

RESPONSE TO
REQUEST FOR PROPOSAL NO. 2020-023
REDEVELOPMENT OF FISHERMAN'S WHARF



RESPECTFULLY SUBMITTED TO THE
CITY OF FORT PIERCE AND
FORT PIERCE REDEVELOPMENT AGENCY
BY
SHELLI ASSOCIATES, LLC
JANUARY 25, 2021



www.shelliassociates.com

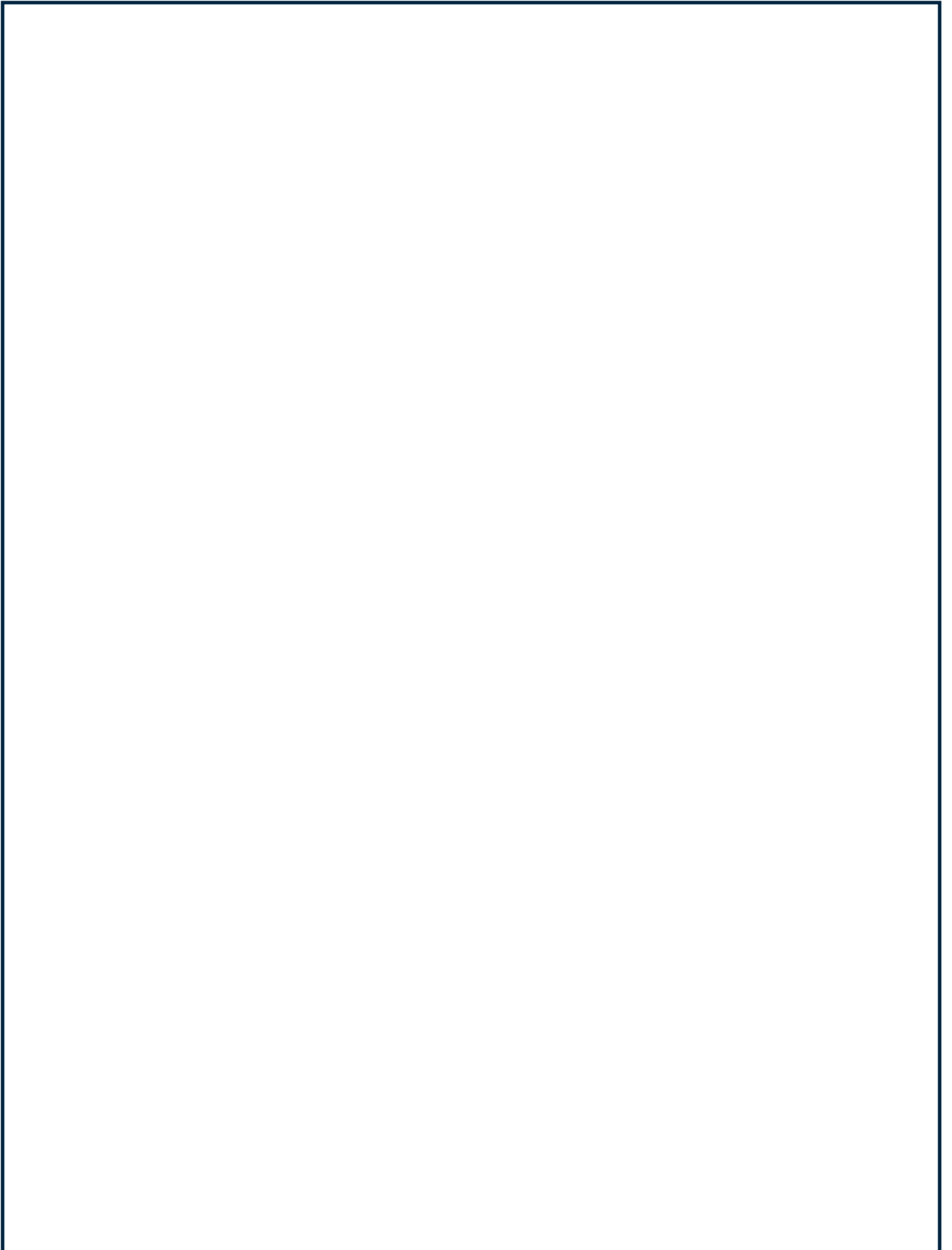
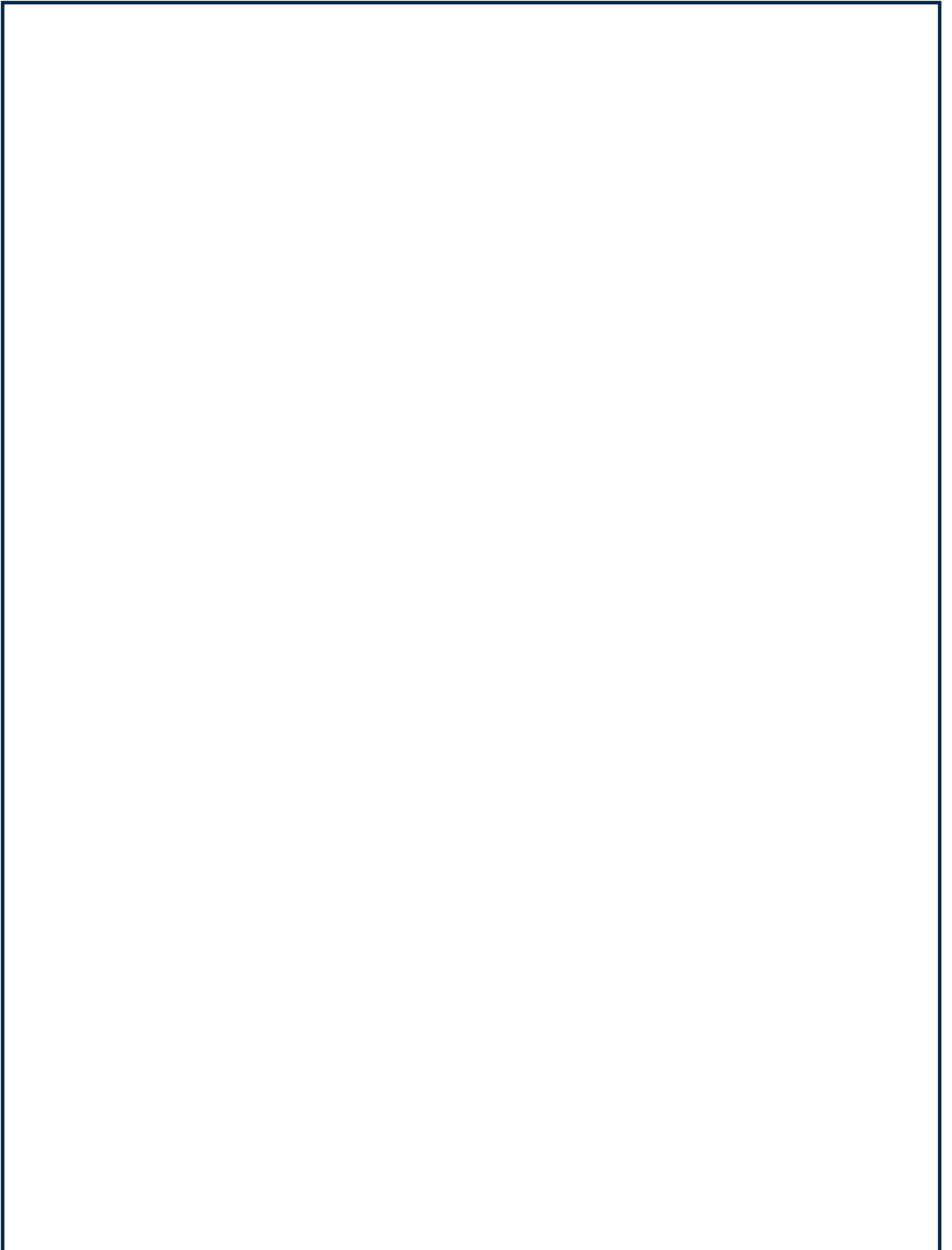


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January 25, 2021

City of Fort Pierce & Fort Pierce Redevelopment Agency
Ms. Gelencia Carter, Purchasing Manager
Purchasing Department
Fort Pierce City Hall
100 North US Highway 1
Fort Pierce, FL 34950

Re: Request for Proposal – RFP No. 2020-23 – For the redevelopment of approx. 3.2 acres of parcel generally known as Fisherman’s Wharf.

Concept: A 308 rack, fully automated rental dry stack marina, residential opportunities, retail, dining and recreational activities

Dear Evaluation Committee,

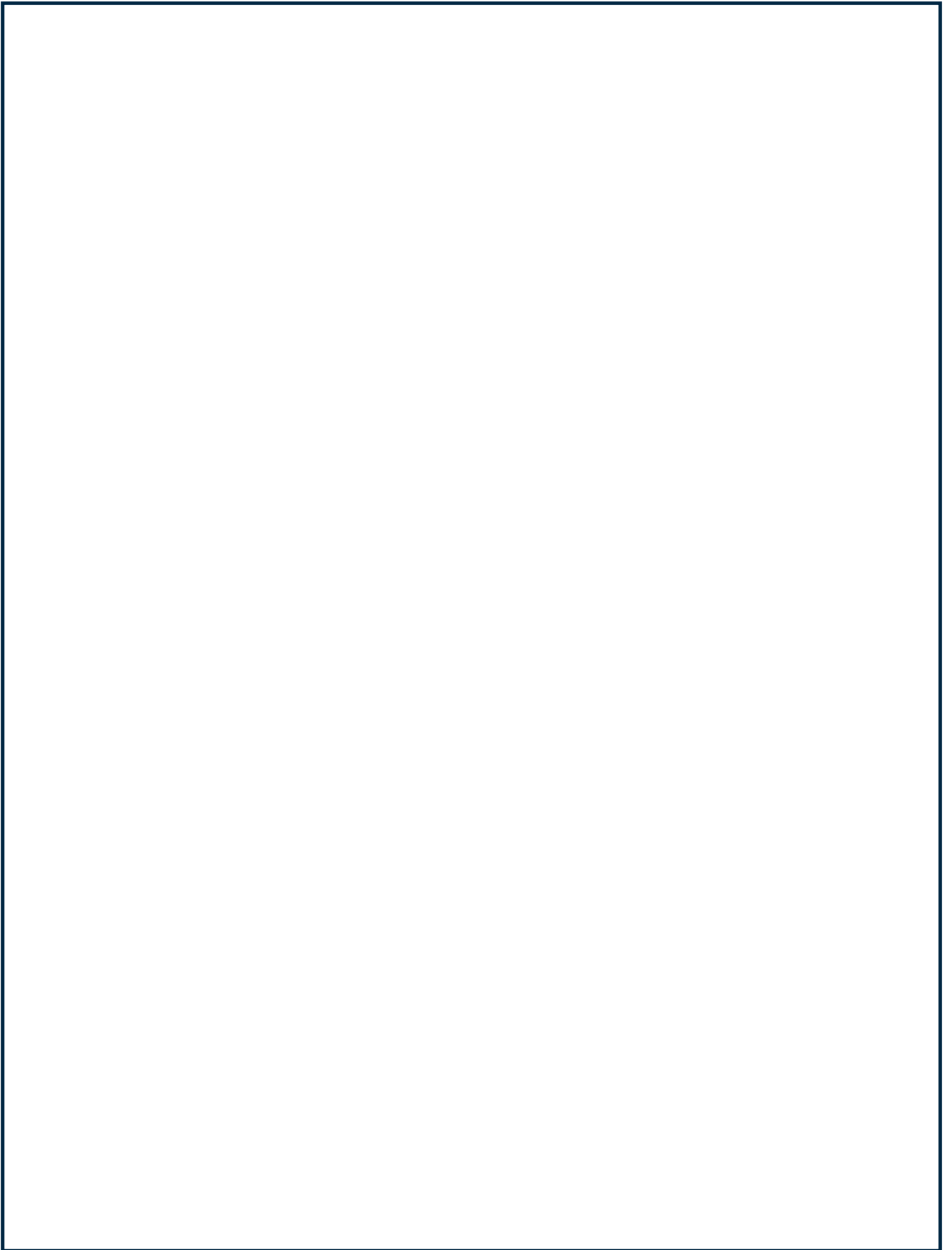
We are excited to submit our response to the above-mentioned RFP. Our team consists of extremely talented professionals, local and nationally known companies, who are all uniquely qualified to complete a successful redevelopment of Fisherman’s Wharf that meets the needs and wants of the community. We believe that we have created a project with all the design elements, financial capabilities, engineering, construction, management, and promotional criteria that will deem this project a success for the City of Fort Pierce and its residents. While we the developers are Shelli Associates, we have formed a new company for branding purposes and have named the project “Pierce 1 Marina”.

In my bio in the following pages, you will see that Shelli Associates has been a part of some of the country’s largest development projects. Over the past 40 years, Ronald Shelli has partnered on hundreds of significant projects throughout the United States. I myself have been an integral part of the company, as lead project manager, for more than 15 years. You will also be guaranteed of our financial capabilities to ensure the success of this project both in developmental stages and in the ongoing operations and future economic feasibility of the project.

As stated in our RFQ, our team is passionate about this project and are committed to bringing the necessary manpower, expertise, and attentiveness to this project to ensure a successful completion and future management. Thank you for allowing me the opportunity to respond and I hope that our concept is as exciting to you as it is to us.

Sincerely,

Chris Shelli
Developer, Pierce 1 Marina





QUALIFICATIONS AND EXPERIENCE OF PROPOSER

Developer

Shelli Associates, LLC and Pierce1Marina

Chris Shelli

100 South 2nd St., Suite 202
Fort Pierce, FL 34947
Phone: 518.858.1790



Christopher (Chris) M. Shelli is a well-known and successful developer, financier and businessman who is interested in redeveloping the Fisherman's Wharf area in Fort Pierce, FL into a shopping, dining, residential, entertainment, and marina venue.

