

**FORT PIERCE REDEVELOPMENT AGENCY  
CRA ADVISORY COMMITTEE**

CRA Regular Meeting - Wednesday, December 20, 2017 - 2:00 p.m.

City Hall - Second Floor Conference Room, 100 North U.S. #1, Fort Pierce, Florida

1. **CALL TO ORDER**
2. **ROLL CALL**
3. **APPROVAL OF MINUTES**
  - a. Minutes from the November 15, 2017 meeting
4. **CHAIRMAN VIEWPOINTS**
5. **OLD BUSINESS**
6. **NEW BUSINESS**
  - a. Update from Officer Maldonado
  - b. Response to HD King Center Request for Qualifications
7. **PUBLIC COMMENT**
8. **STAFF AND COMMITTEE MEMBER COMMENTS**
9. **ADJOURNMENT**

In accordance with the Americans with Disabilities Act and Section 286.26, Florida Statutes, persons with disabilities needing special accommodation to participate in this meeting should contact the City Clerk's Office at (772) 467-3065 at least 48 hours prior to the meeting.

NOTE: All CRA Advisory Committee meetings are limited to one hour.

**CRA Advisory Committee**

**Meeting Date:** 12/20/2017

**Re:**

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**Information**

**SUBJECT**

Minutes from the November 15, 2017 meeting

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**Attachments**

CRA Minutes 11.15.17

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# DRAFT



## CITY OF FORT PIERCE CRA ADVISORY COMMITTEE

### CRA Advisory Committee Minutes

**OF THE REGULAR MEETING OF THE FORT PIERCE CITY CRA ADVISORY COMMITTEE HELD ON WEDNESDAY, **NOVEMBER 15, 2017**, IN FORT PIERCE 2ND FLOOR CONFERENCE ROOM, 100 NORTH US HIGHWAY 1, FORT PIERCE, FLORIDA.**

#### 1. CALL TO ORDER

#### 2. ROLL CALL

Present: Hoyt Murphy, Jr.; Cindi O'Connell; Al Johnson; Allan Reed; Junette Raymond; Chair  
Charlie Frank Matthews

Absent: Michael Brown, Jr.; Plythe Freedman; Kristina Gibbons

Staff Present: Rebecca Grohall, Planning Director  
Vennis Gilmore, Planning Analyst  
Alicia Rosenthal, Executive Assistant

#### 3. APPROVAL OF MINUTES

- a. Minutes from the October 18, 2017 meeting.

Motion was made by Cindi O'Connell, and seconded by Hoyt Murphy, Jr. to approve the minutes from the October 18, 2017 meeting.

AYE: Cindi O'Connell, Al Johnson, Allan Reed, Junette Raymond, Hoyt Murphy, Jr., Chair  
Charlie Frank Matthews

Passed

#### 4. CHAIRMAN VIEWPOINTS

Chairman Matthews discussed the possibility of cancelling the December 20, 2017 CRA meeting due to the holidays.

Chairman Matthews encouraged the CRA members to participate with their family and friends during the holidays because it has been a rough year for a lot of people.

Chairman Matthews asked the committee to bring their ideas and suggestions to the meetings.

#### 5. OLD BUSINESS

## **6. NEW BUSINESS**

### **a. Angels of Hope Outreach**

Kelly Long gave a passionate presentation on the Angels of Hope Outreach program and the Angels at Work program. Ms. Long explained the Target, Resolve and Support program generally takes 8 - 12 weeks for a homeless person to become self sufficient. Ms. Long stated in the last year they have gotten almost 60 homeless people off the street.

Ms. Long explained that the Angels at Work program is a new non-profit program that will focus on training homeless, placing them in a job and teaching them life skills. Kelly's husband, David, provided additional details throughout the presentation.

Lori, Operations Manager for Walmart, stated she works closely with Angels of Hope. Lori suggested to raise expectations and set the bar higher to help eliminate the homeless problem.

Ms. Long introduced, Chris, who was a homeless veteran 5 years ago and is now self sufficient. Chris stated when he was homeless he sold beer cans for money and he made connections with different churches for food.

### **b. Update from Officer Maldonado**

Officer Maldonado said getting names for the homeless database is a slow process because the homeless do not trust police officers. Officer Maldonado stated that Denise Rudisal is helping him acquire the names.

### **c. Retail Space Parking Garage Update**

Ms. Grohall stated the Guardian Ad Litem program is leasing the 2nd and 3rd floor of the parking garage and the city recreational department and Welcome Center will be occupying the 1st floor. Ms. Grohall stated the city is talking with tourism development about conference room space on the 4th floor.

## **7. PUBLIC COMMENT**

Barbara Brady stated she used to be homeless and it has taken her 5 years to get back on her feet. Ms. Brady said she is part of the bridge club and she thanks Denise Rudisal for her help.

Denise Rudisal said the biggest thing homeless need is hope.

## **8. STAFF AND COMMITTEE MEMBER COMMENTS**

Ms. Grohall stated the city is waiting for a decision from the fire department regarding the Kings Inn demolition.

## **9. ADJOURNMENT**

**CRA Advisory Committee**

**Meeting Date:** 12/20/2017

**Re:**

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**Information**

**SUBJECT**

Response to HD King Center Request for Qualifications

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**Attachments**

Framework Group

King Station Development

Redevelopment Management Associates

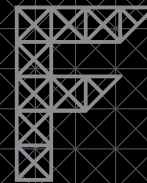
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# STATEMENT OF QUALIFICATIONS

REQUEST FOR QUALIFICATIONS No. 2017-023  
REDEVELOPMENT OF THE FORMER H. D. KING PLANT SITE  
FT. PIERCE, FL

SUBMITTED BY:

FRAMEWORK  
GROUP



1200 W. PLATT ST., STE. 201 • TAMPA, FL • 33606

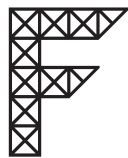
O. (813) 777-6981 • F. (813) 315-7141



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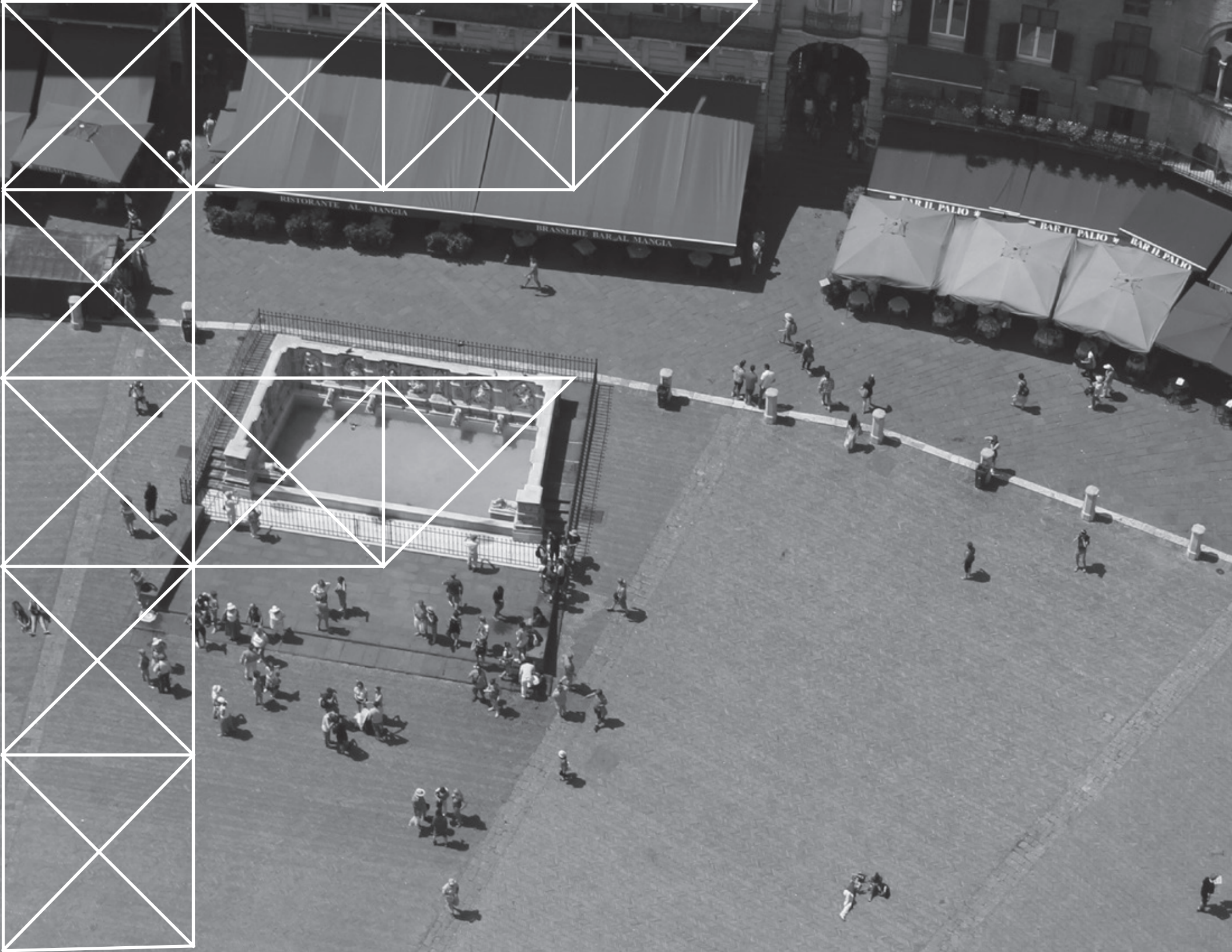
On behalf of Framework Group, LLC, I'm pleased to submit the following response to the City of Ft. Pierce RFQ No. 2017-023 for the redevelopment of the former H.D. King Plant site.

Established in 2010 and based in Tampa, FL, Framework Group is a real estate development, consulting, and contracting company focused on high quality multi-family rental housing in exceptional urban neighborhoods. The Framework Team consists of seasoned real estate professionals, each with extensive and diverse industry experience. Framework's Representative Projects demonstrate the team's skilled and thoughtful approach to the development business, with each project setting the standard for quality within its submarket.

While Framework focuses nearly exclusively on multi-family development, the potential of the H.D. King site as a mixed use development cannot be overlooked. As such, the Preliminary Development Program that follows includes the diversity of uses that this site deserves — a 200-unit apartment community, 120-room hotel, 34,000 SF conference center, and ground level retail and restaurants lining Indian River Drive. A program so ambitious will certainly take the collaboration and cooperation of a number of parties, including additional developers and the City of Ft. Pierce. We propose that Framework acts as Master Developer on the project, responsible for carrying out the residential development and overseeing the eventual Master Development Program in partnership with the City of Ft. Pierce and developers of non-residential uses.

We are thrilled at the opportunity to work on such an extraordinary development opportunity, and hope to establish an effective partnership with the City of Ft. Pierce. We hope that the enclosed qualifications and Preliminary Development Program will suit your expectations.

Phillip A. Smith, President  
(813) 777-6981  
psmith@frameworkgroupllc.com



# Cover Letter



Phillip A. Smith founded Framework Group, LLC in 2010 as an urban-focused real estate development, consulting and contracting firm based in Tampa, FL. Framework's primary business and competency is the development of urban infill multi-family projects. This intense focus on the multi-family sector, along with emphases on problem solving, patience, cultivation of meaningful relationships, and superior market knowledge, characterizes Framework's approach to the development industry. In addition, with a core organization consisting of three individuals, Framework's lean structure allows for superior flexibility and access to decision makers.

With the help of established capital and implementation partners, Framework successfully completed projects totaling 495 units in 2016, 537 units in 2017, and is scheduled to break ground on 1,086 units in 2018.

The Framework portfolio features projects in distinctly urban locations within major Florida metros including Tampa, Orlando, Sarasota, Lakeland, Ft. Myers, and Daytona Beach.

## The Framework Team



Phillip A. Smith

President

Phillip Smith is based in Tampa, FL, and leads Framework Group's efforts throughout the state. Phillip is responsible for the acquisition, design, development and construction of multi-family communities and coordinates Framework's strategic plans for developing complex urban residential developments. Prior to founding Framework Group, Phillip opened the Florida offices for Crosland, an 85 year-old private development company based in Charlotte, NC. Prior to joining Crosland he was a Partner and Senior Vice-President for a private venture based in Connecticut where he developed multi-family residential projects throughout New England and South Carolina. Prior to that, he was a Senior Development Manager at JPI where he developed over 3,700 apartments in some of the country's most challenging regulatory and construction environments of Massachusetts, New York, New Jersey, Rhode Island and New Hampshire. Phillip is a LEED Accredited Professional, licensed Florida General Contractor, and Sales Associate. Phillip earned his Bachelor of Architecture magna cum laude from Auburn University, and Master in Architecture from Harvard University.



Steve Hammond

Senior Vice-President, Construction

With over 25 years of management experience in construction, land development, and rehabilitation of existing assets, Steve Hammond manages all self-performed new construction projects, third-party construction service contracts, and Owner Representative contracts for Framework Group. This includes the day-to-day management of all subcontractors, local regulatory agencies, and professional consultants. Steve's portfolio includes over 9,000 multi-family units throughout Texas, North Carolina, and Florida consisting of a variety of types such as wood frame, tunnel form, and concrete block construction. Prior to joining Framework Group, Steve served as Vice-President of Construction for the Wilson Company, Director of Construction for Phillips Development Realty, and President of HBD Construction, a general contracting and construction management firm. Steve graduated from the University of Central Florida with a Bachelor of Science in Business Administration and resides in Tampa.



Nick Herring

Development Manager

Nick Herring supports all of Framework Group's development, construction and consulting activities. Prior to joining Framework Group, Nick served as Project Manager for Shawmut Design and Construction, where he managed high-end residential, commercial, and retail developments in New York City and other major urban centers across the US. Prior to Shawmut, Nick managed construction field operations as Resident Engineer for Hill International, where he led teams of subcontractors on large-scale public projects including the renovation of New York City Hall. Nick graduated from the University of Florida with a Bachelor of Science in Building Construction and minors in Business Administration and Sustainability Studies. Nick also earned his Master of Business Administration from New York University's Stern School of Business, specializing in Real Estate and Strategy.

## About Framework Group

Developers • Consultants • Contractors

# Preliminary Development Program

Framework Group’s vision for the redevelopment of the H. D. King Site in Ft. Pierce, Florida focuses on providing an appropriate mixed use solution for the community. Our goal is to create a vibrant destination on this prominent property that celebrates the history and heritage of Ft. Pierce as well as its future. Framework seeks to capitalize on the site’s unique position on the edge of downtown and connectivity to the Second Street shopping district, the Fort Pierce City Marina, and the Moore’s Creek Linear Park. By creating a vibrant activity center just steps from the waterfront and its amenities, we envision a transformative development that will elevate the community for decades to come.

Critical to the success of the redevelopment is its ability to offer multiple land uses, guest experiences and place-making offerings. Framework Group envisions a mix of uses, anchored by residential apartments developed by Framework, accompanied by retail restaurants, a hotel and conference center developed by others, and a much-improved public realm along Indian River Drive that will tie it all together. Additional amenities considered include a valet drop off, outdoor dining areas, and a linear promenade along Moore’s Creek. The preliminary development program includes:

- 3-story, 200 unit apartment building ranging from studios to 3-bedroom units
- 6-story hotel with 120 rooms
- 1,500 SF Coffee Shop with Residential Lobby Access
- 6,500 SF Signature Restaurant with Outdoor Dining
- 4-level Shared Parking Structure
- 34,000 Conference Center with 8,000 SF of Assembly Space
- Conference Center Parking Garage

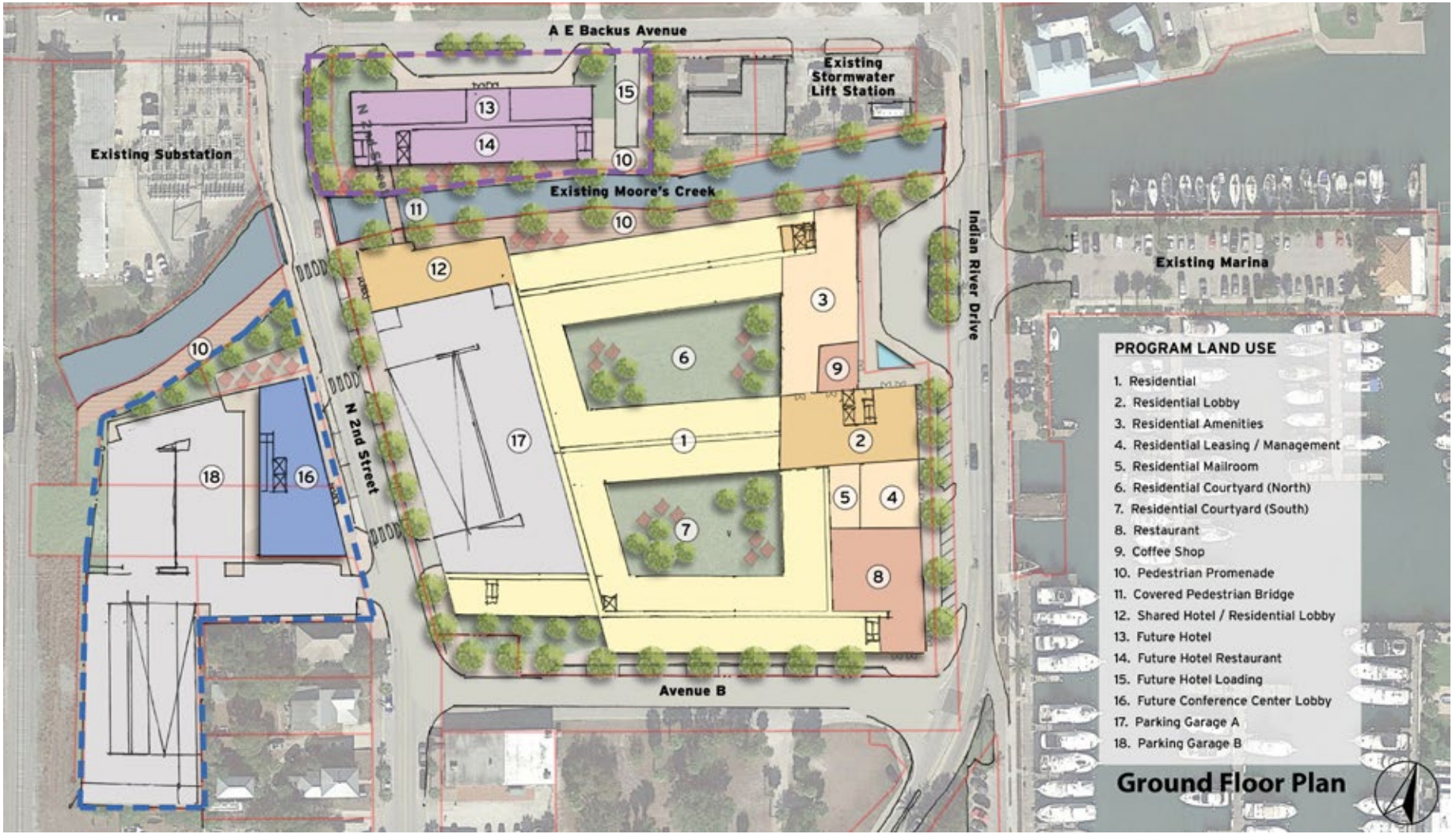
The character of this development will be one of timeless quality. The walkable district will include streetscape design standards, a publicly accessible water feature, pedestrian lighting, lush landscaping, and outdoor dining zones. Framework Group envisions the architectural design to be based on Mediterranean Revival – with articulated building facades and a balanced massing parti – with simple yet timeless detailing.

The three (3) primary structures will range in height; the apartment building will be 3 levels and 40-50 feet in height, the hotel will be 6 levels and 70-85 feet in height, and the conference center will employ a 3-level volume lobby and pre-function space to screen its parking garage while the assembly space is elevated, occurring on level 4, to capitalize on water and city views. We anticipate this building being 60-75 feet in height.

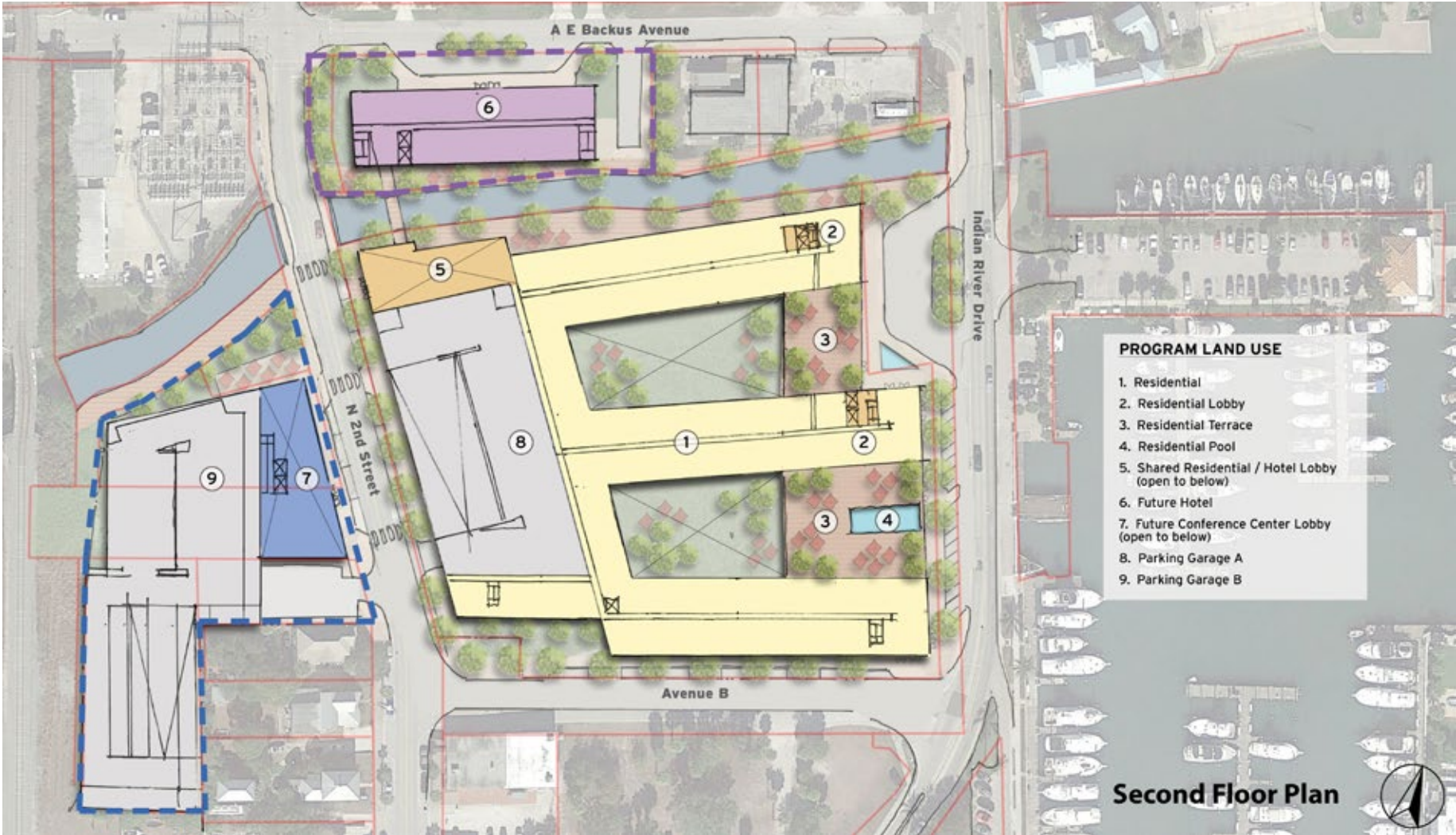
The residential apartment building will have a primary lobby located on Indian River Drive – convenient for guests and visitors – and a secondary shared lobby located on Second Street. This lobby will be a 2-story space and will be shared with the hotel lobby. We envision this feature lobby to be spacious and inspiring – offering apartment residents and hotel guests a truly one-of-a-kind hospitality experience. The residential building will have two ground level courtyards. In addition to extensive landscaping, these courtyards will have lawn areas, seating areas, barbeque areas and game areas aimed at providing guests with a resort-like atmosphere. Additionally, two second level terraces located at the east end of the building will provide a swimming pool and amenities, green roofing, and seating areas to take in the views of the waterfront.

