

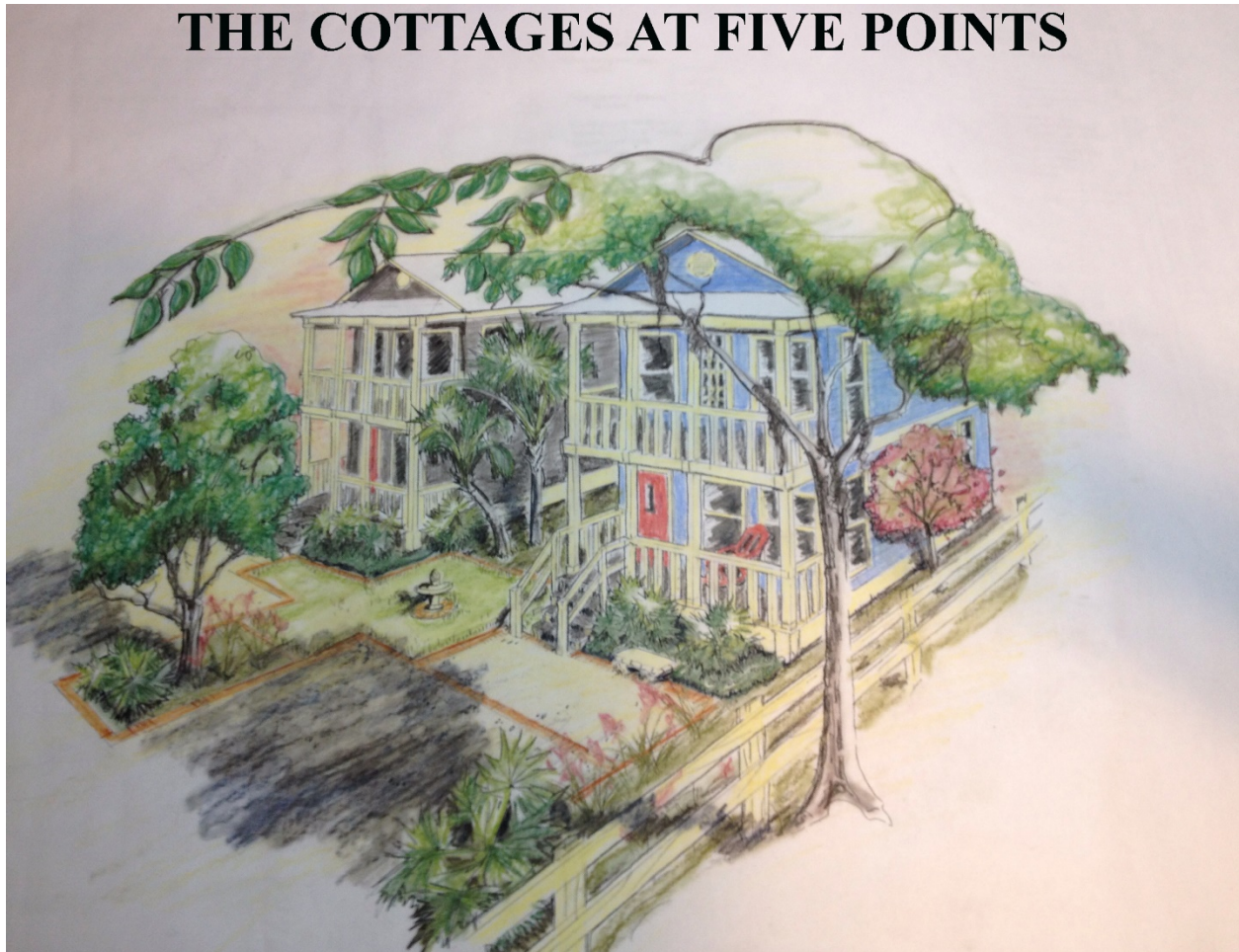
**THE CITY OF PENSACOLA, FLORIDA**

**RFP #17-021**

**FORMER BLOUNT SCHOOL PROPERTY SALE**

**AND REDEVELOPMENT PROPOSAL**

## **THE COTTAGES AT FIVE POINTS**



**SUBMITTED BY:**



**700 NORTH DE VILLIERS**

**PENSACOLA, FL 32501**

## **TABLE OF CONTENTS**

PROPOSAL LETTER

EXHIBIT "A" - PROPOSAL SIGNATURE FORM RFP 17-021

EXHIBIT "B" – TEAM RESUMES AND INFORMATION

EXHIBIT "C" – SITE PLANS

EXHIBIT "D" – OLD WEST KING COTTAGES RENDERINGS, FLOORPLANS, PERMIT PLANS

EXHIBIT "E" – DEVELOPMENT SCHEDULE

EXHIBIT "F" – ECUA SEWER MAP

EXHIBIT "G" – ECUA WATER MAP

EXHIBIT "H" – CMA DATA

EXHIBIT "I" – PAR MARKET DATA 2017 – 1<sup>ST</sup> QUARTER

EXHIBIT "J" – HUD 2017 MEDIAN FAMILY INCOME DATA

EXHIBIT "K" – WORKFORCE DIVERSIFICATION PLAN



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General Contracting • Development • Construction Management

April 24, 2017

The City of Pensacola  
RFP – Former Blount School Property Sale and Redevelopment  
Proposal No.: 17-021  
City Hall, 6<sup>th</sup> Floor  
222 West Main Street  
Pensacola, FL 32502

Dear Mr. George Maiberger, Purchasing Manager:

As requested in RFP #17-021, we respectfully present our proposal for the redevelopment of the Former Blount School property.

