



Proposer Information

Name of Company: Flato Realty Advisors, LLC

Address: 901 NE Loop 410, Suite 650

City and State San Antonio, Texas 78209

Phone: (210) 446-3825

Email Address: franklin@flato-rea.com

Signature of Person Authorized to Sign:


Signature

Franklin L. Flato, MAI
Print Name

President/Commercial Appraiser
Title

Indicate status as to "Partnership", "Corporation", "Land Owner", etc.

Corporation

8/26/2025
(Date)

Note:

All submissions relative to these RFQ shall become the property of Webb County and are nonreturnable.

If any further information is required, please call the Webb County Contract Administrator, Juan Guerrero, at (956)523-4125.

**THIS FORM MUST BE INCLUDED WITH RFQ PACKAGE; PLEASE CHECK OFF EACH
ITEM INCLUDED WITH RFQ PACKAGE AND SIGN BELOW TO COMPLETE
SUBMITTAL OF EACH REQUIRED ITEM.**

RFQ 2025-016 "Real Estate Appraisal Services"

☒ Statement of Qualifications

☒ References Form

☒ Conflict of Interest Form (CIQ)

☒ Certification regarding Debarment (Form H2048)

☒ Certification regarding Federal lobbying (Form 2049)

☒ Code of Ethics Affidavit

☒ House Bill 89 Form

☒ Senate Bill 252 Form

☒ Proof of No Delinquent Tax Owed to Webb County *No property owned; Statement of No Delinquent
Taxes Owed provided

☒ Proof of License from the Texas Appraiser Licensing and Certification Board (TALCB)



Signature of Person Completing this Package

8/26/2025
Date

**Flato Realty Advisors, LLC
Statement of Qualifications**



901 NE Loop 410, Suite 650 | San Antonio, Texas 78209
Phone: 210-446-3825 | Web: www.flatorealtyadvisors.com

August 26, 2025

Mr. Juan Guerrero
Contract Administrator
Webb County Purchasing Department
1110 Washington Street, Suite 101
Laredo, Texas 78040

RE: **RFQ 2025-016** Real Estate Appraisal Services
Statement of Qualifications

Dear Mr. Guerrero,

Flato Realty Advisors, LLC is a professional real estate appraisal firm primarily active in South Texas, however, also performing work in several other states, the Republic of Mexico and other areas of Texas. Our staff includes MAI's, State Certified Commercial Real Estate Appraisers and Appraiser Trainees. We have also qualified for court testimony in Webb and surrounding counties.

Our work spans a variety of commercial appraisal needs and property types including vacant land, ranches, retail properties, commercial properties, office buildings, single- and multi-family residential developments, mixed use developments, industrial developments, etc. for a variety of clients. Our client list includes local and national government agencies, financial institutions, attorneys, investors, foundations, etc.

We have performed right-of-way acquisition appraisals for private property owners as well as the Federal Government involved in the Border Fence project and eminent domain proceedings, assessed value appraisals both for and against San Patricio County, Aransas County, Nueces County, Cameron County, Webb County, Bexar County, Travis County, etc., as well as fair market value appraisals. We have appraised a number of properties in and around Laredo over the past several years including ranches, commercial tracts, retail and office buildings, etc.

This SOQ is valid for ninety (90) days from the deadline of submission.

Thank you for considering our firm for this RFQ.

Respectfully submitted,

FLATO REALTY ADVISORS, LLC

A handwritten signature in black ink, appearing to read 'Franklin L. Flato', written over a horizontal line.

Franklin L. Flato, MAI
President/Commercial Appraiser

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Executive Summary

Submitted by: Flato Realty Advisors, LLC

Date: August 26, 2025

Flato Realty Advisors is pleased to submit our qualifications in response to your Request for Qualifications (RFQ) for professional real estate appraisal services. Our primary trade area includes San Antonio and South Texas including Corpus Christi and the Coastal Bend, Laredo, McAllen, the Hill Country, etc. as well as Mexico and Latin America. We have also performed appraisals in several states including New Mexico, Oklahoma, Louisiana, Colorado, Georgia, Florida, etc. Our President and Principal Commercial Appraiser has over 30 years of experience in local and national commercial real estate valuation, litigation support, right-of-way valuation, market studies, feasibility studies, and expert testimony.