In 2006, Shelli Associates was formed by Ronald S. Shelli, CEO, and his son, Chris Shelli, President. Ronald Shelli has more than 40 years' experience as a CPA and in financing major projects throughout the United States. Since then, Shelli Associates has worked with clientele providing financial recommendations, assistance in obtaining loans for large scale commercial projects throughout the country, and managing contracts and development projects. Chris Shelli grew up in the industry and has been directly involved for more than 15 years with the company's large commercial projects, including condominiums, hotels, restaurants, marinas, and more. Chris has retained strong relationships with investors and financiers and is called upon often to utilize his expertise in the financial and commercial development business on an as needed basis in many of the country's most significant projects, including The Cosmopolitan, Las Vegas, NV.

A few of the major projects Chris has been involved in include:

- 560 9th St. South, Naples, FL 26,000 sq. ft. mixed use building - \$10 million project
- Hyde Park Resort Condominium, Hollywood, FL - \$240 Million project
- Fisher Island Miami, FL continued development with Jon Melk - \$20 Million project
- Canyon Ranch, Miami, FL Condominium - \$150 Million project
- The Continuum, South Beach, FL 2 Hi-Rise Towers - \$160 Million each, Total \$320 Million
- The River's Edge Hotel & Restaurant, Alexandria Bay, NY - \$10 Million project
- Many projects with Jorge Perez, The Related Group – Worth Millions of Dollars

Owning businesses from New York to Kentucky, Chris has developed several commercial properties from raw land to commercial completion in New York and Kentucky. Chris currently owns 3 equine businesses, including Fort Christopher's Thoroughbreds, LLC in Fort Edward, New York; Fort Christopher's Kentucky, LLC; and Fort Christopher's Stable, LLC. He is passionate about the horse business and developed in Kentucky and New York.

Fort Christopher's New York farm was initially 100 acres of completely raw land. Chris developed it in its entirety, including 14 fenced paddocks or fields, 2 state-of-the-art barns housing 60 horses, offices, employee housing, and the only radiant heated foaling barn in the State of



New York. Chris did the planning, site plans, construction, financing and project management of the entire project. This is one of the most successful and sought-after farms in the Saratoga - Fort Edward, New York region. This project enjoys great success and an incredible reputation.

The Kentucky Farm was initially 150 acres of raw land, and now includes 2 homes, 3 barns housing 80 horses, an indoor riding arena, and 20 fenced paddocks. Once again, Chris did the planning, site plans, construction, financing, and project management of the entire project. This project enjoys great success and an incredible reputation.



Fort Christopher's Stable is a racing partnership developed by Chris. He brings together community residents who are passionate about horses and horse-racing, to form racing partnerships. This also includes fund raising events for non-profits, something else that Chris is passionate about.

With a finance degree and real estate construction management degree from the University of Denver, Daniels College of Business, one of the country's most prestigious business schools, Chris expanded and grew his businesses, despite a critical downturn in the economy which saw other similar businesses close.

Chris, a leader in the thoroughbred horse market, more than doubled his business through expansion, utilizing the latest technology and farming methods, and building state-of-art facilities. His business and marketing acumen enables him to read the market and determine best use for a particular piece of property that will benefit the community and local economy.

Chris also grew up working in the marina industry and is a life-long boat owner, boating competitor and boat racer.

Chris has purchased a home here and is excited for him and his family to be a part of the Treasure Coast community.

With more than 20 years-experience in the business arena, Chris has the background and expertise necessary to bring this project to successful completion and operation.



Shelli Associates Projects



560 S. 9th St., Naples



The River's Edge Hotel and Restaurant,
Alexandria Bay



560 S. 9th St., Naples (night time)



Canyon Ranch, Miami



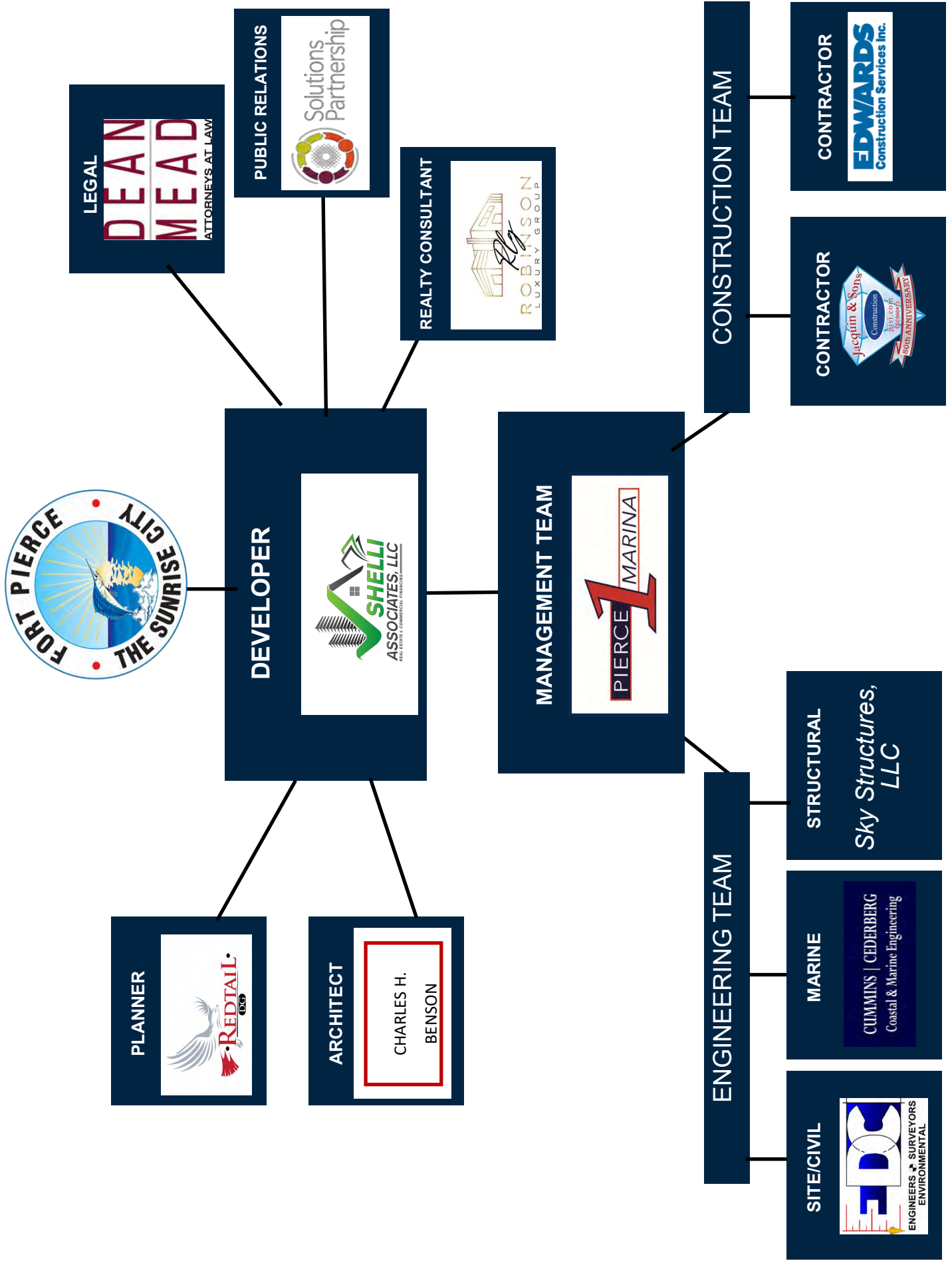
The Continuum in South Beach



**DEVELOPER
AND
MANAGEMENT TEAM**



SHELLI ASSOCIATES, LLC./ PIERCE I MARINA



Management Team

Pierce1Marina

Steven Rice

100 South 2nd St., Suite 202
Fort Pierce, FL 34947



Steve Rice's career includes twenty-five years in retail and commercial banking in various roles from lending to senior management. His most recent banking role was part of an eight-person team hired to work out and turnaround a four billion-dollar Midwest lending institution from 2009-2016. He left after completion of the task to relocate his family to South Florida to take on a new venture in management and development of automated marinas.

The Pierce1Marina project will be another joint venture with his friend and partner, Chris Shelli. Together with partners at Maff-stack, Sky Structures, Maffett Loftus Engineering, Trutegra Controls, Marina Funding and Shelli Associates, they worked seamlessly as a team to bring a state-of-the-art product into local high-end boating communities -particularly those found in hurricane threatened environments. Their team takes projects through initial design, entitlement, permitting, complete construction, finance, and management.

Rice's most recent role was as Vice President of a marina development team for a large firm on a project in Fort Lauderdale. In addition, he manages and operates The Port Marina in Fort Lauderdale, Florida. The Port Marina is the only Category 4+ hurricane-rated, high rise, automated dry stack marina of its kind in the World. It is proven and tested over time and uses the fastest automated dry stack technology available in marketplace today. It was designed and engineered by Maff-stack (Mark Williams, Bill Maffett and Brian Maffett) and opened in 2005.

In 2016, Mr. Rice was hired to step into a role to complete a financial and operational turnaround of the Port Marina Condominium Association. That task was completed within months. He then began his journey to improve the technology of what existed as state-of-the-art and make it even better. He invested in Trutegra, an industry-leading partner in automated controls, that meshed with Maff-Stack's already unique product to improve upon it. The precision of the new controls now allows vessels to pass within inches of each other while moving in three dimensions utilizing an overhead crane with absolutely no sway. At the time he began working for The Port Marina, they could move 35,000 lb. vessels from rack to water in 14-17 minutes in a high-rise environment. It is now capable of completing that operation in four (4) minutes or less and the technology and efficiency are improved upon every day. It is clearly the gold standard in dry stack marinas worldwide.

With his partners, they created operational efficiencies, greatly reduced downtime and costs, and nearly eliminated damage found in most common dry stack facilities throughout the world. Rice's personal goal is to not only improve upon the technology but make the marina itself energy self-sufficient by incorporating solar to power the entire operation while utilizing its footprint to possibly supply excess power to the community.

It is with this technology and efficiencies that Mr. Rice wants to bring to the Pierce1Marina "BoatHouse", and to put Fort Pierce on the map along with just a few other marina's using this technology in the world. The creation of this partnerships only improves upon a product that is going to be a game changer in the marina industry.



Management Team

Pierce1Marina

Mitchell R. Milesi

100 South 2nd St., Suite 202
Fort Pierce, FL 34947



Mitchell “Mitch” Robert Milesi is a South Florida native, who has been successful in many business endeavors. A resident of Fort Lauderdale, Mitch is excited to partner with Shelli Associates on a project in Fort Pierce.

Work History

1994 – 2016

SunDance Marine

Mitch became partners with Joseph Clawges of SunDance Marine. After merging with Mr. Clawges, they quickly expanded their footprint throughout the East coast of Florida, owning and operating marinas from Miami to Melbourne, handling everything from sale to storage, and service to financing. They sold the business, while retaining ownership of all real estate. Mitch continued to manage SunDance Marine during the transition of ownership.

Prior to 1994

Restaurant Owner

Learning the business from the ground up, Mitch owned and operated three successful restaurants.

Commercial Real Estate

Having earned his real estate license during his restaurant endeavors, Mitch proceeded to branch out to commercial real estate investment opportunities, specifically in the Marine Industry.

Immediately after college, Mitch joined The Harris Corporation

College

Colorado State University Bachelor’s Degree in Business Marketing

Mitch currently resides in Fort Lauderdale with his lovely wife of 25 years, Judi. His two sons, Justin Milesi and Brady Cobb also reside in Fort Lauderdale. He has two grandchildren and one more on the way.



PLANNER



Planner

Redtail Design Group

Tod Mowery

100 South 2nd St. Suite

Fort Pierce, FL 34947

Phone: 772.742.1555



Company Profile

In 2013, Tod Mowery left a large South Florida Planning and Landscape Architectural firm to begin a similarly oriented firm on the Treasure Coast. The firm's success is due to a willingness to diligently assist clients in finding solutions and to create successful projects. As the firm continued to grow, so did the client base. Retail shopping centers, residential subdivisions and multifamily developments, industrial buildings, high end residential landscape designs, waterfront designs, fast food facilities and so many other types of development became the norm. By 2017, municipal clients also began seeking out the assistance of Redtail and that is also when the staffing needs began to grow.

In 2020 the need for 3D Digital services became quite apparent and thus the successful acquisition of a 19-year-old digital 3D firm named Blue Sky Digital. New talented staff and new community development needs are now collectively met through the talent of two great companies. Both firms work to excel at meeting the needs for both public and private sector clients.

Tod Mowery President

Mr. Mowery is President of both Redtail DG and Blue Sky Digital. He has 32 years of professional planning and government experience and in 2005, became a certified planner through the American Planning Association. His background includes former experiences as the chairman of the St. Lucie County Board of Commissioners, a city manager for 3 cities, an assistant town manager, a regional director of a south Florida planning firm and a private planning and management consultant. His professional career has allowed him to work in several different states, along with experiences in Geneva Switzerland and Zambia, Africa. One notable project includes his organizing efforts in the successful \$670 million dollar recruitment of the world's largest non profit bioscience institute, the Scripps Research Institute, to North Palm Beach County. He loves assisting in overseas humanitarian efforts, especially in places like Haiti, where he has been 43 times.

Mr. Mowery services several of Florida's largest builders/developers in governmental affairs, urban planning and design, 3D renderings/videos, project management, permitting, land use and zoning approvals. He has become a key player in facilitating successful project approvals for all types of development projects and also provides full-service contract planning services for small Florida municipalities. He has authored 12 municipal zoning ordinances and 4 comprehensive plans



ARCHITECT

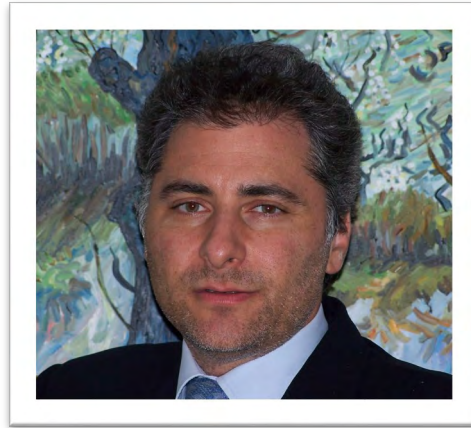
Charles. H. Benson & Assoc.