As the developer, ParsCo brings over 20 years and \$2 billion in construction and management experience. Our most recent multi-family project in the Pensacola area that we completed was the Summer Vista Senior Living Project at 3450 Wimbledon Drive. ParsCo is currently in the process of developing two new hotel projects and another Senior Living project in the City of Pensacola.

Our team is completing Phase 1 of the Old East King Cottages Residential development throughout the Eastside neighborhood of Pensacola, FL. Currently six (6) homes have been constructed or are nearing completion, and all have been pre-sold. The success in the Eastside Neighborhood is our design inspiration and the basis of our proposal for the redevelopment of the former Blount School site. Some examples of these homes can be seen at 414 Brainerd, 1201 N. Davis, and 1203 N. Davis.

In response to this Request for Proposals, we have included the attached resumes of our key personnel and a graphic form that depicts our organizational structure. Our team will consist of three entities:

- 🏢 Developer and Proposer: ParsCo, LLC – Amir Michael Fooladi
- 🏢 Contractor/Builder: Urban Infill Corporation – Robert “Chris” Vail
- 🏢 Real Estate Company: Voyage Real Estate, LLC – John David Ellis, Jr. & John Rickmon

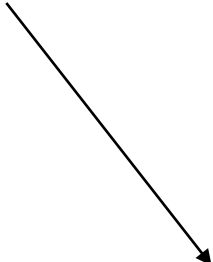
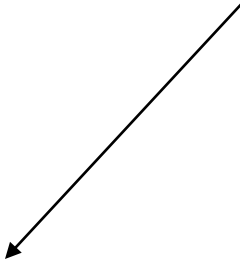
We have included resumes and Voyage Real Estate’s company profile – *Reference Exhibit “B”*.

ParsCo is a 100% minority owned, SBA 8(a) Certified Contractor dedicated to working with small disadvantaged businesses with a focus on our local community. Recent development efforts have been focused on revitalizing the Historic Belmont - De Villiers neighborhood. Both ParsCo and Voyage Real Estate have established our corporate headquarters in this neighborhood.


