the corporation, shall be accompanied by evidence of authority.**

Authorized Signature:  Date: 12/10/20

Tab 10

Submittal Requirements

A. Threshold Review Checklist

Are you or any member of your team on the following lists? **No.**

- Federal Government's list of "Excluded Parties"
- City's list of Barred Companies
- State of Florida's suspended vendors list or scrutinized vendors list, convicted vendors list, or discriminatory vendor list
- Federal debarred and suspended lists

Does your Company or any member of your team have any outstanding complaints on workmanship issues? **No.**

Has your Company or any member of your team ever performed any repair or construction work for employees of the Planning & Development Department during the time the employee is/was assigned to the Planning & Development Division? **No.**

Have you or any of your Company's employees ever been convicted of a felony or are now under charges for any offense? **No.**

B. Company Ownership Information

List of all Principals or Organization Chart. **See attached.**

Developer EEO Information – is required to comply with Federal and City of Tampa Equal Employment Opportunity Requirements. Please indicate whether or not 51% or greater of the firm is owned by a Female, Black, Hispanic, American Indian, Asian or Other Minority Designation recognized by the Federal Government.

Atlantic Pacific Communities (APC) is not owned by a Female, Black, Hispanic, American Indian, Asian or Other Minority Designation recognized by the Federal Government.

APC's partner for the Rome Yard revitalization Cornerstone Strategic Partners, is a certified Minority Business Enterprise (Black).

Date Organization established under present name, and list of any former business names, if applicable, during the previous five (5) years.

APC was established as a Delaware limited liability company on July 29, 2013, as Atlantic Pacific Community Housing Development, LLC, and changed its name to Atlantic Pacific Communities, LLC on September 12, 2013.

Parent Company information, if applicable.

APC is an affiliate of Atlantic Pacific Companies comprised of a group of companies owned by the Principals provided in the organizational chart above.

If "Yes" to any of the four questions below, please provide detailed information: **Not Applicable**

- Have you or any of your affiliates ever filed for bankruptcy?
- Do you have any judgments, liens, or pending lawsuits?
- Have you or any of your business affiliates discontinued business operations with outstanding debts?
- Have you been a principal in any other entities over the last five (5) years?

C. References

List your projects completed within the past five (5) years to include: Location, and Total Development Cost. **See attached.**

Provide three (3) references from governmental agencies, funders or individuals with construction projects completed by members of the team.

1. **Eric Thorne, Manager (Governmental Agency)**
 Miami-Dade County Transit
 701 NW 1st Court, 15th Floor
 Miami, FL. 33136
 Telephone: (786) 469-5281
 Email: ethorne@miamidade.gov

2. **Neal Deaton, Senior Vice President (Funder)**
 Wells Fargo Bank Community Lending & Investment
 301 South College Street, Charlotte, NC 28288
 Telephone: (704) 383-9524
 Email: Neal.Deaton@wellsfargo.com

3. **Tam English, Executive Director (Co-partner/developer on Northwest Gardens, Poinciana Crossing and Sailboat Bend developments)**
 Housing Authority of the City of Fort Lauderdale
 437 SW 4th Avenue
 Fort Lauderdale, FL 33315
 Telephone: 954-525-6444 x106
 Email: tenglish@hacfl.com

