



Response to Proposal (RFP) for Real Estate Development

ROME YARD MIXED-USE DEVELOPMENT

Submitted to:

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

December 15, 2020



December 14, 2020

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

RE: RFP for ROME YARD MIXED-USE DEVELOPMENT

To whom it may concern:

We have the great pleasure of formally expressing our interest in the Purchase of a small portion of this property for the purpose of developing an Affordable Housing Community utilizing Federal Housing Credits (9% or 4%). Our proposed community of approximately 144 units will fulfill the City's goal of providing 20% of all residential uses for households at or below 80% AMI. We propose that our community should be among the **last** phases to be developed.

We agree with the City that most of the residential uses should be unsubsidized and market-oriented. We recognize that Affordable Housing is not the driving factor in this RFP. Blue Sky and Catholic Charities are both long term participants in this community. We are willing to defer our Development opportunity. By the same token, by approving this concept now, the City will provide an assurance to the neighborhood that there will be a component of housing affordable to some of them who are at a lower incomes.

We are willing to work with any portion of the Property that the Master Developer/City designates. And we are willing to give the Master Developer approval rights of our architectural style and quality. Blue Sky and Catholic Charities (a non-profit 501C3) will create a joint venture to own the Community. Blue Sky's affiliated property management company (Carteret) will be in charge of leasing and maintenance. Our goal is to create a lasting City asset that will complement the West Tampa Vision Plan.

We hereby offer \$2,000,000 for the Purchase of the portion of the Property that will be designated for our Affordable Housing. All units will be affordable rentals financed with Tax Credits through Florida Housing Finance Corporation.

- The lead firm: Blue Sky Communities, LLC. Federal Taxpayer Id#: 46-0826463
- Primary Contact: Shawn Wilson, 5300 W. Cypress St., #200, Tampa, FL 33607, 813-384-4825, swilson@blueskycommunities.com.

- Type of Organization: The ownership entity for this development will be a newly created Limited Liability Company. Blue Sky principals will be principals of the new ownership entity. BSC was formed in 2012. Catholic Charities was formed in 1945 and started developing housing in 1997.
- List of Florida Counties where Developer is licensed and/or has done business during the previous five (5) years. Pinellas, Hillsborough, Duval, Lake, Sarasota, Lee, Manatee, Polk, St. Lucie, and Charlotte counties.

We certify;

- No member of our team is on any federal, state or local debarred/excluded list.
- No member of our team has any outstanding complaints on workmanship issues.
- No member of our team has 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 member of our team has ever been convicted of a felony or are now under charges for any offense.
- No member of our team has discontinued business operations with outstanding debts
- Yes the principals of the proposed entity ownership & developer entity are also in other affordable housing developments.
- We have reviewed this RFP including a list of all specific addendums.

Thank you very much for your consideration.

Sincerely,



BLUE SKY COMMUNITIES, LLC
Shawn Wilson, President



CATHOLIC CHARITIES
Maggie Rogers, Executive Director

TABLE OF CONTENTS

TAB 1. ADDENDUMS	1
TAB 2. FLORIDA PUBLIC RECORDS LAW	2
TAB 3. EXECUTIVE SUMMARY	3
TAB 4. BUILDING CONSTRUCTION COMPANY INFORMATION.....	5
TAB 5. PRELIMINARY DEVELOPMENT CONCEPT & RENDERINGS	8
5A. MARKETING AND SCHEDULE	20
5B. OWNERSHIP AND REFERENCES	21
5C. FINANCIAL CAPACITY	28
5D. EXPERIENCE AND QUALIFICATIONS	39
5E. COMMUNITY ENGAGEMENT/MINORITY INVOLVEMENT	117
TAB 6. CONFLICT OF INTEREST DISCLOSURE FORM	120
TAB 7. SUB-CONTRACTING FORMS	121
TAB 8. DEVELOPER'S AFFIDAVIT	126
TAB 9. PROPOSAL SIGNATURE FORM	128



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

**ROME YARD
MIXED-USE
DEVELOPMENT**

ADDENDUM #1

ISSUED: NOVEMBER 13, 2020

Acknowledged & Received.

2. FLORIDA PUBLIC RECORDS LAW

This is written acknowledgement of the Florida Public Records Law requirements from Section V. General Conditions.

Shawn Wilson



Blue Sky Communities, President



5300 W. Cypress St., Ste. 200, Tampa FL 33607 ♦ www.blueskycommunities.com

3. EXECUTIVE SUMMARY

Blue Sky Communities and Catholic Charities have joined forces to propose a 144-unit affordable housing community in order to achieve the City's goal of providing 20% of the residential units for families at or below 80% of AMI.

We will be a solid team member of the overall redevelopment effort. We are capable of providing all of our own development services: architecture, engineering, permitting, financing, construction, and operation.

We will deliver a neighborhood asset that will serve as an innovative illustration of how a major city like Tampa can incorporate affordable housing into a gentrifying neighborhood.

Phasing/Timing

The City's goal is for the overall development to be primarily market-rate. To maximize the probability of success of the market-rate components, the Affordable components should not "set" the Market lower than it could be. This could happen if the Affordable is built as an early phase.

We propose to develop our Affordable Housing as one of the later phases, after the market-rate phases have successfully stabilized.

In order to guarantee to the Neighborhood that this Affordable Housing will be built (as opposed to becoming an unfulfilled promise), the City should create a legally-binding document that makes it impossible to revert back to Market-rate.

Developer Experience

Blue Sky and Catholic Charities are a natural fit to serve the City of Tampa at this site. We both have an extensive record of helping the City of Tampa and Hillsborough County achieve their affordable housing goals.

Whether creating Permanent Supportive Housing, emergency shelter, or Family-oriented apartment complexes, we are both well-regarded across all local governments.

Since we are both local organizations, we can guarantee that our housing will be specially crafted to meet the needs of West Tampa residents.

Development Type

We have included renderings/images of several building types that Blue Sky has developed or is presently developing. These include the following possible building types:

- 4-story with surface parking (Arbor Village in Sarasota)
- 3-over-1 with under-building parking (SkyWay Lofts in St. Petersburg)
- 4-over-2 with under building parking (Ashley Square in Jacksonville)
- 9 story with detached garage (Blue Dolphin Tower in Clearwater)

Unit Breakdown

<u>Type</u>	<u>SF</u>	<u>Number</u>
1br/1ba	753	48
2br/2ba	1,030	72
3br/2ba	1,192	24

Rent and Income Levels

<u>Area Median Income</u>	<u>Percent of units</u>
30%	15%
60%	71%
80%	14%

ATTACHMENT B

BUILDING CONSTRUCTION COMPANY INFORMATION									
BUILDING CONSTRUCTION COMPANY INFORMATION									
Company Name:		Matcon Construction Services, Inc.				DBA:			
Address:		3023 N Florida Ave							
City:		Tampa		State:		FL		Zip: 33603	
Name of Contact Person:		Derek Mateos, Beck Daniel, Andrew McNutt							
Phone:		(813)		600.5555					
Alternate #:		()							
Fax:		()							
Email:		Derek@Matconconstruction.com, Beck@Matconconstruction.com , Andrew@Matconconstruction.com							
Organization Type:		{ }		Individual / Sole Proprietorship		Date Established			
(please check one)		{ }		General Partnership		Date Established			
		{ }		Limited Partnership		Date Established			
		{x}		Corporation		Date Established		March 2002	
		{ }		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 #:			
		{x}		State: Florida		License/Permit #:		CGC1515481	
Federal I.D. #:		03-0411631							
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? {x} Yes { } No									
(If yes, please provide the information below)									
Government Agency				Certification Number				Date of Expiration	
City of Tampa				MBE				9/1/2022	
Hillsborough County				MBE				9/2/2022	
Florida Department of Management Services				MBE				9/21/2021	

(3 pages)

Minority Business Status:		<input type="checkbox"/> Black					
		<input checked="" type="checkbox"/> Hispanic					
		<input type="checkbox"/> Woman					
COMPANY OWNERSHIP INFORMATION							
Name of Owner:	Derek Mateos				Percentage of Ownership:	55	%
Name of Owner:	Rudy Mateos				Percentage of Ownership:	30	%
Name of Owner:	Olga Mateos				Percentage of Ownership:	15	%
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 checked="" type="checkbox"/>	Hispanic					
	<input type="checkbox"/>	American Indian					
	<input type="checkbox"/>	Asian					
	<input type="checkbox"/>	Other:					
When was organization established?:			2002				
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? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Do you have any judgements, liens or pending suits? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Has the organization or any affiliates discontinued business operations with outstanding debts? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Have you been a principal in any other entities over the last five years? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> 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:	Bouchard Insurance for WBS - TG				Policy #	WC 90-00-818-09	
					Limits of Liability (per accident)	\$ 1,000,000.00	
	Disease Aggregate				Limits of Liability	\$ 1,000,000.00	
	Disease for each employee				Limits of Liability	\$ 1,000,000.00	
Commercial General Liability Insurance							
Name of Company:	McGriff Insurance Services				Policy #	6079663235	
					Limits of Liability (each occurrence)	\$ 1,000,000.00	
	General Aggregate				Limits of Liability	\$ 2,000,000.00	

Automobile Liability Insurance							
Name of Company:		McGriff Insurance Services		Policy #	6079663249		
				Limits of Liability (per accident)	\$ 1,000,000.00		
EMPLOYEE INFORMATION							
Number of Full-time employees:		125					
Number of Part-time employees:		2					
Name of Labor Service used?		na					
Percentage of workforce employed via this method (if applicable).				0		%	
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):		Tampa, Florida					
Contract Amount:		\$2,639,667.49					
Amount Sublet:							
Owner's Name:		Hutton, Robert Frisch					
Property Address:		2446 4th St N, St. Petersburg, FL 33704					
Phone #:		412-860-2007					
Type of Work:		Demolition of building, New Construction					
Start Date / Completion Date		11/15/2019		-		12/1/2020	
Consulting Engineers / Architects: (if applicable)		BDG Architects					
Location (City/State):		Tampa International Airport, Tampa, FL					
Contract Amount:		2,119,550.98					
Amount Sublet:							
Owner's Name:		Skanska / Hillsborough County Aviation Authority					
Property Address:		4100 George Bean Pkway, Tampa FL 33607					
Phone #:							
Type of Work:		General Construction, Miscellaneous Concrete, Masonry, Interior Finishes					
Start Date / Completion Date		12/28/2016		-		6/17/2017	
Consulting Engineers / Architects: (if applicable)							

5. DEVELOPMENT CONCEPT

PROJECT MANAGEMENT

Our approach is to organize each project into 5 main phases:

1. Acquisition – The process of signing the contract to purchase the land and all the subsequent Buyer/Seller coordination through Closing.
2. Predevelopment – The process of hiring architect, engineers and other professionals; of managing their work; of applying for approvals/permits from government agencies.
3. Finance – Identifying the right Lender and Syndicator for each project; obtaining their written commitment; applying for Tax Credits and other public funds; Closing all funding; managing monthly Draw process; complying with reporting requirements.
4. Construction – Coordinating the work of the General Contractor, Inspectors, and other team members to ensure timely and cost-effective completion of all sitework and building construction.
5. Leasing – Marketing and outreach to potential residents; setting up management office; working with families to properly complete their application until they are approved and can move-in.

We organize our staff along these lines as well. Carteret Management Corporation is our in-house property manager. Please see Approach Rubric on the following page.

CAPTAINS	Shawn Wilson	Scott Macdonald	Gregory Giakoumis	Angela Hatcher	Carteret Management
TEAM MEMBERS	3	3	5	2	4
DEVELOPMENT PHASE					
1. Acquisition	Local RFPs, sets goals for Acq. team, approves contract terms on new sites, create and sustain External Relationships			Strategizes w/Acq team to ensure new sites are consistent with upcoming RFP's.	Signs off on new markets.
2. Predevelopment	Creates design concept, approves site plan, unit plans, and bldg. facades	Lead internal Review of FHFC Apps. Review Sign off on prelim. financial projections.	Hire and manage all Professionals, coordinate with Local Gov staff to obtain all Approvals and Permits	In charge of FHFC Application process.	Signs off on unit count, rents.
3. Finance	Maintain relationships with Lenders and Investors	Obtain loan or equity commitments, Manage Closing process, Ensure timely Draws and Lender communication		Coordinates FHFC Credit underwriting, Local Government funding, document flow with Bank staff, Investor staff, FHFC staff, Local Gov staff.	

4. Construction	Approve large change orders	Monitor use of Contingency	Coordinate with General Contractor, Local Gov, Professionals to start and complete Infrastructure, Utilities, Buildings, Landscaping, through Certificate of Occupancy.		Interim construction inspection to ensure quality and consistency.
5. Leasing	Approve leasing goals	Set Leasing goals	Create Turnover Plan to ensure smooth transition to Carteret.		Creates marketing plan, conducts leasing, takes possession of the property according to the Turnover Plan.

This is the fundamental approach we have taken on all projects which provides the following advantages:

- Flexibility
- Expertise
- Relationships

Blue Sky has an expert and seasoned team of professionals. We have proven our ability to effectively manage all facets of Real Estate Development. We have successfully completed 7 ground-up developments since 2015, with another 8 under construction, and 3 in permitting. We have also done 5 major rehabs of older complexes, totaling 807 units and over \$100,000,000 in property improvements. Further details on experience is included at Tab 5d.

CITY PERMITTING APPROACH

Blue Sky has completed the permitting process in several jurisdictions within Florida including multiple in Hillsborough county. We work closely with dozens of staff members across many departments to ensure timely approvals and compliance for the overall development process. This gives us a good base of knowledge every time we build a development in a new area.

That is the key to our approach – respect. By respecting their responsibilities and motivations, we keep local government staff engaged and we stay on track for the ultimate goal of building affordable housing.

APPROACH RELATING TO LAND PURCHASE

Blue Sky prides itself on helping local governments achieve their goals in the area of Affordable Housing. So, it is especially gratifying when we can create housing on City-owned land, since that housing becomes a source of municipal pride.

In 2020, we purchased land from the City of Orlando in much the same way as how we see it playing out with THE City of Tampa. That is, the City selected Blue Sky in a competitive process for a City-owned site; Blue Sky applied for and won FHFC funding; Blue Sky successfully navigated the permitting process; Blue Sky Closed on the Land and the Tax Credits simultaneously.

We have two other government-owned sites that we also were selected through a competitive process that are now in the Predevelopment Phase. These are with the City of Clearwater and St. Lucie County.

APPROACH TO FINANCING

We are proposing to apply for either 9% or 4% Housing Credits. The tax credit process is very competitive and BSC staff spend countless days/weeks/months collaborating with local jurisdictions to achieve any and all funding preferences that are available in FHFC RFAs. One of which is the Local Government Area of Opportunity (LGAO) preference. Jurisdictions that provide a higher level of funding contribution for one applicant/project. LGAO amounts are determined by FHFC for each RFA. As noted below, BSC has been selected for funding every year since its creation.

Blue Sky Communities Summary of FHFC Applications		
Year	# of FHFC Applications Submitted	# Funded
2013	4	2
2014	10	5
2015	9	1
2016	5	3
2017	17	3
2018	17	6
2019	17	2
Totals	79	22*

*2020 – 1 application funded by Hillsborough County/4% Tax Credits

Affordability & Resident Income Limits:

Area Median Income	Percentage of units (# of Units)
30%	15% (22 units)
60%	71% (102 units)
80%	14% (20 units)

Proposed rental rates (after deducting utility allowance)

30%/60%/80%

- **1-bedroom unit:** \$333/729/993
- **2-bedroom unit:** \$393/868/1,185
- **3-bedroom unit:** \$454/1,003/1,369

Carteret Property Management

Carteret Management Corporation has been managing affordable housing in Florida since 1971. A family company spanning three generations, the principals are James Chadwick and Laurel Macdonald.

Carteret currently manages 2,753 units, in 22 communities.

For this development, we anticipate a pre-lease period of 3-6 months with 100% occupancy no later than 3 months after all units are turned over by construction team (CO).

Occupancy levels for affordable housing developments in Tampa are running at 98% currently.

FEATURES

Each apartment will be designed and built with our future resident's comfort in mind. Apartment features include:

- Keyless entry door deadbolt
- LVP flooring
- Window blinds
- Ceiling Fans
- Walk In Closets
- Marble window sills
- 18cf Energy Star Refrigerator
- Stainless steel sink and water sense faucets
- Low-flow water fixtures in bathrooms
- Full size glasstop range.
- Dishwasher
- Washer/dryer hookups
- Central HVAC

UNIT COUNT AND SAMPLE FLOORPLANS

- 144 Apartments, consisting of:
 - 48, 1-bedroom/1-bathroom, 753 square feet



- 72, 2-bedroom/2-bathroom, 1,030 square feet



- 24, 3-bedroom/2-bathroom, 1,192 square feet



Conceptual Rendering Example



Conceptual Rendering Example



Conceptual Rendering Example



Conceptual Rendering Example



5A. MARKETING & SCHEDULE

Marketing

Marketing and Lease up activities begin approximately 6 months prior to construction completion. We will have a pre-leasing center either in a small commercial building already built in Rome Yards, or in St. Joseph Catholic Church in West Tampa.

The Management company, Carteret Management Corporation is an affiliated company of Blue Sky and manages all of our properties. See Tab 5d for experience. The financing of affordable housing requires strict adherence with lease up and compliance requirements. Carteret has a superb compliance record with HUD, Tax Credit Investors and Lenders. Marketing begins with complying with any set-aside or demographic targeting the financing applications requires. These may include working with referral agencies, non-profits (like our partner, Catholic Charities), web-sites and site signs are tools that are used in marketing.

We will achieve 100% lease up approximately 90 days after Certificate of Occupancy.

Proposed Schedule

We assume that our Affordable Housing phase will start in approximately 3 years.

Submit Proposal to City:	December 15, 2020
Selection by City & Negotiations finalized:	July 2021
Tax Credit Application Due:	October 2024
Tax Credit Application approval:	December 2025
Permitting:	January 2025 – August 2025
Closing:	December 2025
Start Construction:	January 2026
Complete Construction:	March 2027
First Residents move in:	March 2027

5B. OWNERSHIP & REFERENCES

COMPANY OWNERSHIP INFORMATION

The ownership structure for this RFP will be a newly created limited liability company. Blue Sky Communities, LLC (Blue Sky) and Catholic Charities (CC) have an agreement for this partnership, with CC having a 20% ownership interest and Blue Sky having a 80% ownership interest. Please see attached Organizational Chart for both companies.

No principal of Blue Sky or Catholic Charities has filed for bankruptcy, has any judgments liens, or pending lawsuits. Additionally, no principals have discontinued business operations with any outstanding debts.

Each development listed below for Blue Sky has a special purpose entity for ownership purposes with similar or identical principals.

List of projects completed by Blue Sky within the past 5 years:

Blue Sky Communities - Experience Chart								
Development Name	Location	# Units	Rehab/ New Const.	Demographic	Non Profit Partner	Financing Program	Status	Total Development Cost
Duval Park	St. Petersburg, FL	88	New	Family/ Veterans	Boley Centers	9% Tax Credits, SAIL, ELI, Pinellas HOME	Completed 2015	\$ 17,593,751
Silver Lake	Tampa, FL	72	Rehab	Family		9% Tax Credits, Hills Co. SHIP	Completed 2015	\$ 10,610,842
Peterborough	St. Petersburg, FL	150	Rehab	Elderly	Cathedral Church of St Peter	4% Tax Credits, SAIL, ELI, HUD Transfer (HAP)	Completed 2016	\$ 20,301,300
Brookside Square	St. Petersburg, FL	142	Rehab	Family	Gulfcoast Housing Foundation, Inc.	4% Tax Credits, SAIL, ELI, HUD Transfer (HAP)	Completed 2016	\$ 18,306,006
Cathedral Terrace	Jacksonville, FL	240	Rehab	Elderly	Cathedral Foundation of Jax	4% Tax Credits, City of Jax SHIP SAIL, ELI, HUD Transfer (HAP)	Completed 2017	\$ 25,544,019
Blue Sky Brandon	Brandon, FL	120	New	Family		9% Tax Credits, Hills County SHIP	Completed 2017	\$ 24,888,882
Sweetwater Villas	Tampa, FL	56	New	Family		4% Tax Credits, Hills County HOME	Completed 2018	\$ 11,314,041
Woodwinds	Clermont, FL	96	New	Family/ Homeless	New Beginnings Housing Inc.	9% Tax Credits, SAIL	Completed 2018	\$ 19,711,907
Cathedral Towers	Jacksonville, FL	203	Rehab	Elderly	Cathedral Foundation of Jax	9% Tax Credits, HUD Transfer (HAP)	Completed 2018	\$ 28,384,805
Arbor Village	Sarasota, FL	80	New	Family/ Homeless	CASL	9% Tax Credits, SAIL, NHTF	Completed 2020	\$ 18,538,356
Preserve at Sabal Park	Tampa, FL	144	New	Family		9% Tax Credits, Hills County SHIP, HFA, FHFC Viability	Completed 2020	\$ 29,239,287

List of projects completed by Catholic Charites within the past 5 years:

Housing and Shelter Experience Chart											
Date	Project	Managed by CCCDC	Affordable Housing Income Level or Demographic Group and % Set Aside	Location	Funding Source	Project Cost	New Construction /Rehab	Number of Units	Income Affordability Maintained Yes or No	Non-Profit Role	Date Managed
2020	Las Villas	Yes	Low Income	Ruskin, FL	Hillsborough County	1,607,662	rehab	20	Yes	Development and Management	2021
2020	Vincent Oaks	Yes	Low Income	Tampa FL	Diocese of St. Petersburg / Catholic Charities	\$680,000	Rehab	10	Yes	Development and Management	2021
2020	Mercy Oaks	Yes	Low Income	Tampa FL	Hillsborough County	2,500,000	New Construction	20	Yes	Development and Management	2021
2020	St. Benedict Housing	Yes	Very Low & ELI	Crystal River, FL	Loan / Diocese	3,000,000	New Construction	18	Yes	Development & Management	2021
2019	Bella Vista Apartments	Yes	Low Income	Tampa FL	Diocesan/Catholic Charities	1,200,000	rehab	16	Yes	Management	2019
2019	St. Teresa Apartments	Yes	ELI Veteran Vouchers	Brooksville, FL	Diocesan/Catholic Charities - Vouchers Hernando County	320,000	Rehab	12	Yes	Development & Management	2019
2019	San Lorenzo	Yes	Very Low & ELI	Tampa FL	HUD 202	N/A	N/A	80	Yes	Management	2019
2017	Epiphany Arms	yes	Low Income	Tampa FL	HUD 202	N/A	N/A	76	Yes	Management	2017
2015	Blessed Trinity	yes	Very Low & ELI 90% Set Aside	Petersburg, FL	HUD 202	N/A	N/A	76	Yes	Management	2015