Architect

Charles H. Benson & Associates

Charles H. Benson

1665 Washington Ave.
Miami Beach, FL 33139
Phone: 305.532.6161



Charles H. Benson & Associates, Architects, P.A., was founded in 1996 by Architect Charles H. Benson. Its office is in the heart of South Beach in Miami Beach, Florida. With over twenty-five years of experience, the firm's solidity is undoubtedly reflected by its savoir-faire and continued growth and success. The practice works on commercial, industrial, and residential projects; providing full architectural and partial interior designing as well as master planning and development for the private sector. The practice's diverse built portfolio includes condominiums, garages, historic renovations, hotels, lounges, clubs, offices, residential, restaurants, retail, shopping centers, schools, place of worship, and warehouse facilities.

The firm has had the pleasure of collaborating on various local projects with world-renowned international architects and interior design firms which have brought international recognition from the industry. Amongst the practice's major recent works are the renowned 1111 Lincoln Road parking garage and Artech condominium project collaborations with world-renowned firm Herzog & De Meuron and world-renowned Uruguay architect Carlos Ott, respectively. The practice has also had the distinct pleasure of working on projects for notables such as actors Cameron Diaz and Danny DeVito and clothing designer Roberto Cavalli.

The firm has garnered a few award recognitions from some of the exciting projects it has worked on. Most recently, the firm was awarded in 2013 the Outstanding Historic Renovation award by Dade Heritage Trust for the Breakwater and Edison Hotels renovation and in 2007 it was awarded the Project of the Year award in the Landmark Category by Developers & Builders Alliance for the Artech project. The Juvia restaurant project was awarded in 2013 the Best Restaurant Design or Renovation in North America since January 1, 2010 award by the James Beard Foundation. As well as awards, some of the practice's projects have been featured in numerous magazine articles. Such magazine publications include The New Yorker, Architectural Record, Hospitality Design, and Ocean Drive, among many others. It is a rewarding and humbling experience for the firm of the many mentions of its projects through the different media outlets.

Architect Charles Benson is a Miami Beach Native and Florida educated. Benson graduated cum laude with his Bachelor of Architecture degree from Florida A&M University in Tallahassee, FL in 1988 and minored in Interior Design at Florida State University. He is also a licensed Architect in the states of Georgia and New York, a member of The National Council of Architecture Registration Board (NCARB), a Florida licensed Real Estate Associate, and a Florida licensed General Contractor.

PROJECT ENGINEERS

CIVIL ENGINEER SITE PLANNING, PLATTING AND PERMITTING



Engineering - Civil EDC

Rod Kennedy, PE
Bradley Currie, AICP

10250 Village Parkway, Suite 201
Port Saint Lucie, Florida, 34987
Phone: 772.462.2455



EDC, Inc. was established in 2003, incorporated in St. Lucie County, FL, with our headquarters located in Port St. Lucie, FL. We hold occupational licenses in the City of Port St. Lucie, St. Lucie County and Martin County. Our staff consists of professional engineers, professional surveyors, certified planners, engineering interns, survey technicians, CAD technicians, project coordinators, other management and clerical staff. Our staff brings with it over 100 years of experience collectively, in the local municipalities and governments and the private sectors.

In 2015, EDC, Inc., merged its civil engineering firm with Geomatic Services, Inc. and Atlantic Design Group of Florida, Inc. This merger allows our customers to have the convenience of turn-key service which includes civil engineering, surveying, and planning services under one roof.

In 2016, EDC, Inc., merged with Crossroads Environmental, Inc. This merger enables our customers to benefit from expert level experience in wetland permitting, Phase I Assessments, indoor air quality, remediation, economic analysis, GIS mapping, secure facility review, NEPA documentation, Section 7 permitting and more.

Our ultimate goal is to build a firm that is considered an industry leading company for providing employee satisfaction. Ultimately, this atmosphere will continue to encourage our staff to provide the highest level of client service leading to long term clients.

Roderick Kennedy, PE

President and Founder of EDC, Inc. Mr. Kennedy is a Florida registered Professional Engineer with over 24 years of pertinent civil engineering experience working with both the public and private sectors. He has a Bachelor of Science in Civil Engineering from the University of Central Florida and is LEED AP Certified. His work has spanned the entire breadth of civil engineering (water, wastewater, stormwater, roadway and drainage).

Bradley Currie, AICP

Vice President of EDC, Inc., Mr. Currie is a Certified Planner with over 23 years of pertinent planning experience. In addition to overseeing Planning Services, he is responsible for a variety of land planning projects that encompass site planning, master planning and application submittals. As a Planner, Brad has extensive knowledge with regards to rezoning applications and Comprehensive Plan Amendments, as well as coordinating applications with clients and the public sector. Brad has also provided expert testimony in over 100 public hearings regarding land use and planning and the application and interpretation of comprehensive plans and zoning codes.





Relevant Projects



Camping World / Gander Outdoors –

Site planning, platting coordination and permitting associated with a proposed 17,750 Camping World Retail & Sales Building and 15,035 sf service building. This project also included the planning and permitting of a 47,456 sf Gander Outdoors building with associated site improvements. The total project area associated with this site totals 45 acres. This project included permitting and approval through state and local governmental agencies.



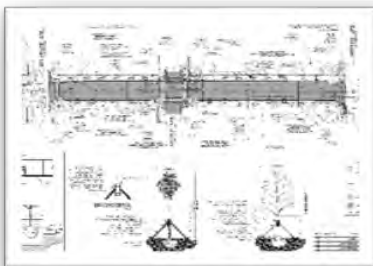
City Electric –

Site planning and permitting associated with a 37.87-acre, 403,380 sf commercial development which included permitting and approval through the CDD, Tradition Commercial Association, state and local governmental agencies. This project also included mass grading permitting and approval through state and local agencies.



King's Landing –

Site Planning, Civil Engineering, and permitting of a multi-use project in Downtown Fort Pierce featuring easily accessible walk-up commercial space, unique single-family residences and a low profile, boutique-style hotel. The project will include a phased complementary mixture of hotel, retail, restaurant and residential. EDC will be providing all Planning, Civil Engineering, Environmental and surveying services for this project.



City of Fort Pierce – 5th Street Construction –

Professional services regarding design services associated with approximately 600' +/- of South 5th Street from Boston Avenue to Delaware Avenue in Fort Pierce, FL. This includes design services associated with the redevelopment of the roadway including drainage, on-street parking along with pedestrian connectivity and landscaping and irrigation. The scope of service will include deliverables at the 60% and 100% design stage.

Marine and Environmental Engineers

Engineering and Permitting Waterfront

CUMMINS | CEDERBERG
Coastal & Marine Engineering

Engineering - Coastal & Marine Cummins - Cederberg

Jason Cummins

888 S. Andrews Ave., Suite 206
Fort Lauderdale, Florida 33316
Phone: 954.880.1646



Jason Cummins is a Coastal Engineer with significant experience in inspections, planning, engineering, regulatory permitting and construction of coastal and waterfront development and infrastructure projects in Florida, Caribbean and Latin America. He is a registered Professional Engineer in the U.S., capable of designing marine facilities, shoreline stabilization and coastal structures. He is proficient in the application of numerical models, including the Danish Hydraulics Institute (DHI) MIKE-21 suite of numerical modeling tools, structural analysis tools and Federal State and Local design codes. In addition to his professional achievements, Jason presently serves on the non-profit Board for Bill Baggs Cape Florida State Park.

Relevant Experience:

Port Everglades Slip 2 Expansion, Fort Lauderdale, Florida. Prepared and designed weld connection between anchor bearing plate, whalers and combi-wall system as part of marine engineering services for a new bulkhead anchor bearing plate installation.

Seahaven Superyacht Marina, Dania Beach, Florida. Engineer of Record for new marina design and construction administration services for approximately 1,200 feet of new bulkhead for a deep-water yacht basin located in the Dania Cut-Off Canal. Part of the canal was excavated to create a new marina basin connected to the canal for this 40-slip superyacht marina. Bulkhead consists of steel sheet piling with concrete batter piles and reinforced concrete capping beams. Design criteria for a floating dock was also prepared including anticipate mooring loads.

Derecktor Megayacht Yard Travel Lift Piers, Dania Beach, Florida. Marine engineering services for the extension and relocation of existing travel lift piers located at the Derecktor shipyard. Designed pier extensions associated with 900-ton travel lift and new piers for relocation of a 200-ton travel lift. Managed the bidding process, assisted, and made recommendations for contractor selection

Vertical Yacht Club at Marina Mile, Fort Lauderdale, Florida. Prepared design of bulkhead and docks for boats up to 70 feet for the redevelopment of the Vertical Yacht Club marina facility located on the New River in Fort Lauderdale. Prepared engineering studies and communicated with environmental agencies relative to project approval. Conducted a site-specific flushing analysis to assess potential impacts of dredging on water circulation and quality.

Paraiso Marina, Miami, Florida. Engineering design of marina utilizing all timber structural members. Marina located along the western shore of Biscayne Bay in Miami.

Leeward Mega-Yacht Marina, Turks & Caicos. Inspection of mega-yacht marina following impacts from Hurricane Maria. The marina is located in 25 feet of water within an existing tidal channel connected ocean side to the shallower sand banks resulting in extreme currents. An inspection was conducted of all floating docks and pile to understand if components had ben overstressed during the extreme conditions.

CUMMINS | CEDERBERG
Coastal & Marine Engineering

Engineering - Coastal & Marine Cummins - Cederberg

Penny Cutt

888 S. Andrews Ave., Suite 206
Fort Lauderdale, Florida 33316
Phone: 954.880.1646



Penny Cutt applies 26 years of experience in the fields of environmental monitoring, assessment, planning and regulatory permitting to support the firms' commitment to sustainability. She applies this project management experience to ensure timeliness and accuracy of deliverables for projects being managed. She has a proven track record negotiating complex technical issues, particularly regarding aquatic and coastal ecosystems. The first half of Penny's career was in the public sector administering federal, state, and county environmental regulatory programs. This government expertise has been paramount to her success in the more recent half of her career assisting public and private clients in the private sector. Recently, Penny served on the Broward County Climate Change Task Force where she assisted in the recommendations for a coordinated county-wide strategy in mitigating the causes and addressing the local implications of climate change and sea level rise.

Relevant Projects:

Islamorada Fish Company Maintenance Dredging and Bass Pro Shops Resiliency Upgrades, Bass Pro Shops, Islamorada, Florida. Many slips within the Bass Pro Shops Marina basin were silted in and emergent at low tide. Conducted a benthic survey delineating the limits of ecological resources including seagrasses and mangroves. Environmental permits were secured authorizing maintenance dredging in this ecologically sensitive area within the Florida Keys National Marine Sanctuary (FKNMS). The Islamorada Fish Company was suffering from deferred maintenance and increased frequency of king tides, with the commercial dock unsafe and the dining area being partially submerged several times a year. Secured environmental permits for shoreline stabilization, dock replacement, and elevating the peninsula that supports restaurant dining and the bar, within the FKNMS.

Williams Island Marina, Miami-Dade County, Florida. Project Manager for redesign of existing marina to better accommodate typical slip mix and optimize amenities for typical vessel occupancy. Managed environmental permitting and engineering design to include limitations based on manatee protection plan restrictions.

Currie Park Staging Docks, West Palm Beach, Florida. Project manager responsible for the permitting of an Environmental Resource Permit, Corps Individual Permit, U.S Coast Guard PATON Permit, and FWC Uniform Waterway Marker Permit for the staging docks, dredging and channel markers adjacent to Currie Park in West Palm Beach, Florida. Also conducted the marine resource survey and seagrass mapping for the planning and design of the project and coordinated with engineering for preparation of permit and construction drawings.

Melbourne Riverwalk Marina Project, Brevard County, Florida. Project Manager responsible for researching applicable grants for the proposed marina redesign and contributing to the Marina Feasibility Study and Master Plan. Responsible for conducting a marine resource survey of the submerged lands within and surrounding the proposed marina.

STRUCTURAL ENGINEER
BOATHOUSE

Sky Structures, LLC

Engineering - Structural

Sky Structures, LLC

Mark Williams

8830 S Maryland Parkway, Suite 115

Las Vegas, NV 89123

Phone: 702.629.1900



Mark Williams is a Registered Professional Engineer in eleven states and the U.S. Virgin Islands. He is registered as Professional Civil Engineer as well as Professional Structural Engineer. Mark has expertise in dry-stack marinas, hazardous material warehouses, hurricane wind loading, and seismic design.

Mark has professional registrations in eleven states, and is registered in both Civil and Structural Engineering. He has a wide range of experience in the Structural and Civil Engineering fields and has 35 years of experience. He has provided engineering on more than 50 dry-stack storage buildings and 6 classified large scale projects for the US Department of the Navy, four of which won accommodation for engineering excellence.

The government of Argentina specifically requested his help for the design and project management of the Planta Productora De Aluminio Primario project (a government project intended to withstand a large scale accidental explosion). Mark has a long history of managing projects that have been completed on time and under budget. Included in this group are specialized military projects for the Department of the Navy, and the Department of Underwater Warfare.

Mr. Williams demonstrated innovated engineering of concrete structures for blast containment on military bases. He has provided structural engineering services for industrial, commercial, manufacturing, Hazardous/Flammable, Hazardous/Waste, High Tech, Heavy Manufacturing, and Blast Resistant structures.

Mr. Williams specializes in dry-stack boat storage. His marine engineering services include the world's first fully automated dry stack storage building. Designs have included structures in high seismic areas as well as structures in hurricane wind zones with velocities as high as 215 mph

PROFESSIONAL REGISTRATIONS

Alaska, Arkansas, Arizona, Maine, Florida, Nevada, North Carolina, South Carolina, Tennessee, Texas, and Utah.