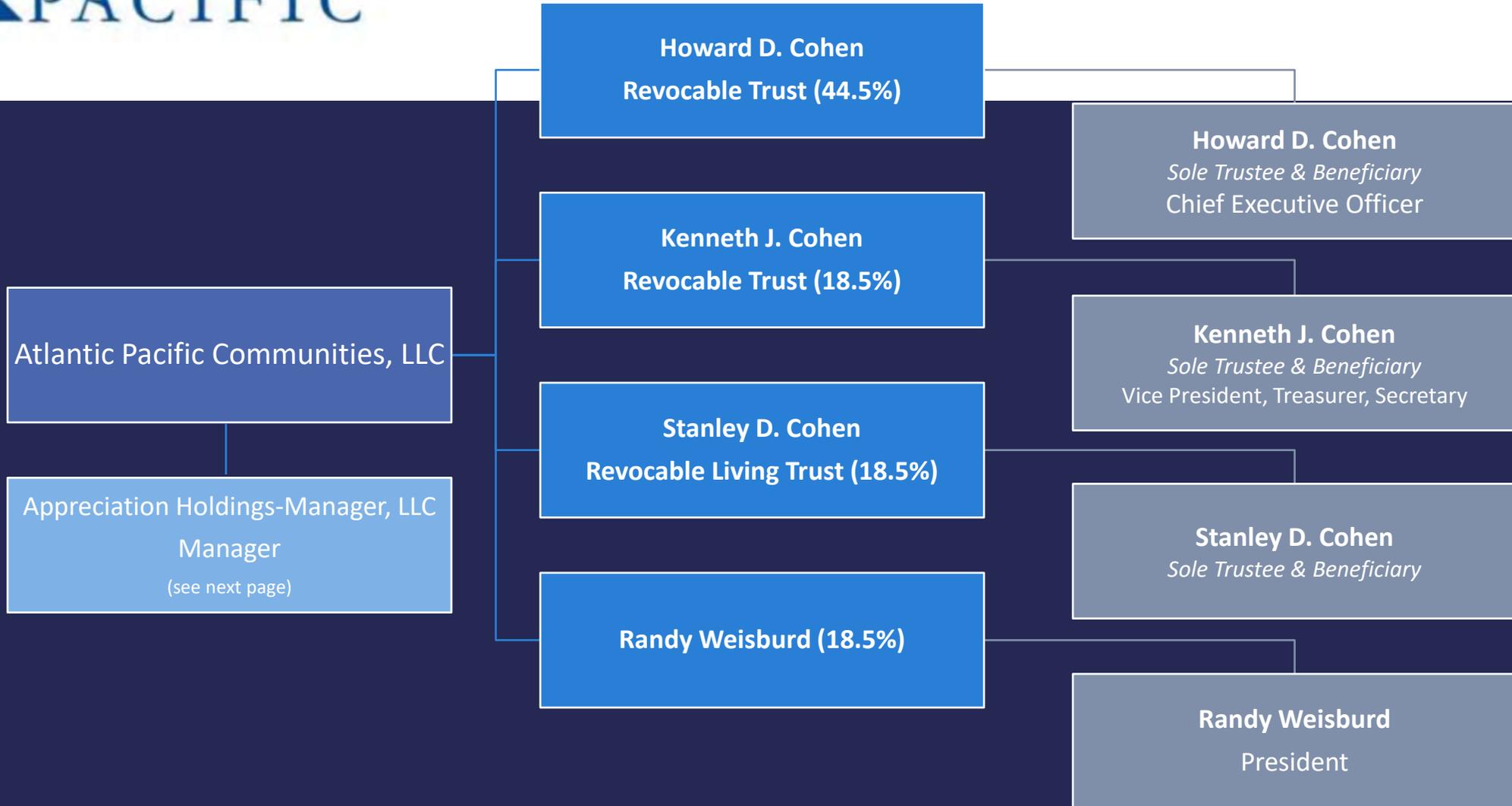
List of sub-contractors and material suppliers you work with on a regular basis: Include the Firm name, Address, Subcontracting Firm Contact Name with Telephone and Fax Number. (Indicate any WMBE and /or SLBE certification(s) where applicable)