**DEVELOPER  
& PROPOSER**



700 N. DeVilliers St.  
Pensacola, FL 32501  
**Amir Michael Fooladi**




**CONTRACTOR/BUILDER**



P.O. Box 4387  
Pensacola, FL 32507  
**Chris Vail**

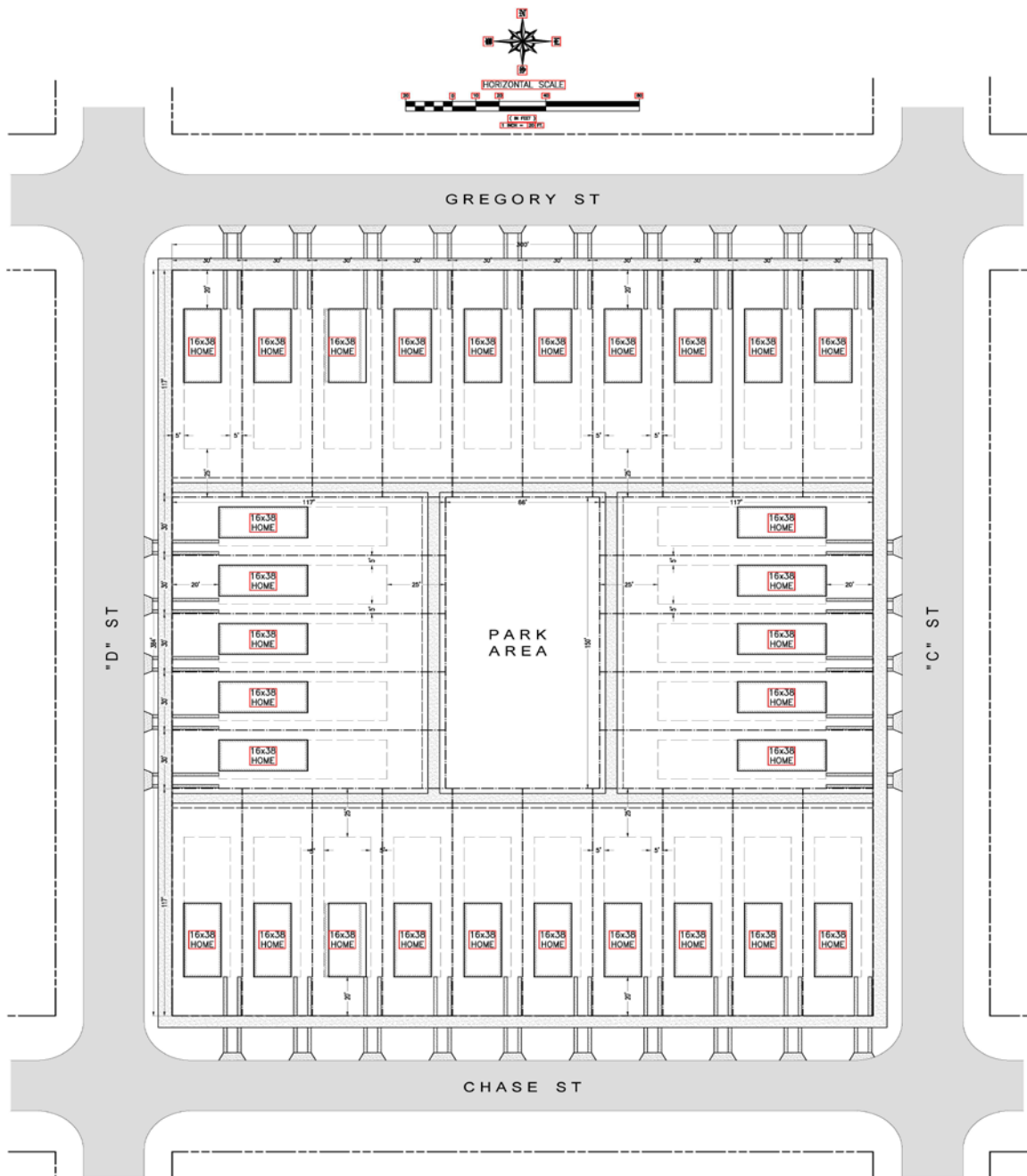
**REAL ESTATE COMPANY**



700 N. DeVilliers St.  
Pensacola, FL 32501  
**John David Ellis, Jr.**  
**John Rickmon**

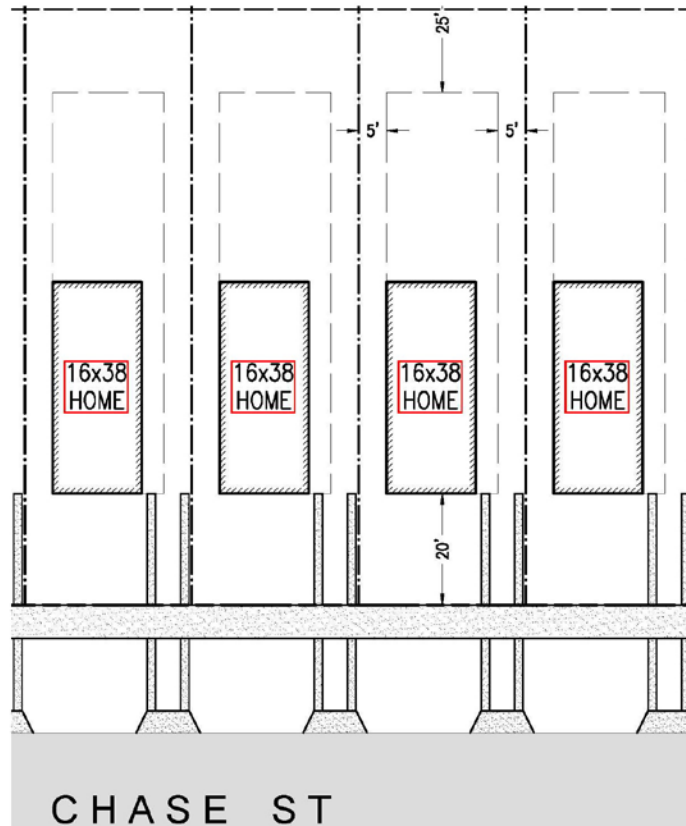
## PARSCO PROJECT OVERVIEW

Our proposal is to return to the original plat that included thirty (30) parcels prior to the construction of the former Blount School. As shown below, this original plat and layout will provide the greatest density for single family dwellings and be most compatible with the current neighborhood design, the Westside plan, the adjacent blocks' parcel layout, and the City's desire for residential urban infill. *Reference Exhibit "C" for enlarged site plans.*



To provide linkage and cohesion with the surrounding neighborhood elements and additional enhancements that are most universally appealing, our plan includes a proposed center “core” for the block. It will serve as a greenspace for a future park area, community garden, playground, or common area.

The parcels will each remain within the current zoning requirements and have direct access to Chase Street, Gregory Street, “C”, and “D” streets for each resident. The parking configuration will be provided on-site adjacent to each residence, off-street.



**ABOVE: TYPICAL RESIDENTIAL FOOTPRINT WITH DRIVEWAY**

The landscape design will include plantings of trees and shrubs from the City of Pensacola approved planting list. It is our goal to provide an “enhanced” landscape design to include large canopy shade trees. Prior to our involvement, the parcel was completely clear cut. We will reestablish the ecosystem and build in harmony with the environment. We will employ a talented local landscape architect to provide designs which would provide an aesthetically pleasing landscape for each resident and the surrounding neighborhood.

The former Blount school property is within one of the old city blocks that originally contained 30 platted lots. The City allows these 30 lots to be reconfigured within the block if the new lots meet land development code requirements. In addition, because we are not exceeding the original density and reinstating the urban grid with single family detached homes, the project site shall be exempt from storm water management requirements.

## “THE COTTAGES AT FIVE POINTS”

Located in West Downtown Pensacola, near the “Five Point” intersection, the project will be named “The Cottages at Five Points”.