PATENTS

Mr. Williams and his partner Brian Maffett have two patents which include without limitation U.S. Patent No. 6,007,288, which relates to a watercraft storage system and U.S. Provisional Patent Application Serial No. 60/490,066

PROFESSIONAL AFFILIATIONS

Structural Engineering Certification Board
National Society of Professional Engineers
American Association for Wind Engineering

BUSINESSES

Sky Structures, LLC
Las Vegas, Nevada
President

Maff-Stack, LLC
Las Vegas, Nevada
Vice President

STRUCTURAL ENGINEER

BOATHOUSE AUTOMATED TECHNOLOGY



Engineering—BoatHouse Building

Maffett Loftis Engineering, LLC

Brian Maffett, P.E.

Gary Loftis, P.E.

1 South Jefferson Ave., Suite 101

Cookeville, TN, 38501

Phone:931.544.3762

Executive Summary

Brian D. Maffett, P.E.

President/Co-Owner

Brian Maffett is President and co-owner of Maffett Loftis Engineering. He is a mechanical engineer with over 30 years of experience in the construction industry.

He is the Engineering and Business manager responsible for all company operations including marketing, employee relations, business development, engineering design, plans and specifications generation, customer service and relations, quality control, contractor interface, construction observations, billing, and company financing.

Maffett also oversees and responsible for the design of mechanical, plumbing, and fire protection systems for commercial, industrial, and marine construction projects. He also manages the activities of designers and draftsmen with accountability for goals, objectives, and operational policies.

Gary Loftis

Co-Owner/Principal Electrical Engineer

Gary Loftis has co-owned Maffett Loftis Engineering since 2008. He is an Electrical Engineer with over 27 years of experience in the field. He is responsible in all facets of Maffett Loftis' operations including R&D, design, prototypes, production manufacturing, product installation, employee management, business development, engineering design, plans and specifications generation, inspection, customer service and relations, quality control, contractor interface, construction observations.

Loftis oversees and is responsible for the design of power, lighting, and fire alarm systems for commercial, industrial, and marina construction projects. He manage the activities of designers and draftsmen with accountability for goals, objectives, and operational policies.



CONSTRUCTION TEAM

Construction

Restaurants, Residential and Retail



Construction

Paul Jacquin & Sons, Inc.

Mike Jacquin
Chris Singley

7348 Commercial Circle
Fort Pierce, FL 34951
Phone: 772.465.2475



Executive Summary

Paul Jacquin & Sons, Inc., was founded in 1940 by Paul John Jacquin. Born in 1911, he began his construction career in his teenage years. The heritage has been carried forward by his son, Paul Edward Jacquin; and his grandsons, Paul Raymond Jacquin, Michael Edward Jacquin and Robert Alan Jacquin. In 1975, the name "Paul Jacquin & Son, Inc." came into existence as a trade name for the business. Since that time, the business has grown immensely on the Treasure Coast and the name has become synonymous with honesty, integrity and reliability. In 1996 the name was changed to read "Paul Jacquin & Sons, Inc." with Paul Edward Jacquin as the current CEO and the addition of his second son to the firm.

The business is now going on four generations and the philosophy has remained stable through all this time. Paul John Jacquin, founder of the company, instilled strong ethical values in his son, which he has passed along to his sons which will constitute the ethical values of the company in the future.

Michael Jacquin President

Michael Jacquin President Michael.Jacquin@PJSI.com Experience prior to Paul Jacquin & Sons included 20 years in school districts, which included 5 years with Martin County Schools as Director of Maintenance. Worked as a Project Manager while at St. Lucie County Schools. Chris' duties performing as a Project Manager for a replacement school of Fairlawn Elementary. While at PJSI Chris served as a PM for multiple school projects along with projects for private and municipalities in the area. Chris Singley Senior Project Manager Chris.Singley@PJSI.com

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Paul Jacquin & Son's Relevant Projects



City of Fort Pierce, A.E. Backus Museum and Gallery



Pelican Yacht Club Dock Master Office



St. Lucie County School District Administration Building



St. Lucie County Tax Collector at Tradition



Crabby's Dockside



Smithsonian Marine Station at Fort Pierce



Christ Fellowship Church (formerly Digital Domain). Tradition



Construction The BoatHouse

EDWARDS
Construction Services Inc.

Construction—BoatHouse Edwards

Patrick Kenny

4301 Vineland Rd., Suite E12

Orlando, FL 32811

Phone: 407.872.1812



Executive Summary

Edwards Construction Services, Inc., a recognized leader in the construction industry, has been in business since 1978. Longstanding working relationships with Fortune 500 companies and smaller development firms, have led to the company's expansion from Texas to the Carolinas. Founded in Florida, Edwards provides unrivaled expertise in Construction Management, Design/Build and General Contracting services to clients across the Southeast. A recent merger with REX Engineering Group adds a new suite of in-house services including Structural and MEP Engineering. Whether design-build or construction management, Edwards offers flexibility in project delivery methods.

Patrick Kenny President

As president, Patrick is responsible for all company activities. He participates in major contract negotiations, final review of each project budget, and the ongoing monitoring and review of each project. Patrick also places particular emphasis on the firm's client relations, as well as the development and implementation of company policies and the annual business plan. Patrick is certified in OSHA Safety and Intensive Monthly Walsh Safety Program.

PROJECT	CONTRACT	SIZE (SF)
Mural Park - Chicago, IL		200,000 SF
Private Residence - 445 West Superior - Chicago, IL		
The Boulevard - St. Louis, MO		
Wells Street Hotel - Chicago, IL		
1608 S Wabash Mixed Use Building - Chicago, IL		57,000 SF
Evanston Senior Living - Evanston, IL		
Cambria Hotel + Mixed Use Development - San Antonio, TX	\$39M	
University Apartments - Student Housing Renovation		
Adaptive Reuse Loft Office - Pilsen, IL	\$10M	100,000 SF
Holiday Inn Renovation - Carol Stream, IL	\$2M	
Madison Capital - (4) Adaptive Reuse Historic Office Buildings	\$20M	
1571 Maple Ave - Evanston, IL	\$26M	121,000 SF
Holiday Inn - Cleveland Clinic	\$40M	
32 West Randolph Adaptive Reuse	\$39M	
Aloft Hotel, New Construction	\$27M	7-story
Hilton Garden Inn - Chicago, IL	\$26M	26-story
Motor Club Building Adaptive Reuse - Chicago, IL	\$20M	
100 West Monroe Adaptive Reuse - Chicago, IL	\$37.7M	23-story

LEGAL

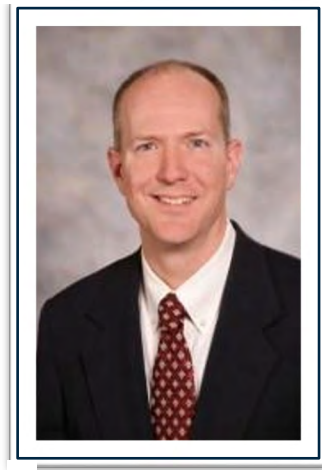
DEAN
MEAD
ATTORNEYS AT LAW

Legal

Dean Mead

W. Lee Dobbins

1903 S. 25th Street, Suite 200
Fort Pierce, FL 34947
Phone: 772.464.7700



Lee Dobbins is the Managing Shareholder of Dean Mead's Fort Pierce office. He practices in the areas of zoning, land use and commercial real estate transactions in the Fort Pierce, Stuart and Port St. Lucie communities. He represents property owners in the acquisition and development of land, including negotiating complex purchase contracts, due diligence, financing, title issues, closings and obtaining zoning and land use and site plan approvals from the local municipalities. Mr. Dobbins has assisted clients in taking residential, commercial and mixed-use developments from the purchase of raw land through obtaining final development approvals. He also has experience in obtaining economic development incentive grants and tax abatements, resolving utility issues, concurrency, debt restructuring transactions and drafting and negotiating complex commercial leases throughout the Treasure Coast.

Representative Experience

- Negotiated and drafted a 50-year ground lease for a mega-yacht maintenance and repair facility at the Port of Fort Pierce.
- Negotiated and drafted a development agreement for the King's Landing project in downtown Fort Pierce.
- Assisted a hotel developer with drafting and obtaining approval of amendments to the St. Lucie County Land Development Code creating a new zoning category for hotel resorts and allowing for condo-hotels.
- Negotiated and obtained approval of a development order for LTC Ranch West, a 2000 acre DRI in the City of Port St. Lucie.
- Obtained approval of The Atlantic, an \$80M ocean-front luxury drug and alcohol treatment facility in St. Lucie County.
- Drafted and negotiated agreements with the City of Port St. Lucie for the construction of park improvements in the Riverland development in exchange for park impact fee credits.
- Negotiated and drafted several agreements between developers and St. Lucie County for the construction of road improvements or donation of road right-of-way, in exchange for road impact fee credits.
- Reviewed and negotiated multiple utility agreements with St. Lucie County, the City of Port St. Lucie and the Fort Pierce Utility Authority.
- Assisted in drafting the Planned Development zoning section of the Fort Pierce Land Development Code.
- Represented a private school in obtaining approvals to redevelop property in downtown Fort Pierce.
- Obtained development approvals and drafted and negotiated agreements with the City of Fort Pierce and St. Lucie County for the development of the 500 acre Village at Midway mixed-use project.
- Obtained development approvals and drafted and negotiated agreements with St. Lucie County addressing utilities and traffic concurrency for the 500 acre St. Lucie Commerce Center industrial park.
- Helped obtain development approvals and resolved permitting issues for the 1400 acre Tesoro luxury golf community in the City of Port St. Lucie.
- Negotiated and drafted an agreement with the St. Lucie County School Board for the donation of a school site in the LTC Ranch development, in exchange for school impact fee credits.
- Obtained approval of a 645 acre aggregates mine in western St. Lucie County.



REAL ESTATE CONSULTANT



Real Estate Consultant

Robinson Luxury Group

Luther Robinson

4590 PGA Boulevard #108
Palm Beach Gardens, FL 33418
Phone: 305.922. 3322



Luther Robinson II, team leader of Robinson Luxury Group, is an established real estate professional with deep roots in the South Florida community. Robinson has dedicated his life to his real estate career and establishing Robinson Luxury Group as a leader in the luxury residential and commercial real estate market in St. Lucie, Palm Beach, Broward and Miami-Dade Counties.

Robinson was born and raised in Fort Pierce, Florida, where his family instilled values within him such as hard work and dedication. As an example of his dedication to his childhood goal, upon graduating from Fort Pierce Westwood High School, Robinson was awarded a full football scholarship to the illustrious University of Miami. Throughout his tenure at the University, Robinson equally devoted himself to his football career and academic studies. Robinson completed his studies at the University of Miami with a Bachelor's Degree in Liberal Arts and transitioned from collegiate football to a professional football career, where he played for the Green Bay Packers and San Diego Chargers.

While pursuing his professional football career he focused on long-term success and decided to pursue a career in Real Estate. With an already established network and his fundamental dedication to hard work he was bound for success.

As a real-estate professional for the past 4 years, he has established himself as a multi-million-dollar producer and has the privilege to work with different celebrities and high net worth clients. As an agent and lifetime Florida resident, Robinson has extensive market knowledge and can assist clients looking for residential and commercial investments.

Under his leadership, the Robinson Luxury Group leads not only in transactions but also in professionalism and superior customer service. Robinson has established a corporate culture that takes pride in service and communication to clients'. In addition to providing residential real estate services, team members are experienced and qualified to provide commercial investment consultations in an effort to establish and expand clients commercial market portfolio.



PUBLIC RELATIONS

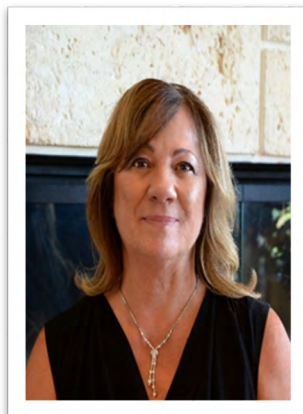


Solutions
Partnership

Public Relations Solutions Partnership

Jeannette Weiss Patricia Christensen

1391 NW St. Lucie West Blvd., Ste. 190
Port St. Lucie, FL 34986
Phone: 772.370.8122



Executive Summary

Solutions Partnership, LLC was established in 2014, in St. Lucie County, headquartered in Port St. Lucie. We are insured and licensed to operate in the City of Port St. Lucie, St. Lucie County and the State of Florida.

Our partners have decades of experience with marketing, advertising, copywriting, media buying, video production, business advocacy, public outreach and public and political campaigns — locally, regionally and statewide. Solutions Partnership offers comprehensive advertising and campaign management from strategy development through on-the-ground execution.

Our clients have included The St. Lucie County Fire District, Aviator College of Aeronautical Science and Technology, St. Lucie West Services District, Treasure Coast Classical Academy, Metro Group Development (Cumberland Farms), Treasure Coast Regional League of Cities, Waste Pro, the St. Lucie County Economic Development Council, St. Lucie County Transit, the City of Port St. Lucie and many successful political campaigns.

Over the years, our partners have built a strong, extensive network throughout the Treasure Coast. We believe that relationships and trust matter. Our mission is to fulfill our clients' needs while providing the highest level of professional service.

Jeannette Weiss

Jeannette Weiss grew up in Fort Pierce and now resides in Port St. Lucie. She has been an active member of the community for more than 40 years, having served on many boards including Main Street Fort Pierce, The St. Lucie County Tourism Development Council, The St. Lucie County Chamber of Commerce, St. Lucie Leadership, Class 17, The Roseann Gregory Cancer Foundation, the St. Lucie County Economic Development Council Event Committee, and the Port St. Lucie Sunset Rotary Club.

Jeannette was the Community Relations Manager for the Fort Pierce Tribune from 2000-2004. In 2005 she became the principal owner of a large marketing company, which she eventually sold. She has won many awards including ADDY Awards for brochure design, ad design, PR campaign, ad campaign; Freedom Communications awards for public service, promotion and branding; and Big Brothers Big Sisters video design and production award.