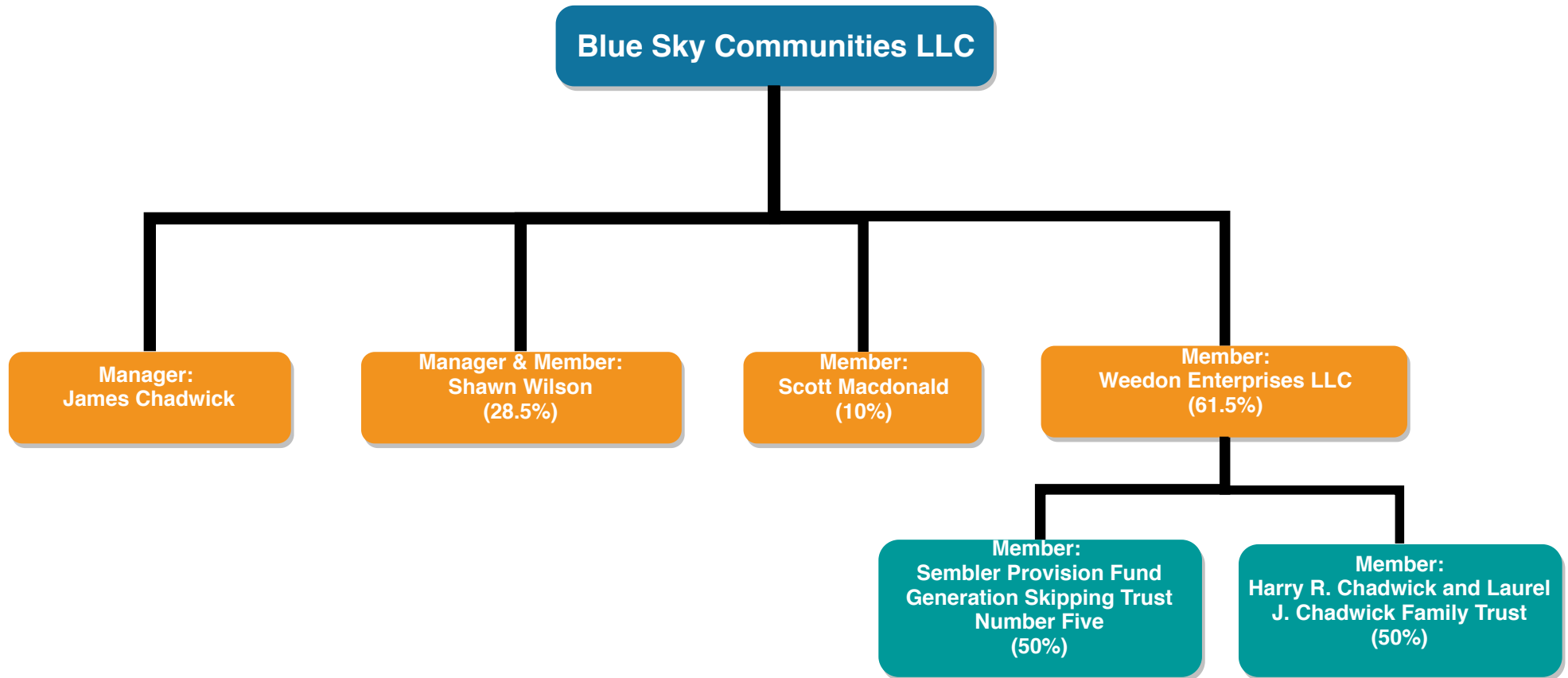
REFERENCES

Name/Title/Organization	Contact Information	Reference for
Cheryl Howell <i>Affordable Housing Services</i> <i>Director</i> Hillsborough County Affordable Housing Services	601 E Kennedy Blvd, 24 th Floor Tampa, FL 33602 813-274-6673 howellc@hillsboroughcounty.org	Catholic Charities & Blue Sky
Bill Aldinger <i>Director of Policy and Special Programs</i> Florida Housing Finance Corporation	227 North Bronough Street Suite 5000 Tallahassee, FL 32301 850) 488-4198 x1131 Bill.Aldinger@floridahousing.org	Catholic Charities & Blue Sky
Antonio S. Byrd <i>Chief Operating Officer</i> Tampa Hillsborough Homeless Initiative	PO Box 1110 Tampa, FL 33601	Catholic Charities & Blue Sky
Carole Post <i>Administrator for Development and Economic Opportunity</i> City of Tampa	4900 Lemon Street Tampa, Florida 33609	Catholic Charities
Emery M. Ivery <i>Chief Impact Officer and Tampa Bay Area President</i> United Way Suncoast	5201 W. Kennedy Blvd., Ste. 600 Tampa, FL 33609	Catholic Charities
Sean Jones <i>VP and Director of Acquisitions</i> Raymond James Tax Credit Funds	880 Carillon Parkway, St. Petersburg, FL 33716 727-567-5703 Sean.Jones@RaymondJames.com	Blue Sky

Debbie Johnson <i>Executive Director</i> Pinellas County Housing Authority	11479 Ulmerton Road Largo, FL 33778 (727) 443-7684 x 3020 djohnson@pinellashousing.com	Blue Sky
Bruce Bussey <i>Housing Division Director</i> Pinellas County	440 Court St., 2nd Floor Clearwater, FL 33756 (727) 464-8257 bbussey@co.pinellas.fl.us	Blue Sky
Stephanie Lampe <i>Sr. Housing Development Coordinator</i> City of St. Petersburg	One Fourth Street N. St. Petersburg, FL 33701 (727) 892-5563 Stephanie.Lampe@stpete.org	Blue Sky

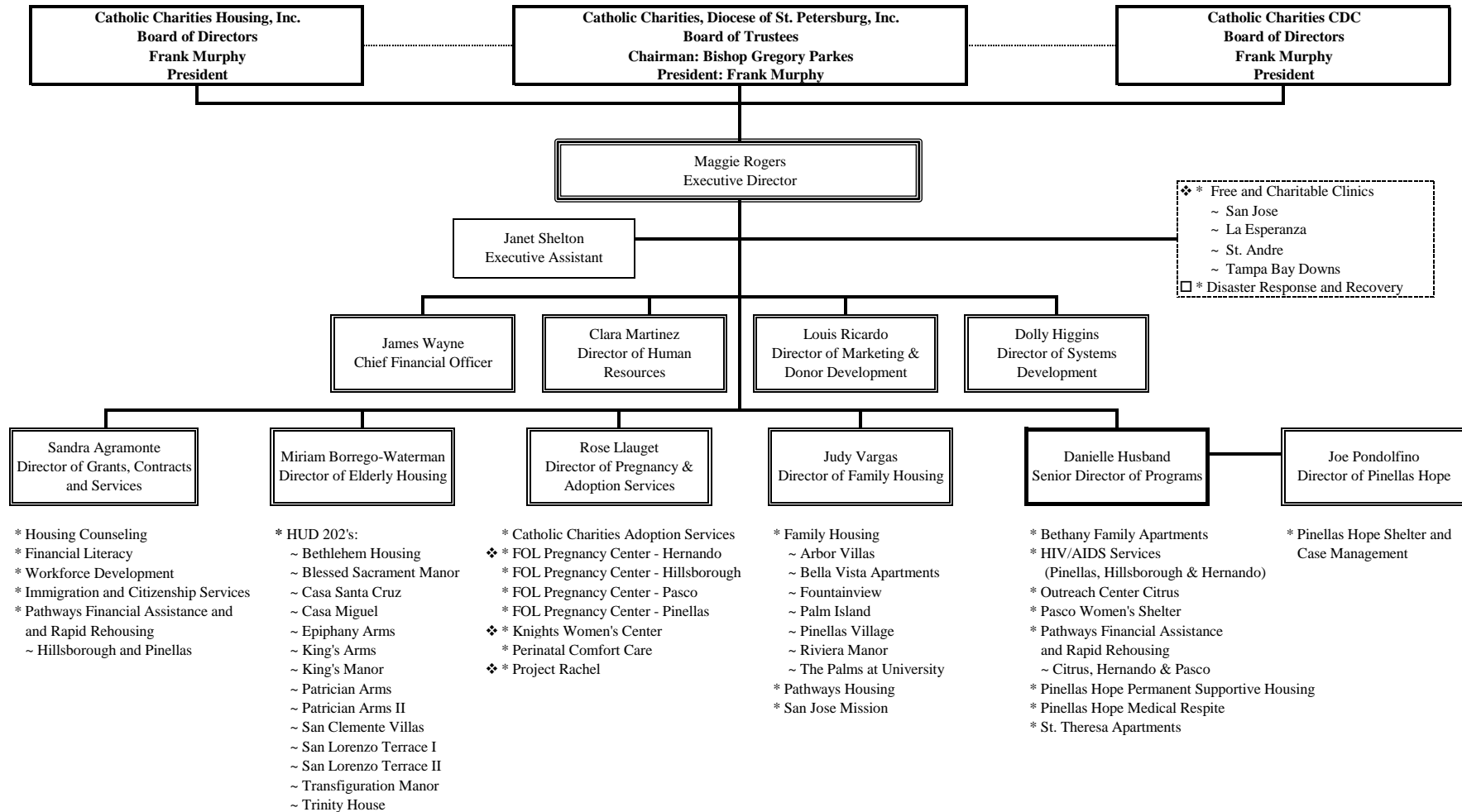


Blue Sky Communities Org Chart





Catholic Charities
Diocese of St. Petersburg, Inc.
Agency Organizational Chart



☐ Offered in all Counties

❖ Volunteer Based

Total Number of Agency Employees: 170

Updated September 2020

5C. FINANCIAL CAPACITY

Blue Sky and Catholic Charities have the resources and capacity to produce the affordable housing portion of the Rome Yard Mixed Use project. We align multiple professional experts to ensure we put together the best team for delivery of quality housing. Blue Sky has a staff of 18 employees and Catholic Charities has a staff of 170.

Blue Sky will fund all pre-development cost until closing. We have a \$5.5M line of credit if needed, please see attached letter.

FINANCING

We are proposing to apply for 9% Housing Credits. The tax credit process is very competitive and BSC staff spend countless days/weeks/months collaborating with local jurisdictions to achieve any and all funding preferences that are available in Florida Housing Finance Corporation (FHFC) RFAs. One of which is the Local Government Area of Opportunity (LGAO) preference. Jurisdictions that provide a higher level of funding contribution for one applicant/project. We are proposing to apply for Housing Credits in the 2022 FHFC application cycle with the LGAO selection from the City. The value of the Land may be an option for obtaining the LGAO preference in the 2022 application cycle, thereby allowing the City a preference without reserving financial resources.

SOURCES

1st Mortgage	\$7,960,000	Chase Bank has provided a preliminary commitment letter. This letter conforms to the Florida Housing Finance Corporation ("FHFC") standard. CHASE will also fund a construction loan in the amount of \$23,500,000.
2nd Mortgage	\$610,000	This is proposed funding from the City in 2022 that allow for the LGAO preference. This goal increases the chances of winning the 9% Housing Credits.
HC Equity	\$20,472,953	This is the Equity raised, through Raymond James as Syndicator, from the sale of the 9% Federal Housing Credits. This is based on a conservative price of .90 cents. The price will be negotiated at the time of approval by FHFC of the 9% Application.
Deferred Dev Fee	\$98,977	This is a "plug" number to make Sources equal Uses.

We expect there will be some minor off-site work in adjacent right of way, such as installation of sidewalks, utility connections, etc.

Please see the attached detailed sources and uses including detailed unit mix and expense projections.

Rome Yard	Family	New Construction	Garden	Concrete	Hillsborough County	12/03/20
City of Tampa RFP						

DEVELOPMENT SUMMARY

Unit Type	Number	%	SF	AMI Level	% of Units
1br/1ba	48	33.33%	753	ELI (30%)	15.28%
2br/2ba	72	50.00%	1,030	60%	70.83%
3br/2ba	24	16.67%	1,192	80%	13.89%
				Market	0.00%
TOTAL	144	100.00%	138,912	Total	100.00%
		Avg SF	965	Income Average	58.19%

STABILIZED OPERATING PROJECTIONS

Unit Type	# Units	Max Gross Rent 2020	Utility Allowance	Max net rent	Proposed Rent	\$/SF	Gross Potential Income
<u>ELI (30%)</u>							
1br/1ba	7	396	63	333	333	0.44	27,972
2br/2ba	11	474	81	393	393	0.38	51,876
3br/2ba	4	548	94	454	454	0.38	21,792
Total	22						
<u>60%</u>							
1br/1ba	35	792	63	729	729	0.97	306,180
2br/2ba	53	949	81	868	868	0.84	552,048
3br/2ba	14	1,097	94	1,003	1,003	0.84	168,504
Total	102						
<u>80%</u>							
1br/1ba	6	1,056	63	993	993	1.32	71,496
2br/2ba	8	1,266	81	1,185	1,185	1.15	113,760
3br/2ba	6	1,463	94	1,369	1,369	1.15	98,568
Total	20						
144					Gross Rental Income		1,412,196
		<u>\$/Unit/Month</u>	<u>Penetration</u>				
Washer/Dryer in unit rental		35.00	75%				45,360
Cable		10.00	75%				12,960
Fees, NSF, etc		7.50	100%				12,960
TOTAL UNITS: 144					Gross All Income		1,483,476
Vacancy & Collection Loss				5%			74,174
Effective Gross Income (EGI)							1,409,302
Operating Expenses							-858,976
		<u>\$/year</u>	<u>/unit/yr</u>				
Real Estate Taxes		144,000	1,000				
Insurance		90,000	625	Flood Zone?	No		
Management Fee (5%)		70,465	489				
General and Administrative		50,400	350				
Payroll Expenses		216,310	1,502				
Utilities		100,800	700				
Marketing and Advertising		10,800	75				
Maintenance and Repairs		43,200	300	Elevator?	No		
Grounds Maintenance		21,600	150				
Contract Services		43,200	300				
Security		25,000	174				
Reserve for Replacement		43,200	300				
Total		858,976	5,965	60.95%			
Net Operating Income							550,327

CALCULATION OF MAX PERM LOAN

Max Loan to Value	80%
Cap Rate	5.50%
As-Complete Value	10,005,940
Max Loan - LTV	\$ 8,004,752
DSCR	1.30
Max Loan - DSCR	\$ 7,967,336
RECONCILED 1ST MORTGAGE MAX AMOUNT	7,960,000

ACTUAL PERM LOAN DETAILS

1st Mortgage	Hard or Soft? Hard	Interest Only? No	
Index			1.000%
Spread			2.500%
Servicing Fees			0.000%
Cushion			0.500%
All-in rate			4.000%
Amort Term			35 Years
Loan Amount			7,960,000
Debt Service			422,938
Year 1 DSCR			1.30x
Year 15 DSCR			1.97x
Cash Flow			127,388

2nd Mortgage	Hard or Soft? Soft	Interest Only? Yes	
Index			0.000%
Spread			0.000%
Servicing Fees			0.000%
Cushion			0.000%
All-in rate			0.000%
Amort Term			30 Years
Constant			3.33%
Loan Amount	LGAO		610,000
Debt Service			0
Year 1 DSCR			1.30x
Cash Flow			127,388

CONSTRUCTION PERIOD FINANCING ANALYSIS

Total Development Costs	29,141,930
Less:	
Equity During Construction	3,070,943
2nd Mortgage	610,000
Operating Reserve	640,957
Deferred Developer Fee	2,675,582
Subtotal	22,144,448
Cushion	1,107,222
Min. Cons Loan Amt.	23,251,670
CONSTRUCTION LOAN AMOUNT	23,500,000

PERM SOURCES	Amount	Per Unit	Percent	
1st Mortgage	7,960,000	55,278	27.31%	
City of Tampa LGAO 2022	610,000	4,236	2.09%	
HC Equity	20,472,953	142,173	70.25%	
Deferred Dev Fee	98,977	687	0.34%	
TOTAL SOURCES	29,141,930	202,375	100.00%	

USES			Per Unit	Per SF	HC Eligible
ACQUISITION COSTS					
Land	-	-	-	-	-
Extension Fees	-	-	-	-	-
TOTAL ACQUISITION	-	-	-	-	-
HARD COSTS					
Off-Site			-	-	-
Site Cost #####	350,000	2,100,000	14,583	15.12	1,953,000
Vertical Cost		14,307,936	99,361	103.00	14,307,936
Subtotal Hard Costs		16,407,936	113,944	118.12	16,260,936
General Requirements	6.0%	984,476	6,837	7.09	984,476
Contractor Overhead	2.0%	328,159	2,279	2.36	328,159
Contract Profit	6.0%	984,476	6,837	7.09	984,476
Total Construction Contract		18,705,047	129,896	134.65	18,558,047
Contingency	5.0%	935,252	6,495	6.73	935,252
TOTAL HARD COSTS	19,640,299	136,391	141.39	141.39	19,493,299
FINANCING COSTS					
Perm Mortgage Orig.	0.75%	59,700	415	0.43	-
Construction Loan Orig.	1.00%	235,000	1,632	1.69	235,000
Int Res	3.75%	859,219	5,967	6.19	515,531
Syndicator Fees		25,000	174	0.18	15,000
Lender App Fees		25,000	174	0.18	-
TOTAL FINANCE	1,203,919	8,361	8.67	8.67	765,531
SOFT COSTS					
Accounting		40,000	278	0.29	40,000
Appraisal/Market Study		15,000	104	0.11	15,000
Architect Design		360,000	2,500	2.63	360,000
Architect Supervision		72,000	500	0.52	72,000
Building Permit Fees		157,122	1,091	1.13	157,122
Engineering Fee		150,000	1,042	1.08	150,000
Environmental		10,000	69	0.07	10,000
FF & E, Mgt. Setup		259,200	1,800	1.87	259,200
FHFC Admin		204,750	1,422	1.47	0
FHFC App Fee		3,000	21	0.02	0
FHFC Compliance Fee		247,108	2,500	1.78	0
FHFC CU Fee		32,000	222	0.23	0
Impact Fees		403,200	2,800	2.90	403,200
Inspection & Servicing Fees		50,000	347	0.36	50,000
Insurance		500,000	3,472	3.60	300,000
Legal - Debt		75,000	521	0.54	37,500
Legal - Developer		100,000	694	0.72	75,000
Marketing - Office, Ads		10,000	69	0.07	0
Green Building Cert		35,000	243	0.25	35,000
P&P Bond		235,684	1,637	1.70	235,684
Property Taxes		15,000	104	0.11	7,500
Reserve - ODR		640,957	4,451	4.61	0
Reserve-Lease up		72,000	500	0.52	0
Soil Test Reports		25,000	174	0.18	25,000
Survey		20,000	139	0.14	20,000
Title/Recording/Doc Stamps		110,000	764	0.79	88,000
Utility Connection Fees		360,000	2,500	2.59	360,000
Soft Cost Contingency		174,453	1,211	1.26	174,453
TOTAL SOFT	4,376,474	31,176	31.55	31.55	2,874,659
SUBTOTAL	25,220,692	175,928	181.60	181.60	23,133,490
Developer Fee	16.00%	3,921,238	27,231	28.23	3,921,238
GRAND TOTAL	29,141,930	203,158	209.83	209.83	27,054,727

HOUSING CREDIT CALCULATION:

Rehab Basis		27,054,727	
Boost Area		QCT	
Boost		30%	
Applicable Fraction		100.00%	
Qual Basis		35,171,146	
Housing Credit %		9.00%	
Annual Tax Credits			3,165,403
TOTAL TAX CREDITS			2,275,000
Aggregate over 10 years		22,750,000	
% to Investor (99.99)		22,747,725	
Price		<u>\$0.9000</u>	
TOTAL INVESTOR EQUITY			20,472,953
Timing	Date	Equity %	Equity Pay In
1st: Admission	2021	15.00%	3,070,943
50% Completion	0	0.00%	-
2nd: Completion	2022	15.00%	3,070,943
3rd: Stab Ops	2022	69.51%	14,231,067
4th: 8609	2022	0.49%	100,000
TOTAL		100.00%	20,472,953
Deferred			98,977
Total Dev Fee			3,921,238
Paid During Construction			1,146,678

RAYMOND JAMES

December 3, 2020

Mr. Shawn Wilson
Blue Sky Communities, LLC
5300 W. Cypress St., Ste. 200
Tampa, Florida 33607

Re: Project: Rome Yard RFP
 Company/Applicant: Blue Sky Communities, LLC
 Fund: To be determined
 Property Location: Hillsborough County, Florida

Dear Mr. Wilson,

This letter of intent for construction and permanent financing will confirm our agreement (“Agreement”) whereby Raymond James Tax Credit Funds, Inc. (“RJTCF”) shall attempt to effect a closing (“Closing”) of an investment by a Fund sponsored by RJTCF (the “RJTCF Fund”) in the above named company (“Company”) on the assumptions, terms, and conditions contained in this letter of intent, or such other assumptions, terms and conditions as are acceptable to you, RJTCF and the RJTCF Fund.

Based upon the Company receiving \$2,275,000 in annual low income housing tax credits, and further based on terms and conditions as set forth below, the anticipated total equity investment of the RJTCF Fund in the Project is \$20,472,953 or \$0.90 per low income housing tax credit allocated to the RJTCF Fund, subject to market conditions. The Applicant is the beneficiary of the equity proceeds. The RJTCF Fund anticipates purchasing \$22,747,725 (99.99%) of the total low income housing tax credits allocated to the Applicant. The RJTCF Fund’s net investment is anticipated to be funded based upon the following schedule:

- 15% (\$3,070,943) paid prior to or simultaneous with the closing of construction financing
- 15% (\$3,070,943) paid at construction completion and
- Balance (\$14,331,067) paid at project stabilization and receipt of 8609s
- The amount of equity to be paid prior to construction completion shall be \$3,070,943.

This letter of intent is subject to RJTCF’s satisfactory completion of its normal due diligence, and is also subject to the approval by the Investment Committee of RJTCF of the terms and conditions of the investment in its sole discretion based on then current market conditions, including availability of investment funds and pricing for tax credits.

Raymond James Tax Credit Funds, Inc.
A Subsidiary of Raymond James Financial, Inc.

880 Carillon Parkway • St. Petersburg, FL 33716
800-438-8088 Toll Free • 727-567-8455 Fax
Visit our Web Site at www.RJTCF.com

Since 1987, Raymond James Tax Credit Funds and our affiliates have been involved with the development of affordable housing. We have provided equity for nearly 2,200 tax credit properties nationwide. We look forward to working with you.

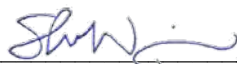
Sincerely,



Sean Jones
VP - Director of Acquisitions
Raymond James Tax Credit Funds, Inc.

