



**Forerunner Industries Response to City of Fort
Pierce RFP #2026-007**



Tab 1: Letter of Transmittal



In response to The City of Fort Pierce's Software Request for Proposal (**RFP #2026-007**):

Forerunner Industries, Inc.

548 Market Street

#93531

San Francisco, California, 94104

Contact information

- Name: Ryan McClennen
- Title: Customer Success Manager
- Email: ryan@withforerunner.com
- Phone: 786-755-5116

To Whom It May Concern:

Our team appreciates the opportunity to submit a proposal in response to **RFP #2026-007**. Forerunner is a cloud based software designed to streamline the complicated work of floodplain management, building safety compliance, milestone inspections, mailing record tracking, and repetitive loss data stewardship. The software's municipal dashboard simplifies workflows and saves time for resource-constrained communities by combining flood risk data from disparate data sources, providing a second set of eyes for floodplain permit review, and making CRS reporting more efficient. Forerunner's resident application provides a turnkey flood information website for customers, enabling them to communicate granular, per-property flood risk information to residents and municipal stakeholders. All of Forerunner's software is easy to use, with most users able to fully utilize its features with just one training session. Users do not need specialized GIS knowledge.

Forerunner provides a unique suite of software that allows municipalities to efficiently manage their floodplain management programs, monitor aspects of compliance with the National Flood Insurance Program (NFIP), and streamline activities related to the Community Rating System (CRS) program. Forerunner has developed software for extracting data from Elevation Certificates and for parcel-level floodplain management analysis and the detection of compliance and/or clerical errors. Further, Forerunner can help track other important regulatory documents, automatically calculate substantial improvement/substantial damage over any given time period, and integrate with existing Fort Pierce applications via its public API.

We're confident that Forerunner can meet the growing needs of Fort Pierce's innovative floodplain management and milestone inspection teams.

Susanna Pho, Co-Founder and COO

November 26, 2025




Tab B: Organization Profile and Qualifications

DELIVER TO:
 City of Fort Pierce, Purchasing Division
 Room 101
 100 North U.S. #1
 Fort Pierce, FL 34950

MAIL TO:
 City of Fort Pierce Purchasing Division,
 Room 101
 P.O. Box 1480
 Fort Pierce, FL 34954-1480

CITY OF FORT PIERCE



**REQUEST FOR PROPOSALS
 and
 PROPOSER ACKNOWLEDGMENT**

Bid Writer: Gelencia Carter, 772-467- 3102

RFP NO: 2026-007

Pre-Qualification Conference Time & Date:
 N/A

RFP Title: FLOODPLAIN AND INSPECTION SERVICES SOFTWARE

Pre-Qualification Conference Location:
 N/A

RFP Opening Location:
 City of Ft. Pierce Purchasing Division
 Room 101
 100 North U.S. #1, 1st Floor
 Ft. Pierce, Florida 34950

Bid Due Date & Time:
 10:00 AM, WEDNESDAY,
 NOVEMBER 26, 2025

If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this division as soon as possible.

Bidder Name:
 Forerunner

Mailing Address:
 548 Market st. # 93531
 San Francisco, CA 94104

I hereby certify that this bid 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 bid for the bidder.

X _____
 Authorized Signature (Manual)

City, State, Zip Code:
 San Francisco, CA 94104

Typed or Printed Name:
 Susanna Pho

Type of Entity (Select one):
 Corporation
 Partnership _____
 Proprietorship _____

Title:
 COO

Incorporated in the State of: DE **Year:** 2019

Delivery in immediately days, ARO

Phone Number: 732-612-0861

Payment Terms: Net 30 Days

Fax Number: 732-612-0861

FEIN or SS Number: 83-3689645

E-Mail Address: hello@withforerunner.com

Local Business: Y **N** **MWBE:** Y **N**

Bid Security is attached, when required, in the amount of \$ _____
 F.O.B. DESTINATION

If returning as a "No Bid" state reason:

THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID



1 – Description of Proposer

Forerunner is a mission-driven software company dedicated to providing intelligent, AI-driven software tools for smarter and safer communities. Founded in 2019, Forerunner is headquartered in San Francisco, California and has grown steadily into a nationally-trusted software partner for state and local governments.

Forerunner is a cloud-based software platform designed to help government agencies manage floodplain and building regulations with greater efficiency, transparency, and control. Forerunner centralizes floodplain, property, and document data into a secure, geospatially-enabled system, providing parcel-level mapping, audit-ready activity tracking, and configurable records and workflows. The platform supports file management, mobile fieldwork, and a multilingual public portal for community engagement. With built-in tools for generating documents, integrating GIS data, and streamlining communication, Forerunner equips agencies with the infrastructure needed to manage complex floodplain ordinances at scale—both in the office and in the field.

Forerunner's software platform currently supports over 70 government agencies in the state of Florida, including the Florida Division of Emergency Management, the City of Tampa, FL, St. Lucie County, FL, and more. Over 180 communities use Forerunner nationwide to achieve greater efficiency to floodplain management-related activities in their respective communities, enhance their standing and participation in the NFIP and CRS federal programs, and provide per-property flood risk maps and data to residents and other members of the public.

As of 2025, Forerunner has been in business for over six years and has established a strong reputation for building secure, scalable, and user-friendly software for government entities of all sizes. Forerunner is a privately-held company with 50 current full-time employees, all based in the U.S. Of those employees, approximately 10 are dedicated to supporting clients with help requests. Forerunner has 2 former NFIP state coordinators and 18 Certified Floodplain Managers (CFMs) on staff.

Rule for Proposal Acknowledgement

Forerunner is the entity interested in this proposal. Forerunner is a privately held company and we have not colluded with any other organizations or non-Forerunner persons in our response.



2 – Involved Forerunner Staff

Ryan McClennen will act as Fort Pierce's dedicated Customer Success Manager and will support Fort Pierce's onboarding and implementation. He will serve as Fort Pierce's primary point of contact throughout their usage of the Forerunner platform. In addition to engaging with the team as they begin using the software, he will work on an ongoing basis to ensure the Fort Pierce team is kept apprised of all new product features, touch base on additional team needs, and support the team's use of the software. Before his role at Forerunner, Ryan served as a Customer Success Manager at BondLink, supporting Municipalities' implementation and adoption of cloud-based software. He can be reached at: ryan@withforerunner.com or (786) 755 5117. Ryan is based in Boston, MA.

Michelle Leong is the Team Lead of the Customer Success team of Forerunner. She will serve as a secondary point of contact throughout their use of the Forerunner platform. Michelle will support Ryan in ensuring the Fort Pierce team is kept apprised of all new product features, touch base about additional team needs, and support the team's use of the software. Michelle brings a decade of experience in Customer Success and Operations, leading large-scale software implementations and driving product adoption for high-impact organizations. She can be reached at: michelle@withforerunner.com or (512) 865-5098. Michelle is based in Las Vegas, NV.

Elizabeth (Liz) Russell is the Vice President of Customer Success of Forerunner, and will support Fort Pierce's Customer Success Manager and Team Lead for all continuing onboarding and training purposes. She can be reached at: liz@withforerunner.com or (908) 503-2501. Liz is responsible for managing Forerunner's highest-priority accounts and is a subject-matter expert in floodplain and emergency management. She brings over a decade of experience in project management for government contractors, including managing over \$2.65 billion in FEMA funding over her career. She has managed onboarding and implementation for Forerunner partner communities since 2022. Liz is based in Syracuse, NY.

Susanna Pho is the COO of Forerunner. She will act as support to Ryan and Liz throughout the life of this contract. In addition to providing background support and resources to the team, Susanna will be available for executive-level conversations when needed. She can be reached at susanna@withforerunner.com or 714-232-2112. Susanna is based in Berkeley, CA.