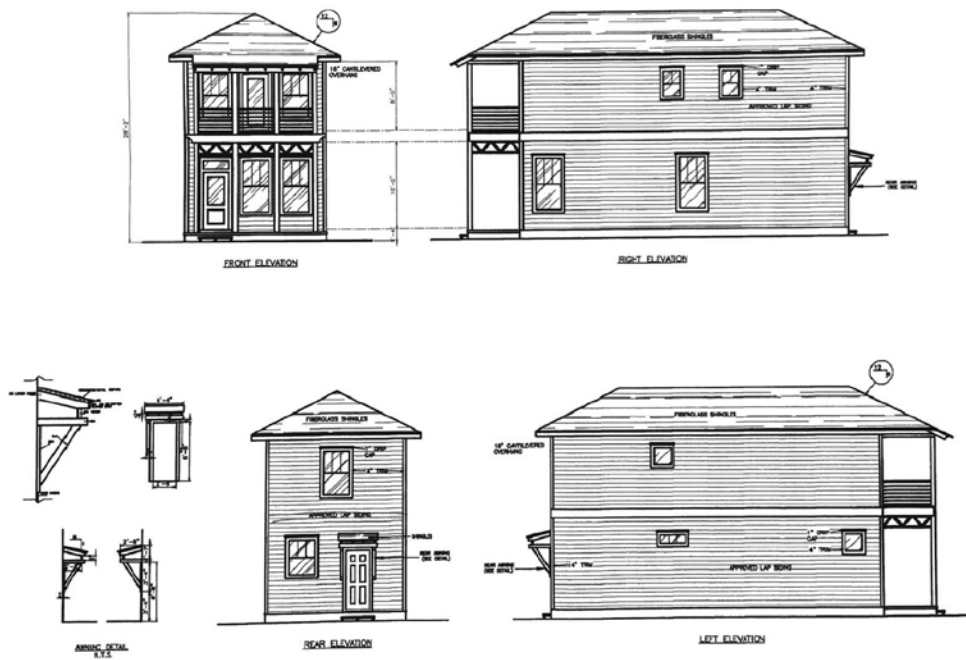
Our proposed single family dwelling development will include thirty (30) new two-story homes with 2 bedrooms and 2 bathrooms. The size will be approximately a total of 1216 square feet of heated/cooled space and 168 square feet of exterior porches for a total of 1,384 gross square feet. “The Cottages at Five Points” standard specifications shall include:

- 2014 Florida Building Code Compliant Design
- On-site parking
- Stainless Steel Appliance package
- Stained concrete ground floor
- Carpet stairs and top floor
- Tile in upstairs baths
- Granite in kitchen
- Laminate tops in baths
- Standard lighting package
- Standard plumbing package
- Porch and balcony areas
- 14-SEER electric heat pump
- Concrete fiber cement board siding
- Vinyl Soffit
- 30-year Architectural shingle
- Non-impact doors/windows

The design of the “The Cottages at Five Points” will include architectural elements that include eaves, porches, balconies, hardi-plank siding, and other elements that are congruent to the existing architecture of the neighborhood. We have variations on different front elevations and roof configurations that we will offer buyers so the streetscape and each residence will have a feeling of uniqueness. *Reference Exhibit “D” for more information and floorplans.*



**ABOVE: CONCEPTUAL ILLUSTRATION OF THE COTTAGES AT FIVE POINTS**



**ABOVE: ELEVATIONS OF FRONT, REAR, AND SIDES**



**ADA DESIGN OPTION**

To provide a residential design that can be ADA accessible, our site plan allows for the use of a single-story, fully code compliant ADA residence. The design of this residence will be customized to each owner’s preference.

**COMMUNITY FORUM AND WORKSHOP**

Prior to proceeding with the development, we strongly believe that a public input forum should be organized as referenced in the RFP. Our plans would include scheduling a community meeting with the assistance of the City of Pensacola Planning Department. Our approved site plan, proposed residences, and specifications would be provided to all that attend this meeting so we can inform and discuss the neighborhoods concerns and questions, and make any adjustments and changes the community and Developer agree upon. Once ParsCo is selected to redevelop this site, we would not just be investing into the City of Pensacola, but also this neighborhood and each resident that lives nearby. By creating a forum to discuss the project, our aim would be to make the neighboring community feel like partners in this project so they could help invite their future new neighbors we hope to bring into this area. We will endeavor to exceed the public and community needs by holding multiple forums so all voices can be heard.

**PROJECT SCHEDULE**

*Reference Exhibit “E”.*

ACTIVITY	DAYS	START	FINISH
PROJECT PROPOSAL REVIEW PROCESS	23	24APR17	24MAY17
PROPOSAL AWARD	1	25MAY17	25MAY17
COMMUNITY FORUMS	60	26MAY17	18AUG17
DUE DILIGENCE	90	26MAY17	29SEP17
PRESALE/MARKETING START	30	21AUG17	29SEP17
CONSTRUCTION PLANS SUBMIT FOR APPROVAL	30	21AUG17	29SEP17
RESIDENTIAL SALES AND CLOSING PERIOD	120	02OCT17	20MAR18
CONSTRUCTION	400	13NOV17	31MAY19

Key Milestones:

- 📅 Award : May 25, 2017
- 📅 Community Forum: May 26 through August 18, 2017
- 📅 Construction completion: June 1, 2019 or sooner

**IDENTIFICATION OF VARIANCES OR INCENTIVES**

To provide additional space adjacent to each of the Old King Cottages, we may request that the City grant a variance request on the side setback. This would be so that we could allow additional space for vehicles to park alongside each residence. This request will be determined before a final site plan is submitted for approval. By shifting the

