

STATEMENT OF QUALIFICATIONS

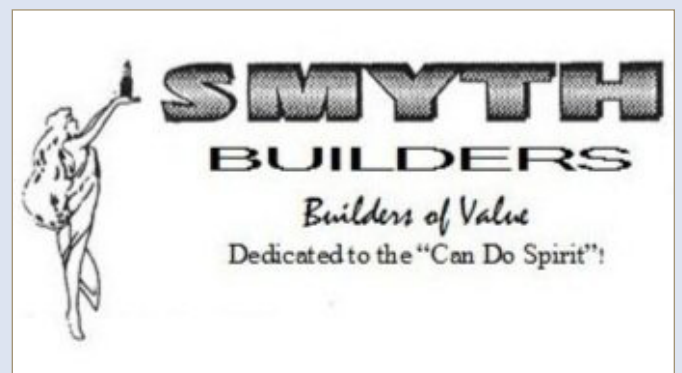
REDEVELOPMENT OF FISHERMAN'S WHARF

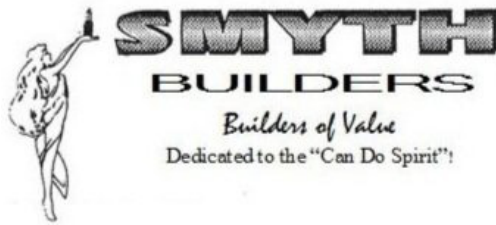


City of Fort Pierce
Attn: Purchasing Division
100 North U.S. 1
Fort Pierce, Florida 34950

RFQ NO. 2020-023

DUE: 3:00 PM, WEDNESDAY 09/16/2020





September 16, 2020

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

Reference: Fisherman’s Wharf Redevelopment - RFQ 2020-023

Dear Sir or Madam,

I would like to submit this Statement of Qualifications (SOQ) in response to the City of Fort Pierce’s Fisherman’s Wharf Redevelopment RFQ 2020-023. Myself, my company, Smyth Builders, Inc., and my team have been successfully and quietly producing projects in the City of Fort Pierce for over 33 years.

In 2015 we proposed the development of Fisherman’s Wharf by creating a site plan that was influenced by citizens at large, business professionals and land planners. The outcome of the site plan is enclosed for your review. This site plan still holds true today, although some properties have changed owners, the concept is solid and fits perfectly with the Community Input Survey you produced.

City Community Input Survey	Smyth Builders Site Plan
Marine related commercial	→ Dock space for charter and private boats
Marine related public/recreational	→ Floating docks for public and recreational use
Marine related transportation	→ Water taxi proposed and passed by CRA
Residential housing	→ 3rd and 4th floor residential units
Outdoor event space	→ Amphitheater partially enclosed
Multi-purposed indoor event space	→ Yacht club and meeting facilities
Restaurants	→ First floor restaurants and eateries
Nightlife/entertainment/bars	→ Restaurants and bars
Retail/shops	→ Retail shops 1st floor and theater
Hotel	→ 120 room flag hotel
Offices	→ 2nd floor offices iwth waterfront view
Parks/greenspace/playgrounds	→ Observation tower for public use
Parking	→ Surface parking
	Lighted sidewalk connectivity to downtown
	Boat ramp for public use

The similar characteristics of our site plan and the Community Input Survey are obvious and spot on.

While there is some concern that existing businesses could suffer, I submit that they will be included in any design and will be made part of the plan. For instance, the relocation of the Beyel Brothers to pave the way for development, as keeping them in their current location would negate any progress for the future.

Our team stands ready to move forward with planning and development of this project and is open to cooperation, which is necessary, but not limited to: alternative sites, retaining ownership of certain portions of waterfront, grants, Corps of engineers applications and sale of certain portions or uplands to meet legal requirements.

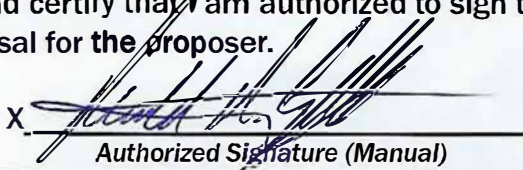
We have also received unanimous approval for a Water Taxi route via the Community Redevelopment Agency, which I believe is on hold due to the current health climate but is wanted and needed to meet public access and transportation needs.

The financial obligations of this project will be determined by the successful approval of a site plan, meaning different companies will participate in their individual expertise and business models and will be managed by a public/private joint venture. This concept has been successful in Jacksonville with "The Landing" along the downtown waterfront and many other public/private projects.

Sincerely,



Harold H. "Buzz" Smyth
President
Business & Development Consultant
Member, Tourist Development Council
President of "Citizens for Clean Air & Water"
State Certified Building Contractor #CBC1251321
"Realtor" Ross Island Realty
Commercial Pilot
Veteran, US Navy SEABEE

<p>DELIVER TO: City of Fort Pierce 100 North U.S. 1 Fort Pierce, FL 34950</p> <p>MAIL TO: City of Fort Pierce Purchasing Division P.O. Box 1480 Fort Pierce, FL 34954-1480</p>	<p>REQUEST FOR QUALIFICATIONS/ PROPOSALS</p>
<p>Contact: Purchasing Division, 772-467-3749</p>	<p>RFQ/P No: 2020-023</p>
<p>Pre-Qualification Conference Date: June 24, 2020 at 2pm</p>	<p>RFQ/P Title: FISHERMAN'S WHARF</p>
<p>Pre-Qualification Location: City Hall 2nd Floor Conference Room 100 North U.S. 1 Fort Pierce, Florida 34950</p>	<p>RFQ/P Opening Location: City of Fort Pierce Purchasing Division 100 North U.S. 1, 1st Floor Fort Pierce, Florida 34950</p>
<p>RFQ Due Date & Time: July 8, 2020 at 3pm RFP Due Date & Time: TBD</p>	<p>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.</p>
<p>Proposer Name: <u>SMYTH BUILDERS INC</u></p> <p>Mailing Address: <u>PO BOX 13088</u></p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>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.</p> <p style="text-align: center;">  X. _____ Authorized Signature (Manual) </p>
<p>City, State, Zip Code: <u>FORT PIERCE FL 34979</u></p>	<p>Typed or Printed Name: <u>HAROLD H. SMYTH</u></p>
<p>Type of Entity (Circle One): <u>Corporation</u> Partnership Proprietorship</p>	<p>Title: <u>PRESIDENT</u></p>
<p>Incorporated in the State of: <u>FL</u> Year: <u>1983</u></p>	<p>Delivery in _____ days, ARO</p>
<p>Phone Number: <u>772 201 8230</u></p>	<p>Payment Terms: Net 30 Days</p>
<p>Fax Number:</p>	<p>FEIN or SS Number: <u>52-2391475</u></p>
<p>E-Mail Address: <u>SMYTHBUILD@GMAIL.COM</u></p>	<p>Local Business: <input checked="" type="checkbox"/> Y <input type="checkbox"/> N MWBE: <input type="checkbox"/> Y <input checked="" type="checkbox"/> N</p>
<p>Bid Security is attached, when required, in the amount of \$ _____ <u>F.O.B. DESTINATION</u></p>	<p>If returning as a "No Bid" state reason:</p>