Our team includes four Certified General Appraisers, two of which hold MAI designations and three Appraiser Trainees with extensive experience in appraising a broad range of property types, including right-of-way, commercial, agricultural, industrial, mixed-use, and special-purpose properties. We have successfully completed appraisal assignments for numerous public entities, including cities, counties, housing authorities, and transportation agencies.

Key strengths include:

- **Proven Experience:** Numerous appraisals completed for public sector clients, with a focus on eminent domain, easements, and acquisition support.
- **Local Expertise:** Deep understanding of regional market dynamics, regulatory requirements, and agency protocols.
- **Responsive Service:** A reputation for timely communication, on-time delivery, and adaptability to project-specific needs.
- **Quality Assurance:** Rigorous internal review processes to ensure accuracy, compliance, and defensibility of all appraisal reports.

We are committed to providing high-quality, impartial appraisal services that support informed decision-making and meet the highest professional standards. Flato Realty Advisors welcomes the opportunity to work with your agency and contribute to the success of your real estate projects.

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

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RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Appraisal Experience

Flato Realty Advisors, LLC was established May 24, 2012. Our firm is a real estate appraisal, analysis and consulting firm located in San Antonio, Texas. Our President and Principal Commercial Appraiser has over 30 years of experience in local and national commercial real estate valuation, litigation support, right-of-way valuation, market studies, feasibility studies, and expert testimony. Further, our President and Principal Appraiser has over 15 years of experience providing similar property appraisal services for government entities. Our primary trade areas include San Antonio and South Texas including Corpus Christi and the Coastal Bend, Laredo, McAllen, the Hill Country, etc. as well as Mexico and Latin America. We have also performed appraisals in several states including New Mexico, Oklahoma, Louisiana, Colorado, Georgia, Florida, etc.

Our President and founder, Franklin L. Flato, MAI, served as the Director of the San Antonio valuation services for Grubb & Ellis Landauer Appraisal and Valuation for two years and prior to that was a Senior Commercial Real Estate Appraiser with Dugger, Canaday, Grafe in San Antonio, Texas. Example clients served by Flato Realty Advisors are varied and include Motorola, Vulcan Materials, Dal-Tile, the Port Authority of Corpus Christi, Cheniere, Ed Rachal Foundation, Amegy Bank, IBC Bank, Vantage Bank, 1st National Bank, Frost Bank, Texas Community Bank, Comerica Bank, the U.S. Treasury Department, TxDot, Kustoff & Phipps, Specia Law, Beveridge & Diamond, Espey and Associates, and many others.

Name and address of business entity:

Flato Realty Advisors, LLC
901 NE Loop 410, Suite 650
San Antonio, Texas 78209

Type of Business Entity: S Corporation

Place of incorporation: San Antonio, Bexar County, Texas

Name and location of major office: Flato Realty Advisors, LLC, 901 NE Loop 410, Ste 650, San Antonio, Texas 78209

Name, address, business and fax number of the Offeror's principal contact person:

Franklin L. Flato, MAI
901 NE Loop 410, Suite 650, San Antonio, Texas 78209
(210) 446-3825 Business
(210) 573-5072 Mobile
(210) 446-3828 Fax

Full name and business address for each employee of the Offeror who will perform services on this project:

Employee Name	Business Address
Franklin L. Flato, MAI	901 NE Loop 410, Suite 650, San Antonio, Texas 78209
Janine D. Usher	901 NE Loop 410, Suite 650, San Antonio, Texas 78209
Ryan A. Greenfield	901 NE Loop 410, Suite 650, San Antonio, Texas 78209

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Financial Statement: Flato Realty Advisors, LLC affirms that it is financially stable and fully capable of performing the functions required by this RFQ. The company maintains sound financial practices, adequate capital reserves, and a proven record of meeting contractual and service obligations. Our financial position enables us to support the staffing, resources, and operational capacity necessary to deliver the services represented in our response in a timely and reliable manner.

