

# 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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# 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:

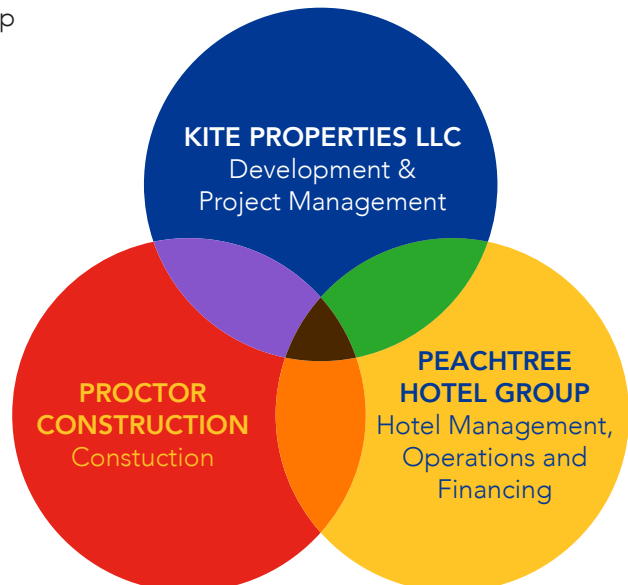
- Kite Properties LLC, a Florida Limited Liability Company
- Proctor Construction Company, a Florida Corporation
- Peachtree Hotel Group, a Georgia Group

3. Respondent's Organization Structure.

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

---

*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.

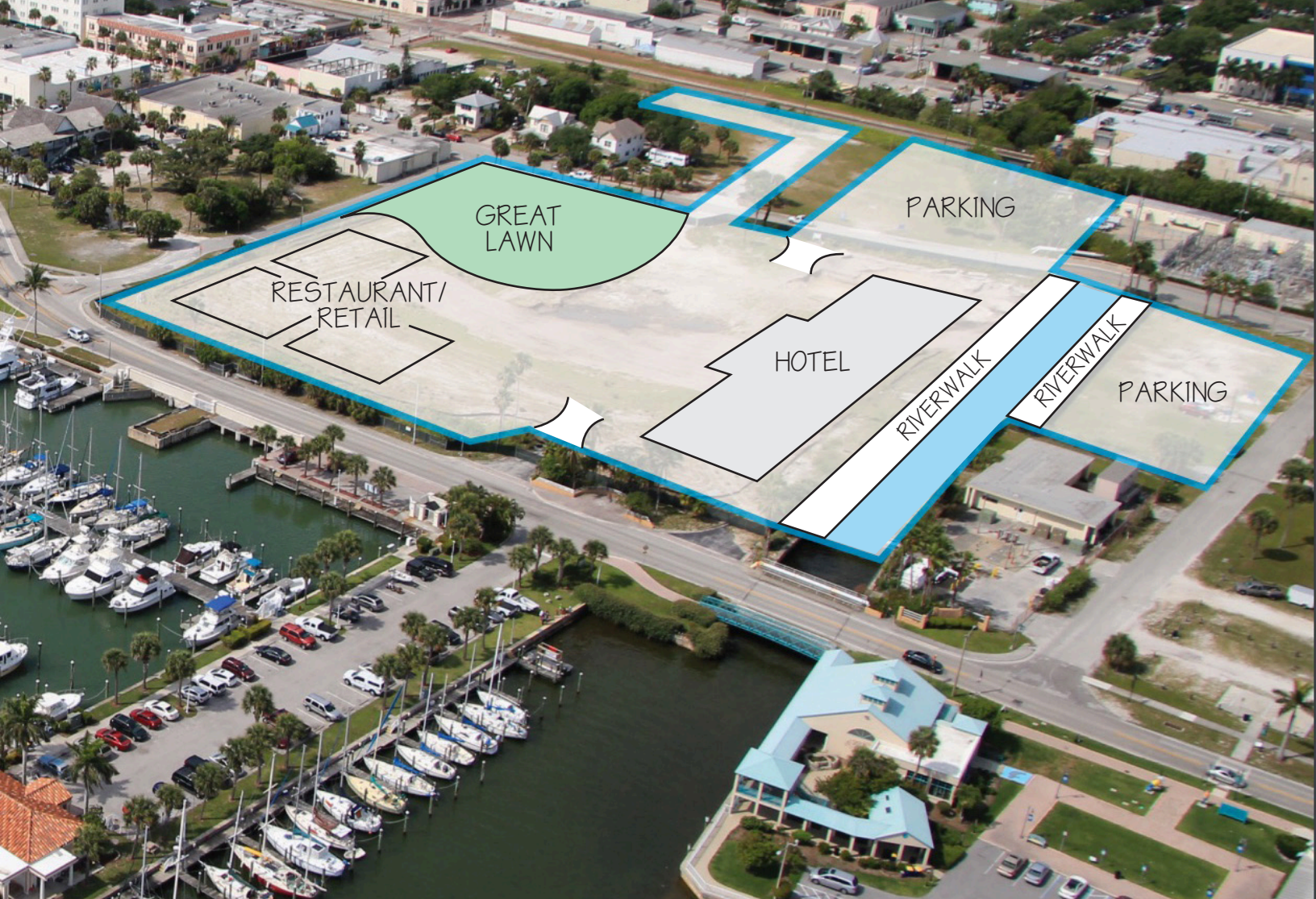
In our preliminary design concept, we anticipate three to six building structures. One building will be a four story hotel. The other buildings will consist restaurant(s) and shops in a village type atmosphere. Community gathering areas and parking will be interspersed on the site.