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 Proposals 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.

SMYTH BUILDERS INC

Name of Firm, Individual or Corporation



Signature

Signature

PRESIDENT

(Title)

(Title)

Signature

Signature

(Title)

(Title)

DRUG-FREE WORK PLACE FORM

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

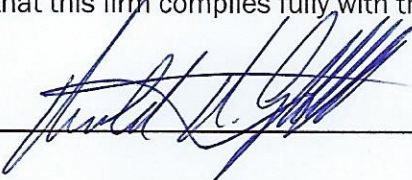
SMYTH BUILDERS INC

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

7-7-20

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 Proposal cover page completed, signed and attached?	✓	
Include proof of proper licensing as stated in qualification documents.	✓	
Is Drug-Free Workplace form signed and enclosed (if applicable)?	✓	
Is Declaration of Interest form signed and enclosed?	✓	
Are 6 complete packages included? (1 original, 5 printed copies and 1 digital copy)	✓	
Is each Addendum (when issued) signed and included?	✓	

PLEASE SIGN AND RETURN WITH QUALIFICATION



 Proposer's Signature

7-7-20

 Date



CITY FORT PIERCE
REDEVELOPMENT OF FISHERMAN'S WHARF

RFQ-P NO. 2020-023

ADDENDUM NO. 1

The purpose of this addendum is to respond to questions submitted by the potential proposer for clarification of the specifications, provide additional information and extend the due date.

QUESTIONS/ANSWERS

1. **QUESTION:** Can you confirm this is a mixed-used development- and if so- what is the desired design style of the mixed -use development?
2. **ANSWER:** **Yes. The City/FPRA is seeking creative development proposals that incorporate the elements and guiding principles outlined in the solicitation based on board member and community input. The City/FPRA envisions the Fisherman's Wharf area to be a destination that serves as a buffer between the Downtown and working port area. The City/FPRA is looking for a proposer's creativity in design.**
2. **QUESTION:** Can a higher density be proposed?
- ANSWER:** **Yes, the subject properties will require a Future Land Use and Zoning Map amendments in order to develop a mixed-use project.**
3. **QUESTION:** Since Ocampo and Associates (Architects) completed the initial study/plan, are they exempt from pursuing this solicitation either as a Prime or as part of a Team?
- ANSWER:** **No firms have been excluded in participating.**
4. **QUESTION:** Is there any budget associated with this project?
- ANSWER:** **There is no budget associated with this RFP.**
5. **QUESTION:** Are there any requirements for LEED/Green Build Certification?
- ANSWER:** **There are no requirements for LEED/Green Build certification, but they are encouraged.**
6. **QUESTION:** Has there been any discussion about an unsolicited proposal or P3?
- ANSWER:** **The City is open to all proposals.**

7. **QUESTION:** Can you provide some insight as to what the City is looking for what are their goals?
- ANSWER:** **The goals are listed on page 5 of the solicitation document.**
8. **QUESTION:** Is there a timeframe associated with this project?
- ANSWER:** **The City does not have a predetermined timeframe.**
9. **QUESTION:** Is it possible to extend the due date because July 8 is only two weeks from the pre-submittal meeting of June 24?
- ANSWER:** **It is possible; however, the first phase of the solicitation process is a statement of qualifications due on July 8. Proposal will not be due until a late date.**
10. **QUESTION:** Can a Team of Professionals Architects, Engineers, Contractors submit their qualifications if they do not yet have a developer on their team?
- ANSWER:** **Yes, the RFQ calls for proposals from qualified individuals, developers or firms.**
11. **QUESTION:** Will the Environmental Assessment report be sent?
- ANSWER:** **Yes, see attached**
12. **QUESTION:** We have researched to the best of our ability but have not been able to see a price for the Land. Does the City intend to "give" the land away for the redevelopment or is there a Land price?
- ANSWER:** **The City/FPRA will consider all acquisition types.**
13. **QUESTION:** We also found another master plan for the area (much larger site) that was done in 2017 by Culpepper & Terpening Engineers and EDSA. The City has done his exercise a few times. Can you tell us why the site is much smaller now?
- ANSWER:** **The master plan incorporates the surrounding parcels owned by outside entities, This RFQ/P includes only the City/FPRA owned parcels.**
14. **QUESTION:** Would the City consider buying/adding adjacent properties to the project.
- ANSWER:** **This has not been discussed at this time.**

ADDITIONAL INFORMATION

Also, attached are the following documents requested during the Pre-Qualification Meeting held June 24, 2020:

- Survey
- Environmental Study
- Boat Ramp Plans

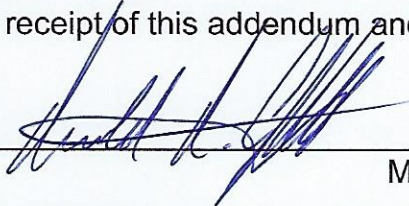
EXTENSION OF DUE DATE

The submission due date has been changed from 3:00PM, July 8, 2020 to:

3:00PM, August 5, 2020

All other conditions of this bid remain the same.