Conn Cole is the Hazard Mitigation Lead of Forerunner. He serves as one of Forerunner's resident subject matter experts in the areas of floodplain and emergency management, the National Flood Insurance Program, and the Community Rating System. Conn has decades of experience working in local government and floodplain management; before joining Forerunner, he served as the State NFIP Coordinator at the Florida Division of Emergency Management. Conn can be reached at conn@withforerunner.com or 229-595-9066. Conn is based in Barwick, GA.



Yi Chan is a Strategic Partnership Manager at Forerunner. She serves as one of Forerunner's resident subject matter experts in the areas of floodplain and emergency management, the National Flood Insurance Program, and the Community Rating System. Prior to her role at Forerunner, Yi served as a Senior Planner at AtkinsRealis, contributing to related floodplain management projects for state and federal agencies, and as the State NFIP Coordinator for the State of Texas. She can be reached at: yi@withforerunner.com or (737) 237-8088. Yi is based in Austin, TX.

Please find the involved Forerunner staff's resumes attached below:

Contact

Ryan@withforerunner.com

www.linkedin.com/in/ryan-mcclennen-cfm-710bb2195
(LinkedIn)

Certifications

Certified Floodplain Manager

Ryan McClennen, CFM

Customer Success @ Forerunner
Greater Boston

Experience

Forerunner

Customer Success Manager

August 2024 - Present (1 year 4 months)

Forerunner is an AI-powered geospatial platform that enhances efficiency, automates workflows, and centralizes your agency's most critical tasks.

BondLink

2 years 3 months

Customer Success Manager

April 2023 - August 2024 (1 year 5 months)

Public Sector, Education, Utilities, and Financial Services

Sales Development Representative

June 2022 - April 2023 (11 months)

Boston, Massachusetts, United States

Public Sector and K-12

Fulkerson Kennedy & Company

Intern

January 2022 - April 2022 (4 months)

Fulkerson Kennedy & Company (FK&Co) is a fundraising consulting firm in Washington, DC specializing in raising funds from individuals, political action committees (PACs) and corporations.

Health Leads

Intern - Office of the Chief of Staff

June 2021 - September 2021 (4 months)

Health Leads is an innovation hub that seeks to unearth and address the deep societal roots of racial inequity that impact our health; working both nationally and locally, across the U.S., to build partnerships and redesign systems so every person, in every community, can live with health, well-being and dignity.

374Water

Government Affairs and Business Development Intern

February 2021 - May 2021 (4 months)

374Water, Inc. is a social impact, cleantech company, offering an innovative technology that enables a circular economy and creation of a world without waste.

Education

Colby College

Government and Economics

Contact

michelle@withforerunner.com

www.linkedin.com/in/leong-michelle (LinkedIn)

Top Skills

Customer Success

Google Analytics

CRM

Michelle Leong

Customer Success at Forerunner

Los Angeles, California, United States

Experience

Forerunner

2 years 6 months

Team Lead, Customer Success

January 2025 - Present (11 months)

Senior Customer Success Manager

June 2023 - January 2025 (1 year 8 months)

Latch

4 years

Team Lead, Enterprise Success

October 2021 - October 2022 (1 year 1 month)

New York City Metropolitan Area

Senior Customer Success Manager

April 2021 - October 2021 (7 months)

Customer Success Manager

November 2018 - April 2021 (2 years 6 months)

New York, New York

Cater2.me

2 years 6 months

Operations Manager, Project Management

January 2018 - August 2018 (8 months)

Greater New York City Area

- Collaborate with management teams across 11 markets to create and implement new processes to streamline operational functions – coordinating planning timelines, aligning on execution strategies for each market
- Analyze CRM reports and evaluate data to diagnose areas for improvement and recommend turnkey solutions to drive efficiency across all markets

Operations Associate/Account Manager

March 2016 - December 2017 (1 year 10 months)

Greater New York City Area

- Manage Cater2Me's top 3 largest clients in New York, generating 15% of local monthly revenue in the company's second largest market
- Maintain 40+ client and 150+ vendor relationships through daily communication with respective parties, curation of unique meal programs, and oversight of daily logistical details regarding deliveries
- Negotiate with vendors to create custom menus and develop innovative solutions to optimize service for our clients with ranging expectations and budgets

UM Worldwide

2 years 8 months

Media Planner

October 2014 - August 2015 (11 months)

Wells Fargo account

- Efficiently evaluate and spend integrated budgets across 20 digital advertising campaigns totaling \$25MM
- Research, develop, present, and implement digital media plans based on client goals and strategies
- Develop and distribute RFPs based on client briefings, research, and historical performance
- Execute, manage, and optimize campaigns using 3rd party Ad Serving systems to ensure client goals are met
- Analyze partner performance throughout campaign and provide insights in post campaign analytics reports
- Train and manage the day to day responsibilities of the team's Assistant Media Planner

Assistant Media Planner

November 2013 - November 2014 (1 year 1 month)

Wells Fargo and Cathay Pacific accounts

- Assisted in cross-platform integrated media planning process for digital, print, and search: throughout strategy, RFP, evaluation, negotiation and insertion order execution

- Collaborated with Media Planner in building and presenting media plans to the client, while effectively choosing publisher partners to align campaign strategies with team and client's KPI's and objectives
- Managed back end account maintenance including coordinating ad operations and creative teams, updating spend and budget sheets, working with publishers from campaign live to reconciliation, and handling media spend invoices with the finance teams

International Client Business Associate

January 2013 - February 2014 (1 year 2 months)

Microsoft International account

- Executed day to day global media account operations for the Microsoft International account including updating and organizing UM internal databases and research tools and coordinating bi-weekly status meetings with local markets
- Responsible for overseeing global budgets of \$500+ million across all campaigns and markets (12 campaigns in 30 markets) and managing the team's internal Ad Map
- Compiled monthly spend and performance data from markets to effectively meet client strategy objectives
- Planned, managed, and executed 3-day annual Global Summit for top Global Microsoft business leads

CORE Foods

Sales Development and Marketing Intern

January 2012 - May 2012 (5 months)

San Francisco, CA

- Evaluated firm's previous regional sales performance to develop new marketing campaigns that reached into critical untapped target markets
- Promoted newly launched product via in-store demonstrations which resulted in a 200% sales increase for multiple key accounts
- Independently managed company operations during founder's two week absence
- Developed new key relationships in target market communities for ongoing partnerships
- Regularly interacted with senior management of CORE Foods and perspective clients

Big City Chefs, Inc.

Internet Marketing Intern

August 2011 - December 2011 (5 months)

Emeryville, CA

- Implemented Search Engine Optimization (SEO) techniques, such as increasing company's relevance to specific keywords, that raised company's website ranking
- Reformatted company's region specific webpages using Adobe Dreamweaver, which improved visibility in Google, Yahoo, and Bing! search results
- Communicated with customers via telephone to expand client base and promote the company's newly launched services
- Scheduled services with new clients and kept them abreast of the relevant details up until arranged date
- Quickly integrated into a dynamic team and worked closely alongside senior staff

Huntington Library

Development Intern

May 2011 - August 2011 (4 months)

San Marino, CA

- Analyzed company's website and suggested changes in website design to make webpage more accessible and user friendly
- Assisted in planning events specific to the Chinese Garden

Charles Chocolates

Marketing Intern

June 2010 - August 2010 (3 months)

- Created a company press kit for promotional use, which included company history, management's biographies, product lists, and fact sheets, to present to prospective distributors of product
- Strengthened company's social media marketing campaign by contacting and convincing owners of high traffic internet blogs to write about the company and product line
- Analyzed competitors' online marketing strategies to improve company's social media influence

Education

University of California, Berkeley

Bachelor of Arts (B.A.), Environmental Economics and Policy · (2008 - 2012)

Mayfield Senior School
High School Diploma · (2004 - 2008)

Contact

liz@withforerunner.com

www.linkedin.com/in/elizabethhrussell (LinkedIn)

Top Skills

Management

Policy

Government

Languages

English

Certifications

Certified Scrum Product Owner (CSPO)

Continuous Product Design | Continuous Product Design (CPD) Foundations

Honors-Awards

2012 Student Chapter Advisor of the Year

Elmira College Honor Scholar

Cowles Honor Scholar

Elmira College Trustee Scholarship for Outstanding Academic Achievement

Elmira College Key Award for Outstanding Academic Achievement

Publications

A Brief Overview of Job Seeking in the World of Emergency Management for Educators and their Students

Liz Russell, CSPO

Customer Success & Support | Product Management | System/Process Development in Small, High-Growth Start-ups
Cazenovia, New York, United States

Experience

Forerunner

2 years 9 months

Director of Customer Success

May 2022 - Present (2 years 5 months)

Senior Customer Success Manager

January 2022 - May 2022 (5 months)

H2O Partners, Inc.