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.

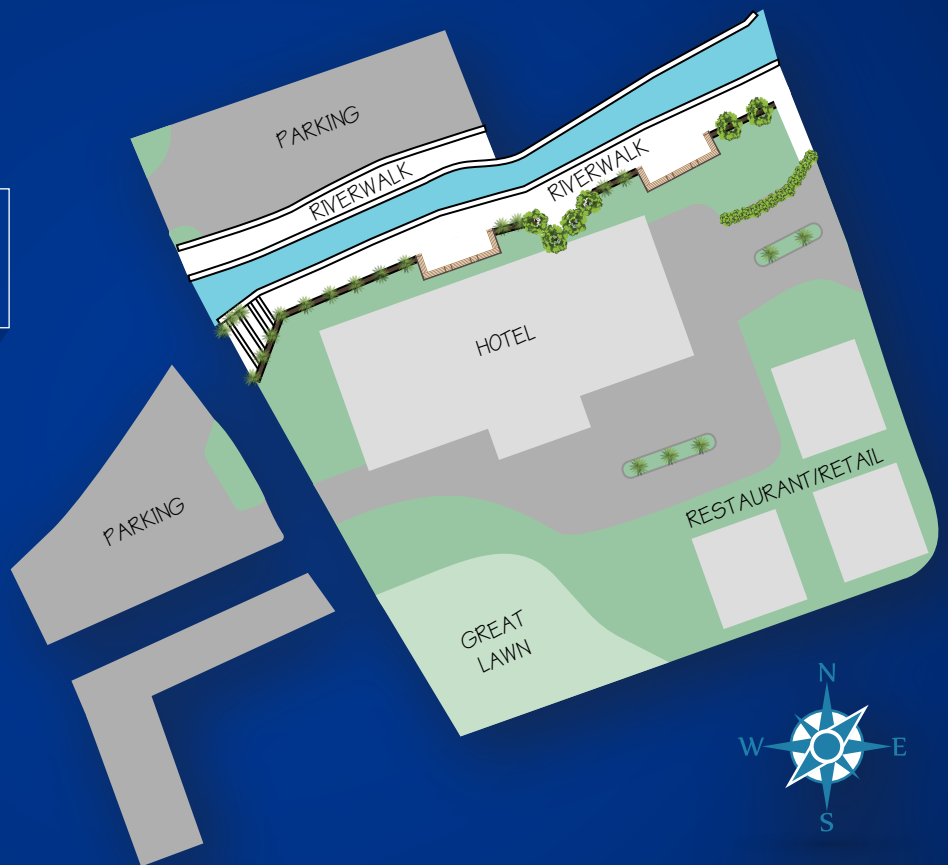
4. Description of special amenities or design features anticipated to be included in the development program.

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

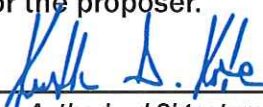


EAST  
VIEW



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	<b>RFQ No:</b> 2017-023
<b>Pre-Qualification Conference Date:</b> September 13, 2017 at 3:00 PM	<b>RFQ Title:</b> <b>KING PLANT PROPERTY REDEVELOPMENT</b>
<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> n/a <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> n/a  <b>F.O.B. DESTINATION</b>	<b>If returning as a "No Bid" state reason:</b>
<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.

**Kite Properties LLC**

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



\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

**Managing Partner**

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

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

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

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

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

**DECLARATION OF INTEREST**

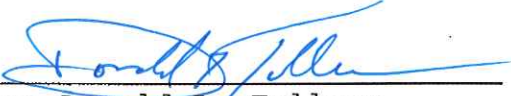
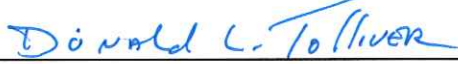
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Proctor Construction, LLC.