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

Signature:  _____
Manual

Signature: HAROLD H. SMYTH _____
Typed or Printed

Company Name: SMYTH BUILDERS INC _____

Address: PO BOX 13088 _____
FORT PIERCE, FL 34979 _____

Date: 7-7-20 _____

- Attachments:
- Development Study
 - Environmental Site Assessment
 - Surveys
 - Boat Ramp Plans

July 30, 2020



CITY OF FORT PIERCE
REDEVELOPMENT OF FISHERMAN'S WHARF

RFQ-P NO. 2020-023

ADDENDUM NO. 2

The purpose of this addendum is to extend the due date from 3:00PM, August 5, 2020:

3:00 P.M., WEDNESDAY, SEPTEMBER 16, 2020

All other conditions of this bid remain the same.

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

Signature: [Handwritten Signature] Manual

Signature: HAROLD H. SMYTH Typed or Printed

Company Name: SMYTH BUILDERS, INC.

Address: PO BOX 13088
FORT PIERCE, FL 34979

Date: 8-6-2020

/gm

Table of Contents

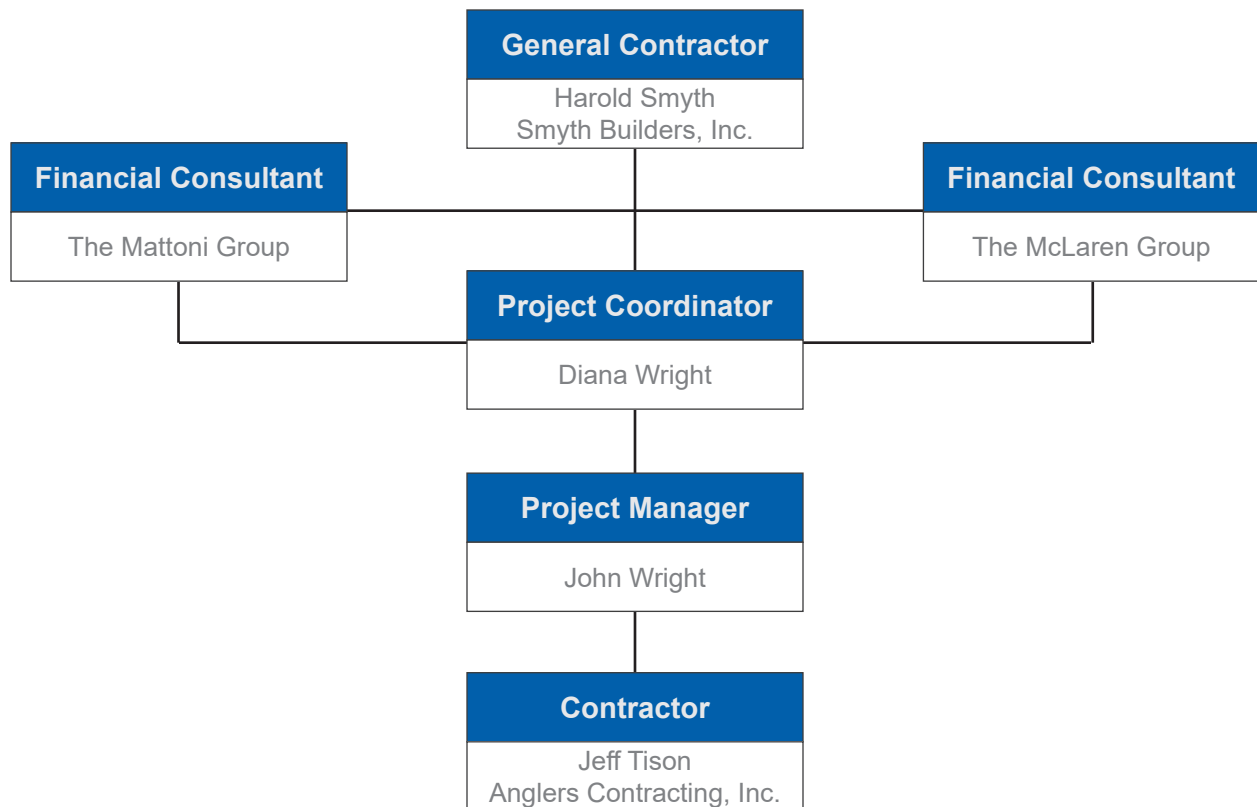
Cover Letter	
Request for Qualifications/Proposals Form	
Declaration of Interest Form	
Drug-Free Work Place Form	
City of Fort Pierce Proposer's Checklist	
Addendum No. 1 Signed	
Addendum No. 2 Signed	
Qualifications and Experience	1
Development Team	1
Business Organization	8
Experience in the Field	8
Diversity of Services	8
Financial Capacity	8
Professional and Project References	8
Experience to Successfully Undertake This Project	9
Experience with Similar Waterfront Redevelopment	9
Successful Incorporation of Public Space into Past Development Projects	9
Proven Capacity to Deliver the Project Goals	9
Project Understanding and Approach	9
Understanding of City's Goals and Desires for the Project	9
Approach to Evaluating the Market and Determining the Mix of Uses	9
Approach to Incorporating Public Space	10
Approach to Working with the City in crafting an Ultimate Plan	10
Educational Component	10
Approach to Project financing and Determining Use of Incentives	11
Representative Development Projects	13
Ability to Secure Financing Large-Scale Development Projects	18
Preliminary Development Concept	21
Appendices	
Minority Participation and outreach Program	
Certificate of Insurance	
Business Tax Receipt (Occupational License)	

Qualifications and Experience

Development Team

In support of the City of Fort Pierce's efforts, Smyth Builders, Inc. has assembled a streamlined dedicated team for the Fisherman's Wharf Redevelopment Statement of Qualifications (SOQ).

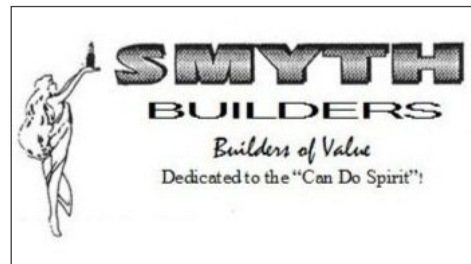
Our key staff is presented in the organizational chart below. Project support services will be provided by subconsultants on an as-needed basis.



An introduction to each team member can be found on the following pages.