From the hotel lobby a covered bridge will lead guests from check-in, across Moore’s Creek, and into the main building. A taxi and Uber drop off will be provided on the north end of the main building along Backus Street. The south side of the hotel building, along Moore’s Creek is planned to be an expansive terrace with seating, strung lights, and a fire pit for hotel guests to relax and congregate. It is anticipated that the hotel will have a ground floor restaurant and a rooftop pool.

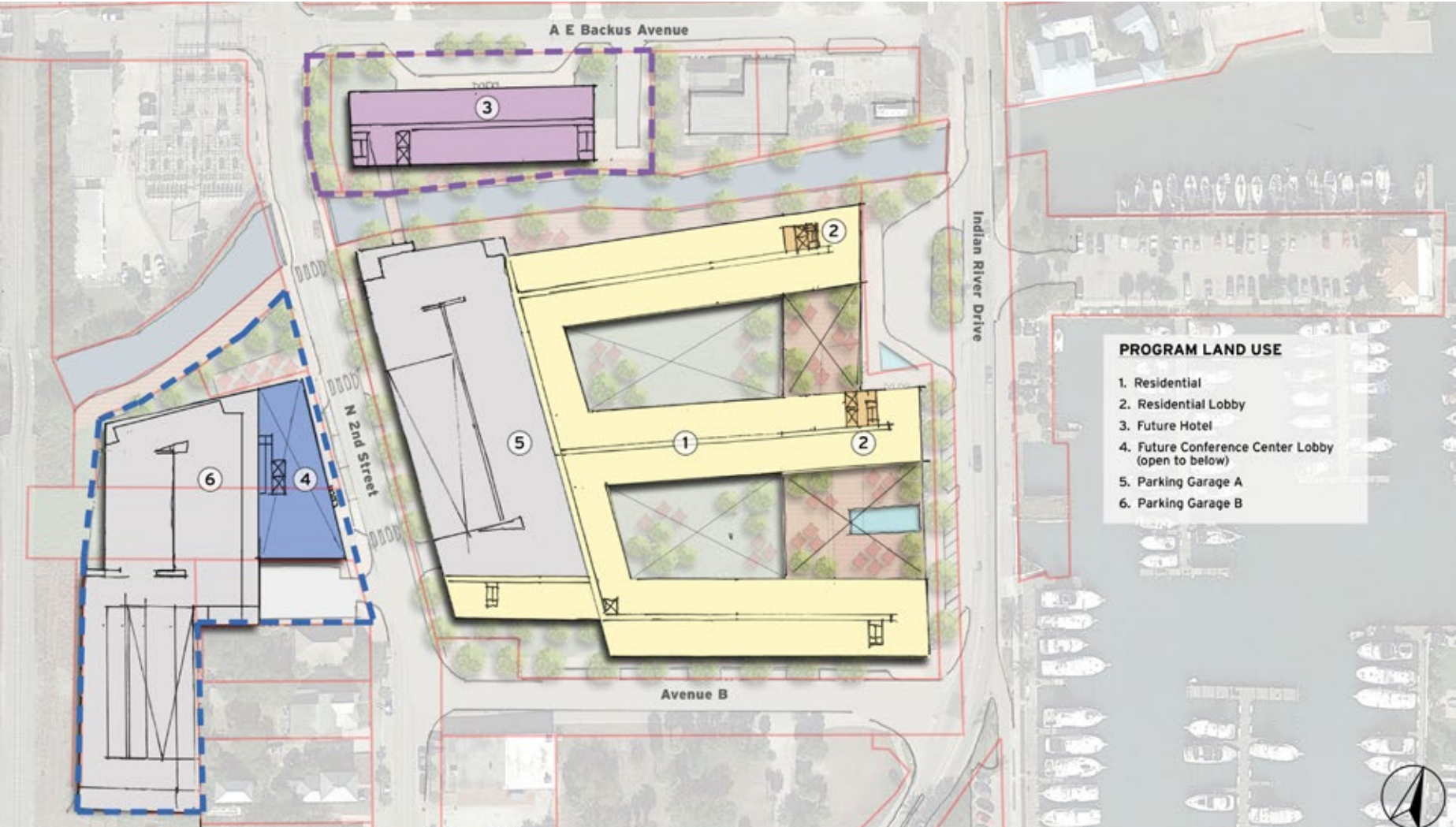
## GROUND FLOOR



# SECOND FLOOR



# THIRD FLOOR





# Representative Projects

Highlighted by complex urban infill projects in fast-growing metros throughout Florida, Framework Group's project portfolio exemplifies the firm's core strategic initiative. In pursuing project development sites, Framework seeks only the most distinct urban locations, where elusive combinations of area growth, nearby amenities, and effective partnerships provide unique opportunities for true place-making. During project conception, careful attention is paid to neighborhood character and history,

along with the needs of the local submarket. A diversity of architectural styles, densities, and construction types within Framework's portfolio is the result.

The following pages provide details on a sampling of projects within the Framework portfolio. With costs ranging from \$40-\$60+ million, and each including co-investment by Framework, these projects demonstrate Framework's ability to acquire, develop, and obtain financing for large-scale developments.



# Varela

350 Units	
Tampa, Florida	
Total Development Cost	\$57,000,000
Sponsor Equity	\$1,710,000
Investor Equity	\$17,100,000
Debt Financing	\$38,190,000

Occupying a once-vacant 6-acre brownfield in the heart of Tampa’s Westshore Business District, Varela includes 350 luxury apartments in 4 stories with a structured parking garage. Varela residents enjoy exceptional access to Tampa International Airport, Raymond James Stadium, and International Plaza. With 12,000,000 square feet of office space within a 2-mile radius, Varela also offers a short commute for much of Tampa’s workforce. The

project includes two salt water pools, summer kitchen, fitness center, sauna, game areas, a business center, and multiple social gathering spaces. Hardwood flooring, 10’ ceilings, 2-story loft units, granite kitchen tops, contemporary fixtures, and large walk-in closets are also available. Upon its completion in 2015, Varela was awarded Green Globes certification for sustainable design and construction practices.



## 500 Harbour Island

235 Units

Harbour Island

Tampa, Florida

Total Development Cost \$63,000,000

Sponsor Equity \$1,890,000

Investor \$18,900,000

Debt Financing \$32,210,000

**5**00 Harbour Island is a 235-unit, 21-story high-rise built on a 0.84-acre site in Harbour Island, an exclusive residential enclave neighboring downtown Tampa. 500 Harbour Island offers its residents a unique “urban coastal” lifestyle, providing walkable access to employers and entertainment situated in downtown Tampa and the budding Water Street district, as well as downtown waterways and Tampa Bay. Residents are welcomed by condo-quality

finishes and a wide array of amenities including an elevated pool and sundeck, day spa, fitness center, catering kitchen, entertainment areas, a dog park, and more. With its upscale attributes and 360-degree downtown and water views, 500 Harbour Island is positioned to become one of the City’s most sought-after residential addresses. Construction of 500 Harbour Island was completed in late 2016.





# Novus

260 Units

Tampa, Florida

Total Development Cost \$44,000,000

Sponsor Equity \$440,000

Investor Equity \$11,880,000

Debt Financing \$31,680,000

Shortly after completing Varela, Framework commenced construction of the 260-unit Novus development on a nearby 3-acre site in Tampa's Westshore Business District. Novus represented an opportunity to expand upon Varela's success by employing new lessons from the evolving Westshore rental market in order to offer the next-level quality sought by its residents. Novus' residences offer true distinction, boasting 10' ceilings, quartz countertops, double rows of upper kitchen cabinets, pot drawers, frameless glass shower enclosures with rainfall showerheads, and

more. The property's unique amenities package includes two saltwater pools adjoined by a grotto water feature, an outdoor kitchen area with BBQ grills, indoor hot and cold plunge pools, men's and women's saunas, a tanning facility, and a golf simulator. Novus has indeed set a new standard for boutique apartment living in Westshore, as it continues to set the high watermark for rental rates since its completion in mid-2016.

Novus was also awarded Green Globes certification for sustainable design and construction practices.





# Arcos

228 Units, 8,500 SF Commercial

Sarasota, Florida

Total Development Cost \$51,000,000

Sponsor Equity \$1,530,000

Investor \$15,300,000

Debt Financing \$34,170,000

Situated within the Rosemary District, an edgy urban neighborhood soon to be enveloped into traditional “downtown Sarasota proper,” Arcos will include 228 units and 8,500 square feet of commercial space in 5 stories with structured parking. Arcos will invite its residents to “live artfully,” a theme that pays homage to Sarasota’s creative history and culture. Through the development process, Framework strived to deliver authentically on this theme by incorporating features such as an on-site art gallery, the permanent installation of a custom contemporary

sculpture, and custom or limited edition artwork throughout Arcos’ common spaces. Arcos will also be well-equipped with the qualities sought by today’s sophisticated renter: a pedestrian-oriented and pet-friendly lifestyle, a generous array of indoor and outdoor amenities, and a wide variety of bright and spacious floor plans complete with contemporary finishes. Arcos is under construction with completion scheduled for early 2018.





# Solstice

309 Units	
Orlando, FL	
Total Development Cost	\$54,000,000
Sponsor Equity	\$540,000
Investor Equity	\$14,580,000
Debt Financing	\$38,880,000

Solstice will occupy a 13-acre site on the International Drive corridor, a district that offers exceptional access to downtown Orlando and prominent hospitality and tourism employers, a myriad of lifestyle amenities and daily-needs retail, and the promise of area growth fueled by improvements to local infrastructure. Solstice will boast 309 units packaged in an edgy and energetic design, breaking the mold of sleepy central Florida architecture. Solstice’s apartment buildings are each 4 stories tall with elevators and air

conditioned corridors, further setting Solstice apart from the competition. Framework elected to take advantage of the site’s generous acreage by devising an amenity package focused on the outdoor lifestyle, offering a combination leisure and lap pool, running trails, outdoor fitness equipment, picnic areas, BBQ grills, fire pits, sunbathing decks, gathering areas, and a bocce court. Solstice is under construction with completion scheduled for early 2018.

# References

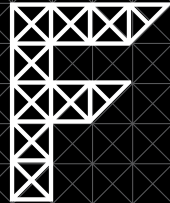
**Nicole Travis**  
*CRA Manager*  
Lakeland Community Redevelopment Agency  
nicole.travis@lakelandgov.net  
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(813) 402-2880

**Bob McDonough**  
*Administrator of Economic Opportunity*  
City of Tampa  
Bob.McDonough@tampagov.net  
(813) 274-8245

**Jeffery Cash**  
*Principal*  
Trinity Sky Advisors, LLC  
jeff@trinityskyadvisors.com  
(717) 460-1025





# REQUEST FOR QUALIFICATIONS

For City of Fort Pierce, Florida & Fort Pierce Redevelopment Agency

FORMER H.D. KING PLANT SITE REDEVELOPMENT "KING STATION"



## KING STATION

STAY ▶ PLAY ▶ DINE ▶ SHOP

REQUEST FOR QUALIFICATIONS  
NO. 2017-023

SUBMITTAL DUE:  
NOVEMBER, 29TH AT 3:00 PM

SUBMITTED BY:  
**KING STATION DEVELOPMENT**  
*a Joint Venture Partnership of*  
KITE PROPERTIES, LLC  
PROCTOR CONSTRUCTION COMPANY  
PEACHTREE HOTEL GROUP



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- 2. PROPERTY DESCRIPTION

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**III. D. MINIMUM CONTENTS OF STATEMENT OF QUALIFICATIONS**

Qualifications:

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Preliminary Development Project Program:

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**SECTION V - FORMS TO BE RETURNED . . . . .10**

- 1. Request for Qualifications Acknowledgment
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- 3. Drug-free Workplace Form
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- KITE PROPERTIES, LLC - STATEMENT OF QUALIFICATIONS**
- PROCTOR CONSTRUCTION COMPANY - STATEMENT OF QUALIFICATIONS**
- PEACHTREE HOTEL GROUP - STATEMENT OF QUALIFICATIONS**

# SECTION 1 - DEVELOPER'S PROFILE



## SECTION 1 - DEVELOPER'S PROFILE

### 1. EXECUTIVE SUMMARY

We are pleased to submit our Statement of Qualifications for the redevelopment of the former H.D. King Plant property located at 311 North Indian River Drive. King Station Development is a proposed Joint Venture Partnership between Kite Properties LLC, Peachtree Hotel Group and Proctor Construction Company. This partnership brings together a highly qualified team that is experienced in the development of large-scale projects and hotels. In forming the Joint Venture, special attention has been given to the city's requirement to have a team with the experience, qualifications and resources needed to complete this project. King Station Development, a proposed Joint Venture Partnership combines the strength of great companies to deliver a successful world-class development at the H.D. King station site.

### 2. PROPERTY DESCRIPTION

The property is known as the H.D. King Plant Site. It consists of approximately 7.13 acres in multiple parcels. The complete legal descriptions, square footage and full size maps are available from the city and included in the appendix of the RFQ.





# SCOPE OF SERVICES / SPECIFICATIONS

## II. SOLICITATION, EVALUATION AND NEGOTIATION PROCEDURES

### A. REQUESTS FOR QUALIFICATIONS

1. A detail description of the respondents qualifications and experience.  
Please see appendix for qualification and experience for:
  - a. Kite Properties, LLC
  - b. Proctor Construction Company
  - c. Peachtree Hotel Group
  
2. A description of representative development projects completed by the respondent.  
Please see appendix for qualification and experience for:
  - a. Kite Properties, LLC
  - b. Proctor Construction Company
  - c. Peachtree Hotel Group
  
3. A demonstration of the respondents ability to secure financing of large-scale development projects.  
Please see appendix for qualification and experience for:
  - a. Kite Properties, LLC
  - b. Proctor Construction Company
  - c. Peachtree Hotel Group
  
4. A preliminary development program including land use, intensity and development approach.

Kite Properties and King’s Station Development JV envision development of the H.D. King Site to be anchored by a nationally franchised Hotel Brand along with mixed use retail, restaurant and activity areas. In crafting our development program including land use intensity and development approach we considered the following: Site specific development occurs within a broader physical and policy context shaped by numerous actors and decision makers. Kings Station Development provides the leadership, experience and resources to deliver the responsible use of the H.D. King Site. It is our intent to develop and create a sustaining thriving development in the heart of downtown Fort Pierce. Our goal is to develop the H.D. King station site by providing our experience, leadership and knowledge while working in collaboration with the City of Fort Pierce to deliver a sustainable, creative and active project.



## III. D. MINIMUM CONTENTS OF STATEMENT OF QUALIFICATIONS

### QUALIFICATIONS:

1. Name and address of respondent, including all team members if any, including personnel who will be involved and the business addresses of key individuals.

**Kite Properties, LLC**  
 Keith D. Kite, Managing Partner  
 2055 U.S. Hwy 1  
 Vero Beach, FL 32960  
 keith@kitepropertiesllc.com  
 772-633-0292

**Kite Properties, LLC**  
 Kollin G. Kite, Associate Partner  
 2055 U.S. Hwy 1  
 Vero Beach, FL 32960  
 kollin@kitepropertiesllc.com  
 772-633-5640

**Proctor Construction Company**  
 Donald L. Tolliver, President/COO  
 2050 US Highway 1, Suite 200  
 Vero Beach, FL 32960  
 dtolliver@proctorcc.com  
 772-234-8164

**Proctor Construction Company**  
 John Granath, Vice President  
 2050 US Highway 1, Suite 200  
 Vero Beach, FL 32960  
 jgranath@proctorcc.com  
 772-234-8164

**Peachtree Hotel Group**  
 Mitul Patel, Managing Principal/COO  
 3500 Lenox Road, Suite 625  
 Atlanta, GA 30326  
 mpatel@peachtreehotelgroup.com  
 404-497-4115

**Peachtree Hotel Group**  
 Brian Waldman, Senior Vice President  
 3500 Lenox Road, Suite 625  
 Atlanta, GA 30326  
 bwaldman@peachtreehotelgroup.com  
 404-953-4952

2. Nature of respondent's business organization including state of incorporation or formation of partnership, if any.

In submitting our proposal, it is our intent to develop the H.D. King Site under a joint venture partnership.

King Station Development, a Joint Venture Partnership of:

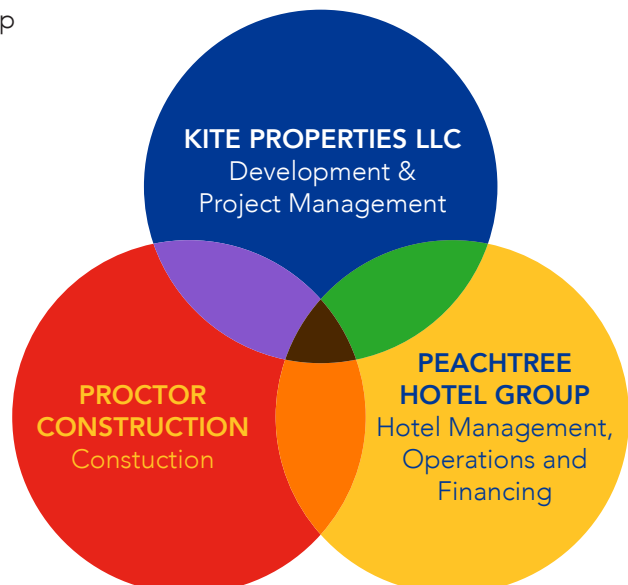
- Kite Properties LLC, a Florida Limited Liability Company
- Proctor Construction Company, a Florida Corporation
- Peachtree Hotel Group, a Georgia Group

3. Respondent's Organization Structure.

**King Station Development**  
*a Joint Venture Partnership*

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*Combining The Strengths of Great Companies Into the Synergy of Success*





# QUALIFICATIONS

4. The respondents professional qualifications and experience in development, financing and management of comparable projects. The specific role played by the respondent in any project, which is referred to in regard to the respondent's experience, shall be described in detail.

The professional qualifications and experience in the development, financing and management of comparable projects is outlined in the qualifications section of each of our respective companies. Our experience as hotel developers, contractors, managers and operators is described in detail and referenced in our completed project descriptions.

5. Documentation demonstrating the respondent's financial capacity to acquire (to be determined) and develop the property and to obtain financing for large-scale real estate development projects.

Kite Properties, LLC:

- ▶ \$40+ Million Hotel Equity and Debt Financing

Proctor Construction:

- ▶ Bonding Capacity \$100 Million and over \$250 Million in completed projects.

Peachtree Hotel Group:

- ▶ \$575+ Million Equity, including \$55 Million+ of Principal Capital

Additional details on financial capabilities are found in each of our respective companies statement of qualifications located in the appendix.

6. List of references including contact names, address, telephone and facsimile numbers.

Our references for each of our respective companies are included in our detailed statement of qualifications located in the appendix.



## PRELIMINARY DEVELOPMENT PROJECT PROGRAM

1. Description of preliminary development program including proposal uses, intensity of uses, and general character of development.



Our preliminary development program envisions a nationally branded hotel, restaurant(s), stores/retail and a community gathering area. The Moore's Creek Linear Park Extension will be an integral part of the overall project. The intensity of uses including buildings, parking, ingress/egress and public access will fit within the property boundaries and meet the overall site plan objectives for the City of Fort Pierce. The projects general character will be crafted and designed to complement the Sunrise City's aesthetic appeal. King Station will be more than simply an address - it will be the perfect expression of what makes Fort Pierce and its people so special. We take the responsibility for delivering on that promise very seriously. Our goal with King Station is to create a singular and distinctive place for all of Fort Pierce to stay, work and play.