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.
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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



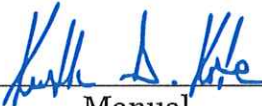
FORMER H.D. KING PLANT SITE REDEVELOPMENT

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>INSURER A :</b> AUTO OWNERS INS CO	<b>NAIC #</b> 18988
	<b>INSURER B :</b>	
	<b>INSURER C :</b>	
	<b>INSURER D :</b>	
	<b>INSURER E :</b>	
	<b>INSURER F :</b>	

**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"/> COMMERCIAL GENERAL LIABILITY <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>
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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

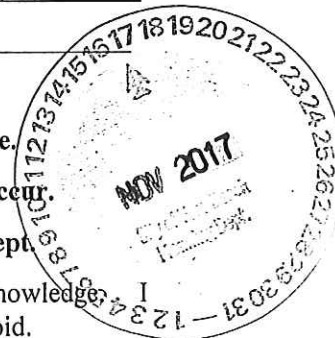
Please note the following:

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

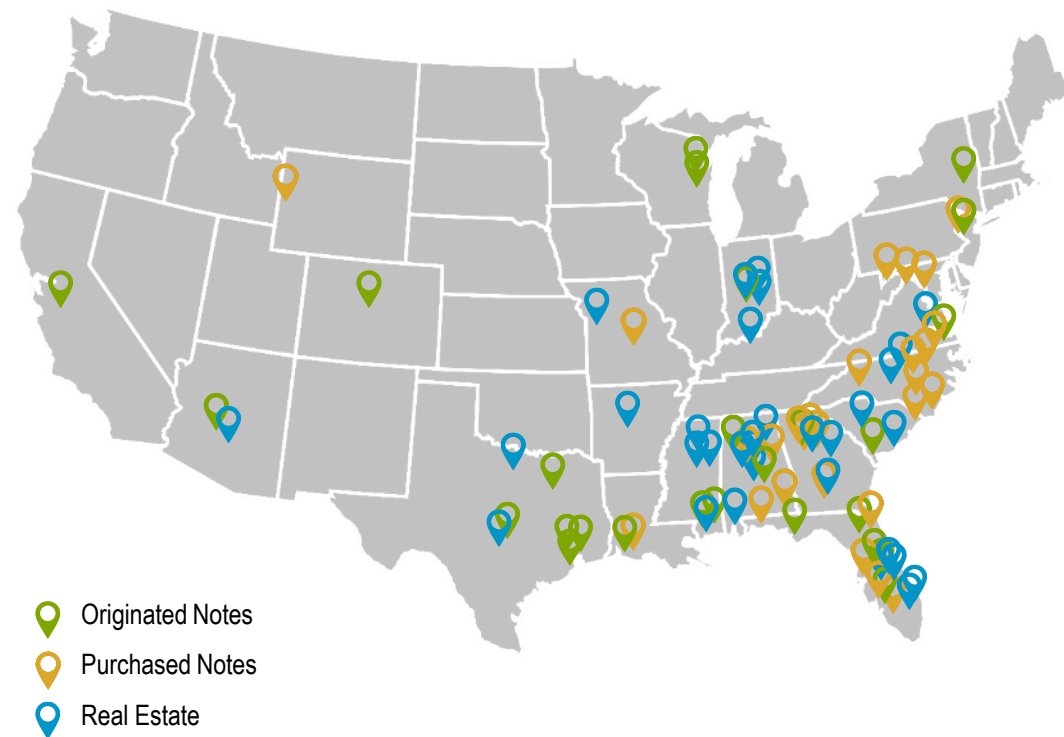


**\$575+ MILLION EQUITY**

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

Ref.	Property	City	State	Number of Rooms	Open Date
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

Ref.	Property	City	State	Number of Rooms	Projected Open Date
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

Ref.	Property	City	State	Number of Rooms	Date Acquired
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

...

§ 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

...

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

## PAGE 2

§ 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



...

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

Bradford Electric — Tomas Patri 561.747.0656      Complete Electric – 772.388.0533

VBR –Steve Bischoff 772.770.3782

...

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

...

Travelers Casualty and Surety Company of America

...