General Contractor – Harold “Buzz” Smyth

As general contractor, Harold Smyth brings over 38 years of heavy construction, marine construction, airport construction, surveying, blueprint reading, architectural drafting and so much more to this project. Mr. Smyth is a diversified professional with superior real-estate knowledge of master plans, codes, ordinances, engineering, cost control and marketing.



Mr. Smyth also is accomplished in the following areas:

- Public speaking
- Personal and business planning
- Legislative issue campaigns
- Business assessment and action
- Event management
- Business/government staff liaison
- International awareness
- Coalition building
- Recreational and educational tour guide

Mr. Smyth adheres to the philosophy that “the difficult we do immediately, the impossible takes just a little longer.”

Notable Achievements

- Spearheaded his 2,000 man company’s special services, while stationed on Diego Garcia island, to raise and renovate a sunken 60-foot sailboat for use as a marina.
- Transformed an old building in down-town Ft. Pierce into an idyllic, picturesque, collection of shops and restaurants, while maintaining the old charm and character of the architecture and complying to the new codes and building requirements.
- Established a joint venture to recycle waste construction material that will produce raw material for manufacturing processes.
- Managed the design, permitting and building of a large fixed base operator (FBO) facility at the local international airport. This required solving problems of land utilization, providing approved fire safety, and coordinating taxi way extensions and intersections with the airport authority.
- Transformed an abandoned water front motel into a boutique destination by creating activities and events while applying basic hospitality concepts, which resulted in a successful resort.



Financial Consultant – Mattoni Group®

Founded in 2009, Mattoni Real Group® is a private equity real estate investment firm that specializes in placing equity and debt with experienced operating and development partners working on transformative projects. The firm built a national reputation for transparency, reliability, flexibility, and velocity in acquiring and financing real assets. Mattoni Group® exists to be the bridge between best in class managers/operators and investor capital. They leverage their network, relationships, creativity and education to create amazing spaces for people to live better lives. Mattoni Group® is focused on adding value to its acquisitions through operational improvements and optimized capital structures.



The keys to Mattoni Group's® investment strategy are identifying arbitrage real estate investment opportunities, capitalizing on micro-market imbalances, and hedging risk across geographies. Mattoni Group's® partners with proven operators and developers who are highly keen on their local, regional, and national market's knowledge.

Mattoni Group® broadly targets real estate investments that meet their acquisitions criteria. Their areas of investment interest include: enhancing value through development or smart value-added improvements, complex transactions requiring special flexibility and partnership sensitivity, as well as opportunities to restructure distressed assets.

Mattoni Group® customizes investments to the specific needs of their partners and project requirements. They create value through the design of mutually beneficial ownership structures that satisfy partners and investors alike. They focus heavily on prudent underwriting and value creation throughout the investment life cycle. Their realized investments include:

- Ground-up development
- Deleverage overcapitalized assets
- Capital constraints
- Redevelopment opportunities
- Under-market opportunities
- Broken partnerships
- Distressed sponsors
- Under-managed assets
- Direct investments

Their current portfolio and realized investments consist of a diversified mix of real estate assets including multi-family, office, retail, industrial, and specialty product types. Mattoni Group® focuses on risk-adjusted investments with an eye on capital preservation. Their unique platform enables them to evaluate special situations and deliver rapid responses to operating partners and investors alike.

Financial Consultant – McLaren Group of Companies

McLaren Group of Companies (McLaren) was established in 2001 and operates in construction, property and development in the UK and UAE. They are passionate about creating spaces that inspire and serve customers in the private and public sector. Their core markets include:
Commercial offices



- Mixed-use buildings
- Residential
- Retail
- Education
- Distribution and logistics
- Hotels and leisure

They are privately owned with around 700 colleagues who contribute to the continued growth of the business. In the year to 31 July 2019, the group saw its turnover increase by 11 per cent to £650.9m.

With extensive experience in developing mixed use projects, McLaren Construction and McLaren Property have the advantage of being able to undertake complex schemes that encompass a wide range of work disciplines.

Their abilities in different disciplines and track record in mixed use venues give them a significant advantage in complex developments, enabling them to satisfy any element of design and engineering.

Their experience in the luxury hotel sector spans the globe, with projects in the Middle East, United States, Russia and Europe earning them an exemplary reputation for meeting the most detailed design specifications.

McLaren has an excellent track record in retail construction, refurbishment and fit out projects for major food retailers and blue chip retail developers. They have vast experience of working on live retail projects and recognize the need to ensure minimal disruption to the local shopping environment and surrounding community. They also recognize the need to protect their customers' market share.

The McLaren Group has worked extensively across the high end residential sector with projects in private residences, multi story new build city apartments, and luxury developments in central London and around the UK. Their expertise enables them to deliver the highest quality product. Working from initial design concept through to final completion,

McLaren's Social Conscience Policy Objectives are focused around three key areas of impact:

- Add value to local communities
- Inspire and motivate individuals
- Create a positive perception of the construction industry through community outreach

Project Coordinator – Diana Wright

Diana Wright earned her Bachelor's & Masters in Professional Accounting from the University of Miami, she has spent the majority of her career helping companies of all sizes and facing financial & legal challenges while serving as a Expert Consultant for U.S Federal Judges, the U.S. Trustee's Office and Court Appointed Receivers.

Diana has a keen understanding of internal and external influences facing companies in all stages of the business cycle and takes them into consideration to develop the most effective strategies for a successful business operation.



Notable cases:

- Indian Creek Condos at Miami Beach - what started as a failed Condo Development, Mrs. Wright was able to miraculously turnaround by securing adequate lender financing, renegotiate unfavorable contractor/vendor agreements, and examining Contractor change orders with a fine tooth comb saving millions of dollars for stakeholders. Now Indian Creek Condos stands proud on Millionaires Row in North Miami Beach. Its elliptical structure housing an atrium lobby that stretches three stories and 42 exclusive condominiums in 25 stories. This elite building, built in 2006, is close by South Beach. Each unit is either 2 or 3 bedrooms and each story has no more than two residences per floor that range from 1,300 to 2,800 square feet.
- Levitt & Son Home Builders and Subsidiaries – the Iconic Levittown Homebuilder, she managed the day-to-day financial operations, grant applications, negotiations with City and County Council. Her expertise was an integral part of the successful restructuring of the Builder after the 2007 Housing Collapse.
- Atlas Traffic Management - Provides specialty contracting services to state Departments of Transportation, including traffic management systems, related IT installations, and roadside construction services. During her time at Atlas, she helped structure the successful APA between Atlas Management and Mastec North America, Inc. By providing insightful project cost analysis, and future value projections. In addition to serving as the Liaison between C-Suite Professionals, Corporate Attorneys, and SEC Attorneys to consummate the sale.