2. Description of types and numbers of structures, including anticipated dimensions and character of buildings.

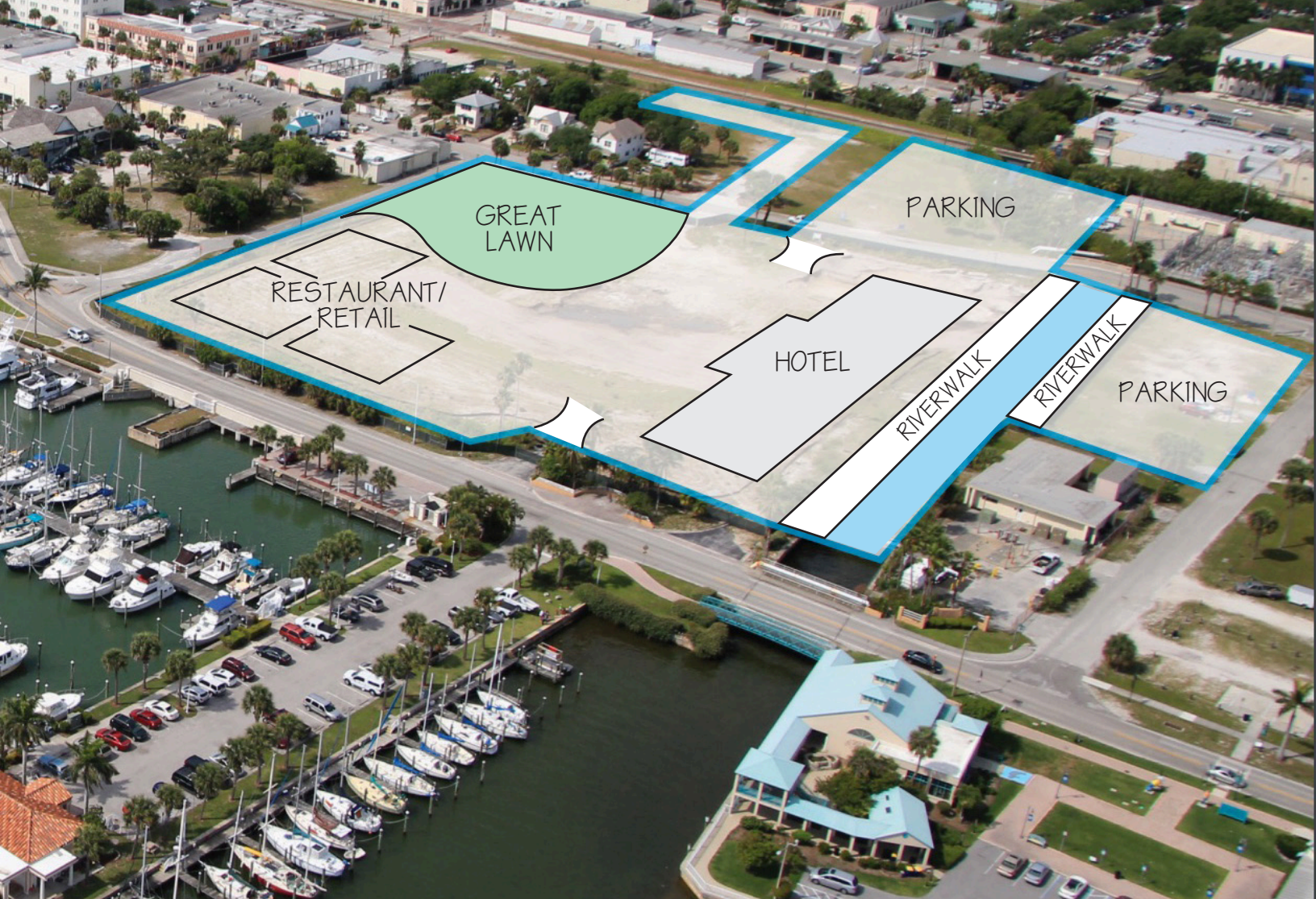
In our preliminary design concept, we anticipate three to six building structures. One building will be a four story hotel. The other buildings will consist restaurant(s) and shops in a village type atmosphere. Community gathering areas and parking will be interspersed on the site.

3. Description of anticipated pricing of real estate products and other indicators of character and quality of the proposed development program.

The hotel will be a well known nationally branded select service product of highest quality. restaurants and shops will be of Class A construction and finishes and will complement downtown Fort Pierce. It is anticipated that the pricing of the real estate products will be at a price point for the market.

4. Description of special amenities or design features anticipated to be included in the development program.

Our development program for King Station will incorporate design features that are complementary to the surrounding area and take advantage of the sites location including the marina waterfront. Design features will include attractive landscaping, lighting, public walkways, ease of access and ample parking. Special amenities will include the extension of the Moore's Creek Linear Park along with community gathering areas.



# KING STATION

STAY ▶ PLAY ▶ DINE ▶ SHOP





NORTH  
VIEW



SOUTH  
VIEW

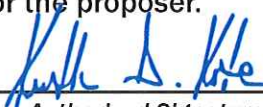


EAST  
VIEW



WEST  
VIEW



<b>DELIVER TO:</b> City of Fort Pierce 100 North U.S. 1 Fort Pierce, FL 34950  <b>MAIL TO:</b> City of Fort Pierce Purchasing Division P.O. Box 1480 Fort Pierce, FL 34954-1480	<b>REQUEST FOR  QUALIFICATIONS  and  QUALIFICATIONS  ACKNOWLEDGMENT</b>
<b>Contact:</b> Purchasing Division, 772-467-3749	RFQ No: 2017-023
<b>Pre-Qualification Conference Date:</b> September 13, 2017 at 3:00 PM	<b>RFQ Title:</b> KING PLANT PROPERTY REDEVELOPMENT
<b>Pre-Qualification Location:</b> City Hall, 2nd Floor Conference Room 100 North U.S. 1 Fort Pierce, FL 34950	<b>RFQ Opening Location:</b> City of Fort Pierce Purchasing Division 100 North U.S. 1, 1st Floor Ft. Pierce, Florida 34950
<b>RFQ Due Date &amp; Time:</b> November 8, 2017 at 3:00 PM	If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.
<b>Proposer Name:</b> Kite Properties, LLC King Station Development  <b>Mailing Address:</b> 2055 US Highway 1	I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer.  X  Authorized Signature (Manual)
<b>City, State, Zip Code:</b> Vero Beach, FL 32960	<b>Typed or Printed Name:</b> Keith D. Kite
<b>Type of Entity (Check One):</b> <input type="checkbox"/> Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship	<b>Title:</b> Managing Partner
<b>Incorporated in the State of:</b> FL <b>Year:</b> 2003	<b>Delivery in</b> <u>n/a</u> <b>days, ARO</b>
<b>Phone Number:</b> 772-231-9333	<b>Payment Terms:</b> Net 30 Days
<b>Fax Number:</b> 772-494-2768	<b>FEIN or SS Number:</b> 02-0698278
<b>E-Mail Address:</b> keith@kitepropertiesllc.com	<b>Local Business:</b> <input type="checkbox"/> Y <input checked="" type="checkbox"/> N <b>MWBE:</b> <input type="checkbox"/> Y <input checked="" type="checkbox"/> N
<b>Bid Security is attached, when required, in the amount of \$</b> <u>n/a</u> <b>F.O.B. DESTINATION</b>	<b>If returning as a "No Bid" state reason:</b>

**THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID**

**DECLARATION OF INTEREST**

Each respondent shall execute a Declaration of Interest in substantially the following form:

The undersigned, as Respondent, declares that the only persons interested in this Statement of Qualifications submitted in response to this Request for Qualifications are named herein, that no other person or entity has any interest in this Statement of Qualifications or any Proposal which may arise out of the Statement, that this Statement of Qualifications is submitted without connection or arrangement with any other person and that this Statement of Qualifications is true and correct and is in every respect fair, in good faith, and without collusion or fraud.

The Respondent further declares that he/she/it has complied in every respect with all of the instructions to respondents, that he/she/it has read the Request for Qualifications and any addenda [which addenda shall be listed in the declaration] which may be issued and that he/she/it has satisfied himself/herself fully with regard to all matters and conditions with respect to the Proposal.

**Kite Properties LLC**

\_\_\_\_\_  
Name of Firm, Individual or Corporation



\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

**Managing Partner**

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Title)

**DECLARATION OF INTEREST**

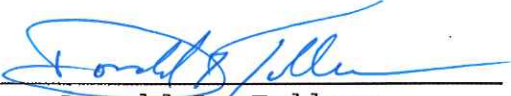
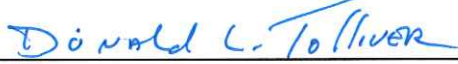
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Proctor Construction, LLC.

Name of Firm, Individual or Corporation

 _____ Signature Donald L. Tollver	 _____ Signature
 _____ (Title) President & COO	 _____ (Title)

 _____ Signature	 _____ Signature
 _____ (Title)	 _____ (Title)


**DECLARATION OF INTEREST**

Each respondent shall execute a Declaration of Interest in substantially the following form:

The undersigned, as Respondent, declares that the only persons interested in this Statement of Qualifications submitted in response to this Request for Qualifications are named herein, that no other person or entity has any interest in this Statement of Qualifications or any Proposal which may arise out of the Statement, that this Statement of Qualifications is submitted without connection or arrangement with any other person and that this Statement of Qualifications is true and correct and is in every respect fair, in good faith, and without collusion or fraud.

The Respondent further declares that he/she/it has complied in every respect with all of the instructions to respondents, that he/she/it has read the Request for Qualifications and any addenda [which addenda shall be listed in the declaration] which may be issued and that he/she/it has satisfied himself/herself fully with regard to all matters and conditions with respect to the Proposal.

Peachtree Hotel Group  
Name of Firm, Individual or Corporation

 _____ Signature	 _____ Signature
<u>Managing Principal, Chief Operating Officer</u> _____ (Title)	 _____ (Title)

 _____ Signature	 _____ Signature
 _____ (Title)	 _____ (Title)

**DRUG-FREE WORK PLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that


**Kite Properties LLC**

does:

*(Name of Business)*

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Proposer's Signature

11/27/2017


Date

**DRUG-FREE WORK PLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that  
Proctor Construction, LLC. does:  
*(Name of Business)*

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
\_\_\_\_\_  
Proposer's Signature


11/27/17  
\_\_\_\_\_  
Date

**DRUG-FREE WORK PLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that  
Peachtree Hotel Group does:  
*(Name of Business)*

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
\_\_\_\_\_  
Proposer's Signature

11/27/2017  
\_\_\_\_\_  
Date

## CITY OF FORT PIERCE PROPOSER'S CHECKLIST

This checklist is provided to assist each Proposer in the preparation of their proposal response. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline ~ it is the responsibility of each Proposer to read and comply with the Request for Qualifications in its entirety.

Check "Yes" or "No" to each of the following:	YES	NO
Is Request for Qualifications cover page (page 35) completed, signed and attached?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Include proof of proper licensing as stated in qualification documents.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Qualifications envelope is marked accordingly.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is Drug-Free Workplace form signed and enclosed (if applicable)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is Declaration of Interest form signed and enclosed?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are eleven (11) complete qualifications packages included (one original and ten copies and 1 digital copy)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is each Addendum (when issued) signed and included?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

PLEASE SIGN AND RETURN WITH QUALIFICATION

*Kirk D. Kite*

\_\_\_\_\_  
Proposer's Signature

11.27.2017

\_\_\_\_\_  
Date

September 13, 2017

CITY OF FORT PIERCE

RFQ NO. 2017-023



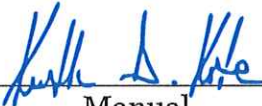
FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 1

The purpose of this addendum is to reschedule the Pre-Proposal Meeting from 3:00PM, Wednesday, September 13, 2017 to:

3:00 PM, WEDNESDAY, OCTOBER 4, 2017

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: \_\_\_\_\_   
Manual

Signature: \_\_\_\_\_ Keith D. Kite  
Typed or Printed

Company Name: Kite Properties, LLC

Address: 2055 US Highway 1, Vero Beach, FL 32960

\_\_\_\_\_

Date: 11/27/2017

/gm

September 13, 2017

CITY OF FORT PIERCE

RFQ NO. 2017-023



FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 2

The purpose of this addendum is to **extend the last day of questions** pertaining to this bid from Wednesday, November 1, 2017 at 5:00 pm to:

5:00 PM, WEDNESDAY, NOVEMBER 22, 2017

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: Keith D. Kite \_\_\_\_\_

Signature: \_\_\_\_\_ Manual  
Keith D. Kite

Typed or Printed

Company Name: Kite Properties, LLC \_\_\_\_\_

Address: 2055 US Highway 1, Vero Beach, FL 32960 \_\_\_\_\_

Date: 11/27/2017 \_\_\_\_\_

/gm

September 13, 2017

CITY OF FORT PIERCE

RFQ NO. 2017-023



FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 3

The purpose of this addendum is to extend the **Due Date** from Wednesday, November 8, 2017 at 3:00 pm to:

**3:00 PM, WEDNESDAY, NOVEMBER 29, 2017**

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: Keith D. Kite \_\_\_\_\_

Signature: \_\_\_\_\_ Manual  
Keith D. Kite  
Typed or Printed

Company Name: Kite Properties, LLC \_\_\_\_\_

Address: 2055 US Highway 1, Vero Beach, FL 32960 \_\_\_\_\_

\_\_\_\_\_

Date: 11/27/2017 \_\_\_\_\_

/gm



P & L Services Team is a construction and business management company. We bring over 50 years of combined experience in management, administration and organizational support services.

We offer expertise in construction management support, development of policies and procedures, cost estimating, risk analysis as well as providing consultation for business concerns. It is with these skills that we have the ability to be detailed oriented, analytic and problem-solvers.

As a Florida State certified Minority Owned Women Business Enterprise (MWBE) we offer sub-consultant MWBE team partnering and are committed to providing support, guidance and exceptional services to all of our clients. We believe your success equals our success.

Respectfully,

A handwritten signature in black ink, appearing to read 'Patricia Pitts', written over the printed name and title.

Patricia Pitts  
President



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
11/16/2017

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

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

<b>PRODUCER</b> Waddell & Williams Insurance Group 3599 Indian River Drive E  Vero Beach FL 32963	<b>CONTACT NAME:</b> Nicole Williams <b>PHONE (A/C, No, Ext):</b> 772-231-1313 <b>E-MAIL ADDRESS:</b> nicole.williams@alliance321.com	<b>FAX (A/C, No):</b>
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> Kite Properties Llc 1575 Indian River Blvd Ste C24  Vero Beach FL 32960-7132	<b>INSURER A :</b> AUTO OWNERS INS CO <b>INSURER B :</b> <b>INSURER C :</b> <b>INSURER D :</b> <b>INSURER E :</b> <b>INSURER F :</b>	
	<b>NAIC #</b> 18988	

**COVERAGES**      **CERTIFICATE NUMBER:**      **REVISION NUMBER:**

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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y		72640193	08/25/2017	08/25/2018	EACH OCCURRENCE \$ 1000000
	DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300000						
	MED EXP (Any one person) \$ 10000						
	PERSONAL & ADV INJURY \$ 1000000						
	GENERAL AGGREGATE \$ 2000000						
	PRODUCTS - COMP/OP AGG \$ 2000000						
	HNA \$ 1000000						
<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> AUTOS ONLY							COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED    RETENTION \$							EACH OCCURRENCE \$ AGGREGATE \$ \$
<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> If yes, describe under DESCRIPTION OF OPERATIONS below	N/A						PER STATUTE    OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate holder is Additional Insured.

<b>CERTIFICATE HOLDER</b>  City of Fort Pierce  100 North US Highway 1 Fort Pierce, FL 34954-1480 Fax: 772-467-3841	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE  <i>Shelby Williams</i>

CITY OF VERO BEACH PLANNING DEPARTMENT  
1053 20<sup>TH</sup> PLACE - P.O. BOX 1389, VERO BEACH, FL 32961-1389  
(772) 978-4550 - [FAX (772) 778-3856] - [planning@covb.org](mailto:planning@covb.org)

APPLICATION FOR CITY LOCAL BUSINESS TAX

Tax: \_\_\_\_\_ Date Issued: \_\_\_\_\_ Acct #: \_\_\_\_\_

Category: Professional Sales Mfg, Fab/Proc. Service Miscellaneous

I, the undersigned, hereby make application for the following (please print or type):

Type of Business: REAL ESTATE

Business Name: KITE PROPERTIES LLC

Name of Owner(s): KEITH D. KITE

Name & Home Address of Applicant: KEITH D. KITE, 1045 WINDING RIVER ROAD,  
VERO BEACH, FL 32963

Business Location (applies to one location only; post office box cannot be used):

2055 U.S. HIGHWAY 1, VERO BEACH, FL 32960

Mail Address: 1575 INDIAN RIVER BLVD., STE C240, VERO BEACH, FL 32960

Work Telephone Number: (772) 633-0292 Home Telephone Number: (772) 231-9333

State License Number (if required): N/A

Square Footage: \_\_\_\_\_ Restaurant Seats: \_\_\_\_\_ Number of Apartment Units: \_\_\_\_\_

Date of Start of Business (at this location): 2017

Previous Occupant: NONE

Please note the following:

1. New signs or modifications to existing signs require permits through this office.
2. Any changes to the local business tax must be reported to this office as they occur.
3. Internal modifications require a building permit through the IRC Building Dept.

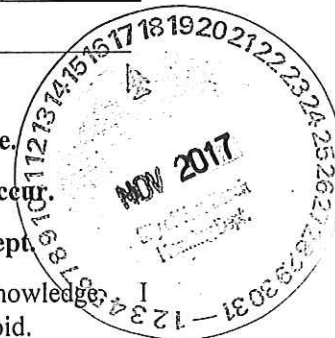
I hereby certify that the above information is true and correct to the best of my knowledge. I understand that tax receipts obtained on a misrepresentation of material fact are null and void.

11/20/17  
Date

Keith D. Kite  
Applicant's Signature

Approved by: \_\_\_\_\_ Date: \_\_\_\_\_

Parcel #: \_\_\_\_\_ Zoning: \_\_\_\_\_





# STATEMENT OF QUALIFICATIONS



*Kite Properties*



# STATEMENT OF QUALIFICATIONS

## STATEMENT OF QUALIFICATIONS

### 1. A detailed description of the respondents qualifications and experience

#### Company Background:

Kite Properties, LLC is a fully integrated real estate investment and development company engaged in the ownership, investment, and development of hospitality properties located on the Treasure Coast of Florida. Kite Properties, LLC provides professional experience, leadership and a single point of responsibility for each step of the Hotel Investment, Development, Marketing and Management process.

#### Our Services Include:

- ▶ Investment - Asset Management, Risk Management, Equity Partnership
- ▶ Development - Concept Development, Initial Feasibility, Site Acquisition,
- ▶ Entitlement and Construction Management
- ▶ Marketing
- ▶ Hospitality Management and Franchise Relations
- ▶ Hilton and Marriott Approved Franchisee

Kite Properties, LLC was founded by Keith D. Kite in 2003. Kite Properties is an extension of the Kite Family of Companies started in 1928 by M.A. Kite.

# STATEMENT OF QUALIFICATIONS



## Leadership:



**KEITH D. KITE**

*Managing Partner, Founder*

- ▶ 35 Years of Development, Construction and Investment experience with an emphasis on Hotel Ownership and Development
- ▶ Leads strategic direction for Kite Properties, developments and investments
- ▶ Responsible for over \$150 Million of construction and development including over \$40 Million in Hotels
- ▶ B.S. Degree Construction Management, Eastern Michigan University



**KOLLIN G. KITE**

*Associate Partner*

- ▶ 4 years of construction, hotel and real estate sales with an emphasis on finance and project management
- ▶ Oversees project management, acquisitions and real estate investments
- ▶ B.S. Degree in Finance with Real Estate Certificate, Leeds School of Business, University of Colorado

# STATEMENT OF QUALIFICATIONS

## 2. A description of representative development projects completed by the respondent



**HAMPTON INN**  
Okeechobee, FL

86 room hotel built in 2009. This Hampton Inn was recognized by Hilton's prestigious 'Connie Award' the highest award for guest satisfaction and quality by Hilton. Kite Properties provided site acquisition, development, construction management, investment and asset management.



**SPRINGHILL SUITES BY MARRIOTT**  
Vero Beach, FL

83 room hotel built in 2009. This Springhill Suite is a multi year award winner including being named by Marriott as the #1 Springhill in the United States in 2014. Kite Properties provided site acquisition, development, construction management, investment and asset management.



**HAMPTON INN & SUITES**  
Vero Beach, FL

90 room hotel built in 2015. This Hampton Inn and Suites has been recognized multiple times by Hilton as being in the top 15% nationally for quality and guest satisfaction. Kite Properties provided site acquisition, development, construction management, investment and asset management.

# STATEMENT OF QUALIFICATIONS



### 3. A demonstration of the respondents ability to secure financing of large-scale development projects.

Kite Properties has secured Hotel Financing on multiple projects in excess of \$40 Million. This includes equity, construction financing and permanent debt financing on the following properties.