Innovation Team Manager

2017 - 2022 (5 years)

I managed a cross-functional team of 5-6 training developers, graphic designers, and video developers, referred to as the Innovation Team.

The Innovation Team was responsible for developing training materials, performance support materials, websites, graphics and marketing materials for internal and external clients. This team had the distinction of:

- Leading H2O Partners through a total rebrand
- Developing over 200 training modules for external clients in the first year and a half of what was estimated to be a 5-year, ~300 module contract
- Running the company's first-ever SaaS platform, to include providing account administration and customer support
- Transforming the way the company approaches graphic design, marketing, presentations, and training development to be quick, more agile and iterative while greatly improving quality

A brain child of myself and my boss, this team was specifically created to bring the latest and greatest in technology and web design to the company, while still enabling the team to manage it's own clients. With this unique set up, we've prevented the team from being a total cost center, while still allowing the company the innovation and design advantages of having in-house designers.

As the team's creator and leader, I played an important role in business development for the teams' products. I am adept at building relationships with possible partners and clients, and have ample experience in demonstrating the team -- or software's -- capabilities by tying them to individual use cases and specific outcomes. I have many years' experience writing for Federal proposals and government grants.

H2O Partners, Inc. is a government contractor that provides subject matter expertise to federal, state, and local entities on training, hazard mitigation, disaster recovery, and flood insurance. We pride ourselves on being a smart and scrappy team that thrives on solving big, confounding challenges.

Perdix Knowledge Management

Director of Product

2017 - 2022 (5 years)

I am responsible for leading Perdix from a single custom software for a client, to a multi-tenant enterprise system, used by several customers.

Serving as the primary product owner, I am excellent at understanding business requirements and customer use cases and translating those into system requirements for the development team.

Perdix was born out of a simple idea to solve a complex problem. When visiting a call center as a contracted training team, we noticed a few striking issues with the call center's performance support:

- Call center agents were referencing paper documents – covered in highlighter and sticky notes – which made finding information cumbersome and replacing outdated content with new content a full-scale project;
- When agents had questions, they weren't able to get answers without interrupting other colleagues or supervisors at their work;
- Once trained, agents had no way to access what they learned while in the flow of work.

We wanted to find a way to take all of the information that everyone had on their sticky notes, in their own notepads, or in their heads, and collate it in a single place so that team members could now easily find and share the info they needed to do their jobs, whether that info is as formal as codified work documents, or as informal as another team members' quick notes. The goal of Perdix was to supplement training and provide on-the-job performance support to all agents so that they could help themselves.

Eventful Conferences

Conference and Content Producer - SAP Best Practices for Oil & Gas and Best Practices for Chemicals

2016 - 2017 (1 year)

Syracuse, NY

As a conference producer, my primary role was to create engaging conferences for SAP user groups – specifically in the Oil & Gas and Chemicals industries. To ensure that conference content truly met user needs, I engaged with key influencers in these target markets – including company CIOs, business unit leads, and tech team leaders through in-person focus groups, phone interviews, and other immersive practices.

This work was instrumental in developing my understanding and intuition around the user experience, business use cases, and software ROI. It also came during an exciting time, when SAP was releasing S/4HANA and many companies in the Oil & Gas and Chemicals industry were still working on conversions from older systems, while also debating the value and security of cloud-based deployments vs. on-premise deployments.

ASUG Events, formally Eventful Conferences, produces events around key topics of interest for specific industries, specific business leadership, and on specific technologies.

H2O Partners, Inc.

5 years

Project Supervisor

2013 - 2016 (3 years)

Multiple Locations

Successfully co-manages the development and administration of federal grant applications; Develops policies and procedures for both internal and external processes and provides direct supervision to project teams to include the coordination of teams with project resources; Reports directly to clients and other project stakeholders in a variety of formats, following project communication plans; Performs issue resolution for concerns identified by team members or clients on a project-by-project and issue-by-issue basis; Aids in the creation of project management solutions, such as the development of SharePoint sites for use in project workflow; Provides subject matter-expertise on FEMA and HUD-related grant funding; Manages aspects of invoicing and budget management, to include time entry, invoice and expense approval; Acts as trainer and mentor to team members; Provides quality control for

grants or applications being administered by the project teams; Maintained social media accounts including Facebook, Twitter, and LinkedIn.

Private Contractor

2011 - 2013 (2 years)

Specializing in public assistance and mitigation planning primarily, work includes interfacing with FEMA on behalf of cities, towns, and villages affected by federally-declared natural disasters. Because work is conducted on a contract-by-contract basis, location and work description vary significantly, but generally focus on appropriate emergency management in the post-disaster setting.

American Public University System

3 years

Instructor

2010 - 2013 (3 years)

Charles Town, WV

Taught emergency management principals at the undergraduate level, entirely online and asynchronous. Courses include Emergency Planning, Hazard Mitigation and Preparedness, Risk Communication, Incident Command, and, a new course on Social Media Applications to Emergency Management.

Work also included acting as the lead instructor for Emergency Planning and Social Media Applications in Emergency Management courses.

Faculty Advisor, Student Chapter of the International Association of Emergency Managers

2010 - 2012 (2 years)

Charles Town, WV

Led the student organization by interfacing with the university administration, providing advice and feedback on ideas, and suggesting various courses of action, so that students could grow professionally in emergency management and best meet the requirements of the chapter. Service included telecommunicating with students and peers, understanding emergency management professionally and academically, and attending conferences or graduation events as needed.

171 Cedar Arts Center

Emergency Management Intern

2009 - 2010 (1 year)

Corning, NY

Created an emergency plan including plans for disaster mitigation, emergency response, and business continuity. Work included emergency management research, planning and project management, site observation, and situational awareness. Further responsibilities to include plan presentation and exercise design and implementation.

Elmira College

3 years

Research Assistant

January 2009 - February 2009 (2 months)

Elmira, NY

Gathered data for 102 countries, utilizing databases, the Internet, and library reference tools. Turned raw scores into comprehensive data sets to be used in further research. Work required knowledge of social science concepts and research methods.

Administrative Assistant

2006 - 2009 (3 years)

Elmira, NY

Provided administrative support to seven faculty members, including the Executive Director of Teacher Education. Created multiple educational materials, including rubrics and handbooks, to be used in instruction. Maintained accurate records through filing systems as well as databases. Work required computer capabilities, familiarity with database use, and administrative skills, such as answering phones and planning events.

WorldTeach

Program Assistant

May 2008 - August 2008 (4 months)

Cambridge, MA

Performed various administrative duties such as answering phones and emails, copying, and filing. Interviewed prospective volunteers and participated in their selection for teaching positions abroad. Aided roughly 60 volunteers in the pre-departure process by acting as a source of information, obtaining visas for volunteers, and preparing mailings of necessary forms and information for each volunteer. Work required basic knowledge on certain countries, administrative capabilities including various computer skills, and familiarity with current events.