Diana has served as a Financial Consultant for several Fortune 500 and Major Regional corporations.

Project Manager – John Wright

As project manager, John Wright brings over 20 years of experience of serving the Water Sports industry in Europe and now in our little town of Fort Pierce.

Mr. Wright was born and raised in London, England. Like many cold-weary Northerners, he moved to Marbella, Spain where he and his father started Aqua Caliente, a Boutique Jet ski and Boat Rental business.

Over the course of 15 years, they perfected their ability to deliver quality service at affordable prices. Allowing them to expand to a total of 6 locations in some of the most Exclusive Resorts in Spain, after a great run they decided to sell the business in 2009.

After his success in the Marine Tourism Industry. John, a PGA Tour Professional, moved to Florida in 2010 in order to resume competing. However, once he arrived in Florida, he met his wife and life changed direction.

In total, Mr. Wright acquired and managed nearly \$270M in real estate assets, during which time he acted as fiduciary to numerous banks, high-net worth individuals, and institutional capital partners during one of the most turbulent Real Estate Markets in recent US History.

His arrival coincided with the US Housing Market Crash otherwise known as "The Great Recession". Mr. Wright, along with his new wife, saw opportunities in acquiring distressed assets, secured non-performing notes, and completing abandoned Single Family, Multi-Family, and Condominium projects.

In total, Mr. Wright acquired and managed nearly \$270M in real estate assets, during which time he acted as fiduciary to numerous banks, high-net worth individuals, and institutional capital partners during one of the most turbulent Real Estate Markets in recent US History.

Through his real estate investments and the subsequent recovery of the US Housing Market, Mr. Wright landed in the Beautiful City of Fort Pierce. In 2017, his son Logan was born – a Fort Pierce Native.

Mr. Wright remains active in Real Estate and concurrently established a successful Boutique watercraft rental business – Salty's Watersport in the Fort Pierce area, which has strategically expanded up the Treasure Coast.



Mr. Wright's unique set of skills in Real Estate, Marine Tourism, and his love and commitment to Fort Pierce makes him an invaluable team member to the Redevelopment of the Historic Fisherman's Wharf.

Contractor – Jeff Tison

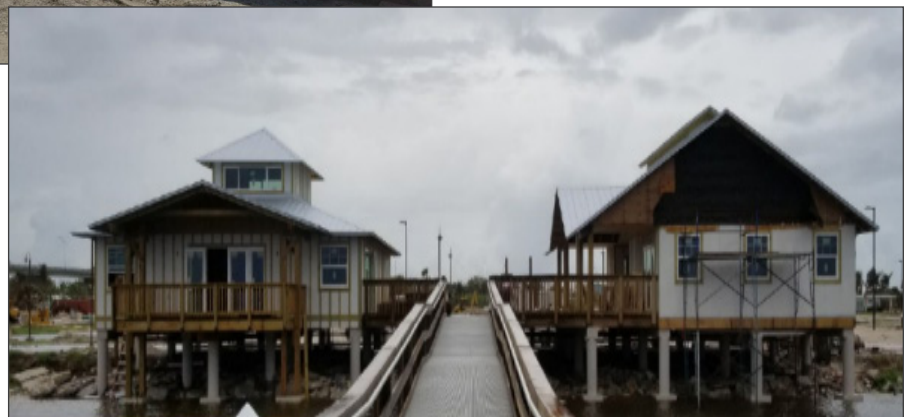
As contractor, Jeff Tison brings over 35 years of experience in the construction industry and is a Minority Business Enterprise (MBE) located in Fort Pierce. Mr. Tison has completed several projects from large commercial site work and commercial units to residential remodels.

Their latest job was an 18-month project at a Marina that included collaboration with sub-contractors to complete site work, commercial buildings, and sidewalks. On another one of their projects, they sent a crew out for finish carpentry work on new homes built in the area. On these successful projects, they have provided quality workmanship and flexibility in their work schedule to meet their clients' timeline for completion.

Their diversified workforce works cooperatively to ensure their clients' satisfaction in every area of their business operations.



Angler's Contracting workforce receives monthly safety training updates and is accustomed to working as a small group of professionals or within a larger group to provide their specialized services to complete the project.



Business Organization

Smyth Builders, Inc., is organized as a Limited Liability Corporation

Experience in the Field

Smyth Builders, Inc. has served in construction and development, on similar projects, throughout Florida for the past 38 years. Please see Section 2 Representative Development Projects for more details. Below is a brief list of projects in the Fort Pierce area:

- Second Street Station, 108 Depot Drive historic downtown
- Second Street Station, 210 Depot Drive historic downtown
- Causeway Cove Marina, 601 Seaway Drive
- Fort Pierce Beach Resort, 110 S. Ocean Drive
- Depot Drive, multiple projects
- R&L Carrier Distribution Center
- East & South Fixed-Base Operator, Treasure Coast International Airport and Business Park

Diversity of Services

Selecting a company with a diverse service portfolio is key and Smyth Builders, Inc. is proud to encompass all the following services:

- Development Consultant
- Realtor
- Building Contractor
- Project Management

Financial Capacity

See Ability to Secure Financing of Large-Scale Development Projects, page 18 for more information

Professional and Project References

Mark Donahue, Government Relations
Derecktors of Fort Pierce
401-266-4523
mdonahue@derecktor.com

Ashton dePeyster, Owner
Causeway Cove Marina
561-267-2636
bizashton@gmail.com

Larry Lee (former State Representative)
State Farm Insurance
772-528-9167
Lljr55@comcast.net

Joey Miller, Owner
St. Lucie Tire and Battery
772-475-6066
Jgm01@comcast.net

Experience to Successfully Undertake This Project

The Teams Experience with Similar Waterfront Redevelopment

Please see Section 2 Representative Development Projects for more details.