#### Hampton Inn - Okeechobee Florida

- ▶ \$3 Million Equity, \$8 Million Construction & Permanent Debt

#### Springhill Suites by Marriott - Vero Beach, FL

- ▶ \$4 Million Equity, \$9 Million Construction & Permanent Debt

#### Hampton Inn & Suites, Vero Beach, FL

- ▶ \$4.5 Million Equity, \$8.5 Million Construction & Permanent Debt

# REFERENCES

## KITE PROPERTIES, LLC - REFERENCES

Kevin M. Barry, Managing Partner  
Rossway Swan Tierney Barry Lacey & Oliver, P.L.  
2101 Indian River Boulevard, Suite 200  
Vero Beach, FL 32960  
772-231-4440 Ext 143  
kbarry@rosswayswan.com

Peter Bessette, First Vice President  
RBC Wealth Management  
5310 Kietzke Lane  
Reno, NV 89511  
800-854-0436  
peter.bessette@rbc.com

Frank Christy, President  
Christy & Associates, Inc.  
329 S 7th Street, Suite 3  
Marietta, OH 45750  
740-374-2770  
frank@christyandassociates.com

Michael Harper, Vice President  
Stonehill Strategic Capital  
3500 Lenox Road, Suite 625  
Atlanta, GA 30326  
404-953-4959  
mharper@stonehillsc.com

Jim G. Vitter II, P.E. (FL)  
Kimley-Horn  
445 24th Street, Suite 200  
Vero Beach, FL 32960  
772-794-4043  
jim.vitter@kimley-horn.com



2055 US-1 | VERO BEACH, FL 32960 | (772) 231-9333



# PEACHTREE HOTEL GROUP



COMPANY BACKGROUND



COMPANY BACKGROUND

COMPANY BACKGROUND



# LEADERSHIP



**GREG FRIEDMAN**  
Chief Executive Officer

- 17 years of hospitality experience with an emphasis on deal-structure and financing
- Determines strategic direction for PHG and its affiliates, including SSC
- Originated more than \$2 billion of hotel debt throughout his career

gfriedman@peachtreehotelgroup.com  
Office: (404) 497-4119



**MITUL PATEL**  
Chief Operating Officer

- 18 years of hospitality experience with an emphasis on hotel operations
- Oversees acquisition, development and renovation programs for PHG and its affiliates
- Responsible for over \$100 million in new construction and refurbishment programs to date

mpatel@peachtreehotelgroup.com  
Office: (404) 497-4115

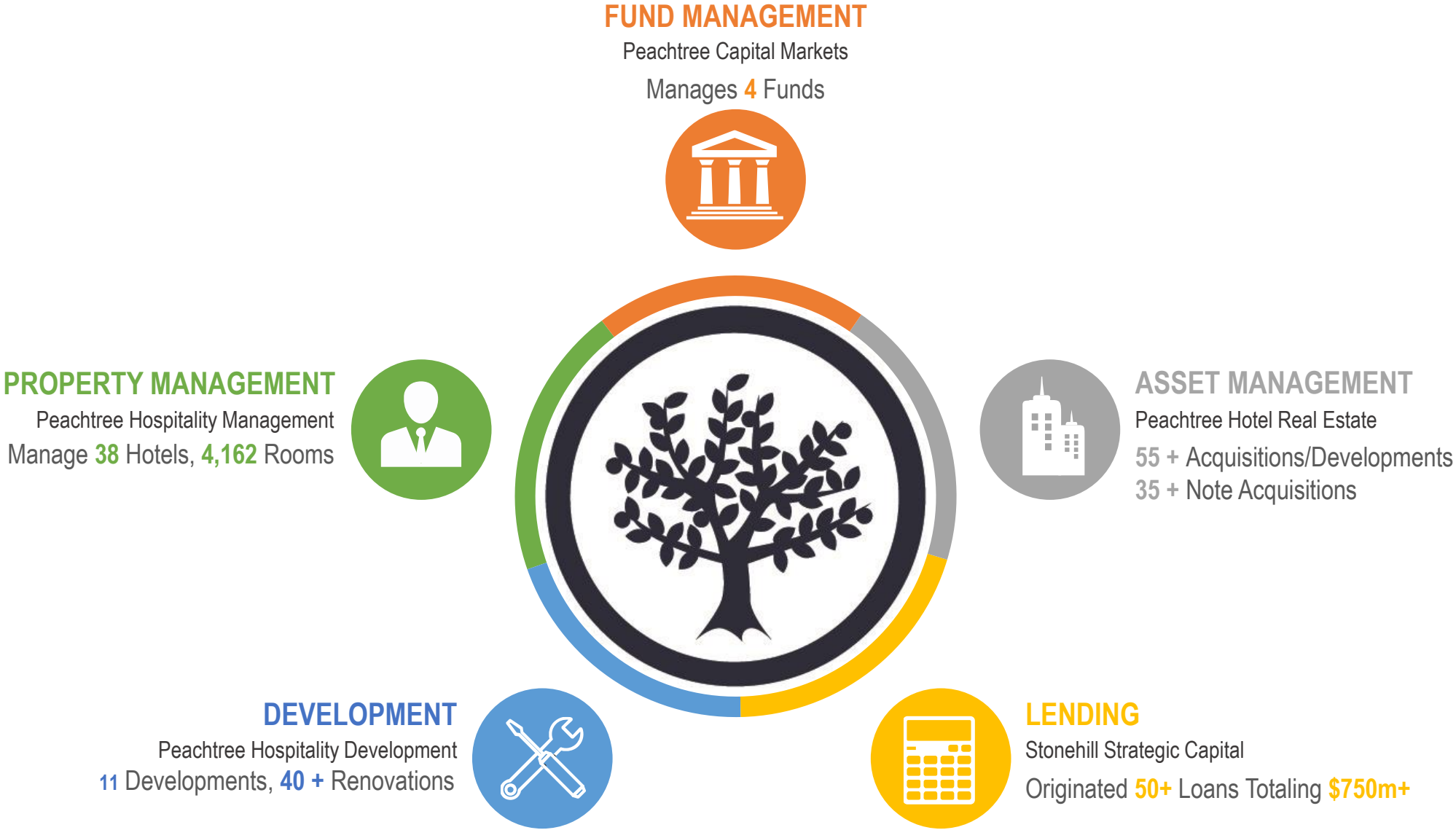


**JATIN DESAI**  
Chief Investment Officer

- 10 years hospitality experience with an emphasis on finance and underwriting
- Sources, negotiates and finances hotel investment opportunities
- Started his career as an investment banker with Wachovia Securities then worked at his family's hotel business prior to joining PHG as a principal

jdesai@peachtreehotelgroup.com  
Office: (404) 497-4117

Peachtree has created a vertically integrated hotel investment and management platform with broad range of capabilities

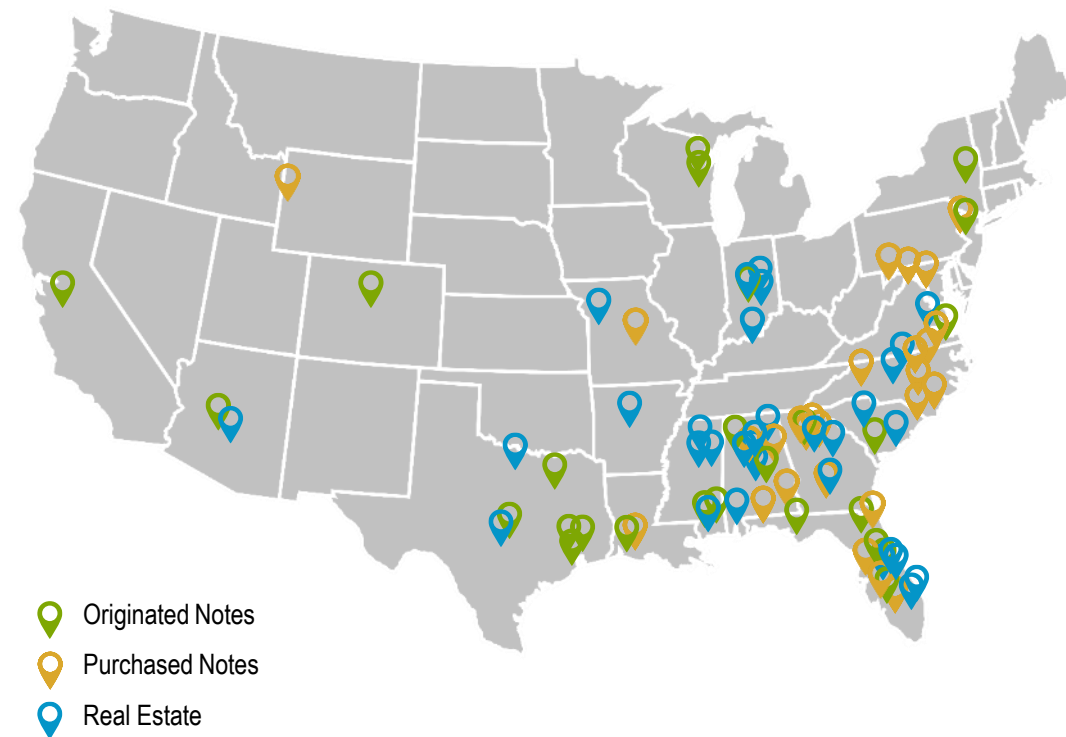


**\$575+ MILLION EQUITY**

Including \$55MM+ of Principal Capital

**\$1.6 BILLION TOTAL CAPITALIZATION**

**155+ INVESTMENTS**





# OPERATIONS



# HOTEL OPERATIONS

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**PATRICK O'NEIL**  
PRESIDENT, PEACHTREE HOSPITALITY  
MANAGEMENT



[poneil@peachtreehotelgroup.com](mailto:poneil@peachtreehotelgroup.com)

Office: (404) 953-4950

# PROPERTIES

Peachtree Hotel Group operates, develops, finance, and invest in premium-branded, select- and limited-service, extended-stay, and compact full service hotel assets under the Marriott, Starwood, Hilton, Hyatt, Choice and InterContinental Hotels Group flags.



Comfort Suites	St. Augustine	FL
Comfort Suites	Starkville	MS



Doubletree	Biloxi	MS
Embassy Suites	Williamsburg	VA
Hampton Inn	Fultondale	AL
Hampton Inn	Green Bay	WI
Hampton Inn	Starkville	MS
Hampton Inn and Suites	Columbus	MS
Hampton Inn and Suites	Lake Mary	FL
Hampton Inn and Suites	Sarasota	FL
Hampton Inn and Suites	Vero Beach	FL
Hilton	Birmingham	AL
Hilton Garden Inn	Jackson	TN
Hilton Garden Inn	Tupelo	MS
Home2 Suites	Prattville	AL
Home2 Suites*	San Antonio	TX



Holiday Inn	Cool Springs	TN
Holiday Inn Express	Prattville	AL
Indigo	College Park	GA
Indigo*	Gainesville	FL



Aloft	Tempe	AZ
Aloft	Jacksonville	FL
Courtyard	Columbus	MS
Courtyard	Jacksonville	FL
Courtyard*	Kennesaw	GA
Courtyard	Starkville	MS
Element	Lone Tree	CO
Fairfield Inn & Suites	Columbus	MS
Fairfield Inn & Suites	Gadsden	AL
Fairfield Inn & Suites	Indianapolis	IN
Fairfield Inn & Suites	Montgomery	AL
Residence Inn	Little Rock	AR
SpringHill Suites	Birmingham	AL
SpringHill Suites	San Antonio	TX
SpringHill Suites	Vero Beach	FL
TownePlace Suites	Gainesville	FL



Hyatt Place	Atlanta	GA
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\*Under Construction

# STATS



HOTELS



ROOMS



THIRD PARTY  
MANAGEMENT



BRANDS



STATES

## Leadership

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### ***Peachtree Hotel Group***

Peachtree Hotel Group operates, develops, finances and invests in premium-branded, select- and limited-service, extended-stay, and compact full service hotel assets under the Marriott, Starwood, Hilton, Hyatt, Choice and InterContinental Hotels Group flags. Since its inception, Peachtree has acquired, developed, or financed more than \$1.6 billion of hotel properties and first mortgage notes. Peachtree's current portfolio is comprised of 75 hotel assets totaling 9,253 rooms, including 28 real estate assets and 47 notes.

**Greg Friedman** is the Chief Executive Officer of Peachtree Hotel Group. Greg has more than 17 years hospitality experience with an emphasis on deal-structure and financing. He has successfully led Peachtree in more than \$1 billion in hotel acquisitions, investments and developments since co-founding the company.

He formerly was senior vice president of business development for Specialty Finance Group, LLC, a direct lender providing hotel first mortgage and FF&E financing, where he originated more than \$2 billion of hotel debt. Previously, Greg was vice president of business development for GMAC Commercial Mortgage Asset-Backed Lending Division. During his six-year tenure, he originated, closed and funded more than 300 hospitality FF&E financing transactions with an aggregate capital structure exceeding \$10 billion.

Greg holds a Bachelor of Arts in Biology from the University of Texas at Austin.

**Mitul Patel** is the Chief Operating Officer of Peachtree Hotel Group. Mitul brings 20 years of operating expertise, overseeing management of the company's growing portfolio. His responsibilities include all aspects of operations, ranging from creating a successful differentiating strategy for each hotel to the bottom line. Mitul also oversees Peachtree's development and renovation programs ensuring product quality is achieved to the highest standard in timely fashion. To date, he has been responsible for more than \$100 million in both new construction and refurbishment programs. Born into the hospitality industry, Mitul began working with his family's portfolio of independent hotels in the late 1980s before eventually expanding the family business and co-founding Peachtree Hotel Group. His background includes hotel consulting at PKF Hospitality Research and hotel real estate valuation at CBRE Hotel Brokerage.

Mitul holds a Bachelor's degree in Hospitality Administration from Texas International University's School of Hospitality and Tourism Management. Mitul also is on the board of advisors for Gwinnett Technical College's School of Hospitality Management.

**Jatin Desai** is the Chief Investment Officer of Peachtree Hotel Group. Jatin brings more than 10 years of hospitality experience with an emphasis on finance and underwriting. His primary responsibilities include sourcing, negotiating and financing hotel acquisition and development projects.

Previously, he was with Wachovia Securities, where he focused on asset underwriting and private equity transactions ranging from \$100 million to more than \$5 billion. He also formed Stonehill Property Group, a family-funded investment venture targeting select- and full-service hotel investments throughout the southeast.

Jatin received his Bachelor's Degree in Business Administration from The University of North Carolina at Chapel Hill. He also attended The University of New South Wales in Sydney, Australia, and The London School of Economics and Political Science. He currently sits on the boards of the Wood Center for Real Estate Studies at the Kenan-Flagler Business Center at UNC Chapel Hill, the UNC Center for Public Services at The UNC Chapel Hill, and the Atlanta Hospitality Alliance.

## Track Record

Peachtree Hotel Group has developed or is in various stages of developing and secured financing for 11 hotels:

### Developed and Open

<u>Ref.</u>	<u>Property</u>	<u>City</u>	<u>State</u>	<u>Number of Rooms</u>	<u>Open Date</u>
1	Fairfield Inn & Suites	Gadsden	AL	91	Apr-09
2	Fairfield Inn & Suites	Montgomery	AL	105	Apr-10
3	Fairfield Inn & Suites	Columbus	MS	85	Apr-11
4	Courtyard	Columbus	MS	110	Aug-14
5	Hampton Inn & Suites	Columbus	MS	88	Jan-15
6	Courtyard	Starkville	MS	104	Oct-15
7	Home2 Suites	Prattville	AL	91	Dec-16
				674	

### Under Construction

<u>Ref.</u>	<u>Property</u>	<u>City</u>	<u>State</u>	<u>Number of Rooms</u>	<u>Projected Open Date</u>
1	Courtyard	Kennesaw	GA	100	Dec-17
2	Hilton Garden Inn	Jackson	TN	98	Oct-17
3	Home2 Suites	San Antonio	TX	106	Apr-18
4	Hotel Indigo	Gainesville	FL	140	Oct-18
				444	

Peachtree Hotel Group has acquired and secured financing for the following acquisitions:

### Acquired

<u>Ref.</u>	<u>Property</u>	<u>City</u>	<u>State</u>	<u>Number of Rooms</u>	<u>Date Acquired</u>
1	Fairfield Inn & Suites	Indianapolis	IN	78	Jun-06
2	Hampton Inn	Starkville	MS	67	Jul-08
3	Comfort Suites	Starkville	MS	76	Jul-08
4	Residence Inn	Little Rock	AR	96	Feb-13
5	Hilton Garden Inn	Tupelo	MS	158	Sep-13
6	Embassy Suites	Williamsburg	VA	163	May-14
7	Doubletree by Hilton	Biloxi	MS	195	Jun-14
8	Holiday Inn	Brentwood	TN	107	Aug-14
9	Sheraton	Jacksonville	FL	159	Jun-15
10	Aloft	Jacksonville	FL	136	Jun-16
11	Hampton Inn & Suites	Sarasota	FL	108	Jun-16
12	Hilton	Birmingham	AL	205	Aug-16
13	SpringHill Suites	Birmingham	AL	120	Sep-16
14	Hyatt Place	Atlanta	GA	150	Nov-16
15	TownePlace Suites	Gainesville	FL	96	Jun-17
16	Aloft	Tempe	AZ	136	Jul-17
17	Element by Westin	Lone Tree	CO	129	Aug-17
18	Hampton Inn	Green Bay	WI	135	Aug-17
19	Element by Westin	Miami	FL	209	Sep-17
				2,523	

The following is a snapshot of various deals in which Peachtree Hotel Group secured financing at state, regional, and national levels:

Ability to Obtain Financing

<u>Ref.</u>	<u>Property</u>	<u>City</u>	<u>State</u>	<u>Develop/Acquire</u>	<u>Bank Type</u>	<u>LTC/LTV</u>
1	Hotel Indigo	Gainesville	FL	Develop	State	70.0%
2	Home2 Suites	San Antonio	TX	Develop	Regional	70.0%
3	Element by Westin	Miami	FL	Acquire	National	70.0%
4	Hampton Inn	Green Bay	WI	Acquire	Regional	70.0%

## Management

---

***Peachtree Hospitality Management PHM*** is the management arm of Peachtree Hotel Group. PHM currently operates 38 hotels with 4,162 rooms throughout the United States from Tempe, AZ to Miami, FL to the southern states, which encompasses premium flags under the Marriott, Hilton, Hyatt, Choice and InterContinental Hotels Group brands. PHM expertly monitors individual properties and PHM s performance through a scorecard, which is published and reviewed monthly. The scorecard indicates major focus areas of business revenue generation: Guest Satisfaction, Market Performance, Brand Rankings, Profitability, Team Member Turnover and Quality Assurance scores. By using a scorecard, PHM creates a system of superior accountability from every team member at each hotel.



# AIA® Document A305™ – 1986

## Contractor's Qualification Statement

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

**SUBMITTED TO:** City of Fort Pierce

**ADDRESS:** P.O. Box 1480, Fort Pierce, FL 34954

**SUBMITTED BY:** Proctor Construction Company, LLC

**NAME:** Donald L. Tolliver

**ADDRESS:** 2050 US-1, Suite 200  
Vero Beach, FL 32960

**PRINCIPAL OFFICE:** 2050 US Highway 1, Suite 200  
Vero Beach, FL 32960

Corporation

Partnership

Individual

Joint Venture

Other

**NAME OF PROJECT:** *(if applicable)* King Station Hotel and Amenities 311 North Indian River Drive Ft. Pierce, FL 34950

**TYPE OF WORK:** *(file separate form for each Classification of Work)*

General Construction

HVAC

Electrical

Plumbing

Other: *(Specify)*

### § 1 ORGANIZATION

§ 1.1 How many years has your organization been in business as a Contractor? 41

§ 1.2 How many years has your organization been in business under its present business name? 2

§ 1.2.1 Under what other or former names has your organization operated?

Ennis H. & Donald C. Proctor Construction Company  
Proctor Construction Co.

### ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

This form is approved and recommended by the American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by AIA or AGC.



§ 1.3 If your organization is a corporation, answer the following:

- § 1.3.1 Date of incorporation: January 2014
- § 1.3.2 State of incorporation: Florida
- § 1.3.3 President's name: Donald L Tolliver
- § 1.3.4 Vice-president's name(s) John Granath
- § 1.3.5 Secretary's name: Linda Proctor
- § 1.3.6 Treasurer's name:

§ 1.4 If your organization is a partnership, answer the following:

- § 1.4.1 Date of organization:
- § 1.4.2 Type of partnership (if applicable):
- § 1.4.3 Name(s) of general partner(s)

§ 1.5 If your organization is individually owned, answer the following:

- § 1.5.1 Date of organization:
- § 1.5.2 Name of owner:

§ 1.6 If the form of your organization is other than those listed above, describe it and name the principals:

**§ 2 LICENSING**

§ 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.

State of Florida, Indian River County, St. Lucie County, Martin County, Palm Beach County, Sumter County, Sarasota County  
CGC 1522209

§ 2.2 List jurisdictions in which your organization's partnership or trade name is filed.

State of Florida

**§ 3 EXPERIENCE**

§ 3.1 List the categories of work that your organization normally performs with its own forces.

Construction Management, Supervision, Clean-Up Labor, Punch-out, Customer Service

§ 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)

§ 3.2.1 Has your organization ever failed to complete any work awarded to it?

No

§ 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

No

§ 3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years?

No



§ 3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.)

No

§ 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.

See Attached

§ 3.4.1 State total worth of work in progress and under contract:

See Attached

§ 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

See Attached

§ 3.5.1 State average annual amount of construction work performed during the past five years:

\$46,416,600.00

§ 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

#### § 4 REFERENCES

§ 4.1 Trade References:

Lotspeich Company of Florida – Carlos Yepes 561.722.9096 Midstate Mechanical – 772.473.1208  
Bradford Electric — Tomas Patri 561.747.0656 Complete Electric – 772.388.0533  
VBR – Steve Bischoff 772.770.3782

§ 4.2 Bank References:

SunTrust Bank, N.A. Christopher M. Kramer, Credit Portfolio Manager Commercial Banking 305.579.7444

§ 4.3 Surety:

§ 4.3.1 Name of bonding company:

Travelers Casualty and Surety Company of America

§ 4.3.2 Name and address of agent:

Matson Charlton Surety Group 305.662.3852  
Mr. John W. Charlton  
700 S. Dixie Highway, Suite 100  
Coral Gables, FL 33146

#### § 5 FINANCING

§ 5.1 Financial Statement.

§ 5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items:

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets; See Audited Financial Statement Attached

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

§ 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:

Morgan, Jacoby, Thurn Boyle & Associates, P.A.

§ 5.1.3 Is the attached financial statement for the identical organization named on page one?

yes

§ 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsiary).

§ 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?

*(Paragraphs deleted)*

§ 6 NOT USED

§ 7 SAFETY

7.1 Provide the following safety performance metrics

7.1a EMR = 0.75

7.1b RIR = 3.82

7.1c DART = 3.82

7.2 Has your company ever had a fatality on a project? NO

7.2c If yes provide brief descriptions and resolution

7.3 Has your company received an OSHA violation in the past three (3) years? NO

7.3.1 If yes provide brief descriptions and resolutions

7.4 Provide a narrative of your company's safety program:

Our comprehensive safety & health training program has been developed to address our specific safety concerns and to provide guidance for the performance of individual job tasks within the framework of appropriate Occupational Safety & Health Administration (OSHA) standards. Safety demands a commitment from all personnel within our organization. As a contractor, we have an obligation to ensure that all our employees, as well as subcontractors within our area of responsibility, are afforded the protection of an appropriate safety & health program. Our program contains policies and procedures to deal with common work- place hazards, specific job related hazards, and potential hazards that may arise.

Hazard assessment, project pre-planning, and engineering controls, where feasible, will be the preferred method of providing a safe workplace. Hazards that remain will be minimized or eliminated through training which provides our employees the ability to recognize workplace hazards and understand the

proper procedural and/or personal protective equipment requirements.

Each of our employee is encouraged to contact their supervisor immediately should a safety or health risk exist so that corrective action may be taken to eliminate the hazard entirely or deal with the hazard in a safe manner through modified work procedures, PPE, and/or other appropriate action. All job sites, at least one person designated a "competent person" by virtue of experience or training. This person will have the ability to identify work related hazards, know the corrective procedures, and have the responsibility, ability and authority to stop work if the workplace cannot be made safe. The designated competent person will make routine and random job site inspections to both identify new hazards and to monitor the effectiveness of our safety & health program. The success of our safety effort depends on all employees from senior management to the newest hire, as well as subcontractors, demonstrating a commitment to safety by working in a safe manner. Safe job performance is how our safety effort is ultimately measured.

**§ 8 BONDING**

**8.1** Provide your company bonding capacity; **\$100,000,000. per project and \$200,000,000 aggregate. (See attached Bondability Letter)**

**8.2** Provide your company bonding rate; **.0085 or .85%**

**8.3** Provide a broker letter stating your company's ability to bond; **(See Attached)**

**8.4** Does your company require a bond from subcontractors? **YES**

**8.5** Does your company provide bonding coverage for subcontractors? **NO**

**§ 9 SIGNATURE**

**§ 9.1** Dated at this 17th day of November 2017

Name of Organization: Proctor Construction Company, 2050 US HWY 1, Suite 200 Vero Beach, FL 32960

By: Donald L. Tolliver

Title: President/COO

**§ 9.2**

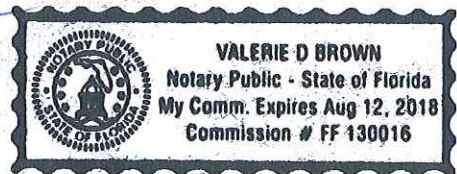
Donald L. Tolliver being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 17th day of November 2017

Notary Public: Valerie D. Brown

My Commission Expires: August 12, 2018

*(Paragraphs deleted)*



# Additions and Deletions Report for AIA® Document A305™ – 1986

This Additions and Deletions Report, as defined on page 1 of the associated document, reproduces below all text the author has added to the standard form AIA document in order to complete it, as well as any text the author may have added to or deleted from the original AIA text. Added text is shown underlined. Deleted text is indicated with a horizontal line through the original AIA text.