Patricia Christensen

Patricia Christensen, a native of Rhode Island, has been an active member of the community since arriving in Port St. Lucie in 1987. She served the City of Port St. Lucie for 14 years, both as Councilmember and as Mayor. She has also been a member of numerous boards and committees, non-profit organizations and an active participant in Rotary, honored as a Double Paul Harris Sustaining Member.

She is currently serving her 4th term on the St. Lucie County Chamber Board of Directors. Other committees she serves on are Leadership Alumni, PSL Area Council, and Chamber Ambassadors. She was awarded the Chamber Ambassador of the Year in 2014 and has received several networking awards. Christensen is also a graduate of St. Lucie Leadership, Class 32. Patricia has been a member of the Port St. Lucie Historical Society and is in her third year as chairwoman.





DEVELOPMENT PLAN



FISHERMAN'S WHARF
 FORT PIERCE, FLORIDA

Development Concept

Pierce 1 Marina and Shelli Associates understand that the community has invested a great deal of time, money, energy and passion into creating the Port of Fort Pierce Master Plan and the Fort Pierce Redevelopment Agency Community Redevelopment Plan. Our plan addresses the crucial elements of those plans, including the following:

- Allows for continued public access to the area through waterfront accessibility, living, dining, shopping, boating and other leisure activities;
- Creates a destination area for residents and visitors;
- Creates an event space for the community;
- Creates an additional tax base;
- Creates jobs for local residents;
- Is a financially sound and feasible project;
- Is environmentally thoughtful.



Aerial view of the site looking east to west

We have designed this project with the history and character of Fort Pierce in mind, through touches of historical elements like the PP Cobb Building, through murals and art reflective of Fort Pierce's fishing and boating history, and with colors that mimic the area's lovely beaches and waterways. At the same time, this project brings a fresh, young vibrancy to the area through its design.

The Fisherman's Wharf area of Fort Pierce has long been believed to be the crowning jewel of Fort Pierce and much thought, over many years, and by hundreds of residents, has gone into what the community would like to see there. It has been pointed out in the Port of Fort Pierce Master Plan that any project that is developed at the Wharf has to meet certain criteria, including boosting the tax base, adding jobs, creating public access and giving benefit to the residents and visitors of the City of Fort Pierce. We believe that our project, Pierce 1 Marina, meets all those criteria and delivers more.

Fort Pierce is a charming Old Florida town, rich with history and graced with natural amenities not found in many communities. The history of fishing and boating in Fort Pierce is long and storied. The character of the community is varied in its architecture, with tributes to the Mizner era, Art Deco buildings like the “Denmark” building, the early 1900’s style of the PP Cobb building and the Mediterranean design of Old City Hall. To classify one style as most significant, is to do an injustice to all.



Aerial view of the site looking west to east.

Pierce 1 Marina gives a nod to all those architectural styles, yet manages to bring an entirely new look to Fisherman’s Wharf with a fresh, vibrant coastal feel. The many facets of the project provide an opportunity to highlight Fort Pierce’s history while at the same time pointing brightly to her future. The mixed-use development of Pierce 1 Marina will offer the residents and visitors alike shopping, dining, living spaces, public access to water activities, and a destination for events and relaxation. Our careful arrangement of amenities encourages pedestrian traffic and creates community vibrancy.

The “BoatHouse” will provide safe, environmentally friendly storage for hundreds of boats. And the boardwalk and water taxi will provide real connectivity to downtown Fort Pierce and other locales.

Let us take you on a virtual tour of the project in the following pages, a stroll of the boardwalk, beginning on the North end of the proposed property, to give you clear insight into Pierce 1 Marina.



Signature Restaurant #1

At the very end of the northeastern property, alongside the beautiful Indian River Lagoon, will sit a 2-story restaurant with outdoor seating and the area's first and only rooftop bar. The rooftop bar will be perfect for private events or a romantic ending to a wonderful dinner. Offering a culinary experience, the elegant restaurant will give patrons expansive views of the water, of sailboats gliding along the Lagoon, yachts pulling into the docks and fishermen with their catches.

The restaurant will be modern, with upscale finishes and lighting. The kitchen will be built to the highest standards with professional grade appliances. For ease of parking and convenience of customers, free



valet service will be offered for those visiting the restaurant.

Tiki Bar

Directly across from the restaurant will be a pier, at the end of which will sit a fun, lively Tiki Bar. Patrons will find this a trendy place to meet friends for drinks after a day at work or for boaters to catch up with each other after a day on the water. We are in very positive discussions with a local restaurant/bar operator to operate the Tiki Bar.

Marina and Water Taxi

Continue west on the boardwalk along the waterfront, which by day will be sunny with views of the water and at night will be lit with undermounted colored lights, allowing glimpses of fish and other wildlife. At this point will be a marina for jet ski and kayak rentals and the dock for the Pierce 1 Marina Water Taxi. Boaters will be able to dock their boats and enjoy the variety of amenities at Pierce 1 Marina, including shopping, dining and entertainment.

Visitors and residents alike will be able to rent jet skis and kayaks to enjoy a day on the local waterways.

And here, people will be able to hop on and off the water taxi to get to various locations throughout the area. We envision patrons walking on the boardwalk in downtown Fort Pierce, going to Pierce 1 Marina to dine and stroll, then taking the water taxi back to their vehicle or vice-versa. We are currently in the process of determining where these water taxi stops will be, but are also willing to work with city staff to

Pierce 1 Marina Water Taxi

- Fun transportation around wharf and other points of interest
- Creates additional connectivity with downtown Fort Pierce
- Means less traffic on roads between Fisherman's Wharf and Downtown Fort Pierce



ascertain the best routes for the taxi.

Living Accommodations & Retail Establishments

Continuing along the boardwalk, just east of the restaurant and marina, you'll find a mixed-use 43,000+ square foot building with first floor retail spaces, and 18 two and three story 1,200 square foot luxury residential units. Careful consideration has been given to the design of the building, a cross-pollination of maritime and coastal character, blending the community's vision with modern, fresh, yet timeless elements. Painted in a rich palette of soft, subtle colors, the retail and residential units share a style reminiscent of Nantucket, Maine or Charleston, South Carolina.

The first-floor retail will house local businesses, which could include businesses like an ice-cream/sandwich shoppe, a second location for a local bait and tackle shop (we're in discussion with the city's most popular bait shop with fresh, live bait), a gallery for Highway Men paintings, and other shoppes. We have several local business owners that are extremely interested in either opening a second location or a new business in these shoppes. Shoppers will be able to meander along the boardwalk, sit alongside the water and enjoy their morning coffee while watching the sunrise or eating



men will have easy access to the best live bait in town, close to where they will launch their boats, and a place to purchase drinks, sandwiches, snacks, ice and other sundries and quickly be on their boats for a day of fishing.



The beautiful 2 & 3 story residential units will all include covered balconies with exceptional views of the water, upgraded finishes and state-of-the-art appliances. Each unit will come with its own private ground floor parking accommodations.

Residents will have access to a beautiful private clubhouse and pool located on the west end of the building and surrounded by lush tropical foliage. The pool will be buffered from traffic with a fountain pond to the west.

The popularity of living atop retail and dining is growing in cities around the world. Residents will be able to enjoy getting to know the retailers and restaurant owners on a first name basis. They will be able to walk to nearby coffee shops in the morning before work, or pop over to the Tiki Bar for a drink with friends after work. They'll walk their dogs along the waterfront, or stroll with their children looking at boats, and watching for manatees and dolphins. These residential units will provide a delightful, convenient, yet charming lifestyle for their residents.



Green Wall Waterfall

The importance of the environment has been at the forefront of our minds when designing this project. Nestled along the boardwalk between the mixed-use building and the second restaurant will be an innovative green wall waterfall and seating.

This unique feature will be a wall of living plants, with a waterfall and changing LED lighting, creating an ambiance that will complement the area's natural beauty.

For those walking along the boardwalk, this mood setting fountain will offer ambient background sound and a gorgeous area to pause and take in the scenery.



Example of a Green Wall Waterfall (above and below)



Rendering of the Pierce 1 Marina Green Wall Waterfall



Signature Restaurant #2

Continuing along the boardwalk and located just west of the green wall, is a second restaurant. While smaller than the first restaurant, this quaint dining spot will also offer indoor and outdoor seating. While the exterior will resemble a fish house, this restaurant will also be designed with modern technology, upscale finishes, professional grade kitchen and comfortable seating.

The restaurant will sit directly across from the marina, giving boaters easy access to the restaurant. Patrons will have the pleasure of enjoying dining near the waterfront, watching boaters and those strolling along the waterfront.

We expect this to be a lively, fun venue with a menu featuring locally caught fresh seafood. We are in discussion with a very popular local seafood restaurant regarding the tenancy of this location.



Rendering of Signature Restaurant #2

Boat Ramp

Just south of the tower will be constructed two newer, better and safer boat ramps. Moving the boat ramp from its current location means less concern about the tides and swift moving currents. This ramp will be constructed with top grade materials, utilizing the latest data and information to make using the ramp a great boating experience.

The area's local waterways, as well as its inhabitants are precious and some endangered. We will work closely with our environmental engineers to create an environment that does not negatively impact the ecosystem.

Boaters will have access to nearby parking for their trailers, and a safer means of launching and retrieving their boats and trailers. There will be ample parking spaces designated for boat trailers that will not impact shopping and dining parking.

We believe this new boat ramp is in the best interests of everyone, including pedestrians, boaters, kayakers and more.



Rendering of Boat Ramps and Marina Tower

Pierce 1 Marina Towers

A creatively designed tower will sit next to the boat ramp. Pedestrians will enter the tower, and will cross 20 feet over the boat ramp, giving pedestrians a safe way to continue their journey along the boardwalk. At the top of the tower will be a viewing platform for sightseers to view our beautiful waterway to the Atlantic Ocean.

The BoatHouse

Significant to the project is the BoatHouse, located just south of the new boat ramps. Heading south along the boardwalk, creatively we have put great consideration in how to navigate pedestrians along the boardwalk, out of the way of boats coming in to the BoatHouse, and get them safely to the other side of the building to continue their walk on the boardwalk, under the bridge, and on to downtown Fort Pierce. Pedestrians will walk along an elevated ramp that would take them 20' above the boat entry area and down the other side. At the top of the ramp will be windows in the BoatHouse, which will allow pedestrians an opportunity to view inside the building and watch this amazing state-of-the-art technology at work. Pedestrians will continue walking south, and utilizing a switch-back, can continue under south bridge and follow the boardwalk to downtown Fort Pierce.

Design of the BoatHouse has been extremely important to Shelli Associates and Pierce 1 Marina. Looking at the building, one would think it's a beautiful residential building, with balconies, windows and canopies. But the BoatHouse will be storage for approximately 308 boats up to 50 feet in LOA with a 12.5' beam and up to 15 feet in height and hold a wet weight of up to 35,000 pounds. The BoatHouse will be approximately 160 feet wide by 300 feet in length and approximately 5 boat stories high.



The proposed BoatHouse will utilize the most advanced proprietary software in the world. The fully auto-



ated crane technology provided by Maff-Stack, LLC will maximize the facility's dry storage capabilities and minimize boat retrieval time to the fastest in the world. The technology being incorporated within this building is the kind of technology that every boating magazine in the world will write articles about. We are so excited with the idea that Fort Pierce will be named and mentioned in every single one of those publications. This system will allow boats to be launched and retrieved within three minutes per boat. This crane technology is superior to conventional forklift truck systems. It is much safer and en-



Environmentally friendly as it does not expel diesel exhaust. Additionally, this crane system is quieter, safer and has no negative effects to the environment when compared to a traditional forklift system.

The importance of this BoatHouse to the boating community cannot be overlooked. The building will be only the third fully automated dry stack facility of its kind in the world. It will be a state-of-the-art facility that will be able to house vessels at the high end of the market, as well as week-end boaters and fishing vessels. It is expected to provide boat owners convenience, time savings and overall better boating experiences. Boaters will also enjoy greater safety, lower boat maintenance cost, engine longevity, and better insurance rates. In addition, without the use of human-operated fork lifts, hull damage is reduced, helping to preserve the owner's boat warranties. The BoatHouse will offer prime water access with close proximity to the Fort Pierce inlet and the Atlantic Ocean.

Just as important is the hurricane resistant design. The marina will be constructed to withstand winds up to approximately 250 miles per hour and have adequate generator power to be self-sufficient in the event of a power outage. This is one of the biggest advantages for the Fort Pierce boating community. With this design, insurance companies will insure 100% of the boats within this building. We will also be able to provide Fort Pierce community boaters with a hurricane plan with the ability to keep their boats on trailers inside the building in the event of such a hurricane. We cannot reiterate enough how much a game changer this is within this boating community.

We also intend to offer housing to local first responder vehicles in the event of an impending storm. Imagine a category 4 or 5 hurricane obliterating buildings that house these vehicles. We will be able to house a firetruck, boat and EMS vehicles and vehicles belonging to city police, county sheriff and state highway patrol. Fort Pierce will be able to take advantage of this offer at no charge.

In addition to the BoatHouse will be a marina offering 14 wet slips for staging and transient boaters, on-site fuel service, and a climate controlled private lounge and locker room. We will offer concierge service, giving our clients VIP treatment when they reserve their space at the BoatHouse, including valet service when they arrive with their families to take their boats out for the day.

On the marina site adjacent to the BoatHouse will be a boat show room to display several new boats. We will be discussing options with local boat manufacturers and dealers. But this will be a prime location to showcase our local boat builders' and manufacturers' new models and boating technology.

Pierce 1 Marina in Fort Pierce will be unique in offering comprehensive facilities and services. As such, the Project will be positioned in the market to tap an affluent segment of boat owners that is more immune to the relative effects of economic downturns while offering all boat owners a safe haven for their boats. However, the way that this rack system is designed we can also offer a competitive price point for the local community for fishing boaters and weekend-use boaters.



