



FLAHERTY & COLLINS PROPERTIES



Response to Request for Proposals (RFP)

Proposal for Development of The Rome Yard

Presented to:

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

Presented By & For More Information:

Brian Prince, Leader Developer
Vice President, Development
Flaherty & Collins Properties
bprince@flco.com
P: 317.816.9300 • F: 317.816.9301



December 15, 2020

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

Dear City of Tampa Purchasing Team Members:

Flaherty & Collins Properties (F&C) is pleased to submit our response to the Request for Proposals (RFP) for the Rome Yard Mixed-Use Development. We look forward to the opportunity to work with City on this exciting project. We believe our extensive experience and proven track record make us the best and most uniquely qualified developer to undertake this exciting project. Our experience includes the following:

- **Corporate Experience.** F&C has approximately 450 employees and has developed 58 projects and more than 9,000 units in the past 15 years with a value in excess of \$1 billion. The company currently manages nearly 12,000 units in 7 states and has been involved with the construction of over 16,000 units in 20 states.
- **Team Members.** The senior management team assigned to the Project has over 200 years of combined experience in real estate development. The project team has extensive experience and a proven track record with similar mixed-use urban-core oriented developments, including 17 projects that are currently under development.
- **Financing Capacity.** F&C has proven its ability to raise debt and equity financing and structure complicated public-private partnerships. We have the financial strength to bring transactions to a successful closing; partially attributed to our long-standing relationships with numerous banks and equity providers.

Flaherty & Collins Properties was founded in 1993. The proposing entity - Flaherty & Collins Development, Inc. is a Corporation founded in 2005. Our lead developer's contact is as follows:

Flaherty & Collins Development, Inc.
Lead Project Developer: Brian Prince | bprince@flco.com
One Indiana Square, Suite 3000
Indianapolis, IN 46204
P: 317.816.9300 F: 317.816.9310 www.flco.com
Federal ID#: 20-4119758
Incorporated: July 1993

Flaherty & Collins is licensed in Florida; if selected as Rome Yard Developer, this will be our first project in the Sunshine State.

We have reviewed this RFP and all specific addendums. Thank you for allowing us the opportunity to provide this RFP response and we are very excited about working with you.

Sincerely,

David Flaherty, CEO
Flaherty & Collins Properties
P: 317.816.9300 dflaherty@flco.com



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Appendices contain Conceptual Proformas in addition to capabilities summaries for major project partners.



Tab 1: ADDENDA



Acknowledgement of Receipt & Review of Addenda

The Flaherty & Collins team hereby acknowledges receipt and review of:

- The ROME YARD MIXED-USE DEVELOPMENT ADDENDUM #1 ISSUED: NOVEMBER 13, 2020.
- The ROME YARD MIXED-USE DEVELOPMENT ADDENDUM #1 ISSUED: DECEMBER 7, 2020.



Tab 2: FLORIDA PUBLIC RECORDS LAW



Acknowledgement of Florida Public Records Law Requirements

The Flaherty & Collins team submitting this proposal has reviewed and acknowledges the dictates of the Florida Public Records Law requirements, as outlined in Section V. General Conditions of the Request for Proposals for the Rome Yard. This section is replicated below as confirmation of our review of it.

E. FLORIDA PUBLIC RECORDS LAW In accordance with Chapter 119 of the Florida Statutes, and, except as may be provided by Chapter 119 of the Florida Statutes and other applicable State and Federal Laws, all Developers should be aware that the Proposal and the responses thereto are in the public domain and are available for public inspection and copying. If the Developer is asserting that certain information in its Proposal is confidential and/or proprietary and/or exempt from public disclosure, then the Developer is required to do the following: (1) identify, with specificity, the information which the Developer asserts is confidential and/or proprietary and/or exempt from public disclosure, (2) place such information (including any applicable electronic media on which such information is contained) in a sealed envelope that is separate from the Developer's other Proposal documents, (3) clearly label the envelope that contains the confidential, proprietary and/or exempt information as follows: "EXEMPT FROM PUBLIC DISCLOSURE" with Developer's name and the Proposal number marked on the outside, and (4) specifically cite the applicable Florida Statute(s) and/or Federal Law that exempts such information from public disclosure - such citation must be placed on the sealed envelope and also on a separate document contained within the sealed envelope along with any relevant explanations. The envelope that contains the Developer's confidential/proprietary/exempt information must be submitted with the Developer's other Proposal documents. Developer is advised that failure to follow the aforementioned instructions may result in Developer's alleged confidential/proprietary/exempt information being disclosed to the public. All submittals received in response to this Proposal will become the property of the City of Tampa and will not be returned. In the event of an award, all documentation produced as part of the Contract will become the exclusive property of the City.* Be aware that the designation of an item as exempt from public disclosure by a Developer may be challenged in court by any person or entity. By designation of material in your Proposal submittal as exempt from public disclosure, Developer agrees to defend the City of Tampa (and its employees, agents and elected and appointed officials) against all claims and actions (whether or not a lawsuit is commenced) related to Developer's designation of material as exempt from public disclosure and to hold harmless the City of Tampa (and its employees, agents and elected and appointed officials) for any award to a plaintiff for damages, costs and attorneys' fees, and Page 20 of 55 for costs and attorneys' fees incurred by the City by reason of any claim or action related to your designation of material as exempt from public disclosure. *NOTE: The City will not accept Proposal submittals when the entire submittal is labeled as exempt from public disclosure. Developer's References and Cost or Price information will be deemed a public record, and if a claim of confidentiality/proprietary information is made, the City may deem the Proposal submittal as "non-responsive". i. In accordance with section 119.071(1)(b)2, Florida Statutes, sealed bids, proposals, or replies received by the City of Tampa pursuant to a competitive solicitation are exempt from section 119.07(1), Florida Statutes and section 24(a), Art. I of the State Constitution until such time as the City of Tampa provides notice of an intended decision or until 30 days after opening the bids, proposals, or final replies, whichever is earlier. ii. In accordance with section 119.071(1)(b)3, Florida Statutes, if the City of Tampa rejects all bids, proposals, or replies submitted in response to a competitive solicitation and the City of Tampa concurrently provides notice of its intent to reissue the competitive solicitation, the rejected bids, proposals, or replies remain exempt from section 119.07(1), Florida Statutes and section 24(a), Art. I of the State Constitution until such time as the City of Tampa provides notice of an intended



decision concerning the reissued competitive solicitation or until the City of Tampa withdraws the reissued competitive solicitation. A bid, proposal, or reply is not exempt for longer than 12 months after the initial City of Tampa notice rejecting all bids, proposals, or replies. iii. The City of Tampa is a public agency subject to Chapter 119, Florida Statutes. In accordance with Florida Statutes, 119.0701, Successful Developer agrees to comply with Florida's Public Records Law, including the following: a. Successful Developer shall keep and maintain public records required by the City to perform the services; b. Upon request by the City, provide the City with copies of the requested records, having redacted records in total on in part that are exempt from disclosure by law or allow the records to be inspected or copied within a reasonable time (with provision of a copy of such records to the City) on the same terms and conditions that the City would provide the records and at a cost that does not exceed that provided in Chapter 119, Florida Statutes, or as otherwise provided by law; c. Ensure that records, in part or in total, that are exempt or that are confidential and exempt from disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion (or earlier termination) of the contract if Contractor/Awardee/Successful Developer does not transfer the records to the City; d. Upon completion (or earlier termination) of the contract, Successful Developer shall within 30 days after such event either transfer to the City, at no cost, all public records in possession of the Contractor/Awardee/Successful Developer or keep and maintain the public records in compliance with Chapter 119, Florida Statutes. If Successful Developer transfers all public records to the City upon completion (or earlier termination) of the contract, Successful Developer shall destroy any duplicate records that are exempt or confidential and exempt from Page 21 of 55 public records disclosure requirements. If Contractor/Awardee/Successful Developer keeps and maintains public records upon completion (or earlier termination) of the contract, Successful Developer shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City in a format that is compatible with the information technology systems of the agency. e. The failure of Successful Developer to comply with Chapter 119, Florida Statutes, and/or the provisions set forth above shall be grounds for immediate unilateral termination of the contract by the City; the City shall also have the option to withhold compensation due Successful Developer until records are received as provided herein. f. IF SUCCESSFUL DEVELOPER HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO SUCCESSFUL PROPOSER'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 813-274-8351, COTPurchasing@TAMPAGOV.NET, AND MAILING ADDRESS OF PURCHASING DEPARTMENT, TAMPA MUNICIPAL OFFICE BUILDING, 2ND FLOOR, 306 E. JACKSON STREET, TAMPA, FLORIDA 33602. Note: Acknowledgement of the Florida Public Records Law must be submitted with the proposal, under Section III, Content of Proposal, Tab 2.



Tab 3: EXECUTIVE SUMMARY



Executive Summary



Our team is proud to propose a development plan that participates in the transformation of the historic West Tampa neighborhood and that honors its storied past, while boldly looking to a vibrant, inclusive, and sustainable future.

The Rome Yard Development Project will create a new model for urban living in West Tampa - one that embodies the City's priorities for community impact. The project will offer a carefully planned mix of multiple housing typologies and a variety of public spaces, with walkable streets and bike paths that weave the Hillsborough riverfront back into the adjoining neighborhoods.

The project will help to re-ignite and reinvent West Tampa. The layout reinforces the guiding principles and five key objectives set out by the City in the West River Masterplan, encouraging "live, work and play" uses. Our vision for The Rome Yard is a universal design that makes the development accessible to people of all ages and abilities, including residents who are socioeconomically and culturally diverse, and consumers with tastes.

Thus, housing will be offered at a spectrum of price points, and in designs that welcome both

individuals and families, such as 2-story town homes with attached garages, 3-story gardens with adjacent surface parking, 5-story flats with attached multi-level garage, and Rome Ave residences-over-retail. The project will consist of 20% studio units, 45% 1-bedrooms, 10% 1-bedroom with a den units, 20% 2-bedroom, 2-bath units, and 5% 3-bedroom, 2-bath units.

Across the site, design will tie into to the fabric of Tampa architectural using a modern aesthetic with nods to the rich West Tampa history.

Enhancing the built environment, the project will implement a comprehensive Diversity, Equity and Community Plan that cultivates a "sense of community" and connectedness to institutions, such as the historic Blake High School and the other three schools in the neighborhood.

The blend of planning, investment, community engagement and design, coupled with the long-term vision of the City of Tampa will create a resilient and connected riverfront for many generations to enjoy and to thrive.

Phased Housing & Amenities

Our concept involves the new construction of an estimated 1.4 million SF, including 1,435 rental units in three phases and 27 for-sale townhomes,



along with 39,000 SF of retail and office space, a 24,000 SF West Tampa Cultural Center, and amenities that inspire active living.

Phase 1

Parcel A, Buildings 1A and 1B

The northernmost for-rent units sit in 3-story buildings between North Oregon Ave and North Willow Ave. Both are L-shaped and form a courtyard containing 1 of the project's 3 pools. There are 218 units with 7,200 SF of amenity spaces and 224 parking spaces nearby, in on-street and surface lot parking. Most units have balconies or walk-out private garden space. Building 2B has stunning views to the Hillsborough River.

Parcel D, Buildings 6, 7 and 8

The neighborhood is strongly stitched back into the city fabric as buildings front North Rome Ave with wonderful, walkable retail opportunities, ground floor. Buildings 6 and 7 are 3-story. Between them is 21,000 SF of retail and 45 urban loft style units. Building 8 is the 24,000 SF West Tampa Cultural Center, a hub of community services.

Phase 2

Parcel B, Buildings 2 & 3 with Parking Structure

Phase 2 reaches 5-stories tall with prime views of the river and downtown. These 2 buildings straddle a convenient parking structure providing easy, secure access to 501 units. This offers 658 parking spaces, combined with on-street options. Facing onto the development's town square is 18,000 SF of prime retail along and 5,400 SF of amenity space as well as an interior courtyard that boasts a resort style pool featuring a zero beach and a spa.

Phase 3

Parcel C, Buildings 4 & 5 with Parking Structure

Similar to Phase 2, these 2 buildings are 5 stories with views to downtown and the river and 672 units, straddled with 5,400 SF of amenities and a third pool. Supporting this block are 855 parking spaces in a central parking structure for easy access.

Multi-Modal Transportation Plan

The project embraces multi-modal transportation with connections to, and an extension of, the existing grid network.

We propose several passthrough streets off North Rome Ave that allow for direct connection back to North Willow Ave. These extensions would be developed as 'complete and vital streets' offering two-way vehicle traffic, parallel parking, bicycle lanes, wide sidewalks with room for outdoor dining, green infrastructure, street trees, street furnishings, public art, and curb-side stormwater bioretention zones.

One of our principles is transit oriented design and travel demand management to encourage residents and visitors to walk, bike or use transit. We envision bus stops with amenities such as seating and tree or overhead cover, fully integrated into the streetscape to provide comfortable and attractive waiting areas.

Sustainability

We value sustainable construction as our collective responsibility to the environment and future generations. Our architect is committed to design built on the principles of smart growth & planning that incorporate natural and reusable resources and preserve open spaces, resulting in efficient and sustainable communities. Our common-sense approach respects the planet by minimizing waste, efficiently utilizing resources, and creating built environments that promote healthy and enjoyable living. The project will prioritize full integration with the [City of Tampa's Sustainability Plan](#).

Financing Strategy

The financing strategy to be employed for The Rome Yard Development will consist of a combination of traditional bank debt financing, equity financing, and internal equity contributed by Flaherty & Collins (F&C) Properties.

We employ an "open book" approach to our projects by sharing our project financial projections, including project proformas, with our partners.

In that vein, if shortlisted, F&C will begin in-depth conversations and forecasting with the City team to identify a viable combination of sources, including a review of the financial incentives needed to fund the project's economic gap.



Tab 4: BUILDING CONSTRUCTION COMPANY INFORMATION



Manhattan

Building excellence.

HISTORY & BACKGROUND

Founded in 1896, Manhattan Construction Company is a fifth-generation family-owned company that provides preconstruction, construction management, program management, general building, and design-build services throughout the United States, Mexico, Central America, and the Caribbean.

Manhattan's award-winning portfolio of work includes mission-critical, sports, healthcare, government, education, laboratory, aviation, transportation, convention, casino, and hospitality facilities.

Manhattan is a 15-time Associated Builders and Contractors (ABC) Accredited Quality Contractor (AQC), an ABC 2019 and 2020 Top Performing Contractor, a nine-time STEP Diamond Safety Award Winner, and a 2017 Pinnacle Safety Award winner and 2019 National Safety Excellence Award winner.



100 CENTRAL, SARASOTA, FL

MIXED-USE BY THE NUMBERS

in the last 5 years (company wide).



More than
\$1.7 billion
in mixed-use projects,



with more than
\$1.3 billion
in renovation/modernization projects,



and more than
\$116 million
in green-building projects.

20+

mixed-use projects
in our portfolio.



7
awards for
mixed-use projects.

More than

5.8 million

square feet of mixed-use space.



ATTACHMENT B

BUILDING CONSTRUCTION COMPANY INFORMATION

BUILDING CONSTRUCTION COMPANY INFORMATION

Company Name: **Manhattan Construction Company** DBA: _____

Address: **5840 W. Cypress Street, Suite A**

City: **Tampa,** State: **FL** Zip: **33607**

Name of Contact Person: **J. Michael Miller, Vice President**

Phone: **(813) 675 1960**

Alternate #: **(813) 376 4326**

Fax: **(813) 675 1968**

Email: **jmmiller@manhattanconstruction.com** @

| | | | | |
|--------------------|-------------------------------------|----------------------------------|------------------|-------------------------------|
| Organization Type: | { } | Individual / Sole Proprietorship | Date Established | _____ |
| (please check one) | { } | General Partnership | Date Established | _____ |
| | { } | Limited Partnership | Date Established | _____ |
| | <input checked="" type="checkbox"/> | Corporation | Date Established | 12/31/1907 in Oklahoma |
| | { } | 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 #: | _____ |
| | <input checked="" type="checkbox"/> | State: | Florida | License/Permit #: | CGC 1527515 |

Federal I.D. #: **73-0338330**

If you are non-/not-for-profit, please provide your contractor information:

Contractor Name: _____

Address: _____

Contact Person _____

Phone #: () - - Fax #: () - -

| | | | | | |
|------------------------|-----|---------|-------|------------------|-------|
| Licensed by | { } | City: | _____ | License/Permit # | _____ |
| (check all that apply) | { } | County: | _____ | License/Permit # | _____ |
| | { } | State: | _____ | License/Permit # | _____ |

Is your business certified as a Minority Business with a government agency? { } Yes ☒ No

(If yes, please provide the information below)

| Government Agency | Certification Number | Date of Expiration |
|-------------------|----------------------|--------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

(3 pages)



| | | | | | |
|---|---|---------------------------------------|------------------------|---|--|
| Minority Business Status: | <input type="checkbox"/> Black | | | | |
| | <input type="checkbox"/> Hispanic | | | | |
| | <input type="checkbox"/> Woman | | | | |
| COMPANY OWNERSHIP INFORMATION | | | | | |
| Name of Owner: | Manhattan Construction Group | Percentage of Ownership: | 100% | % | |
| Name of Owner: | | Percentage of Ownership: | | % | |
| Name of Owner: | | Percentage of Ownership: | | % | |
| Name of Owner: | | Percentage of Ownership: | | % | |
| Per Federal and City of Tampa EEO requirements, please tell us if 51% or more of the firm is owned by any of the following: | | | | | |
| | <input type="checkbox"/> Female | | | | |
| | <input type="checkbox"/> Black | | | | |
| | <input type="checkbox"/> Hispanic | | | | |
| | <input type="checkbox"/> American Indian | | | | |
| | <input type="checkbox"/> Asian | | | | |
| | <input type="checkbox"/> Other: | | | | |
| When was organization established?: 12/31/1907 in Oklahoma | | | | | |
| 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: | Rooney Insurance Agency Inc. / | Policy # | UB8P8016552025K | | |
| | Travelers Property Casualty Co. of America | Limits of Liability (per accident) | \$ 1,000,000 | | |
| Disease Aggregate | | Limits of Liability | \$ 1,000,000 | | |
| Disease for each employee | | Limits of Liability | \$ 1,000,000 | | |
| Commercial General Liability Insurance | | | | | |
| Name of Company: | Rooney Insurance Agency Inc. / | Policy # | VTC2KCO1098A840 | | |
| | The Travelers Indemnity Co. | Limits of Liability (each occurrence) | \$ 1,000,000 | | |
| General Aggregate | | Limits of Liability | \$ 1,000,000 | | |



| | |
|---|---|
| Automobile Liability Insurance | |
| Name of Company: | Rooney Insurance Agency Inc. / The Phoenix Insurance Co. |
| Policy # | VTC2NCAP1098A852 |
| Limits of Liability (per accident) | \$ 1,000,000 |
| EMPLOYEE INFORMATION | |
| Number of Full-time employees: | 473 |
| Number of Part-time employees: | 264 |
| Name of Labor Service used? | |
| Percentage of workforce employed via this method (if applicable). | % |
| **Include a copy of the Labor Services's Certificate of Insurance for Worker's Compensation** | |
| REFERENCES | |
| SINGLE-FAMILY OR MULTI-FAMILY REHABILITATION OR NEW CONSTRUCTION PROJECTS | |
| Location (City/State): | Tampa, Florida |
| Contract Amount: | \$82,000,000 |
| Amount Sublet: | |
| Owner's Name: | Novare Group/Element Properties, LLC |
| Property Address: | 817 W. Peachtree Street, Suite 400, Atlanta, GA |
| Phone #: | Bill Newell was contact, 678.799.8960, Chance Partners |
| Type of Work: | 9094,549 sf high rise condos, parking |
| Start Date / Completion Date | 10/02/2006 - 05/01/2009 |
| Consulting Engineers / Architects: (if applicable) | Rule Joy Trammel + Rubio Architects Atlanta, Ga |
| | |
| Location (City/State): | Owasso, Oklahoma |
| Contract Amount: | \$11,227,912 |
| Amount Sublet: | |
| Owner's Name: | Kari Coulter, Co-Owner / Tommy Coulter, Co-Owner |
| Property Address: | 201 S. Main Street, Owasso, OK 74055 |
| Phone #: | 918.272.4494 |
| Type of Work: | Commercial/resident downtown district - retail, office, apts |
| Start Date / Completion Date | 11/20/2017 - 11/30/2018 |
| Consulting Engineers / Architects: (if applicable) | Selser Schaefer Architects / Wallace Engineering Tulsa, Ok Tulsa, Ok |



Tab 5: SCOPE OF SERVICES



5.2 Preliminary Development Concept



Central Entrance to Rome Yard:

High visibility, comprehensively planned walkability, and prominent signage will characterize the entryway to this emerging destination within the historic West Tampa neighborhood.



Elevated View of Plaza:

The heart of the development will be an energized public square on the corner of Beach and North Willow. The square, surrounded by restaurants and retail, will contain passive family friendly activities, a variety of seating areas, and a stage for outdoor performances.





A. Approach to Planning, Design Approvals, Financing, Phasing, Construction, and Operation of Similar Projects

With 27 years of industry-leading experience Flaherty & Collins (F&C) Properties has a proven approach to effectively managing all phases of development, from planning, design, approvals, and financing, to construction and operations.

Since 1993, F&C has completed over \$2 billion in development with an ongoing pipeline of a half-billion in development and 72 properties with 11,800 multifamily units in 7 states managed by our team. As one of the most experienced multifamily property developers in the nation, F&C specializes in both affordable and market rate housing, public/private partnerships, and mixed-use, urban in-fill developments.

We have the proven expertise and commitment to guide projects, from start to finish, with a customer-oriented approach that results in projects delivered on-time and on-budget, with unique style and cutting-edge techniques.

Key Elements of the F&C Approach

At F&C, we develop relationships built on trust. Working closely with municipal partners, our approach is guided by results-driven experts who carefully review feasibility studies, research and market analysis, site selection, financing, design, and leasing to project stabilization, to provide a customized project development.

F&C centers authentic community engagement as foundational to all its projects, including minority equity ownership, diversity in contracting for design, construction and operations, diverse workforce recruitment, and inclusion of

the community voice in design, by studying the development, economic and housing plans created for communities where we work.

F&C values sustainable construction as our collective responsibility to the environment and future generations. Our approach is guided by the principles of Universal Design to maximize occupancy and use, and smart growth and planning that incorporates natural and reusable resources, preserves open space, and minimizes waste, while creating built environments that promote healthy and enjoyable living.

F&C approaches financing as a partnership with city and county government leaders who are stewards of the public trust. Our process involves identifying financially viable strategies and drawing on the expertise of F&C's team in securing and structuring a variety of products, including conventional construction loans, mezzanine debt, private equity, tax-exempt bonds, 501 (c) 3 bonds, LIHTC tax credits, HOME, AHP, HOPE VI and other affordable housing sources.

The F&C Management team leads operations, with a full-service, caring on-site staff supporting all facets of management including marketing, leasing, budgeting, and resident programs as an Accredited Management Organization (AMO®) – a exclusive designation given to companies that meet rigorous standards.

F&C has developed 25 similar mixed-use properties, that together featured 6,300 housing units and 400,000 SF of retail, along with 132,000 SF of office space, and 9,000 total parking spaces.



\$2 Billion

IN DEVELOPMENT

339

PROPERTIES
MANAGED
SINCE 1993

72

PROPERTIES

56,130

UNITS
MANAGED
SINCE 1993

11,807

MULTIFAMILY UNITS

450

EMPLOYEES

7

STATES

225+

AWARDS
SINCE 1993



B. Development Concept for the Site

Introduction

Our team is proud to propose a development plan that participates in the transformation of the historic West Tampa neighborhood and that honors its storied past, while boldly looking to a vibrant, inclusive, and sustainable future.

After carefully reviewing the City's West River Development Plan, the proposed development is a response to the robust community input and engagement led by key stakeholders.

The Rome Yard Development Project will create a new model for urban living in West Tampa - one that embodies the priorities cited in the Request for Proposals (RFP) through the careful planning of multiple housing typologies and a variety of public spaces, with walkable streets and bike paths that weave the Hillsborough riverfront back into the adjoining neighborhoods.

From the earliest Jewish and Cuban families that settled the area to the African American families that eventually found homes here, our proposal seeks to re-ignite and reinvent West Tampa as a diverse, sustainable region.

Being the oldest neighborhood in Tampa and a former cigar and manufacturing center, our plan leverages and enhances these historic resources and connections as well as its frontage on the Hillsborough River.

The layout reinforces the guiding principles and five key objectives set out by the City in the West River Masterplan, encouraging "live, work and play" uses. The walkability and connections created by the project support its transformation to a sustainable neighborhood that will maintain its vitality and viability far into the future.

From this standpoint we are taking a big step forward in promoting a healthy, resilient, and connected part of the City of Tampa.

Our vision for The Rome Yard Development is a universal design that makes the site accessible to people of all ages and abilities, including residents who are socioeconomically and culturally diverse, and consumers with tastes.

Thus, housing will be offered at a spectrum of price points, and in designs that welcome both individuals and families, such as 2-story town homes with attached garages, 3-story gardens with adjacent surface parking, 5-story flats with attached multi-level garage, and Rome Ave residences-over-retail. The project will consist of 20% studio units, 45% 1-bedrooms, 10% 1-bedroom with a den units, 20% 2-bedroom, 2-bath units, and 5% 3-bedroom, 2-bath units.

Across the site, design will tie into to the fabric of Tampa architectural using a modern aesthetic with nods to the rich West Tampa history. Units have access to personal outdoor balconies and roof top terraces for views towards the Hillsborough River and pool-centric courtyards, all promoting family and socially active lifestyles.

Our "Communities Heart" will be an energized public square on the corner of Beach and North Willow. The square, surrounded by restaurants and retail, will contain passive family friendly activities, a variety of seating areas, and a stage for outdoor performances.