Acknowledged and Accepted:

Blue Sky Communities, LLC

By: 
Name: Shawn Wilson
Title: President & CEO
Date: 12/4/2020



December 3, 2020

Shawn Wilson, Principal
Blue Sky Communities, LLC
5300 W Cypress St #200
Tampa, Florida 33607

Re: ROME Yard RFP
Hillsborough County, Florida

Dear Mr. Wilson:

Thank you for considering JPMorgan Chase Bank, N.A. (“JPMorgan Chase” or “Lender”) as a potential construction and permanent lender for the development of affordable rental housing in response to referenced RFP and located in Hillsborough County, Florida. We have completed a preliminary review of the materials you have submitted, and the following is a brief outline of the terms that we propose to underwrite for credit approval. Of course, this letter is for discussion purposes only and does not represent a commitment by JPMorgan Chase to provide financing for the project nor an offer to commit, but is rather intended to serve as a basis for further discussion and negotiation should you wish to pursue the proposed transaction. Our interest and preliminary terms are subject to change as our due diligence and discussions with you continue. Such a commitment can only be made after due diligence materials are received, reviewed and approved and credit approval has been obtained.

Facilities: JPMorgan Chase will provide a credit facility in the amount of **\$23,500,000**, the proceeds of which will fund a construction loan to the Borrower. Subject to Lender’s receipt from Impact CIL, LLC (“Impact”) of a commitment to purchase, and subject to the Borrower meeting the conditions required for conversion, Lender will close a permanent loan for sale to Impact in an amount not to exceed **\$7,960,000**.

Borrower: Blue Sky Communities, LLC or affiliate

Manager: Blue Sky Communities, LLC or affiliate

Project: The Rome Yard RFP property will consist of an 144-unit family-oriented affordable rental property and located in Hillsborough County, Florida

Construction Loan

Amount: Approximately \$23,500,000; subject to final budget, sources and uses of funds, and LIHTC equity pay-in schedule.

Initial Term: 24 months.

Interest Rate: Libor (subject to 50 bps Floor) + 250 bps (3.00% as December 3, 2020).

Commitment Fee: 1% of the loan amount.

Extension Option: One, conditional, six-month maturity extension.

JPMorgan Chase Bank, N.A. • 100 N Tampa Street, Suite 3300, Tampa, FL 33602

Telephone: 813.483.8297; tammy.haylock-moore@chase.com

Extension Fee:	0.25% of the sum of the loan balance and the amount remaining of the original commitment.
Collateral:	First mortgage; other typical pledges and assignments.
Guarantee:	Full payment and completion guarantees and environmental indemnity by guarantors/indemnitor(s) satisfactory to JPMorgan Chase.
Developer Fee:	Assigned to Lender. Notwithstanding provisions of the LP or LLC Agreement, any payments of developer fee prior to permanent debt conversion are subject to Lender's prior approval.
Tax Credit Equity:	At least 15% must be paid in at closing. The identity of the equity investor and pay-in schedule for this transaction must be disclosed and acceptable to the Lender in its sole discretion.
Subordinate Liens:	Subordinate financing will be permitted subject to approval of terms by JPMorgan Chase and Impact.
Repayment:	Construction Loan will be repaid from equity funded up to and including conversion to the permanent financing and from the permanent loan.
Loan to Value:	Up to 80% including the value of the real estate and low income housing tax credits.
Contract Bonding:	100% Payment and Performance Bonds from "A" rated surety

Permanent Loan

Amount:	\$7,960,000 subject to final underwriting and in accordance with, and subject to satisfaction of, Impact's requirements.
Forward Commitment:	24 months plus one six-month extension option.
Fees:	Loan Fee: Greater of \$7,500 or 0.75% of perm loan, payable at Construction Loan closing. Conversion Fee: \$10,000, payable at Permanent Loan closing.
Interest Rate:	The applicable interest rate for the Permanent Loan shall be locked at Construction Loan closing. Current indicative rate is 4.70%.
Rate Lock:	Forward rate lock must be evidenced by a secured subordinate note in second lien position. The amount of the subordinate note will be 3% of the Permanent Loan amount or the yield maintenance amount, whichever is lower. At closing of the conversion to the Permanent Loan, the secured subordinate lien will be released. Borrower will be required to satisfy the subordinate note if the loan does not convert.
Term:	18 years.
Amortization:	35 years.
Collateral:	First mortgage; other typical pledges and assignments.

Guarantee: After conversion, the Permanent Loan shall be non-recourse to the Borrower, except as to standard carve-outs for the Borrower, General Partner, and Key Principals.

Loan to Value: Up to 85% of the stabilized rent-restricted value.

Conversion Requirements: At least three consecutive calendar months of not less than:

- 1.20x debt service coverage ratio (DSCR); 1.15x all-in DSCR including all loans requiring debt service payment, and
- 90% economic and physical occupancy.

As applicable, commercial income and commercial tenants will be excluded from the DSCR and occupancy requirements.

Prepayment Terms: Prepayments are subject to yield maintenance, except for the last three years of the term. During the last three years, the prepayment fee will be 1% of the loan balance. There is no prepayment fee during the final 90 days of the term.

Escrows/Reserves: Escrows required for property taxes, insurance, and replacement reserves. Minimum replacement reserve of \$250/unit/year or (or such higher amount as required by any other party to the transaction. Debt service reserve (if required) shall be funded with a minimum contribution of six months of debt service expense.

We appreciate the opportunity to discuss with you the possibility of providing construction and permanent financing for the proposed project. This letter of interest is for your, and the local governmental agency as well as the tax credit allocating agency's information and use only, and is not to be shown to or relied upon by other parties. **Please note, credit markets are volatile. Loan fees and interest rates are subject to adjustment prior to Construction Loan Closing.**

JPMorgan Chase and its affiliates may be providing debt financing, equity capital or other services (including financial advisory services) to other companies in respect of which you may have conflicting interests regarding the transaction described herein or otherwise. JPMorgan Chase and its affiliates may share information about you in connection with the potential transaction or other possible transactions with you.

This letter, which expires June 30, 2021, serves as an outline of the principal terms of the proposed facility, and is subject to receipt and satisfactory review of all due diligence materials by Lender and to change as described above. JPMorgan Chase cannot extend any legally binding lending commitment until formal credit approval has been obtained and a commitment letter has been issued.

Sincerely,

JPMorgan Chase Bank, NA



Tammy Haylock-Moore, Authorized Officer

TAB 5D – EXPERIENCE & QUALIFICATIONS

Blue Sky Communities

Formed in 2012, Blue Sky inspires positive change in communities across Florida through high-quality workforce housing development. As a developer and owner of multifamily affordable housing using the Federal Housing Credits program, Blue Sky is a leading advocate for helping nonprofit groups and local governments reach their affordable housing goals by developing state of the art, environmentally sound affordable housing units. Through partnerships, Blue Sky helps these groups by developing neighborhood assets that stakeholders can be proud of for decades. Blue Sky has an expert and seasoned team of professionals with a proven ability to effectively manage all facets of Real Estate Development. We have successfully completed 7 ground-up developments since 2015, with another 6 under construction, and 4 in permitting. We have also done 5 major rehabs of older complexes, totaling 807 units and over \$100,000,000 in property improvements.

SNAPSHOT

- Formed in 2012 by Shawn Wilson and James Chadwick.
 - Shawn a 28-year veteran of Tax Credit development in Florida
 - SHAWN WILSON CITY OF TAMPA INVOLVEMENT
 - Affordable Housing Advisory Committee member
 - Homeowner and full time resident
 - President of Bon Air Neighborhood Association
 - Patel Conservatory of Dance dad, donor, husband (of ballet teacher), and Nutcracker performer since 2018 (Father Christmas)
 - Jim a 39-year veteran of Section 8, 202, and other HUD financing
- 23 developments applied for and won Tax Credit funding
- 11 Developments Completed
- 6 Under Construction
- 6 Pending Starts
- 14 Developments with HOME or other Federal funding
- 2,553 households assisted
- Demographics we specialize in:
 - Family
 - Elderly
 - Formerly homeless
 - Veterans
 - Disabled
- Income levels of our Residents:
 - 80% of our units are at 60% AMI

- 10% at 30% AMI
- 10% at 80% AMI

Catholic Charities

Catholic Charities has successfully constructed, rehabilitated and/or managed nearly 2000 units of affordable low-income housing with various types of funding including federal and state dating back to 1996. This experience includes land acquisition, securing of land use and zoning, management of architectural services and permitting, bidding and post-bid value engineering, construction management and lease-up in accordance with income eligibility rules.

CCDOSP has assembled an experienced development team with experience in successfully managing and developing special needs housing, including emergency and supportive transitional and supportive permanent housing for the homeless. Mr. Frank Murphy, President of Catholic Charities, has over 25 years of experience in hospital administration, and 15 years of service to Catholic Charities and the Diocese of St. Petersburg. Mr. Murphy implemented the organization of BayCare Health Systems. As President/CEO of major health systems, Mr. Murphy initiated the development, construction and management of hospitals, retirement communities and rehabilitation facilities. As President of Catholic Charities and its subsidiaries, Mr. Murphy works in conjunction with an experienced Development management team consisting of:

Margaret Rogers, Executive Director, has nearly 20 years of housing/shelter experience. Recent developments (2019-2020) include the development of 4 low-income housing projects under development, with an additional three in process. These recent developments include 116 units of affordable housing, with space available to build approximately 20 – 30 additional units. Mrs. Rogers is responsible to the Board of Trustees of Catholic Charities, Diocese of St Petersburg for implementing directives, carrying out policies, coordinating all phases of Board Activities, and oversight of day-to-day operations. She oversees vital administrative functions and supervises Catholic Charities programs in its five-county area assuring compliance with standards for accreditation and quality care.

James J. Wayne Chief Financial Officer has been with Catholic Charities since 2001. Mr. Wayne is responsible for the executive management, work planning, coordinating and monitoring of all aspects of the financial operations of Catholic Charities and its subsidiary corporations. He is also responsible for the financial oversight of Shelter Ministries including HUD 202 properties managed by Catholic Charities, HIV/AIDS, San Jose Mission, and affordable housing units.

CCDOSP will provide the role of service provider, coordinates service provision and prepares the funding acquisitions. In most properties CCH is the owner. CCCDC is the developer and handles lot/zoning acquisition, architectural specifications and contractor bidding. CCCDC will also handle construction management, lease up, income eligibility, and property management. All projects are similar in that they require compliance with government regulations, income guidelines, property management and leasing practices.

Catholic Charities Housing, Inc. (CCH), Catholic Charities Community Development Corporation, Inc. (CCCDC) and its parent corporation, Catholic Charities, Diocese of St. Petersburg, Inc. (CCDOSP) have provided strategic alliances, advocacy and a broad array of social services designed to provide support, preserve families, promote self-sufficiency and social justice since 1945. Catholic Charities began developing housing in 1997 with Christopher Center, which serves low-income, HIV patients. Catholic Charities and its subsidiaries have emerged as one of the region's most successful social service providers for special need populations by managing 1,864 units within the five-county area of the Diocese of St. Petersburg. CCDOSP and its subsidiaries own 809 of those units and have developed 1055 of those units since 1997. Catholic Charities and its subsidiaries have substantial housing experience with the following: funding acquisition, land acquisition, securing of land use and zoning, management of architectural services and permitting, bidding, post-bid value engineering, construction management, lease up in accordance with income eligibility rules, outreach and management of permanent supportive housing.

CCH, CCDOSP and CCCDC work to transform lives. These organizations consider housing a critical component in creating a stable living situation and provide Case Management assistance for the arduous task ahead for those individuals and families rebuilding their lives. The agency's long history of serving homeless individuals goes back to its founding years with some of the first federal funds awarded for the benefit of stranded refugees who essentially were homeless.

In 1998, CCDOSP was awarded HOPWA funding to provide permanent housing for families with HIV/AIDS infected members. In 2002, CCDOSP began providing emergency rent and utilities assistance to HIV infected person's funded with federal Ryan White dollars and assumed the Hillsborough County funded Supportive Housing Assistance Program (SHAP) through the lease of 14 one and two-bedroom apartments in Tampa. That same year CCDOSP began managing a permanent housing program consisting of 30 two-bedroom apartments for HIV /AIDS individuals and families which was converted to tenant-based rental assistance.

In 2008 Catholic Charities, Diocese of St. Petersburg developed ten acres of land to create at the time the largest homeless shelter. Since 2008 the shelter averages 300 residents a night. Average stays are under six months and over 50% of the residents are placed in permanent housing. Substantial partnerships were established to provide behavior health care and substance abuse services to the chronic homeless. In 2011 Catholic Charities was awarded \$5M from Florida Housing Finance Corp. to build 80 units of permanent supportive housing on the property. In 2014, Florida Housing Finance Corporation, HUD and Pinellas County funded an additional \$5M to expand on the property with an additional 76 units of permanent housing.

In 2010 Neighborhood Stabilization Program (NSP) Grant funds were awarded to Catholic Charities for the redevelopment of ten units in St. Petersburg, FL. Four additional NSP grants have been awarded to Catholic Charities from the City of Tampa, Hillsborough County and Pasco County. This resulted in the redevelopment of an additional 179 units for low-income households. Most recently this experience includes five years implementing, monitoring and evaluating EFSP funds in Hillsborough, Pinellas, and Pasco counties, ESG funds in Pinellas County

and HPRP funds in the City of St. Petersburg. Funds assisted clients who were homeless and/or at-risk for becoming homeless with rent, mortgage and utility assistance. In 2014 Catholic Charities was awarded and successfully implemented the only HUD funded Rapid Rehousing program in Hillsborough County for families experiencing homelessness.

In FY 2015/2016, Catholic Charities, Diocese of St. Petersburg, Inc. provided services to more than 15,000 persons throughout the agency's five-county service area. This extensive experience administering federal funds to provide housing and related services clearly demonstrates the agency's management and staff capacity to achieve the goals and objectives set forth in this proposal. The fiscal and administrative capacity of the organization to manage the programs described is evidenced by monitoring by federal and state funders, which generally find the programs in full compliance and the accreditation of the agency by the Council on Accreditation (COA). Catholic Charities has been accredited since 2006, and the current accreditation expires February 2023.

Detailed experience charts are included behind this Tab. References are included at Tab 5b. Both Blue Sky and Catholic Charities have the capacity to development and manage the proposed 144 units described in this submittal.

Community Benefits Agreement

Blue Sky Communities has a current agreement with the City of Orlando. That agreement is called a "Community Action Plan". It requires Blue Sky to engage in extensive efforts to hire M/WBE companies and community residents, as well as a neighborhood art installation. Blue Sky is successful in implementing the terms of the agreement. For reference, please contact:

Janeiro R Coulter, Manager
City of Orlando – City Hall
400 South Orange AV/PO Box 4990
Orlando, Florida 32802-4990 | 407.246.2623
Janeiro.Coulter@cityoforlando.net

Team Structure

A newly created limited liability company will be created prior to submission of the FHFC tax credit application. Blue Sky has a formal agreement with Catholic Charities for this development.

Property Management

Carteret Management Corporation

Laurel Macdonald, President

5300 W Cypress St., Suite 282
Tampa, FL 33607

High quality property management is the key to long-term viability. Blue Sky's affiliated property management agent is Carteret Management Corporation. Carteret has a proven track record in the Tampa Bay region, having managed affordable housing locally since 1971. They share the Blue Sky office and provide a continuity through shared ownership that will help ensure resident satisfaction and neighborhood pride.

Carteret currently manages 2,753 units, in 22 communities.

General Contractor

Matcon Construction Services (MBE)

Derek Mateos, President

5300 W Cypress St., Suite 282
Tampa, FL 33607

Matcon Construction Services, Inc. is a construction management and general contracting group specializing in commercial construction, development and real estate services. Please see attached company bio and resumes.

Civil Engineer

High Point Engineering (MBE)

Braulio Grajales, P.E., Principal

5300 W Cypress St., Suite 282
Tampa, FL 33607

Braulio Grajales has extensive experience in civil engineering design, permitting and site construction administration for all types of development projects including retail/shopping centers, stand-alone restaurants, office parks, medical clinics, hotels, educational and industrial facilities. He is known for providing his full attention to clients and delivering first-class solutions that exceed client expectations. He is a licensed Professional Engineer in Florida, New York, and Puerto Rico with specialized training in civil and geotechnical engineering. Prior to founding High Point Engineering in 2007, he had a distinguished tenure with a multidisciplinary consulting firm serving public and private sector clients internationally.

Landscape Architect

Dark Moss LLC

Richard Peterika, MBE Certified

308 E 7th Ave
Tampa, FL 33602

Richard Peterika has over 15 years of experience in landscape architecture, land use planning, and urban forestry. He has been appointed by the Hillsborough County Board of County Commissioners, former Mayor Bob Buckhorn, and Tampa City Council to serve on public boards hearing land use appeals and variance requests. Richard has been the arborist or landscape architect of record for 15 multi-family housing developments in Central Florida since 2011; on several projects he provided both scopes. He has assessed over 5,000 trees in Hillsborough County since 2019. Richard was responsible for all tree-related tasks, landscape, design, and construction administration for Preserve at Sabal Park, a Blue Sky Communities Development. Richard is a board certified master arborist, certified planner, and LEED Accredited Professional.

Architect

BDG Architects

Mark Chmielewski

400 North Ashley Drive, Suite 600
Tampa, Florida 33602

BDG Architects is currently licensed in 31 states. BDG Architects has a unique and dynamic combination of expertise and knowledge with over 25 years of experience expanded upon with their partnership with FleishmanGarcia and their 48 years of experience. This partnership also created a 130+ person full service Architecture Space Planning, Interior Design and Program Management team that provides quality creativity in design, production and construction administration of architectural and interior projects. BDG Architects offers sound, creative design solutions that never rely on trends. BDG Architects operates not only in multi-family markets but hotels, offices, corporate interiors, senior living, medical, and more.



FIRM BIO

Formed in 2012, Blue Sky inspires positive change in communities across Florida through high-quality workforce housing development. As a developer and owner of multifamily affordable housing using the Federal Housing Credits program, Blue Sky is a leading advocate for helping nonprofit groups and local governments reach their affordable housing goals by developing state of the art, environmentally sound affordable housing units. Through partnerships, Blue Sky helps these groups by developing neighborhood assets that stakeholders can be proud of for decades. To date, Blue Sky has developed 1,391 units of affordable housing units. Additionally, we have 811 units currently under construction and 120 units scheduled to close and start construction in 2020. These units include communities for Families, Elderly, Veterans, and Special Needs.

Blue Sky's principals have a combined experience in developing and managing affordable housing for 50 years and have been Florida residents for more than 50 years. Blue Sky understands the importance of development funding being spent locally for the benefit of local businesses and residents.

We have the resources and capacity to produce. We align with multiple professional experts to ensure we put together the best team for delivery of quality housing. Blue Sky has a staff of 18 employees.

Blue Sky has a \$5.5M line of credit to fund all pre-development costs. We use this as a reimbursement tool between the time of application to project closing. See attached letter.

PRIOR AND CURRENT NON-PROFIT PARTNERS

BLUE SKY COMMUNITIES

- Boley Centers, Inc.
- Cathedral Church of St Peter
- Gulfcoast Housing Foundation, Inc.
- Cathedral Foundation of Jacksonville, Inc.
- New Beginnings Housing, Inc.
- Community Assisted & Supported Living, Inc. (CASL)
- Metropolitan Ministries
- Provident Housing Solutions, Inc.
- University Area Community Development Corporation, Inc. (University Area CDC)

WHAT LOCAL GOVERNMENT OFFICIAL'S ARE SAYING ABOUT BLUE SKY COMMUNITIES

Mayor Jane Castor, City of Tampa

"I wanted to take time to say "Thank You" for your outstanding advocacy on behalf of the citizens of Tampa. I am very aware of the work you do every day to make the lives of our residents better through your partnership with the City of Tampa and its Housing and Development Division. Your commitment and passion to elevate the quality of life in our community is greatly appreciated.

I look forward to working together in the future to benefit those in need. May your mission of serving continue to be successful, and the organization receive the support necessary to make a difference in Tampa."

Mayor Rick Kriseman, City of St. Petersburg

I would like to congratulate you on the three Tax Credit Preservations that you have completed here in the City of St. Petersburg. Those properties have helped fulfill a vital need in our community. The City is particularly pleased that Blue Sky Communities was able to bring in more than \$9 million of State Sadowski funds and more than \$20 million of Federal Tax Credits for these important developments. We hope you will continue to participate in St. Petersburg's continuing progress in addressing affordable housing.

Mayor Bill Mutz, City of Lakeland

"Blue Sky came to the City of Lakeland with a solution in a site that makes sense for our City. They serve a special needs population that we have been struggling to serve. Blue Sky gets the policy side right, and they are great at working with our Staff on permitting. We look forward to Blue Sky bringing more great solutions in the future."

Stephanie Neves, Housing Development Project Manager, City of Orlando

"It has been a pleasure working with Blue Sky Communities. The Blue Sky team has been extremely cooperative and flexible while working with the staff. They are committed to providing affordable housing to the Orlando area and have been a true partner, working efficiently with city staff to provide any necessary information to help get this project across the finish line."

Curt Henschel, Planning & Development Services Director, City of Clermont

"The City has an lengthy relationship with Blue Sky. They first came in to help out a local non-profit that had a site but no development experience. Now they are building their second affordable housing development in the City. Both sites presented significant entitlement, environmental, and grading issues. Blue Sky's staff did an amazing job working through all the myriad governmental agencies and delivering a fantastic community that has helped the City."

Jennifer Hance, Housing Division Manager, St Lucie County

"The partnership built by St. Lucie County and Blue Sky Communities is a win for our community. The team at Blue Sky has been great to work with and their expertise in the development of affordable housing is unparalleled."