- Causeway Cove Marina, Fort Pierce, FL — Smyth Builders, Inc.
- CQ2, Castle Quay Waterfront, Banbury, UK — McLaren Group

The Teams Successful Incorporation of Public Space into Past Development Projects

- Atlas Grand Central, Tampa, FL — Mattoni Group
- 5101 Biscayne Blvd, Miami, FL — Mattoni Group
- Bolton Market Place, Bolton, UK — McLaren Group

Proven Capacity to Deliver the Project Goals

For the past 38 years, Smyth Builders, Inc. has demonstrated effective strategic planning, management, and completion of 100% of their project deadlines on-time and within budget.

Project Understanding and Approach

Understanding of City's Goals and Desires for the Project

The preliminary development concept is a consensus of many years of conversation, public charrettes and local desires. Smyth Builders put this project together using local input, a local land planner and a local architect. Together we designed the project to incorporate every aspect of what Fort Pierce has to offer.

Approach to Evaluating the Market and Determining the Mix of Uses

This project takes advantage of being a true destination development. It is made up of, but not limited to hotel, apartments, restaurants, clubs, theatre, marina, grocery store, historic village and all the fun things people need and want. Using access by land, sea and air, we are able to take full advantage of every means of transportation.

Let me introduce you to "Fisherman's Wharf".

1. Six story flag hotel with 120 rooms minimum
2. Six story condominium/high to middle income apartments
3. High visibility retail
4. Three restaurants
5. Specialty grocery store
6. Marina with bait, tackle, ship storage and fuel
7. Docks for overnight and extended stay
8. Active boat ramp
9. Boat and trailer parking

10. Historic village
11. Amphitheater
12. Existing landmark restaurant
13. 25-foot pedestrian friendly sidewalks
14. Pedestrian connection to down-town Fort Pierce
15. Iconic tower for recognition
16. Open field parking area for boat trailers, cars and events
17. Floating docks for water traffic
18. Water taxi service

Approach to Incorporating Public Space

This project depends on the private, public partnership between the City, County and the public along with economic development grand funds. By pledging the public property for this project, this will allow us to apply for and receive grants for infrastructure improvements, dredging and maintenance and economic development monies.

The total value of public real estate is approximately \$7 million. The remaining privately held property will cost approximately \$6.5 million excluding the end property and berth, that is priced at over \$9 million, which is outside the feasibility range. It is our hope that the property owner will at some point participate.

Approach to Working with the City in crafting an Ultimate Plan

The property is in a high traffic, high visibility area east of U.S.1 and west of the Intra coastal waterway and adjacent to the Port of Fort Pierce.

There are 10 individual property owners that are ready, willing and able to either sell outright or participate in the project.

The City of Fort Pierce currently holds the largest portion of property, mainly along the waterfront and the boat ramp. The County holds the next largest parcel along Indian River Drive and 2nd Street. Both the County and the City are willing participants.

After the hurricanes of 2004, most of the hotels, motels and resorts were torn down to make room for more profitable condominium projects that were never developed. This led to a void in the economy because of the lack of tourist and recreational vacation facilities. This project would restore the missing availability of affordable accommodations and return the vibrant tourism and recreational aspect of Fort Pierce.

We also will employ some 380 people directly and over 1,300 people indirectly. The National Economic Development Council recognizes that each job created is worth \$278,000, which amounts to \$10.5 million in economic stimulus. The residual income of the local venues would also increase exponentially, allowing goods and services to again flow easily and truly into the community.

Educational Component

Along with the project we are also introducing an education component. The service and hospitality industry are a lucrative and rewarding field of opportunity. Someone starting out as a busboy or housekeeper can climb to general manager with hard work and education.

We propose to use the city owned St. Anastasia School building (currently under renovation awaiting an occupant) for a school to train students in the service and hospitality industry with emphasis on a college degree program via Indian River State College located here in Fort Pierce.

Approach to Project financing and Determining Use of Incentives

Real estate purchase	\$ 6,500,000
Construction and development	\$28,134,285
Total	\$34,634,285

Note: The end property and berth are not included in this proposal

Cost to Build	
55 units @ \$1,000 sq/ft	\$ 7,040,000
Hotel	\$ 7,714,285
Office (shell only) \$22,500 sq/ft	\$ 3,150,000
Marina	\$ 400,000
Village	\$ 1,100,000
Amphitheater	\$ 800,000
Parking	\$ 1,200,000
Sidewalks	\$ 600,000
Docks	\$ 390,000
Restaurants	\$ 2,200,000
Retail (shell only)	\$ 2,240,000
Architectural	\$ 150,000
Engineering	\$ 150,000
Reserves	\$ 1,000,000
Total	\$ 28,134,285

Income (per month)	
55 units of apartments @ \$800 per month	\$ 44,000
Hotel (lease) \$7,000,000 @ 10% (operate at \$345,000 per month)	\$ 70,000
Offices 22,500 sq/ft @ \$10 per sq/ft	\$ 18,750
Retail 16,000 st/ft @ \$9 per sq/ft	\$ 12,000
Marina (lease)	\$ 3,000
Historic village	\$ 23,400
Transient docks	\$ 7,800
Restaurants	\$ 13,333
Grocery store	\$ 4,500
Captains Galley restaurant	\$ 4,500
Amphitheater	\$ 16,000
Total per month	\$ 217,283
Total per year	\$ 28,134,285

Note: Condo sales would generate approximately \$13.75M in sales. This is based on 55 units @ \$250,000 each. At this time all figures are based on apartments.