We are confident in our ability to fulfill all requirements under this RFQ and to provide high-quality, sustainable services throughout the duration of the engagement.

RFQ 2025-016 Real Estate Appraisal Services

Statement of Qualifications

Personnel Qualifications

Appraisal Services Team

Franklin L. Flato, MAI

President/Commercial Appraiser



QUALIFICATIONS OF FRANKLIN L. FLATO, MAI

CAREER SUMMARY

Franklin L. Flato, MAI, founder and president of Flato Realty Advisors, LLC, a commercial real estate appraisal firm active in South Texas and Mexico, since 2012. Prior to founding Flato Realty Advisors, LLC, Mr. Flato served as Vice President – Senior Appraiser, directing the San Antonio office of Grubb & Ellis Landauer, from 2010 through 2012, Senior commercial appraiser at Dugger, Canaday, Grafe, Inc., a San Antonio based appraisal firm, from 1988 through 2010, and Leasing Director for Flato Realty Investments, Inc. from 1986 through 1988. Experience includes significant legal/court testimony, right-of-way valuation, investment counseling, traditional commercial real estate appraisal, etc.

Mr. Flato has analyzed properties including retail (single tenant, pad site, ground lease, retail centers to regional malls), office buildings (single tenant garden to high rise multi-tenant, call centers, corporate headquarters), industrial properties (warehouse, manufacturing plants, special purpose, maquiladora plants), vacant development tracts, mixed use developments, commercial sites, rural land, ranches, farms, apartment complexes, residential and commercial subdivisions, aircraft related buildings, automobile dealerships, hotels, recreational theme parks, golf courses and country clubs, marinas, etc. on an “as-is” and prospective “as-proposed” basis.

Assignments completed in Texas, Georgia, Louisiana, Florida, Oklahoma, New Mexico, Colorado, New Jersey, Pennsylvania, Puerto Rico, Honduras and the Republic of Mexico (over 20 states in Mexico). He has also qualified as an expert witness in Bexar, San Patricio, Webb, Live Oak, Travis, Goliad, Nueces, Reeves, Harris, Hidalgo and Cameron Counties of Texas and has lectured and been on speaker panels at national and local Appraisal Institute meetings and Right-of-Way functions in San Antonio, Texas, Chicago, Illinois, Cancun, Mexico and Madrid, Spain.

Mr. Flato is fluent in Spanish and has extensive contacts in Mexico and Latin America. Assignments in Mexico include complex retail and mixed-use developments, industrial portfolios in most major cities, manufacturing plants including major automobile parts suppliers, resort properties, subdivisions, ranches and rural properties, etc., for international and local clients including major banks, investment firms, developers, etc.

PROFESSIONAL DESIGNATIONS/STATE & REGULATORY LICENSURE

- MAI Designation – Appraisal Institute, Certificate No. 11792
- Texas – State Certified General Real Estate Appraiser, License No. 1321148-G
- Texas – Licensed Right-of-Way Agent, License No. 33979
- Colorado – State Certified General Appraiser; Temporary License No. CG200001416
- Georgia – State Certified General Real Property Appraiser; Temporary License No. 405356
- USA DOT FAA – Remote Pilot Certificate No. 5111983

PROFESSIONAL AFFILIATIONS

- Treasurer, Union of Pan American Valuation Associations (UPAV; 2010-2012)
- Chief Delegate to Mexico, Appraisal Institute (2009)
- Member, Free Trade Alliance (2009)
- President, South Texas Chapter of the Appraisal Institute (2008)
- Ambassador to Mexico, Appraisal Institute (2004-2008)
- Director to Past President, South Texas Chapter of the Appraisal Institute (2001-2009)

EDUCATION

Courses and seminars – Appraisal Institute, International Council of Shopping Centers (ICSC); BBA in Real Estate and Urban Land Development at the University of Texas at Austin; certified under the Appraisal Institute's voluntary program of continuing education for designated members of the Appraisal Institute.