Blue Sky Communities - Experience Chart

Development Name	Address	# Units	Rehab/ New Const.	Demographic	Non Profit Partner	Financing Program	Status
Duval Park	5025 Duval Circle St. Petersburg, FL 33714	88	New	Family/ Veterans	Boley Centers	9% Tax Credits, SAIL, ELI, Pinellas HOME	Completed 2015
Silver Lake	3738 Idlewild Circle Tampa, FL 33614	72	Rehab	Family		9% Tax Credits, Hills Co. SHIP	Completed 2015
Peterborough	440 4th Avenue North Saint Petersburg, FL 33701	150	Rehab	Elderly	Cathedral Church of St Peter	4% Tax Credits, SAIL, ELI, HUD Transfer (HAP)	Completed 2016
Brookside Square	200 72nd Avenue North St Petersburg, FL 33702	142	Rehab	Family	Gulfcoast Housing Foundation, Inc.	4% Tax Credits, SAIL, ELI, HUD Transfer (HAP)	Completed 2016
Cathedral Terrace	701 North Ocean Street Jacksonville, FL 32202	240	Rehab	Elderly	Cathedral Foundation of Jax	4% Tax Credits, City of Jax SHIP SAIL, ELI, HUD Transfer (HAP)	Completed 2017
Blue Sky Brandon	510 Cobalt Blue Dr Brandon, FL 33510	120	New	Family		9% Tax Credits, Hills County SHIP	Completed 2017
Sweetwater Villas	4152 Sweetwater Villas Ln Tampa, FL 33614	56	New	Family		4% Tax Credits, Hills County HOME	Completed 2018
Woodwinds	151 S. Grand Highway Clermont, FL 34711	96	New	Family/ Homeless	New Beginnings Housing Inc.	9% Tax Credits, SAIL	Completed 2018
Cathedral Towers	601 N. Newnan Street, Jacksonville, FL 32202	203	Rehab	Elderly	Cathedral Foundation of Jax	9% Tax Credits, HUD Transfer (HAP)	Completed 2018
Arbor Village	2901 Fruitville Road Sarasota, FL	80	New	Family/ Homeless	CASL	9% Tax Credits, SAIL, NHTF	Completed 2020
Preserve at Sabal Park	3748 Chios Island Road Tampa, FL 33584	144	New	Family		9% Tax Credits, Hills County SHIP, HFA, FHFC Viability	Completed 2020
SabalPlace	NE Corner of Williams Rd. & E Broadway Ave Tampa, FL	112	New	Family/ Homeless	Metropolitan Ministries	9% Tax Credits, SAIL, ELI, Hillsborough SHIP, LHF	Const. Start Sept. 2019
Cathedral Townhouse	501 N. Ocean Street, Jacksonville, FL 32202	177	Rehab	Elderly	Cathedral Foundation of Jax	9% Tax Credits, HUD Transfer (HAP)	Const. Start Dec. 2019
Clermont Ridge	13605 North Jacks Lake Road Clermont, FL 34711	70	New	Elderly	Provident Housing Solutions, Inc.	9% Tax Credits, Lake County SHIP	Const. Start Dec. 2019
Cypress Village	4551 Winkler Avenue Ft Myers, 33966	95	New	Family/ Homeless	CASL	9% Tax Credits, SAIL, ELI, Lee County HOME	Const. Start Feb. 2020
Sandpiper Place	4605 26th Street W Bradenton, Florida	92	New	Family		9% Tax Credits, Manatee County	Const. Start Apr. 2020
SkyWay Lofts	3900 34th Street South & 3319 39th Avenue South, St. Petersburg	65	New	Family		9% Tax Credits, City of St. Pete,	Const. Start August 2020
Fairlawn Village	1014 Mercy Drive Orlando, Florida	116	New	Family/PSH	CASL	4% Tax Credits, SAIL, ELI, NHTF, City of Orlando HOME	Const. Start Nov 2020
Ashley Square	127 E. Ashley Street Jacksonville, FL	120	New	Elderly	Cathedral Foundation of Jax	4% Tax Credits, SAIL, ELI, NHTF, Jax HFA, Jax HOME	Const. Start Dec 2020
Swan Lake Village	2010 Griffin Rd. Lakeland, FL 33810	84	New	Family/ Disabling Condition	CASL	9% Tax Credits, SAIL, ELI, City HOME	Const. Start Nov 2020
Blue Sky Landing	McNeil Rd at Portofino Landings Blvd Fort Pierce, FL 34947	82	New	Family		4% Tax Credits, CDBG	Const. Start 2021
Uptown Sky	13603 N 12th St & Fletcher Ave Tampa, FL 33613	61	New	Family	UACDC	4% Tax Credits, Hillsborough County	Const. Start 2021
Jacaranda Place	1200 Loveland Blvd, Port Charlotte Unincorporated Charlotte County	88	New	Family/ Disabling Condition	CASL	9% Tax Credits, SAIL	Const. Start 2021

Total: 2,553

		<u>New</u>	<u>Rehab</u>
Completed	1,391	584	807
Currently Under Construction	931	754	177
Starting Construction 2020-21	231	231	

JAMES M. CHADWICK

PROFESSIONAL EXPERIENCE

2012 - Present

Manager, *Blue Sky Communities*
Tampa, FL

In 2012 Jim joined with another housing professional to form Blue Sky Communities LLC, a development company specializing in the creation of affordable housing communities. Although a relative new endeavor, Blue Sky has already secured the approval of a number of projects through Florida Housing Finance Corporation and in doing so, has evolved into a leader in helping non-profit organizations create new affordable housing and/or preserve existing housing developments.

2016 - Present

Vice President, *Carteret Management Corporation*
Tampa, FL

Carteret Management Corporation, becoming its President in 1989. Carteret is a service-oriented, privately held and family operated corporation with 45 years of experience in managing apartment communities throughout Central Florida. The company specializes in the management of affordable housing in the private sector and under Sections 236, 202 and 8 of the National Housing Act. Under Jim's leadership, Carteret has expanded its portfolio to include Low Income Housing Tax Credit Management and, in connection with that role, has been designated an approved management organization by Florida Housing Finance Corporation.

1989 - 2016

President, *Carteret Management Corporation*
Tampa, FL

Today Jim is Vice President of the Board, having turned over the presidency of the company to his daughter, Laurel, in early 2016. He remains very active in all business aspects of the corporation, working closely with Laurel to expand the services and professionalism of Carteret.

1983 - 2006

Vice President, *RGR, Inc. (Housing Consultant Firm)*
St. Petersburg, FL

In addition to Carteret, for over 25 years Jim was a principal of RGR, Inc., a housing consultant firm that worked with nonprofit organizations to develop and construct more than 60 affordable housing communities for low-income households financed through HUD. .

1983 - 2005

Partner, *Renfrow & Chadwick, Attorneys at Law*
St. Petersburg FL, FL

As a partner in Renfrow & Chadwick, Attorneys at Law, he concentrated his practice in the area of real property law, representing both for-profit and not-for-profit clients in the development area. Areas of expertise included representation at land use hearings, negotiation and closing of varied loan transactions, and title insurance matters.

EDUCATION & PROFESSIONAL ASSOCIATIONS-MEMBERSHIPS

Bachelors of Science, *Duke University*

Major: Accounting

Juris Doctor, *Duke University*

Florida Bar Association since November 1980; currently inactive

Southeastern Association of HUD Management Agents

SCOTT W. MACDONALD

338 21st Ave NE • St. Petersburg, Florida 33704 • 508.237.7815 • smacdonald@blueskycommunities.com

PROFESSIONAL EXPERIENCE

Blue Sky Communities; Tampa, FL

February 2014 – Present

Executive Vice President & CFO

- Formed in 2012, Blue Sky Communities is an affordable multifamily real estate development company focused on helping governmental entities and non-profit institutions serving their communities by providing high-quality, attractive housing for their hardest working families and elderly persons.
- Responsible for overseeing project underwriting, project management, managing debt and equity relationships, and closing the company's transactions.
- Handles the corporate finance responsibilities and is in charge of the firm's expansion into the Texas market.
- Closed 20 transactions with total project costs of \$419 Million since 2014. These transactions have led to the creation and preservation of over 2,300 affordable housing units.
- Part of a development team that has grown the company from a startup with no closed transactions in 2013 to six scheduled closings in 2020.
- Member of the Florida Coalition of Affordable Housing Providers.
- Chairman of the City of St. Petersburg Affordable Housing Advisory Committee
- Member of the ULI Affordable Workforce Housing Council

Seminole Financial Services; Belleair Bluffs, FL

January 2012 – January 2014

Vice President; Asset Management and Underwriting

- Underwrote and managed a \$120M portfolio of multifamily, retail, hospitality, land and renewable energy assets. Project investments include construction loans, permanent loans, equity investments and fee simple ownership interests.
- Managed a 725-unit portfolio of market-rate apartments. The portfolio included equity investments in 485 multifamily units that required evaluation of lease rates, expenses, negotiation of management fees and capital improvement decisions. Increased portfolio yield from 9.0% to 12.0% while under management.
- Responsible for developing relationships with local brokers, determining the market value of the assets and disposition of 100 acres of land and four multifamily projects totaling \$40M in value.

Bank of America

June 2006 – December 2011

Real Estate Managed Accounts; Tampa, FL

Assistant Vice President; Special Assets Portfolio Officer; (June 2009 – December 2011)

- Underwrote and managed a \$400M national portfolio of commercial real estate, LIHTC and homebuilder clients concentrated throughout Florida, Georgia, North Carolina, and South Carolina in the Bank's workout division.
- Evaluated and resolved distressed real estate accounts through note sales, restructures, forbearance agreements and foreclosure actions. Modeled strategies for completion of unfinished collateral, conversion from condominium to multifamily strategies and profitable operating performance.
- Responsible for marketing notes to purchasers and brokers, evaluating offers, and closing note sale transactions.
- Maintained credits and collateral through the foreclosure acquisition process by working with receivers, ordering and reviewing third-party reports, managing completion of construction projects and reviewing legal proceedings.

Commercial Real Estate Division; Boston, MA

Commercial Real Estate Senior Underwriter/Portfolio Manager; (July 2007 – June 2009)

- Supported \$330M national and international portfolio of multifamily, office, retail, office, condominium, industrial, mortgage finance, and LIHTC syndication clients that produced \$20M of revenue in 2008.

-
- Performed end-to-end process of delivering real estate financing products to the customer, including origination, underwriting, presenting approval packages to senior officers, closing and monitoring of facilities.
 - Critical member of the project team that developed and tested an online real estate underwriting platform; provided training and support during the system's rollout to Bank of America's Commercial Real Estate Group.

Home Builder Division; Waltham, MA

Commercial Real Estate Credit Analyst; (June 2006 – July 2007)

- Managed \$11M portfolio of New England commercial home builders that produced revenues of \$800K in 2006.
- Chosen as one of twenty analysts to complete Bank of America's year-long Commercial Real Estate Credit Training Program focused on advanced real estate credit, accounting, and underwriting training.
 - *Completed Training Courses Include:* Real Estate Project Analysis & Underwriting, Interpretation of Financial Statements, Cash Flow & Tax Analysis and Streamlining Credit Documents.

EDUCATION

University of Florida Hough Graduate School of Business; Gainesville, FL
Masters in Business Administration

January 2011 – April 2012

Boston University School of Management; Boston, MA
Bachelor of Science in Business Management
Concentration in Finance; GPA 3.33, Magna Cum Laude

September 2002 – May 2006

Relevant Certifications & Coursework

- Six Sigma Green Belt Certification, Advanced Modeling in Microsoft Excel and Access
- Real Estate Finance, Real Estate Development, Financial Investment Analysis, Financial & Managerial Accounting

Sydney Internship Program; Sydney, Australia

January 2005 – May 2005

CIVIC AFFILIATIONS

- | | |
|---|--------------------|
| • Habitat for Humanity of Pinellas County – Construction Management Committee | 2016 – 2018 |
| • Project Prosper – Board of Directors and Treasurer | 2011 – 2016 |
| • Big Brothers Big Sisters of Boston – Volunteer | 2007 – 2009 |

SKILLS

- Computer: Advanced in Excel, Word, Access; Proficient in Argus, Java, PowerPoint, and Mac

SHAWN WILSON

PROFESSIONAL EXPERIENCE

September, 2012 - **President, *Blue Sky Communities***
Present **Tampa, FL**

Blue Sky Communities is a real estate development company focused on helping governmental entities and non-profit institutions serve their communities by providing high-quality attractive housing for their hardest working families and elderly persons.

Directs all activities of Blue Sky. This includes identifying new opportunities, determining financial feasibility, interacting with land sellers and other key stakeholders. Creates the financial plan for each project and obtains all necessary funding.

Guides the design, permitting, loan closing, and construction administration of all projects.

July, 1999 – **Vice President, *Housing Trust Group***
August, 2012 **West Palm Beach, FL**

Mr. Wilson was the first and longest-tenured employee of Housing Trust Group. During this time he was the person most responsible for the immediate success of this company from a start-up in 1999 to completing more than 600 affordable multi-family units in the first 3 years; and ultimately to the completion of 18 projects comprising more than 3,000 units by the time he left.

Obtained funding through Tax Credits, Tax Exempt Bonds, SAIL, SHIP, HOME, EPA, South Florida Regional Planning Council, among others.

Worked closely with several municipal governments during the approval, permitting, construction, and operational stage of all developments to ensure proper acceptance and positive community relations.

June, 1997 – July, **Vice President, *The Richman Group of Florida***
1999 **West Palm Beach, FL**

Managed the Florida office of a national Tax Credit syndication and development company. Guided the operations during a tumultuous period after the sudden departure of the former Florida Vice President. Created two new Tax Credit developments.

- October, 1996 – June, 1997 **Vice President, *Carlisle Group***
Coral Gables, FL
- Served as the first VP of Development for what became one of the largest and most dynamic Tax Credit developers in the USA. Found the sites and did the major funding applications for Carlisle's first three Tax Credit projects.
- January, 1996 – October, 1996 **Project Manager, *Cornerstone Group***
Coral Gables, FL
- Managed the day-to-day tasks during the pre-development and construction phases of several active Tax Credit projects. Assisted in performing due diligence and doing funding applications on several new projects.
- January, 1995 – December, 1995 **Housing Director, *Miami Beach Community Development Corporation***
Miami, FL
- Directed a variety of projects ranging from providing housing counseling for families transitioning to homeownership, to the gut rehabilitation of two historic buildings in South Beach, one under the 202 Program and one with Tax Credits.
- July, 1992 – December, 1994 **Housing Director, *Centro Campesino Farmworker Center***
Florida City, FL
- Directed the ongoing development of approximately 40 single-family homes. Created a new subdivision of single-family homes for farmworkers consisting of approximately 30 houses. Acquired and rehabilitated a 91 unit existing multi-family property using Tax Credits.

EDUCATION

-
- 1988 **Bachelors of Arts cum laude, *Ohio University***
Major: Spanish
- 1995 **Master of Public and International Affairs, *University of Pittsburgh***
Concentration: Economic and Social Development

540 Town Center

ST. PETERSBURG FL | 540 2ND AVENUE SOUTH, DOWNTOWN



145 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2013

ACQUISITION &
REHABILITATION

\$20 MILLION TOTAL
DEVELOPMENT COST

Built more than 30 years ago under the HUD 202 program, this high rise was formerly known as MLF Towers. Blue Sky rebranded it as 540 Town Center following a successful, \$9 million renovation. A new 20-year HAP contract now covers all of the 145 elderly housing units. Improvements to 540 Town Center feature a complete redesign of the first floor common areas, along with a new fitness center, outdoor patio, and modern, durable finishes. Makeovers for each apartment included new windows, cabinets, A/C, fixtures, and flooring—offering residents a more comfortable place to call home.

FUNDING: FHFC 9% TAX CREDITS | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK



Never far from Home

Blue Sky Brandon

HILLSBOROUGH COUNTY FL | 510 COBALT BLUE DRIVE, BRANDON



120 UNITS

MID-RISE

FAMILY HOUSING

COMPLETED 2017

NEW CONSTRUCTION

\$24 MILLION TOTAL
DEVELOPMENT COST

This new construction family development is conveniently located one block from Route 60, Brandon's main thoroughfare. A regional hospital, elementary school, middle school, and high school are all within walking distance—and a variety of shopping and service options are just a short drive away. The Blue Sky Brandon community features secure, efficient concrete block buildings with 120 apartments at an average size of 980 square feet. More than 30 large trees, preserved during construction, bring added beauty to the property, earning Blue Sky Brandon certification by the Florida Green Building Coalition.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY SHIP | RAYMOND JAMES TAX CREDIT FUNDS |
NEIGHBORHOOD LENDING PARTNERS | CHASE BANK



Never far from Home

Brookside Square

ST. PETERSBURG FL | 200 72ND AVENUE NORTH, RIVIERA BAY



142 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2016

ACQUISITION &
REHABILITATION

\$18 MILLION TOTAL
DEVELOPMENT COST

After more than 40 years, the long-time owners of this 1970s-era Section 8 property in Riviera Bay were ready to sell. Blue Sky partnered with a local nonprofit to buy Brookside Square and rehab the property with new windows, cabinets, appliances, paint, fixtures, and electrical devices. Extensive new landscaping adds beauty to the property and complies with current green building codes, including irrigation through the City's reclaimed water lines to reduce strain on the public water system. Located just one block off 4th St. N., Brookside is well-positioned close to commerce, restaurants and popular transit lines.

FUNDING: FHFC 4% TAX CREDITS | TAX EXEMPT BONDS | SAIL | GULFCOAST HOUSING FOUNDATION |
RAYMOND JAMES TAX CREDIT FUNDS | REDSTONE CAPITAL



Never far from Home

Cathedral Terrace

JACKSONVILLE FL | 701 NORTH OCEAN STREET, DOWNTOWN



240 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2017

ACQUISITION &
REHABILITATION

\$25 MILLION TOTAL
DEVELOPMENT COST

Cathedral Terrace in downtown Jacksonville is the first phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. The largest of the Cathedral residences, this 240-unit development is the hub of the community, with its large multi-purpose room serving more than 250 hot lunches every week, among other programming. Aging True built this community in 1974 and has since paid off their original HUD loan. Blue Sky helped them capture the equity to rehab the building and maintain the enhanced level of services they need to fulfill their mission.

FUNDING: FHFC 4% TAX CREDITS | SAIL | JACKSONVILLE HFA TAX EXEMPT BONDS AND SOFT LOAN | CITY OF JACKSONVILLE SHIP | RAYMOND JAMES TAX CREDIT FUNDS | REDSTONE CAPITAL



Never far from Home

Cathedral Towers

JACKSONVILLE FL | 601 N. NEWNAN ST., DOWNTOWN



203 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2018

ACQUISITION &
REHABILITATION

\$26 MILLION TOTAL
DEVELOPMENT COST

Cathedral Towers in downtown Jacksonville is the second phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. Aging True built this 203-unit high-rise development in 1968 under HUD's 202 program. After providing affordable housing for more than 45 years, Cathedral Towers needed renovations to modernize the building and meet the needs of residents. Blue Sky led a \$12 million renovation, creating a financial structure that allowed Aging True to realize its equity while retaining ownership. The result is an updated building that better serves the community.

FUNDING: FHFC 9% TAX CREDITS | RAYMOND JAMES TAX CREDIT FUNDS | BANK OF AMERICA



Never far from Home

Cathedral Townhouse

JACKSONVILLE FL | 501 NORTH OCEAN STREET, DOWNTOWN



177 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETION 2020

ACQUISITION &
REHABILITATION

\$29 MILLION TOTAL
DEVELOPMENT COST

Cathedral Townhouse in downtown Jacksonville is the third phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. Aging True built this 177-unit high-rise development in 1969 under HUD's 202 program. After providing affordable housing for more than 50 years, Cathedral Townhouse needed renovation to modernize the building and meet the needs of residents. Blue Sky helped them capture the equity to rehab the building and maintain the enhanced level of services they need to fulfill their mission.

FUNDING: FHFC 9% TAX CREDITS



Never far from Home

Duval Park

ST. PETERSBURG FL | 5025 DUVAL CIRCLE, LEALMAN



88 UNITS

GARDEN STYLE

VETERAN AND
FAMILY HOUSING

COMPLETED 2015

NEW CONSTRUCTION

\$17 MILLION TOTAL
DEVELOPMENT COST

At Blue Sky Communities, we believe high-quality housing for our Veterans is important. Duval Park in the Lealman area of St. Petersburg is the result of our close work with local government to address this need with a special allocation of housing credits. Most of the units in the Duval Park community serve veterans, many with disabilities or special needs. Each of these homes offers nearly 20 custom features for wheelchair-bound or otherwise limited residents. Duval Park makes residents more at home with upgrades such as metal roofs, an extra large clubhouse, indoor fitness, outdoor fitness, and gated entry.

FUNDING: FHFC 9% TAX CREDITS AND SAIL | PINELLAS COUNTY HOUSING AUTHORITY (PROJECT BASED VOUCHERS) |
PINELLAS COUNTY HOME | HOME DEPOT FOUNDATION | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK



Never far from Home

Arbor Village

SARASOTA FL | 2901 FRUITVILLE ROAD



80 UNITS

MID-RISE

HOMELESS AND SPECIAL
NEEDS HOUSING

COMPLETED 2020

NEW CONSTRUCTION

\$19 MILLION TOTAL
DEVELOPMENT COST

A new construction affordable housing community, Arbor Village features four stories of attractive garden-style homes, with 72 one-bedroom and 8 two-bedroom units. Fifty percent of the units are leased to previously homeless residents with disabling conditions, while 20 percent are leased to residents transitioning from institutions or community residential care as well as those who have been chronically homeless. Located on a principal street with easy access to transit, Arbor Village offers residents a fresh start in well-equipped apartment homes. On-site amenities include a clubhouse, counseling rooms, laundry room, covered lanai, and free parking. Residents may access a variety of special programs and support services, free of charge.

FUNDING: FHFC 9% TAX CREDITS | SAIL | NHTF | RAYMOND JAMES TAX CREDIT FUNDS



Never far from Home

Preserve at Sabal Park

HILLSBOROUGH COUNTY FL | MANGO AREA



144 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2020

NEW CONSTRUCTION

\$27 MILLION TOTAL
DEVELOPMENT COST

Preserve at Sabal Park is a six-building, three-story, new construction development located in the Mango area of Tampa. This durable, garden-style, family housing community features 48 one-bedroom, 72 two-bedroom, and 24 three-bedroom units totaling approximately 138,000 square feet. Nestled among natural lakes and wetlands, resident families will enjoy amenities such as a community building, livable-floor plans, playground, pool, and free parking.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY | HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY | TD BANK | FIRST HOUSING DEVELOPMENT CORPORATION



Never far from Home

Sweetwater Villas

HILLSBOROUGH COUNTY FL | 4152 SWEETWATER VILLAS LANE, CARROLLWOOD AREA



56 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2018

NEW CONSTRUCTION

\$11 MILLION TOTAL
DEVELOPMENT COST

Blue Sky found a diamond in the rough. This 6-acre site, situated on a large lake and wooded preserve, is conveniently located just blocks away from Dale Mabry Highway retail in the desirable Carrollwood area. The community features three buildings with garden-style housing that includes 36 two-bedroom and 20 three-bedroom units totaling approximately 60,936 square feet. Each high-quality apartment is equipped with two bathrooms, washer and dryer hook-ups, storage closets, and easy circulation for the comfort of all family members. Amenities include a community area, playground, laundry facilities, and free parking. Truly a new construction development for families to call home.