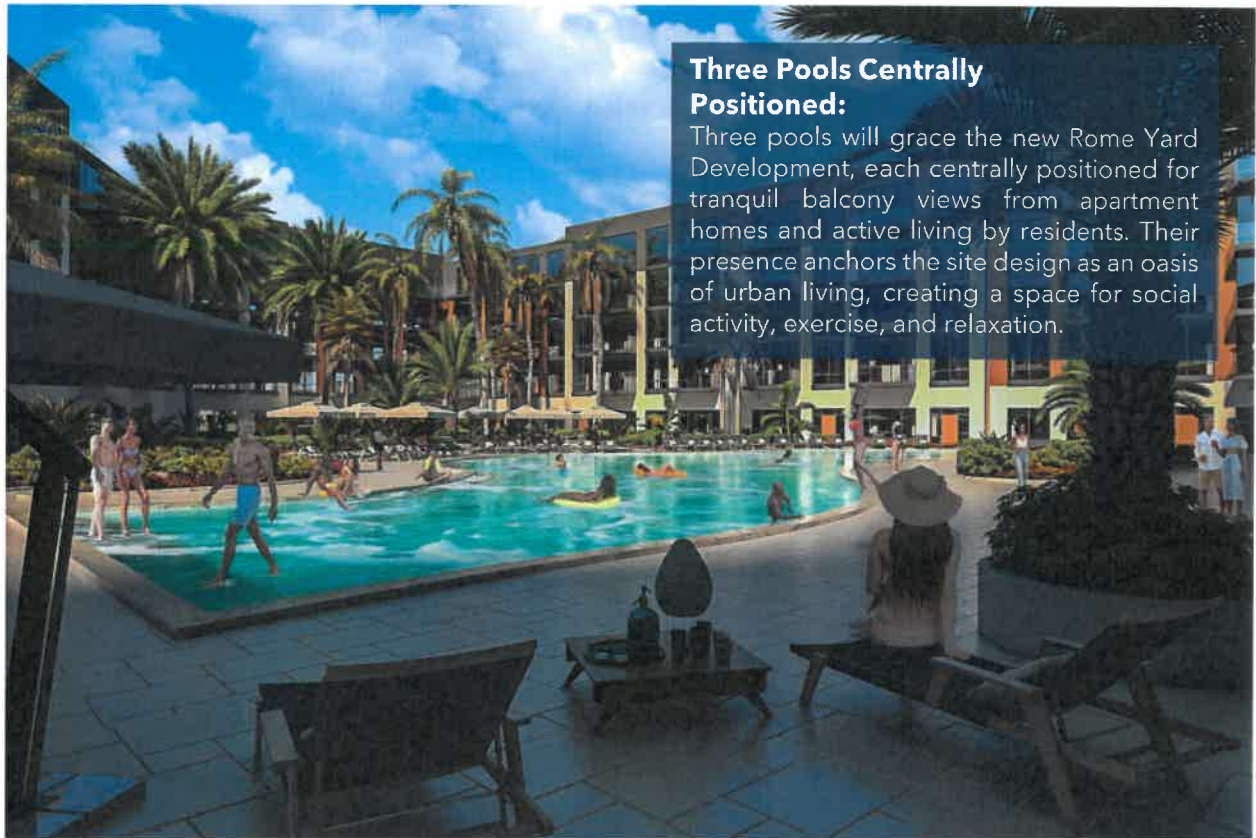
Conceptual Programming

Carried out in three phases, the Rome Yard will house just over 1.4 million square feet across the following facilities.

| | Units | Retail SF | Parking Spaces |
|---------|-------|-----------|----------------|
| Phase 1 | 263 | 21,000 | |
| Phase 2 | 501 | 18,000 | 600 |
| Phase 3 | 672 | TBD | 800 |

Enhancing the built environment, the project will implement a comprehensive Diversity, Equity and Community Plan that cultivates a "sense of community" and connectedness to institutions, such as the historic Blake High School and the other three schools in the neighborhood.

The blend of planning, investment, community engagement and design, coupled with the long-term vision of the City of Tampa will create a resilient and connected riverfront for many generations to enjoy and to thrive.





Phased Housing & Amenities

Our concept involves the new construction of 1,435 rental units in three phases and 27 townhomes, along with 39,000 SF of retail and office space, a 24,000 SF West Tampa Cultural Center, and amenities that inspire active living.

Phase 1

Parcel A, Buildings 1A and 1B

The northernmost for-rent units sit in 3-story buildings between North Oregon Ave and North Willow Ave. Both are L-shaped and form a courtyard containing 1 of the project's 3 pools. There are 218 units with 7,200 SF of amenity spaces and 224 parking spaces nearby, in on-street and surface lot parking. Most units have balconies or walk-out private garden space. Building 2B has stunning views to the Hillsborough River.

Parcel D, Buildings 6, 7 and 8

The neighborhood is strongly stitched back into the city fabric as buildings front North Rome Ave with wonderful, walkable retail opportunities, ground floor. Buildings 6 and 7 are 3-story. Between them is 21,000 SF of retail and 45 urban loft style units. Building 8 is the 24,000 SF West Tampa Cultural Center, a hub of community services.

Phase 2

Parcel B, Buildings 2 & 3 with Parking Structure

Phase 2 reaches 5-stories tall with prime views of the river and downtown. These 2 buildings straddle a convenient parking structure providing easy, secure access to 501 units. This offers 658 parking spaces, combined with on-street options. Facing onto the development's town square is 18,000 SF of prime retail along and 5,400 SF of amenity space as well as an interior courtyard that boasts a resort style pool featuring a zero beach and a spa.

Phase 3

Parcel C, Buildings 4 & 5 with Parking Structure

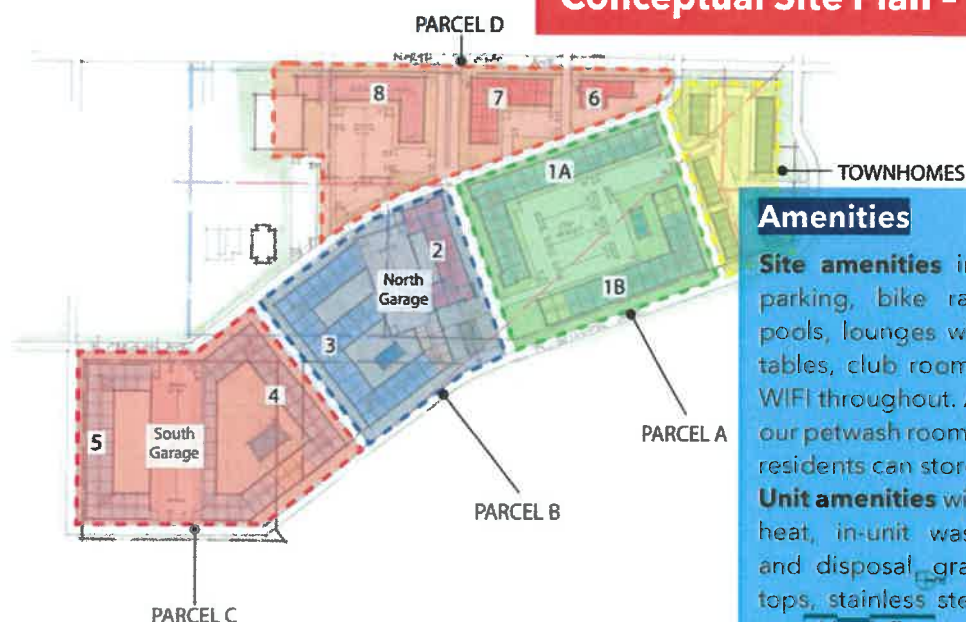
Similar to Phase 2, these 2 buildings are 5 stories with views to downtown and the river and 672 units, straddled with 5,400 SF of amenities and a third pool. Supporting this block are 855 parking spaces in a central parking structure for easy access.

Townhouses

On the northernmost end of the site, prime real estate will be used for a mix of market rate and affordable, for-sale townhouses. They will be modern and 2-stories tall between 1,500-2,000 SF and can be built during any phase as per demand.

Our "Community Heart" will be an energized public square on the corner of Beach and North Willow. The square, surrounded by restaurants and retail, will contain passive family friendly activities, a variety of seating areas, and a stage for outdoor performances.

Conceptual Site Plan - The Rome Yard



Amenities

Site amenities include secure covered parking, bike racks, heated saltwater pools, lounges with large TVs and pool tables, club rooms, roof top decks, and WIFI throughout. A unique feature will be our petwash rooms and bike rooms where residents can store and repair their bikes.

Unit amenities will include central air and heat, in-unit washer/dryer, dishwasher and disposal, granite or quartz counter tops, stainless steel appliances and LVT wood look flooring.



Housing Affordability

The project will support the City of Tampa's goals for accelerating affordable housing development; it will meet the City requirement that 20% of units be priced affordably for families at or below 80% of Area Median Income (AMI) and that 40% of units be affordable to households earning up to 140% of AMI.

The goals of this development are to create a vibrant community and destination that attracts both residents and consumers with sufficient disposable income to support the retail and restaurants located there, while also addressing the urgent need for affordability.

Achieving this balance is vital to the project's feasibility - a fact that informs our proposed affordability mix. For each of the three phases of housing development, the new units will be affordable to families earning between 80% and 140% of AMI, in the following ratios.

| Income | % of Units | Affordable for 50 Years |
|-------------|------------|-------------------------|
| 80% of AMI | 20% | Yes |
| 90% of AMI | 10% | Yes |
| 100% of AMI | 10% | Yes |
| 120% of AMI | 20% | Yes |
| 140% of AMI | 40%* | No |

*These 40% of units will be market rate but priced in the 120%-140% AMI rent level range.

Multi-Modal Transportation Plan

Our team is familiar with the City's expectations for a safe transportation system that promotes travel for diverse users. The project embraces multi-modal transportation with connections to, and an extension of, the existing grid network.

We propose several passthrough streets off North Rome Ave that allow for direct connection back to North Willow Ave. These extensions would be developed as 'complete and vital streets' offering two-way vehicle traffic, parallel parking, bicycle lanes, wide sidewalks with room for outdoor dining, green infrastructure, street trees, street furnishings, public art, and curb-side stormwater bioretention zones.

One of our principles is transit oriented design and travel demand management to encourage residents and visitors to walk, bike or use transit. We envision bus stops with amenities such as seating and tree or overhead cover, fully integrated into the streetscape to provide comfortable and attractive waiting areas.

We will also work with HART to envision other transit amenities such as real-time information, WIFI, and wayfinding signs. The design will be adaptive to any future system enhancements such as any future extension of the Bus Transit lines. Additionally, bike share and parking stations are envisioned along the Riverside.

C. Sustainable Construction Practices

Our lead architect is on the forefront of the sustainability movement, which means that - far from being simply theoretical, our solutions are buildable. We believe that sustainability is not something that happens at the end of design. It starts at the very first lines on the page and continues until a building is occupied and a users' manual has been supplied to residents.

We value sustainable construction as our collective responsibility to the environment and future generations. Our architect is committed to design built on the principles of smart growth & planning that incorporate natural and reusable resources and preserve open spaces, resulting in

efficient and sustainable communities. Our common-sense approach respects the planet by minimizing waste, efficiently utilizing resources, and creating built environments that promote healthy and enjoyable living. We will focus on the following sustainable design principles:

- Optimizing the Site
- Optimizing Energy Use
- Protection and Conservation of Water
- Utilization of Environmentally Preferable Products
- Enhancement of Indoor Environmental Quality
- Optimization of Operational and Maintenance Practices



- Preservation and Enhancement of Native Plant & Tree Species

Within the site development, new streets are models of green infrastructure. In support of this concept curbside bioretention zones store and treat surface stormwater; in certain areas pervious pavements reduce runoff; street trees line sidewalks to filter air, provide cooling shade, and capture rainwater; light-colored pavements reflect rather than absorb heat; and LED lighting reduces energy consumption.

Vast areas of pervious-surface landscape within the development and garden spaces reduce runoff and promote stormwater infiltration. Throughout the site, natural landscape systems promote regional biodiversity and reduce irrigation demands; shade trees cool surfaces

and provide comfortable places for people to gather; and recycled water fills irrigation needs. Urban plaza surfaces are well-lit by LED lighting and paved with light colored materials to reduce heat gain.

The project will also prioritize resident awareness and education. Signage along walkways and near transit stops will promote positive choices for sustainable and active living. Resident recruitment and orientation will emphasize The Rome Yard's commitment to planetary and personal health. Local property management and leasing staff will receive training on sustainability goals during orientation and professional development activities. In addition, F&C's on-site staff will cultivate partnerships through the [City of Tampa's Sustainability Plan](#).

D. Marketing Plan

The project partner team will incorporate a marketing focus from the project's inception, beginning with co-marketing of early major milestones with the City of Tampa. In the start-up phases of the project, this will include F&C's multi-media contributions to announcing the developer agreement, and community outreach and marketing to maximize participation in the conceptual design phase.

Pre-Development & Design Phase

A formal marketing plan will begin two months prior to the expected date of execution of the developer agreement. During this stage, marketing tools and strategies will include:

- Development of a project website at a URL that reinforces the Rome Yard brand (e.g., www.TheRomeYard1.com)
- Creation of a community database that will grow over time, enabling continuous communications with interested parties and important stakeholders (see targeted groups in Section 5.5).
- Design and publication of a monthly project e-newsletter that will be emailed to an ever-growing database of community contacts to provide news, updates, event invitations,

opportunities for business inclusion, and ultimately, lease marketing

- Design of site signage for the four corners of the project site to begin generating excitement and word-of-mouth marketing

Development & Construction

During the construction phase of the project, marketing will intensify. In addition to the roll-out of initial lease marketing, the project team will emphasize the promotion of project-related opportunities through the following media:

- Quarterly project meetings, open to the broader community and conducted face-to-face and via Zoom), will provide updates, introductions of new partners, and opportunities for community input
- Groundbreaking and grand-opening ceremonies for the three proposed phases of the project
- Expansion of the project website to house all community-centered work product, well organized for easy access, with team contacts, a calendar of events and an opportunities page to support workforce and business inclusion goals
- Advertising, marketing, and outreach (including information sessions) to introduce



business opportunities to Small Local Business Enterprises, including minority-owned, veteran-owned, and women-owned enterprises

- Advertising, marketing, and outreach to recruit the construction workforce and to support future commercial tenants to recruit employees (see Section 5.5 for full details on the project plan to meet and exceed City goals for local, minority and at-risk worker hiring).
- Production of success stories and personal cameos to inspire earned media coverage and for inclusion in self-generated media

Lease Marketing

Lease marketing begins once the developer agreement is finalized, long before we break ground, and continues over the life of the project. During the project timeline depicted on the following page, lease marketing activities and strategies will include:

- An interest list maintained from inception, to serve as a marketing database to promote leasing of both commercial and residential spaces

- Affinity marketing partnerships with economic development and community-based organizations
- Social media advertising and newsfeed posting via Facebook and Instagram
- Door-to-door marketing among local businesses
- Mailers sent out within targeted zip codes within a defined radius of the site
- Preferred employer marketing

Across all marketing activities, F&C's staff and partners produce collateral in multiple media formats, including videos, photography, digital, social, and print media advertising and information pieces, and site signage to create a "surround sound" effect, instilling the project with a sense of momentum that, in turn, fuels full occupancy. Below is a screenshot of our corporate news page to illustrate continuous marketing of our properties and associated milestones.

The screenshot shows the Flaherty & Collins Properties website. At the top is the company logo and a search bar. Below is a navigation menu with links: ABOUT, DEVELOPMENT, CONSTRUCTION, MANAGEMENT, and NEWS. The main content area features two news articles, each with a photograph of a modern apartment building.

CITYSCENE KC: INDY DEVELOPER TEAMING WITH LOCAL NONPROFIT ON RIVERFRONT AFFORDABLE HOUSING PROPOSAL
 NOV 17, 2020
 The four-story Heritage Lofts project would include 124 affordable apartments and space to help job seekers. (Image from KEM Studio) By Kevin Collison | CityScene KC Flaherty & Collins Properties, the developer of the \$72 million Union Be ... Read more

KANSAS CITY BIZ JOURNAL: UG APPROVES NEXT PHASE FOR FLAHERTY & COLLINS' WEST BOTTOMS APARTMENTS
 NOV 04, 2020
 By Thomas Friestad - Staff Writer, Kansas City Business Journal Flaherty & Collins Properties scored a new approval from the Unified Government of Wyandotte County/Kansas City, Kan., bringing it further down the path toward ... Read more

E. Project Schedule for Design, Approvals, Financial Closings, Site Work, Construction, Lease Up & Absorption

The team anticipates three phases of development over 5 years. Phase 1 will include all demo and remediation work, roadwork, and utility work, and constructing the first phase of housing and retail.

Given that the location is a Brownfield site, it is our hope that the project will receive expedited approvals. Our typical process for design and completion of construction drawings is 8 to 9 months. This clock would start once a Development Agreement is executed. Simultaneously, we would be working through approvals. Once plans are complete and permits in hand, we would close on construction financing and acquisition, and start construction.

Once construction starts, the project will be completed in phases that will involve 18 to 22 months for Phase 1, approximately 24 to 26 months for Phase 2, and 26 to 30 months for Phase 3.

The three phases will be carried out sequentially with periods of overlap. Work on Phase 2 will begin during wrap-up on Phase 1, and work on Phase 3 would likewise begin during wrap-up of Phase 2.

The project will have a phased occupancy plan during construction, allowing us to phase move-ins firewall to firewall. First units are usually received around month 14 and leasing continues at roughly 25 units per month. The sale of townhomes will be 50% complete at the start of their construction, with an added 25% sold by grand opening and 25% sold within one year of grand opening.

| | Year 1 | | | | Year 2 | | | | Year 3 | | | | Year 4 | | | | Year 5 | | | |
|------------------------------------|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|--------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Approvals* | | | | | | | | | | | | | | | | | | | | |
| Pre-agreement | | | | | | | | | | | | | | | | | | | | |
| Developer agreement | ★ | | | | | | | | | | | | | | | | | | | |
| Public approvals & entitlements | | ★ | | | | | | | | | | | | | | | | | | |
| Due Diligence | | ★ | | | | | | | | | | | | | | | | | | |
| Design & Financing* | | | | | | | | | | | | | | | | | | | | |
| Complete Design Process | | | ★ | | | | | | | | | | | | | | | | | |
| Closings (Acquisition & Financing) | | | | ★ | | | | | | | | | | | | | | | | |
| Community Engagement | | | | | | | | | | | | | | | | | | | | |
| Diversity, Equity & Community Plan | ★ | | | | | | | | | | | | | | | | | | | |
| Plan implementation | | | | | | | | | | | | | | | | | | | | |
| Development Phases | | | | | | | | | | | | | | | | | | | | |
| Phase 1 (263 units) | | | | | | ★ | | | | | | | | | | | | | | |
| Phase 2 (501 units) | | | | | | | | | | | | | | | | | | | | |
| Phase 2 (672 units) | | | | | | | | | | | | | | | | | | | | |

*F&C will plan approval and design timeframes for Phases 2 and 3 to comport with the City's preferences, needs and constraints



F. Overcoming Barriers to Implementing the Project

The project team anticipates two potential barriers to successful project completion: one, the financial feasibility of the project, given the priority of affordability; and two, potential environmental or utility challenges with the site.

With regard to financial feasibility, our preliminary financing plan outlines a request for City incentives that would remove the barrier.

With regard to potential site challenges, these will be identified during the due diligence phase when soil borings may reveal remediation needs, and site reviews may uncover problems related to the existing underground utilities.

Our conceptual site plan attempts to develop around all major utility lines (illustrated with red



lines in the aerial below), carefully avoiding building over them and avoiding service disruptions for the surrounding areas.

Should we encounter these or other problems, our experienced team is equipped to adjust the project plan and develop solutions that meet the needs of diverse stakeholders

G. Added Energy Saving Designs, Systems & Equipment

In addition to meeting LEED Silver requirements, the project incorporates additional energy saving elements in the design of units and amenities.

The new homes and commercial spaces will be built to ENERGY STAR standards, which “save energy, save money, and help protect the environment by generating fewer greenhouse gas emissions than typical buildings,” according to ENERGY STAR’s literature. Once in operation, homes built to its standard use, on average, 35% less energy than similar buildings nationwide, enhancing affordability and quality of life for future Rome Yard residents and commercial tenants.

In addition to ENERGY STAR equipment, special features are included to promote energy conservation behaviors by renters and

homebuyers, including ceiling fans throughout the home and Smart Home Pre-Wiring to promote minimal energy usage while away from home. The new homes at The Rome Yard will include:

- Energy efficient windows (a variety of different grill patterns available)
- Energy efficient fiberglass exterior doors (several styles available)
- Water-saving plumbing fixtures
- 25 to 30-year architectural dimensional roof shingles (several colors available)
- Impact windows & exterior doors
- Florida friendly landscaping including Bahia or St Augustine sod
- Ceiling fans throughout
- Smart Home Pre-Wiring



H. Renderings of Model Homes Proposed

Rental Units

Based on early planning, we anticipate that the project will feature studios and apartments similar in size and design as units developed by F&C in other. See Section 5.4.F for dozens of photographs of F&C designs.

For-Sale Units

One of the project's most innovative community impact elements is F&C's contribution of land to CDC of Tampa for two components of work. As a co-development partner to F&C, CDC of Tampa will develop 27 townhomes on the north-most end of the site that will be similar in size, though large, as units at CDC's most recent townhome project - the Gardens at Diana Pointe - a 24-unit rental development in of East Tampa (below).

These 2-story townhomes include 2 floor plans of 1,320 and 1,381 SF, each with central heating and air, appliances, microwave, cable TV hookups, window treatments, marble window-sills, a double compartment sink, and a 1-car

garage. The smaller unit was designed as accessible for persons with physical disabilities, including single-story design with full amenities and accessible doorways, walkways, and baths.



CDC will use a similar approach at the Rome Yard, developing townhomes on the northern most portion of the site, providing low-and-moderate-income homebuyers an attractive, amenity-rich property, centrally located and easily accessible to car and public transportation routes. The close-in rendering above depicts the strategic location of the new townhomes.

The Gardens at Diana Pointe

By CDC of Tampa, Inc.





5.3 Financial Capacity



A. Financial Capacity to Undertake the Project

Flaherty & Collins (F&C) has the proven ability to bring necessary capital to the table to structure complicated public-private partnerships that achieve the financial and other goals of the diverse stakeholders we serve.

F&C has the financial strength and experienced staff to bring transactions to a successful closing. This is partly due to long-standing relationships with numerous banks and equity providers, and our track record of success, as evidenced by our extensive resume of completed projects.

The company's financial capacity includes a formula for working closely with municipalities and housing authorities whose executives serve as references for F&C precisely because of the

importance we place on open communication, transparency, and laser-like focus on achieving key objectives and goals.

In addition, our Chief Financial Officer and his team have decades of experience with various financing techniques and sources that help to optimize results.

As with most F&C developments, the financing strategy to be employed with the proposed project will combine traditional bank debt, equity financing, and equity contributed by F&C.

We stand ready to provide financial statements or documents confirming F&C's financial health and capacity. Below is a statement on F&C's corporate structure and financial strength



FLAHERTY & COLLINS
PROPERTIES

DEVELOPMENT – CONSTRUCTION – MANAGEMENT 

City of Tampa Purchasing Team Members:

Flaherty & Collins Properties consists of four affiliated companies that engage in the development arena: F & C Development, F&C Construction, F&C Management and Flaherty & Collins, Inc. F&C Development finds the sites and puts the deals together, Flaherty & Collins Construction builds the properties; Flaherty & Collins Management manages the ongoing operations of the properties that we own; and Flaherty & Collins Inc. manages the ongoing operations of third-party contracts.

F&C Properties are privately owned companies and as such as not required to have audits as public companies or not-for-profits do. We develop, build, and manage apartment properties that are set up as Limited Liability Companies (LLC) which are owned by a group of individuals employed by Flaherty and Collins Properties. This is the industry standard for developers in the private sector.

We currently own 26 properties that consist of 5,265 apartment units and have annual revenues in excess of \$80 Million, value of over \$1 Billion and Net Worth of over \$300 Million. F&C manages over 65 properties with annual revenues in excess of \$100 Million and values in excess of \$1 Billion. F&C Properties combined had \$192 Million of revenues for 2019 and the four main shareholders of the LLCs had a combined net worth of over \$300 Million. Despite the global pandemic, F&C has closed on 5 market rate developments and 1 affordable development since April 2020.

Please let me know if you have any questions.

Sincerely,



Derek J. Hammond, CPA, Chief Financial Officer



B. Sources Used for Similar Projects & Experience Developing on Publicly Owned Land

Flaherty & Collins (F&C) is an industry-leader in completing similar projects, i.e., developments on publicly owned land or completed under as part of diverse public-private partnership models that included long-term low-cost land leases and acquisitions and leveraged financing strategies.

This section offers **three tables**. The first table provides a list of relevant similar projects by F&C (with a delineation of our roles in each). The second table features a summary the municipal subsidy against total development costs for the projects, and the third table offers a summary breakdown of financing sources deployed.

Table 1: List of Similar F&C Projects with Details on F&C's Roles

| Project Name | Type of Development | Owned by F&C | CM / Construction | F&C Involvement | |
|---------------------------------|---------------------|--------------|----------------------------|------------------|----------------|
| | | | | Developed by F&C | Managed by F&C |
| 360 Market Square | Public/Private | YES | F&C/Lend Lease | YES | YES |
| 4 th & Race | Public/Private | YES | F&C/Turner | YES | YES |
| Ninety7Fifty | Public/Private TOD | YES | F&C/McHugh | YES | YES |
| Axis | Public/Private | YES | F&C | YES | YES |
| The Heights Linden Square | Public/Private | YES | F&C | YES | YES |
| The Depot at Nickel Plate | Public/Private | YES | F&C | YES | YES |
| The Boulevard at Oakley Station | Public/Private | YES | F&C | YES | YES |
| Cosmopolitan on the Canal | Public/Private | YES | F&C | YES | YES |
| The Residence at The COR | Public/Private TOD | YES | F&C | YES | YES |
| 2700 University | Public/Private | YES | F&C/Kraus Anderson | YES | YES |
| Union Berkley Riverfront Park | Public/Private | YES | F&C/MW Builders | YES | YES |
| The Breakwater (New Albany) | Public/Private | YES | F&C | YES | YES |
| 306 Riverfront (Kokomo) | Public/Private | YES | F&C | YES | YES |
| Stonewater at the Riverwalk | Public/Private | YES | F&C | YES | YES |
| The Mills at Ironworks Plaza | Public/Private | YES | F&C | YES | YES |
| The Arbuckle | Public/Private | YES | F&C | YES | YES |
| River Haus | Public/Private | YES | F&C/Wilhelm | YES | YES |
| The Yards | Public/Private | YES | F&C/MW Builders | YES | YES |
| The Ascent at Top of the Hill | Public/Private | YES | F&C/Cleveland Construction | YES | YES |
| The Banks | Public/Private | YES | F&C | YES | YES |
| ONE at The Peninsula | Public/Private | YES | F&C/Rusilli Construction | YES | YES |
| Whiskey River | Public/Private | YES | F&C | YES | YES |



Table 2: Development Cost & Municipal Subsidy for F&C Projects

F&C has worked with two dozen city and county governments to implement layered financing structures that leveraged over \$315 million in municipal subsidies.