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Janine D. Usher

State Certified Commercial Real Estate Appraiser



QUALIFICATIONS OF JANINE USHER

CAREER SUMMARY

Janine Usher is a Certified General Real Estate Appraiser at Flato Realty Advisors, a professional commercial real estate appraisal firm active in South Texas and Mexico. Since joining Flato Realty Advisors in 2021 as a trainee, Ms. Usher has gathered experience in appraising commercial properties including industrial buildings, land tracts, offices, apartment complexes, hotels, and retail buildings under the supervision of Mr. Flato. Ms. Usher conducts property inspections, market research regarding the appraised properties and confirmed comparable property sales and rentals, employs appropriate approaches to value, and writes appraisal reports. Ms. Usher holds a Bachelor of Arts in Psychology and a Master of Science in Business from the University of Texas at San Antonio.

PROFESSIONAL AFFILIATIONS/STATE & REGULATORY LICENSURE

- | | |
|--|-----------|
| • Texas – State Licensed Appraiser Trainee, License No. 1342788 | 2021-2024 |
| • Texas – Certified General Real Estate Appraiser, License No. 1381513 G | 2024-2026 |

APPRAISAL EDUCATION

- | | |
|---|------|
| • Supervisory Appraiser/Trainee Appraiser Course (4 Hours), Champions School of Real Estate | 2021 |
| • National USPAP Course (15 Hours), Champions School of Real Estate | 2021 |
| • Virtual Classroom Basic Appraisal Procedures (30 Hours), Champions School of Real Estate | 2021 |
| • Virtual Classroom Basic Appraisal Principles (30 Hours), Champions School of Real Estate | 2021 |
| • Online General Appraiser Market Analysis Highest and Best Use (30 Hours), McKissock | 2023 |
| • Online General Appraiser Site Valuation and Cost Approach (30 Hours), McKissock | 2023 |
| • Online General Appraiser Sales Comparison Approach (30 Hours), McKissock | 2023 |
| • Online Statistics, Modeling, and Finance (15 Hours), McKissock | 2023 |
| • In Person General Appraiser Income Approach Part 1 (30 Hours), Appraisal Institute | 2023 |
| • In Person General Appraiser Income Approach Part 2 (30 Hours), Appraisal Institute | 2023 |
| • 2022-2023 National USPAP Update Course (7 Hours); McKissock | 2023 |
| • Online Commercial Appraisal Review (15 Hours); McKissock | 2024 |
| • Online Expert Witness for Commercial Appraisers (15 Hours); McKissock | 2024 |

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Ryan A. Greenfield *State Certified Commercial Real Estate Appraiser*



QUALIFICATIONS OF RYAN A. GREENFIELD

CAREER SUMMARY

Ryan A. Greenfield is a Certified General Real Estate Appraiser at Flato Realty Advisors, a professional commercial real estate appraisal firm active in South Texas and Mexico, since 2012. Since joining Flato Realty Advisors in 2023, Mr. Greenfield has gathered experience in appraising commercial properties including industrial buildings, land tracts, offices, ranches, retail buildings, multifamily properties and subdivisions. Additional specialty experience for As-Is and As-Proposed appraisals for commercial and industrially used land tracts, farms, and ranches, as well as specialty used industrial properties.

Prior to his position as a Certified General Real Estate Appraiser, Mr. Greenfield was a General Manager. Mr. Greenfield holds a Bachelor of Business Administration from The McCombs School of Business at The University of Texas at Austin.