FUNDING: HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY TAX-EXEMPT BONDS | FHFC 4% TAX CREDITS |
HILLSBOROUGH COUNTY HOME | RAYMOND JAMES TAX CREDIT FUNDS | CITI COMMUNITY CAPITAL



Never far from Home

Woodwinds

CLERMONT FL | SOUTH GRAND HIGHWAY



96 UNITS

GARDEN STYLE

FAMILIES/HOMELESS
HOUSING

COMPLETED 2018

NEW CONSTRUCTION

\$20 MILLION TOTAL
DEVELOPMENT COST

This attractive new construction development, built on vacant land a block from the famous Citrus Tower and a busy Publix shopping center in Clermont, features four buildings of garden-style housing. The community includes 24 one-bedroom, 48 two-bedroom, and 24 three-bedroom units totaling approximately 96,000 square feet. Woodwinds leases half of its apartments to homeless individuals or families as permanent supportive housing. Each comfortable apartment home is equipped with a kitchen, two bathrooms in two- and three-bedroom units, washer and dryer hook-ups, and storage closets. Nice amenities—including a community area, playground, pool, and free parking—add to the quality of Woodwinds.

FUNDING: FHFC 9% TAX CREDITS | SAIL | FIRST HOUSING DEVELOPMENT CORPORATION | RAYMOND JAMES TAX CREDIT FUNDS



Never far from Home

Peterborough

ST. PETERSBURG FL | 440 4TH AVENUE NORTH



150 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2016

ACQUISITION &
REHABILITATION

\$21 MILLION TOTAL
DEVELOPMENT COST

A faith-based nonprofit was ready to rehab its biggest non-church asset—a 150-unit high-rise building in downtown St. Petersburg. Blue Sky Communities helped capture the equity they had built over 30 years by structuring a new entity with the nonprofit as the general partner. Improvements to the elderly housing units include shower enclosures to replace old bathtubs, along with new cabinets, appliances, fixtures, and windows. The renovation also features a major facelift on the first floor. At the closing, the church received more than \$2 million to use toward other church-related works.

FUNDING: FHFC 4% TAX CREDITS | TAX EXEMPT BONDS | SAIL | RBC TAX CREDIT FUNDS | REDSTONE CAPITAL



Never far from Home

Silver Lake

HILLSBOROUGH COUNTY FL | 3738 WEST IDLEWILD AVENUE, CARROLLWOOD AREA



72 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2015

ACQUISITION &
REHABILITATION

\$13 MILLION TOTAL
DEVELOPMENT COST

Formerly Flamingo West, this community in the Carrollwood area of Tampa suffered from more than 20 years of negligent management. Though rents were lower than market and many households were already income-qualified, Blue Sky Communities stepped in to successfully convert the market-rate community to tax credit. Major renovations and additions—including new roofs, windows, doors, cabinets, appliances, fixtures, flooring, rails, paint, HVACs, landscaping, a swimming pool and drainage—provided a fresh start. The result is Silver Lake, a refreshed family housing community with 72 garden-style units that residents are happy to call home.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY | SHIP | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK



Never far from Home

Sandpiper Place

BRADENTON FL | 4605 26TH STREET WEST



92 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETION 2021

NEW CONSTRUCTION

\$20 MILLION TOTAL
DEVELOPMENT COST

Sandpiper Place is a new construction development on vacant land located in unincorporated Manatee County. The development will consist of ninety-two (92) units located at 4605 26th Street West, Bradenton, Florida. The garden style housing community will consist of 60 two-bedroom and 32 three-bedroom units. All apartments will be equipped with multiple energy efficient features, including a kitchen, bathroom(s), and storage closets. Amenities include a clubhouse, in unit laundry, pool, playground and free parking.

FUNDING: FHFC 9% TAX CREDITS | MANTEE COUNTY | CHASE BANK | RAYMOND JAMES TAX CREDIT FUNDS



Never far from Home

Housing and Shelter Experience Chart

Date	Project	Managed by CCCDC	All Properties Affordable Housing Income Level or Demographic Group and % Set Aside	Location	Funding Source	Project Cost	New Constuction or Rehab	Number of Units	Income Affordability Maintained Yes or No	Non-Profit Role	Date Managed
2020	Las Villas	Yes	Low Income	1308 North Highway 41 Ruskin, FL	Hillsborough County	1,607,662	rehab	20	Yes	Development and Management	2021
2020	Vincent Oaks	Yes	Low Income	8615-8623 North Dixon Avenue, Tampa FL	Diocese of St. Petersburg / Catholic Charities	\$680,000	Rehab	10	Yes	Development and Management	2021
2020	Mercy Oaks	Yes	Low Income	10049 North Florida Avenue, Tampa FL 33612	Hillsborough County	2,500,000	New Construction	20	Yes	Development and Management	2021
2020	St. Benedict Housing	Yes	Very Low & ELI	6632 West Norvell Bryant Hwy, & 6751 W. Gulf to Lake Crystal River, FL 34429	Loan / Diocese	3,000,000	New Construction	18	Yes	Development & Management	2021
2019	Bella Vista Apartments	Yes	Low Income	803-809 East 120th Avenue, Tampa FL 33612	Diocesan/Catholic Charities	1,200,000	rehab	16	Yes	Management	2019
2019	St. Teresa Apartments	Yes	ELI Veteran Vouchers	250 North Broad Street Brooksville, FL 34601	Diocesan/Catholic Charities - Vouchers Hernando County	320,000	Rehab	12	Yes	Development & Management	2019
2019	San Lorenzo	Yes	Very Low & ELI	5225 North Himes Avenue Tampa FL 33614	HUD 202	N/A	N/A	80	Yes	Management	2019
2017	Epiphany Arms	yes	Low Income	2508 East Hanna Avenue Tampa, FL 33610	HUD 202	N/A	N/A	76	Yes	Management	2017
2015	Blessed Trinity	yes	Very Low & ELI 90% Set Aside	5701 16th Street South St. Petersburg, FL 33705	HUD 202	N/A	N/A	76	Yes	Management	2015
2014	Transfiguration Manor	Yes	Very Low & ELI 90% Set Aside	4021 45th Street North St. Petersburg, FL 33714	HUD 202	9,782,600	New Construction	68	Yes	Development & Management	2014
2014	Pinellas Hope V	Yes	31 units < 50% AMI 14 units < 40% AMI	5724 126th Avenue North Clearwater, FL 33760	Florida Housing Finance Corporation	2,650,000	New Construction	45	Yes	Development & Management	2016
2014	Pinellas Hope IV	Yes	7 units < 60% AMI 8 units < 40% AMI	5725 126th Avenue North Clearwater, FL 33760	Florida Housing Finance Corporation	1,469,813	New Construction	15	Yes	Development & Management	2016
2014	Pinellas Hope III	Yes	10 units < 60% AMI 6 units < 30% AMI	5726 126th Avenue North Clearwater, FL 33760	Pinellas County / HUD	601,790	New Construction	16	Yes	Development & Management	2016
2013	Pasco Women's Shelter	NO	ELI & Homeless	7801 Maryland Avenue Hudson, FL 34667	United Way Pasco County	211,000	Acquisition /Rehab	20	Yes	Management	July-13
2012	Pinellas Village	Yes	Mixed income, primarily <50% AMI	8384 Bayou Boardwalk Largo, FL 33777	Loan	N/A	Rehab	120	Yes	Development & Management	October-12
2012	Palm Island	NO	Very Low & ELI 90% Set Aside	6423 Illinois Ave New Port Richey, FL 34653	NSP Pasco County	1,114,380	Rehab	21	Yes	Development	July-12
2011	Patrician Arms II	Yes	Very Low & ELI 90% Set Aside	4518 South Manhattan Tampa, FL 33611	HUD 202	82,000,000	New Construction	68	Yes	Development & Management	October-12
2010	Arbor Villas	NO	Mixed income	8351-101 James Joseph Way Port Richey, FL 34668	NSP 2, Pasco County	4,032,700	Rehab	80	Yes	Development	Future
2010	The Palms at University	No	< 50% AMI	12708 North 19th Street Tampa, FL 33612	NSP 1, Hillsborough County	2,964,000	Rehab	40	Yes	Development & Management	Future
2010	Riveria Manor	Yes	Mixed income, primarily <50% AMI	6603 N Riviera Manor Dr Tampa, FL 33604	NSP 1, City of Tampa	3,356,712	Rehab	28	Yes	Development & Management	July-11
2010	Fountain View Apartments	NO	< 50% AMI	425 13th Ave, St. Petersburg, FL 33701	NSP 1, Ciry of St. Petersburg	750,000	Rehab	10	Yes	Development & Management	Future

Date	Project	Managed by CCDC	All Properties Affordable Housing Income Level or Demographic Group and % Set Aside	Location	Funding Source	Project Cost	New Construction or Rehab	Number of Units	Income Affordability Maintained Yes or No	Non-Profit Role	Date Managed
2010	Pinellas Hope II	Yes	< 50% AMI	5726 126th Ave N. Clearwater, FL 33760	Florida Finance Corporation (1,000,000 from Pinellas County forgivable loan)	4,000,000	New Construction	80	Yes	Development & Management	February-11
2011	San Lorenzo II	Yes	Very Low & ELI 90% Set Aside	4820 N. Gomez, Tampa, Florida 33614	HUD 202	6,636,600	New Construction	68	Yes	Development & Management	December-09
2010	King's Arms	Yes	Very Low & ELI 90% Set Aside	4125 North Lincoln Avenue Tampa, FL 33607	HUD 202	4,439,899	N/A	84	Yes	Management	July-10
2011	King's Manor	Yes	Very Low & ELI 90% Set Aside	2946 W. Columbus Dr. Tampa, Florida 33607	HUD 202	6,623,139	N/A	99	Yes	Management	January-11
2009	San Clemente Villas	Yes	Very Low & ELI 90% Set Aside	1102 North Alexander, Plant City, FL 33563	HUD 202	8,966,393	New Construction	68	Yes	Management	October-10
2009	Bethlehem Housing	Yes	Very Low & ELI 90% Set Aside	8010 State Road 52, Hudson, FL 34667	HUD 202	3,616,500	N/A	60	Yes	Management	April-09
2007-	Pinellas Hope	Yes	ELI & Homeless	5726 126th Ave N. Clearwater, FL 33760	Local funding and donations	750,000	Soft Shelter and Casitas	270	Yes	Development & Management	December-07
2008	Casa Miguel	Yes	82 Very Low & ELI 90% Set Aside	2285 State Road 580, Clearwater, Florida 33763	HUD 202	N/A	N/A	82	Yes	Management	April-08
2008	Patrician Arms	Yes	82 Very Low & ELI 100% Set Aside	4516 South Manhattan Ave. Tampa, Florida 33611	HUD 202	N/A	N/A	82	Yes	Management	April-08
2006	Blessed Sacrament Manor	Yes	68 Very Low & ELI 100% Set Aside	6801 12th Avenue South Tampa, Florida 33619	HUD 202	N/A	N/A	68	Yes	Management	October-06
2006	Casa Santa Cruz	Yes	76 Very Low & ELI 100% Set Aside	7825 54th Avenue North St. Petersburg, Florida 33709	HUD 202	N/A	N/A	76	Yes	Management	October-06
2005	San Jose Mission I Development	Yes	Farm worker 100% Set Aside	3204 San Diego Lane Dover Florida 33527	USDA, CDBG, Bond	6,995,234	New Construction	80	Yes	Development & Management	May-03
2008	San Jose Mission II & III Development	Yes	Farm worker 100% Set Aside	3205 San Diego Lane Dover Florida 33527	USDA, CDBG	9,302,887	New Construction	42	Yes	Development & Management	April-08
2005	Mercy House	Yes	HIV/AIDS 100% Set Aside	10049 N. Florida Ave. Tampa, Florida 33612	HOPWA, CDBG	2,686,525	Acquisition/ New Construction	12	Yes	Development & Management	May-04
2005	Mercy Apartments	Yes	HIV/AIDS 100% Set Aside	10050 N. Florida Ave. Tampa, Florida 33612	HOPWA	160,000	Acquisition/ New Construction	4	Yes	Development & Management	May-04
2003	Bethany Family Apartments	Yes	Affordable Housing	13326 Less Street, Dade City, 33525	HUD	849,812	Acquisition/ Rehab	10	Yes	Development & Management	May-04
2002	Christopher Residence	NO	HIV/AIDS	1240 15th Street North St. Petersburg, FL 33705	HOPWA	187,500	Acquisition/ Rehab	1	Yes	Development & Management	February-02
2010	Pathways Housing	Yes	ELI	5530 7th Avenue North St. Petersburg, FL	DOSP Property	N/A	N/A	1	Yes	Management	January-10
2010	Pathways Housing	Yes	ELI	2812 Adrian Avenue Largo, FL	City of Largo	N/A	N/A	1	Yes	Management	October-10
2010	Pathways Housing	Yes	ELI	5829 27th Avenue North St. Petersburg, FL	DOSP Property	N/A	N/A	1	Yes	Management	January-10
2009	Pathways Housing	Yes	ELI / Special Needs	528/530 Woodrow Avenue Largo, FL	City of Largo	120,000	Acquisition/ Rehab	2	Yes	Management	October-09
2002	JFC Annex (Garage Apt)	NO	Low Income	1514 13th Street North St. Petersburg, FL 33705	N/A	N/A	Acquisition/ Rehab	1	Yes	Development & Management	February-02

Date	Project	Managed by CCCDC	All Properties Affordable Housing Income Level or Demographic Group and % Set Aside	Location	Funding Source	Project Cost	New Constuction or Rehab	Number of Units	Income Affordability Maintained Yes or No	Non-Profit Role	Date Managed
							Grand Total	1991			
							CCFH:	350			
							Permanent Housing Total Including HUD 202	1516			
							Transitional Housing Total	37			
							HUD 202 Units:	1055			
							Pinellas Hope:	156			
							Family:	427			
							Total Units Managed CCCDC	1734			
							Managed by others:	150			
							Permanent Supportive Housing:	60	18 total beds		
							Units owned	608			

Margaret Rogers
10106 Charleston Corner Road
Tampa, FL 33635
Cell Tele: (727) 542-1989
E-mail: mrogers@ccdosp.org

Summary of Qualifications

Strong background of experience dedicated to supporting and guiding staff in professional development to provide a range of services to the public; skilled at working with professional staff, board members, volunteers and consumers. Adept at resolving conflicts and encouraging positive relationships.

Professional Experience

Executive Director

Catholic Charities, DOSP, Inc. St. Petersburg, FL (12/2013 – Present)

- Oversee day-to-day operations of agency including budget and strategic planning, reports to Board of Trustees
- Network with community providers regarding planning, program development and coordination
- Oversee and manage the operations of two NSP affordable housing developments in Hillsborough County consisting of 68 total units
- Oversee and manage the operations of 122 affordable housing units for Agricultural/Farm workers in Hillsborough County
- Oversee and manage the operations of 6 permanent housing units in Pinellas County for low income family's
- Monitor the administration of Catholic Charities rent and utility assistance programs in Hillsborough and Pinellas County; ensure program operations are in compliance with established policies and procedures and various funding source regulations
- Promote and market program services throughout the parishes and local communities
- Responsible for daily Tampa Center facility issues related to building operations
- Ensure that all programs assigned comply with federal, state and local laws
- Develop and monitor execution of budgets for all assigned programs
- Serve as senior team member to advance the Mission of the agency
- Serve as liaison to various funding entities and represent the agency on local, regional, state and national committees
- Assure that agency and funder reports are completed accurately and submitted in a timely manner
- Identify, pursue and secure additional funding sources

Promoted to Director of Social Services

The Salvation Army Tampa, FL (2/2013 – 12/2014)

- Design, supervise, administer and evaluate four Salvation Army Social Service Programs including an Emergency Shelter serving 4000 single men and women annually, a Family Crisis Intervention Program serving 6000 annually and two Transitional Housing Programs serving 300 annually
- Prepare and administer an annual budget of \$2.5 million for four Social Service Programs, review budget regularly to track funding and expenditures

- Research, develop and submit six major funding proposals for The Salvation Army Social Services Programs
- Approve invoices requesting program service fees from various funding government and private funding sources
- Hire, train, supervise and evaluate 26+ full-time and part-time staff members and 4-10 college interns in compliance with established Salvation Army policies and procedures
- Resolve a wide variety of operational problems including insufficient funds, personnel issues, insufficient space, materials and resource issues
- Administer the FEMA program and all other rent and utility assistance programs ensuring program operations are in compliance with established policies and procedures
- Supervise and monitor the maintenance of social service buildings and equipment, ensures facilities are well maintained and in compliance with local, state and federal regulations
- Collaborate with and prepare department reports required by grant contracts and partners including Housing and Urban Development (HUD), The United Way, Emergency Solutions Grant (ESG), Emergency Food and Shelter Program (EFSP) and Tampa Electric Company (TECO)

Promoted to Program Director

The Salvation Army Tampa, FL (3/2011 – 2/2013)

- Design, supervise, administer and evaluate three Salvation Army Social Service Programs including an Emergency Shelter serving 4000 single men and women annually and two Transitional Housing Programs serving 300 annually
- Function as a team leader for a group of nine members of The Salvation Army Advisory Board and Salvation Army department heads and officers to create a new strategic program plan for The Salvation Army
- Develop clinical programs for clients utilizing services of community professionals and organizations based on program participant needs
- Audit all program records and client files to ensure confidentiality, completeness, accuracy and quality assurance

Women's Transitional Housing Program Manager

The Salvation Army Tampa, FL (6/2006 – 3/2011)

- Facilitate group counseling, resident associations and other resident support functions
- Supervise case managers and employment counselors
- Agency Administer functioning as liaison between 14-15 Salvation Army employees and the Homeless Management Information System (HMIS) Unity team of the Hillsborough County Homeless Coalition

Promoted to Division Chief

The Salvation Army Tampa, FL (6/2004 – 6/2006)

- Assist the Director of Corrections in maintaining compliance with department policies and maintaining contact with Hillsborough County Judiciary, law enforcement agencies and other

Frank V. Murphy III

Secretary of Christian Service & Formation
Diocese of St. Petersburg
6363 Ninth Avenue North
St. Petersburg, Florida 33710

President
Catholic Charities, Diocese of St. Petersburg
1213 16th Street North
St. Petersburg, Florida 33705

RESUME

SECRETARY OF CHRISTIAN SERVICE & FORMATION -- DIOCESE OF ST. PETERSBURG,
6363 9th Avenue North, St. Petersburg, FL 33710.

- Appointed by Bishop Lynch effective July 1, 2005.
- Oversees the pastoral and educational offices of the Pastoral Center.

PRESIDENT -- CATHOLIC CHARITIES, DIOCESE OF ST. PETERSBURG, INC., 1213 16th Street North, St. Petersburg, FL 33705, a social service, nonprofit agency serving the Diocese of St. Petersburg. (October 2005 to date)

- Implements the directives of the Board of Trustees of Catholic Charities, Diocese of St. Petersburg, Inc. including all policies and procedures.
- Coordinates all Board of Trustees functions and activities including the recruitment and orientation of members; policy development; planning; development of agency status and other requested reports; coordination of meetings; liaison to sub-committees; documentation of proceedings; and maintenance of goodwill and volunteer morale.
- Develop Strategic Plan.

PRESIDENT AND CHIEF EXECUTIVE OFFICER -- BAYCARE HEALTH SYSTEM, 16331 Bay Vista Drive, Clearwater, FL 33760, a Joint Operating Agreement between the Tampa Bay area's leading hospitals, creating the region's only full-service, community-owned health care system. (July 1997 to July 2004)

- Implemented the organization of BayCare Health System which consists of the following three Community Health Alliances: St. Anthony's Health Care; Morton Plant Mease Health Care which includes Morton Plant Hospital, Mease Dunedin Hospital, Mease Countryside Hospital and North Bay Hospital and St. Joseph's-Baptist Health Care which includes St. Joseph's Hospital, St. Joseph's Women's Hospital, Tampa Children's Hospital and South Florida Baptist Hospital.

PRESIDENT AND CHIEF EXECUTIVE OFFICER -- MORTON PLANT MEASE HEALTH CARE, 601 Main Street, Dunedin, Florida 34697, includes four medical/surgical hospitals, two retirement communities, a rehabilitation center, state wide home health agencies, family care and outpatient imaging centers. (September 1994 to July 1997)

- Implemented the 1994 partnership between Morton Plant Health System and Mease Health Care which created a system of 1065 beds, 6,000 employees and a 768 member medical staff and which achieved a three-year partnership savings of over \$22 million.
- Initiated the organization of Choices for Community Health and the completion of the first Pinellas County Community Health Status and Needs Assessment.
- Initiated the establishment of a Family Practice Residency program at Morton Plant Hospital.

PRESIDENT AND CHIEF EXECUTIVE OFFICER -- MORTON PLANT HEALTH SYSTEM, 323 Jeffords Street, Clearwater, Florida 34616, includes a 717-bed medical/surgical hospital, rehabilitation center, home health services, retirement community, family care and outpatient imaging centers. (July 1992 to September 1994)

- Initiated development of an ambulatory care network including the construction of three new facilities, one containing physicians offices, outpatient surgery, MRI, CT scanning, and other ancillary services.
- Initiated efforts to expand the strength of the health system's primary care base through recruitment, physician support services and the formation of a corporation to expand primary care.

EXECUTIVE VICE PRESIDENT AND CHIEF OPERATING OFFICER -- MORTON PLANT HOSPITAL - 323 Jeffords Street, Clearwater, Florida 34616, a 750 bed not-for-profit medical/surgical hospital. (June 1990 to July 1992)

- Initiated construction of a 120 bed long term rehabilitation center which houses a ventilator dependent unit and certified Medicare rehabilitation center for orthopedic and medical/surgical patients.
 - Established Mother and Child Care of Clearwater, a community clinic formed in partnership with the Salvation Army and Community Health Centers of Pinellas County, which provides health care to mothers and children. In the first year of operation over 800 indigent mothers were served.
- Implemented Morton Plant Quality, a total quality management program focusing on significant improvements in service, outcome and cost that resulted in expanded outpatient revenue, increased admissions and a growth in fund balance of over \$25 million in two years.

ADMINISTRATOR & SENIOR VICE PRESIDENT - METHODIST EVANGELICAL HOSPITAL, ALLIANT HEALTH SYSTEM - 315 East Broadway, Louisville, Kentucky 40202, a 372 bed private, medical/surgical hospital within a recently expanded multi-hospital system of over 2,000 beds. (June 1989 to June 1990)

- Responsible for the operation of Methodist Evangelical Hospital and direct rehabilitation services for the Medical Center Hospitals of the Alliant System.
- Facilitated transfer of obstetrical/nursery service to another system hospital, establishing the largest obstetrical service in the state.
- Merged the orthopedic services of the Alliant System at Methodist Evangelical Hospital, producing a projected increase of \$4,250,000 in gross revenue.
- Led the consolidation of more than twenty director level positions, reducing this management cost by more than \$400,000.
- Decreased nursing cost of the hospital, resulting in savings of over \$1.2 million annually.
- Developed new products for key clinical services: Center for Bone and Joint Disorders, Comprehensive Stone Center, Inpatient Rehabilitation Services.