F&C has been honored by government partners with dozens awards for innovation, impact, sustainable construction, inclusive design, and resident programming for mixed-use development projects.

| Project Name | Total Development Cost | Financing Sources | | |
|---|------------------------|-------------------|--|----------------------|
| | | Owner | Municipality Partner | Municipality Subsidy |
| 360 Market Square | \$121,000,000 | \$96,600,000 | City of Indianapolis | \$23,400,000 |
| 4th & Race | \$80,000,000 | \$62,500,000 | City of Cincinnati | \$17,500,000 |
| Ninety7Fifty | \$65,000,000 | \$40,000,000 | Village of Orland Park | \$25,000,000 |
| Axis | \$74,483,000 | \$59,483,000 | City of Indianapolis | \$15,000,000 |
| The Heights at Linden Square | \$26,333,000 | \$14,333,000 | City of Gladstone | \$12,000,000 |
| The Depot at Nickel Plate | \$40,753,232 | \$26,233,044 | City of Fishers | \$14,520,188 |
| The Boulevard at Oakley Station | \$39,200,000 | \$36,200,000 | City of Cincinnati | \$3,000,000 |
| Cosmopolitan on the Canal | \$38,500,000 | \$35,500,000 | City of Indianapolis | \$3,000,000 |
| The Residence at The COR | \$33,875,000 | \$21,975,000 | City of Ramsey | \$11,900,000 |
| 2700 University | \$53,671,846 | \$20,038,979 | City of St. Paul | \$14,993,897 |
| Union Berkley Riverfront Park | \$80,000,000 | \$53,000,000 | City of Kansas City | \$27,000,000 |
| The Breakwater (New Albany) | \$24,937,849 | 17,350,000 | City of New Albany | \$7,587,849 |
| 306 Riverfront (Kokomo) | \$25,970,026 | \$13,100,000 | City of Kokomo | \$12,870,026 |
| Stonewater at the Riverwalk | \$28,000,000 | \$17,500,000 | City of Elkhart | \$10,500,000 |
| The Mill at Ironworks Plaza (Mishawaka) | \$42,000,000 | \$27,000,000 | City of Mishawaka | \$15,000,000 |
| The Arbuckle | \$37,500,000 | \$21,500,000 | City of Brownsburg | \$16,000,000 |
| River Haus | \$42,000,000 | \$33,000,000 | City of Covington | \$9,000,000 |
| The Yards | \$41,000,000 | \$33,000,000 | City of Kansas City | \$8,000,000 |
| The Ascent at Top of the Hill | \$80,000,000 | \$57,000,000 | City of Cleveland Heights | \$23,000,000 |
| The Banks | \$38,770,000 | \$28,044,600 | City of La Porte | \$10,725,400 |
| ONE at The Peninsula | \$85,000,000 | \$65,000,000 | City of Columbus & Franklin County Finance | \$20,000,000 |
| Whiskey River | \$31,500,000 | \$15,650,000 | City of | \$15,850,000 |

**Table 3: Subsidy Types & Lenders for F&C Projects**

F&C has worked with municipal leaders to structure and leverage the many unique financing and funding sources at the disposal of local governments, including:

- Transit Oriented Developments
- Tax Increment Financing
- Tax Abatements
- Impact Fees
- Free Air Rights
- Bonds
- And other

Our lending partners are equally diverse and include national and regional banks through whom F&C has secured construction loans totaling over \$1.1 billion. Our team has also secured financing through specialized intermediaries and financing sources created by federal, state, and local government agencies.

| Project Name | Subsidy Type | Financing Sources | |
|-----------------------------------|--|------------------------------|---------------|
| | | Construction Lender | Total Funds |
| 360 Market Square | TIF / City Land | Bank of Ozarks | \$121,000,000 |
| 4th & Race | Tax Abatement, Reduced Parking Rates, Free Air Rights, TIF | Merchants Bank | \$80,000,000 |
| Ninety7Fifty | TIF / Land / Other / Impact Fees / Bonds | Village of Orland Park | \$65,000,000 |
| Axis | TIF | PNC | \$74,483,000 |
| The Heights at Linden Square | TIF / City Land / Sales Tax | Fifth / Third | \$26,333,000 |
| The Depot at Nickel Plate | TIF / City Land / Impact Fees | BMO | \$40,753,232 |
| The Boulevard at Oakley Station | Tax Abatement / TIF | BMO | \$39,200,000 |
| Cosmopolitan on the Canal | Tax Abatement | Regions | \$38,500,000 |
| The Residence at The COR | TIF / Land / Impact Fees / Mezz | PNC | \$33,875,000 |
| 2700 University | TIF / TOD Grant / HOME | BMO / Western / LISC | \$53,671,846 |
| Union Berkley Riverfront Park | Property & Sales Tax Abatement / Tenant Lease | TCF | \$80,000,000 |
| The Breakwater (New Albany) | TIF / DINO Tax Credit / Impact Fees | First Merchants Bank | \$24,937,849 |
| 306 Riverfront (Kokomo) | TIF / City Land / DINO Tax Credit / Other | BMO | \$25,970,026 |
| Stonewater at the Riverwalk | Land / TIF / Economic Dev. Funds / Industrial Recovery Tax Credits | 1st Source | \$28,000,000 |
| The Mill at Ironworks (Mishawaka) | Land / TIF / Regional Cities Funds | Centier Bank | \$42,000,000 |
| The Arbuckle | Land / TIF / Waiver of Fees / EDIT | Busey Bank | \$37,500,000 |
| River Haus | Land / Industrial Revenue Bond (IRB) | TCF / CORE / PACE | \$42,000,000 |
| The Yards | Land / Property & Sales Tax Abatement | Citizen's Bank & | \$41,000,000 |
| The Ascent | TIF / Land | Goldman Sachs | \$80,000,000 |
| The Banks | TIF/Land/Environment Clean-up/Sidewalk Grant | Lake City Bank | \$38,770,000 |
| Whiskey River | Land / Utility Grant / TIF | Busey Bank | \$31,500,000 |
| ONE at The Peninsula | Property Tax Abatement/Sales Tax Exemption | First National Bank of Omaha | \$85,000,000 |



C. Preliminary Financing Plan

The financing strategy to be employed for The Rome Yard Development will consist of a combination of traditional bank debt financing, equity financing, and internal equity contributed by Flaherty & Collins (F&C) Properties.

F&C will procure debt financing from conventional sources (i.e., regional, or national banks used by our company in the past). In addition, F&C will guarantee all debt, providing personal guarantees, as needed, on behalf of the partnership. Permanent debt would come from Fannie Mae, Freddie Mac, HUD or other permanent sources.

We employ an “open book” approach to our projects by sharing our project financial projections, including project proformas, with our partners. This approach is integral to our success as public-private community developers, and we encourage the City of Tampa to call upon our expansive list of municipal references to learn more about our relationship management standards.

In that vein, if shortlisted, F&C will begin in-depth conversations and forecasting with the City team to identify a viable combination of sources, including a review of the financial incentives needed to fund the project’s economic gap.

We believe the return hurdle to attract debt and equity financing will be to achieve a return on cost of 6.5% (calculated as Annual Net Operating Income / Total Development Cost), which is shown in the proformas within the Appendices.

Also shown on the pro forma is an estimate of the financing gap and economic incentives needed to complete the first phase of the project (approximately \$2,045,792), which we believe can be closed with land contribution and a waiver of impact fees. This phase would include the multifamily housing, townhomes, and below market rent retail. We would be asking for \$2M in incentives, however, the project would produce over an estimated \$7.3M in property taxes alone over a 10-year period.

The second phase is a more expensive product, as there is more infrastructure and a parking

garage. The economic incentives need to complete the second phase of this project are approximately \$9,274,038. We believe this can be closed with land contribution, waiver of impact fees, and Tax Increment Financing (TIF) or tax abatement. We estimate impact fees of around \$8,000 per unit, equating to roughly \$4M for this phase. After waiver of impact fees, that would leave an ask of about \$5.2M. This phase would include a 600-space parking garage with 500 spaces at a subsidized monthly rent of \$50 per space and 100 spaces allocated for free public parking to accommodate the retail and potential YMCA overflow. We are asking for these incentives, however, over a 10-year period this phase would produce over an estimated \$14M in property taxes alone.

The third phase of this project is its most expensive, as the parking garage is the largest. The economic incentives needed to make the second phase viable are approximately \$10,690,158. This gap can be filled by land contribution, waiver of impact fees estimated at \$5.3M, and TIF. After waiver of the impact fees, that would leave a shortfall of around \$5.3M that could be filled with TIF or tax abatement. Again, with the third phase the property taxes would produce an estimated \$18M over a 10-year period. These assumptions do not take into account any economic impact outside of property taxes, which include direct and indirect economic impacts likely equal to over 10 times the incentive request.

From our experience working with municipalities across the country on public-private partnerships, we have worked with many different economic incentive tools, as shown in the charts within this proposal. That will be no different here as we will work collaboratively with the City to determine the most efficient method of filling the financial gap. This is our first pass at this project, we are flexible to adjusting our project program as well and reducing units if the community feels it is too much density.

With this in mind, our attached projections should be considered a starting point for further discussions.



D. Minority Equity Partnerships

The project will have substantial minority equity ownership, by virtue of F&C's unique investor strategy (applied to all F&C developments), and the singular strategy envisioned for The Rome Yard as a co-development with community-based partners.

At F&C, our lead developers are project partners and share in the ownership of their projects. As with all projects developed by F&C, the company will establish a new LLC for The Rome Yard Development, the members of which will be owners of the development.

Here, Brian Prince (an African American) is the lead developer and partner on the project; and if F&C is the selected developer, Brian will be an owner, just as he is on all of his past projects at F&C. For The Rome Yard Development, Brian would have a 10% equity stake in the project.

Second, Moody Nolan, our lead Architectural firm and the largest African American-owned architectural firm in the United States, will also be an investor in the development.

Third, the project activates an innovative partnership with CDC of Tampa, a minority-led 501c3 community developer, to develop 27 for-sale townhomes at The Rome Yard, with land and technical assistance provided by the F&C team. The project - like others completed by CDC - will contribute net income to the agency that funds its workforce development and financial empowerment programs for residents, while simultaneously meeting the urgent need for

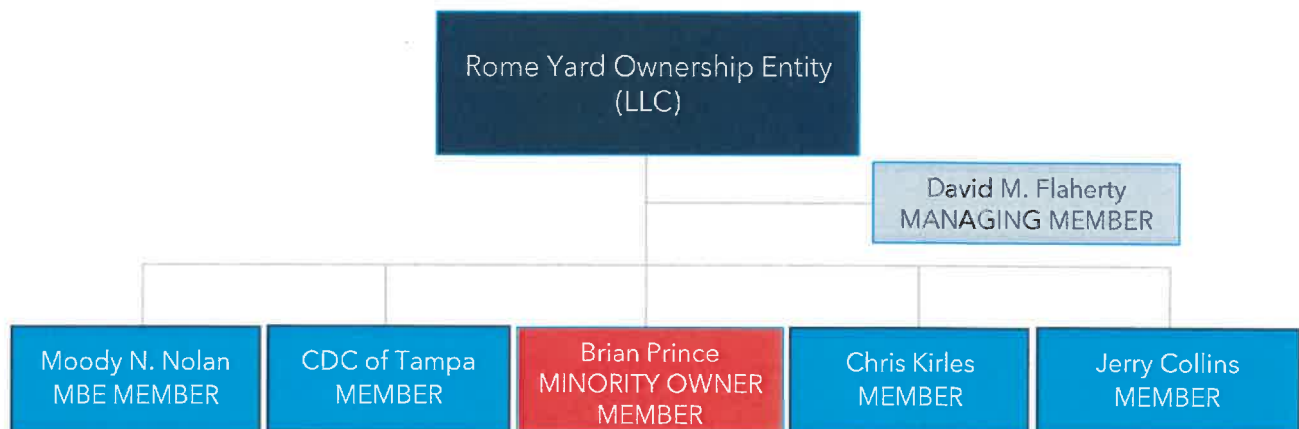
affordable homes for lower-income and first-time homebuyers.

Leveraging its experience in affordable housing development, CDC will also work hands on to cultivate a pipeline of low-and-moderate income homebuyers (at or below 140% of Area Median Income). CDC's Homeownership Center and certified Homebuyer Counseling staff will help recruit, train, and pre-qualify prospective buyers. This staff will also help them secure down payment assistance and other forms of support

In addition to minority ownership, the project will implement a comprehensive Diversity, Equity and Community Plan designed to meet and exceed the City of Tampa's goals for community impact. The 7-Point Plan includes proven strategies for targeting contracting opportunities to traditionally underutilized businesses, targeting employment opportunities (before, during and after construction), structuring minority equity ownership, and partnering with local non-profit community developers.

"We want to uplift this community by allowing residents of all ages to see professionals who look like them, particularly for young people to see that dreams are possible. If selected for this project, our development team will participate as local youth members and in any way possible to achieve the vision for community transformation."

- Brian Prince, F&C Vice President & Principal





5.4 Experience & Qualifications



A. Team Staff & Structure

The project will be staffed by a team of experienced professionals from the Flaherty & Collins (F&C) Properties family of organizations. Staff from F&C Development will oversee all phases of development and financing.

Staff from F&C Construction will oversee all facets of construction to ensure the project meets its objectives and remains on budget. F&C will hire a local Owner's Rep, working on-site daily, as a primary liaison with the General Contractor,

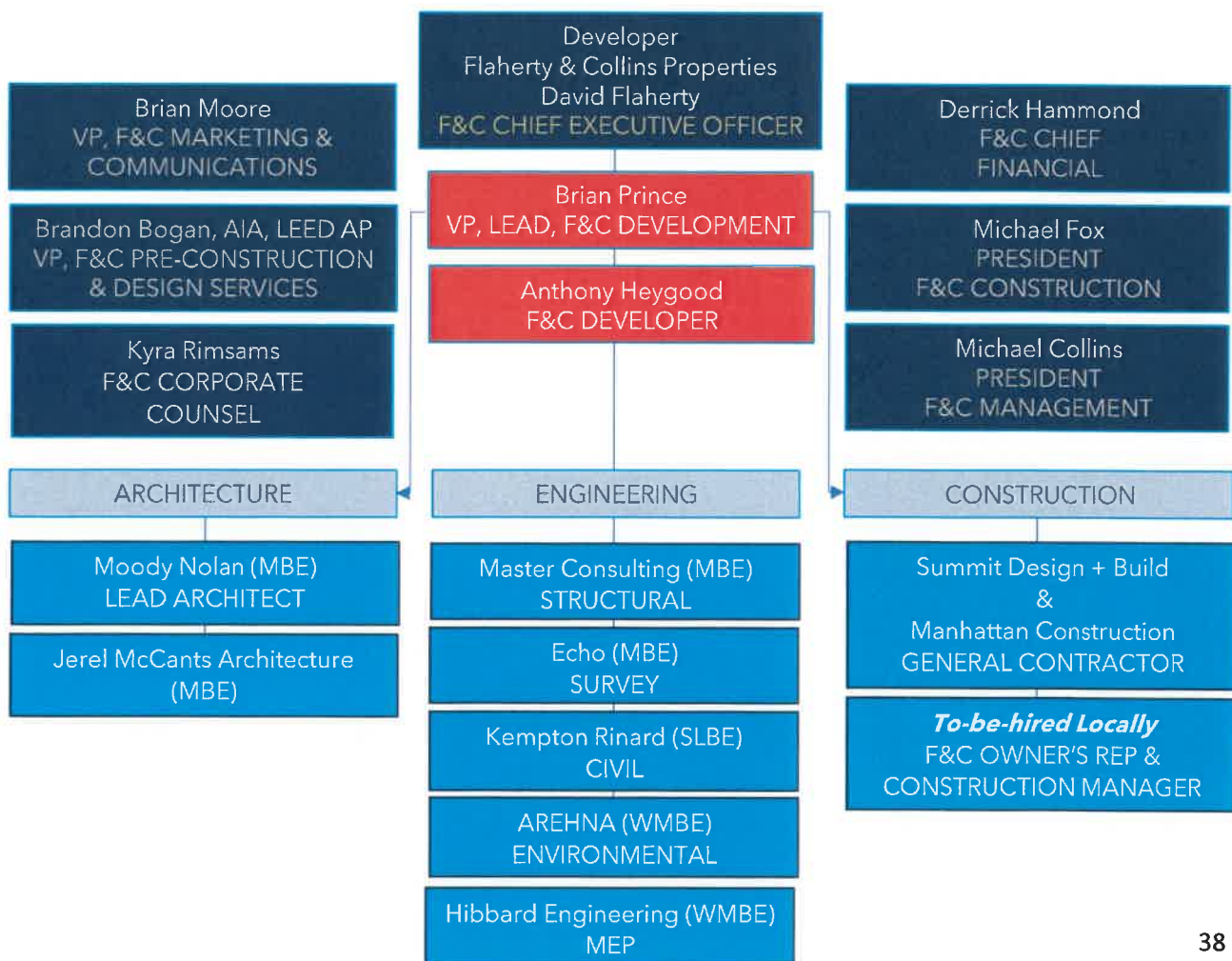
Once the project is operational, the staff of F&C Management will oversee management of the property, hiring a local property manager and local leasing associates to form F&C's on-site Rome Yard Management Staff.

F&C will work hand-in-hand with the management teams of architectural, engineering and

construction partners. Lead Architect Moody Nolan will coordinate the work of the six A&E partners depicted below. Summit Design + Build and Manhattan Construction will serve as General Contractor.

The project team will be augmented by three staff of CDC of Tampa, an award-winning 501c3 development organization that will lead the design and implementation of The Rome Yard Plan for Diversity, Equity & Community Plan.

To support City of Tampa business impact goals, the project will make every effort to work with Certified Small & Local Business Enterprises (SLBEs) including minority-owned (MBEs), veteran-owned (VBEs), and women-owned (WBEs) firms F&C has already recruited multiple partners who fall within these special groups.





B. Key Project Management & Planning Team Members

The F&C Development team is guided by results-driven experts, who carefully review feasibility studies, research and market analysis, site selection, financing, design, and leasing to project stabilization, to provide customized project development to each community we serve as a developer partner.

The Rome Yard Development Project will benefit from access to the entire F&C Properties team, for specialized roles during the life of the development. Day-to-day and week-to-week, the project will be shepherded by F&C staff members who are marked with an asterisk (*) below.

Development Key Personnel

- David Flaherty, CEO*
- Chris Kirles, Executive Vice President*
- Deron Kintner, General Counsel
- Ryan Cronk, Vice President, Development
- Jim Crossin, Vice President, Development
- Brian Prince, Vice President, Development*
- Julie Collier, Vice President, Development
- Brandon Bogan, Vice President, Design & Preconstruction Services*
- Brian Moore, Vice President, Marketing & Communications
- Kathleen Desautels, Director of Development Services
- Drew Rosenberger, Developer
- Anthony Heygood, Developer*
- Kyra Rimsans, Corporate Counsel*
-

Construction Key Personnel

- Mike Fox, President, Construction*
- Jason Schoettle, Vice President
- Ed Duda, Project Executive
- Jeff Delay, Project Manager

Property Management Key Personnel

- Michael Collins, CPM, President*
- Carrie Blastic, Vice President, Property & Asset Mgmt. *
- Jerry Collins, CPM, Chairman Emeritus
- Chris Guess, Vice President, Human Resources
- Denise Caudill, Controller
- Kim Whitaker, Director of Compliance
- Wendy Conner, Regional Property Manager
- Teri Hedemark, Regional Property Manager
- Alma Slash, Regional Property Manager
- Aggie Woods, Regional Property Manager
- Sarah Dassylva, Regional Property Manager
- Lauren Miner, Regional Property Manager
- Melissa Barrett, Regional Property Manager
- David Pierson, Director, Quality Control & Training
- Gavin Greene, Director, Business Technology
- Andrea Castaneda, Marketing Manager



C. Specific Roles & Responsibilities of Key Staff and D. Their Experience in Similar Projects

Development Team Management



Brian Prince
PRINCIPAL
Vice President,
Development
Flaherty & Collins
ROLE: Lead developer and
equity owner with oversight
of all phases of the
development
T: 317.816.9300
E: bprince@flco.com



Ernest Coney
CEO
CDC of Tampa, Inc.
ROLE: Co-developer and
partner in Workforce
Training Center
1907 E. Hillsborough, Ste
100
Tampa, FL 33610
T: 813.231.4362
E: ernest.coney@cdcoftampa.org



Brandon Bogan
Director, Preconstruction &
Design Services
Flaherty & Collins
ROLE: Joint oversight of
due diligence and design
phases
Phone: 317.816.9300
E: bbogan@flco.com



Anthony Heygood
Developer
Flaherty & Collins
Properties
ROLE: Direct support to
Principal for execution of
development work plan
T: 317.816.9300
E: aheygood@flco.com

Design Team Leaders



Curtis J. Moody, FAIA,
NOMA, NCARB, LEED AP
Chairman of the Board
Moody Nolan
300 Spruce St, Ste 300
Columbus, OH 43215
T: 614-461-4664
E: CMoody@MoodyNolan.com



Jonathan Moody, AIA,
NOMA, NCARB, LEED AP
CEO
Moody Nolan
300 Spruce St, Ste 300
Columbus, OH 43215
T: 614-461-4664
E: JMoody@MoodyNolan.com

Construction Team Leaders (General Contractors)



J. Michael Miller
Vice President
Manhattan Construction
Company
5840 W. Cypress Street,
Suite A
Tampa, FL 33607
T: 813.675.1960
E: jmmiller@manhattanconstruction.com



Adam Miller
President
Summit Design + Build
1036 W. Fulton Market,
Suite 500
Chicago, IL 60607
T: 312.229.4613
E: amiller@summitdb.com



D. Team Capacity to Complete Similarly Sized Projects

History & Background

Flaherty & Collins Properties (F&C) was formed in 1993 by David Flaherty and Jerry Collins, and today is the most active mixed-use, multi-family developer in the Midwest United States, with over one-half billion dollars currently under development in the following cities:

- Indianapolis, Indiana
- Cincinnati, Ohio
- Minneapolis/St. Paul, Minnesota
- Chicago, Illinois
- St. Louis, Missouri
- Covington, Kentucky
- Tulsa, Oklahoma
- New Albany, Indiana
- Kokomo, Indiana
- Elkhart, Indiana
- Mishawaka, Indiana
- Washington, D.C.
- Kansas City, Missouri

F&C has been ranked as a Top 50 developer nationally for the past 8 years, for multi-family projects, based on number of units built. In 2020, F&C was named #20 in Multifamily Housing by Commercial Property Executive. The company has earned Accredited Management Organization (AMO®) designation from the Institute of Real Estate Management (IREM®) – a designation given to an exclusive group of companies that meet rigorous standards.

The talented and experienced professionals at F&C specialize in complex infill deals that have a public-private component. With over 450 employees, F&C focuses on building trust and managing long-term partnerships. As a full-service, fully integrated development company,

F&C consists of three main departments: Development, Construction and Management.

Development

F&C Development has produced 50+ properties and over 10,000 units. These developments include multiple tax-credit, market rate, affordable, mixed-use, and public-private projects, with a wide range of financing structures and capital sources. The F&C Development team capably leads all phases of development, from feasibility studies, site selection, and financing, to design, leasing, and stabilization. Our results driven experts work together to minimize challenges. Thorough research and market analysis, combined with custom project development, result in satisfied stakeholders, profitable projects, and a pleasing array of lifestyle choices for residents, customers, and local communities.

Construction

F&C Construction has vast experience building all types of facilities, including high-rise, mid-rise, commercial, mixed-use, and in materials that range from wood-frame to concrete and steel. F&C is unique in the industry, in its ability to use an in-house construction team on any project.

Management

F&C Management currently oversees 72 properties and 11,807 units in seven states as an Accredited Management Organization (AMO) with three Certified Public Accountants on staff. Our experience bridges all phases of property management, including marketing, lease-up strategies, budgeting, forecasting, demographic studies, resident programs, relocation strategies and other facets of property management.





References

Kirk Davis

City Manager
City of Gladstone, MO
70140 N. Holmes
Gladstone, MO
Phone: 1.816.436.2200
E-mail: citymanager@gladstone.mo.us

Project Reference: The Heights

Paul G. Grimes

City Manager
City of McKinney
222. N. Tennessee St.
McKinney, TX 75069
Phone: 972.547.7510
E-mail: pgrimes@mckinneytexas.org

Project Reference: Ninety7Fifty

Joe Perry

Vice President
Port Authority of Kansas City, MO
300 Wyandotte Street, Suite 100
Kansas City, MO 64105
Phone: 816.559.3728
E-mail: jperry@kcportauthority.com

Project Reference: Union | Berkley Riverfront Park

Marie Franchett

Principal Project Manager
City of St. Paul
25 W. Fourth Street, Suite 1000
St. Paul, MN 55102
Phone: 651.266.6702
E-mail: marie.franchett@ci.stpaul.mn.us

Project Reference: 2700 University

Kurt Ulrich

City Administrator
City of Ramsey, MN
7550 Sunwood Dr. NW
Ramsey, MN 55303
Phone: 763.433.9845
E-mail: kulrich@cityoframsey.com

Project Reference: The Residence at The COR

Scott Fadness

Mayor
City Fishers, IN
One Municipal Drive
Fishers, IN 46038
Phone: 317-595-3111
E-mail: mayorfadness@fishers.in.us

Project Reference: The Depot at Nickel Plate

Adam Collins

Former Deputy Mayor
of Economic Development
City of Indianapolis, IN
Phone: 317.502.4037
E-mail: awc@wshlaw.com

Project Reference: 360 Market Square

Gregory Roberson

Senior Development Analyst
City of Cincinnati
805 Central Avenue, #700
Cincinnati, OH 45202
Phone: 513.352.4535
E-mail: Gregory.Roberson@Cincinnati-oh.gov

Project Reference: 4th & Race



E. Resumes for Key Personnel



FLAHERTY & COLLINS
PROPERTIES

DEVELOPMENT - CONSTRUCTION - MANAGEMENT

One Indiana Square, Suite 3000 Indianapolis, IN 46204

317.816.9300

317.816.9301

www.flco.com



DAVID FLAHERTY

Chief Executive Officer, Principal
37 Years of Experience

dflaherty@flco.com

"My vision for Flaherty & Collins Properties is continuing growth - and we have the right people in place to make that happen. We have a proven track record of performance, the experience required, and the drive to be successful in an ever-changing real estate market."

RESPONSIBILITIES

David, along with his partner Jerry Collins, is responsible for the strategic direction, operation, and profitability of Flaherty & Collins Properties. Working with his experienced development team, David is instrumental in seeking out real estate opportunities and leading the process that turns those opportunities into successful transactions for his clients and his company. He has been responsible for the completion of hundreds of real estate transactions including acquisitions, dispositions, development, and financing.

ACCREDITATIONS / ORGANIZATIONS

- National Association of Home Builders Multifamily Division-Leadership Board
- National Multi Housing Council
- Board of Visitors/Indiana University School of Business, Indianapolis
- Indianapolis Bar Association
- Indiana Real Estate Broker
- Vision Communities, Inc. - Board Member

PROFESSIONAL EXPERIENCE

After graduating from law school in 1984, David joined Revel Companies, an Indianapolis-based full service real estate company, until 1993, when he and Jerry Collins founded Flaherty & Collins Properties.