Note: This Additions and Deletions Report is provided for information purposes only and is not incorporated into or constitute any part of the associated AIA document. This Additions and Deletions Report and its associated document were generated simultaneously by AIA software at 11:54:54 on 11/17/2017.

## PAGE 1

SUBMITTED TO: City of Fort Pierce

ADDRESS: P.O. Box 1480, Fort Pierce, FL 34954

SUBMITTED BY: Proctor Construction Company, LLC

NAME: Donald L. Tolliver

ADDRESS: 2050 US-1, Suite 200  
Vero Beach, FL 32960

PRINCIPAL OFFICE: 2050 US Highway 1, Suite 200  
Vero Beach, FL 32960

Corporation

...

NAME OF PROJECT: *(if applicable)* King Station Hotel and Amenities 311 North Indian River Drive Ft. Pierce, FL 34950

...

General Construction

...

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Proctor Construction Co.

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§ 1.3.5 Secretary's name: Linda Proctor



...

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Sarasota County  
CGC 1522209

...

State of Florida

...

Construction Management, Supervision, Clean-Up Labor, Punch-out, Customer Service

...

No

...

No

...

No

PAGE 3

No

...

See Attached

...

See Attached

...

See Attached

...

\$46,416,600.00

...

Lotspeich Company of Florida – Carlos Yepes 561.722.9096      Midstate Mechanical – 772.473.1208

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Coral Gables, FL 33146

PAGE 4

Net Fixed Assets; See Audited Financial Statement Attached

...

Morgan, Jacoby, Thurn Boyle & Associates, P.A.

...

yes

...

**§ 6 SIGNATURE**

§ 6.1 Dated at this          day of

Name of Organization:

By:

Title:

**§ 6 NOT USED**

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Our comprehensive safety & health training program has been developed to address our specific safety concerns and to provide guidance for the performance of individual job tasks within the framework of appropriate Occupational Safety & Health Administration (OSHA) standards. Safety demands a commitment from all personnel within our organization. As a contractor, we have an obligation to ensure that all our employees, as well as subcontractors within our area of responsibility, are afforded the protection of an appropriate safety & health program. Our program contains policies and procedures to deal with common work- place hazards, specific job related hazards, and potential hazards that may arise. Hazard assessment, project pre-planning, and engineering controls, where feasible, will be the preferred method of providing a safe workplace. Hazards that remain will be minimized or eliminated through



training which provides our employees the ability to recognize workplace hazards and understand the proper procedural and/or personal protective equipment requirements.

Each of our employee is encouraged to contact their supervisor immediately should a safety or health risk exist so that corrective action may be taken to eliminate the hazard entirely or deal with the hazard in a safe manner through modified work procedures, PPE, and/or other appropriate action. All job sites, at least one person designated a "competent person" by virtue of experience or training. This person will have the ability to identify work related hazards, know the corrective procedures, and have the responsibility, ability and authority to stop work if the workplace cannot be made safe. The designated competent person will make routine and random job site inspections to both identify new hazards and to monitor the effectiveness of our safety & health program. The success of our safety effort depends on all employees from senior management to the newest hire, as well as subcontractors, demonstrating a commitment to safety by working in a safe manner. Safe job performance is how our safety effort is ultimately measured.

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**§ 9 SIGNATURE**

**§ 9.1 Dated at this 17th day of November 2017**

Name of Organization: Proctor Construction Company, 2050 US HWY 1, Suite 200 Vero Beach, FL 32960

By: Donald L. Tolliver

Title: President/COO

**§ 9.2**

Donald L. Tolliver being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 17th day of November 2017

Notary Public: Valerie D. Brown

My Commission Expires: August 12, 2018

**§ 6.2**

M— being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this — day of

Notary Public:

My Commission Expires:



## Certification of Document's Authenticity

AIA® Document D401™ – 2003

I, \_\_\_\_\_, hereby certify, to the best of my knowledge, information and belief, that I created the attached final document simultaneously with its associated Additions and Deletions Report and this certification at 11:54:54 on 11/17/2017 under Order No. 5440026556 from AIA Contract Documents software and that in preparing the attached final document I made no changes to the original text of AIA® Document A305™ – 1986, Contractor's Qualification Statement, as published by the AIA in its software, other than those additions and deletions shown in the associated Additions and Deletions Report.



(Signed)



(Title)



(Dated)



## CURRENT PROJECT WORKLOAD

Project Name	Owner	Architect	Value	% Complete	Completion Date
HarborChase of Wildwood Assisted Living Facility	CD-HRA (Wildwood), LLC	O'Keefe-Painter Architects, LLC	\$16,500,000	75%	February 2018
HarborChase of Wellington Crossing Assisted Living Facility	Silverstone Healthcare Company, LLC	Architectural Concepts, Inc.	\$24,384,000	55%	April 2018
John's Island Garages	650/700 Beach Road Condominium Associates	Donadio & Associates	\$1,277,750	95%	November 2017
John's Island Apartments	John's Island Club	Donadio & Associates	\$5,500,000	0%	August 2018
Patterson Residence	WM Patterson	Merrill, Pastor & Colgan Architects	\$5,400,000	0%	September 2018
Star Suites Hotel	Riverside Theatre, Inc.	LLW Architects	5,300,000	0%	September 2018
Mizner Country Club	Mizner Country Club, Inc.	Loe A. Daily	15,540,000	0%	February 2019



**SAMPLING OF COMPLETED PROJECTS**

<b>Project Name</b>	<b>Owner</b>	<b>Architect</b>	<b>Contract Value</b>	<b>Length of Project</b>
Beachland Elementary School Cafeteria & Classroom Addition	School District of Indian River	Harvard Jolly Architecture	\$7,020,000	14 Months
HarborChase Palm Beach Gardens Assisted Living Facility	SGD Palm Beach Gardens, LLC	Boka-Powell, LLC	\$22,411,00	19 Months
Riverview Senior Resort	The Cape, LLC	Jackson Kirschner Architects, PA	\$16,500,000	16 Months
HarborChase Sarasota Assisted Living and Memory Care Facility	AP Healthcare JV, LLC	Architectural Concepts, Inc.	\$13,380,000	15 Months
HarborChase The Villages Assisted Living Facility	Harbor Retirement Associates, LLC	Architectural Concepts, Inc.	\$12,190,221	14 Months
St. Andrew North WillowBrooke Assisted Living Facility	ACTS Retirement-Life Communities, Inc.	THW, Inc.	\$8,621,188	30 Months
St. Andrew North Bldg F Assisted Living Facility	ACTS Retirement-Life Communities, Inc.	SFCS, Inc.	\$11,449,673	18 Months
IRMC Cancer Center	Indian River Medical Center	Array Architects	\$11,005,327	14 Month
Christ Church of Vero Beach	Promise Land Anglican Church, Inc.	Rardin & Carroll Architects	\$5,000,000	14 Month
Indian River County Sheriff's Office Aviation Hanger	Indian River County Sheriff's Office	Donadio & Associates	\$1,700,000	7 Month
Harbour Ridge Yacht & Country Club	Harbour Ridge Yacht & Country Club, Inc.	Peacock + Lewis Architects	\$6,514,655	13 Month
Quail Valley/RPP	One RPP, LLC	Peacock + Lewis Architects	\$13,450,000	12 Months
Sailfish Point Country Club	Sailfish Point Property Owners and Country Club Association, Inc.	Peacock + Lewis Architects	\$11,817,585	12 Months
Citrus Elementary New Cafeteria and Classrooms	School District of Indian River	C.M. Crawford Architect, Inc.	\$7,660,000	11 Months





November 16, 2017

City of Fort Pierce  
P.O. Box 1480  
Fort Pierce, FL 34954

RE: PROCTOR CONSTRUCTION COMPANY, LLC – BONDABILITY PRE-QUALIFICATION LETTER  
PROJECT: KINGS STATION, FORT PIERCE, FL – NATIONALLY BRANDED HOTEL AND  
MIXED USE RETAIL PROJECT – APPROXIMATELY \$10MM

To whom it may concern:

This is to advise that until further notice in writing to you, we agree to provide suretyship on behalf of Proctor Construction Company, LLC, covering construction in the amount of \$100,000,000 for any single contract and \$200,000,000 in the aggregate of outstanding contracts.

Please note that the decision to issue performance and payment bonds is a matter between Proctor Construction Company, LLC and Travelers Casualty Insurance Company of America, and will be subject to their standard underwriting at the time of the final bond request, which will include but not be limited to the acceptability of the contract documents, bond forms and financing, if applicable. Travelers Casualty Insurance Company of America and Matson Charlton Surety Group assumes no liability to third parties or to you if for any reason Travelers does not execute said bonds.

We confirm that Travelers Casualty Insurance Company of America has a Best Ratings of A++, XV, and is licensed to conduct business in the State of Florida. In addition, it is listed with the United States Department of Treasury's Listing of approved sureties.

If you should need any further information, please feel free to contact our office.

Sincerely,

John W. Charlton



## Costa d' Este

Proctor Construction Company constructed the first world-class boutique luxury hotel in Vero Beach. This hotel features a kitchen, lounge, bar, spa, and ballroom that could support the 94 guest rooms. In the central building courtyard includes a new infinity edge pool, spa pool and cabana bar. Florida

*We Don't Just Build Buildings, We Build Relationships*



## **Executive Profile**

Donald Tolliver has been the President and Chief Operating Officer for Proctor Construction Company's comprehensive operations for over 20 years and has been with the firm since 1981. Don began his construction career as an Estimator and Project Manager. He has supervised a diverse portfolio of commercial and residential projects, totaling over \$1.5 billion, for Proctor Construction Company.

Don brings over 35 years of experience in providing extraordinary leadership in the supervision of the diverse portfolio of Proctor Construction. Along with Donald Proctor, he has created an organization that places high value on quality, timely performance and integrity. The trust and credibility that he has earned with hundreds of clients is embodied in this vibrant construction company.

Don has a degree in Aviation Technologies from Southern Illinois University. He began his career in construction working with a design build company throughout the Midwest. Don was involved in all facets of the field operations and ultimately became a senior purchasing agent and company pilot. His values haven't changed much as he evolved from hands on field positions to his current position of a construction executive. His actions everyday embrace the belief that there is no greater satisfaction than achieving success through honest dealings not only with his customers but with all his fellow employees.

Among Don's professional affiliations are Treasure Coast Builder's Association and Indian River Chamber of Commerce.

## **Education**

Southern Illinois University, A.S. Aviation Technology

□

## **Active Registration**

Certified General Contractor, State of Florida License # CGC034069

Certified General Contractor, State of Florida License # CGC1522209

## **Executive Profile**

This year, Proctor Construction Company celebrates its 41st anniversary and is one of Florida's most respected and diversified construction companies. Donald Proctor founded Proctor Construction Company with his father Ennis H. Proctor, in 1976. Prior to that, on behalf of Town Island Builders, he provided Residential construction management exclusively to the community of John's Island in Vero Beach. The formation of Proctor Construction Company allowed diversification from offering single family residential construction services to providing what the name has become synonymous with, quality, commercial real estate development and multi-family residential project enhancement of the Treasure Coast and surrounding areas. Since 1976, Proctor Construction Company has provided commercial and residential construction totaling over \$1.5 billion.

Along with being the Chairman/CEO of Proctor Construction Company, Donald serves as President of the Moorings Development Company from 1984 to current, and of Grand Harbor Development from 1991 to 1997. Moorings Development Company included 675 acres with 1120 units from the ocean to the river. Grand Harbor is 930 acres and includes 27 holes of golf and a 144 slip marina with over 2000 dwelling units. Oak Harbor is a premier life care community consisting of 116 acres with an assisted living facility. These two award-winning projects thrived under Donald's development and management expertise to become comprehensive hallmark communities in Indian River County, serving as models for other developments.

Donald is widely recognized as a benefactor of the Education Foundation, Indian River State College, Indian River Medical Center, The United Way, cultural events and youth sports programs, and broadly promotes general building industries throughout the state. Donald currently serves as director on a variety of local boards and charitable notable positions which include being a founding board member for The Environmental Learning Center, and the Cultural Council and also serves on the Board of PNC Bank Wealth Management.

## **Active Registration**

Certified Building Contractor, State of Florida License # CBC011587

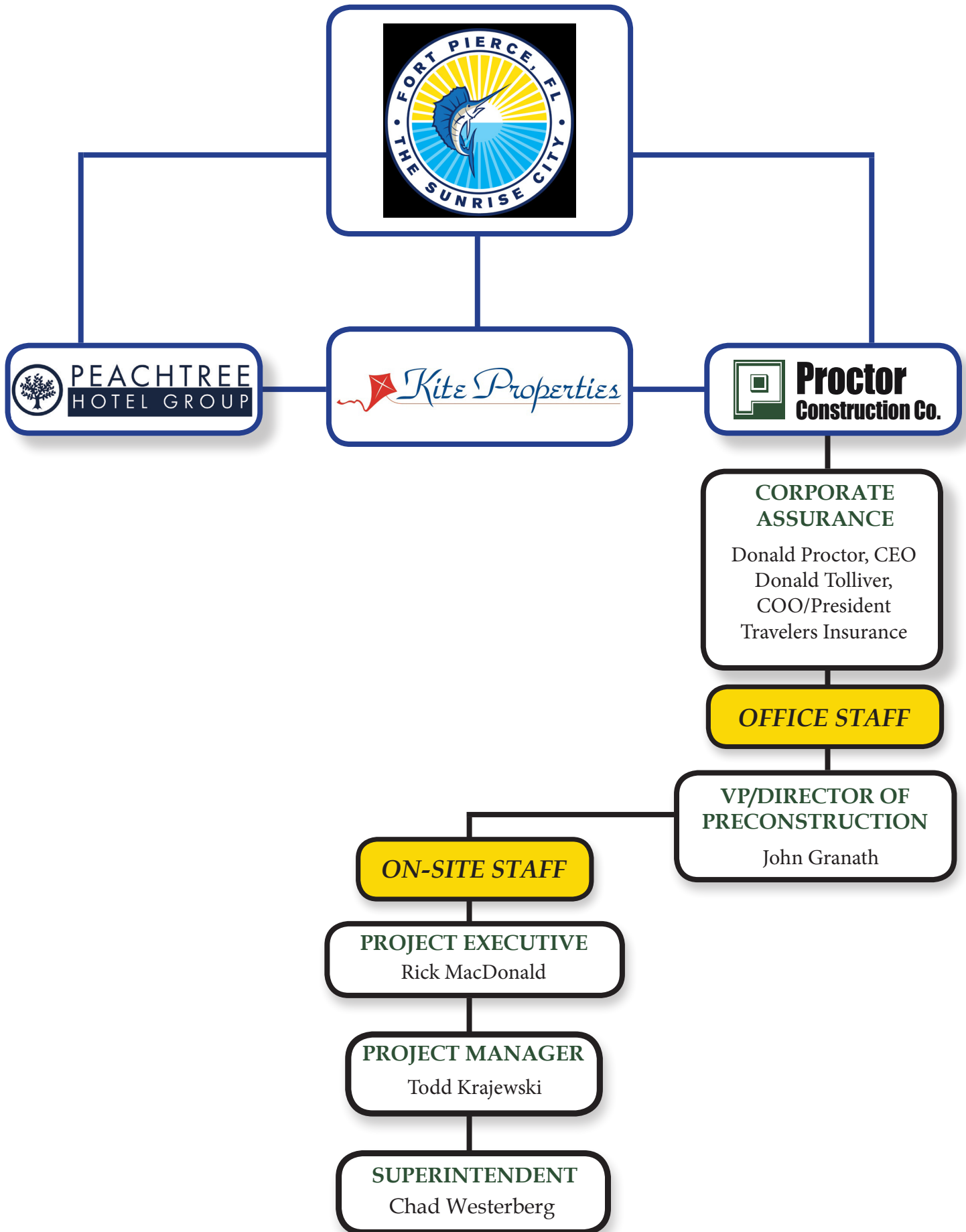


## Hampton Inn & Suites

Proctor Construction Company constructed this 4-story, 14,000 sq. ft., 90-room hotel, featuring a resort style swimming pool, fitness room, business center and meeting rooms.

*We Don't Just Build Buildings, We Build Relationships*





**CORPORATE ASSURANCE**  
Donald Proctor, CEO  
Donald Tolliver, COO/President  
Travelers Insurance

**OFFICE STAFF**

**VP/DIRECTOR OF PRECONSTRUCTION**  
John Granath

**ON-SITE STAFF**

**PROJECT EXECUTIVE**  
Rick MacDonald

**PROJECT MANAGER**  
Todd Krajewski

**SUPERINTENDENT**  
Chad Westerberg



P & L Services Team is a construction and business management company. We bring over 50 years of combined experience in management, administration and organizational support services.

We offer expertise in construction management support, development of policies and procedures, cost estimating, risk analysis as well as providing consultation for business concerns. It is with these skills that we have the ability to be detailed oriented, analytic and problem-solvers.

As a Florida State certified Minority Owned Women Business Enterprise (MWBE) we offer sub-consultant MWBE team partnering and are committed to providing support, guidance and exceptional services to all of our clients. We believe your success equals our success.

Respectfully,

A handwritten signature in black ink, appearing to read 'Patricia Pitts', written over the printed name.

Patricia Pitts  
President



**Vero Beach Hotel & Spa**

Proctor Construction Company built the award winning Vero Beach Hotel and Spa which is 1,100,000 square feet of premium finishes containing a high end restaurant, spa and fitness center.

*We Don't Just Build Buildings, We Build Relationships*



PROCTOR CONSTRUCTION COMPANY, 10000 Proctor Way, Suite 100, Vero Beach, Florida 32909  
Tel: 888.444.4444 - Fax: 888.444.4444



R M A

REINVENTING YOUR CITY

NOVEMBER 29, 2017

**CITY OF FORT PIERCE, FLORIDA & FORT PIERCE REDEVELOPMENT AGENCY**  
FORMER H. D. KING PLANT SITE REDEVELOPMENT

**RFQ No. 2017-023**



RMA

**Redevelopment Management Associates**

2302 E. Atlantic Blvd.  
Pompano Beach, FL 33062  
P: 954.695.0754 | F: 754.222.8081  
info@rma.us.com | www.rma.us.com

**Christopher J. Brown**

RMA Principal-in-Charge of Construction and Real Estate  
chris@rma.us.com | C: 561.706.5545

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November 29, 2017

City of Fort Pierce  
100 North U.S. 1  
Fort Pierce, FL 34950



REINVENTING YOUR CITY

RE: RFQ No. 2017-023 – Former H.D. King Plant Site Redevelopment

RMA Real Estate Services, LLC ("RMA") is pleased to team with Southcoast Partners, LLC and Partridge Equity Group ("Partnership") to provide the City of Fort Pierce & the Fort Pierce Redevelopment Agency with our RFQ response for qualifications to undertake the redevelopment of approximately 7.13 acres comprising of several City-owned parcels generally known as the former H.D. King Plant property, located at 311 North Indian River Drive. Currently, all three firms are separate organizations with principals that have previously worked together on real estate development projects. We understand that the disposition process for RFQ No. 2017-023 is organized in two stages: 1) Request for Qualifications (RFQ), and 2) Request for Proposals (RFP). The assembled team of RMA, Southcoast Partners, and Partridge Equity Group will form a separate LLC for the redevelopment of the former H.D. King Plant Site if selected for the Stage 2 – RFP Process.

Our team proposes to construct a mixed-use commercial and residential project on the assembled property. We understand that the City is seeking sustainable mixed-use development for this parcel to include any combination of the following preferred mixed-uses: residential (condominiums, townhomes, and or luxury apartments), retail (possibly including a small grocery store as an option), restaurant, entertainment (brewery), or hotel (possibly with conference facilities). We have carefully considered how our proposed development will contribute to the recently reconstructed marine recreation and reinvigorated historic commercial and residential districts surrounding the property.

The Partnership's proposed project for this site is called "Marina Village of Fort Pierce" and it will offer a variety of restaurant, retail, entertainment and living styles. For commercial, the Partnership proposes to create a craft brewery with dining on a plaza, on the north side of Moore's Cree across from the larger parcel. The larger tract will contain a mixed-use building of five and seven stories containing a ground floor restaurant and a coffee shop, together with a lobby for the residential tower and one for the hotel element. The larger residential tower will be on top of three floors of hotel rooms, and the apartments will be positioned on floors five through seven. The second tower will be five floors with a ground floor restaurant and four floors of apartments.

The Partnership proposes other apartment rental product types in addition to the residential towers, including townhouses and small micro-units. The townhouses will be located on the western and southern edges of the property, framing the garage. The micro-units will be arranged on the second and third floors above the Moore's Cree apartments. A townhome site is proposed for the land on 2nd Street, which would contain three-story units.

Our Partnership, including principals and senior directors, have extensive experience in mixed-use projects as a developer and as P3 managers for city clients. Our goal is to not only build mixed-use commercial and residential on the former H.D. King Plant Site, but to remain in Fort Pierce and add projects of similar size style in the downtown. We have analyzed the Fort Pierce market and feel it is in the position to make a major addition in developing its downtown with the redevelopment of this site, and we would like to be a part of that growth as we have been in Delray Beach, West Palm Beach, Boca Raton, Pompano Beach, Boynton Beach, Gainesville, and Sarasota. Our vision for the Site is to make a strong connection between the vibrant waterfront and the idyllic and historic downtown main street, one that is highly pedestrian and in a scale suitable for the surrounding neighborhoods.

We think it is particularly significant to highlight that our team have been pioneers in two of the most successful public-private development partnerships in southeast Florida: Working Place and Palmetto Place. Working Place, a 77,000,000 residential retail project in downtown Delray Beach was a result of winning a CRA driven RFP. Land was purchased from the CRA and; in turn, we built and deeded over to the City CRA a much needed 11,000,000 public parking garage. Palmetto Place is a 256-unit residential retail project in the Boca Raton CBD. Our City CRA requirement was to overbuild the 700 plus car garage with 224 parking spaces on the lower levels for public usage. We believe these activities demonstrate our commitment to urban core developments which have turned out to be extremely positive catalysts for the revitalization of those downtown areas.