Education

Elmira College

Master's Degree, Management, with a Concentration in Emergency
Management and Disaster Preparedness · (2009 - 2010)

Elmira College

Bachelor's Degree, International Studies, History · (2006 - 2009)

Contact

susanna@withforerunner.com
www.linkedin.com/in/susannapho
(LinkedIn)

Top Skills

Adobe Creative Suite
Rhino 3D
Microsoft Office

Certifications

Certified Floodplain Manager

Susanna Pho

Co-Founder at Forerunner
San Francisco Bay Area

Experience

Forerunner
Co-Founder
2019 - Present (5 years)
Greater New York City Area

Forerunner builds software that helps governments leverage property-level flood risk information to streamline floodplain management, compliance, and resident outreach.

Harvard University Graduate School of Design
1 year

Researcher
2018 - 2019 (1 year)
Cambridge, Massachusetts

Contributed to the publication of Climate Adaptation Finance and Investment in California by Jesse M. Keenan

Graduate Teaching Assistant
2018 - 2018 (less than a year)
Cambridge, Massachusetts

SES 5326/SUP 661: Housing and Urbanization in the United States

Joint Center for Housing Studies & NeighborWorks America
Edward M. Gramlich Fellow in Community and Economic Development
2018 - 2019 (1 year)

The Harvard Joint Center for Housing Studies advances understanding of housing issues and informs policy. Through its research, education, and public outreach programs, the Center helps leaders in government, business, and the civic sectors make decisions that effectively address the needs of cities and communities.

Santos Prescott + Associates
Architectural Designer
2015 - 2017 (2 years)
San Francisco Bay Area

MIT Media Lab
Researcher & Teaching Assistant
2013 - 2014 (1 year)

Habitat for Humanity East Bay
2 years

Crew Leader
2010 - 2011 (1 year)
Oakland, California

Homeowner Relations
2009 - 2010 (1 year)
Oakland, California

Education

Harvard University Graduate School of Design
Master in Design Studies, Risk + Resilience · (2017 - 2019)

Massachusetts Institute of Technology
Master of Architecture (M.Arch.), Architecture · (2011 - 2015)

University of California, Berkeley
BA, Architecture, Environmental Design in Developing
Countries · (2005 - 2009)

Contact

1075 W. Sanchez St.
Barwick, GA 31720
(229) 595-9066 (Work)
conn@withforerunner.com

www.linkedin.com/in/conn-h-cole-cfm-9791b951 (LinkedIn)
www.withforerunner.com/
(Company)

Top Skills

Public Speaking
Government
Microsoft Office

Languages

English

Certifications

Giving Your Elevator Pitch
How to Use LinkedIn Learning

Conn H. Cole, CFM

Hazard Mitigation Lead - Forerunner
Barwick, Georgia, United States

Experience

Forerunner
Hazard Mitigation Lead
March 2024 - Present (1 year 9 months)
Barwick, Georgia, United States

Florida Division of Emergency Management
5 years 8 months

State NFIP Coordinator/State Floodplain Manager
March 2021 - March 2024 (3 years 1 month)
Tallahassee, Florida, United States

Interim State NFIP Coordinator/State Floodplain Manager
September 2020 - March 2021 (7 months)
Tallahassee, Florida, United States

Floodplain Management Specialist
August 2018 - September 2020 (2 years 2 months)
Tallahassee, Florida Area

Camden County Board of Commissioners, Georgia
11 years 5 months

Magistrate Judge
January 2013 - December 2016 (4 years)
Woodbine, Georgia, United States

Erosion & Sedimentation Control Investigator, Code Enforcement Officer
December 2007 - December 2012 (5 years 1 month)
Camden County, GA

Deputy Director of Emergency Management
December 2007 - December 2012 (5 years 1 month)
Camden County, GA

Right of Way Coordinator
August 2005 - December 2007 (2 years 5 months)

Camden County, GA

Education

Columbia Southern University

Master of Business Administration (MBA), Public Administration · (2013 - 2014)

Columbia Southern University

Bachelor's Degree, Criminal Justice Administration · (2012 - 2013)

Contact

yi@withforerunner.com

www.linkedin.com/in/yi-ling-chan
(LinkedIn)

Top Skills

Teaching

Research

Higher Education

Languages

English

Certifications

Certified Floodplain Manager

GIS Graduate Certificate

Honors-Awards

Lou Seig Award

University of Louisville Outstanding
Senior Award

Lois Pedigo Scholarship

William Marshall Bullitt Mathematics
Scholarship

Board of Overseers Mentoring
Program's Outstanding Mentee

Publications

Community vulnerabilities and
wellbeing after disaster

Yi Chan, CFM

Strategic Partnership Manager
Austin, Texas, United States

Experience

Forerunner

Strategic Partnership Manager
July 2024 - Present (3 months)
Austin, Texas, United States

AtkinsRéalis

1 year 11 months

Senior Planner

March 2024 - July 2024 (5 months)
Austin, Texas, United States

Water Resources Planner

September 2022 - March 2024 (1 year 7 months)
Austin, Texas, United States

Texas Water Development Board

4 years 1 month

NFIP State Coordinator/Manager

March 2020 - August 2022 (2 years 6 months)
Austin, Texas, United States

Flood Outreach Specialist

August 2018 - March 2020 (1 year 8 months)
Austin, Texas Area

LSU Coastal Sustainability Studio

Graduate Research Assistant

July 2017 - August 2018 (1 year 2 months)
Baton Rouge, Louisiana Area

Conducted research on community health and well-being in relationship with coastal flooding.

Louisiana State University

1 year 10 months

Graduate Teaching Assistant

August 2016 - July 2017 (1 year)

Facilitated two, 150-student geography courses each semester. Created and graded assessments, held weekly office hours, and contributed to the course content, structure, and organization.

GIS Analyst

October 2015 - August 2016 (11 months)

Georeferenced, digitized, and conducted QA/QC on 1920s coastal Louisiana vegetation from historic maps for storm surge modeling.

University of Louisville

Teaching Assistant

August 2012 - April 2015 (2 years 9 months)

Louisville, Kentucky

Teaching assistant for the Department of Mathematics and Department of Geography. Courses included College Algebra, Business Calculus, and Advanced Quantitative Methods.

Bernheim Arboretum and Research Forest

Intern

2013 - 2015 (2 years)

Education

Louisiana State University

Master of Science (M.S.), Geography · (2016 - 2018)

University of Louisville

Bachelor of Science (BS), Pure Mathematics · (2010 - 2015)

University of Louisville

Bachelor of Science (B.S.), Geography · (2010 - 2015)



3 – Clients with Similar Projects

Over 70 communities in the State of Florida use Forerunner software for floodplain management. Additionally, 6 communities in the State of Florida use Forerunner software for milestone inspection tracking. Communities located nearby the City of Fort Pierce in Southeast Florida that have partnered with Forerunner on similar projects to those listed in RFP #2026-007 include:

The City of West Palm Beach, FL (CRS Class 5): The City of West Palm Beach has been a Forerunner partner for over 2 years. They have partnered with Forerunner to support their Floodplain Management and Community Rating System programs.

Palm Beach County, FL (CRS Class 5): Palm Beach County has been a Forerunner partner for over 1 year. The County's Planning, Zoning, and Building department partnered with Forerunner to support their Floodplain Management, Emergency Management, and Milestone Inspection programs.

St. Lucie County, FL (CRS Class 5): St. Lucie County has been a Forerunner partner for the past 6 months. The County's Building and Emergency Management departments have partnered with Forerunner to help streamline their Floodplain Management, Emergency Management, Community Rating System compliance, and Repetitive Loss Data stewardship programs.