EDUCATION

BS Business, concentration in real estate,
1981
Indiana University - Bloomington, Indiana

JD, School of Law,
1984

Indiana University - Indianapolis, Indiana

PERSONAL

Dave is married with two children. He enjoys snow skiing, running, and coaching children's athletics.



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One Indiana Square, Suite 3000 Indianapolis, IN 46204

317.816.9300

317.816.9301

www.flco.com



- Indiana Commercial Board of Realtors - Charter Member
- Vision Communities, Inc. - Board Member

JERRY K. COLLINS, CPM

President, Principal
42 Years of Experience

jcollins@flco.com

"What makes Flaherty & Collins Properties unique is our flexibility. We work hard at finding creative solutions to complex problems. We're enthusiastic about our business, and we bring that enthusiasm and flexibility to every assignment."

RESPONSIBILITIES

Jerry, along with co-owner David Flaherty, is responsible for the strategic direction, operation, and profitability of Flaherty & Collins Properties. He is involved in all aspects of the company and its services, particularly property management, development, construction, and human resources. He brings a commonsense approach to a complicated business, focusing on providing quality services and outstanding products, as well as recruiting top real estate talent.

ACCREDITATIONS / ORGANIZATIONS

- Certified Property Manager (CPM)
- Indiana Real Estate Broker
- Indiana Apartment Association (IAA) - Board Member since 1987
- IAA Chairman of the Board of Directors - 2013

PROFESSIONAL EXPERIENCE

Jerry has worked in the real estate business more than 35 years, including construction, commercial brokerage, and property management. Before co-founding Flaherty & Collins Properties in 1993, his experience included:

Revel Companies (Indianapolis, IN)

Senior Vice President,

Property & Asset Management

F.C. Tucker Commercial Real Estate Co.
(Indianapolis, IN)

Broker

EDUCATION

BS, Ball State University - Muncie, Indiana

PERSONAL

Jerry is married with two sons. He enjoys boating and outdoor activities. An avid reader, Jerry has spent many years exploring the Lewis & Clark Trail.



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One Indiana Square, Suite 3000 Indianapolis, IN 46204

317.816.9300

317.816.9301

www.flco.com



BRIAN R. PRINCE II

Principal

Vice President, Development

11 Years of Experience

bprince@flco.com

"By combining my legal background with my knowledge of commercial real estate, I hope to bring value to each project. Additionally, I will use these acquired skills to continue to help Flaherty & Collins Properties objective to transform communities across the country."

RESPONSIBILITIES

Brian is responsible for identifying new markets for development opportunities as well as assisting in procuring tax credits for projects. Additionally, Brian analyzes financial projections, budgets, and overall feasibility of a project, while also working with local communities and property management to ensure the overall success of projects.

EDUCATION

J.D., Indiana University - Robert H. McKinney School of Law, Indianapolis, IN

B.A, General Studies, Indiana University - Indianapolis, IN

ACCREDITATIONS

Urban Land Institute (ULI)

ULI National Public/Private Partnership Panel

Licensed Indiana Real Estate Broker

PERSONAL

Brian enjoys playing sports and attending sporting events.

PROFESSIONAL EXPERIENCE

Brian is responsible for site selection for mixed-use multifamily opportunities across the country. As VP of Development, Brian oversees every aspect of development from the entitlement phase through construction and lease up. Brian has extensive experience working with communities on true Public Private Partnership projects. Brian is currently overseeing several large scale P3 developments that are urban infill opportunities that will transform the communities they are located in. Brian has worked with Ambrose Property Group and the Indiana Economic Development Corporation (IEDC) prior to joining F&C. His experience at the IEDC allowed him to leave with a vast knowledge of development related tax credits.

Thomas Law Group (Zionsville, IN)
Law Clerk

Indiana Economic Development Corporation
(Indianapolis, IN)
Legal Intern

Ambrose Property Group
(Indianapolis, IN)
Development Intern



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317.816.9300

317.816.9301

www.flco.com



DEREK HAMMOND

Chief Financial Officer
13 Years of Experience

dhammond@flco.com

"Flaherty & Collins Properties is a clear leader in the real estate market, with a team committed to growth and financial stability. Our clients are a top priority met with a dedicated team to exceed their needs and demands. My primary responsibility is to oversee the company's financial health to ensure maximum profitability."

RESPONSIBILITIES

Derek oversees the financial operations of development, property management, and construction for Flaherty & Collins Properties. His responsibilities include budget preparation and monitoring, financial reporting and analysis, corporate performance/profit improvement, strategic refinancing, and regulatory compliance.

EDUCATION

BS Accounting, Manchester College – North Manchester, Indiana

ACCREDITATIONS

- American Institute of Certified Public Accountants – Member
- Indiana CPA Society – Member

PERSONAL

Derek is married with two children. He enjoys spending time with his family, basketball, tennis, exercising, and investing in stocks.

PROFESSIONAL EXPERIENCE

Prior to joining Flaherty & Collins Properties, Derek worked in public accounting in the real estate tax industry. Derek has a wealth of knowledge and experience in real estate, including sales and refinances, tax projections, partnership structuring, credits, and acquisitions and dispositions of partnership interests.

Dauby, O'Connor & Zaleski, Carmel, IN
Tax Principal

KPMG, Chicago, IL
Tax Manager

Katz, Sapper & Miller, Indianapolis, IN
Tax Senior Associate



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One Indiana Square, Suite 3000 Indianapolis, IN 46204

317.816.9300

317.816.9301

www.flco.com



ANTHONY HEYGOOD

Developer

6 Years of Experience

aheygood@flco.com

"Developing a truly sustainable future is the will of today's society. It is with foresight, determination, and the intent of the courageous to secure this reality. I will help lead the focused path forward."

RESPONSIBILITIES

Anthony initiates Public Private Partnerships with municipalities who are looking to develop catalyst infill multifamily development projects. In developing these projects, Anthony focuses on net-zero and solar applications to increase the viability and longevity of the project. Additionally, Anthony analyzes financial projections, budgets, use of social, climate and green infrastructure bonds, while also working with local communities to reduce the carbon footprint in new and existing developments.

EDUCATION

Bachelor of Liberal Arts, Kinesiology
Bachelor of Liberal Arts, Women's Studies
Purdue University - West Lafayette, IN

ACCREDITATIONS

Indiana Licensed Real Estate Broker

PERSONAL

Anthony enjoys weightlifting, recreational sports, cryptocurrency trading, entrepreneurial advising, and training athletes. Anthony cites his family as the driving force behind his dedication to develop a better and more sustainable planet.

PROFESSIONAL EXPERIENCE

After graduating from Purdue University and pursuing an injury shortened career as a professional athlete, Anthony developed a college campus concierge business while building a career as a Realtor and Real Estate Investor in Indianapolis. Having managed asset portfolios, acquired single family investment properties for portfolios and rehabbed several single-family homes, Anthony learned multi-family development through a master's program before interning in the industry. Growing two successful businesses before entering the development world allows Anthony to develop efficient strategic processes to deliver complex projects effectively.

Flaherty & Collins Properties (Indianapolis, IN)
Development Associate
Intern

FC Tucker Co. (Indianapolis, IN)
Realtor

Highgarden Real Estate (Indianapolis, IN)
Realtor

Professional Athlete - NFL
Carolina Panthers
Seattle Seahawks



F. Current & Previous Comparable Development Project Experience

F&C is a national leader in affordable and market rate housing, public/private partnerships and mixed-use, urban in-fill developments that are designed to

The company has executed two dozen projects similar in size magnitude and use to the City of Tampa's vision for The Rome Yard.

F&C has developed 25 similar mixed-use properties, that together featured 6,300 housing units and 400,000 SF of retail, along with 132,000 SF of office space, and 9,000 total parking spaces.

Beginning on the next page are project profiles for a dozen similar projects by F&C, providing

basic project descriptions and photos, along with summary information on dates started or completed. Please also see Section 5.3.B, Tables 1, 2 and 3, for comprehensive details on F&C's role in mixed-use projects, financing sources other key information.

In addition, F&C's major partners on the project have a wealth of experience in mixed-used design and construction. Please see the Appendices the capabilities and project descriptions for Manhattan Construction and Summit Design + Build (the General Contractor), and Moody Nolan (lead architect).

G. Terms & Details of Community Benefit Agreements for F&C Projects

The F&C team routinely works with municipal and private sector partners to craft Community Benefit Agreements (CBAs) and Business Utilization Agreements, committing to quantitative targets for project spending with small and local business enterprises, including minority-owned, women-owned firms, and a host of other impact goals.

F&C has crafted formal CBAs or similar agreements with cities and counties that resulted in targeting impacts in the following areas:

- Minority or disadvantaged business equity and sweat equity ownership
- Small, local, minority, and women-owned business contracting during construction
- Local, minority and ex-offender hiring for the construction workforce
- Small, local, minority, and women-owned business contracting during operations

- Below-market commercial lease rates for small, local, and minority-owned enterprises
- Charitable contributions to and value-added partnerships with community-based organizations

In addition to our past work in this arena, F&C has partnered with the CDC of Tampa to craft a comprehensive Rome Yard Plan for Diversity, Equity & Community that is described in Section 5.5 of this proposal.

F&C is also a corporate member of a number of organizations that support supplier diversity and procurement and/or minority or woman-owned business development, and for the Rome Yard Project has partnered with the 2020 Plan and Florida State Minority Supplier Development Council (affiliate of the National Minority Supplier Development Council) to market contractual opportunities, while offering capacity-building support to prospective contractors.



Continued - Current & Past Comparable Development Experience



Located in the heart of Downtown Indianapolis, Indiana, the 360 Market Square is a 28-story mixed-use residential luxury apartment tower that features 292 one, two and three-bedroom apartment residences. The development, at nearly 300 feet tall, features a 40,000 SF Whole Foods Market® and Starbucks® occupies an additional 2,500 SF of retail. The project includes a 525-space parking garage.





201 Market Grand Rapids, MI



Flaherty & Collins Properties was selected by the City of Grand Rapids, Michigan, to develop this 16-acre project, to meet the needs of diverse residents with a blended affordability strategy in all three of its buildings.

The first building would offer 185 market rate units, 37 restricted units for seniors and 24 units with rents capped at 80% of AMI.

Phase I includes a mixed-use building to be constructed in the middle of the site that would include 246 housing units. The first floor would be retail, and the second through fifth floors would be residential. In the center of the building would be a parking deck.

The riverfront plaza and river walk would also be completed in the first phase. The plaza would include an interactive water fountain with water jets, as well as an outdoor performance and special event venue.

The project has a projected start date in the Fall of 2021.



St. Elizabeth's East

1100 Alabama Ave
Washington, DC 20032



The first phase of the redevelopment of St. Elizabeth's East campus includes the conversion of 7 historic hospital buildings into 252 mixed-income rental apartments.

This \$100 million project is a partnership between Flaherty & Collins Properties and the Anacostia Economic Development Corporation, and it marks a major step in the effort to transform one of Washington, D.C.'s largest developable parcels into a transit-oriented, mixed-used project near the Congress Heights Metro station.

The first phase entailed renovating seven historic buildings totaling 354,000 square feet into rental units situated in an oval pattern, with one central building surrounded by the remaining six.

Approximately 80% of the units are affordable to families making up to 60% of AMI. Parking for the site consists of two surface lots.

The project broke ground in November 2018 and opened to first residents in November 2019.



Flaherty & Collins was selected as the developer of this project by the City of Cincinnati following a competitive process that yielded 12 development proposals.

F&C will develop this highly sought-after public/private project to house a total of 14-stories; 7-stories of 208 high-end, luxury apartment homes will sit atop 7 stories of a new city-owned, 925-space parking garage.

Cincinnati Center City Development Corp. (3CDC), a project partner, will develop the parking garage and lease it from the City. 3CDC would also develop and own 25,000 SF of street-level commercial space. The project broke ground in late 2018 and will open in 2021.



4th & Race
Cincinnati, OH





The Ascent Cleveland Heights, OH



THE ASCENT
TOP OF THE HILL

The Ascent is a mixed-use urban village development located on Cedar Road and Euclid Heights Boulevard, just up the hill from University Circle.

City officials describe the project as a "gateway" to Cleveland Heights and a "catalyst" for further development. The project consists of 275 luxury apartment units, 550 parking spaces and 15,000 SF of first floor retail, with 25,000 SF of green space. Amenities include a resort-style pool with sundeck on Floor 10, co-working space, a pet spa, bark park, terrace and common space.

The project broke ground in May 2020., with estimated completion in April 2022.





One at The Peninsula Columbus, OH



ONE at The Peninsula is a \$50 million project next to the Scioto River in Downtown Columbus, Ohio, that is designed to complement the City's redevelopment plans.

ONE at The Peninsula will bring 300+ resort style, luxury apartments, along with hotel, grocery, and retail space to Scioto Peninsula.

The project broke ground in July 2020 and is scheduled to open in Spring of 2022.



401 N. Senate Ave
Indianapolis, IN 46204



Axis is 336 units with 46,000 SF of retail, including a 42,000 SF Kroger grocery store. The development, at 358,642 total SF, includes a 436- space parking garage. Axis is a public/private partnership with the City of Indianapolis, Indiana. After breaking ground in February 2013, it opened in the fall of 2014. and was completed in the Spring 2015.





2700 UNIVERSITY



2700 UNIVERSITY

2700 University Ave. W.
St. Paul, MN 55114

2700 University is a premium, mixed-use development located in St. Paul, Minnesota as a public/private partner partnership initiated by the City of St. Paul.

2700 University consists of 248 luxury residential apartments, 5,000 SF of retail space and a 224 underground parking facility. The project is purposefully designed to attract socioeconomically diverse residents; 20% of units are affordable to families at or 50% of AMI, an opportunity made possible through 4% bond financing.

2700 University is 345,482 square feet. It opened in 2014.

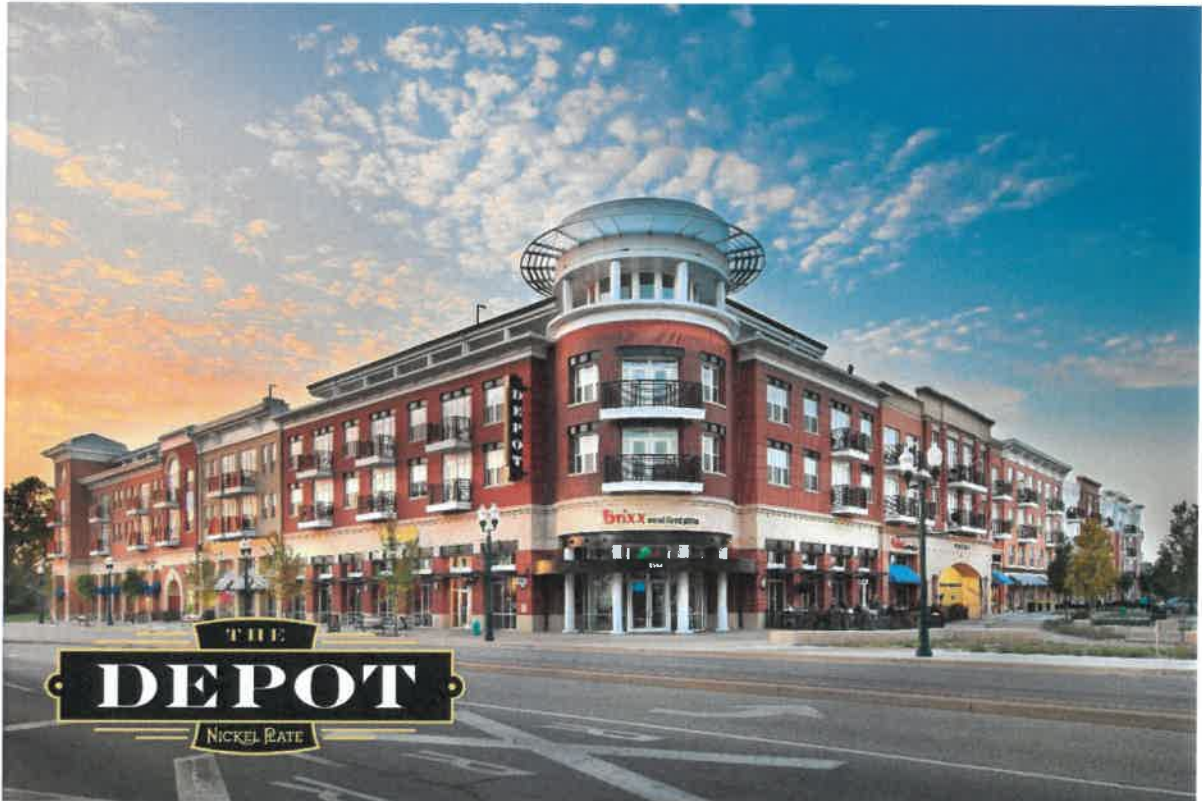




Union | Berkley Riverfront Park Kansas City, MO

Union is a mixed-use urban village development, a partnership with The Port Authority of Kansas City. It consists of 407 luxury apartment units, 400 parking spaces and 12,000 SF of retail. Amenities include a resort-style pool with sundeck, a sky bar with views of downtown Kansas City and the river, a gaming lounge, a fitness club, an indoor/outdoor yoga and Pilates studio, a pet wash, and a bicycle bar. The project broke ground in November 2016 and opened to residents in June 2018.





The Depot
8594 E 116th Street.
Fishers, IN 46038

This mixed-use development is situated in the heart of Downtown Fishers, Indiana.

The Depot at Nickel Plate encompasses 478,737 total SF, including 240 luxury residential apartment units, 17,410 SF of retail space and a 423-space parking garage.

Construction of the project began in October 2013; retail and first units were available in the fall of 2014. The project was completed in early 2015.





9750 On The Park

9750 Crescent Park Circle
Orland Park, IL 60462



NINETY7FIFTY
ON THE PARK

Ninety7Fifty on the Park is an urban, mixed-use development adjacent to the 143rd Street Metra Station in Orland Park. The development consists of 295 luxury units and 4,200 square feet of retail. The project includes 389 parking spaces and is 486,445 total square feet. After breaking ground in 2012, it opened to residents in August 2013.





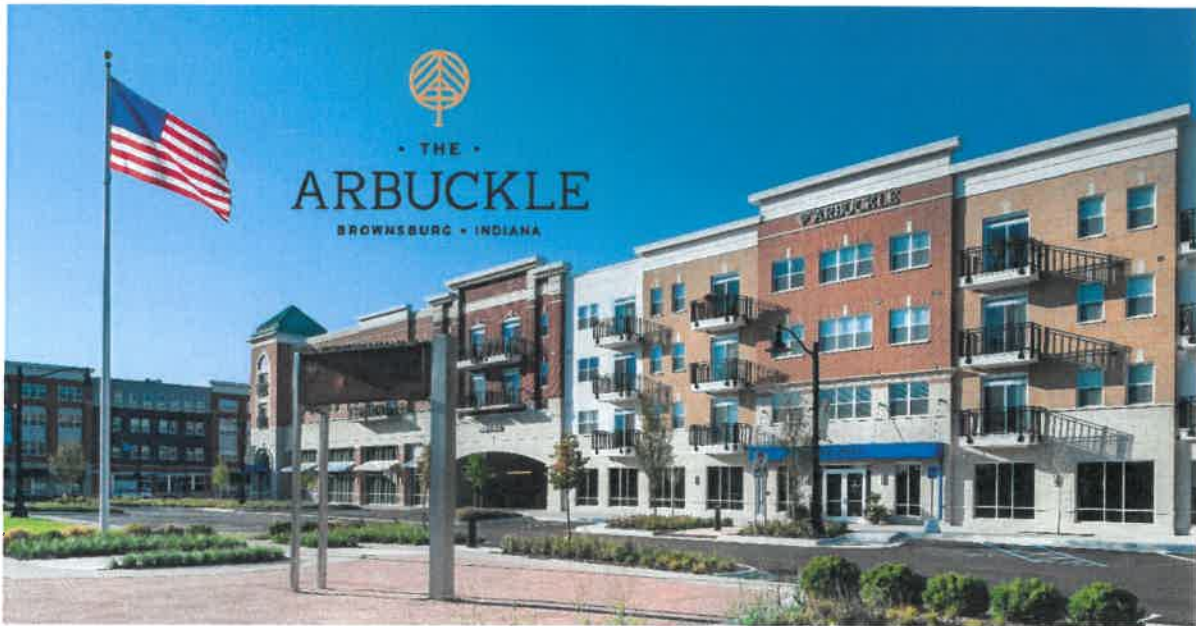
Cosmopolitan on the Canal

310 W. Michigan Street
Indianapolis, IN 46202

COSMOPOLITAN on the canal

This first-class, mixed-use project consists of 218 rental units, 225,774 total SF, 18,000 SF of retail and a 345-space parking garage. The project was completed in 2010 and successfully leased-up in a record-breaking six months while achieving the highest rents in the City and exceeding rent projections.





The Arbuckle Brownsburg, IN

A public/private partnership with the Town of Brownsburg, The Arbuckle is a mixed-use development at Arbuckle Acres Park in Downtown Brownsburg. The project consists of 208 studio, one and two bedroom luxury apartments, 7,500 SF of retail space and 400 parking garage spaces. The project broke ground in August 2017 and opened in the Fall of 2018.





306 Riverfront District Kokomo, IN



A partnership with the City of Kokomo on a new project to redevelop the former Apperson Brothers factory and surrounding property in a luxury mixed-use apartment community. The conceptual plans call for approximately 200 luxury apartment homes with 4,8000 SF of retail and features resort style amenities that will support and activate the space around the new development. The project broke ground in October 2016 and opened in March 2018.





River Haus Covington, KY



RIVERHAUS

A public/private partnership with the City of Covington, River Haus is the redevelopment of Mainstrasse and will consist of 187 one and two-bedroom market rate luxury apartments, along with commercial space on the ground floor, and a 314-space parking garage. The project broke ground in December 2017, and the first residents moved in August 2019. The project was completed in the fall of 2019.





The Mill at Ironworks Plaza Mishawaka, IN

A partnership with the City of Mishawaka, Indiana, The Mill at Ironworks Plaza consists of 232 luxury apartment units with 16,500 SF of retail.

The project is located in the heart of Downtown Mishawaka in an effort to establish a centralized core where residents can “live, work, and play.”

The project broke ground in 2017, and first residents moved in September 2019, with completion in the fall of 2019.



Stonewater at The Riverwalk Elkhart, IN

A \$32 million public/private partnership with the City of Elkhart, Indiana, and the Indiana Economic Development Commission (IEDC), Stonewater at the Riverwalk features 205 luxury apartments, along with 6,300 SF of retail, and 71 parking garage spaces.

The project broke ground in September 2017 and first residents moved in October 2019 and the project was completed in late fall 2019.





5.5 Community Engagement/Minority Involvement & Knowledge of the West Tampa Neighborhood



Our Commitment to Community Impact

Flaherty & Collins (F&C) is fully committed to creating a **community-centered** approach to the project - one that engages and activates local leaders in every phase and facet of development, and that honors each of the priorities expressed within the Request for Proposals.

Our team will exceed the minimum goals requested by the City. To achieve this, F&C has partnered with an established community-based organization (CDC of Tampa) to work as an integral part of the project team to incorporate diversity, equity & community at every step of the way. This quest will be formalized via ***The Rome Yard Plan for Diversity, Equity & Community***, which has already recruited a dozen local partner s.

As part of the proposed project F&C will enter a **Community Benefit Agreement (CBA)** with the City that provides access to economic opportunities that are not currently accessible to small business owners in the area; that ensures the primacy of the West Tampa Vision and Strategic Plan development objectives; and that honors the history and heritage of West Tampa through the inclusion of art, historical markers, and a West Tampa Cultural Center (further described below).

Below is a summary comparison of requirements within the RFP and elements of F&C's proposed project.

Below Market Space for Small Businesses

The City prioritizes a set aside of 10% of the project's retail space for City of Tampa resident-owned small business, at below market lease rates for a minimum of 10.

F&C will exceed this goal by offering 100% of the new retail space at below market rates and coupled with a full suite of support services to support diverse micro-entrepreneurs to affordably occupy space and grow their businesses at this emerging "destination retail" site. F&C and CDC will replicate the 1Pier

model at the St. Petersburg Pier, providing a continuum of capacity-building services that include.

- Access to micro capital to finance growth
- Microgrants for inventory purchases
- Monthly trainings that help grow their capacity and network
- Sponsored technology that shore up their operations

This project component - called the 1West initiative - will also help micro and small businesses overcome one of the biggest hurdles to their occupancy in newly constructed spaces - the cost of the retail build out. The project will offer a substantial Tenant Improvement (TI) allowance, at \$90 per square foot, to help offset their initial cost and offer rents starting at \$12/SF which is substantially below area lease rates for comparable space.

Local Hiring Goal

The City prioritizes local hiring and has a goal that a minimum of 20% of on-site work be performed by Tampa residents, as measured by hours.

The F&C team is fully committed to maximizing economic opportunities for residents and businesses in the communities in which we develop properties; we proactively work with communities, and their citizens and business enterprises, in each of our developments to promote local workforce participation. We have consistently hired locally and provided training opportunities for the local residents. Specifically, with the 360 Market Square project in Indianapolis, F&C took an additional step and made a very unique commitment that at least 30% of the workforce on the project would come from Marion County (Indiana).

For the Rome Yard Development Project, F&C and CDC of Tampa will partner to ensure a diverse and inclusive workforce. CDC will lead a Rome Yard Employment Recruitment & Training Program (before, during and after construction) to optimize employment for



minorities and other targeted groups such as veterans, women, underemployed youth, and lower-income local residents.

CDC's Workforce Development Center has worked with dozens of employer and intermediary partners to train, place and hire 21,500 Hillsborough County residents. CDC's unique expertise includes the creation of formal Employment Recruitment, Training & Wrap Around Support Programs that engaged workers across the skill spectrum. CDC also houses the Tampa Vocational Institute, which provides 4-to-6-week courses that deliver industry-specific training and certification, including green construction and LEED certification.

- **During Construction** - The CDC team will work hands-on with all project partners who are sourcing labor, to identify and market their opportunities, and to help interview and train all prospective hires.
- **During Operations** - CDC will likewise work with retail and office tenants to identify and market their opportunities and to support the hiring process, as needed.
- **On-Going** - CDC's Economic Prosperity Center (EPC) will provide wrap-around support and care coordination for the project's workforce.

Rent-Free Office Space for Workforce Training Center

The City's vision is for the project to provide rent-free space for a Workforce Training Center.

F&C and CDC have developed a vision that will exceed the City's expectations in this arena as well. The project team envisions the development of a 24,000 square foot West Tampa Cultural Center that will provide **rent-free space for a workforce training center** that will be one component of a One Stop Center operated by CDC of Tampa.