We are excited about the opportunities in Fort Pierce and the ability to utilize our real estate and redevelopment expertise to assist the City in meeting its goals for enhancing the community for current and future residents, business owners and visitors.

Respectfully,

Christopher J. Brown & Kim J. Briesemeister, Principals, Authorized Representatives  
Chris Brown | C: 561.706.5545 | [chris@rma.us.com](mailto:chris@rma.us.com)  
Kim Briesemeister | C: 954.829.3508 | [kim@rma.us.com](mailto:kim@rma.us.com)

RMA  
2302 E. Atlantic Boulevard  
Pompano Beach, FL 33062  
P: 954.695.0754 | F: 954.222.8081

Legal Representative: Sam Cantor  
Sam Cantor PA, 426 S. Military Trail,  
Deerfield Beach, FL 33442  
954.363.7078 | [samcan@samcanopa.com](mailto:samcan@samcanopa.com)

COVER LETTER



# TAB 1

TEAM



**RMA** is a full service economic (re)development firm passionately reinventing cities to bring hidden assets and unrecognized value to the forefront. We have a proven track record assessing, developing and implementing activities programs that are improving communities by utilizing a realistic, comprehensive and effective approach - resulting in over \$1 billion in private sector investment within our client areas.

We offer comprehensive services under five specialized divisions:



Real Estate

Urban Design & Planning

Economic Development

Government Management & Administration

Business Attraction & Marketing

RMA was formed in 2009 by Principal Members, Kim Briesemeister, a Certified Redevelopment Administrator, and Christopher J. Brown, combining their talents and 50+ years of experience providing consulting and management services to governments in the field of urban (re)development, regionally, nationally and internationally. RMA headquarters is located in Pompano Beach, Florida, with additional office locations in Delray Beach, Jacksonville and Orlando.

Our expertise includes all aspects of **real estate** development and public-private partnerships, **business attraction and marketing**, **economic development**, **urban design and planning**, **government administration** and community consensus building. RMA's active practitioners have led some of the most successful economic (re)development efforts in Florida cities during the last 30 years, transforming many areas throughout Florida into thriving business entertainment districts, including Miami Beach, Pompano Beach, Delray Beach, West Palm Beach, Hollywood and Fort Lauderdale.

RMA's 44 highly experienced professionals are committed to helping our clients in their pursuit of economically diverse and healthy communities. Our firm has the experience, in-house expertise and financial stability to successfully complete and implement projects of all sizes. The benefits of working with us include comprehensive access to industry-leaders in specialized (re)development fields under one firm - providing years of knowledge, experience and proven success as evidenced by the client cities we have helped reinvent.



# RMA

**Redevelopment Management Associates is a small, independent and majority woman-owned Limited Liability Corporation headquartered in Broward County, licensed to do business by the State of Florida.**

## RMA HQ

2302 E. Atlantic Boulevard  
Pompano Beach, FL 33062  
P: 954.695.0754 | F: 754.222.8081  
info@rma.us.com | www.rma.us.com



RMA has joined forces with Gridics to bring you Zonar: the world's first site-specific zoning application. The software integrates any zoning code and converts hours, days, and even weeks of work into minutes. One can perform a city's land use studies, test new zoning scenarios, and create 3-D models with a few clicks. RMA utilized the software in beta-testing and was key in optimizing the platform. The redevelopment company and the software company are now combining forces to introduce the application to municipal leaders, urban planners and architects nationwide.

Zonar is a cloud-based application that assimilates GIS data, property records, and layers of zoning regulations to provide accurate zoning information and 3-D massing diagrams for individual land parcels, assemblages, transit corridors, and districts. The software is fully customizable, so it can be calibrated for any city's code. Users can efficiently analyze their zoning codes, visualize proposed land use scenarios, master plan districts and plan better cities.

The best part of it is that if a city wants to change their codes, this software will help "test" the code first to ensure it is right. It's a powerful tool for communicating technical information to a lay person with the 3-D visuals. The software provides many other features that can help expedite and simplify the review process for both city planners and property owners. For instance, it can detect if a development requires variances or if it's eligible for incentives. In addition, it will further enhance RMA's project feasibility analysis to ensure that zoning will encourage successful, compatible private investment.

It is difficult to change the rules without understanding what the current rules allow. For one city, RMA is utilizing Zonar to help craft the form-based regulations for a transit oriented corridor. The software has proven to be very useful for understanding the impact of the commercial development on the single-family neighborhoods based on the current and proposed regulations for height and mass.

RMA has authored many form-based codes and conducted several comprehensive plan amendments for cities looking to encourage redevelopment, while establishing clear expectations of the desired development pattern and expected public benefits. For RMA, planners and municipalities nationwide, Zonar means predictability and smart planning.

[www.rma.us.com/zonar](http://www.rma.us.com/zonar)



## SOUTHCOAST PARTNERS, LLC

### Southcoast Partners, LLC

William (Bill) Morris, Chief Executive of Southcoast Partners, LLC, has created and preserved significant value for clients and Florida communities for over 35 years through consulting and development of landmark residential and commercial real estate projects. He has been responsible for successful development of over 15 million SF of office and retail space and more than 2,000 residential units. In addition to his various roles directing growth and operations, he brings clients expert consulting for challenges including due diligence, zoning and entitlements and development.

In his ongoing role as Chief Executive of Southcoast Partners since 1991, Bill has developed successful projects including the upscale, 217-unit Morning Place apartments in downtown Delray Beach, and spearheaded the condo development of 1350 Main in downtown Sarasota, and condo conversion of Runaway Beach Club in Lake Buena Vista, FL. His recent consulting development projects include the eight-acre Atlantic Crossing in Downtown Delray Beach; the Midtown Delray development on Swinton Ave., including the Sundry House; and the Ocean One mixed-use development in Boynton Beach, FL.

## Partridge Equity Group

### Partridge Equity Group

Partridge Equity Group (PEG) and related entities is a prominent developer; an entrepreneurial firm with national reach, but with a concerted local focus. With origins in Queens NY, dating back to 1950, PEG is led by Chris Partridge and his son Christopher Partridge, both of whom boast a breadth of crucial experience in real estate development and management.

PEG has built its strong reputation on its ability to follow a deal through, from inception to completion. The firm has demonstrated experience in assembling properties, transferring development rights, negotiating leasing and purchasing, brokering with multiple government agencies, managing properties, and overseeing all architectural and legal work associated with large and small development projects. Unlike other development companies, PEG always takes a hands-on approach that ensures accountability and ultimately a successful project.

Chris Partridge has been a leader in real estate since the early 1960's, originally overseeing home sales, apartment rentals, and building management. At that time, Mr. Partridge began undertaking deals for the family's interest in purchases and investments. Christopher Partridge has followed in his father's footsteps, further expanding the reach of the firm, and greatly expanding the firm's portfolio. Some high-profile PEG Developments:

- 30th Street corner 30th Ave Astoria NY: Developed a 26,000 square foot mixed-use residential commercial space.
- West 31 Street Manhattan, New York: Developed a 250,000 square foot apartment building.

PEG has developed properties throughout the nation that evidence the firm's ability to successfully manage and complete complex development projects. These include:

- Vista Clara Spa & Health Retreat Galisteo, New Mexico: Developing this 80-acre hotel resort and spa.
- One Astoria Square: The firm developed a 125,000 square foot apartment building that has become Astoria's most prominent apartment building.

## TEAM SUMMARY

### ***Detailed below is the Team assembled to redevelop the former H.D. King Plant Site:***

1. **RMA PRINCIPALS:** Christopher J. Brown and Kim J. Briesemeister, will take an active management role and the primary contact is Christopher J. Brown. The principals' involvement is as follows: Mr. Brown holds a Florida real estate license and general contractor's license for the company and will oversee those two functions. Ms. Briesemeister will oversee the economic development and marketing public relations functions.
2. **SOUTHCOAST PARTNERS, LLC:** William Morris, Chief Executive Officer, has extensive experience in both office, retail and residential, having headed the commercial division of Arvida (Boca Raton), a senior development manager for Nasher Development and Cadillac Fairview (Dallas) and most recently as the principal in Southcoast Partners, having built and in process of building several mid-rise and high-rise mixed-use developments in Boca Raton, Delray Beach, Sarasota, Deerfield Beach, and Boynton Beach. Mr. Morris is heading the team in Boynton Beach to build a 231-unit residential tower with 8,000 square feet of retail on a city block on US 1 and Boynton Beach Boulevard. The second phase of the project will contain a hotel and additional residential units.
3. **PARTRIDGE EQUITY GROUP:** Managing Partners, Christopher Partridge and Tulio Rodriguez, represent a large commercial investment company with assets in excess of 100 million. The firm has been in business since 1958 and is currently engaged with Southcoast in the construction of a 326-unit luxury residential mixed-use project with a 400-space structured garage in Deerfield Beach.
4. **CONSTRUCTION MANAGEMENT:** Christopher J. Brown, Licensed General Contractor together with Adriane Esteban, LEED and BS Georgia Tech, Construction Management, will oversee the day to day construction management. RMA will retain the services of a local general contractor but will self-manage (acting also as a general contractor) several categories of construction including all pre-construction, finishes, customer upgrades, and others. Mr. Brown will serve as the construction principal, together with a senior construction manager and a local general contractor to be hired by the Partnership.
5. **ECONOMIC DEVELOPMENT:** Kevin Crowder, CEcD, RMA Director of Economic Development; and Farrell Tiller, MBA, RMA Economic Development Coordinator. The economic development department will tackle one of the most important tasks: securing a brewery for the site. Mr. Crowder will oversee this unique opportunity. RMA's success in procuring breweries includes: Fun y Buddha Brewery in Ocala, FL; 26 Degree Brewery in Pompano Beach, FL; and Odd Breed Brewery in Pompano Beach, FL. RMA is currently working on a tap room in downtown Pompano Beach for a local brewery and RMA is under contract with the City of North Miami Beach, FL to secure a craft brewery for their downtown.  
  
Market research and feasibility, headed by Mr. Crowder and team, will provide an in-depth market study for the residential development as part of the pre-construction function for the project.
6. **MARKETING AND PUBLIC RELATIONS:** Kim Briesemeister, C.R.A., RMA Principal, together with Sharon McCormick, RMA Director of Business Attraction & Marketing, and Jessica Mulder, RMA Creative Director, will handle the sales, leasing and promotions collaterals and advertising for the project. Ms. Briesemeister will act as the Principal-in-Charge of Marketing and Public Relations. The leasing of the apartments will be handled by a professional manager selected by the Partnership. The leasing of the Brewery and the retail will be handled by the Partnership.
7. **PROPERTY MANAGEMENT:** This function will be handled by the Partnership; however, a local firm will likely be retained to perform these services for the owner-developer and residential associations.

## **CHRISTOPHER J. BROWN**

RMA Principal-in-Charge of Construction and Real Estate and Primary Contact

### **Years of Experience**

33

### **Areas of Expertise**

- Urban Design Regulations
- Public-Private Partnerships
- Real Estate Development
- Redevelopment Planning & Management
- Community Engagement Meeting Facilitator

### **Bio**

Mr. Brown has extensive experience in planning and design, real estate development, finance and redevelopment management. Mr. Brown served for 9 years as the Executive Director of the highly successful Delray Beach CRA when it was just in its infancy. He is recognized throughout Florida for the legacy he has left in Delray Beach and is responsible for negotiating multiple public-private partnerships and creating the marketing co-op. Mr. Brown's successes in redevelopment can be attributed to his experience in real estate, working for and as, a real estate developer. Chris Brown has led some of the most successful Community Redevelopment Agencies in the state of Florida and is a past President of the Florida Redevelopment Association.

### **Education**

M.A. | University of Pennsylvania

B.A. | Yale University

### **Certifications**

- General Contractor
- Real Estate Broker

### **Professional Affiliations**

- Congress of New Urbanism
- Urban Land Institute
- International Council of Shopping Centers
- Florida Redevelopment Association, Past President
- Business Loan Fund of the Palm Beaches Inc., Board of Directors
- Palm Beach Photographic Center, Board of Directors

### **Urban Design Regulations**

- Plantation Midtown Master Plan and Design Guidelines, Plantation, FL
- City of Stuart Urban Design Guidelines and Overlay District, Stuart, FL
- Pompano Beach CRA Northwest and East District Master Plans and Design Guidelines, Pompano Beach, FL

### **Public-Private Partnerships**

- Pompano Beach Pier Redevelopment, Pompano Beach, FL
- Harbor Village Shops, Pompano Beach, FL
- Atlantic Grove Mixed Use Development, Delray Beach, FL
- Ocean City Retail Office Center, Delray Beach, FL
- Hyatt Place Hotel, Delray Beach, FL
- Central Market Retail Center, Ocala Park, FL

### **Real Estate Development**

- 1350 Main, Mixed Use High Rise Development, Sarasota, FL
- The Lofts, Mixed Use Development, Gainesville, FL
- Crossings Condominium, Houston, TX

### **Historic Preservation**

- Spady History Museum, Delray Beach, FL
- State of Florida Historic Preservation Office, Delray Beach, FL
- Delray Beach CRA Office, Delray Beach, FL

### **Redevelopment Planning and Management**

- Pompano Beach Community Redevelopment Plan Update, Pompano Beach, FL
- Business Improvement District Plan, Naples, FL
- Parking Enterprise Fund, Pompano Beach, FL
- Public Parking and Parking Management, Delray Beach, FL
- Business Attraction and Incentives, Delray Beach, FL
- West Palm Beach Community Redevelopment Agency, West Palm Beach, FL
- Dania Beach Community Redevelopment Agency, Dania Beach, FL
- Margate Community Redevelopment Agency, Margate, FL

## **KIM BRIESEMEISTER, C.R.A.**

RMA Principal-in-Charge of Marketing and Public Relations

### **Years of Experience**

27

### **Areas of Expertise**

- Redevelopment Management
- Visioning and Planning
- Financing Redevelopment
- Community Engagement Meeting Facilitator

### **Bio**

Ms. Briesemeister has managed redevelopment of some of the largest, most complex CRA districts and redevelopment projects in South Florida, including West Palm Beach, Pompano Beach, Fort Lauderdale, Hollywood, and Dania Beach, which led to total transformation within the cities. This included preparing urban vision plans, Transit Oriented Development strategies and financing mechanisms, drafting implementing downtown revitalization plans, negotiating public-private partnerships, marketing, branding, business attraction retention, and community consensus building. She oversaw the acquisition and disposition of approximately \$52 million in public property targeted for redevelopment and currently serves on the Real Estate Advisory Board for the University of Miami. Kim Briesemeister has led some of the most successful Community Redevelopment Agencies in the state of Florida and is a past President of the Florida Redevelopment Association.

### **Education**

A.A. | Specialized Business, International Correspondence School  
ICSC Marketing I & II, John T. Riordan School of Professional Development

### **Certifications**

Certified Redevelopment Administrator (C.R.A.)

### **Professional Affiliations**

- University of Miami, Master in Real Estate Development & Urbanism
- Florida Redevelopment Association, Past President
- Urban Land Institute
- International Council of Shopping Centers, Past Co-Chair
- International Economic Development Council

## **WILLIAM MORRIS**

Chief Executive, Southcoast Partners, LLC

### **Years of Experience**

30+

### **Areas of Expertise**

- Real Estate Development, Mixed-use Commercial and Residential
- Finance
- Real Estate Management

### **Bio**

Mr. Morris has been committed to the creation and preservation of significant value through the development and consulting of successful residential and commercial real estate projects. Mr. Morris has been directly responsible for the successful development of over 15,000,000 SF of office, retail, and over 2,000 residential units. In 1985, Mr. Morris moved to South Florida where he was President of Arvida JMB Partners headquartered in Boca Raton. In that capacity, he was responsible for all aspects of residential and commercial development, zoning, brokerage and property management.

In 1991, Mr. Morris established Southcoast Partners, LLC and was initially responsible for the development effort of numerous sites in downtown Boca Raton including buildings for Bank of America, Merrill Lynch and the upscale 256-unit Palmetto Place residential retail complex. More recent activities include the redevelopment of the 200-unit Highland Beach Club; the highly successful Northwood Place 217-unit upscale residential retail complex located in the heart of downtown Delray Beach; Runaway Beach Club, a 192-unit apartment project in Lake Buena Vista, FL; and 1350 Main, a 17-story upscale condominium project in downtown Sarasota, FL.

In addition to development and consulting activities, Mr. Morris has been active with civic and charitable organizations in South Florida including Board of Director roles with Florida Atlantic University, Delray Beach Center for the Arts (O.S.S.), and Founder of the Boys and Girls Club of Boca Raton. For many years, Mr. Morris has been an active member of the Urban Land Institute and the ICSC.

### **Education**

B.A. Business Administration | MITTENBERG UNIVERSITY  
J.D. | Case Western Reserve University Law School

### **Professional Affiliations**

- Urban Land Institute
- International Council of Shopping Centers

## **CHRISTOPHER PARTRIDGE**

Managing Partners, Partridge Equity Group

### **Years of Experience**

25+

### **Areas of Expertise**

- Developer - Commercial and Residential Real Estate
- New Development, Mixed-Use, Multi-family
- Property Management and Leasing

### **Bio**

Christopher Partridge is a well-known developer who has been in the business for over 25 years. He is the co-founder of the Partridge Equity Group (PEG), and numerous other real estate entities. He specializes in new development, renovations, repositioning troubled properties, property management and leasing. His keen eye for up-and-coming properties and locations as well as his distinct hands-on approach ensures quality work, accountability and ultimately a successful project. Mr. Partridge is the product of a three-generation family-owned real estate company who have focused on the New York metropolitan area as builders, managers and owners. He brings an attention to design to create a competitive edge. Creating a sense of value while maintaining an economically viable project, Mr. Partridge has completed successful multi-family projects up and down the east coast of the United States.

## **TULIO RODRIGUEZ**

Managing Partners, Partridge Equity Group

### **Years of Experience**

25+

### **Areas of Expertise**

- Commercial and Residential Real Estate Development
- Finance and Economics
- Executive Management Consulting and Project Management

### **Bio**

Tulio Rodriguez is an Economist, he is the managing partner and co-founder of KoRes Corporation, specializing Commercial and Residential Real Estate, equity raising and financing for large scale real estate development projects in Florida and throughout the United States. Tulio has more than 25 years of hands-on experience in high level management consulting, multi-million dollar project management and equity raising and strategic analysis of complex statistical trends and vital government policy initiatives that impact his clients. Tulio is a frequent and renowned guest speaker on national television and radio, drawing on his vast knowledge of economics and finance to educate and empower individuals and businesses to make the best possible personal financial and business decisions. Tulio has taught extensively at the University level and currently writes about economics and finance for various South Florida publications.

## KEVIN S. CROWDER, CEcD

RMA Director of Economic Development

### Years of Experience

23

### Areas of Expertise

- Economic Development
- Business Attraction & Retention
- Research & Analysis
- Joint Ventures
- Marketing & Promotion
- Redevelopment Planning
- Government Affairs
- Community Engagement Meeting Facilitator

### Bio

Mr. Crowder's Experience includes 5 years as RMA's Economic Development Director, 15 years with the City of Miami Beach and the Miami Beach Redevelopment Agency as the Director of Economic Development and Government Affairs, leading the City's economic development program and multi-jurisdictional lobbying efforts. Mr. Crowder is an IEDC Certified Economic Developer (CEcD), with almost \$600 million in P3 project investment, whose primary areas of expertise are business and entrepreneurial assistance, private capital investment, market research, joint ventures, redevelopment agency programs and government affairs. He has conducted detailed economic, fiscal, and market analysis for business development, investment, and policy issues and created a broad municipal market research and business assistance program. Kevin provides the team with the market analysis data expertise needed to implement plans and strategies that ensure marketing dollars are spent effectively. Kevin was also involved in the early marketing of South Beach with the South Beach Marketing Council. Mr. Crowder recently served on the board of the Florida Redevelopment Association.

### Education

B.G.S | West Texas A&M University

Primary Leadership Development Course, Fort Sherman, Panama

U.S. Army Intelligence School, Goodfellow Air Force Base, Texas

### Professional Affiliations

- Florida Redevelopment Association, Board Member
- Int'l Economic Development Council
- Int'l Council of Shopping Centers
- Council for Community & Economic Research
- Urban Land Institute
- Florida Economic Development Council
- American Legion
- Key West Arts & Historical Society

## LYNN D. DEHLINGER

Licensed Real Estate Broker and RMA Sr. Economic Development Manager

### Years of Experience

25

### Areas of Expertise

- Economic Development
- Real Estate Development and Brokerage
- Retail and Mixed-Use Planning and Implementation
- Public-Private Partnerships
- Community Engagement Meeting Facilitator

### Bio

Ms. Dehlinger's accomplishments include commercial development projects throughout Florida and Georgia, including award winning redevelopment projects. She has been a featured panelist and speaker for the International Council of Shopping Centers, Florida League of Cities, Florida Planning and Zoning Association, Florida Redevelopment Association, Commercial and Industrial Real Estate Brokers, and Central Florida Commercial Board of Realtors. She was recently named one of the region's Most Influential Women in Business. She has negotiated major land development projects with municipalities, including developments of regional impact, public-private partnerships and local development agreements. She has been involved in development projects for major retailers in the Southeast including Publix, The Home Depot, Epic Theaters, and Walmart. She has authored market analysis for business development and worked with national and international companies to expand their operations and employment base. She currently serves on the board of the Florida Redevelopment Association and ICSC's P3 National Alliance committee. Her experience in negotiating complex agreements, in all aspects of business development including planning, branding and recruitment, position her well for effective leadership and management in today's complex business environment.

### Education

Attended University of Georgia and Purdue

### Professional Affiliations

- Florida Redevelopment Association Board
- ICSC Alliance National Committee
- ICSC Alliance Past Public Sector Chair, State of Florida
- International Council of Shopping Centers (ICSC)
- Licensed Real Estate Broker, State of Florida
- Charter Member, Atlanta Commercial Board of Realtors
- Holly Hill Chamber of Commerce
- Former Director, Commercial Industrial Real Estate Brokers Association
- Board of Directors, Helpful Hands Seminole
- City of Winter Springs Parks and Recreation Advisory Board
- City of Winter Springs Redistricting Board

## SHARON McCORMICK

RMA Director of Business Attraction and Marketing

### Years of Experience

27

### Areas of Expertise

- Business Attraction & Retention
- Research & Analysis Marketing Plans & Implementation
- Brand Identification & Development Strategy & Campaigns
- Cultural Arts & Special Events
- Community Engagement Meeting Facilitator

### Bio

Ms. McCormick has extensive experience in community and business development through retail, non-profit and event marketing, sponsorship development and public and media relations. Ms. McCormick has created award winning marketing, branding and public relations campaigns and has authored multiple Marketing Strategies for RMA clients. Her strategies and comprehensive approach have included business development programs that have attracted millions of dollars in capital investment and increased revenues, including the attraction of the highly successful Fun y Buddha craft brewery which opened in 2013 in Ocala Par k's Culinary Arts District.