Analysis (per year)	
Overhead (management)	\$ 200,000
Taxes (property less county and city)	\$ 65,000
Insurance (allowance)	\$ 25,000
Taxes (personal property)	\$ 10,000
Maintenance (allowance)	\$ 100,000
Utilities (common areas)	\$ 60,000
City lease	\$ 300,000
Operating Expenses	\$ 760,000
Cost	\$ 34,634,285
Economic development gains	\$ 27,800,000
Total cash invested (private) @ 8% \$784,029 per year	\$ 6,834,285
Total expenses	\$ 1,544,029
Total Income	\$ 2,607,396
Net Income (per year)	\$ 1,063,367
15% ROI	

Representative Development Projects

Smyth Builders

Project: Causeway Cove Marina

Address: 601 Seaway Drive, Fort Pierce, FL 34949

Date of Completion: 2016

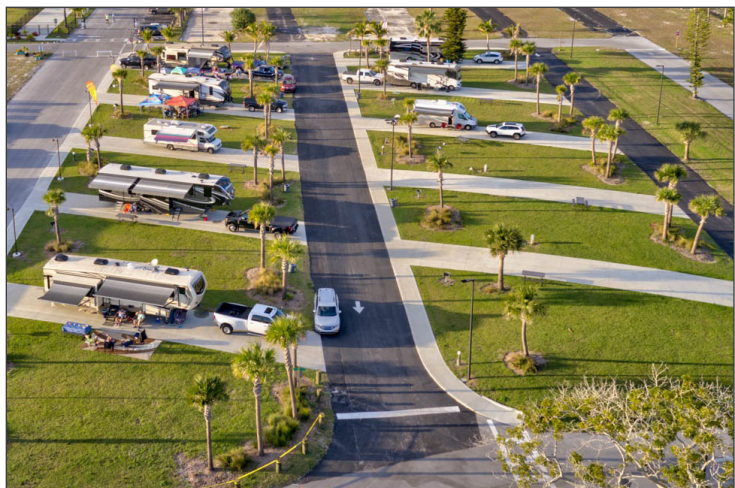
Development Cost: \$5.6M

Description: The 180-acre Causeway Cove Marina & RV Park was built on the site of the former Causeway Mobile Home Park that was destroyed in the 2004 Hurricanes. The park can accommodate vessels between 15 and 23 feet. Developing the private marina stemmed from a 2012 community workshop, where members of the public said they wanted the property redeveloped into a mixed-use area with a marina, convention center or hotel, with residential, restaurants and public parking if the Fort Pierce Utilities Authority wastewater treatment plant is removed from South Hutchinson Island.

Phase 1 included 47 boat slips, 10 RV spots, a boat ramp, a dock master station, laundry facilities and shuffleboard court. Cost \$1.6 million. Phase 2 included an additional 151 dock slips and 14 offshore mooring spaces. Cost \$1.3 million.

Team Members:

- Harold Smyth
- Ashton dePeyster
- Jeff Tison



Project: Fort Pierce Beach Resort

Address: 110 S. Ocean Drive, Fort Pierce, FL 34949

Date of Completion: 2015

Development Cost: \$3.5M

Description: Smyth Builders, Inc. transformed an abandoned water front motel into a boutique destination by creating activities and events while applying basic hospitality concepts, which resulted in a successful resort.

This Beach resort offers a boutique hotel with a breathtaking view and affordable pricing overlooking the Atlantic Ocean.

They also have a new and improved on-site restaurant with three bars as well as room service and beach service.

Team Members:

- Harold Smyth
- Ashton dePeyster
- Jeff Tison



Mattoni Group

Project: Atlas Grand Central

Address: Tampa, Florida

Date of Completion: 2020

Description: Altis Grand Central is located within Tampa's finest urban community. A 25,000 sq/ft mixed-use space that combines a bookstore, gift shop with specialty coffee, specialty tea vendors and a restaurant on the ground floor accompanied by the Commerce Club offices above. The development has very high walkability with restaurants, shopping and entertainment all within a 5 minute walk. The project consists of an eight-story residential tower of 314 units and comprised of well-appointed studios as well as one-, two- and three-bedroom units in a variety of floor plans ranging from 619 to 1,380 sq. ft. Interiors are designed with sustainability in mind.



Project: Pearce at Pavilion

Address: Riverview, Florida

Date of Completion: 2017

Description: Pearce at Pavilion is a four-story multifamily development built on a 13.6 acre site in Riverview, Florida. The project offers 250 luxury rental units and Class A amenities. Pearce at Pavilion offers convenient access to all of the area's commercial and retail needs, including regional malls, community shopping centers, local free standing retail locations, banking, restaurants, and healthcare services.



Project: 5101 Biscayne Blvd

Address: Miami, Florida

Date of Completion: Summer 2021 (estimated)

Description: 5101 Biscayne Blvd will soon be a landmark mixed-use project offering prime office and retail in the heart of Miami's MiMo District. Tenants will be minutes from Miami's top destinations such as Design District, Midtown, the Wynwood Art District, Miami Beach and Miami International Airport. The Southern Historic Building will be renovated into a one-of-a-kind dining destination with 4,060 to 6,960 SF available for lease. The North side will offer a brand-new three-story building with ground floor retail and Class-A office space on the second and third floors.



McLaren Group

Project: Wembley Park

Address: Wembley, London, UK

Date of Completion: 2020

Description: Forming part of the 85-acre mixed-use regeneration of Wembley Park, led by developer Quintain, Plot W06 is a mixed-use development that will see the construction of a 150,000 sq ft, nine-story commercial office building and a 150 build-to-rent apartment block of 11 stories. The office building is set to complete summer 2019, with the residential building completing in February 2020.



Project: CQ2, Castle Quay Waterfront

Address: Banbury, United Kingdom

Date of Completion: March 2021

Description: Cherwell District Council appointed McLaren to deliver the expansion of the Castle Quay Waterfront shopping center in Banbury – 'CQ2'. The new 506,000 sqft development comprises new restaurant and leisure space, creating an attractive destination for residents and visitors. The extension to the complex comprises: 117-bed Premier Inn; ten-screen Light Cinema; 244 new parking spaces; Lidl superstore with a 438-space car park across two levels.



Project: Bolton Market Place

Address: Bolton, London

Date of Completion: 2016

Description: Bolton Market Hall was designed by architect G. T. Robinson and first opened in December 1855. The Victorian structure has stone façades, a cast iron and glass roof and is a listed building.

McLaren has recently finished construction of a state-of-the-art nine screen 'The Light' cinema situated on the second floor of the shopping mall. In order to construct the cinema McLaren had to undertake demolition to levels three and four of the multi-story car park.

The project also included the creation of 'The Vaults', a new retail and restaurant area within the revamped Victorian era basement. Family favorite restaurants' Nando's and Prezzo are the first chains to open their doors, along with a craft beer bar, Great Ale.



Anglers Contracting, Inc.