The partners have engaged the YMCA as a potential anchor tenant at the facility. The agency's leadership team is excited by the

prospect (as evidenced by their letter of interest contained with the Appendices).

To breathe life into the concept, F&C will donate the land and support CDC and YMCA to explore and pursue financing for the Center's construction.

CDC will replicate its success One Stop Center in East Tampa, bringing a range of specialized services under one roof and accessible to area residents. The concept would provide space for makers and artists, health and wellness programs, an after-school enrichment program, and business technical assistance and capital access services, in addition to the Workforce Training Center envisioned by the City.

Also on site, will be a satellite Economic Prosperity Center, an initiative funded by the United Way Suncoast and operated by CDC of Tampa in East Tampa. The project will entail a replication of the EPC in West Tampa, bringing individualized financial literacy training and coaching, and homebuyer education to local residents.

WMBE & SLBE Utilization

The City prioritizes the utilization of WMBE and SLBE certified firms for meaningful work on the project.

This is another facet of the project where it is F&C's goal to exceed the City's expectations. The project has already substantially engaged minority equity owners, and F&C has secured the written and verbal commitment of partners in design and construction to this high-priority element of the project.

F&C has significant knowledge and involvement working with Local Construction Trades, Minority & Women Business Enterprise (MWBE) firms and local governments to ensure our projects promote a high level of diversity. All of our projects are Public-Private Partnerships, and as a result, many of them contain M/WBE requirements.

To date, F&C has met or exceeded these requirements on each project and will strive to



ensure continued compliance on all of our projects. As further assurance to meet this commitment, F&C will make this a recordable covenant and

In addition, the project's General Contractor - Manhattan Construction and Summit Design + Build - have well-documented processes and success in contracting with diverse businesses (see the Appendices for additional detail). on the project, and we will prioritize relationships with local construction trades and subcontractors in the selection process.

For the Rome Yard Development Project, the project team will work with the City of Tampa to develop a meaningful and targeted program to engage community business enterprises in contracting opportunities and to create a

network of these businesses, supported by an on-going database of company information to ensure transparency.

To implement the program, CDC will work with established partners such as Ariel Business Group, Tampa Bay Black Business Investment Corporation, and Urban Market Analytics (all leaders in their respective fields) to achieve F&C's goals for inclusion. CDC will take a lead role in helping the project team to identify and assess the qualifications of diverse firms for professional services that may include architectural, engineering, financing, and interior design services, and goods such as furnishings, fixtures, equipment, and technology (in addition to subcontracting opportunities during the construction phase).



A. Process for Informing the Community of Proposed Design & Obtaining Community Support

F&C will ensure that the design and operational vision of the project are wholly consistent with the West Tampa Vision Plan and the West Tampa CRA Strategic Action Plan. During the earliest phases of pre-development, F&C and CDC of Tampa will prioritize one-on-one and small group meetings with representatives from the West Tampa CRA Community Advisory Committee and other organizations on the vanguard of the area's revitalization.

This initial round of meetings will include relationship mapping and follow-up research to create a database of invitees to future community engagement activities.

Later, as F&C begins conceptual design, these and other prospective partners will be asked to co-host **community-inclusive visioning sessions** to gather insights and inspiration from four groups whose support is vital to success. The project team will also provide regular updates

- People who currently live, work, and own businesses in areas immediately surrounding the project site,
- Prospective partners, site selectors and tenants for retail and office spaces
- Microentrepreneurs who may occupy retail spaces

- Potential housing tenants and homebuyers

Conducted in both face-to-face and virtual formats, these sessions will gather feedback, insights and inspiration that will be used in planning and design.

The project will also formalize and announce community support, providing a body of documentation that substantiates the widespread outreach effort organized by F&C and CDC, and to memorialize the feedback and insights gathered.

To facilitate outreach, CDC of Tampa's Director of Business Development will serve as a point-of-contact and play a lead role in outreach prior to the formalization of the developer agreement. Once the City of Tampa finalizes the developer agreement, F&C's outreach activities will be enhanced by a local Owner's Rep and monthly site visits by F&C's Lead Developer Brian Prince.

CDC will also take the lead in forming a Rome Yard Advisory Council of committed partners and interested stakeholders from local neighborhood associations, business associations, development organizations, the area's educational institutions, and system leader agencies such as CareerSource.

B. Process to Keep the Community Informed & Engaged

F&C and CDC will implement a multi-media strategy to keep the community informed and engaged of progress throughout the development process.

A project website will house all community-centered work product, organized for easy access, with team contacts, a calendar of events and an opportunities page to support workforce and business inclusion goals

A monthly project e-newsletter will be emailed to an ever-growing database of community contacts to provide news, updates, event

invitations, opportunities for business inclusion, and ultimately, lease marketing

Quarterly project meetings, open to the broader community and conducted face-to-face and via Zoom), will provide updates, introductions of new partners, and opportunities for community input Groundbreaking and other ceremonies for the three proposed phases of the project.

The West Tampa CRA Community Advisory Committee will receive monthly updates and will be asked to co-host a number of community engagement meetings.



C. Projects Completed in the General Project Area of West Tampa & D. Existing Activities with Organizations in the Area

Though the primary project partners have not completed projects in West Tampa or surrounding areas, several project team members have an extensive portfolio of projects in the City of Tampa, Hillsborough County and Tampa Bay as a whole. The Appendices feature the work of CDC of Tampa and Manhattan Construction Company.

CDC of Tampa, the project's local co-development partner, is integrally involved with a number of organizations located in West Tampa. Current West Tampa partnerships include but are not limited to the following:

- **Tampa Housing Authority/Affordable Housing:** CDC works with the THA Homeownership Specialist to market available products and to assist potential resident-homebuyers seeking to utilize their Section-8 vouchers to purchase affordable housing. THA is a vital partner to the CDC's Economic Prosperity Center (EPC), referring would-be homebuyers year-round for counseling through the CDC's Homeownership Center.
- **Tampa Housing Authority/Youthbuild:** THA refers students to CDC of Tampa for interview attire. They also send 5-10 students to our Suit Up and Show Up Program each year.
- **Project LINK at Stewart Middle Magnet:** CDC partners with the school to provide parent support and engagement, child enrichment and health and wellness programs.
- **Minority Business Engagement:** CDC of Tampa supported Konan's BBQ and E.V.E. Catering: (small, minority-owned business) during the COVID-19 pandemic, partnering with them to provide 1,500 meals to needy families and individuals living in West Tampa.
- **Associated Builders and Contractors:** CDC of Tampa partners with ABC to provide construction skills training and recruitment for construction trades.
- **Dress for Success:** CDC of Tampa partners with this initiative to refer our clients for women's Interview and work attire. They also refer clients to us for men's interview attire.

E. Knowledge of & Relationships with Organizations in the Area

In addition to the partnerships described in the previous section, CDC of Tampa staff are appointed members of a number of City-led initiatives and bodies whose purview encompasses West Tampa and other underserved, lower income, or targeted redevelopment areas of the City of Tampa. This includes our CEO Ernest Coney's service on the

City of Tampa Affordable Housing Committee, City of Tampa Equal Opportunity Business Advisory Committee (setting MBE goals and creating MBE opportunities), and membership with two City of Tampa working groups for Transforming Tampa Tomorrow (the Affordable Housing Committee and Sustainability Committee).

F. Creating Minority Employment Opportunities

The CDC team will work hands on with all project partners sourcing labor, to identify and market their opportunities and to help vet, interview and train all prospective hires. Separate from the construction workforce, CDC will likewise work with retail and office tenants

to identify and market their opportunities. This scope of work will comprise ***The Rome Yard Employment & Training Program.***

The project will leverage CDC's experience and partnerships with CareerSource Hillsborough



and other workforce development intermediary organizations such as the University of South Florida and Hillsborough Community College, connecting targeted workers to career skills training and development programs that are financially supported through CDC funding partnerships. As one example, CDC staff will facilitate youth workers' access to CareerSource vouchers that cover their cost of career skills training.

The Rome Yard Employment & Training Program will also benefit from CareerSource's support with job posting and opportunity promotion and specialized employer subsidies which can lower the cost of retailers who locate at The Rome Yard.

A special focus of the Rome Yard program will be CDC's connection to registered apprenticeship programs that will be a source of recruitment during the construction phase of the project.

Below is a summary of our capabilities in this arena.

CDC's Workforce Development Programs

CDC of Tampa's Workforce Development Center's goal is to assist low- and moderate-income individuals acquire job skills, secure stable employment, and gain financial stability. They do so by utilizing a comprehensive approach, offering the following:

- **SOFT SKILLS TRAINING:** To help empower individuals that are entering the job market, individuals that are low and moderate income, and those that are the hardest-to-employ: ex-offenders, welfare recipients, transitional, and non-custodial parents to overcome barriers to employment, CDC of Tampa offers a job readiness curriculum, entitled "Steppin' Stones". "Steppin' Stones" is a 32-hour comprehensive course where hands on training is provided, along with long-term job counseling. The curriculum is divided into modules that include: Mastering Job Applications; Writing Winning Resumes; Making Good Choices; Bashing Barriers to
- Employers; Succeeding in the Interview and In-house Mock Interviews.
- **CERTIFICATION TRAINING:** CDC of Tampa's Tampa Vocational Institute (TVI), provides short-term certifications and training in the construction trades, including but not limited to, Workplace Safety, HVAC, Plumbing, Electrical, and General Contracting. TVI also offers training in Customer Service, Compressed Natural Gas Maintenance (for Transit Authorities), and is equipped to offer specialized training to fit employer needs.
- **YOUTH CAREER EXPLORATION & TRAINING:** CDC partners with the Tampa Fire Department to provide a Youth Fire Introduction Resources and Education (F.I.R.E) program. This program provides career exploration, short term certifications and mentoring to youth in grades 9-12, educating them about the Tampa Fire Department and introducing First Responder careers in a safe, supportive virtual team environment. Youth obtain certifications in Fire Safety, First Aide, CPR, AED and Bring Your A Game.
- **EMPLOYER RECRUITMENT:** To ensure that individuals have job opportunities post-training, CDC of Tampa continuously recruits and engages those higher paying employers that can have an economic impact in our communities. As part of ongoing new initiatives, CDC of Tampa is partnering with the City of Tampa to help create a talent pipeline in construction. Several of the Prime General Contractors, representing approximately \$1 billion in infrastructure work, have chosen CDC of Tampa to lead the workforce develop plans. As part of this initiative, CDC of Tampa will be working with Garney Construction, facilitating the hiring and training of individuals in targeted entry level and skilled positions through a pre-apprenticeship program. Graduates of CDC's pre-apprenticeship program will hold entry level credentials required to fill positions and, as such, their job training will launch them into meaningful, long-term careers.
- **STRATEGIC PARTNERSHIPS:** CDC has a current partnership with CareerSource



Tampa Bay to ensure that there is a continuum of services between shared clients. CDC of Tampa also serves as the lead agency for an innovative collective impact cohort of 16 local agencies that are working to help individuals secure family economic sustainability. The cohort agencies provide

other wrap-around, supportive services to help individuals overcome barriers that may impede stable employment and financial stability such as transportation, affordable housing, legal assistance, mental health care, tax preparation, GED prep, etc.

G. Community Engagement in the Post Construction Phase

Several elements of The Rome Yard Plan for Diversity, Equity & Conclusion live beyond the construction phase of the project. These include the project goal for WMBE & SLBE utilization during the operations/property management phase, the continuance of the Rome Yard Employment Recruitment & Training Program (providing an evergreen resource to commercial tenants), and CDC's operation of an Economic Prosperity Center (EPC) on site.

The EPC will provide wrap-around support and care coordination for the project's workforce and local residents alike. Integrated with our workforce programming, CDC is the lead agency of a collective impact initiative of 18

partners – the **Economic Prosperity Center (EPC)** – that **sequences and layers services** to help community residents to establish careers, become more financially secure, and build assets. For trainees and job seekers working with our Workforce Development Center, the EPC's case management services help them set plans and take action steps to open savings and checking accounts, accumulate savings, train to become homeowners, refinance owned homes, and begin investment and retirement savings programs.

Please see the CDC Capabilities Statement in the Appendices, for a complete list of our community partner organizations.

Figure 1: CDC of Tampa's Holistic Service Strategy





Tab 6: CONFLICT OF INTEREST DISCLOSURE FORM

ATTACHMENT C - CONFLICT OF INTEREST DISCLOSURE FORM

For purposes of determining any possible conflict of interest, all bidders/proposers, must disclose if any elected or appointed officer of the City of Tampa, City of Tampa employee(s), or any immediate family member* or close personal relation** of an elected or appointed officer of the City of Tampa or City employee(s) is also an owner, corporate officer, agent, employee, stockholder, or has a controlling financial interest***, etc., of their business.

**Immediate family* means spouse, parents and children of the person involved.

***Close personal relationship* means dating, cohabitation, and/or having an intimate sexual relationship. Dating includes but is not limited to casual dating, serious dating, or casual sexual involvement where the parties have no intention of carrying on a long-term relationship, cohabitation, and any other conduct or behavior normally associated with romantic or sexual relationships. This definition applies regardless of the sexual orientation of the employees involved. Persons involved in a close personal relationship shall be referred to as a "close personal relation."

****Controlling financial interest* means ownership, directly or indirectly, to ten (10) percent or more of the outstanding capital stock in any corporation or a direct or indirect interest of ten (10) percent or more in a firm, partnership, or other business entity or such other interest or position in a business entity sufficient to allow him or her to control its operations.

Indicate either "yes" (a City employee, elected or appointed official is also associated with your business), or "no". If yes, give person(s) name(s) and position(s) with your business.

YES _____ NO X

NAME(S) / POSITION(S)

FIRM NAME: E&C Development, Inc

BY (PRINTED NAME): David Flaherty

BY (SIGNATURE): 

TITLE: CFO

DATE: 12/14/2020



Tab 7: SUB- CONTRACTING FORMS

SUB-CONTRACTING FORMS AND PAYMENT FORMS

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

Page 1 of 4 – DMI Solicited/Utilized Schedules City of Tampa – Schedule of **All Solicited** Sub-(Contractors/Consultants/Suppliers) (FORM MBD-10)

Contract No.: **20-P-00042** Contract Name: **RFP FOR ROME YARD MIXED-USE DEVELOPMENT**
Company Name: **Flaherty and Collins Properties** Address: **One Indiana Square STE 3000, Indianapolis Indiana 46204**
Federal ID: **20-4119758** Phone: **317-816-9301** Email: **bprince@fco.com**

Check applicable box(es). Detailed Instructions for completing this form are on page 2 of 4.

☐ **No Firms were contacted or solicited for this contract.**

☐ **No Firms were contacted because:**

☐ **See attached list of additional Firms solicited and all supplemental information (List must comply to this form)**

Note: Form MBD-10 must list ALL subcontractors solicited including Non-minority/small businesses

NIGP Code Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

| S = SLBE W=WMBE O = Neither | Company Name Address Phone, Fax, Email | Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian | Trade or Services NIGP Code (listed above) | Contact Method L=Letter F=Fax E=Email P=Phone | Quote or Response Received Y/N |
|-----------------------------------|---|---|---|--|--|
| Federal ID | | | | | |
| W | Moody Nolan 300 Spruce St. STE 300 Columbus OH 43215 P: 614-461-4664 F: 614-280-8881 jmoody@moodynolan.com | BM | 906 | E | Y |
| 31-1256984 | | | | | |
| W | AREHNA Engineering Inc. 5012 E. Lemon St Tampa FL 33609 P: 813-944-3464 F: 813-944-4959 jmcroxy@arehna.com | CF | 925 | E | N |
| 26-3947444 | | | | | |
| W | Master Consulting Engineers Inc 5523 W. Cypress St. Ste 200 Tampa FL 33607 P: 813-284-3600 F: 813-287-3622 marketing@mcengineers.com | HM | 925 | E & P | N |
| 59-3614371 | | | | | |
| S | Jerel McCants Architecture Inc 1726 E. 7th Ave Ste 11 Tampa FL 33605 P: 813-812-9120 jerel@jmcants.com | BM | 906 | E & P | Y |
| 27-1558886 | | | | | |
| W | ECHO Utility Engineering & Survey 4803 George Road STE 350 Tampa FL 33634 P: 727-888-3246 jerry.comellas@echoues.com | HM | 925 | E | N |
| 81-4903226 | | | | | |
| S | Hibbard Engineering , Inc 9350 Bay Plaza Blvd, Sutie 120 Tampa, FL 33619 P: 913-482-7052 Erin@Hibbardengineering.com | CM | 925 | E | |
| 83-0846677 | | | | | |

It is hereby certified that the information provided is an accurate and true account of contacts and solicitations for sub-contracting opportunities on this contract.

Signed: B. R. II Name/Title: Brian Prince VP Date: 12/14/20

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive
Forms must be included with Proposal

MBD 10 rev./effective 02/2016

Page 3 of 4 – DMI Solicited/Utilized Schedules
City of Tampa – Schedule of All To-Be-Utilized Sub-(Contractors/Consultants/Suppliers)
(FORM MBD-20)

Contract No.: 20-P-00042 Contract Name: RFP FOR ROME YARD MIXED-USE DEVELOPMENT
 Company Name: Flaherty and Collins Properties Address: One Indiana Square STE 3000, Indianapolis, Indiana 46204
 Federal ID: 20-4119758 Phone: 317 : 816-9301 Email: bprince@flico.com

Check applicable box(es). Detailed Instructions for completing this form are on page 4 of 4.

☐ See attached list of additional Firms Utilized and all supplemental information (List must comply to this form)

Note: Form MBD-20 must list ALL subcontractors To-Be-Utilized including Non-minority/small businesses

☐ No Subcontracting/consulting (of any kind) will be performed on this contract.

☐ No Firms are listed to be utilized because:

NIGP Code General Categories: Buildings = 909, General = 912, Heavy = 913, Trades = 914, Architects = 906, Engineers & Surveyors = 925, Supplier = 912-77

Enter "S" for firms Certified as Small Local Business Enterprises, "W" for firms Certified as Women/Minority Business Enterprise, "O" for Other Non-Certified

| S = SLBE W=WMBE O=Neither | Company Name Address Phone, Fax, Email | Type of Ownership (F=Female M=Male) BF BM = African Am. HF HM = Hispanic Am. AF AM = Asian Am. NF NM = Native Am. CF CM = Caucasian | Trade, Services, or Materials NIGP Code Listed above | \$ Amount Letter of Intent (LOI) if available | Percent of Scope or Contract % |
|------------------------------|--|---|--|--|--|
| Federal ID | | | | | |
| W | Moody Nolan 300 Spruce St. STE 300 Columbus OH 43215 P: 614-461-4664 F: 614-280-8881 jmoody@moodynolan.com | BM | 906 | | |
| 31-1256984 | | | | | |
| W | AREHNA Engineering Inc. 5012 E. Lemon St Tampa FL 33609 P: 813-944-3464 F: 813-944-4959 jmcroary@arehna.com | CF | 925 | | |
| 26-3947444 | | | | | |
| W | Master Consulting Engineers Inc 5523 W. Cypress St. Ste 200 Tampa FL 33607 P: 813-284-3600 F: 813-287-3622 marketing@mcengineers.com | HM | 925 | | |
| 59-3614371 | | | | | |
| S | Jerel McCants Architecture Inc 1726 E. 7th Ave Ste 11 Tampa FL 33605 P: 813-812-9120 jerel@jmcants.com | BM | 906 | | |
| 27-1558886 | | | | | |
| W | ECHO Utility Engineering & Survey 4803 George Road STE 350 Tampa FL 33634 P: 727-888-3246 jerry.comellas@echoes.com | HM | 925 | | |
| 81-4903226 | | | | | |
| S | Hibbard Engineering, Inc 9350 Bay Plaza Blvd, Suite 120 Tampa, FL 33619 P: 913-482-7052 Erin@Hibbardengineering.com | CM | 925 | | |
| 83-0846677 | | | | | |

Total ALL Subcontract / Supplier Utilization \$ TBD

Total SLBE Utilization \$ _____

Total WMBE Utilization \$ _____

Percent SLBE Utilization of Total Bid/Proposal Amt. _____% Percent WMBE Utilization of Total Bid/Proposal Amt. _____%

It is hereby certified that the following information is a true and accurate account of utilization for sub-contracting opportunities on this Contract.

Signed: B. Prince Name/Title: Brien Prince VP Date: 12/14/20

Failure to Complete, Sign and Submit Both Forms 10 & 20 SHALL render the Bid or Proposal Non-Responsive

Forms must be included with Bid / Proposal

City of Tampa
Official Letter of Intent

(Form MBD-40)

A Letter of Intent is required for each WMBE/SLBE listed on the Schedule of Subcontractors to be Utilized (MBD 20 Form). Letter of Intent must be signed by both the Bidder/Service Provider and WMBE/SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name: Rome Yard Mixed-Use Development

A. To be completed by the Bidder/Service Provider

Name of Bidder: Flaherty and Collins Development, Inc.

Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian Prince

Telephone: 317-816-9300

Fax: _____

Email: bprince@fco.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: Moody Nolan

Address: 300 Spruce Street, Suite 300

Columbus, OH 43215

Contact Person: Jonathan Moody

Telephone: 614.461.4664

Fax: 614.280.8881

Email: jmoody@moodynolan.com

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:

Architecture

D. Cost of work to be performed by WMBE/SLBE: TBD

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: B. R. Prince

Signature and Title

Vice President, Principal

Date: 12-/10/20

WMBE/SLBE Firm: Jonathan D. Moody

Signature and Title

CEO

Date: 12/11/20



**City of Tampa
Official Letter of Intent**

A Letter of Intent is required for each 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 SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name Additional A/E Work Order Agreements For Professional Services As Needed

A. To be completed by the Bidder/Service Provider

Name of Bidder: F&C Development, Inc.
Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian R. Prince II
Telephone: 317-564-5253 Fax: _____
Email: bprince@flico.com

B. To be completed by SLBE (Only Section B is to be completed by SLBE)

Name of SLBE: AREHNA Engineering, Inc.
Address: 5012 W Lemon Street
Tampa, Florida 33609

Contract Person: Jessica McRory
Telephone: 813-944-3464 Fax: 813-944-4959
Email: jmcrorey@arehna.com

C. Identify the scope of work to be performed or item(s) to be supplied by the SLBE. On unit price bids identify which bid line item the SLBE's work scope or supply corresponds:
Environmental Services

D. Cost of work to be performed by SLBE: TBD

E. Cost of work to be performed by SLBE as a percent of total City contract amount: TBD

Bidder/Proposer certifies that it intends to utilize the 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 SLBE's work. The SLBE firm certifies that it has agreed to provide such work/supplies for the amount stated above.

Bidder/Proposer: B. R. II VP, Development Date: 12/14/20

Signature and Title

SLBE Firm: Jessica McRory Date: 12/11/2020

Signature and Title

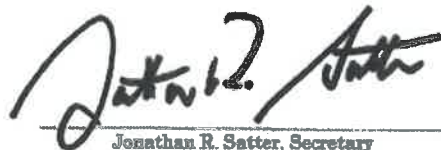
State of Florida

Woman Business Certification

AREHNA Engineering, Inc.

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

10/24/2019 to 10/24/2021



Jonathan R. Satter, Secretary
Florida Department of Management Services



Office of Supplier Diversity

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

AREHNA Engineering, Inc.

Is hereby certified as a

Women Business Enterprise (WBE)

In the following specialty(ies)

Geotechnical Engineering Consulting, Soil Testing

The certification is valid from April 1, 2020 to April 1, 2022

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

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

**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: RFP FOR ROME YARD MIXED-USE Development

A. To be completed by the Bidder/Service Provider

Name of Bidder: HIBBARD ENGINEERING, INC.

Address: 9350 BAY PLAZA BLVD.,
SUITE 120-01

Contact Person: ERIN HIBBARD

Telephone: 8134827052

Fax: _____

Email: ERIN@HIBBARDENGINEERING.COM

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: HIBBARD ENGINEERING, INC.

Address: 9350 BAY PLAZA BLVD.,
SUITE 120-01

Contact Person: ERIN HIBBARD

Telephone: 8134827052

Fax: _____

Email: ERIN@HIBBARDENGINEERING.COM

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:

MECHANICAL AND PLUMBING ENGINEERING SERVICES

D. Cost of work to be performed by WMBE/SLBE: UNK

E. Cost of work to be performed by WMBE/SLBE as a percent of total City contract amount: \$ UNK

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: Bi R II

Signature and Title

VP, Development

Date: 12/14/20

WMBE/SLBE Firm: ERIN

Signature and Title

PRPS. DIRT / HIBBARD ENGINEERING

Date: 12/14/20



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

Small Business Registration

Hibbard Engineering, Inc.

HC-1616/19

Valid from September 16, 2019 - September 16, 2021

Approved Lines of Business:

Engineering - Mechanical, Plumbing, Fire Protection

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

**Theresa Kempa
Minority and Disadvantaged Business Manager
Economic Development Department**

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: RFP FOR ROME YARD MIXED-USE DEVELOPMENT

Bid/Proposal/Contract Name: 20-P-00042 RFP for Rome Yard Mixed-Use

A. To be completed by the Bidder/Service Provider

Name of Bidder: F&C Development, Inc.

Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian Prince

Telephone: 317-564-5253

Fax: _____

Email: bprince@fco.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: Jerel McCants Architecture, Inc.

Address: 1726 East 7th Ave, Suite 11, Tampa FL 33605

Contact Person: Jerel McCants

Telephone: 813-812-9120

Fax: _____

Email: jerel@jmcants.com

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:

Architectural

D. Cost of work to be performed by WMBE/SLBE: TBD

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: B. K. II

Signature and Title

VP, Development

Date: 12/14/20

X WMBE/SLBE Firm: [Signature]

Signature and Title

PRESIDENT

Date: 12-10-20

State of Florida

Minority Business Certification

Jerel McCants Architecture, Inc.