CHIEF OPERATING OFFICER - METHODIST EVANGELICAL HOSPITAL. (April to June 1989)

- Operating responsibility for the hospital. Participated in the senior management task force that accomplished the merger with NKC Hospitals, Inc. within nine months.

SENIOR VICE PRESIDENT - NORTON HOSPITAL, NKC HOSPITALS, INC. - 200 East Chestnut Street, Louisville, Kentucky 4375 bed private, tertiary care facility with teaching affiliation, within a multi-hospital system
(1983 to April 1989)

- Total administrative responsibility for Norton Hospital and system-wide responsibility for Human Resources.
- Participated on Quality Council that developed and implemented Total Quality Management, which was recognized by the Healthcare Forum/Witt Award for Quality.

- Improved admissions by 7% and established new services including Kenton D. Leatherman Spine Center, Kentucky's first spine and spinal cord research laboratory.
- Managed \$10 million renovation project, completed within budget.
- Reduced Medicare contractual over \$1.5 million by lowering length of stay and improving medical record coding procedures.
- Restructured Corporate Finance, establishing Patient Financial Services, improving accounts receivable by \$2.5 million and reducing the bad debt write-off from 3.2% to 2.8%.
- Worked with physician joint venture to operate Immediate Care Centers. Recruited new management that improved profitability and physician relations and lowered accounts receivable over \$150,000.
- Established medical staff development plan that resulted in two satellite offices and recruitment of new internal medicine physicians.

VICE PRESIDENT - NKC HOSPITALS, INC. - A multi-hospital system including Norton Hospital; Kosair-Children's Hospital, a 227 bed full-service, teaching pediatric facility, and numerous managed hospitals. (1980-1983)

- Increased responsibilities to include Corporate Finance.
- Responsibility for three-year management contract to open and operate University of Louisville's James Graham Brown Cancer Center. Resulted in fully functioning and profitable center.
- Established state's first in vitro fertilization clinic, recognized in 1989 as one of the ten best in the country.

ASSISTANT ADMINISTRATOR - NORTON-CHILDREN'S HOSPITALS (1978-80)

- Managed seven operational departments serving both hospitals.
- Established a shared security with a competitive hospital.
- Established an energy management program, reducing costs \$300,000 per year. This earned an Award For The Decade presented by the Kentucky Energy Cabinet.

DIRECTOR OF AMBULATORY CARE - NORTON-CHILDREN'S HOSPITALS (1977-78)

- Responsible for two emergency rooms, pediatric clinics, neuro-diagnostic facility, patient registration activities.

ADMINISTRATIVE RESIDENT - FAIRVIEW HOSPITAL SYSTEM - Minneapolis, Minnesota (Summer 1976)

EDUCATION

MASTER OF HOSPITAL AND HEALTH SERVICES ADMINISTRATION - The Ohio State University, Columbus, Ohio. Graduated second in class. Areas of concentration: financial management and ambulatory care (September 1975 to June 1977)

BACHELOR OF ARTS - POLITICAL SCIENCE - The Ohio State University (September 1965 to June 1969)

PROFESSIONAL AND COMMUNITY ACTIVITIES

2005 Distinguished Person of the Year awarded to Mr. Murphy by Project Grace at their Celebration of Life Annual Benefit in recognition of his selfless and inspiring dedication to better the lives of many, including Project Grace – Clearwater, Florida.

Personal Enrichment Mental Health Services (PEMHS) selected Frank Murphy as the recipient of their 2007 *Community Affairs* PACE Award of the Year (in recognition for outstanding community endeavors) at their 2007 PACE Awards Dinner on September 27, 2007.

Fellow, American College of Healthcare Executives

American College of Healthcare Executives Senior-Level Regent's Award - November 1998

Regent, West Central Florida, Council of Regents, American College of Healthcare Executives (1996)

Faculty Member, American College of Healthcare Executives Fellows Conference-"Implementing Total Quality Management in Healthcare" (1994)

"Is Your Quality Initiative in Trouble?" by Frank V. Murphy & Craig A. Anderson, Healthcare Executive March/April 1994

Premier, Inc., Owner & Affiliate Relations Committee (1996-)

Florida Hospital Association - Board of Trustees (1996-1998) Member, Human Resources Committee (1991); Committee on Quality Initiatives (1993); Ad Hoc Committee on Cooperation/Collaboration (1993); Community Benefits Task Force (1994); Federal Relations Committee (1994); Patient Safety Task Force (2000); CON Task Force (2001)

Florida Health LC Board (1996)

Rotary Club of Clearwater (1991-1998)

Greater Clearwater Chamber of Commerce - Chairman (2001); Board of Dir. (1992); Vice Chairman, Membership (1998)

Goodwill Industries-Suncoast, Inc. - Board of Directors (1992 –2000); Vice Chairman, 1999

Pinellas County Choices For Community Health Advisory Board Council (1996)

BayCare Health Network - Chairman of the Board (1995)

United Way of Pinellas County - North County Division Chairman (1996); Medical Division Chairman (1992, 1993); Board of Directors (1993 – 2002); Secretary (1998-99)

United Way Tampa Bay – Board of Directors (2003)

University of Tampa, Case Research Professor (1996-1998)

Clearwater Neighborhood Housing Services, Resource Development Committee (1994 -1996)

St. Patrick's Church, Chairman Stewardship Committee (1996); Finance Committee

University of Alabama at Birmingham, Department of Health Services Administration - Adjunct Faculty (1994)

SunHealth Alliance - Assessing Community Health Needs & Resources Task Force; Quality Advisory Committee Winner 1993 Tampa Bay Excel Award - Excellence in Communication Leadership

2002 Tampa Bay American Heart Walk, Co Chairman

2001 American Heart Walk Executive Council, Vice Chairman

American Heart Association Pinellas County Division, Co Chairman, 2000 Heart Ball (1999)

Vice Chairman, Upper Pinellas County American Heart Walk (1993)

Chairman, Upper Pinellas County American Heart Walk (1994)

Tampa Bay Partnership – Executive Committee, Vice Chairman (2003); Treasurer (2002)

"Negotiating a Full-Asset Merger against the Odds", Frank V. Murphy, George M. Buia, PhD, & Martin Nebrelus - Chapter 10 of The Challenge of Health Care Leadership Executive Strategies for Managing Responsible Change by Earl A. Simendinger, PhD

PERSONAL

As a spouse and father of seven children, enjoys many interests and activities centered around the family.

- treatment and service providers associated with the Corrections Department
- Provide daily management of the assigned counseling and support staff
- Audit and approval of probation modifications, violations, terminations and revocations

Promoted to Senior Probation Counselor

The Salvation Army Tampa, FL (7/2003 - 6/2004)

- Supervise 6 Probation Counselors including high risk caseload
- Review and approve all probation modifications, violations and revocations
- Review and approve all Domestic Violence Diversion Program rejections and terminations

Domestic Violence Division Probation Counselor

The Salvation Army Tampa, FL (2/2003 – 7/2003)

- Supervise a caseload of approximately 200 probationers
- Process violations of probation and be present at court proceedings

Promoted to Expedited Accelerated Rehabilitative Disposition Program Clerk following

internship Allegheny County District Attorney's Office Pittsburgh, PA (6/1997 – 9/2002)

- Ensure all criminal complaints are returned to the City Magistrate's office for defendant's preliminary hearing
- Accurately calculate mandatory minimum sentences based on defendant's state and federal criminal history
- Educate defendants of eligibility for various programs, make recommendations, and schedule alcohol evaluations
- Schedule hearings and work with various court offices to facilitate proceedings for those hearings

Seminars and Workshops

4/2007, 4/2008, 4/2009, 4/2010, 4/2011 and 4/2012: Completed "Program and Financial Management for Homeless Grantees", facilitated by Housing and Urban Development, Jacksonville, FL

9/2010: Completed: "Anti-Trafficking Training Program", facilitated by The Salvation Army, Atlanta, GA

2/2009 and 3/2012: Completed "Emergency Disaster Services Training", facilitated by The Salvation Army, Atlanta GA

Certifications and Accomplishments

Notary Public for the State of Florida

SSI/SSDI Outreach, Access and Recovery (SOAR) Certification

Recipient, Safe from Harm Level III Recipient, 2011 Kay Freeman Award for "Outstanding Service to the Homeless" Jacksonville, Florida Housing and Urban Development (HUD)

Education

Bachelor of Science, Major: Criminology, Minor: Sociology, Indiana University of Pennsylvania, Indiana, PA 1997

James J. Wayne
2718 E. Grand Reserve Circle #1223
Clearwater, FL 33759
Phone (727) 893-1314 ext 268
Home Phone (727) 812-1292

Financial Management Executive with extensive experience in positions of increasing responsibilities. A full range of experience in Financial Management: Accounts Payable, Accounts Receivable, Operational & Capital Budgeting, Financial Analysis, Policy & Procedures, General Ledger. A proven track record of cost reduction and profit enhancement.

QUALIFICATION

- Knowledge in Medicare reimbursement.
- Development of new departmental reporting for management to effectively manage.
- Completed Pro-Forma for two agencies contemplating Acquisition/ Merger possibilities,
- Decreased Accounts Receivable Net Days by 20% and patient receivable 11,5% in 6 months.
- Hired, Trained, and managed staff ranging in size to 15 employees and operating budgets of up to \$25 million.
- Converted Financial Software Systems.
- Successfully passed audit reviews.

WORK HISTORY

Catholic Charities Diocese of St. Petersburg, Inc. May 2001 - Present

***Chief Financial Officer – Catholic Charities, Diocese of St. Petersburg
January 2015 to Present***

Responsible for executive management, work planning, organizing, directing, coordinating and monitoring all aspects of the financial operations of Catholic Charities and subsidiary corporations. Responsible for the financial preparation and oversight for HUD 202 properties managed by Catholic Charities. Provide financial oversight of all building development projects for the agency. Direct and monitor all financial aspects of grants. Plan, direct, and maintain cash flow which includes major purchases, changes in staffing, special events and other projects as directed. Review financial statements for reasonable content and form. Develop budgets in concert with Divisional Directors for justified spending. Monitor variances from budgets and take appropriate action to verify and correct if necessary. Supervises financing and banking arrangements. Reviews financial matters with the Executive Director. Report financial matters to the Board of Trustees.

***Senior Accountant II – Catholic Charities, Diocese of St. Petersburg
January 2009 to 2015***

Responsible for the preparation of Financial Statements, Operating Plans, Grant Budgeting, and other projects as assigned by the Chief Operating Officer and President. Responsible to attend all Finance Committee meetings. Responsible for coordinating external audits and funder site visits. Complete assigned reconciliations to the General Ledger to include Fixed Assets. Completes all assigned journal entries necessary for the month end closing. Monitor variances from budgets and takes appropriate action to verify and correct if necessary. Supervises financing and banking arrangements. Reviews financial matters with the Chief Operating Officer. Supervises the Accounts Payable position.

***Controller – Catholic Charities, Diocese of St. Petersburg
May 2001 to January 2009***

***Accounting Manager/Hospital Controller, Operation Par, Inc.
March 1999 to May 2001.***

Responsible for the management of the General Ledger, Accounts Receivable, Accounts Payable, and Payroll departments for a \$25 million agency. Full financial responsibility for the hospital division. Responsible for month end and year-end general ledger closings. Responsible for Pro-formas on new grants and programs at the hospital division. Responsible for Fiscal Year budgets, with monthly operation reviews with the Hospital Administrator. Provide financial assistance to the Executive Vice President of Finance.

***Controller, Adult & Child Guidance Center
March 1997 to March 1999***

Full Financial Management responsibility for an Non-Profit Outpatient Counseling Center. Supervise the Accounting, Accounts Receivable, Payroll and Accounts Payable Departments, Prepare all Finance Statements Policy & Procedures and internal and external budgets. Prepared all statements for the Board of Directors including a Financial Plan for the Acquisition of an another Agency (Family Services of San Jose). Completed budgets for Grant programs and monitor our compliance toward these Grants. Experienced in Fund Accounting Statement of Activities. Involved in the oversight of new social work programs. Successfully passed all internal control and financial audits from external audits.

***Controller, Rivendell of Utah
February 1994 to November 1995***

Full Financial Management responsibility for an 80-bed facility. Supervised the Accounting, Business Office, Maintenance and Dietary Departments, Prepared all Financial Statements, Financial Forecasts, Contract Negotiations for expenses and Reimbursements, internal control procedures, Financial Reporting to State & Federal offices. Reduced Operating expenses by

\$30,000 per month through implementing cost reductions by lowering Pharmacy & Dietary Costs, Contract Services Expense, and Travel Expense. Successfully negotiated Reimbursement Contracts with State Agencies, insurance and HMO companies, and Federal Programs. Left to start own Business.

National Medical Enterprises, Santa Monica, California 1989 to 1994

***Chief Financial Officer, Modesto Psychiatric Center,
1993 to 1994***

Full Financial Management responsibility for a 70-bed facility. Supervised the Accounting, Business Office, and Dietary Departments. Prepared all forecasts for new and existing programs for the facility. Responsible for all reserve analysis, internal control of procedures, contract negotiations for expenses and reimbursements and financial reporting to Corporate, State & Federal offices.

Reduced Operating Expenses by \$110,000 per month. Reduced Medicare non-reimbursable expense. Lowered laboratory costs 50%. Control all expenditures for the facility. Decreased Accounts Receivable Net Days 20% and the amount of patient receivable 11.5% in a 6-month period.

OTHER EMPLOYMENT

Corporate Financial Analyst National Medical Enterprises
1992 to 1993

Assistant Chief Financial Officer,
RTC of the Palm Beaches and Lake Hospital of the Palm Beaches
1991 to 1992

General Accountant, Laurel Oaks Hospital, Orlando FL
1989 to 1990

General Accountant, Winter Park Memorial Hospital, Winter Park FL
Non-for Profit Medical Surgical Hospital
1986 to 1989

General Accountant, Westlake Community Hospital,
Melrose Park, IL - Non Profit Medical Surgical Hospital
1980 to 1986

EDUCATION

BS Degree in Accounting, Elmhurst College, Elmhurst Illinois, May 1981



MATCON



THE RING

Janelle Branch

Chief Operating Officer, The Ring Workspaces

MISSION STATEMENT



THE MATCON METHOD AND MISSION

To place people and the environment first.

To efficiently build spaces that inspire, while creating opportunity for our team as well as our community.

To maintain the highest levels of professionalism, accountability, honesty and fairness in all our relationships.

To lead with passion, purpose and performance.

PEOPLE. PASSION. PERFORMANCE.

FIRM DATA



A. **Matcon Construction Services, Inc.**

3023 N Florida Ave.
Tampa, FL 33603

B. **Ownership Structure:** Corporation; Founded in 2002.

C. **Owners:** Derek Mateos, Rudy Mateos, Olga Mateos.

D. Matcon Construction Services, Inc. is a family owned and operated construction management and general contracting firm specializing in commercial construction (both public and private) and development and real estate services. Matcon Construction is also a State Certified DBE contractor (certified by the FDOT) as well as an MBE certified by the City of Tampa, City of Orlando and Hillsborough County. Our business relationships are based on integrity, performance, and client satisfaction. When Matcon undertakes a project, we are determined to satisfy the needs of our clients with absolute professionalism. Matcon is steadfast when it comes to services, quality, and price. All the projects undertaken by Matcon bear the Matcon name and reputation; a reputation that was built by providing and guaranteeing top quality service that our customers can rely on.

Matcon Construction Services, Inc. incorporated in 2002 and has seen prosperous and successful in its 18-year tenure with a host of satisfied and repeat clients. Our construction experience ranges from multi-million-dollar facilities to small renovation projects. Regardless of the size of the project Matcon applies the same degree of professionalism and commitment to excellence to make every job meet or exceed our client's expectations. A large percentage of our business comes from property and business owners who have previously hired our group. Matcon Construction Services, Inc. is a full service general contracting, construction management, design/build and shell contracting firm which offers a complete suite of services for every phase of any construction management project. Our areas of specialization include:

Pre-Construction Services that can deliver cost controls, reduce change orders and help your project to meet scheduling and budget requirements. Our Pre-Construction services specifically include construction budgeting, defining project scope, creating project schedules, completing architectural/engineering services, coordinating/planning with utilities and public works entities, permit applications and expediting, subcontractor bid management including bid analysis and contract negotiations.

Design-Build Services that utilize the pre-construction service strengths to understand the project scope, client needs and develop the project design while still maintaining the project budgetary goals. Matcon has partnered with several design professionals in the past that deliver quality service and value in a timely fashion. Once preliminary design concepts are available, Matcon will immediately commence budgeting and continues to do so during the remaining phases of the design process until full construction drawings are prepared. Matcon fully understands that the design/build method requires a coordinated effort between the design, owner requirements and budgetary concerns while delivering the project in an expedited manner.

Continues on next page



Continued from previous page

Construction Management Services that are handled by seasoned construction professionals that understand the construction requirements and processes for large and small projects. Our construction management services include identifying and selecting only the most reliable and highest quality subcontractors, cost management strategies, active reporting and communications, maintaining updated project schedules, managing subcontractor payments and relationships, active quality control efforts, and frequent site inspections including punch list development.

General Contracting Services that include a full spectrum of site development services including schedule management, ordering and receiving specialty materials, management of skilled trades and subcontractors, code compliance and inspections, site safety and security. This is our core service and where our professionalism shines. When our projects are turned over to the client we are always confident that our client will be satisfied.

Shell Contracting that including self-performing concrete, masonry and framing scopes on select public and private projects. We have worked for many large General Contractors and clients in variety of projects such as water treatment plants, airports, specialty structural projects, site infrastructure projects, bridges, control structures, etc.

Sustainability Services that help enterprise, public-sector and commercial solar customers save money and be more environmentally responsible at the same time. We design and install turn-key systems, tailored specifically for the needs of each customer.

E. **Qualification:** AIA 305 and associated exhibits can be provided upon request. Our financials can be provided under separate cover upon request. Also, our capabilities statement is attached for reference.

F. **Litigation:** Matcon has not and does not have any pending litigation.



YOUR CONSTRUCTION SERVICES PROVIDER



Matcon Construction Services, Inc. provides a broad spectrum of general contracting, construction management and design/build services for the retail, office, hospitality, medical, mixed-use and industrial markets in both the private and public sectors. We know that transitioning a property from a design concept into a finished construction project can be a complex and difficult process. Therefore, the experience and commitment of the "MATCON TEAM" are driven to make the construction process simple. Our involvement in each phase of your construction project lowers construction costs and minimizes the chances of errors.

At Matcon we pride ourselves on superior, timely and cost-effective construction services for any type of project. Give us a call today to learn more about how Matcon can help you with your project.



ABOUT MATCON CONSTRUCTION SERVICES



Matcon Construction Services, Inc. is a family owned and operated Construction Management and General Contracting Group specializing in commercial construction, development and real estate services. Our business relationships are based on integrity, performance, and client satisfaction. When Matcon undertakes a project, we are determined to satisfy the needs of our clients with absolute professionalism. Matcon is steadfast when it comes to services, quality, and price. All the projects undertaken by Matcon bear the Matcon name and reputation; a reputation that was built by providing and guaranteeing top quality service that our customers can rely on.

**DEDICATION
INTEGRITY
PERFORMANCE
HONESTY
SATISFACTION**



OUR SERVICES



Matcon Construction Services, Inc. is a full service general contracting, and design/build firm which offers a complete suite of services for every phase of any construction management project. Our areas of specialization include:

Pre-Construction Services

- Programming/Project Analysis
- Value Engineering
- Design Development/Coordination
- Site Analysis
- Itemized Construction Budgeting
- Permitting Services
- Concrete/Masonry
- Retail
- Tenant Build-outs
- Healthcare
- Office Construction
- Hospitality
- Senior Living
- Industrial
- Public Sector
- Construction Management
- Design/Build
- Solar and Sustainability Solutions
- Concrete Restoration/Waterproofing
- Real Estate Services
- Owner Representation
- Property Management



**MATCON WILL
BE THERE
THROUGHOUT THE
ENTIRE PROJECT
FROM DESIGN
CONCEPT TO THE
FINAL COMPLETION**

WHY MATCON?



VALUE

Price is an important factor. The growing market in the Southeast has only made it more competitive and challenging. At Matcon we are dedicated to providing significant value without sacrificing quality and service. A prospective client always needs to know why they should choose a particular company over another. We believe that our credential, capabilities and reputation qualify Matcon to be a top consideration for most types of construction projects. From small renovations or tenant improvement projects to retail store and shopping center development; we are a highly qualified and reliable partner for general contracting services.

OUR CREDENTIALS

We are a licensed general contractor meaning that our company, and key personnel, have passed a rigorous qualification process that reviews our construction knowledge, company financial strength and formal track record. Additionally, we are pleased to be active members in some of our industries top organizations including Associated Builders

and Contractors, Tampa Bay Builders Association, International Council of Shopping Centers and the National Association of Industrial & Office Properties Association.

OUR CAPABILITIES

Our financial strength is the cornerstone of our firm. However, our superb team of professionals is what makes the real difference. Our personnel are educated and experienced in the various facets of construction and construction management. From site work or high-rise construction to the management of skilled trades or site labor we keep your job in complete control and focus.

OUR REPUTATION

Matcon has established a reputation as a reliable and competent general contracting firm. We have completed hundreds of major projects and enjoy repeat business from numerous clients. We welcome the opportunity to provide testimonials and references to prospective clients. We are confident that you will be impressed when you learn more about Matcon.

**AT MATCON WE UNDERSTAND OUR CLIENTS' NEEDS,
RESPOND TO THEM, AND FOLLOW THROUGH.**



CAPABILITIES STATEMENT





General Contracting Capabilities Statement

Company Overview

Matcon Construction Services, Inc., is a family-owned-and-operated certified general contractor. We are headquartered in Tampa, FL, with additional offices in Orlando, FL and Atlanta, GA. Matcon operates throughout the Southeastern U.S., the Caribbean, and Texas.

Matcon is a full-service, general contracting, construction management and design/build firm offering a complete suite of services for every phase of any construction management project. Our experience includes numerous projects in retail, institutional, federal, multi-family, industrial, educational, and utility sectors. At Matcon, we provide exceptional service, unparalleled value, and a project team capable of meeting your budget, schedule, and expectations.