Matson Charlton Surety Group 305.662.3852  
Mr. John W. Charlton  
700 S. Dixie Highway, Suite 100  
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**

**§ 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.

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Title: President/COO

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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

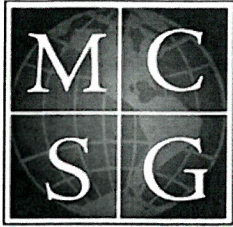
Project Name	Owner	Architect	Value	% Complete	Completion Date
HarborChase of Wildwood Assisted Living Facility	CD-HRA (Wildwood), LLC	O'Keefe-Painter Architects, LLC	\$16,500,000	75%	February 2018
HarborChase of Wellington Crossing Assisted Living Facility	Silverstone Healthcare Company, LLC	Architectural 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





MATSON-CHARLTON  
SURETY GROUP

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

---

**MATSON-CHARLTON SURETY GROUP**

700 South Dixie Highway, Suite 100 • Coral Gables, FL 33146

Phone: 305.662.3852 • Fax: 305.661.9948

NASBP Member



## 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

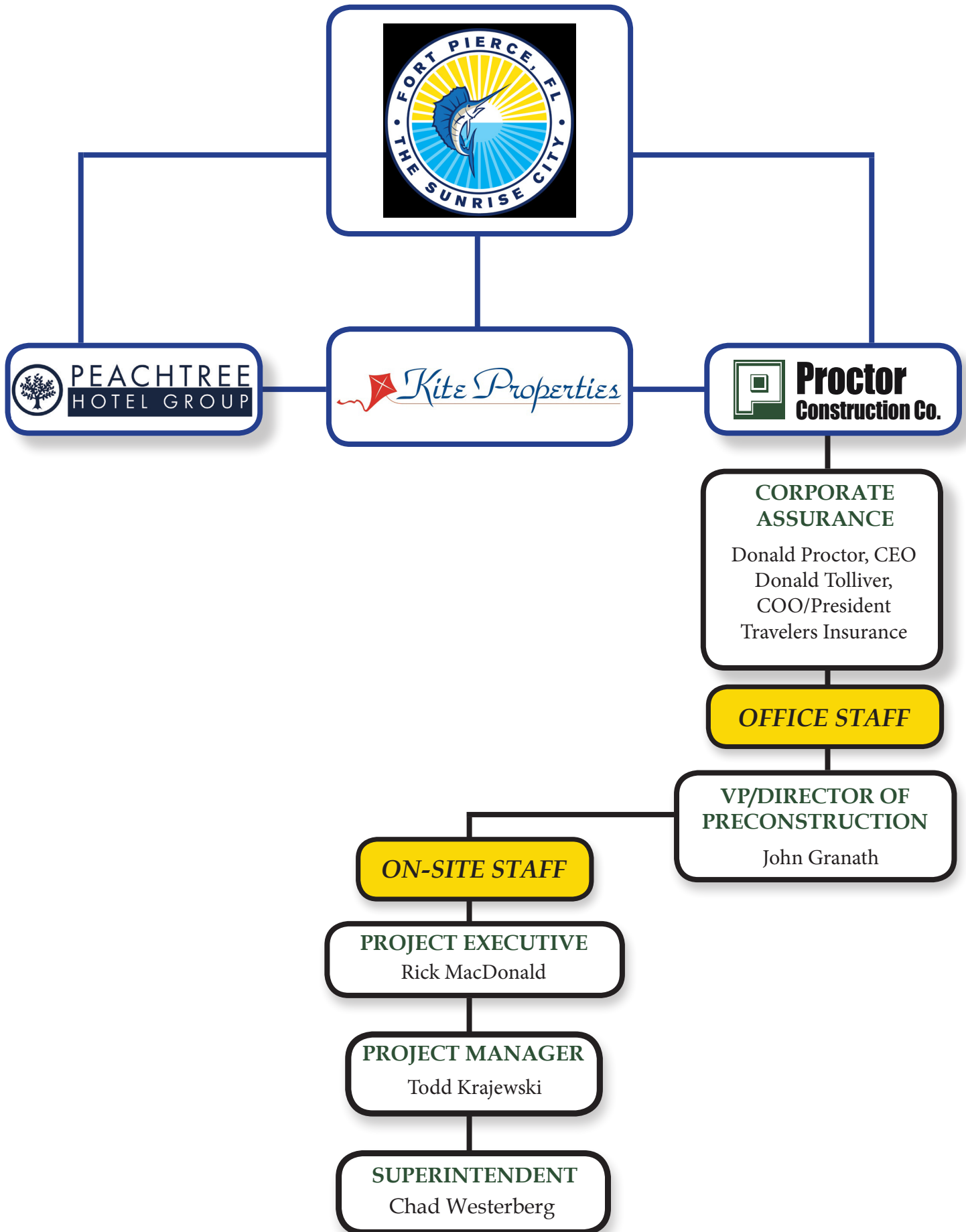


## Hampton Inn & Suites

Proctor Construction Company constructed this 3 story, 64,000 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*







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 that reads 'Patricia Pitts'. The signature is fluid and cursive, with a large initial 'P'.

Patricia Pitts  
President



## Vero Beach Hotel & Spa

Proctor Construction Company built the award winning Vero Beach Hotel and Spa which is 160,000 square feet of premium finishes containing a high end restaurant, spa and fitness center.

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