Safe Haven for First Responder Vehicles

- Will provide a safe haven during an impending storm
- Each local first responder agency can put a vehicle in Boathouse
- Benefit to community & first responders



Most importantly, the guiding philosophy behind the entire development is the job creation across several sectors. Downtown Fort Pierce and the surrounding community will benefit greatly from the amount of people utilizing this boating facility. More boats equals more jobs. This transcends the marine and boating industries, and spills into the hospitality and tourism industry of Fort Pierce. This type of project is the type of boating experience where people would relocate and move to Fort Pierce to have access to. These clients will also shop, dine and support the local downtown Fort Pierce businesses.

Rockin' the Wharf

Imagine coming to Fisherman's Wharf once a month for an event called Rockin' the Wharf, an event with artisans, food trucks, musical entertainment, cultural events and more. This event would not compete with any other current events but would create additional activities along the waterfront for the community.

We are currently in discussion with a nearby restaurant to formally co-host these types of events at Pierce 1 Marina and along 2nd Street.

In Closing

In closing, we believe that we have met all the criteria, needs and wants, of the community, the charrettes, and the Fisherman's Wharf plan. Our project brings jobs, creates additional taxes, provides for easy, safe access to the water, provides residential opportunities as well as shopping and dining. Our proposed event, Rockin' the Wharf, will help to make Pierce 1 Marina and Fisherman's Wharf a destination. After all, bringing people together at multigenerational events is at the heart of a community. Breaking bread and sharing drinks with family and friends at locally owned restaurants are events themselves. Memories will be made and new traditions will begin at Pierce 1 Marina.

We sincerely hope you see our vision and choose our Pierce 1 Marina project for the redevelopment of Fisherman's Wharf.



Rockin' The Warf

- Fun, lively monthly events
- Free for the community
- Creates additional activities for families
- Brings customers to businesses





ECONOMIC FEASIBILITY PLAN



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Development Cost Budget

<u>Building</u>	<u>Gross SF</u>	<u>Cost Per SF</u>	<u>Cost Per Rack</u>	<u>Total Cost</u>
Boat Storage Facility				
The Boathouse	49,000	\$ 196.11	\$ 31,200.00	\$ 9,609,600
Signature Restaurant 1	6,650	\$ 326.00		\$ 2,167,900
Signature Restaurant 2	4,500	\$ 326.00		\$ 1,467,000
Ground Floor Retail	15,500	\$ 237.00		\$ 3,673,500
Ground Floor Club House	6,200	\$ 240.00		\$ 1,488,000
Second Floor Residential	14,400	\$ 138.00		\$ 1,987,200
Third Floor Residential	<u>7,200</u>	\$ 138.00		\$ 993,600
Total Square Feet	<u>43,300</u>			
Site Work and Landscaping				\$ 1,500,000
Landmark Tower - Boardwalk				\$ 1,000,000
Engineering and Architect at 3%				\$ 720,000
Financing Costs				<u>\$ 1,568,000</u>
Development Cost Budget	<u>103,450</u>			<u>\$ 26,174,800</u>
<u>Development Summary</u>				
The Boathouse Facility	49,000			\$ 9,609,600
Signature Restaurant Space	6,650			\$ 2,167,900
Signature Restaurant Space	4,500			\$ 1,467,000
Retail Space	15,500			\$ 3,673,500
Residential Space	21,600			\$ 2,980,800
Clubhouse and Pool	<u>6,200</u>			\$ 1,488,000
Site Work and Landscaping				\$ 1,500,000
Landmark Tower - Boardwalk				\$ 1,000,000
Engineering and Architect at 3%				\$ 720,000
Financing Costs				<u>\$ 1,568,000</u>
<u>Total Gross Development SF</u>	<u>103,450.00</u>			<u>\$ 26,174,800</u>



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Total Rental Income

<u>Building</u>	<u>Gross SF</u>		<u>Monthly Income</u>	<u>Annual Income</u>
The Boathouse Facility	49,000	\$	246,400	\$ 2,956,800
Signature Restaurant 1	6,650	\$	15,517	\$ 186,200
Signature Restaurant 2	4,500	\$	11,250	\$ 135,000
Ground Floor Retail	15,500	\$	15,000	\$ 180,000
Ground Floor Club House	6,200	N/a		
Second Floor Residential 12 units	14,400	\$	14,400	\$ 172,800
Third Floor Residential 6 units	7,200	\$	10,800	\$ 129,600
Total Square Feet	<u>43,300</u>			
<u>Total Rental Income</u>	<u>103,450</u>	<u>\$</u>	<u>313,367</u>	<u>\$ 3,760,400</u>

Total Income Per Group

The Boathouse	\$ 2,956,800
Signature Restaurant	\$ 186,200
Signature Restaurant	\$ 135,000
Retail Space	\$ 180,000
Second Floor Residential	\$ 172,800
Third Floor Residential	<u>\$ 129,600</u>

Total Rental Income **\$ 3,760,400**

**JOBS ANALYSIS
PREPARED BY THE
St. Lucie County
Economic Development Council**



Economic Impact Analysis Fisherman's Wharf Redevelopment

Proposed by Pierce 1 Marina and Shelli Associates



Prepared by
ECONOMIC DEVELOPMENT COUNCIL OF ST. LUCIE COUNTY, INC.
500 NW California Blvd., Bldg. F, Suite 109
Port St. Lucie, Florida 34986
772.336.6250 | www.youredc.com

FISHERMAN'S WHARF

FORT PIERCE, FLORIDA

Fisherman's Wharf Redevelopment Fort Pierce, Florida Proposed by Pierce 1 Marina and Shelli Associates

Pierce 1 Marina and Shelli Associates is proposing a mixed-use project for the redevelopment of Fisherman's Wharf. The concept for design and proposal was developed in accordance with the Port of Fort Pierce Master Plan and the Fort Pierce Redevelopment Agency Community Redevelopment Plan.

The proposed project is a mix of retail, residential, restaurants, public spaces, boat ramp and a dry stack boat storage facility. The plan is designed to meet the criteria as laid out in the Port of Fort Pierce Master Plan including boosting the tax base, adding jobs, creating public access and giving benefit to the residents and visitors of the City of Fort Pierce.

I - NEW CONSTRUCTION: BOATHOUSE

The new Boathouse construction with an estimated investment of **\$9.609 million** will translate into a total output of **\$14.5 million** in the local economy by the completion of the project and will create a total of **68.07 direct**, **19.61 indirect**, and **14.07 induced jobs** and a total labor income of **\$4.25 million** during construction.

One Time Economic Impact - NEW BOATHOUSE CONSTRUCTION

The new facility construction is a "one-time" impact that creates economic activity during construction period, but then goes away once the project is completed.

	Output (Sales)	Labor Income (Payroll)	Employment
New Construction Impact			
- Direct Effect	\$9.609M	\$2.91M	68.07
- Indirect Effect	\$3.058M	\$823k	19.61
- Induced Effect	\$1.882M	\$514k	14.07
Total	\$14.55M	\$4.25M	101.75

* M=Millions **K=Thousands

II - NEW CONSTRUCTION: RESTAURANT #1

The new Restaurant #1 construction with an estimated investment of **\$2.167 million** will translate into a total output of **\$3.28 million** in the local economy by the completion of the project and will create a total of **15.36 direct**, **4.42 indirect**, and **3.18 induced jobs** and a total labor income of **\$959 thousand** during construction.

One Time Economic Impact - RESTAURANT #1 CONSTRUCTION

The new facility construction is a "one-time" impact that creates economic activity during construction period, but then goes away once the project is completed.

	Output (Sales)	Labor Income (Payroll)	Employment
New Construction Impact			
- Direct Effect	\$2.167M	\$658k	15.36
- Indirect Effect	\$690k	\$185k	4.42
- Induced Effect	\$424k	\$116k	3.18
Total	\$3.28M	\$959k	22.96

* M=Millions **K=Thousands

III - NEW CONSTRUCTION: RESTAURANT #2

The new Restaurant #2 construction with an estimated investment of **\$1.467 million** will translate into a total output of **\$2.22 million** in the local economy by the completion of the project and will create a total of **10.39 direct**, **2.99 indirect**, and **2.15 induced jobs** and a total labor income of **\$649 thousand** during construction.

One Time Economic Impact - RESTAURANT #2 CONSTRUCTION

The new facility construction is a "one-time" impact that creates economic activity during construction period, but then goes away once the project is completed.

	Output (Sales)	Labor Income (Payroll)	Employment
New Construction Impact			
- Direct Effect	\$1.467M	\$445k	10.39
- Indirect Effect	\$467k	\$125k	2.99
- Induced Effect	\$287k	\$78k	2.15
Total	\$2.22M	\$649k	15.53

* M=Millions **K=Thousands

IV- NEW CONSTRUCTION: RETAIL #1

The new Retail #1 construction with an estimated investment of **\$2.2 million** will translate into a total output of **\$3.3 million** in the local economy by the completion of the project and will create a total of **15.61 direct, 4.5 indirect, and 3.23 induced jobs** and a total labor income of **\$975 thousand** during construction.

One Time Economic Impact - RETAIL #1 CONSTRUCTION

The new facility construction is a “one-time” impact that creates economic activity during construction period, but then goes away once the project is completed,

	Output (Sales)	Labor Income (Payroll)	Employment
New Construction Impact			
- Direct Effect	\$2.2M	\$669k	15.61
- Indirect Effect	\$701k	\$188k	4.5
- Induced Effect	\$431k	\$118k	3.23
Total	\$3.3M	\$975k	23.34

* M=Millions **K=Thousands

V- NEW CONSTRUCTION: RETAIL #2

The new Retail #2 construction with an estimated investment of **\$1.46 million** will translate into a total output of **\$2.2 million** in the local economy by the completion of the project and will create a total of **10.41 direct, 3 indirect, and 2.15 induced jobs** and a total labor income of **\$650 thousand** during construction.

One Time Economic Impact - RETAIL #2 CONSTRUCTION

The new facility construction is a “one-time” impact that creates economic activity during construction period, but then goes away once the project is completed.

	Output (Sales)	Labor Income (Payroll)	Employment
New Construction Impact			
- Direct Effect	\$1.46M	\$446k	10.41
- Indirect Effect	\$467k	\$126k	3
- Induced Effect	\$287k	\$78k	2.15
Total	\$2.22M	\$650k	15.56

* M=Millions **K=Thousands

The total new construction impacts with an estimated investment of **\$16.9 million** will translate into a total output of **\$25.57 million** in the local economy by the completion of the project and will create a total of **179.14 jobs** and a total labor income of **\$7.48 million** during construction.

ANNUAL RECURRING JOB CREATION IMPACTS

I - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW BOATHOUSE JOB CREATION

The boathouse project will create **39.72 new jobs** and has an ongoing annual economic impact in the local economy of **\$6.69 million** in annual output. The project will create a total of **10.8 direct, 25.04 indirect** and **3.88 induced** recurring jobs and a total recurring annual labor income of **\$1.19 million**.

Annual Recurring Economic Impact - BOATHOUSE JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$2.969M	\$428K	10.8
- Indirect Effect	\$3.2M	\$622K	25.04
- Induced Effect	\$518k	\$141K	3.88
Total	\$6.69M	\$1.19M	39.72

* M=Millions **K=Thousands

II - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW RECREATIONAL ACTIVITY JOB CREATION

The recreational activities of the project will create **4.98 new jobs** and has an ongoing annual economic impact in the local economy of **\$328 thousand** in annual output. The project will create a total of **4 direct, .53 indirect** and **.44 induced** recurring jobs and a total recurring annual labor income of **\$137 thousand**.

Annual Recurring Economic Impact - RECREATIONAL ACTIVITY JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$190K	\$103K	4
- Indirect Effect	\$78K	\$17K	.53
- Induced Effect	\$59K	\$16K	.44
Total	\$328K	\$137K	4.98

* M=Millions **K=Thousands

III - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW WATER TAXI JOB CREATION

The water taxi activity of the project will create **11.7 new jobs** and has an ongoing annual economic impact in the local economy of **\$2.216 million** in annual output. The project will create a total of **4 direct, 6.65 indirect** and **1.05 induced** recurring jobs and a total recurring annual labor income of **\$332 thousand**.

Annual Recurring Economic Impact - WATER TAXI JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$1.322M	\$60k	4
- Indirect Effect	\$754k	\$234k	6.65
- Induced Effect	\$140k	\$38k	1.05
Total	\$2.216M	\$332k	11.70

* M=Millions **K=Thousands

IV - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW RESTAURANT #1 JOB CREATION

The restaurant #1 project will create **47.01 new jobs** and has an ongoing annual economic impact in the local economy of **\$4 million** in annual output. The project will create a total of **37.5 direct, 5.19 indirect** and **4.32 induced** recurring jobs and a total recurring annual labor income of **\$1.357 million**.

Annual Recurring Economic Impact - RESTAURANT #1 JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$2.646M	\$1.013M	37.5
- Indirect Effect	\$777k	\$186k	5.19
- Induced Effect	\$577k	\$158k	4.32
Total	\$4M	\$1.357M	47.01

* M=Millions **K=Thousands

V - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW RESTAURANT #2 JOB CREATION

The restaurant #2 project will create **29.67 new jobs** and has an ongoing annual economic impact in the local economy of **\$1.964 million** in annual output. The project will create a total of **25 direct, 2.55 indirect** and **2.12 induced** recurring jobs and a total recurring annual labor income of **\$666 thousand**.

Annual Recurring Economic Impact - RESTAURANT #2 JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$1.299M	\$497k	25
- Indirect Effect	\$381k	\$91k	2.55
- Induced Effect	\$284k	\$78k	2.12
Total	\$1.964M	\$666k	29.67

* M=Millions **K=Thousands

VI - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW RETAIL #1 JOB CREATION

The retail #1 project will create **58.89 new jobs** and has an ongoing annual economic impact in the local economy of **\$7.480 million** in annual output. The project will create a total of **36 direct, 16.23 indirect** and **6.67 induced** recurring jobs and a total recurring annual labor income of **\$2.03 million**.