Primary Services

- Pre-construction/permitting services
- Programming/project analysis
- Value engineering
- Design development/coordination
- Property management/maintenance
- Primary services
- Construction management
- Design/build
- Shell contracting
- Ground-up/renovation
- Tenant improvements

Company Information

- 18 years in business
- 100% minority-owned
- Licensed in the states of Florida, Georgia, Tennessee and South Carolina
- Strong portfolio of commercial and industrial projects
- Our medium size allows us to service the small projects and offer great value to our clients on large ones
- Mandatory safety training for every employee

Diversity Certifications

- DBE (certified through the FDOT) in Florida and GDOT in Georgia
- Hillsborough County and Orange County Minority Business Certification
- State of Florida Minority Business Certification
- City of Tampa and Orlando Minority Business Enterprise Certification
- Members of ICSC, NAIOP, ULI, ABC and ACI



Contact

Derek Mateos, President/CEO | 813-600-5555 X-1004 | derek@matconconstruction.com | www.matconconstruction.com



Concrete Structures

Capabilities Statement

Company Overview

Matcon Construction Services, Inc., is a family-owned-and-operated specialty subcontractor with a CGC license. Our main headquarters in Tampa, FL and we have additional offices in Orlando, FL and Atlanta, GA. Matcon operates throughout the Southeastern U.S. and Texas.

Our **Concrete Structures** division offers a wide range of services , including self-perform demolition, concrete, masonry, shell framing, and strong portfolio of commercial and industrial projects. 18 years of experience has taught us how to produce superior results on-time while providing unparalleled service.

Primary Services

- Structural concrete
- Slab on grade/slab on deck
- Forming systems
- Elevated/cast-in-place walls
- Tilt wall construction
- Masonry subcontracting
- Site concrete/paving
- Foundations
- Dot/civil & roadwork

Project Deliveries

- Integrated project deliveries
- Hard bid
- Design assist
- Budget assist

Company Information

- 18 years in business
- 100% minority-owned
- Licensed in the states of Florida, Georgia, Tennessee and South Carolina
- Strong portfolio of commercial and industrial projects
- Our medium size allows us to service the small projects and offer great value to our clients on large ones
- Mandatory safety training for every employee

Diversity Certifications

- DBE (certified through the FDOT) in Florida and GDOT in Georgia
- Hillsborough County and Orange County Minority Business Certification
- State of Florida Minority Business Certification
- City of Tampa and Orlando Minority Business Enterprise Certification
- Members of ICSC, NAIOP, ULI, ABC and ACI



Contact

Frank Brown, Vice President – Structures Division | 813-470-8029 | frank@matconconstruction.com | www.matconconstruction.com



Solar Solutions

Capabilities Statement

Company Overview

Matcon Construction Services, Inc., is a family-owned-and-operated construction management, general and shell contractor specializing in commercial construction, and specialty subcontracting. Our main headquarters in Tampa, FL and we have additional offices in Orlando, FL and Atlanta, GA. Matcon also operates in the states of Tennessee and South Carolina, and we have completed solar installations in Puerto Rico.

Our **Solar Solutions** division helps enterprise, public-sector and commercial solar customers save money and be more environmentally responsible at the same time with custom solar solutions. We design and install turn-key systems, tailored specifically for the needs of each customer.

Primary Solar Services

- Engineering, Procurement & Construction
- Operations & Maintenance
- Energy Storage Operations & Management
- Financing

Differentiators

- Licensed in the states of Florida, Georgia, Tennessee and South Carolina
- Strong Portfolio of Commercial and Industrial projects
- Our medium size allows us to service the small projects and offer great value to our clients on large ones
- Mandatory safety training for every employee

Diversity Certification

- DBE (Certified through the FDOT) in Florida and GDOT in Georgia
- Hillsborough County and Orange County Minority Business Certification
- State of Florida Minority Business Certification
- City of Tampa and Orlando Minority Business Enterprise Certification
- Members of ICSC, NAIOP, ULI, ABC and ACI

Company Information

- Headquartered in Tampa, FL
- Additional offices in Orlando, FL and Atlanta, GA
- 18 years in business
- 100% Minority Owned



Contact

Derek Mateos, President/CEO | 813-600-5555 X-203 | derek@matconconstruction.com | www.matconconstruction.com



Tilt Wall

Capabilities Statement

Company Overview

Matcon Construction Services, Inc., is a family-owned-and-operated specialty subcontractor with a CGC license. Our main headquarters in Tampa, FL and we have additional offices in Orlando, FL and Atlanta, GA. Matcon operates throughout the Southeastern U.S. and Texas.

Our **Tilt Wall** team is a unit of our concrete division that has built an array of structures, from schools to office buildings, warehouses to central energy plants. Scope sizes range from \$300K to \$15MM. Our mission is to provide the end user with a quality structure, ahead of schedule, that will last a lifetime... and beyond.

Primary Services

- Slab on grade
- High performance finishing
- Tilt wall panel forming
- Panel layout, panel erection
- Panel engineering
- Foundation construction
- Site concrete
- Concrete paving

Project Deliveries

- Integrated project deliveries
- Hard bid
- Design assist
- Budget assist

Company Information

- 18 years in business
- 100% minority-owned
- Licensed in the states of Florida, Georgia, Tennessee and South Carolina
- Strong portfolio of commercial and industrial projects
- Our medium size allows us to service the small projects and offer great value to our clients on large ones
- Mandatory safety training for every employee

Diversity Certifications

- DBE (certified through the FDOT) in Florida and GDOT in Georgia
- Hillsborough County and Orange County Minority Business Certification
- State of Florida Minority Business Certification
- City of Tampa and Orlando Minority Business Enterprise Certification
- Members of ICSC, NAIOP, ULI, ABC and ACI



Contact

Frank Brown, Vice President – Structures Division | 813-470-8029 | frank@matconconstruction.com | www.matconconstruction.com



Concrete Restoration Capabilities Statement

Company Overview

Matcon Construction Services, Inc., is a family-owned-and-operated specialty subcontractor with a CGC license. Our main headquarters in Tampa, FL and we have additional offices in Orlando, FL and Atlanta, GA. Matcon operates throughout the Southeastern U.S. and Texas.

Our **Concrete Restoration** division provides a wide range of concrete repair, masonry repair and waterproofing services including building restoration, new construction, and DoT/ Parking Structures.

Primary Services

- Concrete Repair
- Expansion Joints
- Sealant Replacement
- Masonry Repair
- Carbon Fiber
- Waterproof Coatings

Project Deliveries

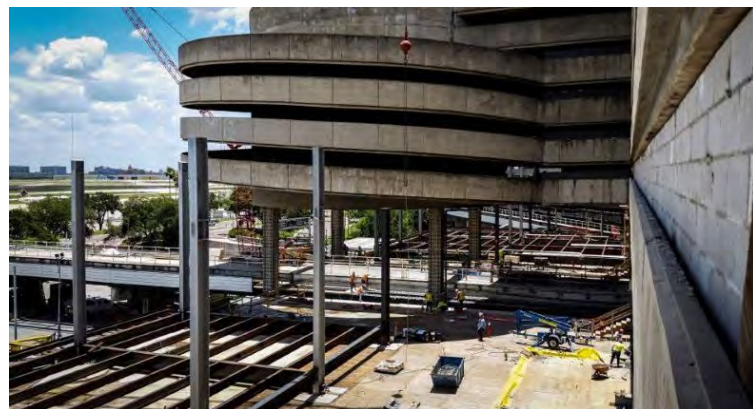
- Integrated project deliveries
- Hard bid
- Design assist
- Budget assist

Company Information

- 18 years in business
- 100% minority-owned
- Licensed in the states of Florida, Georgia, Tennessee and South Carolina
- Strong portfolio of commercial and industrial projects
- Our medium size allows us to service the small projects and offer great value to our clients on large ones
- Mandatory safety training for every employee

Diversity Certifications

- DBE (certified through the FDOT) in Florida and GDOT in Georgia
- Hillsborough County and Orange County Minority Business Certification
- State of Florida Minority Business Certification
- City of Tampa and Orlando Minority Business Enterprise Certification
- Members of ICSC, NAIOP, ULI, ABC and ACI



Contact

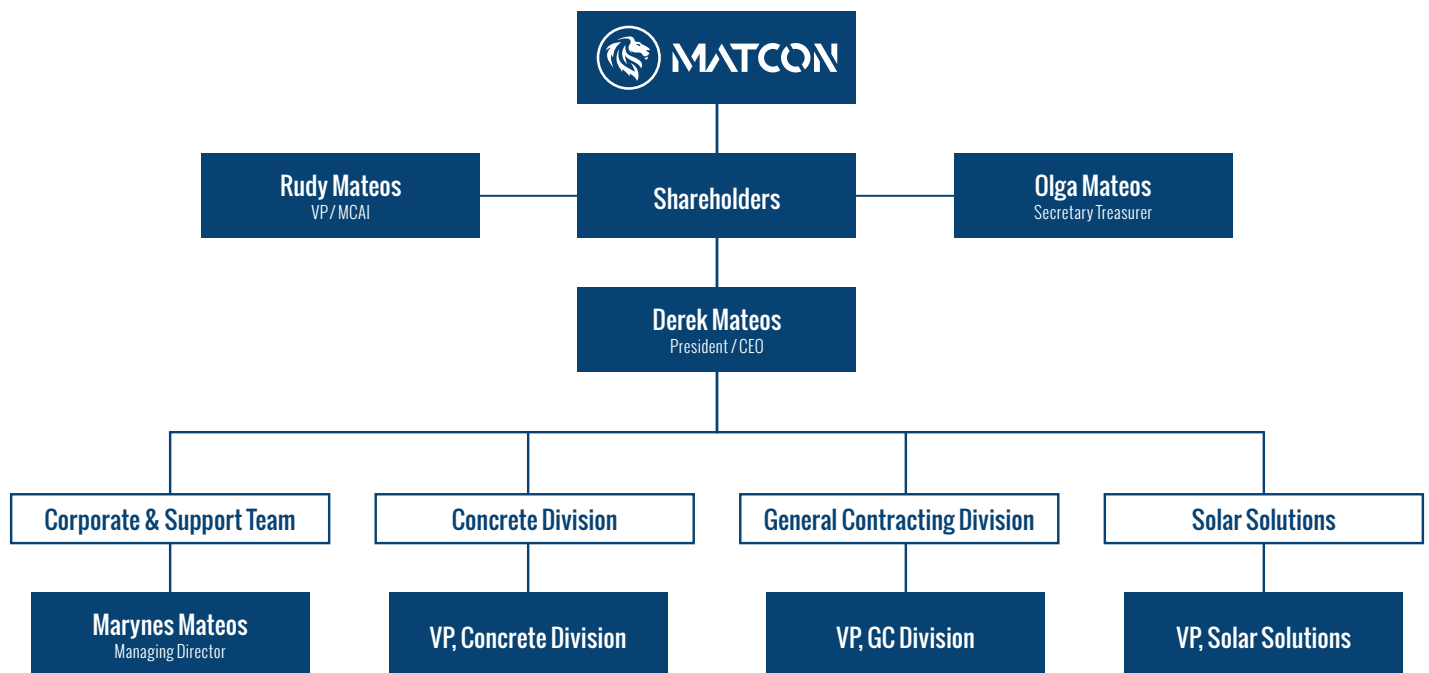
Adam Boudreaux, PhD, Senior Construction Manager | 727-772-3168 | adam@matconconstruction.com | www.matconconstruction.com



ORGANIZATIONAL STRUCTURE & MANAGEMENT TEAM



COMPANY ORGANIZATION





DEREK MATEOS

President | CEO



CONTACT

- 813-600-5555 x 203
- 3023 N. Florida Ave., Tampa, FL 33603
- derek@matconconstruction.com
- Derek Mateos

EDUCATION

- Florida State Certified General Contractor
CGC1515481
- Florida State Licensed Real Estate Broker
BK 3035885
- Florida State Licensed Home Inspector
HI 5825
- Hillsborough Community College
Architectural design and construction technology
- USF – School Of Architecture And Design
Master's Program
- University of South Florida, Tampa, FL
Bachelor of Arts, GIS
- Naiop Certificate Of Advanced Commercial
Real Estate Development

EXPERIENCE

- 1998 – Present**
President & CEO Matcon Construction Services, Inc.
Commercial Construction, Specialty Contracting and Real Estate Development
Business Operations
Oversee Departments (Marketing, Estimating, Procurement, Contract Administration, Project Management, Etc.)
Responsible for "Projects Leads" and Sales
Financial Management/Analysis
Member Of ABC, ULI, NAIOP and ICSC

PROFILE

Derek Mateos is a graduate of the University of South Florida, a licensed general contractor in the state of Florida as well as a licensed real estate sales broker. He has been involved in the construction industry since his youth and has pursued his career in real estate development and building construction. He achieved his Florida contractor's license in 2001 and proceeded to form Matcon Construction Services, Inc. with his father, Rudy Mateos. Matcon has flourished under his guidance and has achieved great success in the commercial construction sector, shell contracting, and construction management. It has seen many satisfied and repeat clients as a result of timely execution, cost-effective delivery, impeccable quality control and excellent customer service.

His professional career began with a position as a project manager within a real estate development group. His responsibilities included the procurement and management of the entire development process, including the architects, engineers, jurisdictional authorities, surveyors, legal counsel, general contractors, site work contractors and many others. He has been involved in many large commercial development projects – including clients such as Publix supermarkets, Walgreen's and CVS – multi-family projects and several others. In twelve years he had managed in excess of 180 million dollars of projects and delivered them all on-time and on-budget.

He continues his involvement in the real estate sector and is determined keep Matcon clients satisfied with its pursuit of excellence. With a highly qualified staff, effective procedures and quality control, Matcon will continue to serve well into the future.

RECOGNITION & ACCOMPLISHMENTS

- 2021 Tampa Bay Chamber Minority Business Accelerator Chair
- 2020 The Hispanic Chamber of Commerce of Tampa Bay Prestigio Hispano (Hispanic Prestige) Award
- 2020 Fast 50 Tampa Growing Companies #10
- 2019 Greater Tampa Chamber of Commerce Small Business of the Year Finalist (51–100 Employees)
- 2019 Florida Fast 100 Growing Companies #26
- 2019 Top 50 Tampa Bay Business Journal Contractors #47
- 2019 Top 25 Tampa Bay Business Minority Companies #20
- 2019 Top 500 Companies Business Observer By Revenue #335
- 2019 Top 500 Companies Business Observer By Growth #39

COMMUNITY INVOLVEMENT

- CEO Council of Tampa Bay Diversity and Inclusion Chairmain
- USF College of Arts and Sciences Dean's Advisory Board Member
- Tampa Chamber Minority Business Accelerator Program Advisor
- ABC (American Builders and Contractors) Leader's Panel Speaker
- USF Institute for the Study of Latin America and Caribbean Advisory Board Member And Scholarship Sponsor
- CEO in Schools Initiative Member and Great American Teach-In Participant
- Metropolitan Ministries Holiday Tent Constructor
- 2019 Leadership Tampa Nominee



RODOLFO MATEOS

Vice President



CONTACT

- 813-600-5555
- 3023 N. Florida Ave., Tampa, FL 33603
- rudy@matconconstruction.com
- Rodolfo Mateos

SKILLS

- Negotiating and Influencing skills
- Ability to balance strategic with operational issues
- Personal integrity and high ethical standards
- Strong communication skills
- Developing strong networks and partnerships

EXPERIENCE

2002 – Present

Vice President, Matcon Construction Services, Inc.

Specialized in commercial remodeling as well as commercial build-outs

Provide concise project reporting and accountability.

Bid solicitation / review and negotiation, estimating, budgeting, payment requests, change tracking and overall project management from start to finish.

Manage the construction and day-to-day activities for projects. Responsibilities included daily inspections for safety, subcontractor coordination, jurisdictional inspection coordination, coordination with the project manager, architect and owner.

Train and supervise work crews in commercial and residential remodeling and new construction projects.

PROFILE

Rudy Mateos has been in the construction business since 1983. He has extensive experience with both commercial and residential projects. Currently he is the vice president of Matcon Construction Services in Tampa, Florida, which specializes in commercial construction, pre-development, real estate services/maintenance and specialty sub-contracting. Rudy will assist in the day-to-day activities and coordinate the implementation of our safety program on site. Rudy has extensive experience in all aspects of the field. His attention to detail, excellent communication skills and client rapport have proven to be an asset in all his supervised projects.

PARTIAL DEVELOPMENT & CONSTRUCTION PROJECT LIST

Ovation Town Center Water Treatment Plant

This project was completed utilizing the design-build delivery method which combined the efforts of the developer, Armstrong Development Properties, Inc., the design builder, Matcon Construction Services, Inc., the well driller, Allied Drilling and the design consultant, IPD Services. The project was delivered on time and on budget for a total of \$1,422,400.

Northlake Village Publix Façade Renovation

This project consisted of two phases (the Publix façade renovation) and the inline shops façade renovations. Most of the work was completed at night and on an expedited schedule to minimize contact with the 18 active tenants. Also, two interior buildouts were completed during the two phase for a Rue 21 tenant and Hallmark store. The projects were delivered on time for a total \$1,919,000 with less than 2% in change orders.

Plantation Pointe Renovation

This consisted of the exterior renovation of a 95,000 SF Shopping center with misc. interior tenant improvements. The center was fully leased and most the of work was expedited and at night. The project was delivered for a total of \$1,322,900.

Lake Worth Plaza Exterior Renovations

This project was a large building demo of an old Winn Dixie shell and reconstruction of a new shell/façade and subsequent site improvements. After the shell was complete, three interior build-outs were then performed for Fallas National Stores, Save-A-Lot grocery and Rainbow Fashions Retailers. The shell and tenant projects were completed on time for a total of \$3,075,000.

Aarons Office Building

This project consisted of the new construction of a 4000 sf two story office building and associated on-site and off-site civil work. Matcon was able to coordinate the requirements of the owner along with the three separate tenants to construct the building and design/build the interior renovations to meet their individual needs. The project was delivered on time and for a cost of \$840,000.



MARYNES MATEOS

Managing Director



CONTACT

- 813-600-5555
- 3023 N. Florida Ave., Tampa, FL 33603
- marynes@matconconstruction.com
- Marynes Mateos

EDUCATION

University of South Florida, Tampa
Bachelor Degree, Finance

SKILLS

- Business Management
- Visionary Leadership
- Decision Making
- Ability to Motivate a Workforce
- Communication and Negotiation
- Planning and Forecasting

PROFILE

Marynes is responsible for managing the direction of the company working closely with division leaders looking for opportunities to increase efficiencies and speed up processes across the business. In the past 15 years Marynes has held various leadership roles in the banking industry managing complex treasury management for corporate clients.

ROLES

- Develop and execute the company's business strategies
- Plan, organize, and control the activities and actions of the accounting, HR department, estimating and sales divisions
- Contribute to the development of employees
- Prepare and implement comprehensive business plans to facilitate achievement by planning cost-effective operations and market development activities
- Ensure company policies and legal guidelines are communicated all the way from the top down in the company and that they are followed all the times
- Develop, analyze, and update the company's salary budget
- Develop, revise, and recommend personnel policies and procedures



ADAM BOUDREAUX

Senior Construction Manager



CONTACT

☎ 813-599-4239
🏠 3023 N. Florida Ave., Tampa, FL 33603
✉ adam@matconconstruction.com
🌐 drboudreaux

EDUCATION

University of Florida

Doctor of Philosophy (PhD)
Leadership & Non-Profit/Public/Organizational
Management

Baker College Center for Graduate Studies

Master of Business Administration (MBA)
Organizational Leadership

University of Phoenix

Bachelor of Science (BS)
Business Management & Leadership

EXPERIENCE

2020 - Present

Senior Construction Manager
Matcon Construction Company

2019 - 2020

President
3D Solar

2017 - 2019

VP
Foresight Construction Group Inc

2007 - 2017

Facilities Director,
University of Florida, IFAS

PROFILE

Drawing on 20+ years of experience in the construction industry, Adam provides leadership and direction for PreCon department, Construction Management / General Contracting division, Solar division, and Concrete Restoration / Waterproofing division. Partners with Structural Concrete division as available to grow market share and develop projects. Provides executive leadership company-wide, working with clients and partners to develop synergies, strategies, and approaches to meet needs as they present. Serves as member of executive team, and provides leadership development internally to employees and team members, investing in internal assets to increase overall customer satisfaction.

PARTIAL DEVELOPMENT & CONSTRUCTION PROJECT LIST

Hillsborough County Public Schools

Referendum HVAC Project (Walker Middle & Lowry Elementary)*

Lennard Cafeteria Dining & Canopy*

Continuing Services contract for Construction Management Services*

Pinellas County School Board

Continuing Services contract for Construction Management Services*

Marion County Public Schools

Continuing Services contract for Construction Management Services*

Hillsborough County Sheriff's Office

Pinebrooke Shooting Range and Training Facility (New construction)*

Moffitt Cancer Center

McKinley Child Development Center (New Construction)*

University of South Florida

Continuing Services contract for Minor Projects*

University of Florida

Continuing Services contract for Construction Management Services*

Continuing Services contract for Minor Projects*

Tigert Hall Administration Building renovations

Southwest Florida REC Graduate Residence (New Construction)

Frazier Rogers Hall Institute for Global Food Systems Renovations

Straughn Center for Leadership Development (New Construction, LEED Gold Certified)

Norman Hall Rehabilitation and College of Education Addition

Institutes of Black and Hispanic-Latino Cultures (New Construction, LEED Gold Certified)

UF Health / Shands Hospital

Renovated the 6th Floor for patient rooms



CERTIFICATIONS

- 30-Hour Occupational Safety and health Administration (OSHA) Certification
- First Aid Certified, Red Cross
- US Army Corps of Engineers Construction Quality Management Certification (CQMC)
- Infection Control Risk Assessment (IRCA) Certified, ECRI
- Certified Facilitator & Trainer, University of Florida
- Six Sigma Blackbelt Certified, CSSC

* Experience with a previous firm



BECK DANIEL

Managing Director, Development Services



CONTACT

- 813-599-4239
- 3023 N. Florida Ave., Tampa, FL 33603
- beck@matconconstruction.com
- linkedin.com/in/tbeckwithdaniel

EDUCATION

The University of Miami School of Business Administration

M.B.A. with dual focus in Real Estate & International Business

B.A. in Business Management, Minor: Economics

EXPERIENCE

2011 - 2019

Executive Vice President
BTI Partners, Fort Lauderdale/Tampa, FL

2009 - 2011

Senior Real Estate Finance Analyst
Southstar Development Partners,
Coral Gables, FL

2009 - 2011

Assistant Project Manager, Construction Manager,
Project Engineer
The Related Group, Miami, FL

PROFILE

Beck Daniel has held senior and executive-level roles for regional and national development companies, leading oversight of finance, acquisitions, dispositions, project management, construction and design. He has acquired and developed across multiple asset types, ranging from raw land to pedestal high-rise, core to opportunistic, and market-fee simple to off-market assumption of defaulted notes. Beck has an MBA in real estate and international business from the University of Miami and is a member of ULI, CCIM, and REIC, and serves as a speaker and panelist for Bisnow.