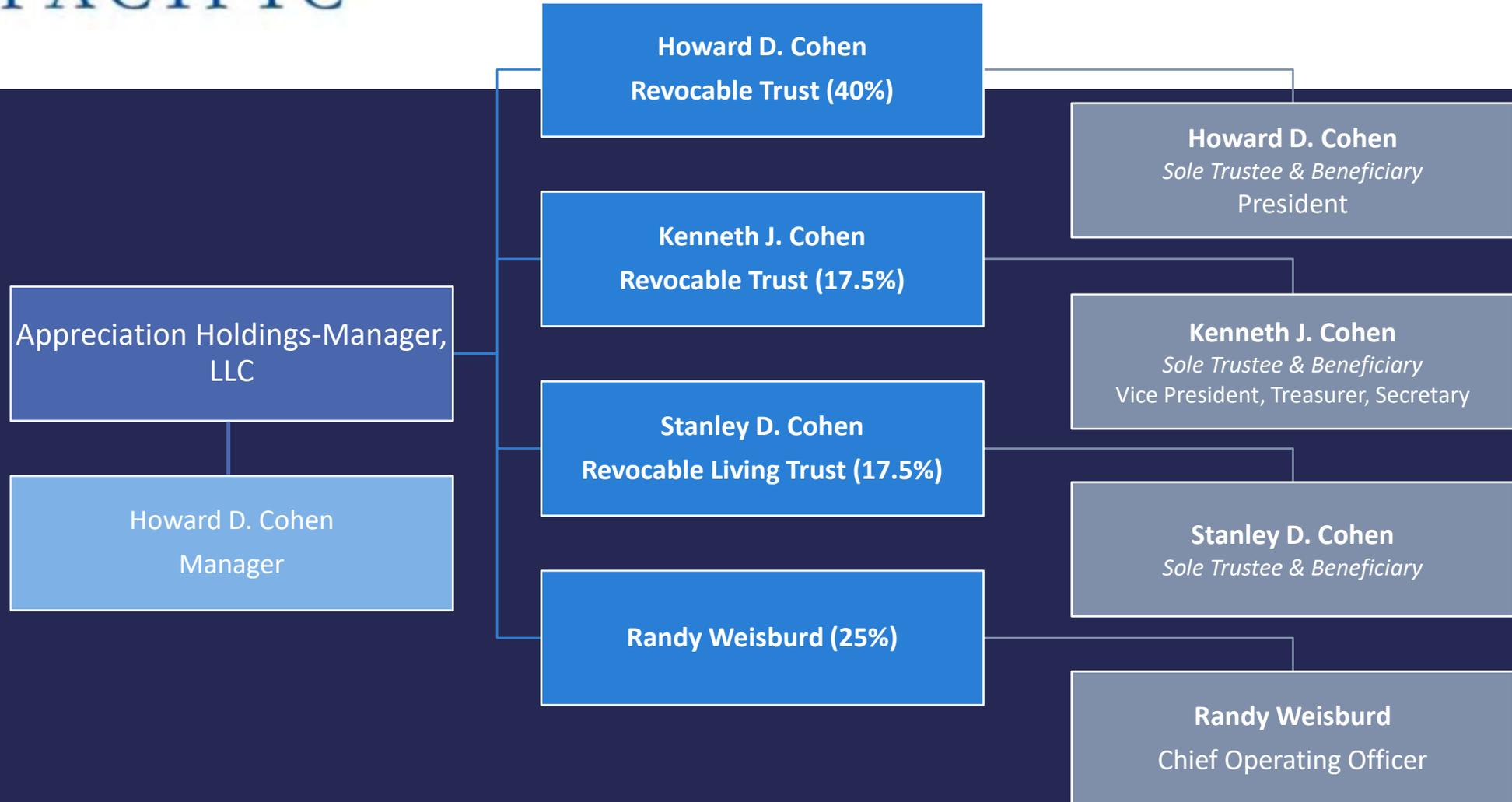
Proposer/Prime Contractor	SBE	WBE	MBE	DBE
Atlantic Pacific Communities				
Cornerstone Strategic Partners	X		X	

See next page.

SubContractors	Address/Telephone	SBE	WBE	MBE	DBE
Dix.Hite + Partners	150 W Jessup Ave, Longwood, FL 32750 407.667.1777		X		
Matcon Construction Services	3023 N Florida Ave, Tampa, FL 33603 813-600-5555			X	X
DuCon	1726 E 7th Ave Suite 12, Tampa, FL 33605 941.803.0400			X	X
Envision	5000 Acline Dr. E, Tampa, FL 33619 813-997-0330			X	X
Belt Engineering	1503 West Busch Blvd. Tampa, FL 33612 813-961-3075	X			
VoltAir	6005 Benjamin Rd., Suite A Tampa, FL 33634 407.489.2521			X	
TC Squared Inc. (A1 Hurricane Fence)	959 Massachusetts Ave, Pensacola, FL 32505 (850) 432-0921		X		
Arehna Engineering Inc	5012 W. Lemon Street, Tampa, FL 33609 (813) 944-3464		X		
Colors Painting Contractors, LLC	3905 Tampa Rd, Suite 61, Oldsmar, FL 34677 913-598-0104	X	X		
MiamiView of South Florida, LLC	277 S.E. 5 th Avenue Delray Beach, FL 33483 678-691-1541		X		X
Integral Energy	330 Pauls Dr. Suite 215 Brandon, FL 33511 (813) 264-6696	X		X	X