STATE & REGULATORY LICENSURE

- Texas – State Certified General Real Estate Appraiser, License No. 1381506 G 2024-Present

PROFESSIONAL AFFILIATIONS/

- Practicing Affiliate, South Texas Chapter of the Appraisal Institute (2023-Present)

EDUCATION

- General Appraisal Residential Sales Comparison and Income Approaches, Appraisal Institute 2024
- General Appraisal Income Approach Part 2, Appraisal Institute 2024
- General Appraiser Income Approach Part 1, Appraisal Institute 2024
- General Appraiser Report Writing and Case Studies, Appraisal Institute 2024
- Real Estate Finance, Statistics, and Valuation Modeling, Appraisal Institute 2024
- General Appraiser Site Valuation and Cost Approach, Appraisal Institute 2024
- General Appraiser Sales Comparison Approach, Appraisal Institute 2023
- General Appraiser Market Analysis and Highest & Best Use(30 Hours), Appraisal Institute 2023
- Online Basic Appraisal Principles (30 Hours), Allied Real Estate School 2018
- Online Basic Appraisal Procedures (30 Hours), Allied Real Estate School 2018
- 15-hour National USPAP Course (15 Hours), Allied Real Estate School 2019
- Supervisory Appraiser/Trainee Appraiser Course (4 Hours), Allied Real Estate School 2019

RFQ 2025-016 Real Estate Appraisal Services
Statement of Qualifications

Flato Realty Advisors, LLC believes its Statement of Qualifications (SOQ) best meets the County's needs and RFQ requirements by combining extensive experience in property appraisal with a demonstrated record of accuracy, timeliness, and compliance with industry standards. Our team has successfully completed a wide range of appraisal assignments for public/government entities, private landowners, and institutional clients, which provides us with the depth of knowledge necessary to address the County's specific objectives.

In addition to meeting the stated requirements, our firm offers distinct advantages, including specialized expertise in complex land valuation, eminent domain, rural and agricultural property, and large-scale portfolio appraisals. We also employ advanced technology to improve efficiency and accuracy, while maintaining a client-focused approach that prioritizes clear communication and responsiveness. Together, these capabilities enhance our ability to provide appraisal services that consistently meet and exceed the County's expectations.

References and Projects

Prior Clients

1. United ISD

201 Lindenwood Dr, Laredo, Texas 78045
Enrique Rangel, PE
erangel@uisd.net
(956) 473-7959

2. City of Laredo

1301 Farragut St. 3rd Floor, Laredo, Texas 78040
Cynthia V. Tijerina, Real Estate Assistant
ctijerina@ci.laredo.tx.us
(956) 795-5707

3. Jim Wells County/GrantWorks

2201 Northland Drive, Austin, Texas 78756
Luci Cook-Hildreth, CD Project Manager II
luci.cook-hildreth@grantworks.net
(512) 537-4443

4. TxDOT San Antonio District

4615 NW Loop 410, San Antonio, TX 78229
Eileen Heye, Right of Way Agent
Eileen.Heye@txdot.gov
(210) 615-5892

5. United States Army Corp of Engineers, Ft. Worth District

819 Taylor Street, Room 2A06, Fort Worth, TX 76102
Clay Miller, Lead Review Appraiser
William.C.Miller@usace.army.mil
(817) 886-1164

References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: United Independent School District

Address: 201 Lindenwood Drive, Laredo, Texas 78045

Contact Person and Title: Enrique Rangel, P.E.

Phone: (956) 473-7959 Fax: (956) 473-6009

Email Address: erangel@uisd.net Contract Period: Continuous

Description of Goods / Services Provided: Commercial appraisal services

REFERENCE TWO

Government/Company Name: City of Laredo

Address: 1301 Farragut Street, 3rd Floor, Laredo, Texas 78040

Contact Person and Title: Cynthia V. Tijerina, Real Estate Assistant

Phone: (956) 795-5707 Fax: (956) 795-2323

Email Address: ctijerina@ci.laredo.tx.us Contract Period: Continuous

Description of Goods / Services Provided: Commercial appraisal services

REFERENCE THREE

Government/Company Name: Jim Wells County/GrantWorks

Address: 2201 Northland Drive, Austin, Texas 78756

Contact Person and Title: Luci Cook-Hildreth, CD Project Manager II

Phone: (512) 537-4443 Fax: Unavailable

Email Address: luci.cook-hildreth@grantworks.net Contract Period: Continuous

Description of Goods / Services Provided: Commercial appraisal services

REFERENCE Four

Government/Company Name: TxDOT San Antonio District

Address: 4615 NW Loop 410, San Antonio, TX 78229

Contact Person and Title: Eileen Heye, Right of Way Agent

Phone: (210) 615-5892 Fax: (210) 615-5972

Email Address: Eileen.Heye@txdot.gov Contract Period: Continuous

Description of Goods / Services Provided: Commercial appraisal services/right of way