Project: Causeway Cove Marina

Address: 601 Seaway Drive, Fort Pierce, FL 34949

Date of Completion: 2016

Development Cost: \$5.6M

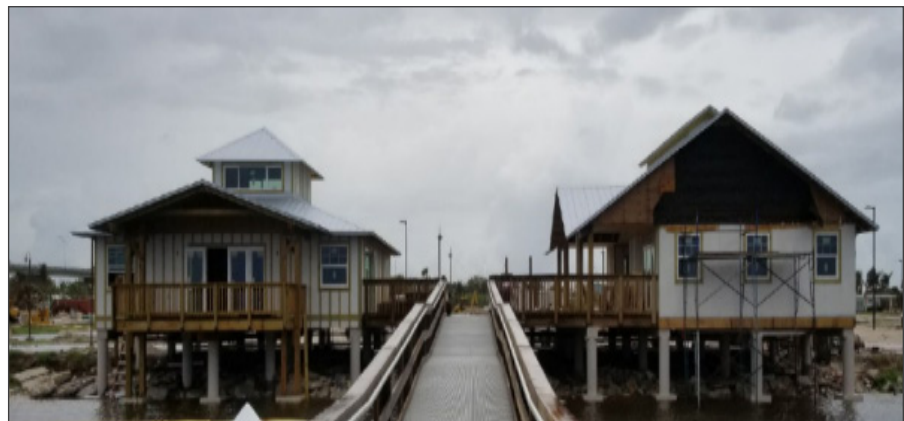
Description: Anglers Contracting collaborated with sub-contractors to complete site work, commercial buildings, and sidewalks.

The 180-acre Causeway Cove Marina & RV Park was built on the site of the former Causeway Mobile Home Park that was destroyed in the 2004 Hurricanes.

The park can accommodate vessels between 15 and 23 feet.

Developing the private marina stemmed from a 2012 community workshop, where members of the public said they wanted the property redeveloped into a mixed-use area with a marina, convention center or hotel, with residential, restaurants and public parking.

Phase 1 included 47 boat slips, 10 RV spots, a boat ramp, a dock master station, laundry facilities and shuffleboard court. Cost \$1.6 million. Phase 2 included an additional 151 dock slips and 14 offshore mooring spaces. Cost \$1.3 million.



Community Work

- Assisted the City of Fort Pierce on the project: Beautify the Neighborhood
- Built 50 book cases for the City of Fort Pierce's Housing Authority program "Take a Book Leave a Book."

Ability to Secure Financing of Large-Scale Development Projects

Mattoni® Group

July 22, 2020

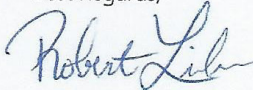
RE: Fort Pierce Redevelopment Agency
RFQ/P 2020-023
Fisherman's Wharf Redevelopment

Dear City of Fort Pierce;

After careful evaluation of the Site Plan submitted on behalf of Smyth Builders, Inc., and Associates, herein know as the "Fisherman's Wharf Development" we have the pleasure to extend a committed offer to finance said project, through private capital placement, structured debt financing, and personal guaranty.

Mattoni Group is a leading private equity real estate investment firm that specializes in placing equity and debt with experienced operating and development partners working on transformative projects. We have a national reputation for transparency, reliability, flexibility, and velocity in acquiring and financing real assets. Mattoni Group exists to be the bridge between best in class managers/operator and investor capital. We leverage our network, relationships, creativity and education to create amazing spaces for people to live better lives. Also focusing on adding value to acquisitions and financed projects through expert operational experience and optimized capital structures. We remain prudent in our investment philosophy and are prepared to place capital in any phase of the market cycle. Our current portfolio and realized investments consist of a diversified mix of real estate assets including multi-family, office, retail, industrial, and specialty product types. We look forward to expanding our relationship with Smyth Builders, Inc., and Associates in the successful financing and development of "Fisherman's Wharf Development".

Best Regards,



Robert Libertini
Managing Director at Mattoni Group

1401 Brickell Avenue Suite 530, Miami FL 33131
P: (305)621-9607 / www.mattonigroup.com



Delaware Office
610 Delaware Avenue
Fort Pierce, FL 34950
P: 800.873.5100
F: 772.293.0027

July 15, 2020

RE: John Wright

To whom it may concern,

The above member has been banking with iThink Financial since 04/23/2019. It's with no hesitation that I say they have handled the accounts in a satisfactory manner.

They keep a substantial balance with us. The average balance is \$1,569,312.67. We sincerely appreciate their business and look forward to a long business relationship.

Thank you,

A handwritten signature in blue ink, appearing to read "Hassna Sanabria".

Hassna Sanabria
Member Service Advisor

iTHINK Financial Credit Union
610 Delaware Ave.
Fort Pierce, FL 34950
772-293-2442 Phone



Client Services: 800-662-2739

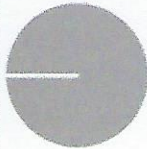
Statement overview

\$3,473,698.52

Total value of all accounts as of June 30, 2020

Accounts	Value on 03/31/2020	Value on 06/30/2020
John Wright		
Self Directed Brokerage Account	\$3,472,098.31	\$3,473,698.52

Asset mix		Value on 06/30/2020
0.0% Stocks		\$0.00
0.0% Bonds		0.00
100.0% Short-term reserves		\$3,473,698.52
0.0% Other		0.00



Your asset mix percentages are based on your holdings as of the prior month-end.



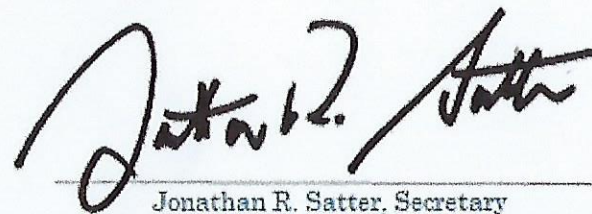
State of Florida

Minority Business Certification

angler's contracting Inc

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

05/09/2020 to 05/09/2022



Jonathan R. Satter, Secretary
Florida Department of Management Services



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



Ron DeSantis, Governor

Halsey Beshears, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD

THE BUILDING CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

SMYTH, HAROLD HAYES

SMYTH BUILDERS INC
PO BOX 13088
FORT PIERCE FL 34979

LICENSE NUMBER: CBC1251321

EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at MyFloridaLicense.com

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