APC Organizational Chart





APC Experience

LOW-INCOME HOUSING TAX CREDIT DEVELOPMENTS						
#	Development Name	City, State	# of Units	New or Rehab	Type	Financing
1	Amber Garden	Miami, FL	110	New	High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan, City of Miami HOME Loan
2	Arbor At Centerbrook	Live Oak, TX	80	New	Garden	9% Housing Credits, Bexar County Loan
3	Audrey Edmonson Transit Village (fka Seventh Avenue Transit Village I)	Miami, FL	76	New	High-rise	4% Housing Credits, Miami-Dade County Tax-exempt Bonds, GOB & SURTAX Loans, City HOME Loan
4	Audrey Edmonson Transit Village (fka Seventh Avenue Transit Village II)	Miami, FL	100	New	High-rise	9% Housing Credits
5	Brownsville Transit Village V	Miami, FL	120	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & CDBG-DR Loan **
6	Casa Sant'Angelo Apartments	Miramar, FL	113	New	Mid-rise	9% Housing Credits, Broward County Loan **
7	Culmer Apartments	Miami, FL	239	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI & NHTF Loans **
8	Eastbrooke Apartments At Beulah Crossing	Washington DC	39	New	Mid-rise	4% Housing Credits, District of Columbia Tax-exempt Bonds, DHCD Loan
9	Heritage Senior Residences	Houston, TX	135	New	Garden	9% Housing Credits, City of Houston CDBG-DR Loan **
10	Island Living Apartments	Miami, FL	70	New	High-rise	4% Housing Credits, Miami-Dade County Tax-Exempt Bonds, SEOPW CRA Loan, County SURTAX Loan
11	Langwick Senior Residences	Houston, TX	128	New	Garden	4% Housing Credits, Tax-exempt Bonds, City of Houston HOME Loan
12	Laurel Glen	San Antonio, TX	81	New	Garden	9% Housing Credits
13	Marian Towers	Sunny Isles Beach, FL	220	Rehab	High-rise	9% Housing Credits
14	Northside Transit Village I	Miami, FL	100	New	High-rise	4% Housing Credits, Miami-Dade County Tax-exempt Bonds, County GOB, SURTAX & NSP3 Loans
15	Northside Transit Village II	Miami, FL	180	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI & NHTF Loans, Miami-Dade County HOME & Surtax Loans *
16	Northside Transit Village III	Miami, FL	200	New	High-rise	4% Housing Credits, FHFC Tax-exempt Bonds & CDBG-DR Loan **
17	Northside Transit Village IV	Miami, FL	120	New	High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan
18	Northwest Gardens V/ Sunnyreach Acres	Fort Lauderdale, FL	200	New & Rehab	High-rise, Garden	4% Housing Credits, Broward County Tax-exempt Bonds, FHFC SAIL/SAIL ELI Loans
19	Northwest Gardens VI	Fort Lauderdale, FL	122	New	Mid-rise	4% Housing Credits, Broward County Tax-exempt Bonds, FHFC Workforce SAIL Loans **
20	Pathways At Goodrich Place	Austin, TX	120	New	Garden	9% Housing Credits
21	Poinciana Crossing	Fort Lauderdale, FL	113	New	High-rise	9% Housing Credits, Broward County Loan **
22	Providence Place	Washington DC	93	New	Mid-rise	4% Housing Credits, District of Columbia Tax-Exempt Bonds, DMPED Loan *
23	Quail Roost Transit Village I	Miami, FL	200	New	High-rise	4% Housing Credits, FHFC SAIL Loan, Miami-Dade County Tax-exempt Bonds and SURTAX Loan, FTA Grant **
24	Residences At Dr. King Boulevard	Miami, FL	120	New	High-rise	9% Housing Credits, Miami-Dade County HOME & SURTAX Loans, City of Miami GOB Loan **
25	Rock Island Apartments (fka Suncrest Court)	Fort Lauderdale, FL	116	New	Garden	4% Housing Credits, FHFC Tax-exempt Bonds & SAIL/SAIL ELI Loans, Broward County Grant *
26	Sailboat Bend Apartments	Fort Lauderdale, FL	105	Rehab	High-rise	9% Housing Credits, Broward County HOME Loan