Annual Recurring Economic Impact - RETAIL #1 JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$4.608M	\$1.29M	36
- Indirect Effect	\$1.980M	\$496k	16.23
- Induced Effect	\$892k	\$247k	6.67
Total	\$7.480M	\$2.03M	58.89

* M=Millions **K=Thousands

Note: The Retail #1 job impacts were prepared using a project illustration of 9,000 square feet (1,000 square feet each) and comprised of nine business units. The retail activities identified for economic impact analysis were prepared as three units for food and beverage activity, three units for professional services, and three units for general merchandise retail.

VII - ANNUAL RECURRING ECONOMIC IMPACT FROM NEW RETAIL #2 JOB CREATION

The retail #2 project will create **25.66 new jobs** and has an ongoing annual economic impact in the local economy of **\$3.820 million** in annual output. The project will create a total of **14 direct, 7.94 indirect** and **3.73 induced** recurring jobs and a total recurring annual labor income of **\$1.142 million**.

Annual Recurring Economic Impact - RETAIL #2 JOB CREATION

	Output (Sales)	Labor Income (Payroll)	Employment
Recurring New Job Creation Impacts			
- Direct Effect	\$2.372M	\$780k	14
- Indirect Effect	\$949k	\$226k	7.94
- Induced Effect	\$499k	\$136k	3.73
Total	\$3.820M	\$1.142M	25.67

* M=Millions **K=Thousands

Note: The Retail #2 job impacts were prepared using a project illustration of 6,000 square feet (1,000 square feet each) and comprised of six business units. The retail activities identified for economic impact analysis were prepared as one unit for food and beverage activity, one unit for professional services, and four units for general merchandise retail.

The total annual recurring impacts will translate into a total output of **\$26.498 million** in the local economy will create a total of **217.64 jobs** and a total labor income of **\$6.854 million** recurring annually.

Glossary of Terms

Direct effects: changes in the targeted businesses for which a final demand change was provided. Direct effects refer to jobs and sales of the targeted company.

Indirect effects: changes in inter-company purchases as they respond to the new demands of the directly affected sectors of St. Lucie County. Indirect effects are generated from sales among other firms in St. Lucie County as a result of the targeted company's new presence or expansion. These sales directly benefit vendors and suppliers of the company.

Induced effects: changes in spending from households as income increases or decreases due to changes in production. Induced effects are additional spending in local businesses of various sectors from payroll generated from benefitting companies. These sales directly benefit existing small businesses in the community.

Multiplier Effects: Economic impact does not end with direct hiring by a targeted company. Each direct job from a target business creates additional jobs throughout the community as dollars from the increased sales and payroll make their way through the local economy. The IMPLAN© model is based on annually updated input-output information specific to the area. Its method is usually referred to as multiplier analysis or "the multiplier effect". A dollar increase in final demand implies increased demand for inputs to produce the required output. This increase demand and income triggers further demand and income increases.

About IMPLAN© and Impact Analysis IMPLAN©

Created by the University of Minnesota, is software that allows the user to estimate the economic impact of different actions. The model is based on input-output information specific to the area and its basic driver is changes in final demand. Its method is usually referred to as multiplier analysis. A dollar increase in final demand implies increased demand for inputs to produce the required output. A dollar increase in final demand also implies increased income for labor. This increased demand and income triggers further demand and income increases. Every round is a fraction of the previous. In the limit, the original dollar will have generated more than a dollar of economic activity. IMPLAN© is one of the most widely used tools for this sort of evaluation. Data comes from the Bureau of Labor Statistics and other federal agencies and is tailored to the local geography, in our case St. Lucie County, not a statewide measurement. IMPLAN© allows the St. Lucie Economic Development Council to evaluate benefits to existing small businesses – both one-time and recurring stimulus impact through new sales that support additional jobs.

Source: The data collection for the Fisherman's Wharf economic impact analysis was provided by Pierce 1 Marina and Shelli Associates. This analysis is exclusive of construction for residential property and public spaces ; the analysis was performed solely on the annual recurring job creation elements of the project (January 2021).



Acquisition and Financing Plan



Financing & Acquisition

Financing:

Shell Associates, LLC as the developer of Pierce 1 Marina, LLC is privately funding the equity for this project and has secured 100% of the equity for investment in the project.

Acquisition:

Upon approval of the RFP from the City of Fort Pierce, Shell Associates will seek facilitations from the City of Fort Pierce.

We will negotiate and enter a Long-Term Lease on the property known as Fisherman's Wharf.

Negotiate Tax Incremental Financing (TIF) with a credit over a 5-year period.



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Economic Feasibility
Sources and Uses of Funds

Source of Funds:

Shelli Associates, LLC & Equity Partners	20%	\$	5,200,000
Senior Construction Loan	60%	\$	15,600,000
Pace Construction Loan	20%	\$	5,200,000
Long Term Land Lease		\$	<u>6,000,000</u>
Total Sources of Funds		\$	<u>32,000,000</u>

Use of Funds:

Hard Costs		\$	22,240,000
Soft Costs		\$	2,200,000
Financing Costs		\$	1,560,000
Long Term Land Lease		\$	<u>6,000,000</u>
Use of Funds		\$	32,000,000



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Cash Flow Analysis

	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>
The Boathouse Storage	\$ 2,956,800	\$ 3,045,504	\$ 3,136,869	\$ 3,230,975	\$ 3,327,904
Gross Potential Revenue Retail	\$ 180,000	\$ 185,400	\$ 190,962	\$ 196,691	\$ 202,592
Gross Potential Revenue Restaurants	\$ 321,200	\$ 330,836	\$ 340,761	\$ 350,984	\$ 361,513
Gross Potential Revenue Residential	\$ 302,400	\$ 311,472	\$ 320,816	\$ 330,441	\$ 340,354
Gross Revenue	\$ <u>3,760,400</u>	\$ <u>3,873,212</u>	\$ <u>3,989,408</u>	\$ <u>4,108,091</u>	\$ <u>4,232,363</u>
Vacancy Allowance (10%)	\$ 376,040	\$ 387,321.20	\$ 398,940.84	\$ 410,909.06	\$ 423,236.33
Effective Gross Revenue	\$ <u>3,384,360</u>	\$ <u>3,485,890.80</u>	\$ <u>3,590,467.52</u>	\$ <u>3,698,181.55</u>	\$ <u>3,809,127.00</u>
Operating Expenses					
Real Estate Taxes 1.24% of Development Cost	\$ 310,000.00	\$ 316,200.00	\$ 322,524.00	\$ 328,974.48	\$ 335,553.97
Insurance Expense 0.05% of Development Cost	\$ 125,000.00	\$ 127,500.00	\$ 130,050.00	\$ 132,651.00	\$ 135,304.02
Payroll Manager	\$ 100,000.00	\$ 102,000.00	\$ 104,040.00	\$ 106,120.80	\$ 108,243.22
Payroll - Other Employees	\$ 160,000.00	\$ 163,200.00	\$ 166,464.00	\$ 169,793.28	\$ 173,189.15
Payroll Taxes 12.70%	\$ 33,020.00	\$ 33,680.40	\$ 34,354.01	\$ 35,041.09	\$ 35,741.91
Utilities Expense 0.03% of Development Cost	\$ 75,000.00	\$ 76,500.00	\$ 78,030.00	\$ 79,590.60	\$ 81,182.41
Repairs and Maintenance 1.60%	\$ 55,587.84	\$ 56,699.60	\$ 57,833.59	\$ 58,990.26	\$ 60,170.07
Leasing and Marketing 0.004% of Development Cost	\$ 100,000.00	\$ 102,000.00	\$ 104,040.00	\$ 106,120.80	\$ 108,243.22
General and Admin 0.0036% of Development Cost	\$ 90,000.00	\$ 91,800.00	\$ 93,636.00	\$ 95,508.72	\$ 97,418.88
	\$ -	\$ -	\$ -	\$ -	\$ -
Total Operating Expenses	\$ <u>1,048,607.84</u>	\$ <u>1,069,580.00</u>	\$ <u>1,090,971.60</u>	\$ <u>1,112,791.03</u>	\$ <u>1,135,046.85</u>
	\$ -	\$ -	\$ -	\$ -	\$ -
Net Operating Income	\$ <u>2,335,752.16</u>	\$ <u>2,382,467.20</u>	\$ <u>2,430,116.55</u>	\$ <u>2,478,718.88</u>	\$ <u>2,528,793.26</u>



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Financing Costs

Construction Lender @ 60 % LTC	\$ 15,600,000	
Lender Origination Fee @ 1%		\$ 156,000
Pace Construction Lender @ 20% LTC	\$ 5,200,000	
Pace Origination Fee @ 1%		\$ 52,000
Interest Reserve for 1.5 Years		\$ 1,000,000
Lender Survey, Appraisal, Title, Recording Fees, Legal 1.5%		\$ <u>360,000</u>
Total Financing Costs		\$ <u>1,568,000</u>



SHELLI ASSOCIATES, LLC
Pierce 1 Marina - Economic Feasibility
 Value at 5 Year Stabilization

Debt Coverage on Development Project:

Senior Construction Loan @ 60% LTC, \$15,600,000 Fixed Rate of 5.75%, 30 Years Interest Only Thru Year 5 Then Fully Amortized	\$ 897,000.00
Pace Construction Loan @ 20% LTC, \$ 5,200,000 Fixed Rate of 6.25%, 30 Years Interest Only Thru Year 5 Then Fully Amortized	\$ 325,000.00
Long Term Land Lease, \$ 6,000,000 at 5.0%	<u>\$ 300,000.00</u>
 Total Annual Debt Service	 <u>\$ 1,522,000.00</u>
 Net Operating Income End of Year 5 2026	 \$ 2,528,293.26
 DEBT COVERAGE RATIO AT STABILIZATION	 1.66



Development Timeline



ID	Task Mode	Task Name	Duration	Start	Finish
1		Preparation of Survey	30 days	Mon 3/1/21	Fri 4/9/21
2		Preparation of Landscape Plan	30 days	Mon 3/1/21	Fri 4/9/21
3		Preparation of Environmental Impact Report	2 wks	Mon 3/1/21	Fri 3/12/21
4		Development Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
13		Design Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
20		Concurrency Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
27		St. Lucie County Fire District Site Plan Approval	40 days	Mon 3/29/21	Fri 5/21/21
32		City Site Work Permit	76 days	Thu 5/27/21	Fri 9/10/21
39		Fort Pierce Farms Water Control District	44.5 days	Fri 6/25/21	Thu 8/26/21
45		SFWMD ERP	51 days	Fri 7/9/21	Mon 9/20/21
52		FPUA Approval	36.5 days	Fri 6/25/21	Mon 8/16/21
58		St. Lucie County ROW Permit	22 days	Fri 7/23/21	Tue 8/24/21
63		Civil Entitlements - Construction Commencement	1 day	Mon 9/20/21	Tue 9/21/21
64		Preparation of Survey	30 days	Mon 3/1/21	Fri 4/9/21
65		Preparation of Landscape Plan	30 days	Mon 3/1/21	Fri 4/9/21
66		Preparation of Environmental Impact Report	2 wks	Mon 3/1/21	Fri 3/12/21
67		Development Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
76		Design Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
83		Concurrency Review Application	90.5 days	Mon 3/29/21	Mon 8/2/21
90		St. Lucie County Fire District Site Plan Approval	40 days	Mon 3/29/21	Fri 5/21/21
95		City Site Work Permit	76 days	Thu 5/27/21	Fri 9/10/21
102		Fort Pierce Farms Water Control District	44.5 days	Fri 6/25/21	Thu 8/26/21
108		SFWMD ERP	51 days	Fri 7/9/21	Mon 9/20/21
115		FPUA Approval	36.5 days	Fri 6/25/21	Mon 8/16/21
121		St. Lucie County ROW Permit	22 days	Fri 7/23/21	Tue 8/24/21
126		Civil Entitlements - Construction Commencement	1 day	Mon 9/20/21	Tue 9/21/21
127		GCIOWNER DB CONTRACT - Design Phase	1 day	Tue 12/22/20	Tue 12/22/20
128		GC - DESIGN PHASE			
136		BUILDING PERMITTING	75 days	Mon 11/15/21	Fri 2/25/22
137		NOTICE OF COMMENCEMENT	2 days	Mon 2/28/22	Tue 3/1/22
138		GENERAL SITE WORK	132 days	Mon 3/1/21	Tue 8/31/21
151		CONSTRUCTION	344 days	Tue 12/7/21	Fri 3/31/23

Project: Fisherman's Wharf
Pierce 1 Marina and Amenities

Task: Manual Task

Split: Duration-only

Milestone: Manual Summary/Rollup

Summary: Manual Summary

Start-only

Finish-only

External Tasks

External Milestone

Deadline

Progress

Manual Progress



LETTERS OF SUPPORT



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January 22, 2021

Mayor Linda Hudson
City of Fort Pierce
100 North U.S. Highway 1
Fort Pierce FL 34949

Re: Fisherman’s Wharf Redevelopment Project – Fort Pierce

Dear Mayor and Commissioners:

On behalf of the Economic Development Council of St. Lucie County, Inc. (EDC), I am incredibly pleased to support the Pierce 1 Marina and Shelli Associates submittal. We believe this project will certainly generate extremely positive benefits for Fort Pierce and St. Lucie County from an economic and tourism development perspective.

As you are aware, the above-mentioned team has created a mixed-use project for the redevelopment of Fisherman’s Wharf. This was done in accordance with the Port of Fort Pierce Master Plan and the Fort Pierce Redevelopment Agency Community Redevelopment Plan. This project is a mix of retail, residential, restaurants, public spaces, a boat ramp, and a dry stack boat storage facility.

This plan fits the criteria as laid out in the Port of Fort Pierce Master Plan including boosting the tax base, adding jobs, creating public access, and giving benefit to the residents and visitors of the City of Fort Pierce. It is a financially feasible and sustainable project.