Outside of these above-listed communities, Forerunner has supported similar workflows in other similarly-size Florida communities including but not limited to:

- *City of Hallandale Beach, FL (CRS Class 6)*
- *Bradenton, FL (CRS Class 7)*
- *Pensacola, FL (CRS Class 7)*
- *Fernandina Beach, FL (CRS Class 5)*
- *Indian River County, FL (CRS Class 5)*
- *City of Hollywood, FL (CRS Class 6)*
- *City of Pompano Beach, FL (CRS Class 6)*
- *City of Fort Lauderdale, FL (CRS Class 5)*
- *City of Hialeah, FL (CRS Class 7)*
- *Monroe County, FL (CRS Class 3)*
- *City of Key West, FL (CRS Class 5)*

Forerunner also partners with the Florida Department of Emergency Management to support Statewide Floodplain management initiatives and routine work.



Tab C: General Information



1 – Forerunner’s Experience and Approach to Floodplain Management

Floodplain Management Experience

Forerunner provides innovative floodplain management and resilience software designed to help communities efficiently administer floodplain regulations, improve risk communication, and enhance long-term resilience. The platform is utilized by floodplain managers, planners, and emergency management professionals nationwide to streamline NFIP compliance, increase transparency, and enable data-driven decision-making.

As mentioned in Tab B, Forerunner has been providing Floodplain Management software to communities for the past 6 years. Forerunner partnership with 180 communities across the County, and 70 communities in the State of Florida alone has provided the firm with invaluable insights and experience with a variety of floodplain and Milestone Inspection ordinances. Over the past 6 years, Forerunner’s software has reviewed hundreds of thousands of elevation certificates, helped communities navigate dozens of FEMA map changes, and supported communities with tens of thousands of post disaster inspections.

Forerunner’s staff includes 18 Certified Floodplain Managers and 2 former State National Flood Insurance Program coordinators who are equipped to support the dynamic needs of community floodplain administrators.

Approach to Floodplain Management

Forerunner’s software is purpose-built for the operational needs of floodplain administrators. The platform consolidates FEMA mapping data, Elevation Certificates, Letters of Map Change (LOMCs), Repetitive Loss properties, and local ordinance information into a centralized, user-friendly system. This integrated approach improves accuracy, efficiency, and record retention while ensuring consistent compliance with the National Flood Insurance Program (NFIP).

The Forerunner team has extensive experience partnering with communities across diverse flood risk environments, from coastal regions to inland riverine systems. Collaboration with local governments, regional planning agencies, and hazard mitigation professionals ensures that the platform continues to align with evolving regulatory standards and community needs.

Approach to Flood Risk Communication

Forerunner makes it easy for communities to provide property-specific flood risk data and mitigation resources to their constituents through an easy-to-use online portal. The platform transforms complex flood data — including flood zones, base flood elevations, and historical claims — into individual property profiles that residents can easily find and understand. This allows property owners to access accurate, localized flood risk data and relevant documentation (including Elevation Certificates), supporting informed decision-making regarding mitigation and insurance, reducing the administrative burden of communicating these details, and strengthening trust among the public.



Milestone Inspection Experience

Forerunner works with several communities in the State of Florida to support Milestone Inspections compliance tracking and maintenance. Forerunner's Milestone Inspections workflow is completely configurable and helps to manage the review process – from public submissions of inspection forms; automated trigger functionality to streamline internal comments and reviews; communication between internal users and milestone inspection submitters; and transparent maps and tables for residents to review structures that have completed the milestone inspection process.

Approach to Data Integration and Interoperability

Forerunner's architecture emphasizes interoperability and efficient data management. The platform integrates with FEMA's National Flood Hazard Layer (NFHL) and City parcel data to create a unified and comprehensive view of floodplain conditions. Additionally, the program connects with the City's parcel data REST service to pull property and address information on a monthly cadence, and ArcGIS exports are available for configuration for use in the City's ArcGIS Online account, if applicable. Through our included API endpoints, the city can connect their permit management systems to Forerunner and push Substantial Improvement/Substantial Damage and Elevation Certificate files into the platform.

Approach to Public-Facing Tools and Community Resilience

Forerunner's public portal enhances community resilience by improving access to critical flood information. Residents can easily view property-level flood data, download documentation, and understand their risk within the context of broader community resilience efforts. This functionality supports FEMA Community Rating System (CRS) outreach objectives.

By unifying data management, regulatory processes, and public engagement, Forerunner enables communities to transition from reactive flood response toward proactive risk reduction and long-term resilience.

Specifications of All Hardware and Software Requirements

The Forerunner software platform is cloud based and does not require specific hardware to operate. The Forerunner internal dashboard and public website are accessible from web browsers while the native mobile application is accessible on Android and Apple mobile devices.



2 – Specific Workplan

The City of Fort Pierce has been a Forerunner partner since June 30, 2023 and is successfully onboarded to the software platform. This implementation included:

- The Bulk Upload of The City's Historic Elevation Certificates
- Import of Custom Geospatial Map Layers
- Connecting to the City's Parcel Data Set
- Configuration of Milestone Inspections Records
- Configuration of Mailing Record
- Customization and Launch of Forerunner Public Website
- Multiple Staff Trainings

The platform is in current use by the City's floodplain management and milestone inspection teams. There is no additional onboarding required to access the features outlined in Tab E.

Because system implementation is not required, Forerunner anticipates an immediate date of delivery of when payment is received.

Although fully onboarded, the City of Fort Pierce can expect to collaborate with the Customer Success Manager (CSM) listed in Tab C to help the City navigate new goals and ensure you continue to get value from the program. During the partnership, your Customer Success Manager will work with you on areas such as:

- *Additional account configuration and training*
- *Troubleshooting issues*
- *Schedule meetings to showcase utilization, answer questions, spotlight new features, etc.*
- *Providing resources and materials*
- *Gather feedback to enhance the product continually*

Any newly-surfaced configuration needs outside of the floodplain management and milestone inspection use cases identified in the RFP response will be reviewed by your CSM to determine feasibility, potential additional cost, and expected timeline of delivery.



Tab D: Certificates and Business Requirements

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) Forerunner Industries, Inc.	
	2 Business name/disregarded entity name, if different from above. Forerunner	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input checked="" type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____ Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____ <input type="checkbox"/> <i>(Applies to accounts maintained outside the United States.)</i>	
	5 Address (number, street, and apt. or suite no.). See instructions. 548 Market Street #93531	Requester's name and address (optional)
	6 City, state, and ZIP code San Francisco, CA 94104	
	7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Social security number									
			-			-			
or									
Employer identification number									
8	3	-	3	6	8	9	6	4	5

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person	DocuSigned by: <i>Susanna Plo</i>	Date	3/19/2025
	DBE12AAE50D0420...			

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they



Forerunner Florida State Business License

Forerunner is actively licensed to conduct business in the State of Florida. The link to the proposers compensation can be found on the Sunbiz website, at this specific link under the name Forerunner Industries, INC:

<https://search.sunbiz.org/Inquiry/CorporationSearch/SearchResultDetail?inquirytype=EntityName&directionType=Initial&searchNameOrder=FORERUNNERINDUSTRIES%20F220000042580&aggregateId=forp-f22000004258-9139b071-5885-4f36-9b9d-85435ece998b&searchTerm=forerunner&listNameOrder=FORERUNNER%20H860000>



Tab E: Scope of Services and Technical Approach



Forerunner Technical Approach, Methodology, and Deliverables

Forerunner is a cloud-based software purpose-built to empower the day-to-day of floodplain management. It will aid the City of Fort Pierce in its efforts to accept accurate Elevation Certificates, track substantial improvements and damages to structures located within a Special Flood Hazard Area, provide a white-labeled public flood website for residents, track milestone inspection status, securely manage repetitive loss data, and track.