REFERENCE Five

Government/Company Name: United States Army Corp of Engineers, Ft. Worth District

Address: 819 Taylor Street, Room 2A06, Fort Worth, TX 76102

Contact Person and Title: Clay Miller, Lead Review Appraiser

Phone: (817) 886-1164 Fax: (817) 886-0038

Email Address: William.C.Miller@usace.army.mil Contract Period: Continuous

Description of Goods / Services Provided: Commercial appraisal services/right of way/USFLA

- **Additional pages are permitted if more space is required**

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CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

None

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

N/A

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 
Signature of vendor doing business with the governmental entity

8/26/2025
Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

- (2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed; or

- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

- (2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

Certificate Number:
2025-1346252

Date Filed:
08/05/2025

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Flato Realty Advisors, LLC
San Antonio, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Webb County Purchasing Dept.

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

RFQ 2025-016
Real Estate Appraisal Services

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.



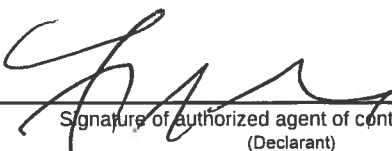
6 UNSWORN DECLARATION

My name is Franklin L. Flato, and my date of birth is 10/05/1962.

My address is 901 NE Loop 410, Suite 650, San Antonio, Texas, 78209, USA.
(city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Bexar County, State of Texas, on the 26 day of August, 2025.
(month) (year)



Signature of authorized agent of contracting business entity
(Declarant)

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

☐ Yes

☒ No

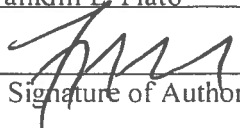
5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

**PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION,
INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS**

Indicate in the appropriate box which statement applies to the covered potential contractor:

- ☒ The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- ☐ The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor	Vendor ID No. or Social Security No.	Program No.
Franklin L. Flato	45-5502260	


Signature of Authorized Representative

8/26/2025
Date

Franklin L. Flato
Printed/Typed Name and Title of
Authorized Representative

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

Do you have or do you anticipate having covered subawards under this transaction?

☐ Yes

☒ No

Name of Contractor/Potential Contractor	Vendor ID No. or Social Security No.	Program No.
Franklin L. Flato	45-5502260	

Name of Authorized Representative	Title
Franklin L. Flato	President/Commercial Appraiser



Signature - Authorized Representative

8/26/2025

Date

**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF TEXAS *

KNOW ALL MEN BY THESE PRESENTS:

COUNTY OF WEBB *

BEFORE ME the undersigned Notary Public, appeared Franklin L. Flato, the herein-named "Affiant", who is a resident of Comal County, State of Texas, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytexas.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytexas.gov.

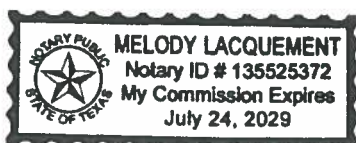
Executed and dated this 26 day of August, 2025.



Signature of Affiant

Franklin L. Flato/Flato Realty Advisors, LLC
Printed Name of Affiant/Company/Entity

SWORN to and subscribed before me, this 26 day August, 2025





NOTARY PUBLIC, STATE OF TEXAS

Offeror: Complete & Return this Form with Response Submission.

House Bill 89 Verification

I, Franklin L. Flato, the undersigned representative of (company or business name) Flato Realty Advisors, LLC

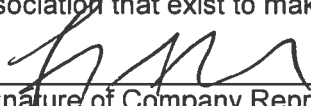
(heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.