As detailed in the attached EDC’s IMPLAN economic impact analysis, the abovementioned project will create substantial capital investment, expand the tax base, and provide hundreds of quality jobs. For example, the annual recurring job creation and economic impact of the project will generate 217 jobs and have an ongoing annual economic impact of \$26.498 million, respectively.

The Pierce 1 Marina concept in our view is an extremely important mixed-use redevelopment project and plays a critical role in the further commercial and aesthetic enhancement of the Port. As we enter a post COVID-19 environment, this project will certainly bolster Fort Pierce’s reputation as a premier tourist destination and further diversify our growing economy.

We urge your favorable consideration on this matter. Please call me at (772) 336-6254 or ptesch@youredc.com if you have any questions or comments.

Sincerely,

Peter J. Tesch,
President

Attachment



Economic Development Council of St. Lucie County

772.336.6250 ♦ www.youredc.com

500 NW California Blvd. ♦ Bldg. F, Suite 109 ♦ Port St. Lucie, FL 34986

(Located at Indian River State College)



Larry Lee Jr, Agent

4075 Virginia Avenue
Ft Pierce, FL 34981-5557
Bus 772 461 6622
larry.lee.caov@statefarm.com

Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

Dear Sir or Madame,

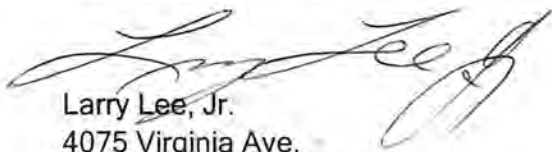
As a Fort Pierce native, local business owner and former State Representative, District 84, I am extremely interested in the redevelopment of Fisherman's Wharf in Fort Pierce.

This area has long needed to be redeveloped and could be the catalyst, if done correctly, to a positive future for our community. Having been involved with many charrettes and planning meetings over the years, I believe that I understand what elements are critical to a successful project at this location. First and foremost, this project HAS to be financially feasible. We can not tolerate a project failing and leaving unfinished buildings, or empty storefronts. The project must also increase the tax base and provide jobs. It needs to have public access, including dining, shopping and living. And it needs to provide safe access to the water for boaters.

I have had more than one meeting with Mr. Chris Shelli, Shelli Associates, and I believe that his project, Pierce 1 Marina, is the only one with merit. It provides all the elements I mentioned above and it is financially feasible. In addition, Mr. Shelli has the financial wherewithal to be successful.

I am hopeful that you choose Shelli Associates for the redevelopment of Fisherman's Wharf.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Larry Lee, Jr.", written in a cursive style.

Larry Lee, Jr.
4075 Virginia Ave.
Fort Pierce, FL 34981

Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

To whom it may concern,

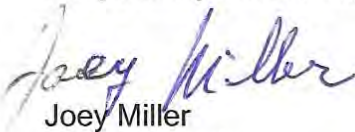
We are partners in a group called "Fishmongers, LLC". We own a parcel located on Fisherman's Wharf that we currently use as boat/vehicle storage.

We have had several discussions with Mr. Chris Shelli, Shelli Associates and Pierce 1 Marina, regarding him purchasing or leasing this parcel from us.

If Mr. Shelli is awarded the RFP, we will be happy to continue this discussion with him.

We believe that a project of this magnitude is what Fort Pierce needs to improve our image, increase our tax base and move the City of Fort Pierce forward in a positive way.

Respectfully submitted,



Joey Miller
45 Lajeau Drive
Fort Pierce, FL 34952



Larry Lee
4075 Virginia Ave.,
Fort Pierce, FL 34981



Carrol Frischkorn
1651 Binney Drive
Fort Pierce, FL 34949

Ray McLendon
Florida Highwaymen Art Gallery
1935 14th Avenue
Vero Beach, FL 32960

Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

To Whom It May Concern:

I wanted to write to the commissioners of the city of Fort Pierce and express my unwavering support for the RFP project proposed by Shelli & Associates for Fisherman's Wharf. I believe a paramount quality for the successful future of Fort Pierce is to find young developers who have amazing vision for the city's future. I believe Chris Shelli and his vision for Fisherman's Wharf is what this city needs and is ready for.

I was truly inspired by his ideas to create a vibrant, festive retail, and boardwalk joining the downtown to Fisherman's Wharf. The fact that his ideas will unite the community in a common space on the waterfront is amazing. I also believe the state-of-the-art boat storage building will attract many people to the area who will support the local business's and bring revenue into a city in need of it. The hurricane rated boat building will also allow local boating enthusiasts a safe place to store their valuable boats and feel comfort in the fact they can now have insurance on these boats. The wharf is also in need of waterfront dining like there used to be. Locals have great memories of the restaurants that use to be on the Wharf.

I hope that you can see Mr. Chris Shelli's passion for Fort Pierce and his vision for the future of the city as I do. He has my support and the Highwaymen Artist community support. I hope you choose Shelli & Associates as the winner for the RFP on Fisherman's Wharf and allow a real visionary with passion for the community to develop here.

Respectfully,

A handwritten signature in black ink, appearing to read 'Ray McLendon', with a long horizontal line extending to the right.

Ray McLendon
Owner / Artist
Florida Highwaymen Art Gallery
12-15-20



Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

Dear Fort Piece City Commissioners and staff,

My name is Rick Godbee and I am the owner of Crockadillo's, located at 109 Fisherman's Wharf. Naturally, as a business owner on the Wharf, I have been very interested in what's happening there so I've read the RFQ's that were submitted last year (2020) for the redevelopment of Fisherman's Wharf. I can honestly say that the best possible project in my opinion is the Shelli Associates bid.

I am always looking for new ways to bring patrons to my restaurant and bar. As you may know, I host an event every year for motorcycle enthusiasts, blocking off an area of the Wharf, and hosting hundreds of people. It brings people to the area, they spend money not just at my business, but at other businesses, and they return again and again. In speaking with Mr. Chris Shelli, he told me about his idea called "Rockin' the Wharf". If he is awarded the bid, he intends to have a monthly event with musical entertainment, food trucks and other activities for families. He and I have discussed co-hosting the event, something that would be great for the community. I do not believe his project competes with my business; in fact, I like the idea of working with him to create a destination area on this side of the bridge.

I also like his idea of having a water taxi that will take residents and visitors alike to different areas around the water, including Harbor Town Marina, Fisherman's Wharf, and downtown Fort Pierce around the marina. Between that and his proposed boardwalk, he will create real connectivity between the downtown area and the Wharf.

I ask that you seriously consider his project during your evaluations.

Respectfully submitted,

Rick Godbee
Owner, Crockadillo's
109 Fisherman's Wharf
Fort Pierce, FL 34952

SSS INLET BAIT TACKLE

JAY SOHAN

927 N US HWY
Fort Pierce, FL 34950

12-18-20

Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

To Whom It May Concern:

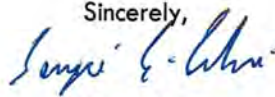
I am a local business owner of SSS Inlet Bait Tackle, and my name is Jay Sohan. As someone who owns and operates a local business in Fort Pierce, watching what happens to future development of Fisherman's Wharf is of serious concern to me. In my opinion, Fisherman's Wharf and its proximity to the inlet is a crown jewel to the city of Fort Pierce.

As someone who pays attention to city development, I have reviewed all the proposals for the RFP regarding Fisherman's Wharf. I have serious concerns about many of the proposals and find that I can only support one of the proposals. The proposal that I think is crucial for the city commissioners to choose, is that of the proposed project by Shelli & Associates. This proposal will renew the very heritage that this city was founded on which is boating and fishing.

I believe the vision Chris Shelli has for the future of Fisherman's Wharf is a clear vision to benefit the community. Between the new restaurants, better boating ramps, and a vibrant festive boardwalk, this shows amazing connectivity from the downtown to Fisherman's Wharf.

I am a great example of someone who could potentially expand my local business into one of his retail shops. I am known locally as a leader in the fishing community regarding my live bait sales. After talking to all my clientele, the fishing community of Fort Pierce also supports this project in its entirety. Please choose Shelli & Associates as the developer of the Wharf.

Sincerely,



Jay Sohan

Dorina Jenkins-Gaskin

2310 Jo Haywood Drive • Fort Pierce, FL 34946 • Phone: 772-464-3691 • Cellular: 772-323-4487

January 8, 2021

City of Fort Pierce
100 North US 1
Fort Pierce, FL 34950

**RE: Letter of Support for the Shelli Associates' project
Development of Fisherman's Wharf – RFQ-P NO. 2020-023**

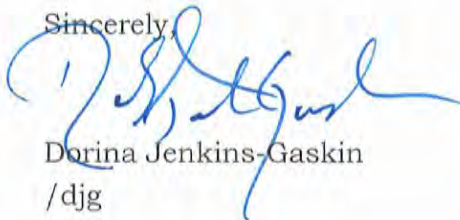
To Whom It May Concern:

It is my pleasure to write a letter of support for the Shell's Associates proposed project for the development of Fisherman's Wharf, Fort Pierce, FL.

Shelli Associates' proposed project will not only provide employment opportunities to Fort Pierce, St. Lucie County residents, but this project will also offer a mentorship program for community youth, and an internship in the boating industry for local college students. Additionally, there are plans to construct multifamily units, retail and restaurants. Members of this team were born and raised in Fort Pierce, and has return to offer positive resources to help with the enhancement of our community. They are aware of the need and is fully aware of the impact a project such as this will provide growth to the community.

In conclusion, I fully support Shelli Associates efforts as they seek approval of their Mixed Use Development to offer employment opportunities and services to our youth and young adults.

Sincerely,



Dorina Jenkins-Gaskin
/djg

Fort Pierce Redevelopment Association
City of Fort Pierce
100 Avenue A
Fort Pierce, FL 34950

To whom it may concern,

We have been watching with great interest the ongoing process of redeveloping Fisherman's Wharf in Fort Pierce. As the owners of PHATZ Restaurants (located in Fort Pierce and Vero Beach), we try to keep up with what is happening in our community, especially as it pertains to our business. While we watch for and welcome new restaurants to our area, we are also interested in other types of businesses and how they benefit our community.

After reviewing the published RFQ's submitted by the respondents, we are happy to throw our support behind the Shelli Associates project. The benefits we see to our community are many and varied, including:

- Support of our large boating and fishing industry;
- The attraction of boaters from out of the area;
- The addition of 2 restaurants, that will not compete with our business, but rather offer new options;
- A new event space for our community;
- Job creation;
- Increase in our tax base;
- Create waterfront living;
- Create waterfront shopping;
- Access to the waterfront, including the addition of a water taxi;
- Create an area that everyone, of all ages and demographics, can enjoy, not just a chosen few.

Please support this project by choosing Shelli Associates to redevelop Fisherman's Wharf.

Thank you.

Regards,


Tessa Adams

Co-Owner, PHATZ Restaurants



Antoine Barber

Co-Owner, PHATZ Restaurants

Phatz Restaurants, 412 US-1, Fort Pierce, FL 34950 772-882-4838 <https://www.phatzchicken.com/>



ADDENDUMS

DELIVER TO: City of Fort Pierce 100 North U.S. 1 Fort Pierce, FL 34950 MAIL TO: City of Fort Pierce Purchasing Division P.O. Box 1480 Fort Pierce, FL 34954-1480	REQUEST FOR QUALIFICATIONS/ PROPOSALS
Contact: Purchasing Division, 772-467-3749	RFQ/P No: 2020-023
Pre-Qualification Conference Date: June 24, 2020 at 2pm	RFQ/P Title: FISHERMAN'S WHARF
Pre-Qualification Location: City Hall 2nd Floor Conference Room 100 North U.S. 1 Fort Pierce, Florida 34950	RFQ/P Opening Location: City of Fort Pierce Purchasing Division 100 North U.S. 1, 1st Floor Fort Pierce, Florida 34950
RFQ Due Date & Time: July 8, 2020 at 3pm RFP Due Date & Time: TBD	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.
Proposer Name: <u>Chris Shell</u> Mailing Address: <u>100 S. 2nd St.</u> <u># 202</u> <u>FORT PIERCE, FL 34950</u>	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 <u>C. M. Shell</u> Authorized Signature (Manual)
City, State, Zip Code: <u>FORT PIERCE, FL 34950</u>	Typed or Printed Name: <u>CHRIS SHELL</u>
Type of Entity (Circle One): Corporation Partnership Proprietorship <input checked="" type="checkbox"/>	Title: <u>OWNER</u>
Incorporated in the State of: <u>FL</u> Year: <u>2020</u>	Delivery in ___ days, ARO
Phone Number: <u>512-858-1790</u>	Payment Terms: Net 30 Days
Fax Number:	FEIN or SS Number: <u>85-3904609</u>
E-Mail Address: <u>info@fortchristophers.com</u>	Local Business: <input checked="" type="checkbox"/> Y ___ N MWBE: ___ Y ___ N
Bid Security is attached, when required, in the amount of \$ _____ <u>F.O.B. DESTINATION</u>	If returning as a "No Bid" state reason:
THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID.	

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?	✓	

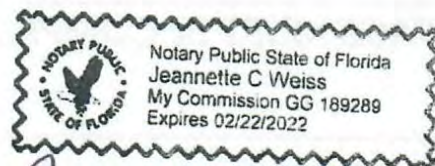
PLEASE SIGN AND RETURN WITH QUALIFICATION

C. M. [Signature]

Proposer's Signature

1-13-21

Date



Jeannette C. Weiss
01/13/2021

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.

Pierce I Marina

Name of Firm, Individual or Corporation

C. m. M.

Signature

Signature

Owner

(Title)

(Title)



Jeannette C
01/13/2021

Signature

Signature

(Title)

(Title)

DRUG-FREE WORK PLACE FORM

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

Pierce Marina 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.

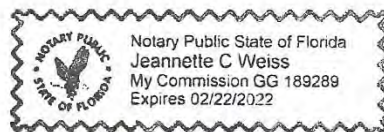
As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

C.M. [Signature]

Proposer's Signature

1-13-21

Date



Jeannette [Signature]
01/13/2021