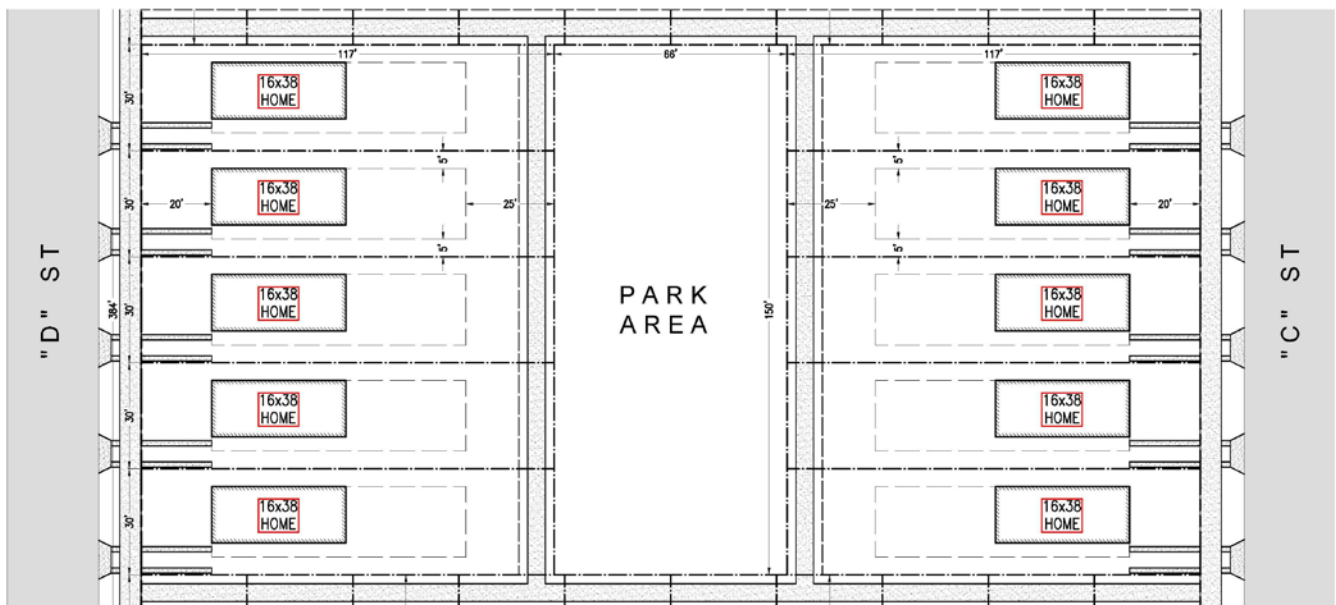
footprint of each residence over on one side we would have a larger side setback on the adjacent side. From the street view all residences would have identical spacing between them, however a “driveway” could be added along one side of each residence providing more access to the rear of the property as well. This request is not mandatory to our proposal but is an item that we may explore if awarded the sale of the property.

Additionally, we request that the City provide a Geotechnical Soils Report including a determination of subsurface conditions relating to existing structures, a Phase 1 ESA for the subject site and a Phase 2 if required. Our proposal is contingent on these studies being satisfactory to our project needs.

### **SITE UTILITIES**

Please reference Exhibit “F” and “G” for the ECUA maps depicting the current water and sewer infrastructure in the area. Gravity sewer surrounds the site but a new 6” water main will have to be installed on “C” and “D” street to service the middle properties. Our proposal is contingent on ECUA providing these new water mains the entire block for each road. We have included a total of \$3,000.00 per residence for ECUA fees or a total of \$90,000.00 for site utility infrastructure to each residence.

Due to the nature of the RFP request to provide a “greenspace”, we also would like to explore the idea of allowing the “core” area to become part of the City of Pensacola’s Park and Recreation department’s jurisdiction. Our site plan depicts interior sidewalk easements and a “park area” that would need City of Pensacola approval along with maintenance of this area as required.



**ABOVE: INTERIOR SIDEWALK EASEMENTS AND CITY OF PENSACOLA PARK AREA**

### **RESIDENTIAL SALES PRICING AND MARKET STUDY**

In order to verify that the sales of the new residential single family homes will be at market rate, Voyage Real Estate (Voyage) has provided a Comparative Market Analysis (CMA) based on similar size residential projects in the zip

code of 32501 and 32502.

Additionally, Voyage has provided the Pensacola Association of Realtors (PAR) Market Snapshot for our use in evaluating the market trends, market sales, and information regarding current residential inventory.

Please reference Exhibit “H” for the CMA data and Exhibit “I” for the PAR Market Snapshot.

Based on this information, our price point for sales on “The Cottages at Five Points” will be approximately \$199,000.00. Based on the current market trend and urban core demand, it is our goal to pre-sell all of the homes and build to suit.

Upon acceptance of this proposal and our due diligence period, our team would begin marketing efforts and construct a model home that may serve as an on-site sales center.

### **LAND SALE AND PUBLIC PRIVATE PARTNERSHIP (P3)**

In accordance with our “Proposal Signature Form”, *Exhibit “A”*, we are proposing a minimum purchase price of \$240,000.00 (Two Hundred Forty-Thousand dollars and zero cents). This pricing is based on Thirty (30) parcels at \$8,000.00 each or 4% of sale price for each home, whichever is greater.

Our proposal is based on the City forming a Public Private Partnership with ParsCo where the payments for each parcel will be made at the time of closing on each pre-sale.

If the City prefers a lump sum purchase price for all thirty (30) parcels, our proposed purchase price would be reduced to \$200,000.00.

We believe it is in the City’s best interest to participate as a team member in this redevelopment opportunity. We share the City’s desire to have a housing development that is aesthetically pleasing and preserves the character of the neighborhood. Our proposal includes a greenspace “core” area that can remain as a City owned property which will benefit the entire neighborhood.

Based on the sales price of \$199,000.00 and thirty (30) homes, this project will provide a total of \$5,970,000.00 in property values. If all thirty (30) homeowners claim Homestead exemption, our estimate is that the taxable property values will be \$5,220,000.00.

This will be a significant source of additional revenue and additional monies to the CRA for the Urban Core.

The economic value for this project will not just be limited to property tax revenues. Our local utilities shall benefit from the additional services as well.

In the private sector, this project will provide local subcontractors and suppliers additional revenues. The local furniture stores, retail shops, restaurants, grocery stores, and even the downtown YMCA would benefit from additional residents moving into the area.