QUALIFICATIONS

- Licensed Florida Real Estate Agent
- 2011 – 2017 Lead state of Florida in land and lot acquisitions and entitlements
- M.B.A. with 15+ years of experience in real estate analysis, finance, deal negotiation, strategic planning & organizational leadership across diverse real estate asset categories
- Named one of region's "Ten People to Watch in 2017" by the Tampa Bay Times
- Executive-level expertise acquiring, planning & managing large scale opportunities in excess of 21,000 lots/units and \$1.8 billion in sales
- Executive level experience in master-planned communities as well as infill mixed-use and MF highrise
- Regional executive in charge of P&L & business development, as well as CRE & investment activities

PROFESSIONAL DEVELOPMENT AND AFFILIATIONS

- Kahr Real Estate Group, Certificate in Excel Modeling for Real Estate Analysis, NYC (2009)
- Urban Land Institute, member, 2007 – present
- Licensed Real Estate Agent, Florida



FRANK BROWN II

Operations Manager, Concrete Division



CONTACT

- 813-470-8029
- 3023 N. Florida Ave., Tampa, FL 33603
- frank@matconconstruction.com
- Frank Brown II

EDUCATION

Florida Gulf Coast University
Bachelor of Science, Biology
NHS, Division II Basketball Captain

College of Central Florida
Associate in Arts, Biology
NHS, Division II Basketball Captain

CERTIFICATIONS

- OSHA 10
- OSHA 30
- Rough Terrain Forklift
- Awp
- Earthmoving
- Fall Protection
- PFAS
- Rigging
- Scaffolding
- Signaling

PROFILE

Frank has over 10 years of construction experience of which he puts into action every day. His efforts have led to the success of many projects and satisfied customers.

PROFESSIONAL EXPERIENCE

Superintendent / Project Manager at Matcon Construction Services

June 2013 - Current
Tampa, FL

- Scheduling
- Material Take-off
- QA/QC
- RFI - ASI - PCO
- daily reports and communication
- site safety

Superintendent at Dixie Concrete and Masonry

- May 2010 - June 2013
- Crystal River, FL
- Preconstruction Activities
- Estimating
- AIA Billing
- Scheduling
- Material Take-Off
- QA / QC
- RFI - ASI - PCO
- Daily Reports and Communication
- Site Safety

PARTIAL DEVELOPMENT & CONSTRUCTION PROJECT LIST

Crystal River 3 Gas Plant

Cip Concrete / Post Tention / Masonry

Bay Pines Psychiatric Ward

10 Story CMU With Elevated Concrete Deck Flooring System

Crystal River High School

Vertical Addition and New Tilt-Up Multistory Classrooms

Daytona State College

1,000,000+ Modular Brick Consisting of Dormitories

Tampa International Airport

1,300+ Yards of Interior / Exterior CIP, Sod, Column Wraps

Haines City Water Treatment Plant

CIP and SOG Water Ionization Plant



AMR KHADER

Pre-Construction Manager



CONTACT

- 813-600-5555
- 3023 N. Florida Ave., Tampa, FL 33603
- amr@matconconstruction.com
- AMR-KHADER-2905B7B6

EDUCATION

- MS Civil Engineering**
Florida Institute of Technology
- BS Civil Engineering**
Florida Institute of Technology

EXPERIENCE

- 2018 - 2019**
Johnson-Laux Construction (LLC)
Estimator

PROFILE

Amr Khader comes to us with an impressive pedigree from the Florida Institute of Technology and a master's degree in Civil Engineering with a special focus on Construction Management. As your Estimator, Amr is responsible for schedule preparation, pre-planning and resource forecasting for engineering and other technical activities relating to the project. A significant consideration of the Mr. Khader's contribution involves the safety considerations of your project. He works tirelessly to minimize the risks associated with engineering projects, acting as a coordinating figure, dealing with stakeholders across all areas of the project. Amr is adept at interpreting the needs, expectations, and limitations of each, bringing them together with the aim of successful project delivery..

PARTIAL DEVELOPMENT & CONSTRUCTION PROJECT LIST

- Orange County - Cassidy Building - Code Enforcement
- Sheltair Hangar No. 3
- ALDI - Casselberry, FL
- Valencia College - West Campus (Communications Lab)
- Windermere High School - New Century Building
- Hilton Grand Vacation - Seaworld Building 3 & 4
- Nemours Clinic - Vero Beach, FL
- Advent Health - Waterford Lakes
- Sheltair Jet Center FBO 2nd Floor TBO
- Signature Canopy - TPA

CERTIFICATIONS

- 30-hour occupational safety and health administration (OSHA) certification



JASON MOZO

Safety Director



CONTACT

- 813-600-5555
- 3023 N. Florida Ave., Tampa, FL 33603
- jason@matconconstruction.com
- jason-b-mozo-j-d-30b5073a

EDUCATION

Arizona State University, Tempe AZ

Bachelor of Interdisciplinary Studies with Concentrations in Business and Recreational Management

Barry University

Dwayne O. Andreas School of Law, Orlando, FL
Juris Doctor

EXPERIENCE

August 2020 - Present

Director of Safety at Matcon Construction Services, Inc (Tampa, FL)

December 2018 - April 2020

NE Region Safety Program Manager at HD Supply Construction & Industrial - White Cap (New York City, NY)

September 2012 - November 2018

Regional Safety Training & Compliance Specialist at United Rentals, Inc - Trench Safety Division (Tampa, FL & New Jersey/NYC)

January 2011 - September 2012

Owner/President at JBM Safety Solutions, Inc. (Tampa, FL)

July 2006 - January 2011

Safety Training Manager at Florida Lift Systems, Inc. (Tampa, FL)

PROFILE

Jason brings over 14 years experience as a Safety Professional. He is a graduate from Barry University School of Law where he earned his Juris Doctor Degree. While in Law School, Jason wrote an article titled "Orthostatic Intolerance Injuries - Workers Compensation and OSHA Considerations" which was published in The Florida Bar, News & 440 Report. He is considered by many of his peers to be an expert when it comes to Safety and OSHA Law. Jason earned his Bachelor Degree in Interdisciplinary Studies at Arizona State University.

In his career, Jason has assisted in the development of Safety Trainings & Programs for many companies, including but not limited to Honeywell, Nestle, Red Bull, Lockheed Martin, Tropicana, Budweiser, United Rentals. He has been a guest speaker at numerous Safety Conventions and Conferences throughout the United States as well as a guest Professor at the University of Florida, Florida International University and Auburn University teaching OSHA standards, Safety and best practices in the workplace for their undergraduate and graduate programs. He has also been a member of the Safety Committee for multiple organizations such as Associated Builders & Contractors (ABC), Suncoast Utilities Contractor Association (SUCA) and American Society of Safety Professionals (ASSP). Safety is not just a passion of Jason's, it is his calling.

CERTIFICATIONS

OSHA Authorized OSHA Outreach Instructor

- OSHA 500 - Authorized OSHA Outreach Instructor Construction Industry
- OSHA 501 - Authorized OSHA Outreach Instructor General Industry
- Certified Forklift Instructor
- Certified Aerial Work Platform Instructor
- Certified CPR/First Aid/AED Instructor



ANA ESCOBAR

Director of Talent Development



CONTACT

- 813-600-5555 X1000
- 3023 N. Florida Ave., Tampa, FL 33603
- ana@matconconstruction.com
- ana-escobar-b83102a7

EDUCATION

South University Online

BA in Business Administration with a concentration in Human Resources

Chamberlain High School

High School Diploma

EXPERIENCE

July 2019-August 2020

Fieldstone Landscape Services Director Talent & Development / HR Manager

April 2018-July 2019

Metlife Billing Account Representative

2016-2018

EF&I Payroll & Benefits

2015-2016

Shiftgig Account Manager

2012-2015

Labor Ready/ TrueBlue Senior Recruiter

PROFILE

Ana is responsible for managing Matcon's efforts to attract, train, and keep the best employees. She is focused on designing and implementing programs for performance management, leadership development, employee assessment, and succession planning. In the past 10 years Ana has held various roles in staffing and agriculture industries managing HR departments and full talent management cycles.

SKILLS

- Talent Acquisition
- Employee Relations
- Talent Development
- Policy Implementation
- HRIS Systems

ROLES

- Talent Development
- Recruitment
- Implement policies and procedures
- Streamline and automate processes
- Maintain personnel files
- Process Payroll

CERTIFICATIONS

- SHRM-SCP (December 2020)





SURETY LETTER





NIELSON, WOJTOWICZ, NEU & ASSOCIATES
A NIELSON HOOVER GROUP COMPANY

October 12, 2020

Re: **Matcon Construction Services, Inc.**

To Whom It May Concern:

This is to advise you that our office has provided Bid, Performance, and Payment bonds for **Matcon Construction Services, Inc.** for over two years. Their surety is **The Gray Insurance Company** which carries an A.M. Best Rating of **A- VIII**, and it is listed in the Department of Treasury's Federal Register.

Based upon normal and standard underwriting criteria at the time of the request, **The Gray Insurance Company**, should be in a position to provide **Matcon Construction Services, Inc.** Performance and Payment Bonds for the single projects in the amount of **\$10,000,000.00** and aggregate support in the amount of **\$20,000,000.00**. We reserve the right to review final contractual documents, bond forms and obtain satisfactory evidence of funding prior to final commitment to issue bonds.

Matcon Construction Services, Inc. is an excellent contractor and we hold them in highest regard. We feel extremely confident in our contractor and encourage you to offer them an opportunity to execute any upcoming projects.

Please be advised that this letter is not pre-qualifying the client for Subcontractor Default Insurance. We accept no responsibility whatsoever as the qualifying requirements of this client for the underwriting of Subcontractor Default Insurance. This letter is not an assumption of liability, nor is it a bid or performance and payment bond. It is issued only as a bonding reference requested by our respected client.

If you should have any questions, please do not hesitate to give me a call.

Sincerely,

Kevin Wojtowicz
Licensed Agent
KRW/sjc

1000 Central Avenue
Suite 200
St. Petersburg, FL 33705
P: 727.209.1803
F: 727.209.1335

www.nielsonhoyer.com

UNIMAT UNCOMROMISING: TIMELY EFFECTIVE NIELSON HOOVER & COMPANY, INC. SURETY SOLUTIONS THAT MAKE A DIFFERENCE



INSURANCE CERTIFICATE





Client#: 2173764		73MATCOCON		DATE (MM/DD/YYYY) 2/11/2020	
ACORD™ CERTIFICATE OF LIABILITY INSURANCE					
<small>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.</small>					
<small>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 any rights to the certificate holder in lieu of such endorsement(s).</small>					
PRODUCER McGriff Insurance Services 9040 Town Center Pkwy. Ste 200 Lakewood Ranch, FL 34202 941 748-1431			CONTACT NAME: Lisa Stubbe		
			PHONE (A/C, No, Ext): 941 748-1431 FAX (A/C, No): 866-242-0807 E-MAIL ADDRESS: lstubbe@mcgriffinsurance.com		
INSURED Matcon Construction Services, Inc. 3023 N Florida Avenue Tampa, FL 33603			INSURER(S) AFFORDING COVERAGE		NAIC #
			INSURER A : Valley Forge Insurance Company		20508
			INSURER B : Continental Insurance Company		35289
			INSURER C : American Casualty Co of Reading PA		20427
			INSURER D :		
			INSURER E :		
COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:					
<small>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.</small>					
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)
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:		6079663235	02/11/2020	02/11/2021
C	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		6079663249	02/11/2020	02/11/2021
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED. <input checked="" type="checkbox"/> RETENTION \$10,000		6079663283	02/11/2020	02/11/2021
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below					
A	Leased/Rented Equip Owned Equip Deductible		6079663235 6079663235 6079663235	02/11/2020 02/11/2020 02/11/2020	02/11/2021 02/11/2021 02/11/2021
LIMITS					
				EACH OCCURRENCE	\$ 1,000,000
				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
				MED EXP (Any one person)	\$ 150,000
				PERSONAL & ADV INJURY	\$ 1,000,000
				GENERAL AGGREGATE	\$ 2,000,000
				PRODUCTS - COMP/OP AGG	\$ 2,000,000
					\$
				COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
				BODILY INJURY (Per person)	\$
				BODILY INJURY (Per accident)	\$
				PROPERTY DAMAGE (Per accident)	\$
					\$
				EACH OCCURRENCE	\$ 10,000,000
				AGGREGATE	\$ 10,000,000
					\$
				PER STATUTE	OTH-ER
				E.L. EACH ACCIDENT	\$
				E.L. DISEASE - EA EMPLOYEE	\$
				E.L. DISEASE - POLICY LIMIT	\$
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)					
CERTIFICATE HOLDER			CANCELLATION		
AAA Global Investment LLC and Crefdi Realty Advisors LLC 380 N. Old Woodward Ave, Suite 120 Birmingham, MI 48009			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 AUAAT.		
© 1988-2015 ACORD CORPORATION. All rights reserved.					
ACORD 25 (2016/03) 1 of 1 The ACORD name and logo are registered marks of ACORD 8LS					
#S25181741/M25181454					



CERTIFICATIONS, AWARDS & REFERENCES



AWARDS AND CERTIFICATIONS



CERTIFICATIONS

- Board of Hillsborough County Commissioners Minority Business Certification
- Central & North Florida Minority Supplier Development Council Minority Enterprise Certification
- City of Tampa WMBE Certification
- Florida Department of Transportation Disadvantaged Business Enterprise
- Hillsborough County Public Schools Office of Supplier Diversity Certification
- State of Florida General Contractors License
- State of Florida Office of Supplier Diversity WMBE Certification

AWARDS

- Business Observer Top 500 Companies – 2014, 2015, 2016, 2017, 2018, 2019, 2020
- Business Observer Top 500 Contractors – 2017
- Tampa Bay Business Journal Fast 50 – 2015, 2016
- Tampa Bay Business Journal Florida Fast 100 Fastest Growing Companies – 2016
- Tampa Bay Business Journal Top 25 Hispanic Owned Business – 2014, 2015, 2016, 2017, 2018, 2019, 2020
- Tampa Bay Business Journal Top 25 Minority Owned Business – 2015, 2016, 2017, 2018, 2019, 2020
- USF Fast 56 – 2014, 2015, 2016, 2017, 2018, 2019, 2020





State of Florida

Minority Business Certification

Matcon Construction Services, Inc.

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

09/11/2019 to 09/11/2021

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



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



Office of Supplier Diversity

Certificate of Registration

Matcon Construction Services Inc.

Is registered with Hillsborough County Public Schools Office of Supplier Diversity as a SBE/W/MBE

Registration Expiration: 03/19/2021

Eric J. Graham

Eric J. Graham
Supplier Diversity Officer

ADDITIONAL REFERENCES

**Bob Bertig**

Contract Manager
Teco Services, Inc.
702 N. Franklin St.
Tampa, FL 33602
Mobile: (727) 267-0819

**Guillermo E. Zegri, PE**

Project Manager, Construction
Kimco Realty
(305) 989-9208
(727) 608-2252
Mobile: (954) 815-8239
gzegri@KimcoRealty.com

**Richard Cueroni**

Construction Project Manager
Tampa International Airport
Office: (813) 676-4340
Mobile: (813) 334-3863
rcueroni@TampaAirport.com

**Jennifer Annan**

Associate Project Manager
WDW Facility Asset Management
Mobile: (407) 415-1557
Jennifer.L.Annan@Disney.com

**Edmon Rakipi**

Head Of Strategy
Opp Zone Capital, LLC
600 Cleveland St., Suite 313
Clearwater, FL 33755
Office: (727) 777-5115
Mobile: (727) 729-0292
edmon@Oppzone-Capital.com

**Stephen F. Trommsdorff**

Sr. Construction Project Manager
Weingarten Realty
2720 East Colonial Dr.
Orlando, FL 32803
Office: (407) 563-1125
Mobile: (407) 324-6084
Strommsdorff@Weingarten.com

**Nick Sanfilippo**

Senior Vice President, Project
Management
Franklin Street
3384 Peachtree Rd. Northeast,
Suite 650
Atlanta, GA 30326
Direct: (404) 649-6277
Office: (404) 832-1250 X 0443
Mobile: (770) 378-8248
FAX: (404) 842-1755
nick.sanfilippo@FranklinSt.com

**Avril Stinson**

Director, Minority Business
Accelerator & Economic Inclusion
Tampa Bay Chamber
201 North Franklin St., Suite 201
Tampa, FL 33602
Office: (813) 276-9408

**Lakendria Robinson**

Tampa Bay Super Bowl LV Host
Committee Director, Business Connect
& Community Outreach
201 North Franklin Street, Suite 2900
Tampa, FL 33602
Office: (813) 218-3323
linkedin.com/ln/Lakendriarobinson

**Steve Burks**

sburks@sixty-west.com
Mobile: (407) 230-856



5E. COMMUNITY ENGAGEMENT

Community Engagement/Minority Involvement will include holding community meetings at St. Joseph Catholic Church in West Tampa. Our process to keep the community informed will include a site sign of "Coming Soon" with a rendering and approximate start date. The sign will have a website address where we will set up a dedicated website providing details.

Other projects Catholic Charities has completed in the general project area of West Tampa include:

- Kings Arms, 84 units
4125 North Lincoln Avenue
- Kings Manor, 99 units
2946 W. Columbus Drive
- San Lorenzo Terrace, 80 units
4815 North MacDill Avenue
- San Lorenzo Terrace II, 68 units
4820 North Gomez Avenue
- Riviera Manor, 28 units
6603 North Riviera Manor Drive

Catholic Charities has ongoing collaborative and referral agreements in the Tampa area with the organizations listed below.

- Centre for Women (The)
- Coalition for the Homeless for Pasco County
- Connections Job Development Corp.
- Crosswind Church (Food Pantry)
- DACCO
- Daystar Life Center
- Department of Health -
- Directions for Mental Health, Inc.
- Di's Imani, Inc.
- District School Board of Pasco County
- Dress for Success
- Family Caregiver Support Program
- Florida Department of Health
- Florida Department of Health
- Florida Primary Care Centers Tampa and Pinellas
- Francis House, Inc.

- GiGi's Playhouse Tampa
- Gulf Coast Community Care
- HCA Healthcare Northside
- Healthy Families Pasco
- Healthy Start abc Program
- Hillsborough County Public School District
- Layla's Housing
- Love Inc.
- Mission Santa Maria
- Positive Spin
- Rural Social Services Partnership, Inc.
- Staywell Health Clinic
- Tampa Hillsborough Action Plan (THAP)

Catholic Charities Housing, Inc. (CCH), Catholic Charities Community Development Corporation, Inc. (CCCDC) and its parent corporation, Catholic Charities, Diocese of St. Petersburg, Inc. (CCDOSP) have provided strategic alliances, advocacy and a broad array of social services designed to provide support, preserve families, promote self-sufficiency and social justice since 1945. Catholic Charities began developing housing in 1997 with Christopher Center, which serves low-income, HIV patients. Catholic Charities and its subsidiaries has emerged as one of the region's most successful social service providers for special need populations by managing 1,864 units within the five-county area of the Diocese of St. Petersburg. CCDOSP and its subsidiaries own 809 of those units and have developed 1055 of those units since 1997. Catholic Charities and its subsidiaries have substantial housing experience with the following: funding acquisition, land acquisition, securing of land use and zoning, management of architectural services and permitting, bidding, post-bid value engineering, construction management, lease-up in accordance with income eligibility rules, outreach and management of permanent supportive housing. CCH, CCDOSP and CCCDC work to transform lives. These organizations consider housing a critical component in creating a stable living situation and provide Case Management assistance for the arduous task ahead for those individuals and families rebuilding their lives. The agency's long history of serving homeless individuals goes back to its founding years with some of the first federal funds awarded for the benefit of stranded refugees who essentially were homeless.

Catholic Charities has provided a broad array of social services designed to support and preserve families and promote self-sufficiency and social justice. Today these services include immigration services, family support, adoption services, pregnancy and parenting support, free and charitable clinics, homeless shelter services, transitional housing, permanent supportive housing, including both project-based and scattered site, elderly and farm worker family housing, HIV/AIDS housing, affordable permanent housing, case management, housing counseling, budgeting classes, life skills classes, workforce development, and other services to support families moving into housing and to improve life skills to support their ability to retain housing. More than three decades of experience is directly related to providing qualified clients with rent and mortgage

assistance services, developing relationships with landlords, and helping to stabilize individuals and families in permanent housing.

Our team of professionals will include a minority general contractor and possibility other 3rd party professionals i, e Engineers, Landscape architect or subcontractors. Our proposed Affordable Housing community will have 4 full time employees. We commit to hiring at least 2 minorities through our Shell Contractor, Matcon. The construction workforce will have substantial percentage of minorities.

Community engagement will continue during the post construction phase the development process through the provision of community services by Catholic Charities in a multi-purpose area within our campus.

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: Blue Sky Communities, LLC

BY (PRINTED NAME): Shawn Wilson

BY (SIGNATURE):



TITLE: President

DATE: 12/8/20



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.



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 (GFECP) 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: Blue Sky Communities

A. To be completed by the Bidder/Service Provider

Name of Bidder: _____
Address: _____

Contact Person: _____
Telephone: _____ Fax: _____
Email: _____

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:  Date: 12/8/20
Signature and Title

WMBE/SLBE Firm: _____ Date: _____
Signature and Title

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

Shawn Wilson

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

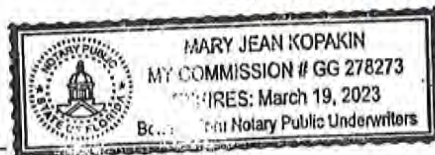
The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of ☒ physical presence or ☐ online notarization this 8th day of December, 2020, by Shawn Wilson, as Manager of Blue Sky Communities, LLC a ☐ Partnership, ☐ Joint Venture, ☐ Corporation, ☐ Joint Venture, ☒ Limited Liability Company (LLC) or ☐ Other _____, on behalf of such entity. Such individual is personally known to me or has produced identification.

Type of identification produced: _____

Mary Jean Kopakin
Signature of Notary Public

Shawn Wilson
Signature of Affiant

Notary Public
State of: _____
My Commission
Expires: _____



Printed, typed or stamped
Commissioned name of notary public

Shawn Wilson
Printed or typed name of Affiant

PROPOSAL SIGNATURE FORM

Please type or print:

Type Organization: ☐ Individual ☐ Small Business ☐ Non-Profit ☒ LLC
☐ Partnership ☐ Corporation ☐ Joint Venture