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

01/15/2020 to 01/15/2022



Jonathan R. Satter, Secretary
Florida Department of Management Services



Office of Supplier Diversity
4050 Esplanade Way, Suite 380
Tallahassee, FL 32399
850-487-0915
www.dms.myflorida.com/osd



Minority and Small Business Development

Certification Program

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

Jerel McCants Architecture, Inc. DBA JMA, Inc.

is hereby certified as a

Small Local Business Enterprise (SLBE)

In the following specialty(ies)

Architecture

The certification is valid from March 1, 2020 to March 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**

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: RFP FOR ROME YARD MIXED-USE DEVELOPMENT

A. To be completed by the Bidder/Service Provider

Name of Bidder: F&C Development, Inc.
Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian R. Prince II
Telephone: 317-564-5253 Fax: _____
Email: bprince@fco.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: ECHO UES, Inc.
Address: 4803 George Road, Suite 350
Tampa, FL 33634

Contact Person: Jeraldo Comellas, Jr., PE
Telephone: (727) 423-2518 Fax: (888) 778-3246
Email: jerry.comellas@echouse.com

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:
Subsurface Utility Engineering (SUE) and Survey & Mapping

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: Brian R. Prince II VP, Development Date: 12/14/20
Signature and Title

WMBE/SLBE Firm: Jeraldo Comellas Jr. Date: 12/13/2020
Signature and Title



Minority and Small Business Development

Certification Program

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

ECHO UES, INC. DBA ECHO Utility Engineering & Survey

is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Engineering services, Geophysical Surveying and Mapping Service

The certification is valid from April 20, 2020 to April 20, 2022

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

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

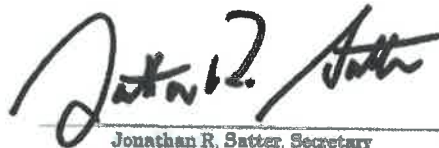
State of Florida

Minority Business Certification

ECHO UES, Inc.

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

09/19/2019 to 09/19/2021



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



GREATER ORLANDO
AVIATION AUTHORITY



Florida Unified Certification Program

Disadvantaged Business Enterprise (DBE)

Certificate of Eligibility

ECHO UES, INC.

MEETS THE REQUIREMENTS OF 49 CFR, PART 26

APPROVED NAICS CODES:

541330 – Engineering Services
541360 – Geophysical Surveying and Mapping Services
541370 – Surveying and Mapping (except Geophysical) Services

3-31-17
DATE:


By: Cheryl L. Hawkins, Business Diversity Manager



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-0042 RFP

Bid/Proposal/Contract Name: ROME YARD MIXED-USE DEVELOPMENT

A. To be completed by the Bidder/Service Provider

Name of Bidder: F&C Development, Inc.
Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian Prince
Telephone: 317-564-5253 **Fax:** _____
Email: bprince@flco.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: Kempton Rinard, Inc. / Mr. James T. Kempton, RLA
Address: 3242 Henderson Blvd., Suite 200 Tampa, FL 33609-3097

Contact Person: Mr. James T. Kempton, RLA
Telephone: 813-917-6438 **Fax:** _____
Email: tkempton@krflorida.com

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:
Civil Engineering / Landscape Architecture

D. Cost of work to be performed by WMBE/SLBE: TBD

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: B. Prince II VP, Development **Date:** 12/14/20
Signature and Title

WMBE/SLBE Firm: MANITEX PRINCIPAL **Date:** 12/14/20
Signature and Title



Minority and Small Business Development

Certification Program

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

Kempton Rinard, Inc.

is hereby certified as a

Small Local Business Enterprise (SLBE)

In the following specialty(ies)

Landscape Architecture, Engineering

The certification is valid from December 18, 2020 to December 18, 2022

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

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

City of Tampa
Official Letter of Intent

(Form MBD-40)

A Letter of Intent is required for each WMBE/SLBE listed on the Schedule of Subcontractors to be Utilized (MBD 20 Form). Letter of Intent must be signed by both the Bidder/Service Provider and WMBE/SLBE firm.

Bid/Proposal/Contract Number: 20-P-00042

Bid/Proposal/Contract Name: Rome Yard Mixed-Use Development

A. To be completed by the Bidder/Service Provider

Name of Bidder: F&C Development, Inc.

Address: One Indiana Square, Suite 3000, Indianapolis, IN 46204

Contact Person: Brian Prince

Telephone: 317-564-5253

Fax: _____

Email: bprince@fco.com

B. To be completed by WMBE/SLBE

Name of WMBE/SLBE: Master Consulting Engineers, Inc.

Address: 5523 West Cypress Street, Suite 200, Tampa, Florida 33607

Contact Person: Armando Castellon

Telephone: (813) 287-3600

Fax: (813) 287-3622

Email: marketing@mcengineers.com

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:

Structural Design and Inspection

TBD

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: _____

Signature and Title

Date: 12/14/20

WMBE/SLBE Firm: _____

Signature and Title

Date: 12/11/20



Minority and Small Business Development

Certification Program

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

Master Consulting Engineers, Inc.

Is hereby certified as a

Minority Business Enterprise (MBE)

In the following specialty(ies)

Structural Engineers

This certification is valid from February 1, 2019 to February 1, 2021

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

A handwritten signature in black ink, appearing to read 'Gregory K. Hart', is positioned above the name and title of the signatory.

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



Minority and Small Business Development

Certification Program

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

Master Consulting Engineers, Inc.

is hereby certified as a

Small Local Business Enterprise (SLBE)

In the following specialty(ies)

Structural Engineers

This certification is valid from February 1, 2019 to February 1, 2021

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

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



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

Minority/Woman Business Certification

Master Consulting Engineers, Inc.

HC-1277/20

Valid from October 16, 2020 - October 16, 2022

Approved Lines of Business:

Consulting - Structural Engineers

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

**Theresa Kempa
Minority and Disadvantaged Business Manager
Economic Development Department**

State of Florida

Minority Business Certification

Master Consulting Engineers, Inc.

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

02/24/2020 to 02/24/2022



Jonathan R. Satter, Secretary
Florida Department of Management Services

Department of
**MANAGEMENT
SERVICES**

Office of Supplier Diversity



Office of Supplier Diversity
4050 Esplanade Way, Suite 380
Tallahassee, FL 32399
850-487-0915
www.dms.myflorida.com/osd



Tab 8: DEVELOPER'S AFFIDAVIT

DEVELOPER'S AFFIDAVIT AND PROPOSAL SIGNATURE FORMS

Before me, the undersigned authority who is duly authorized by law to administer oaths and take acknowledgements, personally appeared

David Flaherty

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 Indiana
County of Marion

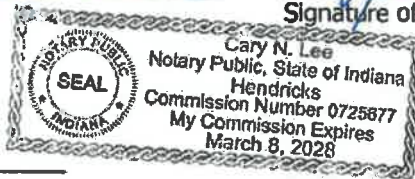
The foregoing instrument was sworn to (or affirmed) and subscribed before me by means of ☒ physical presence or ☐ online notarization this 14th day of December, 2020, by David Flaherty, as CEO, of F&C Development, Inc. a ☐ Partnership, ☐ Joint Venture, ☒ Corporation, ☐ Joint Venture, ☐ Limited Liability Company (LLC) or ☐ Other _____, on behalf of such entity. Such individual is personally known to me or has produced identification.

Type of identification produced: _____

Signature of Notary Public

Signature of Affiant

Notary Public
State of: IN
My Commission
Expires: 3/8/2028



Cary N. Lee
Printed, typed or stamped
Commissioned name of notary public

David Flaherty
Printed or typed name of Affiant



Tab 9: PROPOSAL SIGNATURE FORM

PROPOSAL SIGNATURE FORM

Please type or print:

Authorized Signature: _____ Date: 12/14/2020



APPENDICES

FINANCIAL MODEL Phase 1 Parcels A and D

| | |
|-----------|-----------|
| Project: | Rome Yard |
| Location: | Tampa, FL |

Prepared By: BP
Date: December 7, 2020

| MULTIFAMILY INCOME | | | | | | | | | |
|--------------------------------------|-----------------|--------------------------|-----------|-----------|----------------------------|----------------|-------------|--|---------|
| Unit SF | Number of Units | Unit Mix | Rents | Monthly | Annual | Living Area SF | Rent SF | | |
| 80% AMI | | | | | | | | | |
| Studio | | | | | | | | | |
| One Bedroom / One Bath | 525 | 11 | 4% | 968 | 10,648 | 127,776 | 1,84 | | |
| One bedroom w Den | 725 | 24 | 9% | 1,038 | 24,912 | 298,944 | 17,400 | | |
| Two Bedroom / Two Bath | 850 | 5 | 2% | 1,150 | 5,750 | 69,000 | 4,250 | | |
| One Bedroom / One Bath | 1,050 | 11 | 4% | 1,246 | 13,706 | 164,472 | 11,550 | | |
| Three Bedroom / Two Bath | 1,275 | 3 | 1% | 1,439 | 4,317 | 51,804 | 3,825 | | |
| 90% AMI | | | | | | | | | |
| Studio | | | | | | | | | |
| One Bedroom / One Bath | 525 | 6 | 2% | 1,089 | 6,534 | 78,408 | 2,07 | | |
| One bedroom w Den | 725 | 12 | 5% | 1,167 | 14,004 | 168,048 | 8,700 | | |
| Two Bedroom / Two Bath | 850 | 4 | 2% | 1,300 | 5,200 | 62,400 | 3,400 | | |
| One Bedroom / One Bath | 1,050 | 7 | 3% | 1,401 | 9,807 | 117,684 | 7,350 | | |
| Three Bedroom / Two Bath | 1,275 | 2 | 1% | 1,618 | 3,236 | 38,832 | 2,550 | | |
| 100% AMI | | | | | | | | | |
| Studio | | | | | | | | | |
| One Bedroom / One Bath | 525 | 6 | 2% | 1,210 | 7,260 | 87,120 | 3,150 | | |
| One bedroom w Den | 725 | 12 | 5% | 1,297 | 15,564 | 186,768 | 8,700 | | |
| Two Bedroom / Two Bath | 850 | 4 | 2% | 1,450 | 5,800 | 69,600 | 3,400 | | |
| One Bedroom / One Bath | 1,050 | 7 | 3% | 1,557 | 10,899 | 130,788 | 7,350 | | |
| Three Bedroom / Two Bath | 1,275 | 2 | 1% | 1,798 | 3,596 | 43,152 | 2,550 | | |
| 120% AMI | | | | | | | | | |
| Studio | | | | | | | | | |
| One Bedroom / One Bath | 525 | 11 | 4% | 1,452 | 15,972 | 191,664 | 5,775 | | |
| One bedroom w Den | 725 | 24 | 9% | 1,557 | 37,368 | 448,416 | 17,400 | | |
| Two Bedroom / Two Bath | 850 | 5 | 2% | 1,775 | 8,875 | 106,500 | 4,250 | | |
| One Bedroom / One Bath | 1,050 | 11 | 4% | 1,869 | 20,559 | 246,708 | 11,550 | | |
| Three Bedroom / Two Bath | 1,275 | 3 | 1% | 2,158 | 6,474 | 77,688 | 3,825 | | |
| Market Rate | | | | | | | | | |
| Studio | | | | | | | | | |
| One Bedroom / One Bath | 525 | 12 | 5% | 1,470 | 17,640 | 211,680 | 6,300 | | |
| One bedroom w Den | 725 | 46 | 17% | 1,700 | 78,200 | 938,400 | 33,350 | | |
| Two Bedroom / Two Bath | 850 | 11 | 4% | 1,955 | 21,505 | 258,060 | 9,350 | | |
| One Bedroom / One Bath | 1,050 | 21 | 8% | 2,200 | 46,200 | 554,400 | 22,050 | | |
| Three Bedroom / Two Bath | 1,275 | 3 | 1% | 2,500 | 7,500 | 90,000 | 3,825 | | |
| Total | 801 | 263 | 100% | \$ 1,527 | \$ 401,526 | \$ 4,818,312 | \$ 210,775 | | \$ 1,90 |
| Vacancy | | | | 7.00% | (\$28,107) | (\$337,282) | (\$14,754) | | |
| EFFECTIVE MULTIFAMILY INCOME | | | | | \$ 373,419 | \$ 4,481,030 | | | |
| RETAIL INCOME | | | | | | | | | |
| Community Center | 25,000 | \$ - | - | Annual | | | | | |
| Retail | 21,000 | \$ 12.00 | 21,000 | 252,000 | | | | | |
| Vacancy (Reflects N/A/N) | | 10.0% | (2,100) | (25,200) | | | | | |
| NNN Reimbursable | | \$ 3.00 | 11,500 | 138,000 | | | | | |
| TOTAL EFFECTIVE INCOME - RETAIL | | | | | \$30,400 | \$304,800 | | | |
| OTHER INCOME | | | | | | | | | |
| | # of Units | Rents | Monthly | Annual | | | | | |
| Garages | 0 | 0.00 | - | - | | | | | |
| Garage Income | 263 | 0.00 | - | - | | | | | |
| Late Fees/NSF | 263 | 0.00 | - | - | | | | | |
| Application/Administration Fees | 263 | 0.00 | - | - | | | | | |
| Pet Registration & Monthly Fee | 263 | 0.00 | - | - | | | | | |
| Boat Slips | 0 | 0.00 | - | - | | | | | |
| Miscellaneous | 263 | 95.00 | 24,985 | 299,820 | | | | | |
| TOTAL | | | \$24,985 | \$299,820 | | | | | |
| Vacancy | | 7.00% | (1,749) | (20,987) | | | | | |
| EFFECTIVE OTHER INCOME | | | | | \$23,236 | \$278,833 | | | |
| TOTAL EFFECTIVE INCOME - MULTIFAMILY | | | | | \$396,655.23 | \$4,759,863 | | | |
| OPERATING EXPENSES - MULTIFAMILY | | | | | | | | | |
| | | Unit/Year | Annual | | | | | | |
| Operating Expenses | | 3,400 | 894,200 | | | | | | |
| Property Insurance | | 450 | 118,350 | | | | | | |
| Property Taxes | | 2,800 | 736,400 | | | | | | |
| TOTAL OPERATING EXPENSES | | | | | \$6,650 | \$1,748,950 | | | |
| Replacement Reserves | | 250 | 750 | | | | | | |
| TOTAL EXPENSES | | | | | Percentage of Gross Income | \$6,900 | \$1,749,700 | | |
| NET OPERATING INCOME - MULTIFAMILY | | | | | | \$3,010,163 | | | |
| TOTAL NET OPERATING INCOME | | | | | | \$3,374,963 | | | |
| ECONOMIC VALUE | | | | | | | | | |
| Net Operating Income | | Value Calculation | 3,374,963 | | | | | | |
| Market Capitalization Rate | | Cap Rate on Construction | | | | | | | |
| Income Based Value | | | | | | | | | |
| Total Development Cost | | | | | | | | | 4.25% |

FINANCIAL MODEL Phase 2 Parcel B

Project: Rome Yard
Location: Tampa, FL

Prepared By: BP
Date: December 7, 2020

| MULTIFAMILY INCOME | | | | | | | | | |
|--------------------------------------|----------------------------|--------------------------|--------------|-------------|------------|--------------|----------------|---------|-------------------------------------|
| 80% AMI | Unit SF | Number of Units | Unit Mix | Rents | Monthly | Annual | Living Area SF | Rent/SF | USES OF FUNDS To Purchase Land |
| Studio | 525 | 20 | 4% | 968 | 19,360 | 232,320 | 10,500 | 1.84 | Garage |
| One Bedroom / One Bath | 725 | 45 | 9% | 1,038 | 46,710 | 560,520 | 32,625 | 1.43 | Hard Construction Cost |
| One Bedroom w Den | 850 | 10 | 2% | 1,150 | 11,500 | 138,000 | 8,500 | 1.35 | Community Center Cost |
| Two Bedroom/Two Bath | 1,050 | 20 | 4% | 1,246 | 24,920 | 299,040 | 21,000 | 1.19 | Retail Hard Costs |
| Three Bedroom / Two Bath | 1,275 | 5 | 1% | 1,439 | 7,195 | 86,340 | 6,375 | 1.13 | Total Hard Construction Cost |
| 90% AMI | | | | | | | | | Architectural & Engineering |
| Studio | 525 | 10 | 2% | 1,089 | 10,890 | 130,680 | 5,250 | 2.07 | Architectural and Engineering Fees |
| One Bedroom / One Bath | 725 | 22 | 4% | 1,167 | 25,674 | 308,088 | 15,950 | 1.61 | Construction Period Costs |
| One Bedroom w Den | 850 | 5 | 1% | 1,300 | 6,500 | 78,000 | 4,250 | 1.53 | Real Estate Attorney |
| Two Bedroom/Two Bath | 1,050 | 10 | 2% | 1,401 | 14,010 | 168,120 | 10,500 | 1.33 | Construction Loan Legal |
| Three Bedroom / Two Bath | 1,275 | 2 | 0% | 1,618 | 3,236 | 38,832 | 2,550 | 1.27 | Title and Recording |
| 100% AMI | | | | | | | | | Construction Interest |
| Studio | 525 | 10 | 2% | 1,210 | 12,100 | 145,200 | 5,250 | 2.30 | Financing Fee - F&C |
| One Bedroom / One Bath | 725 | 22 | 4% | 1,297 | 28,534 | 342,408 | 15,950 | 1.79 | Financing Fee - Construction |
| One Bedroom w Den | 850 | 5 | 1% | 1,450 | 7,250 | 87,000 | 4,250 | 1.71 | Furnishings and Equipment |
| Two Bedroom/Two Bath | 1,050 | 10 | 2% | 1,557 | 15,570 | 186,840 | 10,500 | 1.48 | Other Period Costs |
| Three Bedroom / Two Bath | 1,275 | 2 | 0% | 1,798 | 3,596 | 43,152 | 2,550 | 1.41 | Taxes |
| 120% AMI | | | | | | | | | Lease-up Incentive |
| Studio | 525 | 20 | 4% | 1,452 | 29,040 | 348,480 | 10,500 | 2.77 | Retail Leasing Commissions |
| One Bedroom / One Bath | 725 | 45 | 9% | 1,557 | 70,065 | 840,780 | 32,625 | 2.15 | Capitalized Lease-up Marketing |
| One Bedroom w Den | 850 | 10 | 2% | 1,775 | 17,750 | 213,000 | 8,500 | 2.09 | Working Capital / Travel |
| Two Bedroom/Two Bath | 1,050 | 20 | 4% | 1,869 | 37,380 | 448,560 | 21,000 | 1.78 | City Connection/Impact Fees/Permits |
| Three Bedroom / Two Bath | 1,275 | 5 | 1% | 2,158 | 10,790 | 129,480 | 6,375 | 1.69 | Tenant Improvements |
| Market Rate | | | | | | | | | Market Study |
| Studio | 525 | 40 | 8% | 1,470 | 58,800 | 705,600 | 21,000 | 2.80 | Appraisal |
| One Bedroom / One Bath | 725 | 93 | 19% | 1,700 | 158,100 | 1,897,200 | 67,425 | 2.34 | Insurance |
| One Bedroom w Den | 850 | 20 | 4% | 1,955 | 39,100 | 469,200 | 17,000 | 2.30 | Land Broker Fee |
| Two Bedroom/Two Bath | 1,050 | 40 | 8% | 2,200 | 88,000 | 1,056,000 | 42,000 | 2.10 | Organizational (e.g. Partnership) |
| Three Bedroom / Two Bath | 1,275 | 10 | 2% | 2,500 | 25,000 | 300,000 | 12,750 | 1.96 | Construction Contingency |
| Total | 789 | 501 | 100% | 1,539 | \$ 771,070 | \$ 9,252,840 | \$ 395,175 | \$ 1.95 | Developer Overhead |
| Vacancy | | | | | \$53,975 | \$647,699 | \$27,662 | | |
| EFFECTIVE MULTIFAMILY INCOME | | | | | \$ 717,095 | \$ 8,605,141 | | | |
| RETAIL INCOME | | | | | | | | | |
| Retail | Area SF | Rent/SF | Monthly | Annual | | | | | |
| Vacancy (Reflects N/N/N) | 18,000 | \$ 15.00 | 22,500 | 270,000 | | | | | |
| NNN Reimbursable | 10.0% | | (2,250) | (27,000) | | | | | |
| TOTAL EFFECTIVE INCOME - RETAIL | | \$ 3.00 | 4,500 | 54,000 | | | | | |
| OTHER INCOME | | | | | | | | | |
| Garages | # of Units | Rents | Monthly | Annual | | | | | |
| Garage Income | 600 | 0.00 | | | | | | | |
| Late Fees/NSF | 500 | 50.00 | 25,000 | 300,000 | | | | | |
| Application/Administration Fees | 263 | 0.00 | | | | | | | |
| Pet Registration & Monthly Fee | 263 | 0.00 | | | | | | | |
| Boat Slips | 0 | 0.00 | | | | | | | |
| Miscellaneous | 501 | 80.00 | 40,080 | 480,960 | | | | | |
| TOTAL | | | \$65,080 | \$786,960 | | | | | |
| Vacancy | | | (4,556) | (54,667) | | | | | |
| EFFECTIVE OTHER INCOME | | 7.00% | \$60,524 | \$726,293 | | | | | |
| TOTAL EFFECTIVE INCOME - MULTIFAMILY | | | | | | | | | |
| | | | \$777,619.50 | \$9,331,434 | | | | | |
| OPERATING EXPENSES - MULTIFAMILY | | | | | | | | | |
| Operating Expenses | Unit/Year | Annual | | | | | | | |
| Property Insurance | 3,500 | 1,753,500 | | | | | | | |
| Property Taxes | 450 | 225,450 | | | | | | | |
| TOTAL OPERATING EXPENSES | \$6,750 | \$3,381,750 | | | | | | | |
| Replacement Reserves | 250 | 2,500 | | | | | | | |
| TOTAL EXPENSES | Percentage of Gross Income | 36.27% | \$7,000 | \$3,384,250 | | | | | |
| NET OPERATING INCOME - MULTIFAMILY | | | | | | | | | |
| | | | \$5,947,184 | | | | | | |
| TOTAL NET OPERATING INCOME | | | | | | | | | |
| | | | \$6,244,184 | | | | | | |
| ECONOMIC VALUE | | | | | | | | | |
| Net Operating Income | Value Calculation | Cap Rate on Construction | | | | | | | |
| Market Capitalization Rate | 6,244,184 | | | | | | | | |
| Income Based Value | | | | | | | | | |
| Total Development Cost | 105,338,408 | 5.93% | | | | | | | |
| ASSUMPTIONS | | | | | | | | | |
| Amenities SF | 8,000 | | | | | | | | |
| Total Garage Parking | 0 | | | | | | | | |
| Surface/Street Parking | 0 | | | | | | | | |
| Other Parking | 0 | | | | | | | | |
| Total Parking Provided | 0 | | | | | | | | |

| | |
|-------------------------------|--------------|
| Required Yield/Return-on-Cost | 4.50% |
| Maximum Development Cost | \$96,064,369 |
| GAP | \$9,274,038 |

FINANCIAL STATEMENTS OF THE PARCEL C

| | |
|-----------|-----------|
| Project: | Rome Yard |
| Location: | Tampa, FL |

Prepared By: _____
Date: _____[illegible]

FINANCIAL MODEL Rome Yard 27 Townhomes

| Cost per unit (Avg) | | 3/2/1 car garage 1600 | 20% (5 units) @ 80% AMI 3/2/1 car garage 1600 | 40% (11 units) @ 120% AMI 3/2/1 car garage 1600 | 40% (11 units) @ Market 3/2/1 car garage 1600 | 27 Unit cost total 3/2/1 car garage 1600 |
|---|--|--------------------------|---|---|---|--|
| Sources: | | | | | | |
| Sales price per unit | | \$257,593 | \$225,000 | \$250,000 | \$280,000 | \$257,593 |
| Less: Sellers Credit | | - | - | - | - | - |
| Net Selling Price | | \$257,593 | \$1,125,000 | \$2,750,000 | \$3,080,000 | \$6,955,000 |
| Uses: | | | | | | |
| Acquisition Cost: | | | | | | |
| Current assumption is City donation | | - | - | - | - | - |
| Total Acquisition | | - | - | - | - | - |
| Actual Construction Cost | | | | | | |
| Hard Construction Costs @ approx.\$103 psf | | 164,800 | 824,000 | 1,812,800 | 1,812,800 | 4,449,600 |
| Hard Cost Contingency @ 5% | | 8,240 | 41,200 | 90,640 | 90,640 | 222,480 |
| Total Construction Costs | | \$ 173,040 | \$ 865,200 | \$ 1,903,440 | \$ 1,903,440 | \$ 4,672,080 |
| General Development Costs | | | | | | |
| Appraisal | | 475 | 2,375 | 5,225 | 5,225 | 12,825 |
| Architect's and Engineer Fee - Supervision(Construction Admin) | | 1,200 | 6,000 | 13,200 | 13,200 | 32,400 |
| Builder's Permit/Impact and/or Water/Sewer | | 7,500 | 37,500 | 82,500 | 82,500 | 202,500 |
| Carrying Costs - Utilities and Lawn | | 1,425 | 7,125 | 15,675 | 15,675 | 38,475 |
| Insurance | | 500 | 2,500 | 5,500 | 5,500 | 13,500 |
| A-10 Home Warranty | | 500 | 2,500 | 5,500 | 5,500 | 13,500 |
| Legal Fees | | 958 | 4,790 | 10,538 | 10,538 | 25,866 |
| Sales commission @ 6% | | 15,456 | 67,500 | 165,000 | 184,800 | 417,300 |
| Pre-Constr. Property Maintenance | | | | | | |
| Property Taxes | | 250 | 1,250 | 2,750 | 2,750 | 6,750 |
| Soil Test/Environmental/Arborist | | | | | | |
| Survey | | 1,425 | 7,125 | 15,675 | 15,675 | 38,475 |
| Site work (road, roundabout, retention, etc) | | 2,500 | 12,500 | 27,500 | 27,500 | 67,500 |
| Seller's Sales Expenses | | 3,000 | 15,000 | 33,000 | 33,000 | 81,000 |
| General Development Costs Contingency 5% | | 1,609 | 7,558 | 17,453 | 18,443 | 43,455 |
| Total General Development Costs | | \$ 36,798 | \$ 173,723 | \$ 399,516 | \$ 420,306 | \$ 993,546 |
| Financial Costs | | | | | | |
| Origination Fees/Recording Fees/Doc Stamps for LOC | | 2,000 | 10,000 | 22,000 | 22,000 | 54,000 |
| Construction/ Interest | | 2,600 | 13,000 | 28,600 | 28,600 | 70,200 |
| Total Financial Costs | | \$ 4,600 | \$ 23,000 | \$ 50,600 | \$ 50,600 | \$ 124,200 |
| Development Cost before Land and Developer Fee | | \$214,438 | \$1,061,923 | \$2,353,556 | \$2,374,346 | \$5,789,826 |
| Other Development Costs | | | | | | |
| Developer Fee | | 43,155 | 63,077 | 396,444 | 705,654 | 1,165,174 |
| Total Other Development Costs | | \$43,155 | \$63,077 | \$396,444 | \$705,654 | \$1,165,174 |
| Total Development Cost | | \$ 257,593 | \$ 1,125,000 | \$ 2,750,000 | \$ 3,080,000 | \$ 6,955,000 |
| Profit | | | | | | |

CAPABILITIES

CDC OF TAMPA, INC.

Brief Summary of Agency Experience

Corporation to Develop Communities of Tampa (CDC of Tampa or CDC) is an award-winning 501c3 development corporation, founded in 1992 with a mission "to revitalize neighborhoods through real estate development, employment and youth leadership."