### **RESIDENTIAL FINANCING**

Voyage will pre-sell the residences via a variety of mortgage financing options. The traditional conventional loan as well as FHA loans will appeal to lenders and banking institutions for our new construction projects. ParsCo is also an approved VA Builder which will allow all veterans to utilize a VA loan to purchase our homes.

With a price point of \$199,000.00, our evaluation on “affordability” for these projects to serve our local workforce as a viable option has resulted in the following analysis:

Based on HUD 2017 Median Family Income data, The Pensacola-Ferry Pass-Brent area is \$62,000.00. (*Reference Exhibit “J”*). This is equivalent to \$5,160.00 approximately in gross monthly income.

At a purchase price of \$189,000.00 (95/5 LTV), a 30-year mortgage with 4% interest, .75% property tax, and PMI of 0.5%, and \$1,000/year in home insurance would have a total mortgage payment of \$1,180.00 approximately.

Mortgage lenders typically prefer a debt to income ratio of 36% or less. Using the hypothetical numbers above, the debt to income ratio in this situation would be:

Gross Monthly Income = \$5,160.00 approximately

Estimated Monthly Expense = \$1,180.00 approximately

Debt to Income Ratio = 22.8%

### **EQUAL EMPLOYMENT OPPORTUNITIES**

Our team provides equal employment opportunities and will initiate a Workforce Initiative that requires 75% of all construction workers on the project to live in either Escambia or Santa Rosa Counties – *Reference Exhibit “K”*.

In closing, ParsCo’s proposal for the former Blount school site is the best choice for redevelopment based on the following reasons:

- ▮ Our site plan restores the original plat which reinforces the historic, urban grid.
- ▮ Our site plan creates the greatest opportunity for home ownership while being sensitive to the surrounding neighborhood.
- ▮ Our Architectural design is consistent with the neighborhood - utilizing aesthetically pleasing, historical details.
- ▮ Valuable space has been designated for the City of Pensacola to utilize as a community garden, playground, or park area
- ▮ Our Public Private Partnership arrangement with the City increases the value of the land 20%.
- ▮ Side access and onsite parking for each resident provides function while maintaining the streetscape.
- ▮ The Residential price points are in-line with median income for Pensacola and financially ideal for workforce housing with a 22% DTI on average for mortgage payment.
- ▮ Enhanced landscape design provides necessary shade trees and restores the city's landscape.
- ▮ Our workforce initiative employs local residents and keeps money local.

- ▮ Our EEO Policy places a tremendous focus on minority participation.
- ▮ Our project will create an economic “ripple effect”, providing additional revenues to local vendors, retailers, hospitality, suppliers, and increase private sector demand.
- ▮ Developer and team are locally owned small businesses with headquarters within walking distance to site.
- ▮ Increases in property tax revenues and CRA Urban Core funds through maximized density is financially appealing to the City.
- ▮ Our design activates all four (4) sides of the block, bringing vibrancy to the neighborhood.
- ▮ Our development team is comprised of locally owned small businesses with a proven record of success.
- ▮ We offer an ADA design for single-story residences to be inclusive of individual's needs.
- ▮ Architectural variations create uniqueness along street frontage.
- ▮ We will host multiple community forums to discuss ideas with neighbors in the community to insure inclusiveness.
- ▮ Our proposal will encourage a true “live, work, play” environment for all residents by reducing the commute time for those that work downtown.

Lastly, we wish to thank the City of Pensacola for creating this Request for Proposal and allowing the public to participate and help shape our community. It is our hope that our vision for the former Blount school site will be selected.

Respectfully,

ParsCo, LLC

Amir Michael Fooladi  
President/CEO

**ENCLOSED ATTACHMENTS:**

EXHIBIT “A” - PROPOSAL SIGNATURE FORM RFP 17-021

EXHIBIT “B” – TEAM RESUMES AND INFORMATION

EXHIBIT “C” – SITE PLANS

EXHIBIT “D” – THE COTTAGES AT FIVE POINTS RENDERINGS & PLANS

EXHIBIT “E” – DEVELOPMENT SCHEDULE

EXHIBIT “F” – ECUA SEWER MAP

EXHIBIT “G” – ECUA WATER MAP

EXHIBIT “H” – CMA DATA

EXHIBIT “I” – PAR MARKET DATA 2017 – 1<sup>ST</sup> QUARTER

EXHIBIT “J” – HUD 2017 MEDIAN FAMILY INCOME DATA

EXHIBIT “K” – WORKFORCE DIVERSIFICATION PLAN



# EXHIBIT "A"

EXHIBIT "A"

PROPOSAL SIGNATURE FORM  
RFP 17-021

FORMER BLOUNT SCHOOL PROPERTY SALE AND REDEVELOPMENT

I (WE) Parsco, LLC - Amir Michael Fooladi

certify that this Proposal is true and correct to the best of my (our) knowledge and belief, that no other persons other than those herein named has any interest in this proposal or in the contract to be taken, and that it is made without any connection with any other person or persons making a proposal for the same articles, and it is in all respects fair and without collusion or fraud. The undersigned further declares that he has carefully examined the Request For Proposals and is thoroughly familiar with their provisions and penalties.

PURCHASE PRICE (DOLLARS): \$240,000.00 - payable as \$8,000.00 per lot at time of pre-sale or 4% of sales price, whichever is greater. Reference page 9 for additional info.  
WRITTEN PURCHASE PRICE: Two-hundred Forty thousand dollars.