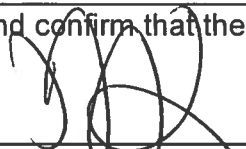

Signature of Company Representative

8/26/2025
Date

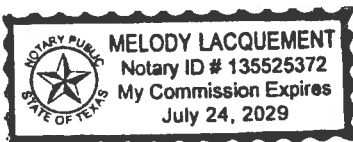
On this 26 day of August, 2025, personally appeared

Franklin L. Flato, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.

Notary Seal


Notary Signature

08/26/25
Date



Offeror: Complete & Return this Form with Response Submission.
Senate Bill 252 Certification

SB 252 CHAPTER 2252 CERTIFICATION I, Franklin L. Flato, the undersigned representative of Flato Realty Advisors, LLC (Company or business name) being an adult over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that the company named above is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify Mr. Jose Angel Lopez III, Webb County Purchasing Agent at (956) 523-4125 or via email at joel@webbcountytexas.gov

Franklin L. Flato Name of Company Representative (Print)

 Signature of Company Representative

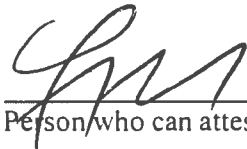
8/6/2025 Date

PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

Name Franklin L. Flato owes no delinquent property taxes to Webb County.

Flato Realty Advisors, LLC owes no property taxes as a business in Webb County.
(Business Name)

Franklin L. Flato owes no property taxes as a resident of Webb County.
(Business Owner)



Person who can attest to the above information

*** SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO WEBB COUNTY.**

The State of Texas
County of Webb

Before me, a Notary Public, on this day personally appeared Franklin L. Flato, know to me (or proved to me on the oath of _____) to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he executed the same for the purpose and consideration therein expressed.

Given under my hand and seal of office this 26 day of August 2025

Notary Public, State of Texas



Melody Lacquement

(Print name of Notary Public here)

My commission expires the 24 day of July 2029

Statement of No Delinquent Taxes Owed

I, Franklin L. Flato, on behalf of Flato Realty Advisors, LLC hereby certifies that it does not own any property in Webb County, Texas and therefore is not delinquent in the payment of any taxes. The firm affirms that all federal, state and local tax obligations are current and in good standing, and that no taxes are owed that would preclude the Offeror from entering into or performing under a contract with the County.

FLATO REALTY ADVISORS, LLC

A handwritten signature in black ink, appearing to read 'F. Flato', is written over a horizontal line.

Franklin L. Flato, MAI
President/Commercial Appraiser

FRANKLIN LOCKARD FLATO
901 NE LOOP 410
SUITE 650
SAN ANTONIO
SAN ANTONIO, TX 78209



Certified General Real Estate Appraiser

Appraiser: **Franklin Lockard Flato**

License #: **TX 1321148 G**

License Expires: **06/30/2027**

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

A handwritten signature in blue ink, which appears to read 'Chelsea B.', is located to the right of the certification text.

Chelsea Buchholtz
Executive Director

JANINE DENISE USHER
255 NATALEN AVE UNIT 201
SAN ANTONIO, TX 78209



Certified General Real Estate Appraiser

Appraiser: Janine Denise Usher

License #: TX 1381513 G

License Expires: 11/30/2026

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

A handwritten signature in blue ink, which appears to read 'Chelsea B.', is located to the right of the certification text.

**Chelsea Buchholtz
Executive Director**

RYAN ALAN GREENFIELD
11800 BRAESVIEW APT 5111
SAN ANTONIO, TX 78213



Certified General Real Estate Appraiser

Appraiser: Ryan Alan Greenfield

License #: TX 1381506 G

License Expires: 10/31/2026

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Occupations Code, Chapter 1103, authorization is granted to use this title:
Certified General Real Estate Appraiser

For additional information or to file a complaint please contact TALCB at www.talcb.texas.gov.

A handwritten signature in blue ink, which appears to read 'Chelsea B.', is located to the right of the certification text.

**Chelsea Buchholtz
Executive Director**