Please find a list of Forerunner's software features and associated deliverables attached below:

Elevation Certificate Automation

Forerunner extracts data from Elevation Certificates uploaded by users and geocodes them. This data is then used to run hundreds of validation checks on incoming permits and flag potential clerical, compliance, and measurement issues. For communities in the CRS, this double check can mean the difference between a substantial flood insurance discount for residents and being retrograded in the program.

- Automated data extraction for all Elevation Certificate types (1983 - 2022)
- Automated Elevation Certificate geocoding to a point and parcel
- Automated datum conversion of elevation data by geocoded point
- Automated Lowest Floor Elevation selection from EC for NFIP standards
- Automated Lowest Floor Elevation selection from EC for Highest Regulatory Standards
- Automated Error Detection for Elevation Certificates (Residential and Commercial Structures)
- Ability for users to ignore errors detected on Elevation Certificates
- Ability for users to write notes when they ignore issues on Elevation Certificates
- Ability for users to view Elevation Certificates in a Filtered and Exportable Table View
- Ability to filter, access and export files and extracted Elevation Certificate errors
- Per-property building elevation data



Floodplain Warnings

Understanding regulatory requirements for individual properties and reviewing permit applications can be tedious. Forerunner distills requirements down to the property level, enabling users to work faster and smarter. Users can set warnings on individual properties to flag them for nonconformance or noncompliance. Floodplain warnings are linked to Forerunner's EC Error Detection and SI/SD features, so that properties are flagged automatically when EC errors occur or when a property is marked as substantially damaged.

- Automated property warnings for NFIP & Highest Regulatory Standards compliance issues
- Automated property warnings for Effective & Preliminary map changes
- Automated property warnings for SI/SD
- Automated property warnings for Damage Assessments
- Map-based view of all warnings

Per-Property Floodplain Data

Forerunner provides users with property-level profiles that aggregate available data needed to take action. Users can track changes between flood maps and customize settings to reflect community-specific regulations.

- Automated parcel-level Flood Zone, Base Flood Elevation, Freeboard, Floodway, Coastal A & Pre/Post-FIRM determinations using existing FIRM datasets.
- Automated parcel-level Flood Zone and Base Flood Elevation determinations, where available, from custom maps & models.
- Customized Freeboard settings per account.
- Automated Design Flood Elevation calculations.
- Capability for the user to change Flood Zone, Base Flood Elevation, Design Flood Elevations, Floodway, and Coastal A determinations.
- Ability to view FIRM data both side-by-side for an individual property and as a map overlay
- Ability for users to share a public profile link to residents that includes property floodplain information
- Ability to track shared public profile links in the internal dashboard
- Per property document upload, storage and comment tracking



Substantial Improvement/Substantial Damage (SI/SD) & Damage Assessments

Forerunner's Substantial Improvement and Substantial Damage tracking feature helps users stay compliant with their regulations. The software flags properties that exceed SI/SD thresholds, so users know when to reach out to property owners. The Preliminary Damage Assessment (PDA) feature allows users to track damage post-disaster for individual properties and view their assessments on a map, enabling faster mobilization after disaster events.

- Tracking for Substantial Improvement and Damage Costs.
- Automated SI/SD Threshold calculations.
- Customizable Tax Assessment Adjustment Ratio per account.
- Customizable SI/SD Threshold percentages per account.
- Customizable SI/SD cumulative tracking period per account.
- Visualization of SI/SD costs against the threshold.
- Creation of Preliminary Damage Assessment
- Add photos to Preliminary Damage Assessment
- Geospatial tracking of Preliminary Damage Assessment Degree of Damage
- Ability to exclude and include SI/SD costs and Preliminary Damage Assessments
- Ability to collect damage assessment data via the Forerunner Mobile App
- Ability to create a Substantial Damage Estimate (SDE) mirroring FEMA's SDE tool methodology.
- SI/SD summary incorporating Substantial Damage Estimates into the calculation.

Resident Flood Website

Forerunner's white-labeled Flood Information Center website provides users with a powerful platform to deliver crucial flood risk information to residents and key stakeholders.

- Resident-facing Flood Information Center hosted by Forerunner that provides property-level flood risk data.
- Automated syncing of Elevation Certificates to Resident-facing Flood Information Center.
- Search for Elevation Certificates on the Resident-facing Flood Information Center by address or parcel ID.
- Contact form for flood information requests on the Resident-facing Flood Information Center.
- Automated tracking of flood information requests through the Resident-facing Flood Website.
- Tracking of resident floodplain management interaction logs for CRS purposes with export.
- Tracking of resident floodplain management interaction logs at the address level.



Per Property Communication Log

Forerunner has a dedicated community logging functionality for government officials to easily track community interactions on a per-property basis, satisfying the requirements of the CRS program and providing the community with a transparent view of conversations between government officials and the public. Forerunner also allows automatic export of these logs for CRS reporting.

Milestone Inspections

Forerunner's Milestone Inspections Module streamlines condominium inspection workflows by supporting Phase 1 and Phase 2 submissions and displaying imported condominium data from the City. Custom warnings, configurable tables, and document storage ensure efficient tracking and compliance.

- Support for Milestone Inspection workflows, including Phase 1 and Phase 2 submissions
- Import of condominium data supplied by the City for informational display
- Property-level custom warnings for milestone inspection tracking
- Configurable tables and fields for inspection data management
- Document storage for Phase 1 and Phase 2 reports and associated files

Mailings Record

Forerunner's Mailings Record Module provides property-level tracking for up to 10,000 letters per year, supporting multiple notice types and integrating mailing metadata from the City's Building Department. Customizable table views and reporting simplify communication, tracking, and compliance.

- Ability to track up to 10,000 mailings per year
- Property level insights into mailing campaigns
- Ability to support and customize mailing record for a variety of letter types
- Customizable table views and reporting for mailing data
- Ability to import of mailing metadata provided by the City



Repetitive Loss Data

Forerunner's sensitive data access features allow communities to gain insight into their Repetitive Loss Properties. Forerunner can import Fort Pierce's repetitive-loss property dataset, as provided by the City, geocode the data, and grant access only to users with permission to view the sensitive data.

- Geospatial tracking of repetitive loss properties
- Role-based data access permissions
- Yearly import of the updated repetitive loss properties dataset
- Data scrambling and authorization controls to ensure data protection
- Repetitive Loss data access is logged and tracked by Forerunner to ensure data security
- Personally Identifiable Information (PII) protection with document-level access controls and confidential material restrictions in keeping with Privacy Act of 1974 requirements

Task Management

Forerunner's task management system allows users to create, assign, and track Staff's tasks, ensuring nothing falls through the cracks while maintaining clear accountability and deadlines for all stakeholders.

- Dynamic task assignment to appropriate staff members based on roles and workload
- Configurable deadline management
- Integrated notifications and reminders across email and in-app
- Comprehensive task reporting for performance monitoring and optimization

Workflow Automation

Forerunner's workflow system allows the City staff to partner with Forerunner to create and modify complex, multi-stage floodplain and milestone inspection-related review processes without IT assistance, providing the flexibility to adapt program requirements, approval sequences, and stakeholder interactions as programs evolve.