Since its founding, CDC has directly impacted the lives of **35,500 individuals** through four Centers of Excellence:

- **CDC's Real Estate Development Center** has developed or co-developed 141,600 square feet of commercial space and led construction or rehabilitation of 430 affordable housing units.
- **CDC's Homeownership Center** has provided housing counseling to 3,560 families, including 1,088 helped to become homeowners, and 1,875 helped to prevent foreclosure.
- **CDC's Workforce Development Center** has provided career skills training to 21,500 people and job placement services for 6,600.
- **CDC's Economic Prosperity Center (NEW/2015)** has helped 750 families to Earn, Keep or Grow assets, by leveraging the resources of 18 partner organizations working together to help them save and invest.

The scale of CDC's work - largely concentrated in the 7.5-square mile East Tampa CRA over 28 years - has contributed to substantial improvements in the area's quality of life, including 29% employment growth from 2000 to 2017.

Over the past five years, the agency has expanded beyond East Tampa. CDC has begun to replicate its place-based service model in low-income communities across Tampa Bay, with active projects in South St. Petersburg, Clearwater's North Greenwood area, Largo's Ridgecrest area (in Pinellas County), and in the Sulphur Springs and Lucy Dell communities (in Hillsborough County).

CDC has grown from two staff in 1992 to 21 in 2020, and from one service site in 1992 to four locations today, with two new sites coming on-line in 2020. The organization's work has garnered two dozen awards, from public and private organizations, local and national.

Among its many qualifications, CDC of Tampa has worked with nearly a dozen private and non-profit developers to help them shape and implement strategies that achieve their goals for community impact and to ensure that "the community" is engaged and involved in the ownership and success of real estate development projects happening within their neighborhoods.

CDC of Tampa is a U.S. HUD-Certified Housing Counseling Agency, a U.S. Department of Treasury recognized Community Development Entity (CDE), a NeighborWorks Charter Member, a Community Action Partner, a United Way-funded organization, and a member of the Florida Alliance of CDCs.

CDC's industry recognition includes the following:

- 2017 Commendation - Youth Leadership Programming, City of Tampa City Council
- 2017 Commendation - Economic Development, Hillsborough County Commissioner
- 2015 NDC Academy Awards for Job Creation, Semi-Finalist
- 2013 Wells Fargo Neighborhood LIFT Award
- 2011 Semi-Finalist Tampa Bay Business Journal Nonprofit of the Year Award
- 2011 "Bigger & Better Business Award" Crescent Foundation
- 2000 National Rehabilitation Award by Commercial Real Estate for Women
- 2005 Neighborhood EXCELLENCE Award by Bank of America
- 2005 Tampa Bay Business Journal Nonprofit of the Year Award

- 2004 Commercial Development Award by NeighborWorks of America
- 1997 "Taking Back our Neighborhood and Crime Prevention" Award by Ameritech
- 1998 "The Best of Weed & Seed Across the Nation" by Department of Justice
- 1999 Public Participation Project Award by City of Tampa Planning Commission

■ Brief History of Housing Construction & Rehabilitation

CDC of Tampa's flagship housing project was Osborne Landing, begun in 1999. CDC, in partnership with Nations Bank CDC and GMN, secured \$2.5 million worth of tax credits from the Florida Housing Finance Corporation to complete 43 large two & three-bedroom housing units, a computer learning center, and a recreation facility, while assisting the Tampa Housing Authority with relocations for residents. This was soon followed by the CDC's Belmont Heights Initiative, which built 25 new single-family homes with Bank of America.

From 2001 onward, CDC built and rehabilitated dozens more **single-family** homes in East Tampa, while leading **multi-family** rehabs that included acquiring, renovating and making accessible the 10-unit Columbus Arms apartments in 2007 and co-developing the 120-unit Ft. Colony apartment complex located in Zephyrhills.

More recently, CDC completed 18 units in East Tampa. CDC expanded its reach in 2015 to renovate homes in Pasco and Pinellas counties, for properties donated by Wells Fargo, the National Stabilization Fund and Chase. Our most recent projects include new construction of the 80-unit Hayley Park senior housing complex in Hillsborough County, which used low-income housing tax credits as part of its financing structure, and the Gardens at Diana Pointe, a 48-unit townhome development designed for affordability. In 2019, CDC was approved for a developer agreement with Pinellas County to build 14 new single-family homes in the Greater Ridgecrest Area.



■ Brief History of Retail, Office & Commercial Development

CDC has developed numerous commercial facilities that are now operational. Our experience includes development of the East Tampa Business Center, a 3,600 square foot facility which houses six small business storefronts; the Audrey Spotford Youth and Family Center, a 5,000 square foot facility; the One Stop Capital Center, a 24,000 square foot facility that houses the Suncoast Schools Federal Credit Union; the 29th Street Open Air Market, a 1,200 square foot community marketplace; the Chloe Coney Urban Enterprise Center, a 10,000 square foot facility that houses CDC's administrative offices; and expansion of a grocery store and renovation of 40,000 square feet to house a Sanwa Food Distribution Center.

Ernest M. Coney, Jr., MPH

President & CEO

1907 E. Hillsborough Avenue, Suite 100
Tampa, FL 33610

Office: 813.231.4362

Cell: 813.294.0220

Email: ernest.coney@cdcoftampa.org



Non-Profit Senior Executive

15 Years successful experience providing fiscal, strategic and operational leadership

Dynamic, results-oriented leader with a strong track record of performance in turnaround and high-paced organizations. Utilize keen business acumen and team approach to drive organizational improvements and implementation of best practices. Superior interpersonal skills, capable of solving complex business issues and motivating staff to peak performance. Excellent political and corporate relationships.

Education & Credentials

- **Master of Public Health.** *Concentration on Health Policy and Management*, University of South Florida, Tampa, FL
- **B.A. in Sociology** *Concentration on Administrative and Organizational Theories*, Dartmouth College, Hanover, NH
- **Non-Profit Management Certification** John Sykes School of Business, University of Tampa, Tampa, FL 2012
- **Community Real Estate Development Certification** University of South Florida, Tampa, FL 2007

Professional Experience

CDC OF TAMPA, INC. ■ Tampa, FL

President/CEO [October 2010 to Present]

Chief Operations Officer [October 2006 to October 2010]

WELLCARE HEALTHPLANS, INC., ■ Tampa, FL

Sr. Actuarial Analyst, Actuarial Department [August 2004 to October 2006]

QUALITY HEALTH PLANS, INC., ■ Holiday, FL

Director, Managed Care [April 2003 to July 2004]

WELLCARE HMO, INC., ■ Tampa, FL

Sr. Financial Analyst, Medical Economics [September 2000 to March 2003]

UNITED HEALTHCARE OF FLORIDA, ■ Tampa, FL

Senior Financial Analyst [November 1997 to September 2000]

FIRST PHYSICIAN CARE OF TAMPA BAY INC., ■ Tampa, FL

Office Administrator [July 1995 to September 1997]

Community Leadership & Service

- Chairman, Economic Development Committee, CAC-East Tampa CRA, 2007 to 2013
- Mayoral Appointee, City of Tampa Equal Business Opportunity Advisory Committee, 2010 to present
- Affordable Housing Advisory Committee – City of Tampa, 2018 to Present
- Sustainability and Resiliency Advisory Team, Transforming Tampa's Tomorrow – City of Tampa
- Economic Advisory Team, Transforming Tampa's Tomorrow – City of Tampa
- National NeighborWorks Association – Board Member – 2017 to Present
- University of South Florida, Community Real Estate Development Advisory Team
- Florida NeighborWorks Collaborative – Board Chair – 2016 to Present

Ronda Watts

Chief Operating Officer

1907 E. Hillsborough Avenue, Suite 100
Tampa, FL 33610

Office: 813.231.4362

Email: ronda.shannon@cdcoftampa.org



Summary of Experience

Ronda Watts joined the Corporation to Develop Communities of Tampa, Inc. in March of 2019 as Chief Operating Officer. In this role, she is responsible for general operations and performance of all functional areas of the organization including management of the operational plan, budgets, business lines, policies and ensuring alignment of programs and services with the organization's strategic direction. Ms. Watts' primary focus will continue to be community engagement, financial sustainability, program enhancement, and the provision of economic opportunities for all residents of the Tampa Bay area.

Prior to joining CDC of Tampa, Ms. Watts served as Director of Operations for H.J. Russell & Company in Atlanta, GA., managing multifamily assets with an annual budget in excess of \$45 million dollars. Ms. Watts has demonstrated success in property management, financial analysis, procurement, contract negotiation, budget preparation and management, staff training, program development, grant writing and grants management, community-based initiatives, and case management. During her 16-year tenure with the organization, she also served as Regional Manager as well as Director of Operations.

Prior to H.J. Russell & Company, Ms. Watts worked with Manatee County Rural Health as well as Gulf Coast Community Care providing Case Management to persons living with HIV and AIDS.

Education & Credentials

- BS Biology/Criminology, Florida A&M University
- Certifications: CPO, HCCP, NAHP-e, SHCM

Professional Experience

CDC OF TAMPA, INC. (Corporation to Develop Communities of Tampa) ■ Tampa, FL
Chief Operating Officer [March 2019 to Present]

ADNOR DÉCOR, LLC ■ Mableton, GA
Owner/Operator [February 2018 to Present]

H.J. RUSSELL & COMPANY ■ Atlanta, GA
Director of Operations [January 2016 to December 2017]
Regional Manager [December 2008 to January 2016]
Director of Resident Services [September 2001 to December 2008]

Stan J. Sarnowski

Vice President, Real Estate Development

1907 E. Hillsborough Avenue, Suite 100
Tampa, FL 33610

Office: 813.231.4362

Email: stan.sarnowski@cdcoftampa.org



Summary of Achievements

- Seasoned retail real estate and construction professional seeking long-term opportunity with a dependable company to continue my forward progression in the commercial real estate industry.
- Negotiated approximately \$20M in savings for Bealls over 5 years via rent reductions, incentives, and operating cost savings.
- Opened 6 new Bealls & Bunulu locations, downsized 5 locations, and closed 4 locations.
- Secured Noodles & Co. and InkStop Orlando market rollout / tenant expansion.
- Managed and assisted in tenant representation portfolio including but not limited to: Noodles & Co., First Watch, Pei Wei, BD's Mongolian Grill, Jamba Juice, Counter Burger, Azteca Mexican Restaurants, Drexel Heritage, Thomasville Furniture, Lane Home Furnishings, Color Wheel, T-Mobile, Urgent Care Clinics, InkStop.
- Participated in disposition assignments for Toys R Us, CVS, Red Robin, bank and restaurant projects.

Professional Experience

CDC OF TAMPA, INC. (Corporation to Develop Communities of Tampa) ■ Tampa, FL
Vice President of Real Estate Development [2020 to Present]

BEALLS STORES, INC. ■ Bradenton, FL
Director of Real Estate and Construction [2014 to 2019]

BODY CENTRAL ■ Jacksonville, FL
Real Estate Manager [2012 to 2014]

LANDQWEST COMMERCIAL ■ Orlando, FL
Director [2009 to 2010]

COLLIERS ARNOLD ■ Orlando, FL
Retail Specialist [2003 to 2009]

Education & Credentials

- University of Wisconsin - B.A., Urban Development and Business Law, 2000
- Lambda Chi Alpha International Fraternity
- Bealls Management Development and Training program

Professional Memberships

ICSC ■ Next Gen ■ ULI ■ Intro to CCIM ■ Florida Real Estate Sales Associate licensee

Sharon Perdue

Chief Financial Officer

1907 E. Hillsborough Avenue, Suite 100
Tampa, FL 33610

Office: 813.231.4362

Email: sharon.perdue@cdcoftampa.org



Summary of Capabilities

Certified Public Accountant with 30+ years of financial management experience including 10 years of public accounting and 8 years of Non-Profit entity financial and grant management. Proven ability to provide accurate financial reporting, manage corporate risk, analyze financial results, provide strategic direction as well as implement innovative solutions to improve operational efficiencies and manage ongoing expenses.

Key Accomplishments

- Management of \$150 million corporate budget for garment manufacturer.
- Responsible for maintenance of financial records and preparation for external audit with no significant audit adjustments made by external audit firm.
- Participated in bank negotiations and in preparation of projections for \$40 million revolving loan facility and in subsequent year for multimillion dollar construction loan for new warehouse and corporate offices. Managed administration of loan during construction period.
- Preparation of all financial and operational information required for prospectus to take company public (IPO). Participation in process of becoming public.
- Timely and accurate financial reporting and accounting for grant funds including over 5 years of experience with HOME funds.

Professional Experience

CDC OF TAMPA, INC. (Corporation to Develop Communities of Tampa) ■ Tampa, FL
CFO [2015 to Present]

SLV LIGHTING NORTH AMERICA, INC.
Accounting Manager [2014 to 2015]

BESSOLO DESIGN GROUP, INC – Architectural & Engineering Firm
Controller [2012 to 2014]

SHARON L. PERDUE, CPA, PA
Primary client – Non Profit Community Development Corporation [2009 to 2012]

MONEY COACHES OF TAMPA
CFO [2004 to 2009]

B2D SEMAGO – CPA's and business advisors
Director of Small Business Services [2000 to 2004]

SHARON L. PERDUE, CPA, PA
Primary clients – Nonprofit organizations [1998 to 2000]

TROPICAL SPORTSWEAR INT'L CORPORATION
Sr. VP of Finance [1990 to 1998]
Prior to 1990 Arthur Young (currently Ernst and Young)

Education & Credentials

- Certified Public Accountant - Florida
- B.S. in Accounting, University of South Florida

Lists of Projects by CDC

Table 1: Housing Development Projects by CDC of Tampa

| Projects | Year^ | Total Units | SF* | MF* | Rehab | New | Income Limit |
|-----------------------------|----------|-------------|------------|------------|-----------|------------|--------------|
| Osborne Landing | 2000 | 43 | | 43 | | 43 | |
| Belmont Heights Housing | 1999- | 25 | 25 | | | 25 | 80% |
| City of Tampa CHDO | 2003- | 24 | 24 | | 8 | 16 | 80% |
| Hurricane Rehab Project | 2004- | 13 | 13 | | 13 | | 80% |
| Hurricane Katrina Rental | 2006- | 7 | 7 | | 7 | | 80% |
| Columbus Arms | 2007 | 10 | | 10 | 10 | | 80% |
| Hillsborough NSP Program | 2009 | 8 | 8 | | 8 | | 120% |
| Fort King Colony | 2010- | 120 | | 120 | | 120 | 60% |
| Urban LIFT | 2014 | 3 | 3 | | 3 | | |
| Pasco County | 2015 | 4 | 4 | | 4 | | 120% |
| City of Tampa Rehab Project | Multiple | 15 | 15 | | 15 | | |
| Haley Park | 2015- | 80 | | 80 | | 80 | 80% |
| Beacon Homes 1 | 2016 | 7 | 7 | | | 7 | |
| Beacon Homes 2 | 2017 | 6 | 6 | | | 6 | |
| New Genesis Homes | 2018 | 4 | 4 | | | 4 | |
| Gardens at Diana Point 1 | 2017- | 24 | | 24 | | 24 | 80% |
| Gardens at Diana Point 2 | 2018- | 24 | | 24 | | 24 | |
| Dansville Heights** | 2019- | 14 | 14 | | | 14 | 120% |
| TOTALS: | | 431 | 130 | 301 | 68 | 363 | |

*SF = Single Family; MF=Multi-family **4 units at or below 120% AMI

Table 2: Commercial Projects by CDC of Tampa

| Projects | Square Feet | Development Type | Current Year Cost* | New Jobs | Year Done |
|-----------------------------|----------------|------------------|--------------------|------------|-----------|
| Nehemiah Laundromat | 2,700 | Construction | \$723,000 | 5 | 1999 |
| East Tampa Business Center | 3,600 | Renovation | \$255,000 | 14 | 1999 |
| Spotford Youth & Family Ctr | 5,000 | Construction | \$1,226,000 | 14 | 2000 |
| Suncoast Federal Credit | 24,000 | Renovation | \$2,700,000 | 27 | 2006 |
| 29th Street Open Air Market | 4,900 | Construction | \$250,000 | 20 | 2003 |
| Coney Urban Enterprise Ctr | 10,000 | Construction | \$2,400,000 | 50 | 2008 |
| Sanwa Market | 50,398 | Renovation | \$2,112,79 | 16 | 2017 |
| Sanwa Farmer's Market | c40,000 | Renovation | TBD | TBD | TBD |
| TOTALS: | 140,598 | | | 136 | |

■ Multi-Family Home Development

Fort King Colony Apartments: CDC served as co-developer of a 120-unit apartment complex located in Zephyrhills, Florida where 90% of units were affordable at or below 60% area median income (AMI) and 10% of the units were affordable at or below 35% AMI. The development includes five three-story residential buildings, a 4,200 square foot clubhouse and a mail kiosk. The clubhouse contained leasing offices, a state-of-the-art exercise room, activities room, computer/business room equipped with fax machines & computers and a large community room with wet bar. The amenities included carpet, mini blinds, cable TV hook-up, kitchen appliances, washer/dryer hook-ups, a custom swimming pool, "kiddie" pool, tot lot/playground, and attractive landscaping.

Address: 6900 Aqua Vista Drive, Zephyrhills, FL 33542



■ Multi-Family Home Development (Continued)

Haley Park Apartments: CDC served as co-developer and community partner with a private developer to complete this 80-unit apartment complex (senior and veteran focused).



Address:
13045 N
15th St,
Tampa, FL
33612

Gardens at Diana Pointe: CDC is developer of this project to build 48 townhome units (3-bedroom/2-bath) for low-to-moderate income families. CDC is currently completing Phase 2 - Building 1 (6 units) supported by HOME and SHIP program dollars from Hillsborough County and low-cost loans from Florida Community Loan Fund, a U.S.-Treasury certified Community Development Financial Institution (CDFI).



Address:
4489
Cambio
Gardens Ct,
Tampa, FL
33610

■ Commercial Development



Addresses:

LEFT Yummy House, 2620 E Hillsborough Ave Tampa, 33610 and **RIGHT** Fifth Third Bank, 2602 E Hillsborough Ave

Above are commercial facilities co-developed by CDC in partnership with the Richmond Group, on a 2-acre parcel of land in East Tampa.

Other CDC projects include the following:

In Progress: 2018 Sanwa Fresh Plaza: CDC of Tampa is co-developing and co-partnering with a private grocery operator to complete a 40,000 SF retail plaza anchored by a grocery store. The plaza is located in a food desert and CRA TIF district in East Tampa, Florida.

2008 Chloe Coney Urban Enterprise Center: CDC successfully assembled the required debt and equity to construct the 10,000 square-foot *Urban Enterprise Center*, across the street from the Suncoast Schools Federal Credit Union Branch, CDC's former headquarters. The project, at an estimated cost of \$2.4 million, was completed in December 2008 with funding from the Office of Community Services (U.S. Department of Health and Human Services); Hillsborough County; the City of Tampa; NeighborWorks America; and Local Initiatives Support Corporation.

2003 29th Street Open-Air Pavilion: CDC received funding under the State *Front Porch Initiative* to develop an open-air market for vendors. The Market opened in 2003 at a cost of \$250,000. Intended as a hub for local vendors to sell their goods, produce, merchandise and services, the facility hosts diverse community events.

2000 Audrey L. Spottford Youth & Family Center: CDC converted an abandoned bar into a 5,000 square foot Youth and Family Center. Completed in 2000 at a cost of \$1,226,000, the Center houses a computer lab, conference/training room, workforce development and youth programs, as well as serves as the temporary home of CDC's administrative staff and offices.

1999 Suncoast Schools Federal Credit Union Retail Branch (formerly the *One Stop Capital Center*): In 1999, Bank of America donated a 24,000 square foot, two-story former banking center to CDC. After nearly \$500,000 in renovations, the building now serves as the home of a Suncoast Schools Federal Credit Union branch - the newest full-service financial institution to locate in East Tampa in recent memory. In 2009, CDC sold the center to Suncoast.

1999 Nehemiah Laundromat: CDC completed the rehabilitation of a formerly abandoned full-service Laundromat. The 2,700 square-foot facility has 25 washers, 24 dryers, a separate TV room, children's playroom, and a community meeting room. In 2007, CDC of Tampa sold the Laundromat to a private minority for-profit investor who continues to maintain the business.

1998-99 East Tampa Business Center: CDC received a \$350,000 Inner City Redevelopment Grant from the City of Tampa to purchase and convert an abandoned retail strip center into six small business incubator storefronts. The *East Tampa Business Center* provides technical assistance and affordable lease space to small minority-owned local businesses. More than 14 jobs have been created by the Center.

Before & After Photos Below

Addresses: **TOP ROW** Nehemiah Coin Laundry, 3616 N 29th Street, Tampa; **MIDDLE ROW** Urban Enterprise Center, 1907 E Hillsborough Ave; and **BOTTOM ROW** Audrey L. Spotford Youth & Family Center, 2631 E Lake Ave, Tampa, FL 33610.



CAPABILITIES

MOODY NOLAN



FIRM OVERVIEW

Moody Nolan is much more than an architecture firm. At heart, we're entrepreneurs. We adapt our talents quickly to address each client's unique vision. In doing so, we create functional yet iconic design statements that respond to ever-evolving spaces, aesthetics and site dynamics. Simply put, spaces that perform and inspire.

Our firm designs more than \$850 million of building construction each year. As the largest African American owned and managed design firm in the country, we maintain a strong commitment to diversity in our staff, as well as in our approach to solving client problems. Our expertise in a broad range of industries allows us to think inventively and design solutions that are responsive to client needs.

As creative problem solvers, we meet you where you are, giving every client access to the right people and thinking, at just the right time. **Headquartered in Columbus, Ohio**, we have offices in Atlanta, Boston, Chicago, Cincinnati, Cleveland, Dallas, Houston, Nashville, New York City and Washington, DC.

OUR PHILOSOPHY

RESPONSIVE ARCHITECTURE

One of our distinguishing qualities is our embrace of responsive architecture, a process that requires creative minds to listen intently, analyze effectively and deliver innovative, functional and aesthetically pleasing facilities while addressing clients' programs, budgets and scheduling needs. Early in our firm's history, we determined that this best-practice approach to satisfying our clients needed to be a firm-wide strategy. By providing multiple ideas, listening and working collaboratively with our clients, we create effective, custom solutions for each unique site, program and community.

AWARDS AND RECOGNITION

We consider every project to be an opportunity. To rise above the norm. To move the design conversation to new places. To create spaces that are memorable not just for a moment, but forever. This vision for responsive architecture is continually recognized by our peers and clients. And it has earned us more than 320 design citations, including 48 awards from the American Institute of Architects and 44 from the National Organization for Minority Architects.

SUSTAINABLE DESIGN

Concerns with sustainable, or even regenerative, design ("beyond green") have become a significant priority for today's design decision-makers. We embrace the challenge. Each project has opportunities that can be analyzed early in the design process to develop the best overall solutions for sustainable construction. The creation of tomorrow's efficient and environmentally-friendly buildings is no longer about optimizing individual systems, but about an integrated and informed whole-building approach. We believe this is what defines truly responsive design, and is one of the traits that defines Moody Nolan.

PERSONNEL BY DISCIPLINE

Administrative 28
Architects 85
Architectural Designers 12
Architectural Staff 63
Construction Administrators 6
Graphic Designers 6
Interior Designers 18
Specification Writers 2
Total Personnel 220

CONTACTS

**Jonathan Moody, AIA, NOMA, NCARB,
LEED AP, FITWEL Ambassador**
CEO
614.461.4664
jmoody@moodynolan.com

**Yanitza Brongers-Marrero, AIA, NCARB, LEED
AP BD+C, Lead for Homes**
Principal
Director of Housing
614.461.4664
YBrongers-Marrero@moodynolan.com

JONATHAN MOODY

AIA, NOMA, NCARB, LEED AP, FITWEL AMBASSADOR

CEO

PARTNER-IN-CHARGE



Jonathan has more than 10 years of high-end design experience focused on integrating digital fabrication and social engagement into the design process. He approaches design with an overall goal of having a major positive impact on communities in need. For Jonathan, architecture is a medium through which people can be connected and inspired by giving tangible being to ideas. Over the last several years, he has passionately devoted himself to community service through mentoring and education programs focused on developing the underserved youth.

SELECT PROJECT EXPERIENCE

BRIDGE PARK DEVELOPMENT DUBLIN, OH

Designer for the mixed-use redevelopment project along the east bank of the Scioto River in Dublin, Ohio. This development is being completed in close coordination with the City of Dublin as they improve public infrastructure in this area. Completed in phases, the 16-building, six-parking structured private development includes offices, a 150 key hotel and conference center, restaurants and service retail, a fitness center, neighborhood grocer, as well as for-rent and for-sale housing, totaling 851 units. 2020.

THIRD AND STATE MIXED-USE COLUMBUS, OH

Designer. Moody Nolan is teamed with Elford Development on a multi-phase, mixed-use development located on a pivotal corner of downtown Columbus, N 3rd Street and E State Street. The project's prominent location across from the Ohio Statehouse building requires a marrying of contemporary and historic architectural aesthetic. Additionally, the twelve-story development is projected to include 150,000 sq. ft. of office space, 285 apartments, and a hotel. The high-rise building will stand at 190 feet tall and will be the largest project on capital square in over 20 years.

CONFIDENTIAL MIXED-USE COLUMBUS, OH

Designer. Moody Nolan is teamed with Elford Development on a multi-phase, mixed-use development located on a pivotal corner of downtown Columbus. The project's prominent location requires a marrying of contemporary and historic architectural aesthetic. The 4 million square foot complex will revitalize an existing empty corner and complete the downtown capital square. It will foster street-level activity with retail, restaurants, and a new public park. Additionally, the twelve-story development is projected to include 150,000 sq. ft. of office space, 285 apartments, and a hotel. The high-rise building will stand at 190 feet tall and will be the largest project on capital square in over 20 years. 2021.

MORGAN STATE UNIVERSITY MIXED-USE STUDENT HOUSING BALTIMORE, MD

Designer for a 660-bed, new mixed-use student housing facility for Morgan State University, including dining and food service facilities to provide for the entire campus. This project replaces the existing Thurgood Marshall Residence Halls and activating landscaping to allow for replacement of displaced outdoor recreation space. Moody Nolan is partnered with Hord Coplan Macht. 2022.