### Education

B.S. | Appalachian State University,  
ICSC Marketing I & II - John T. Riordan School of Professional Development

### Professional Affiliations

- International Council of Shopping Centers
- Florida Redevelopment Association
- Alliance of Women Executives, Board Member VP Digital Communications

## JESSICA MULDER

RMA Creative Director

### Years of Experience

9

### Areas of Expertise

- Graphic Design
- Marketing & Branding
- Project Management
- Event Planning & Coordination
- Art Direction

### Bio

Ms. Mulder brings a passion for design and life to all of her projects. Her diverse and multi-faceted experience includes: Graphic Design, Branding, Marketing, Advertising, Social Media Marketing and Consulting, Copywriting, Film and 3D Animation Production, Project Management, and Event Planning. Ms. Mulder finds inspiration worldwide for innovative Creative Direction from Branding and Web Development to Marketing Plan Design, Strategy and Implementation. Clientele coast-to-coast have benefited from her keen eye for detail and expertise, including clients in New York City, Pennsylvania, South Florida, Texas, and California.

### Education

B.A. | University of Central Florida





# TAB 2

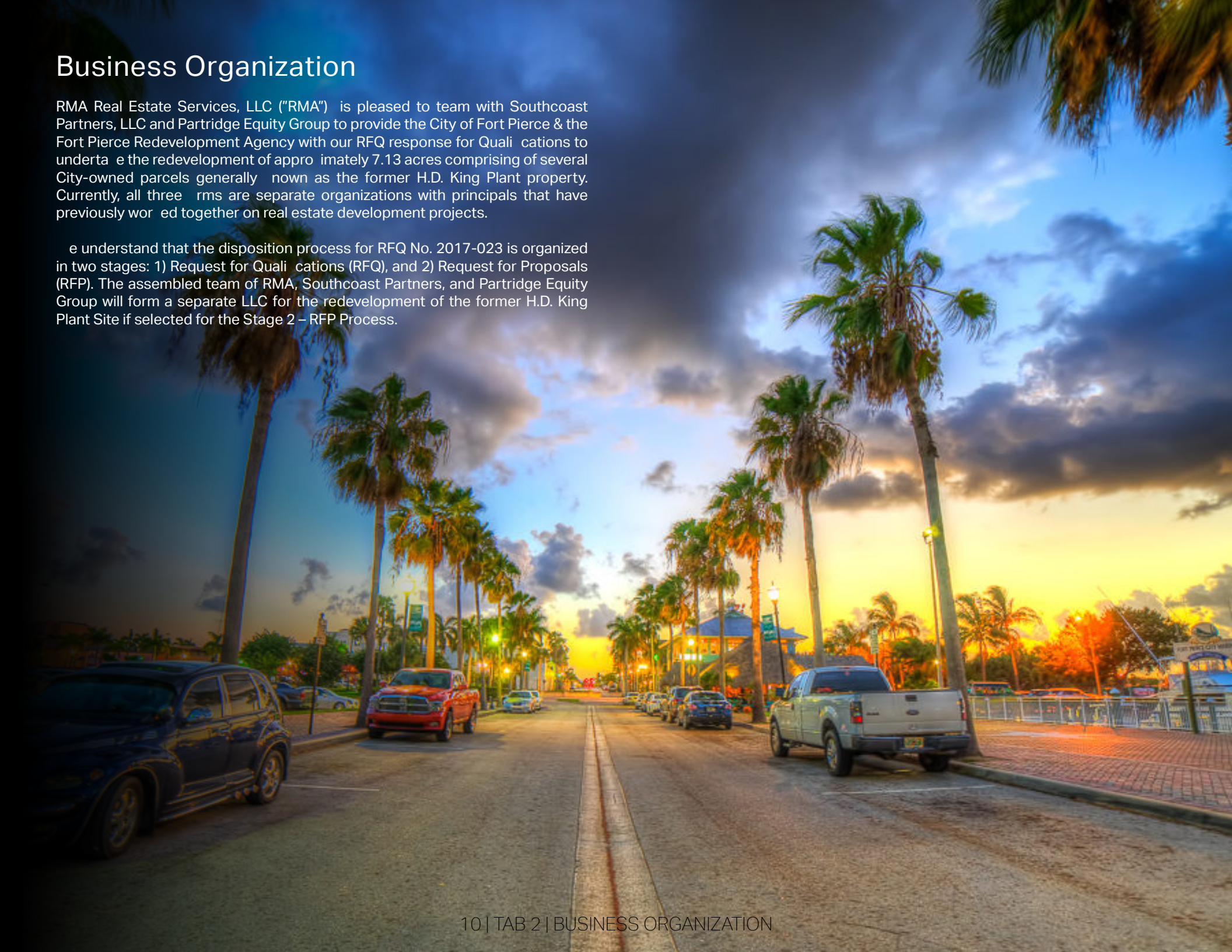
## BUSINESS ORGANIZATION



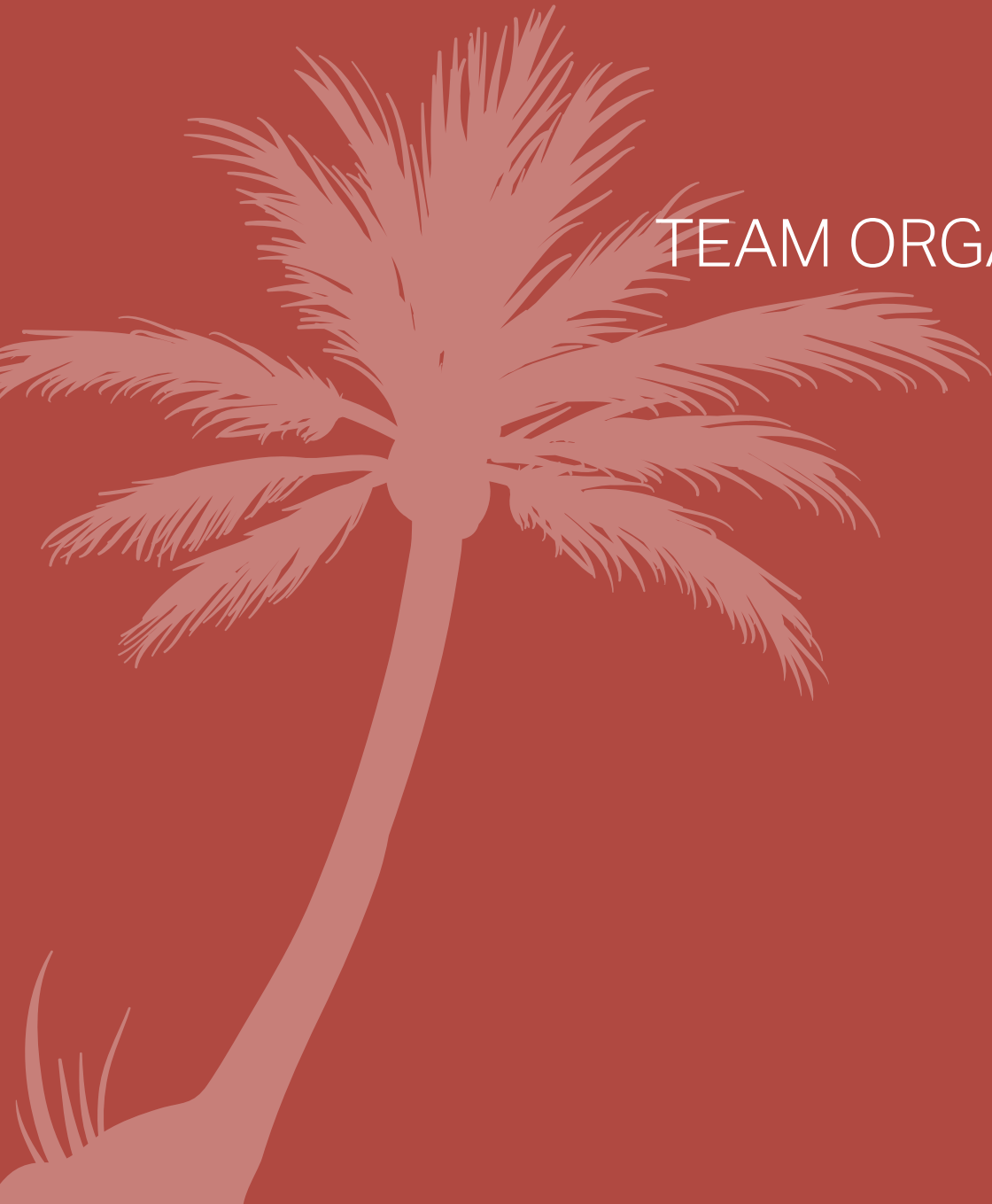
# Business Organization

RMA Real Estate Services, LLC (“RMA”) is pleased to team with Southcoast Partners, LLC and Partridge Equity Group to provide the City of Fort Pierce & the Fort Pierce Redevelopment Agency with our RFQ response for Qualifications to undertake the redevelopment of approximately 7.13 acres comprising of several City-owned parcels generally known as the former H.D. King Plant property. Currently, all three firms are separate organizations with principals that have previously worked together on real estate development projects.

We understand that the disposition process for RFQ No. 2017-023 is organized in two stages: 1) Request for Qualifications (RFQ), and 2) Request for Proposals (RFP). The assembled team of RMA, Southcoast Partners, and Partridge Equity Group will form a separate LLC for the redevelopment of the former H.D. King Plant Site if selected for the Stage 2 – RFP Process.







# TAB 3

## TEAM ORGANIZATIONAL STRUCTURE



# Team Organizational Structure







# TAB 4

QUALIFICATIONS AND EXPERIENCE



## QUALIFICATIONS AND EXPERIENCE

RMA believes economic development starts with the vision, but the power is in its implementation. We take a business minded approach to development planning that is practical, buildable and results driven.

The RMA team's distinction from other development firms is our expertise and focus on urban area revitalization and growth of local economies. The firm, its Principals, and team are well known for their combined experience attracting investment to client communities, implementing plans and constructing projects. It is that real world experience managing capital projects, applying land development regulations to new and refurbished construction and negotiating and financing projects and incentives that set the RMA team apart. Our team can point to the successes of some of its more notable clients to illustrate its result driven approach, from drafting the strategies to building and leveraging results. Example projects are provided in this submittal.

The Partnership team is well-qualified, with hands-on successful experience, to provide professional real estate development services to accomplish the City of Fort Pierce's goals. In addition to real estate development, we offer expertise with economic development, urban design & planning, real estate and P3's, business attraction and marketing, and management and administration for municipal clients. The team's extensive experience includes services that cover redevelopment of in-ll parcels, neighborhood urban design and town center planning, community involvement, design, code writing, contract review and negotiation, public-private partnerships, revitalization strategies, presentations at public hearings and other services required to facilitate high quality development.

**Chris Brown** has been in the real estate development business since his first assignment after graduate school in 1971. His experience includes both residential and commercial, having worked in Houston for two public companies developing subdivisions, housing, and office buildings. He entered his own development practice in Houston, executing several projects of townhouses and apartments. In Florida, he worked with an international developer, developing high rise condominiums, followed by a national developer building townhouses in Boca Raton, followed by a firm developing rental apartments both on the east and west coast of Florida. He then ventured on his own in Florida, developing single family (golf course homes), followed by a high-rise in Sarasota, apartments in Gainesville and a mixed-use project in Delray Beach. Mr. Brown is a licensed real estate broker and a general contractor. His experience also covers extensive infrastructure development experience.

**Kim Briesemeister** is a Certified Redevelopment Administrator (C.R.A.) and she oversaw the acquisition and disposition of approximately \$52 million in public property targeted for redevelopment and currently serves on the Real Estate Advisory Board for the University of Miami. Ms. Briesemeister was in charge for

the City of West Palm Beach interest in the large mixed-use development in West Palm Beach called City Place. She also spearheaded the first award winning multi-family projects in downtown Fort Lauderdale, which started a major development trend in which the city approved over 10,000 residential units.

**William (Bill) Morris**, Chief Executive of Southcoast Partners, LLC, has created and preserved significant value for clients and Florida communities for over 35 years through consulting and development of landmark residential and commercial real estate projects. He has been responsible for successful development of over 15 million SF of office and retail space and more than 2,000 residential units. In his ongoing role as Chief Executive of Southcoast Partners since 1991, Bill has developed successful projects including the upscale, 217-unit working Place apartments in downtown Delray Beach, and spearheaded the condo development of 1350 Main in downtown Sarasota, and condo conversion of Runaway Beach Club in Lake Buena Vista, FL. His recent consulting development projects include the eight-acre Atlantic Crossing in Downtown Delray Beach; the Midtown Delray development on Swinton Ave., including the Sundry House; and the Ocean One mixed-use development in Boynton Beach, FL.

**Christopher Partridge** and **Tulio Rodriguez**, Managing Partners: Partridge Equity Group (PEG). PEG and related entities is a prominent developer with origins in Queens NY, dating back to 1950; an entrepreneurial firm with national reach, but with a concerted local focus. PEG is led by Chris Partridge and his son Christopher Partridge, both of whom boast a breadth of crucial experience in real estate development and management. PEG has built its strong reputation on its ability to follow a deal through, from inception to completion. The firm has demonstrated experience in assembling properties, transferring development rights, negotiating leasing and purchasing, brokering with multiple government agencies, managing properties, and overseeing all architectural and legal work associated with large and small development projects. Unlike other development companies, PEG always takes a hands-on approach that ensures accountability and ultimately a successful project. Some high-profile PEG Developments include: 30th Street corner 30th Ave Astoria NY: a 26,000 square foot mixed-use residential commercial space; West 31 Street Manhattan, New York: a 250,000 square feet apartment building. In addition, PEG has developed properties throughout the nation that evidence the firm's ability to successfully manage and complete complex development projects. These include: Vista Clara Spa & Health Retreat Galisteo, New Mexico: Developing this 80-acre hotel resort and spa; One Astoria Square, New York: The firm developed a 125,000 square foot apartment building that has become Astoria's most prominent apartment building.

Additional members of the RMA team have also had experience in development, including **Kevin Crowder**, **Lynn Dehlinger** and others having worked extensively for cities and spearheading their public-private partnerships.

**Mr. Crowder's** extensive experience includes 15 years with the City of Miami Beach and the Miami Beach Redevelopment Agency as the Director of Economic Development and Government Affairs, leading the City's economic development program and multi-jurisdictional lobbying efforts. He represented the city on many P3 projects including parking garages, public infrastructure, and real estate development, hotels, retail, and office. Mr. Crowder is an IEDC Certified Economic Developer (CEcD), with almost \$600 million in P3 project investment; primary areas of expertise include business and entrepreneurial assistance, private capital investment, market research, joint ventures, redevelopment agency programs and government affairs. He has conducted detailed economic, fiscal, and market analysis for business development, investment, and policy issues and created a broad municipal market research and business assistance program.

**Ms. Dehlinger's** development accomplishments include commercial, mixed-use and residential projects throughout Florida and Georgia. She has negotiated major land development projects with municipalities, including developments of regional impact, public-private partnerships and local development agreements. Her involvement with development projects for major retailers in the Southeast includes Publix, The Home Depot, Epic Theaters, and Walmart. She currently serves on the board of the Florida Redevelopment Association and ICSC's P3 National Alliance committee. Ms. Dehlinger has been a featured panelist for International Council of Shopping Centers, Florida League of Cities, Florida Planning and Zoning Association, Florida Redevelopment Association, Commercial and Industrial Real Estate Brokers, and Central Florida Commercial Board of Realtors and she was also named one of Volusia County's Most Influential Women in Business.

## RMA TEAM PRIOR SUCCESSFUL EXPERIENCE IN PUBLIC PRIVATE PROPOSER AGREEMENTS.

The RMA team has utilized many complex P3 financial and real estate structures in the most successful CRA's in Florida, including Miami Beach, Delray Beach, Fort Lauderdale, Hollywood, and West Palm Beach; and we are currently providing P3 and other consulting services to the Dania Beach, Margate, North Miami, and North Miami Beach CRA's. RMA's understanding of Florida CRA's and how they operate is unmatched. The firms' principals have managed four of the largest CRA's in the State of Florida, including the Delray Beach, Fort Lauderdale, West Palm Beach, and Hollywood CRA's. Additionally, RMA currently manages three Florida CRA's (West Palm Beach, Pompano Beach, Margate) and also recently managed the Dania Beach, Florida CRA. The RMA team includes two past presidents of the Florida Redevelopment Association and two current members of the FRA Board of Directors, including the chair of the FRA's Legislative Committee.

Kim Briesemeister and Chris Brown have over \$1 billion in project experience. Ms. Briesemeister and Mr. Crowder, having been on the public side for many years, have numerous P3 experience including analysis and oversight of the P3 development agreements. Kim Briesemeister has been engaged for the last 20+ years providing consulting services to governmental entities and the real estate development industry. She has extensive knowledge in financing of public-private partnerships, public-private partnership developer agreements, financial analysis and market research. Ms. Briesemeister is currently managing, for the City of Pompano Beach, an eight-acre ocean front development P3 and, as previously stated, oversaw the agreements and management of the City Place P3 in West Palm Beach.

RMA Economic Development Director, Kevin Crowder, is a member of the workshops committee for the Florida Council for Public-Private Partnerships (FCP3) which provides free workshops to cities on P3s; he was asked by the Florida League of Cities to testify on its behalf to the State of Florida's Public-Private Partnerships Task Force; and he also taught the 2015 economic development course for the Florida League of Cities University including developing the curriculum which addressed public-private partnerships, real estate development and financing economic development. Kevin Crowder has experience of approximately \$600 million in P3 project investment.

## RMA EXPERTISE

### CRA Management & Administration

#### CRA Consulting

- CRA Plans
- Findings of Necessity
- Public Finance
- Public-Private Partnerships
- Branding & Marketing
- Incentives
- Real Estate

### Municipal County Government Processes

- Current and past CRA Management
- Extensive municipal county prior work experience of RMA Team

### Florida Use Planning

- Master Plans
- Visioning
- Land Use Amendments & Zoning

### Regulations

- Transit Oriented Corridor (TOC)
- Streetscape

### Public Participation Processes

- Community Events

### Charrettes

- Public workshops
- Stakeholder Meetings
- Surveys

### Economic Analysis

- Feasibility Analysis
- Market Assessment
- Economic Development

### Implementation Strategy

- Incentive Development & Analysis
- Legislative Analysis
- Business Attraction & Marketing

## PROJECTS

**Worthing Place**  
*Delray Beach, FL*



Worthing Place was a public private partnership with the City and CRA of Delray Beach in which municipal properties consisting of approximately 4 acres were redeveloped for a 224-space, 11 million, public parking garage, the city's first downtown multi-story garage. The development consists of 20,000 square feet of retail and 219 luxury rental units in the heart of downtown Delray Beach. Worthing Place is considered a prime site in the City and now fills a critical need for rental urban housing. The developer, Southcoast Properties, completed the project in 2013 and has a large consumer base of the professional class millennials.

**Palmetto Place**  
*Boca Raton, FL*



Southcoast, in partnership with Deutsche Bank successfully built and sold a 256 unit condominium project in downtown Boca Raton in the early 2000s. The project was in partnership with the City and CRA of Boca Raton. The Project overbuilt its parking garage by 224 public parking spaces and the balance of the parking, 513 spaces, served the condominium, the adjacent Bank of America office building and the 20,000 square feet of retail space. The eight story mid-rise was financed with a 64 million loan from Ohio Savings and Loan. Built in the early days of redevelopment in the downtown, the Project's success encouraged close to a billion dollars of residential mixed-use development in the downtown in the following fifteen years.

**1350 Main**  
*Sarasota, FL*



William Morris (Southcoast Partners) and Chris Brown (RMA LB Ja ) developed a 17-story mixed use, high rise in downtown Sarasota in 2007, including 6,000 square feet of retail and 134 condominiums. The project set a sales record in the market when it sold out in one day. The project's architect included Cohen, Freedman, and Encinosa as well as Andres Duany (DPZ) who served as the consulting urban designer to the City and to the developer. The project was a P3 with the City in which the City transferred part of the right of way of two main streets, allowing the development to build four floors of loft urban housing on top of an arcaded public sidewalk. DPZ provided the City of Sarasota with a downtown masterplan and the development followed the plan before it was adopted. 1350 Main is an example of new urbanism at its best.

## PROJECTS

### **Ocean One Boynton Beach, FL**



Ocean One is a mixed-use development including residential and retail to be constructed in two phases, both being urban, mixed-use developments. Phase 1 consists of 231 residential apartment homes and 8,575 square feet of retail. Phase 2 will consist of approximately 118 residential apartment homes, approximately 6,000 square feet of commercial space, and a 100 plus room boutique hotel.

### **Pompano Beach Pier Street Parking Garage Pompano Beach, FL**



Design and construction of a 500-space parking garage in close proximity to the beach. The new garage is the corner piece of the Pompano Beach Pier Master development which is planned as a new City destination with new restaurants, retail shops, and a potential hotel establishment. The design developed by the team reflects the needs of the master development plan and is planned and designed to accept exterior liner structures. The exterior of the garage features undulating screens of abstract sails, evocative of the ocean and maritime location and is in harmony with the Pompano Beach Bridge soon to be constructed.

### **The Lofts on West University Gainesville, FL**



The three-story, 31 residential units, for sale, and 1,500 square feet of retail project are situated halfway between downtown Gainesville (Main Street) and the University of Florida (13th Street). The condominium units were marketed successfully to football alumni, to Shands Hospital professional employees, and to parents of children attending UF. Mr. Brown was 50% partner in the project and he co-supervised the pre-construction, sales and marketing, construction, closings, and warranty work. SunTrust Bank financed the project with a 3.6 million loan.

## PROJECTS

### City of Pompano Beach, BaCA (Bailey Contemporary Arts) Cultural Center Pompano Beach, FL



The two-story, 12,000 square foot cultural center includes a public art gallery and coffee shop on the ground floor and 13 artists' studios on the second floor. The project was a full historical building renovation, managed by RMA, and is extremely successful. RMA's role, on behalf of the City of Pompano Beach CRA, included the concept, the pre-construction, the construction and the management of the art center.