- Configurable multi-stage workflows with role-based permissions controlling stage and field-level access
- Dynamic public program display and merchandising options based on workflow configurations and eligibility
- Automated task routing with configurable decision points and escalation protocols



Onboarding, Training, and Support

Forerunner ensures a seamless transition for new community partners through guided onboarding, data migration, and ongoing support. Each implementation is led by a dedicated account manager who provides hands-on assistance, ensuring users are trained, confident, and fully supported beyond initial setup. The typical Forerunner implementation process is documented below; however, because the City of Fort Pierce, FL is already a Forerunner customer, note that the system is already implemented and that configuration support and updates are now occurring on an on-going and as-needed basis:

- **Initial Assessment and Planning:** During our initial kick-off call, we learn more about the team and the goals for using Forerunner. We ensure that we fully understand how the City plans to get value out of the system so that we can help focus on the areas that will matter most. We ask some pertinent questions about floodplain management regulations, walk through the settings on the dashboard to make sure they reflect those regulations, set some goals for our work together, and establish next steps.
- **Initial Migration & Setup:** Forerunner's implementation team then assists with the import and organization of existing City materials including inspection records, and mailing data. The team also handles the creation of City user accounts and ensures system configurations align with local workflows.
- **Upload of Elevation Certificates:** Following the initial migration and set up, the City will provide historic Elevation Certificates to Forerunner for a file backfill. New Elevation Certificate will be uploaded by City staff when received from residents.
- **Training:** Comprehensive training sessions are provided for all designated City staff. These sessions include platform navigation, data management, and workflow best practices tailored to the City's needs. Additional training can be scheduled at any time as new features are released or staff members join.

As referenced in Tab C, Section 2, the City of Fort Pierce has been a Forerunner partner since June 30, 2023. The platform has been fully implemented and is in active use by the City's floodplain management and milestone inspection teams. The City's Forerunner Customer Success Manager will continue to support the City post-implementation in the following ways:

- **Ongoing Data Management:** As the City receives Elevation Certificates, City personnel can upload them directly into the system. Forerunner's automated data extraction and validation tools ensure that these uploads meet floodplain management and CRS requirements and integrate seamlessly into property-level records. Additional data sets can be backfilled by Forerunner team members, as needed.
- **Dedicated Account Management:** Each community partner is assigned a dedicated Customer Success Manager as a single point of contact for all support and coordination needs. The Customer Success Manager provides proactive outreach, handles troubleshooting, and coordinates additional training or configuration requests upon demand.
- **Maintenance:** Forerunner provides ongoing maintenance and system updates as part of the subscription, ensuring continuous performance, feature improvements, and regulatory compliance.



User Access & Role-Based Permissions

Forerunner provides ten (10) software user seats in this proposal. The City of Fort Pierce can assign users to varying levels of software access and permissions. Forerunner's segmented access includes the ability to filter which users can invite other users, control editing permissions, and control data deletion permissions. Fort Pierce has the ability to add additional users, at a cost outlined in the Appendix 7, titled "Cost Estimate".

Data Ownership and Post-Termination Access

Forerunner acknowledges that all city data is the property of the City and will make such data available in machine-readable format within ninety (90) days following contract expiration or termination.

Licensing, Registration, and Legal Compliance (Florida)

Forerunner is organized outside of Florida, and is registered with the Florida Department of State and in active status on Sunbiz. Forerunner complies with all applicable federal, state, and local laws and regulations including those listed on RFP #2026 007 Section IV 5.2.

Forerunner implements industry standard information security controls for municipal data. Forerunner's internal dashboard is password protected with additional layers of security and access control for municipal repetitive loss data. The corporation is SOC II certified and undergoes penetration testing to ensure high levels of security. More information on Forerunner's security practices can be found on the company's website: <https://www.withforerunner.com/security>.



Tab F: References



Customer References

Hallandale Beach, FL

Christa Carrera

Floodplain Plan Review CRS Coordinator

[239-450-0950](tel:239-450-0950)

Bradenton, FL

Matthew Rush

Building Official

Planning & Community Development Department

101 Old Main Street, Bradenton, FL 34205

[941-932-9404](tel:941-932-9404)

Pensacola, FL

Jonathan Bilby, MCP, CFM, ADAC

Building Inspections Director, ADA Coordinator

Building Inspections Division

222 W Main St. Pensacola, FL 32502

[850-435-1748](tel:850-435-1748)

Fernandina Beach, FL

Angie Lester, MBTO

CRS Administrator/Office Manager

204 Ash Street, Fernandina Beach, FL 32034

[904-310-3146](tel:904-310-3146)



Tab G: Additional Data



CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension (1986) and Executive Order 12689, Debarment and Suspension (1989) at 2 C.F.R. Part 180

- (1). The prospective recipient of Federal assistance funds certifies, by Response, that it is in compliance with the requirements of 2 C.F.R. Part 180 and that neither it, its principals, nor its subcontractors are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- (2). Where the prospective recipient of Federal assistance funds is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this Response.

ATTESTATION


By signing this report, I certify to the best of my knowledge and belief that the foregoing is true, complete, and accurate. I am aware that any false, fictitious, or fraudulent information, or the omission of any material fact, may subject me to criminal, civil or administrative penalties for fraud, false statements, false claims or otherwise. (U.S. Code Title 18, Sections 3729-3730 and 3801-3812).

Company Name

Forerunner Industries, Inc.

Name and Title of Authorized Representative

Susanna Pho, COO



Signature

11/20/25

Date



THE SUNRISE CITY

FORT PIERCE

PURCHASING
DEPARTMENT

Florida

DRUG~FREE WORKPLACE FORM

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

Forerunner Industries, Inc.

does:

(Name of Business)

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

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

Proposer's Signature

11-20-25

Date

PUBLIC ENTITY CRIMES AFFIDAVIT

SWORN STATEMENT UNDER SECTION 287.133(3)(a), FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted by City of Fort Pierce
(Print name of the public entity).
by Susanna Pho, COO
(Print individual's name and title)
for Forerunner Industries, Inc.
whose business address is 548 Market Street #93531, San Francisco, CA 94104

(If applicable) its Federal Employer Identification Number (FEIN) is 83-3689645

(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: On the attached sheet). Required as per the IRS Form W-9.

2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in paragraph 287.133(1)(a), Florida Statutes, means:
- A predecessor or successor of a person convicted of a public entity crime: or
 - An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person.
 - A person who knowingly enters into a joint venture with a person who has be

d. convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate. I understand that a "person" as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

5. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **(Please indicate which statement applies.)**

 X Neither the entity submitted this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity nor affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

 The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

 The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearing and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. **(Attach a copy of the final order)**

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO OR ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Susanna Pfo

(Signature)

11/20/2025

(Date)

STATE OF Virginia

COUNTY OF Hampton

PERSONALLY APPEARED BEFORE ME, the undersigned authority

Susanna Pho

(Name of individual

signing) Who, after first being sworn by me, affixed his/her signature in the space provided

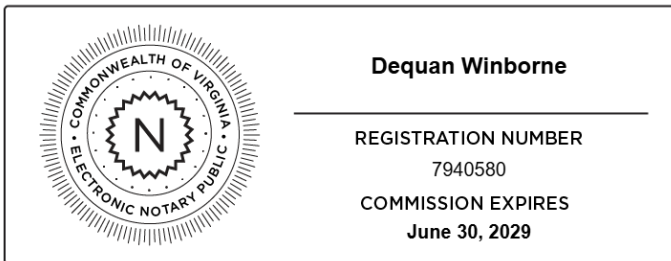
above on this day 20th of November, 2025.

Dequan Winborne

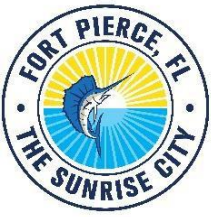
(NOTARY PUBLIC)

Dequan Winborne, Electronic Notary Public

My Commission Expires: 06/30/2029



Notarized remotely online using communication technology via Proof.