LOW-INCOME HOUSING TAX CREDIT DEVELOPMENTS						
#	Development Name	City, State	# of Units	New or Rehab	Type	Financing
27	Sailboat Bend Apartments II	Fort Lauderdale, FL	110	New	High-rise	9% Housing Credits, Ft. Lauderdale Loan, Broward County Loan *
28	Saratoga Crossings	Dania Beach, FL	128	New	Mid-rise	9% Housing Credits, Broward County HOME Loan, City of Dania Beach Loan
29	Saratoga Crossings II	Dania Beach, FL	44	New	Mid-rise	9% Housing Credits, Broward County HOME Loan
30	Saratoga Crossings III	Dania Beach, FL	75	New	Mid-rise	4% Housing Credits, FHFC Tax-exempt Bonds, CDBG-DR Development & Land Acquisition Loans
31	Sea Grape	Marathon, FL	56	New	Mid-Rise	9% Housing Credits, Florida Housing Finance Corporation SAIL Loans
32	Sea Grape II	Marathon, FL	28	New	Mid-Rise	9% Housing Credits, Florida Housing Finance Corporation SAIL Loans
33	St. Andrew Tower I	Coral Springs, FL	219	Rehab	High-rise	9% Housing Credits *
34	St. Andrew Tower II	Coral Springs, FL	219	Rehab	High-rise	9% Housing Credits
35	St. Elizabeth Gardens	Pompano Beach, FL	155	Rehab	Mid-rise	9% Housing Credits
36	The Bristol	San Antonio, TX	96	New	Garden	9% Housing Credits
37	The Arbor at Wayforest	Houston ETJ, TX	192	New	Garden	4% Housing Credits, Harris County Housing Authority Tax-exempt Bonds, Harris County CDBG-DR Loan *
38	The Legacy at Piedmont	San Antonio, TX	49	New	Garden	9% Housing Credits, San Antonio CDBG Loan *
39	The Studio at thinkEAST	Austin, TX	182	New	Garden	4% Housing Credits, Housing Authority of the City of Austin Tax-exempt Bonds
40	The Terraces At Arboretum	Houston, TX	112	New	Garden	9% Housing Credits
41	The Village of Casa Familia	Miami, FL	50	New	Garden	9% Housing Credits, FHFC Grant Miami-Dade County SURTAX Loan **
42	The Woodlands At Reid Temple	Glenn Dale, MD	252	New	Mid-rise	4% Housing Credits, Maryland Tax-exempt Bonds, County & State HOME Loans, CDA Rental Housing Works Loan *
43	Vista at Interpark	San Antonio, TX	64	New	Garden	9% Housing Credits **
44	Vista at Everest	San Antonio, TX	64	New	Garden	9% Housing Credits **
45	Vista Pointe at Wild Pine	San Antonio, TX	108	New	Garden	9% Housing Credits, Bexar County Loan **
46	Washington Square/Green Turnkey Plaza	Miami, FL	89	New & Rehab	Garden, High-rise	9% Housing Credits, Miami-Dade County SURTAX Loan
		Sub-total	5,592			

MARKET RATE EXPERIENCE						
1	Cresta Bella	Rancho Penasquitos, CA	368	New	Garden	Conventional loan, private equity
2	Atlantic Doral	Doral, FL	360	New	Garden	Conventional loan, private equity
3	Atlantic Tradition III	Port St. Lucie, FL	252	New	Garden	Conventional loan, private equity
4	Atlantic Delray Beach	Delray Beach, FL	346	New	Garden	Conventional loan, private equity
5	Atlantic Cypress Creek	Cypress Creek, FL	420	New	Garden	Conventional loan, private equity
6	Grande Palms @ Tradition II	Port St. Lucie, FL	300	New	Garden	Conventional loan, private equity
7	Pacific Village	San Diego, CA	276	New	Garden	Conventional loan, private equity
8	Block 45	Miami, FL	616	New	High-rise	Opportunity Zone Fund
			Sub-total	2,938		
			Grand Total	8,530		

* Under Construction / ** In Underwriting

City of Tampa RFP
Rome Yard Mixed-Use
Development



161 NW 6th Street
Suite 1020
Miami, FL 33136

Kenneth Naylor 305.357.4700
knaylor@apcompanies.com