Name and telephone number of person to contact concerning bid. Amir M. Fooladi 850-696-7656

Date: 4/24/17  
Signature: Amir Michael Fooladi Firm: Parsco, LLC  
Name: Amir Michael Fooladi Address: 700 N. De Villiers  
Title: President / CEO City: Pensacola State/ZIP: FL, 92501  
Telephone: 850-696-7656 Fax: 850-898-3423  
Email: amir@pars-co.net

Date: \_\_\_\_\_  
Signature: \_\_\_\_\_ Firm: \_\_\_\_\_  
Name: \_\_\_\_\_ Address: \_\_\_\_\_  
Title: \_\_\_\_\_ City: \_\_\_\_\_ State/ZIP: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Attest: \_\_\_\_\_  
Attest: \_\_\_\_\_

To receive consideration for award, this signature sheet must be returned as part of your response.





# EXHIBIT “B”

# Amir Michael Fooladi

PO Box 12862  
Pensacola, FL 32591

amir@pars-co.net  
(850) 696-7656

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## EDUCATION & INSTITUTIONAL SERVICE:

### **The University of Southern Mississippi, B.S., Construction Engineering & Management**

Honors Graduate 3.5 GPA – Presidents/Deans List  
Sigma Lambda Chi Honor Society for Architects and Engineers – Vice President  
Phi Sigma Pi Honor Society – Secretary  
USM Scholar Day Award  
Student Constructors Organization, President  
Resident Assistant – Three Years  
RA of the Year 1998-1999  
Team Captain of Flag Football Team 1998-1999  
Boys & Girls Club of Hattiesburg, Tutor/Volunteer  
Christian Services, Volunteer

### **The University of Texas at El Paso, Civil Engineering Bachelors of Science**

Chess Club, President  
Radio Club, DJ and Producer

## CERTIFICATIONS AND TRAINING:

NASCLA Certified Contractor Competency in 14 States throughout the USA  
Certified General Contractor – State of Florida #1512307  
Certified General Contractor – State of Alabama #49330  
Certified General Contractor – State of Louisiana #59911  
U.S. Army Corp of Engineers – Construction Quality Management Certification  
OSHA 30 Hour Certificate  
PMP Certification Training  
HAZWOPER Training  
CPR & First Aid Certified  
Civil Works/Surveying & AASHTO Survey Data Management Systems (SDMS)  
ArcGIS - Planning/Analysis, Data Management Training  
Building Envelope, Mold/Mildew, and Remediation Certification – W.M.C.  
USGBC NC v.2.1  
Primavera Expedition/ConstructWare/Viewpoint/Bidtek/ComputerEase  
Primavera P3/SureTrak/Microsoft Project - CPM Scheduling Certifications  
Proficiency Microsoft Office Software  
Timberline/MC<sup>2</sup>/Xactimate - Estimating Software  
AutoCAD/Revit/Navisworks/Horizontal Glue – Design/BIM modeling software training

## PROFESSIONAL EXPERIENCE:

- 2005 – Present  
ParsCo, LLC  
President/CEO
- 2015 – Present  
University of West Florida  
Adjunct Professor, Building Construction Program

- 1998 – 2008 W.G. Yates & Sons Construction Company  
Senior Project Manager
- 1997-1998 Roy Anderson Corporation  
Project Engineer/Estimator

#### **HONORS, AWARDS, COMMITTEES:**

2006	Construction Excellence Award-Association of Builders and Contractors (ABC)
2007	Excellence in Construction Award – ABC
2006-2007	ABC Project Manager of the Gulf Coast Award
2012 - PRESENT	Varco Pruden Pre-Engineered Metal Building Builder of the Southeast
2015 – PRESENT	1620 AM Radio Host – Restaurant Realty Show with Michael Carro
2015 – PRESENT	All Ears Gulf Coast Podcast Founder and Host
2015 – PRESENT	Belmont DeVilliers Neighborhood Association Member
2015 – PRESENT	Belmont DeVilliers Art Committee Board Member
2015 – PRESENT	University of West Florida Building Construction Program Board of Directors
2016 – PRESENT	Pensacola Airport Master Planning Board Committee – Belmont DeVilliers
2014	ACUMEN Human Centered Design Team – Pensacola, FL
Ranked 25 <sup>th</sup> in the	USA in Chess in 1990 – United States Chess Federation (USCF)
2016 – PRESENT	City of Pensacola Construction Board of Adjustments and Appeals
2016	ENTRECON Award – Entrepreneurs' Champion Finalist – 2 <sup>nd</sup> place

#### **PROFESSIONAL EXPERIENCE:**

Amir has 20 years and more than \$2 billion dollars of construction and management experience. He has successfully completed a wide variety of private and public sector projects, including medical, hospitals, assisted living facilities, restaurant, retail, hospitality, resort, casino, office, renovation, multi-family, institutional, military, civil, industrial, and state/government projects. Amir began his career early, working as an Estimator and Project Engineer while attending college, and later after graduation, he continued his progression into the roles of Lead Estimator, Project Manager, Senior Project Manager, and now President/CEO of his own successful firm. Amir has contractor licensure approval in 14 states and is responsible for all the aspects required to manage a project successfully and oversees all operations for ParsCo, LLC.