E-VERIFY AFFIRMATION STATEMENT

Description: FLOODPLAIN AND INSPECTION SERVICES SOFTWARE

Pursuant to Section 448.095, Florida Statutes, Contractor/Proposer/Responder acknowledges and agrees:

- (a) to register with and use the E-Verify System to verify the work authorization status of all persons employed by the Contractor/Proposer/Responder to perform employment duties during the term of the Contract, and
- (b) to require any subcontractor (as defined in Section 448.095, Florida Statutes) assigned by Contractor/Proposer/Respondent to perform work pursuant to the Contract to register with and use the E-Verify System to verify the work authorization status of all persons employed by the subcontractor during the term of the Contract, and
- (c) if Contractor/Proposer/Responder enters into a contract with a subcontractor, Contractor/Proposer/Responder shall obtain an affidavit from every subcontractor stating the subcontractor does not employ, contract with, or subcontract with an unauthorized alien and the Contractor/Proposer/Responder shall maintain a copy of such affidavit for the term of the Contract, and
- (d) the Contractor/Proposer/Bidder shall use the E-Verify System during the term of the Contract, as a condition of the Contract.

Contractor/Proposer/Bidder Company Name: Forerunner Industries, Inc.

Authorized Company Person's Signature: *Susanna Pho*

Authorized Company Person's Title: COO

Date: 11/20/2025

^{DW}
STATE OF ~~FLORIDA~~ Virginia
COUNTY OF Hampton

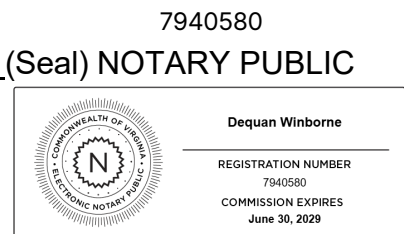
Sworn (or affirmed) and subscribed before me by means of physical presence or online notarization this 20th day of November, 2025 by Susanna Pho, who is personally known or produced identification (ID produced: driver's license).

Signature: *Dequan Winborne* Dequan Winborne, Electronic Notary Public (Seal) NOTARY PUBLIC

My Commission Expires: 06/30/2029

Notarized remotely online using communication technology via Proof.

E-Verify





**CITY OF FORT PIERCE
AFFIDAVIT REGARDING THE USE COERCION
FOR LABOR OR SERVICES**

Forerunner Industries, Inc.

Vendor name: _____

Authorized Representative's Name and Title: _____ Susanna Pho, COO

Address: _____ 548 Market Street #93531

City: _____ State: _____ CA Zip Code: _____ 94104

Phone Number: _____ 510-880-1584 Email Address: _____ hello@withforerunner.com

Section 787.06(13), Florida Statutes, requires all nongovernmental entities executing, renewing, or extending a contract with a governmental entity to provide an affidavit signed by an officer or representative of the nongovernmental entity under penalty of perjury that the nongovernmental entity does not use coercion for labor or services as defined in that statute. As the person authorized to sign on behalf of Vendor, I certify that the company identified does not:

1. Use or threaten to use physical force against any person;
2. Restrain, isolate, or confine or threaten to restrain, isolate, or confine any person without lawful authority and against her or his will;
3. Use lending or other credit methods to establish a debt by any person when labor or services are pledged as a security for the debt, if the value of the labor or services as reasonably assessed is not applied toward the liquidation of the debt, the length and nature of the labor or services are not respectively limited and defined;
4. Destroy, conceal, remove, confiscate, withhold, or possess any actual or purported passport, visa, or other immigration document, or any other actual or purported government identification document, of any person;
5. Cause or threaten to cause financial harm to any person;
6. Entice or lure any person by fraud or deceit; or
7. Provide a controlled substance as outlined in Schedule I or Schedule II of section 893.03, Florida Statutes, to any person for the purpose of exploitation of that person.

Under penalties of perjury, I declare that I have read the foregoing document and that the facts stated in it are true.

By: Susanna Pho Susanna Pho, COO 11/20/2025
Authorized Signature Printed Name and Title Date

DW
STATE OF ~~FLORIDA~~ Virginia
COUNTY OF Hampton

Sworn (or affirmed) and subscribed before me by means of physical presence or online notarization by Susanna Pho

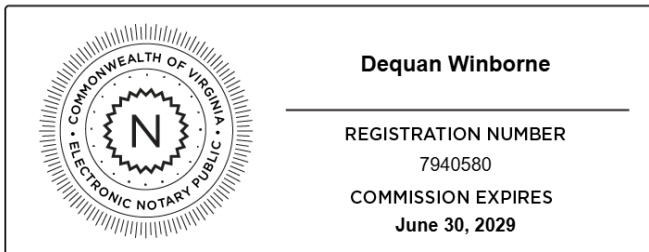
this 20th day of November, 2025

DW by who is

personally known or
 produced identification (ID produced: driver's license).

Notary Public Signature: Dequan Winborne (Seal)

Print Name: Dequan Winborne, Electronic Notary Public My Commission Expires: 06/30/2029



Notarized remotely online using communication technology via Proof.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/24/2025

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

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

PRODUCER Paul Hughes (Rippling) c/o Libertate Insurance Services 20 North Orange Avenue; Suite 500 Orlando, FL 32801	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: peo-wc@rippling.com		FAX (A/C, No):
	INSURER(S) AFFORDING COVERAGE INSURER A : American Zurich Insurance Company		NAIC # 40142
INSURED Rippling PEO 1, Inc. Labor Contractor, for co-employees of: Forerunner Industries, Inc. 430 California St 11th Floor San Francisco, CA 94104	INSURER B :		
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		


COVERAGES **CERTIFICATE NUMBER:** 25NY0201282968 **REVISION NUMBER:**

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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input type="checkbox"/> N	N/A	WC 83-31-211-00	12/01/2025	12/01/2026	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
				Location Coverage Period:	12/01/2025	12/01/2026	Client# 833689645-NY

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

Coverage is provided for only those co-employees of, but not subcontractors to:
 Forerunner Industries, Inc.
 1017 Bedford Ave Apt 2
 Brooklyn, NY 11205

CERTIFICATE HOLDER Forerunner Industries, Inc. 1017 Bedford Ave Apt 2 Brooklyn, NY 11205	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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**ADDITIONAL REMARKS SCHEDULE**

AGENCY NFP Property & Casualty Services, Inc.		NAMED INSURED Forerunner Industries Inc 548 Market Street #93531 San Francisco, CA 94104	
POLICY NUMBER SEE PAGE 1			
CARRIER SEE PAGE 1	NAIC CODE SEE P 1	EFFECTIVE DATE: SEE PAGE 1	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

Data Breach
Breach response limit is \$5M



CITY OF FORT PIERCE PROPOSER'S CHECKLIST

This checklist is provided to assist each Proposer in the preparation of their bid 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 Invitation to Bid in its entirety.

Check "Yes" or "No" to each of the following:

	YES	NO
Is Request for Proposal cover page (page 1) completed, signed and attached?	<u>Yes</u>	<u> </u>
Include proof of proper licensing as stated in proposal documents.	<u>Yes</u>	<u> </u>
Include proof of proper insurance as stated in proposal documents.	<u>Yes</u>	<u> </u>
Did you include a list of all materials and equipment to be used in providing the service?	<u> </u>	<u>N/a</u>
Is Drug-Free Workplace form signed and enclosed?	<u>Yes</u>	<u> </u>
Proposal envelope is marked accordingly	<u> </u>	<u>N/a</u>
Are two (2) complete proposal packages included (one original and one electronic copy (PDF) on a USB Flash Drive) of sealed proposals?	<u> </u>	<u>N/a</u>
Disregard, if you are going to utilize the electronic submission option.	<u>Yes</u>	<u> </u>
Is each Addendum (when issued) signed and included?	<u> </u>	<u>N/a</u>

PLEASE SIGN AND RETURN WITH PROPOSAL

_____ *pho*



Proposed Compensation



Please find pricing attached as a separate document, titled "Cost Estimate". Pricing includes:

- Total annual cost for software and ten (10) user licenses
- Optional pricing for additional users
- Cost for training staff and implementation costs
- Cost for ongoing technical support