### City of Pompano Beach, Ali Cultural Arts Center Pompano Beach, FL



Consists of a two-story, 6,000 square feet indoor and 10,000 square feet outdoor, historic structure located on MLK Jr. Boulevard, specializing in theatre, dance and music. Included is an outdoor patio and a stage for music, theatre and dance performances. RMA's role, on behalf of the City of Pompano Beach CRA, included the concept, the pre-construction, the construction and the management of the art center.

### Rodeo Grounds P3 Project Davie, FL

**OUTSTANDING SPECIALTY DEVELOPMENT OPPORTUNITY**  
DAVIE, BROWARD COUNTY, FL




The Town of Davie and Davie CRA seek a Development Partner for Unique Western Themed Downtown Center with mixed use components that provide daytime and nighttime uses including restaurants, retail shops, and public spaces with programmed activities.

**DOWNTOWN DAVIE INCLUDES:**

- 72,000-square foot Bergeron Rodeo grounds
- Over 23 Million dollars in Capital Improvements for roadway and drainage projects
- Over 600 new units under development in residential and mixed use projects

**PROPERTY FEATURES:**

- 24 acres Davie and Orange
- Close proximity to Turnpike I-95, I-75, Ft. Lauderdale Hollywood International Airport, and Port Everglades
- 7 higher education institutions in the immediate area




Demographics	2016 Population	Median Household Income
2016 Population	3 miles 106,960	\$2,292.00
	5 miles 331,110	\$4,698.00
<b>Traffic Counts</b>		
Orange Drive	8,800 daily	
Davie Road	20,300 daily	

The deadline to submit responses is 2:00 PM EST on July 14, 2017.  
Questions regarding this solicitation shall be submitted in writing to: [bids@davie-fl.gov](mailto:bids@davie-fl.gov) no later than 5:00 PM on June 23, 2017.

The 24-acre site, in close proximity to the Interstate 595 and the Florida Turnpike, was determined by the Town to be a valid P3 project in which it would partner with a developer on its redevelopment; it contains a world class, 72,000 square foot rodeo arena that hosts 175 events annually. The Arena holds an audience of 5,000 people. The Town has a strong commitment to retain and enhance its western cowboy architecture and heritage and wishes to redevelop the site as mixed-use. RMA was retained to analyze the site, including preparing a market analysis and land use alternatives, issue a RFP and manage the entire P3 process. Currently, a developer is in the process of being selected and the project proposed is mixed-use including entertainment center, retail, and a hotel.

## PROJECTS

### 2300 East Atlantic Boulevard Office and Retail Center Pompano Beach, FL



The two-story building, 10,000 square feet in size, houses the headquarters of RMA and is currently under redevelopment. RMA purchased the building in 2015 to build its company's headquarters on the second floor and wanted to also develop new downtown retail on a major roadway along the first floor, street-level. RMA's role includes the acquisition, the pre-construction, the budget and financial proforma analysis, the construction, leasing, tenant improvement construction, and the management of the building. Centennial Bank financed the 1.5 million project.

### 114-122 North Flagler Avenue Office and Retail Center Pompano Beach, FL



The one and two-story, 11,000 square feet suite of three buildings is currently under redevelopment. Approximately 50% of the office space is leased by Holy Cross Hospital. RMA recently leased, in 2017, 1,700 square feet to a cross-fit training gym and further plans include the renovation and expansion for Holy Cross on the second floor of the building. RMA's role includes the concept, acquisition, the pre-construction, the budget and financial proforma analysis, the construction, leasing, tenant improvement construction, and the management of the building. Centennial Bank financed the 1.5 million project.



# TAB 5

## FINANCIAL CAPACITY



## FINANCIAL CAPACITY

### EXPERIENCE

The former H.D. King Plant Site ("Site") will be developed by a team of urban-oriented professionals that possess a vast amount of development experience in the South Florida market. The Development and Construction Management of the site will be spearheaded by a Partnership of RMA, Southcoast Partners, and a large real estate investment firm, Partridge Equity Group. Chris Brown and Kim Briesemeister (RMA Principals) have completed a high-rise in Sarasota, a mid-rise in Gainesville and are completing two urban office buildings in downtown Pompano Beach. Bill Morris (Southcoast), who has recently completed several premier projects in southern Palm Beach County, including Lorching Place, (Delray Beach), Highland Beach Club (Highland Beach) and Palmetto Place (Boca Raton), all of which are world-class residential retail mixed-use projects; and Partridge Equity Group (Chris Partridge) owners and operators of numerous shopping centers in Florida, offer depth to the team to add new life into the magnificent historic downtown Fort Pierce.

The development team is committed to bringing a major residential-retail project into the heart of downtown Fort Pierce. This project will be a significant catalyst to further enhance the vibrancy of the downtown adding to the rebuilt Fort Pierce City Marina, the newly redesigned Veterans Memorial Park and the improvements to Moore's Cree Indian River Lagoon.

The team partners have, over their combined fifty years of real estate development experience, borrowed in excess of \$500 million. Recent examples of financing include Lorching Place (\$77,000,000), Palmetto Place (\$70,000,000), 1350 Main (\$50,000,000), the proposed Ocean One, Phase One, (\$65,500,000), and Boynton Trails Shopping Center (\$50,000,000).

### FINANCIAL STATEMENT

The Net Worth of the Principals of RMA together with other personal assets is in excess of \$5,000,000.

The Net Worth of William E. Morris, Chief Executive of Southcoast Partners, LLC together with other personal assets is in excess of \$20,000,000.

The Net Worth of the Managing Partners of Partridge Equity Group together with other personal assets is in excess of \$50,000,000.

### CAPACITY

The assembled Team has the capacity to fund \$2,500,000 in pre-development costs from own resources, and experience with at least two projects raising \$50,000,000 in equity and debt structure.

### FINANCIAL STRUCTURE AND EXPERIENCE

The assembled team will structure the project in phases including a master plan phase that will identify new infrastructure, such as water, sewer, storm water, parking, electrical, natural gas, and other equipment and systems, required for the project. Any individual phases, such as the brewery, townhouses, Moore's Cree retail and residential, and mixed-use residential, retail and structured parking, may each have their own distinct financing structure. Each phase will be financed through traditional methodology of both debt and equity, the former being provided by institutional lenders as described below. Equity will be provided by the Partnership.

### INVESTORS/LENDERS

The team will finance the Project with both debt and equity. The equity in the project will be provided by the Partnership and the debt will be provided by institutional lenders like Regions Bank, Bank of the Ozarks, and Prudential Real Estate Advisors. It is anticipated that the debt may be provided in partnership between banks. The partners will be the investors.

#### Partial List of Institutional Partners and Lenders include:

- GMAC
- Prudential Real Estate Advisors
- Blac Rock Real Estate
- GE Capital
- Bankers Trust Company
- Deutsche Bank
- ING Clarion Partners
- Clarion Partners
- KeyBank
- PNC Bank
- Regions Bank
- Bank of America
- CNL
- Fifth Third Bank





# TAB 6

## REFERENCES



# References

## RMA

Jac Buell, Jr., Senior Vice President  
Centennial Bank (a Stonegate Bank)  
P: 561.354.4273  
C: 561.818.1633  
jbuell@stonegatebank.com

## PROJECT: POMPANO BEACH

Dennis Beach, Former City Manager  
City of Pompano Beach, FL  
C: 772.971.5767  
db3107@aol.com

## PROJECT: WORTHING PLACE

Diane Colonna, Former Planning Director  
City of Delray Beach  
P: 561.271.4830  
diane.colonna@yahoo.com

## PROJECT: PALMETTO PLACE

Troy McLellan, President and CEO  
Boca Raton Chamber of Commerce  
P: 561.395.4433  
tmclellan@bocachamber.com

## PROJECT: 1350 MAIN

Barry Randell  
Randell Associates  
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# TAB 7

## PRELIMINARY DEVELOPMENT PROJECT PROGRAM



## PRELIMINARY DEVELOPMENT PROJECT PROGRAM

### 1. Description of preliminary development program including proposed uses, intensity of uses, and general character of development.

USE	DESCRIPTION
Retail:	Restaurant and coffee shop as well as sundry shop in residential and hotel tower, 10,000 sf dining outdoors facing the marina (see site plan Buildings 1 and 4);
Retail:	Specialty retail on Moore's Cree , 5,000 sf, ground floor with apartments above (see site plan Building 3);
Brewery:	10,000 to 13,000 sf, two-stories in height, stand-alone building on north side of Moore's Cree with small food vendors and dining plaza along Moore's Cree (see Site Plan Building 6);
Hotel:	Boutique units, 84 rooms+, studios, kitchenettes, floors 2-4 (see site plan Building 1);
Residential:	Rental apartments, four buildings towers, studios (450 sf), 1 bedrooms (750 sf) & 2 bedrooms (900 sf), 200+ units (see site plan Buildings 1, 2, 3, and 4);
Townhomes:	Townhome rentals wrapping garage, 25 units, 1,200-1,450 sf, street level (see site plan buildings 2 and 5);
Townhomes:	Townhomes on 2nd Street tract, 18 units with 2 parking spaces, rentals or for sale, 3 floors, 1,450 sf (see site plan building 7);
Garage:	Structured garage, 250 spaces, 2 floors, provides parking for brewery restaurants, apartments, and retail;
Amenities:	Amenity deck with pool, patios for units facing deck, exercise room, lobby, conference meeting rooms, co-working space, gym, and other services;

### 2. Description of types and numbers of structures, including anticipated dimensions and character of buildings.

USE	DESCRIPTION
Site Plan:	The site plan describes the number of buildings and characteristics of each building.
Architecture:	Variety including traditional warehouse red brick on Brewery with modern doors and windows; modern traditional on mid-rise, modern on Moore's Cree retail and apartments, traditional with modern touches for western townhouses. <i>Collage of example styles provided</i>
Character:	Marina Village needs to blend into the vernacular of historic Fort Pierce yet represent modern design for some elements to represent new urbanism, new times. Collage of example styles provided.

## PRELIMINARY DEVELOPMENT PROJECT PROGRAM

### 3. Description of anticipated pricing of real estate products and other indicators of character and quality of the proposed development program.

USE	DESCRIPTION
Restaurants:	Ground floor restaurants rental rates will range between 12.50 and 15.00 nnn, depending upon the level of tenant improvements contributed by the developer.
Retail:	Ground floor retail rental rates will range between 11.50 and 13.00 nnn, depending upon the level of tenant improvements contributed by the developer.
Brewery:	The rental rate for a brewery, which requires extraordinary infrastructure, will run 15.00 per square foot per year, nnn.
Apartments:	Apartment rental rates will range between 1.40- 1.80 per square foot of living area, or translated, rates will run approximately 800 per month for studios, 960 per month for 1 bedrooms, and 1,260 per month for 2 bedrooms.
Townhomes:	Rental rates for townhomes with 1,200 square feet living area will rent for 1,700 per month. For a larger townhome, 1,450 square feet in size, the rent will be approximately 2,000 per month.
Hotel:	Room rates for the hotel will average on an annual basis between 100 to 150 per night.

### 4. Description of special amenities or design features anticipated to be included in the development program.

USE	DESCRIPTION
Amenities:	Amenities include a large ground floor in Building 1, including meeting rooms, hotel, lobby, coffee shop, exercise room, co-working space, and other services.
Pool and Deck:	A parking garage roof will contain a pool and deck area for hotel and apartment guests. A pool area for the 2nd Street townhouses is provided.
Walkways:	The entire site is designed to give the residents and guests a walking experience, particularly along the marina, Moore's Creek, and along secondary streets.

# FORMER H.D. KING PLANT SITE REDEVELOPMENT CONCEPT DESIGN



## SITE PLAN INFORMATION

<b>01</b>	USE:	HOTEL/CONFERENCE ROOM/ RETAIL/APARTMENTS
	HEIGHT:	7 STORIES
		LOBBY/CONFERENCE/RETAIL (GROUND FLOOR) 84 HOTEL ROOMS- 28 PER LEVEL (2-4 LEVELS) 42 APARTMENTS- 14 PER LEVEL (5-7 LEVELS)
	<b>TOTAL UNITS:</b>	<b>126</b>
<b>02</b>	USE:	TOWNHOUSE/APARTMENTS/ LIVE WORK
	HEIGHT:	5 STORIES (3 LEVELS STRUCTURED PARKING ON REAR)
		8 TOWNHOUSES (1-2 LEVELS FACING NEW STREET) 8 LIVE WORK (3RD LEVEL ABOVE TOWNHOUSES) 40 APARTMENTS (4-5 LEVELS ABOVE STRUCTURED PARKING)
	<b>TOTAL UNITS:</b>	<b>64</b>
<b>03</b>	USE:	RETAIL/ OFFICE/ APARTMENTS/ LIVE WORK/ COFFEE SHOP/OUTDOOR DINING
	HEIGHT:	4 STORIES
		RETAIL/COFFEE SHOP/OFFICE (GROUND FLOOR) 40 APARTMENTS/ LIVE WORK (2-4 LEVELS ABOVE RETAIL)
	<b>TOTAL UNITS:</b>	<b>40</b>
<b>04</b>	USE:	RESTAURANT/APARTMENTS
	HEIGHT:	5 STORIES
		RESTAURANT (7,111 SQFT GROUND FLOOR) 24 APARTMENTS
	<b>TOTAL UNITS:</b>	<b>18</b>
<b>05</b>	USE:	TOWNHOUSES
	HEIGHT:	2 OR 3 STORIES
		14 TOWNHOUSES
	<b>TOTAL UNITS:</b>	<b>14</b>
<b>06</b>	USE:	BREWERY/LOCAL MARKET
	HEIGHT:	2 STORIES/ OR 24 FT
		13,600 SQFT GROUND FLOOR
<b>07</b>	USE:	TOWNHOUSES
	HEIGHT:	3 STORIES
		29 TOWNHOUSES
	<b>TOTAL UNITS:</b>	<b>29</b>
<b>P</b>	PARKING	STRUCTURED- 260 SPACES (3 LEVELS) ON-SITE- 54 SPACES ON-STREET- 107 SPACES TOWNHOUSES- 55 SPACES
	<b>TOTAL PROVIDED:</b>	<b>476 SPACES</b>

**TOTAL # OF UNITS**  
**297**

SCALE  
NORTH



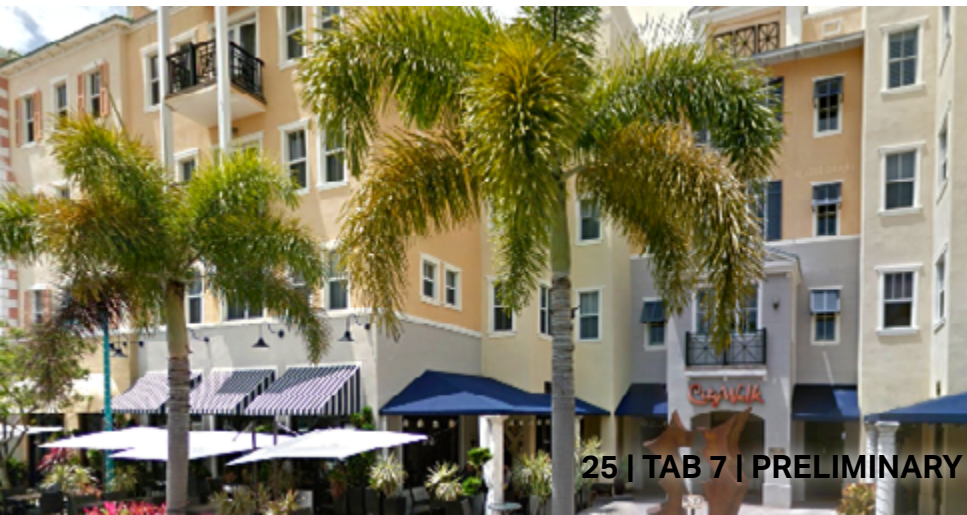
CONCEPTUAL STYLE EXAMPLES



CONCEPTUAL STYLE EXAMPLES



CONCEPTUAL STYLE EXAMPLES






# TAB 8

FORMS AND ADDENDA



<b>DELIVER TO:</b> City of Fort Pierce 100 North U.S. 1 Fort Pierce, FL 34950  <b>MAIL TO:</b> City of Fort Pierce Purchasing Division P.O. Box 1480 Fort Pierce, FL 34954-1480	<b>REQUEST FOR QUALIFICATIONS and QUALIFICATIONS ACKNOWLEDGMENT</b>
<b>Contact:</b> Purchasing Division, 772-467-3749  <b>Pre-Qualification Conference Date:</b> September 13, 2017 at 3:00 PM  <b>Pre-Qualification Location:</b> City Hall, 2nd Floor Conference Room 100 North U.S. 1 Fort Pierce, FL 34950	<b>RFQ No:</b> 2017-023  <b>RFQ Title:</b> <b>KING PLANT PROPERTY REDEVELOPMENT</b>  <b>RFQ Opening Location:</b> City of Fort Pierce Purchasing Division 100 North U.S. 1, 1st Floor Ft. Pierce, Florida 34950
<b>RFQ Due Date &amp; Time:</b> November 8, 2017 at 3:00 PM November 29, 2017 per Addendum #3	If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.
<b>Proposer Name:</b> RMA Real Estate Services, LLC  <b>Mailing Address:</b> 2302 E. Atlantic Boulevard _____ _____	I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer.   Authorized Signature (Manual)
<b>City, State, Zip Code:</b> Pompano Beach, FL 33062  <b>Type of Entity (Check One):</b> <input type="checkbox"/> Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship  <b>Incorporated in the State of:</b> Florida <b>Year:</b> 2009	<b>Typed or Printed Name:</b> Christopher J. Brown  <b>Title:</b> Principal  <b>Delivery in</b> <u>N/A</u> <b>days.</b> <b>ARO</b>
<b>Phone Number:</b> 954 695 0754  <b>Fax Number:</b> 754.222.8091  <b>E-Mail Address:</b> info@ma.us.com	<b>Payment Terms:</b> Net 30 Days  <b>FEIN or SS Number:</b> 26-4367102  <b>Local Business:</b> <input type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/> N <b>MWBE:</b> <input type="checkbox"/> Y <input type="checkbox"/> N
<b>Bid Security Is attached, when required, in the amount of \$</b> <u>N/A</u>  <b>F.O.B. DESTINATION</b>	If returning as a "No Bid" state reason: N/A
<b>THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID</b>	

**DECLARATION OF INTEREST**

Each respondent shall execute a Declaration of Interest in substantially the following form:

The undersigned, as Respondent, declares that the only persons interested in this Statement of Qualifications submitted in response to this Request for Qualifications are named herein, that no other person or entity has any interest in this Statement of Qualifications or any Proposal which may arise out of the Statement, that this Statement of Qualifications is submitted without connection or arrangement with any other person and that this Statement of Qualifications is true and correct and is in every respect fair, in good faith, and without collusion or fraud.

The Respondent further declares that he/she/it has complied in every respect with all of the instructions to respondents, that he/she/it has read the Request for Qualifications and any addenda [which addenda shall be listed in the declaration] which may be issued and that he/she/it has satisfied himself/herself fully with regard to all matters and conditions with respect to the Proposal.

RMA Real Estate Services, LLC

\_\_\_\_\_  
Name of Firm, Individual or Corporation



Signature

Signature

Principal

(Title)

(Title)

Signature

Signature

(Title)

(Title)

**DRUG-FREE WORK PLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that RMA Real Estate Services, LLC \_\_\_\_\_ does:

*(Name of Business)*

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



\_\_\_\_\_  
Proposer's Signature

11.20.17

\_\_\_\_\_  
Date

**CITY OF FORT PIERCE PROPOSER'S CHECKLIST**

This checklist is provided to assist each Proposer in the preparation of their proposal response. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline - it is the responsibility of each Proposer to read and comply with the Request for Qualifications in its entirety.

Check "Yes" or "No" to each of the following:	YES	NO
Is Request for Qualifications cover page (page 35) completed, signed and attached?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Include proof of proper licensing as stated in qualification documents.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Qualifications envelope is marked accordingly.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is Drug-Free Workplace form signed and enclosed (if applicable)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is Declaration of Interest form signed and enclosed?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are eleven (11) complete qualifications packages included (one original and ten copies and 1 digital copy)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is each Addendum (when issued) signed and included?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**PLEASE SIGN AND RETURN WITH QUALIFICATION**



Proposer's Signature

11/20/17

Date

September 13, 2017

CITY OF FORT PIERCE

REQ NO. 2017-023




FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 1

The purpose of this addendum is to reschedule the Pre-Proposal Meeting from 3:00PM, Wednesday, September 13, 2017 to:

3:00 PM, WEDNESDAY, OCTOBER 4, 2017

Please acknowledge receipt of this addendum and include it with your submittal.

Signature:  \_\_\_\_\_ Manual

Signature: Christopher J. Brown \_\_\_\_\_ Typed or Printed

Company Name: RMA Real Estate Services, LLC \_\_\_\_\_

Address: 2302 E. Atlantic Boulevard \_\_\_\_\_

Pompano Beach, FL 33062 \_\_\_\_\_

Date: 11.20.17 \_\_\_\_\_

/gm

Addendum No. 1

RFQ: NO. 2017-023

September 13, 2017

CITY OF FORT PIERCE

RFQ NO. 2017-023



FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 2

The purpose of this addendum is to **extend the last day of questions** pertaining to this bid from Wednesday, November 1, 2017 at 5:00 pm to:

**5:00 PM, WEDNESDAY, NOVEMBER 22, 2017**

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: \_\_\_\_\_ Manual

Signature: Christopher J. Brown

Company Name: RMA Real Estate Services, LLC Typed or Printed

Address: 2302 E. Atlantic Boulevard

Pompano Beach, FL 33062

Date: 11.20.17

/gm

**Addendum No. 2**

**RFQ: NO. 2017-023**

September 13, 2017

CITY OF FORT PIERCE

RFQ NO. 2017-023



FORMER H.D. KING PLANT SITE REDEVELOPMENT

ADDENDUM NO. 3

The purpose of this addendum is to extend the Due Date from Wednesday, November 8, 2017 at 3:00 pm to:

3:00 PM, WEDNESDAY, NOVEMBER 29, 2017

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: *Christopher J. Brown* \_\_\_\_\_

Manual

Signature: Christopher J. Brown \_\_\_\_\_

Typed or Printed

Company Name: RMA Real Estate Services, LLC \_\_\_\_\_

Address: 2302 E. Atlantic Boulevard \_\_\_\_\_

Pompano Beach, FL 33062 \_\_\_\_\_

Date: 11.20.17 \_\_\_\_\_

/gin

**Addendum No. 3**

**RFQ: NO. 2017-023**