EDUCATION

MArch,
UCLA, 2008

BArch,
Minor
Concentration,
Africana Studies
Cornell University,
2007

REGISTRATION

Registered
Architect, 2012, OH
AZ, IA, ME, NH, NM,
ND, RI

USGBC LEED
Accreditation, 2008

NCARB, 2013

Fitwel Ambassador,
2019

AWARDS

2017 Business First
40 Under 40 Finalist

AFFILIATIONS

Leadership
Columbus, Board of
Trustees

Godman Guild, Board
of Trustees

American Institute
of Architects,
Columbus Chapter

AIA National, 25-
year Nominating
Committee

National
Organization of
Minority Architects

DAVID B. MELECA
FAIA, NCARB, LEED AP BD+C
PARTNER
DESIGN PRINCIPAL



“Creativity through Tradition” has been the David’s mission, which has translated into the creation of numerous significant lasting structures. He brings more than 30 years of architectural experience to Moody Nolan and was elevated as a Fellow in the American Institute of Architects in 2017 (an honor bestowed on only one-percent of licensed architects).

Specializing in traditional architecture, design and documentation, David has a mission of building preeminent lasting structures for generations to enjoy. Traditional Architecture employs design strategies that naturally complement eco-conscious structures. With careful consideration and client consultation, David’s goal is to employ cost-effective solutions that work with our client’s strategies. He is known for crafting innovated spaces that provide an experience customized to each client’s specific needs with a thorough understanding of how the implementation will shape the community. David’s diverse portfolio features a list of projects that span a broad range of industry segments, including retail and mixed use, hospitality, office, restaurants, multifamily and ecclesiastical design.

SELECT PROJECT EXPERIENCE

**THIRD AND STATE MIXED-USE
COLUMBUS, OH**

Designer. Moody Nolan is teamed with Elford Development on a multi-phase, mixed-use development located on a pivotal corner of downtown Columbus, N 3rd Street and E State Street. The project’s prominent location across from the Ohio Statehouse building requires a marrying of contemporary and historic architectural aesthetic. The ¼ of million square foot complex will revitalize an existing empty corner and complete the downtown capital square. It will foster street-level activity with retail, restaurants, and a new public park as an extension of the grounds surrounding the Ohio Statehouse. Additionally, the twelve-story development is projected to include 150,000 sq. ft. of office space, 285 apartments, and a hotel. The high-rise building will stand at 190 feet tall and will be the largest project on capital square in over 20 years.

**530 E RICH STREET
COLUMBUS, OH**

Designer developing a conceptual plan for a partial demolition and new multi-family addition to the north of two existing single-family historic homes. These houses were converted into offices by the previous owners and will be fully renovated on the interior. The 47,000 sq. ft. new addition will be four floors of residential apartments above a ground floor parking garage. Resident amenities include a rooftop garden and fitness center in the connector piece of the old and new buildings.

**RIVER SOUTH
COLUMBUS, OH**

Located in the heart of downtown Columbus, this eight-story courtyard building will incorporate retail on the ground floor with high-end apartment units above. The design is a streamlined quotation of early twentieth-century Beaux-Arts highrise architecture, and will feature a combination of cultured stone and brick with large amounts of glass to maximize views. The project is currently under construction. David B. Meleca completed this project prior to joining Moody Nolan as the Director of Classical Design.



EDUCATION

BS, Architecture
The Ohio State
University, 1985

**CONTINUING
EDUCATION**

Architecture of Italy,
Rome and Florence
Italy, The Ohio State
University, 1987

Architecture of
England, New
College, Oxford
University, England,
1984

REGISTRATION

Registered
Architect, CO, CT,
FL, IL, IN, KY, MD,
MA, MI, MO, NE, NV,
NJ, NY, NC, OH, PA,
SC, TN, TX, UT, VA,
WA, WV, WI

HONORS

Fellow of the
American Institute
of Architects

AFFILIATIONS

American Institute
of Architects
1995-present

Fellowship of
Catholic Scholars,
2014-present

National Council
of Architectural
Registration Boards,
2012-present

YANITZA BRONGERS-MARRERO

AIA, NCARB, LEED AP BD+C, LEED FOR HOMES

PRINCIPAL

DIRECTOR OF HOUSING/ PROJECT ARCHITECT



Yanitza serves as Moody Nolan's Studio Director of Housing. With 20 years of architectural practice, she brings diverse experience to each unique project. She has been involved in a wide variety of project types, ranging from mixed-used development, to housing, including market-rate, affordable, student, correctional, and senior, as well corporate, education, and healthcare. Yanitza is attentive on each project she serves from the early planning phases through construction administration activities.

SELECT PROJECT EXPERIENCE

ENCOVA INSURANCE MIXED-USE DEVELOPMENT COLUMBUS, OH

Project Manager, working with Encova Insurance Group Realty, for development of an overall master plan with diverse real estate holdings in the Topiary Park neighborhood near their corporate headquarters. The first phase of the project consists of 92 units with a combination of one and two-bedroom units and townhomes, and 153 new parking spaces with direct access to the residential units. 2020.

BRIDGE PARK DEVELOPMENT DUBLIN, OH

Project Manager for the mixed-use redevelopment project along the east bank of the Scioto River in Dublin, Ohio. This development is being completed in close coordination with the City of Dublin as they improve public infrastructure in this area. Completed in phases, the 16-building, six-parking structured private development includes offices, a 150 key hotel and conference center, restaurants and service retail, a fitness center, neighborhood grocer, as well as for-rent and for-sale housing, totaling 851 units. 2020.

POINDEXTER VILLAGE - THREE PROJECTS MCCORMACK BARON SALAZAR / COLUMBUS METROPOLITAN HOUSING AUTHORITY COLUMBUS, OH

Director of Housing. The Poindexter Village redevelopment efforts represent the mixed-income, multi-generational housing component of a comprehensive neighborhood transformation. The project received a \$30 million Choice Neighborhoods Initiative Implementation Grant through the US Department of Housing and Urban Development in June 2014. Moody Nolan, working with developer McCormack Baron Salazar, is serving as Project Architect for the multifamily phases that will create 335 units in townhome, garden and mixed-use buildings. Amenities in the community will include: on-site management, community space, fitness center, playgrounds, bike paths, computer stations, and 3 live-work apartments for local businesses/ entrepreneurs.

RIVER AND RICH COLUMBUS, OH

Project Manager for the exciting, new mixed-use development project located in East Franklinton, which runs along the Scioto River and recently completed Scioto Greenways. Phase I of the project includes +/- 24,000 square-feet of ground floor retail along Rich Street, a 300-space parking garage and over 200 residential units. Moody Nolan worked with CASTO to coordinate and implement a creative approach to public areas funded by the City of Columbus as part of the P3 (Public Private Partnerships) process. 2019.



EDUCATION

M, Architecture
The Ohio State
University, 1996

Bachelor,
Environmental
Design, Universidad
de Puerto Rico, 1994

REGISTRATION

Registered
Architect, 2001
Ohio

NCARB

USGBC LEED AP
BD+C Accreditation,
2009, LEED FOR
HOMES, 2014

CONTINUING EDUCATION

Architecture
Program in France,
Switzerland, Italy,
Universidad de
Puerto Rico

Architecture
Program in Italy,
The Ohio State
University

Archaeology
Program in Greece
The Ohio State
University

PROFESSIONAL PRESENTATIONS

Design Columbus,
2016

LINDA S. NUNNELLY

LEED AP

SENIOR ASSOCIATE

PROJECT EXECUTIVE / DIRECTOR OF ATLANTA OPERATIONS



As Director of the Atlanta office, Linda brings a strong client-focused approach to all of her projects. Linda communicates effectively with her clients and successfully engages user groups to allow them to understand the delivery process of a project from conceptual design to completion. Her listening skills, collaborative approach and understanding of the design process provides her clients with creative designs that respond to their specific situation and needs. During her 15 years with Moody Nolan, Linda's focus has extended to numerous project types with particular emphasis on PK-12, collegiate and civic/institutional projects.

SELECT PROJECT EXPERIENCE

ROOSEVELT HALL RENOVATION ATLANTA HOUSING AUTHORITY ATLANTA, GA

Project Manager. Roosevelt Hall was built in the 1930's as part a Federal housing project known as University Homes. The goal of the current project, through adaptive re-use, is to return the building to its original purpose as a mixed-use center for the surrounding residential community. The first floor of the building will have a community gathering space, computer lab, library/reading room and a coffee house/café. The second floor will have office suites for the Atlanta Choice Neighborhood Implementation group. The roof is being redeveloped as an active gathering space to support meetings and events and the site at the rear of the property is being extensively redeveloped with new landscaping and terraces that will provide additional gathering and event space. 2020

CLARK ATLANTA UNIVERSITY - DEAN SAGE-BACOTE HALL INTERIOR RENOVATION ATLANTA, GA

Project Executive for the interior renovation of classrooms in this three-story 30,000 sq. ft. building. The new classrooms will be right sized to accommodate future enrollment in the Humanities and Cyber-Physical Systems Departments. Classroom upgrades will include durable sustainable finishes, in addition to new furniture and smart board technology. 2019.

ATLANTA-FULTON COUNTY PUBLIC LIBRARY SYSTEM - CENTRAL LIBRARY RENOVATION ATLANTA, GA

Project Manager for the 190,000 sq. ft. interior renovation of an existing eight-story building, originally designed by renowned architect Marcel Breuer in 1980. The renovation work includes consolidating the Library program spaces and creating leasing space for future office tenants. The design features introduce an eight-story atrium, along with a front plaza and restaurant terrace. This fast track design-build project is currently on track for LEED Gold Certification. 2020.

GRADY HEALTH SYSTEM PONCE DE LEON CENTER ATLANTA, GA

Project Manager for the 90,000 sq. ft. renovation to the Ponce De Leon Center. Renovations will be made to clinics, diagnostic and treatment spaces, which includes infusion, imaging, clinical and administrative space, patient and family legal and mental counseling, testing labs, pharmacy and dentistry. Keeping the buildings framework intact, the planning for the extensive renovation is focused on creating a calm, comfortable and safe environment, which accommodates innovative technology, operational efficiency, and interdisciplinary collaboration. 2023.



EDUCATION

BArch, Architecture
Howard University,
1997

REGISTRATION

USGBC LEED
Accreditation, 2008

AFFILIATIONS

American Institute of
Architects, Associate
Member, Atlanta
Chapter

USGBC, Maryland
Chapter, 2010 - 2013

National Association
of Professional
Women

National Building
Museum, 2007-2010

National
Organization of
Minority Architects
Member

National Association
of Minority
Contractors, Atlanta
Chapter, Advisory
Board Member
2016-present

ULI Atlanta
Chapter Member
2016-present

Union City, GA
Development
Authority Board
Member 2016-2017

Design DC 2010
Shadow an Architect,
Volunteer, 2010

ANNE TAIT

AIA, CID, NCARB, NCIDQ
PROJECT MANAGER



Anne recently joined Moody Nolan with more than 25 years working on a variety of projects including Corporate, Retail, Healthcare and Institutional. She has managed all aspects of projects from pre-planning and programming to design and construction. Anne's experience also includes working on both renovation and new construction projects. She works closely with all team members and brings a strong client focus to all of her projects.

SELECT PROJECT EXPERIENCE

SEATTLE PUBLIC SCHOOLS RAINIER BEACH HIGH SCHOOL SEATTLE, WA

Project Manager. Moody Nolan and Bassetti Architects collaborated on the design of this project with Bassetti Architects serving as the Architect-of-Record. The project will include a new school based on ed specs, site specific attributes, and input from the District. The high school has rich athletic traditions in basketball, football, and track and field, and there is substantial community use of the athletic fields. Community meetings were utilized to determine the needs of the adjacent neighborhoods and businesses. Planning objectives included connectivity to the diverse neighborhood and how they would utilize the school site, consideration of minimal on-site parking with most of the students walking to school, and the possible reuse of the existing Performing Arts Theater. Est. 2025

PRIOR PROJECT EXPERIENCE

RIVERFRONT PLAZA ICF TENANT UP-FIT RICHMOND, VA

Senior Architect.

MEMPHIS VA MEDICAL CENTER IPMH & RRTP RENOVATION MEMPHIS, TN

Senior Architect.

CJW MEDICAL CENTER CHIPPENHAM WOMEN'S CENTER LOBBY RICHMOND, VA

Senior Architect.

SCOTT'S ADDITION - TAIT, SAUNDERS, MULVANEY, PC RICHMOND, VA

Senior Architect.

RETREAT DOCTORS' HOSPITAL 3 EAST AND ICU RENOVATION RICHMOND, VA

Senior Architect.

PARHAM DOCTORS' HOSPITAL CENTRAL STERILE RENOVATION HENRICO, VA

Senior Architect.



EDUCATION

BA, Architecture
with a minor in
Graphic Design,
Virginia Polytechnic
Institute and State
University, 1993

REGISTRATION

Registered
Architect, VA, GA

Certified Interior
Designer, VA

NCARB

NCIDQ

AFFILIATIONS

American Institute
of Architects

JAKIEL SANDERS

AIA, NOMA, NCARB

ASSOCIATE

PROJECT ARCHITECT



Jakiel brings to Moody Nolan more than 10 years of experience in architectural design and documentation. He has professional experience on a variety of project types including civic, educational, hospitality, and residential. As a project architect he is adept at balancing design and programmatic requirements to produce quality built solutions. He is proficient with Microsoft Office, Revit, AutoCAD, Sketch-up and Adobe Photoshop and uses these tools to create everything from visual presentations to well-coordinated construction documents.

SELECT PROJECT EXPERIENCE

AXIS AT ANSEL CLEVELAND, OH

Project Architect. Located at the intersection of Hough Avenue and Ansel Road, a new five-story, 203-bed student-focused mixed-use housing project is currently under construction. An aggressive schedule required by the Owner/Developer required the project to be designed in 6 months and built in 12 months. The 145,000 square foot project currently has a construction budget of \$22M, including costs to develop a new community park and make multi-modal connection to University Circle and the Cleveland Clinic campus. 2020.

WARNER & SWASEY BUILDING REDEVELOPMENT CLEVELAND, OH

Project Architect working with the Penrose development team that was selected by the city of Cleveland to redevelop the former Warner & Swasey complex, near the corner of E. 55th and Carnegie in the Midtown neighborhood. The goal is to redevelop the five-story masonry structure, constructed at the turn of the 20th century, into a mix of residential and retail uses. As an initial step to stabilize the buildings prior to redevelopment, Moody Nolan prepared a building assessment report, evaluating the exterior masonry and steel structure. Est. 2022

ATLANTA-FULTON COUNTY PUBLIC LIBRARY SYSTEM - CENTRAL LIBRARY RENOVATION ATLANTA, GA

Project Architect. for the 190,000 sq. ft. interior renovation of an existing eight-story building, originally designed by renowned architect Marcel Breuer in 1980. The renovation work includes consolidating the Library program spaces and creating leasing space for future office tenants. The design features introduce an eight-story atrium, along with a front plaza and restaurant terrace. This fast track design-build project is currently on track for LEED Gold Certification. 2020.

CLEVELAND PUBLIC LIBRARY- HOUGH BRANCH CLEVELAND, OH

Project Architect for the new 10,000 sq. ft. Cleveland Public Library branch which is proposed for the Hough neighborhood. Located across the street from Cleveland's historic League Park, the new branch will provide access to Cleveland Public Library's Sports Research Center. In addition to the Sports Research Center, the Hough Branch will feature an open collection areas, opportunities for quiet study, makerspace, and meeting rooms. It has an estimated construction cost of \$4,000,000. Est. Spring 2022.



EDUCATION

BArch,
Tuskegee University,
2010

REGISTRATION

Registered
Architect, Ohio,
2018

AFFILIATIONS

National
Organization of
Minority Architects
(NOMA)

American Institute
of Architects,
Cleveland Chapter

National Council
of Architectural
Registration Boards
Certification
(NCARB)

DANIEL C. BOSSENBROEK

AIA, NCARB, LEED AP BD+C

SENIOR ASSOCIATE

PROJECT ARCHITECT



Dan has over twenty-five years of work experience including commercial/ retail, educational, recreational, civic, university, and single and multi-family residential projects. Currently, tasked with technical leadership of the entire design process and mentoring younger staff members. Experience includes project management, architectural design, project scheduling, code reviewer construction documentation, coordination of documents with engineers, specification writing, planning, and construction administration.

SELECT PROJECT EXPERIENCE

BRIDGE PARK DEVELOPMENT DUBLIN, OH

Project Architect for the mixed-use redevelopment project along the east bank of the Scioto River in Dublin, Ohio. This development is being completed in close coordination with the City of Dublin as they improve public infrastructure in this area. Completed in phases, the 16-building, six-parking structured private development includes offices, a 150 key hotel and conference center, restaurants and service retail, a fitness center, neighborhood grocer, as well as for-rent and for-sale housing, totaling 851 units. 2020.

NORTHERN KENTUCKY UNIVERSITY NEW RESIDENCE HALL HIGHLAND HEIGHTS, KY

Project Architect on the design team for a new 300 bed residence hall at Northern Kentucky University. The facility primarily houses freshmen and sophomore students. The residence hall is traditional in style, with double bedrooms and private, shower/restrooms. The design provided both community and privacy. The facility includes community space such as study rooms and lounges, a laundry facility, and a community kitchen and an apartment for the resident director. Est. 2021

MOXY HOTEL BY MARRIOTT COLUMBUS, OH

Project Architect for a posh new development rising 10-stories in The Short North, an urban setting in the city of Columbus; consisting of 110 keys and totaling 165,000 sq. ft. On the first floor, the building offers restaurants, retail and valet parking to patrons of the hotel. The hotel lobby and bar reside on the second floor. Skipping floors 3-6, (commercial office floors, totaling 55,000 sq. ft.), on floors 7-9 reside the residential suites. Finally, the 10th floor offers a rooftop bar, with breathtaking views of Downtown Columbus. 2019

CONNOR RESIDENCE LAKE HOUSE LAKE NORRIS, TN

Project Manager for this 13,890 sq. ft. private residence being built on a peninsula at Lake Norris. Built on a steeply graded site allows for all three levels of the home to have expansive views of the lake beyond. The residence plan was designed so that there is a private/family side and a guest side with a common central connection at the outdoor spaces including the pool, tiered exterior deck and shared screened-in porch which functions as the connecting point for the family and their guests. Both family and guest sides of the home have a great room, dining room, a full kitchen, and multiple guest rooms all with private baths. Each bedroom has its own private balcony facing the water. The fully equipped fitness center, recreation room and artist's studio all located on the lower level round out the home's spaces. 2021.



EDUCATION

BS, Architecture
Calvin College, 1988

Masters in
Architecture
University of
Chicago, 1991

REGISTRATION

Registered
Architect, Ohio 1994

LEED AP BD+C,
2005

NCARB, 2005

AFFILIATIONS

Boy Scouts of
America, Leader
2008-Present

Whetstone Parks &
Recreation, Youth
Soccer Program
Coach, 2010-2016

AIA Columbus
Technology in
Architecture
Practice Committee,
2012-2015

Rotary Club of
Clintonville,
2011-2013

Rotary Club of
Columbus,
2005-2008

PRESENTATIONS

AIA Columbus
TAP Seminar: The
Evolution of Practice
June 07, 2013 "Revit
Standards, Templates
and Content"

JILL E. SEITZ

LEED AP BD+C

SENIOR ASSOCIATE

SENIOR INTERIOR DESIGNER



Jill has provided interior finish design, space planning, movable and systems furniture specification and inventory coordination for over \$200 million of educational, corporate and hospitality building construction. Most of Jill's recent experience has centered around programming, space planning and the creation of FFE packages. She has utilized her extensive knowledge of furniture styles, trends, manufacturers and genres to specify over \$50 million of furniture for our clients. Jill understands the various furniture procurement processes and works with our clients to create the best package to suit each individual need. Jill is proficient in AutoCAD, Revit, Microstation and Microsoft applications.

SELECT PROJECT EXPERIENCE

ROOSEVELT HALL RENOVATION ATLANTA HOUSING AUTHORITY ATLANTA, GA

FF&E. Roosevelt Hall was built in the 1930's as part a Federal housing project known as University Homes. The goal of the current project, through adaptive re-use, is to return the building to its original purpose as a mixed-use center for the surrounding residential community. The first floor of the building will have a community gathering space, computer lab, library/reading room and a coffee house/café. The roof is being redeveloped as an active gathering space to support meetings and events and the site at the rear of the property is being extensively redeveloped with new landscaping and terraces that will provide additional gathering and event space. 2020

AC MARRIOTT HOTEL AT BRIDGE PARK DUBLIN, OH

FF&E for the new, 150-key hotel and conference center. The hotel's interior design ideas and principles are derived from an understanding and execution of the AC Marriott brand, as well as a continuation and seamless transition of the exterior design to an interior experience. The hotel offers a breathtaking roof-top bar that overlooks the Scioto River and offers plenty of entertainment to it's guests in the Bridge Park community. 2017.

MORGAN STATE UNIVERSITY MIXED-USE STUDENT HOUSING BALTIMORE, MD

FF&E for a 660-bed, new mixed-use student housing facility for Morgan State University, including dining and food service facilities to provide for the entire campus. This project replaces the existing Thurgood Marshall Residence Halls and activating landscaping to allow for replacement of displaced outdoor recreation space. Moody Nolan is partnered with Hord Coplan Macht. 2022.

GRADY HEALTH SYSTEM PONCE DE LEON CENTER ATLANTA, GA

FF&E for the 90,000 sq. ft. renovation to the Ponce De Leon Center. Renovations will be made to clinics, diagnostic and treatment spaces, which includes infusion, imaging, clinical and administrative space, patient and family legal and mental counseling, testing labs, pharmacy and dentistry. Keeping the buildings framework intact, the planning for the extensive renovation is focused on creating a calm, comfortable and safe environment, which accommodates innovative technology, operational efficiency, and interdisciplinary collaboration. 2023.



EDUCATION

BS, Housing and
Industrial Design
Miami University,
1990

REGISTRATION

USGBC LEED™
Accreditation, 2008

SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



Bridge Park Development Dublin, OH

Sitting on the east bank of the Scioto River in downtown Dublin, Ohio, the design provides an interesting, walkable setting for urban lifestyles. In partnership with Crawford Hoying Development, Moody Nolan is serving as the Architect-of-Record and providing design services for this multi-building 2,500,000 sq. ft, mixed-use development, including an AC Hotel by Marriott, offices, event center, retail storefronts, housing units and restaurants. 2020



SCOPE OF SERVICES — EXPERIENCE & QUALIFICATIONS



**Poindexter Village – Three Phases
Columbus, OH**

Moody Nolan, working with developer McCormack Baron Salazar, served as Project Architect for the multifamily phases that created 335 units in townhome, garden and mixed-use buildings. Amenities in the community include: on-site management, community space, fitness center, playgrounds, bike paths, computer stations, and 3 live-work apartments for local businesses/entrepreneurs. The development was designed, constructed and managed to market rate standards and in accordance with Enterprise Green Communities criteria and universal design. 2018



SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



Marrero Commons (B.W. Cooper)
New Orleans, LA

Moody Nolan led the design of the project, bringing together city government, the community, the developer and HANO to achieve a responsive master plan and successful project. The first phase, which broke ground in mid-2008, was comprised of 440 units, followed by an additional 220 units in the final phase. This community had been adversely affected by crime and poverty, but the unique blend of mixed incomes and housing designs has brought new life to this area and become a stimulus for growth and development. 2013



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SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



Saint Paul's CNI Transformation - Blocks 17 and 18 Norfolk, VA

Moody Nolan is serving as the Architect of Record. The project, currently under design, is programmed to include 150 new multifamily units totaling approximately 150,000 sq. ft. Moody Nolan is designing the development to support an exterior plaza, 10,000 square feet of retail space, 15,000 sq. ft. of community incubator/early childhood learning space, and a three-story parking garage to contribute to a total of 220 parking spaces. TBD



SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



**The Residences at Topiary Park
Mixed Use Development
Columbus, OH**

Moody Nolan developed a master plan and now begun phase one. Which will include, 92 units with a combination of one and two-bedroom units and townhomes, and 153 new parking spaces with direct access to the residential units. Some building amenity areas include a pet grooming station, a fitness space, and two community lounges. One community lounge is located on the top floor with access to a rooftop terrace featuring views oriented towards Topiary Park. Some residential units have access to a private roof terrace.

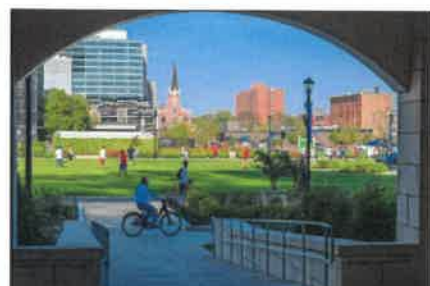


SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



Highpoint at Columbus Commons Columbus, OH

Moody Nolan was the architect, working for a developer, on this new mixed-use residential / retail development that was the final phase of the Columbus Commons civic improvement project in downtown Columbus, Ohio. The project included two six-story buildings with ground floor retail and approximately 301 residential units above totaling 286,000 sq. ft. The new buildings form a gateway to the Columbus Commons park and foster street-level activity with retail shops occupying the entire ground floor. 2014



SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



**Current at The Banks, Phase 1A
Cincinnati, OH**

Moody Nolan teamed with CR Architecture + Design in the design of this project. Included in Phase 1 was approximately 300 rental dwelling units in a mix of one- and two-bedroom types along with approximately 60,000 sq. ft. of ground level retail and restaurant space. Apartments have views of downtown Cincinnati and the Ohio River, and the streetscape is an exciting urban space populated with residents and the many visitors to the riverfront site with its sports stadiums and the Freedom Center museum. 2011



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SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



Axis at Ansel Cleveland, OH

Located at the intersection of Hough Avenue and Ansel Road, Axis at Ansel is a new five-story, 203-bed student-focused mixed-use housing project that was recently completed for Signet Real Estate Group. The 145,000 sq. ft. project provides studio, one-bedroom, and two-bedroom market-rate options with each unit provided with a washer and dryer, and high-speed internet access. On-site amenities include a fitness center, community room, dog bath, indoor bike storage, and space for a future retail component. 2020



SCOPE OF SERVICES — EXPERIENCE & QUALIFICATIONS



**River and Rich
Columbus, OH**

Moody Nolan worked with CASTO to coordinate and implement a creative approach to public areas funded by the City of Columbus. The exciting, new mixed-use development project located in East Franklinton, runs along the Scioto River and recently completed Scioto Greenways. Phase I of the project includes +/- 24,000 square-feet of ground floor retail along Rich Street, a 300-space parking garage and over 200 residential units. The two larger buildings, designed by Moody Nolan, face Rich Street. These mixed use buildings include a concrete podium and wood construction above it. 2018



SCOPE OF SERVICES – EXPERIENCE & QUALIFICATIONS



River South Columbus, OH

Located in the heart of downtown Columbus, this eight-story courtyard building will incorporate retail on the ground floor with high-end apartment units above. The design is a streamlined quotation of early twentieth-century Beaux-Arts highrise architecture and will feature a combination of stone and brick with large amounts of glass to maximize views. The project is currently under construction. David B. Meleca completed this project prior to joining Moody Nolan as the Director of Classical Design.



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