#### **COMPETENCIES:**

- Management duties including turn-key supervisory and management of all phases of construction on multiple projects including all subcontractor coordination, scheduling, safety, contracts, subcontractor and owner billings, purchase orders, submittals, change orders, requests for information (RFI's), and tracking of job costs. Responsible for hiring, coordinating, and supervising the tasks of internal staff and assigning work as required to execute projects. Responsible for overseeing all subcontractor activities and ensuring that they execute work in accordance with contractual and quality control/quality assurance goals. Oversee all project schedules to ensure timely or early completion dates. Manage all change orders and change management programs to maintain profits and minimize exposure.
- Safety Management duties including managing safety or occupational health program elements. Developing and recommending safety and occupational health policy to higher levels of management. Applying safety and occupational health laws, regulations, principles, theories, practices, and procedures to advise on or resolve technical matters dealing with occupational safety and health requirements. Developing safety and occupational health standards, regulations, practices, and procedures to eliminate or control potential hazards. Developing or implementing programs to reduce the frequency, severity, and cost of accidents and occupational injuries. Analyzing or evaluating new and existing jobs, processes, products, or other systems to determine the existence, severity, probability, and outcome of hazards. Designing or modifying workplaces, processes, products, or other systems to control or eliminate hazards. Inspecting or

surveying workplaces, processes, products, or other systems for compliance with established safety and occupational health policies or standards and to identify potential new hazards. Training of workers, supervisors, managers, or other safety and occupational health personnel in safety or occupational health subjects.

- Estimating duties including quantity takeoffs, budget analysis, value engineering, bid solicitation, request for proposals (RFP's), and bid day activities.
- Pre-construction duties including due diligence, feasibility studies, design coordination, consultant hiring, design/build, RFPs, review of plans/specifications, program management, and generation of drawings as required for bidding, construction, estimating, and field use.
- Marketing duties including business development and solicitation of work through contacts and relationships with area developers, architects/engineers, and contacts throughout the Southeast.
- Administrative duties including overseeing payables and receivables, generation of pay applications, development of procedures and systems to create organization within the company.
- Management and coordination of projects from conceptual design stages to construction phase to closeout/start-up, and final commissioning. Responsible for all planning and organizational decisions to ensure project success including staff hiring, jobsite setup, subcontractor design/build coordination, value engineering, Owner contract negotiations, and final coordination between Consultants to make projects a reality.

#### **NOTABLE PROJECTS:**

Portofino Condominium Phase 1  
Pensacola Beach, FL

Palms of Destin Resort  
Destin, FL

Restaurant Iron  
Pensacola, FL

The Ruby Slipper Café  
Pensacola, FL

Summer Vista  
Pensacola, FL

VA Hospital Renovations  
Tuscaloosa, AL

Federal Bureau of Prisons  
Yazoo City, MS

Auburn University Wellness & Rec  
Auburn, AL

LSU UMC Hospital  
New Orleans, LA

University of Alabama Student Center  
Tuscaloosa, AL

Seminole Hard Rock Café Casino  
Tampa, FL

Silver Beach Condos  
Destin, FL

Destin West Gulfside Condominium  
Okaloosa Island, FL

St. Barth/St. Lucia Silver Shells Condominiums  
Destin, FL

Grand Sandestin Hotel  
Sandestin, FL

The Village of Baytowne Wharf  
Sandestin, FL

UMC Acute Care Health Tower  
Jackson, MS

Portofino Spa & Lifestyle Center  
Pensacola Beach, FL

Wal-Mart Supercenter #182  
Greenville, MS

Wal-Mart Supercenter Expansion #534  
Lafayette, LA

Scarborough Middle School Renovation  
Mobile, AL

Grand Casino Hotel Renovations  
Biloxi, MS

The Blake at Gulf Breeze  
Gulf Breeze, FL

Semmes Middle School Addition  
Semmes, AL

Highland Plaza Office Complex  
Jackson, MS

Hinds County Courthouse  
Jackson, MS

Rankin County Public School CMA  
Rankin County, MS

Russell County Detention Center  
Phenix City, AL

The Blake at Malbis  
Daphne, AL

The Blake at Township  
Ridgeland, MS

Badlands a Roadside Bar  
Pensacola, FL

Tarantola Historic Residence  
Pensacola, FL

Hawkins Waterfront Residence  
Gulf Breeze, FL

Zimet Loft Residence  
Pensacola, FL

**PERSONAL:**

Married, with 3 children.

Former drummer for Church Worship Team

Member of First United Methodist Church of Robertsedale, AL

Enjoys playing chess, sports, and being outdoors.

Owns and operates the "Razzle Dazzle Farm" with his wife in Baldwin County, AL

Foster Home – State Certified.

Volunteer Work: Boys & Girls Club, Pensacola Chess Club, University of West Florida.

Robert C. Vail, PE  
CBC1256598

PO Box 4387  
Pensacola, FL 32507  
(850) 457-4706

Email: [urbaninfill@bellsouth.net](mailto:urbaninfill@bellsouth.net)

Resume

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## **EDUCATION**

B.S. Environmental Engineering, University of Florida, 1997

A.A. Pre-Engineering, Pensacola Junior College, 1993

## **AREAS OF SPECIALIZATION**

Single-Family Residential Home Construction (both affordable and custom), Residential, Residential Building Renovation, Residential, Commercial and Industrial Land Development (including landscape design), Storm Water and Industrial Wastewater Treatment Systems Design and Permitting, Surface Water Permitting (including NPDES storm water), Mineral Mine Design and Permitting (including mining reclamation), Contamination Assessment, and Project Management and Business Development.

## **EXPERIENCE**

Mr. Vail has over twenty (20) years of professional experience managing building construction, engineering and environmental projects. His initial experience was acquired while working for the Southern Company, Gulf Power Division, in environmental field operations. Current work is in building construction and land development, storm water, industrial waste water, water quality investigation, and environmental permitting. He currently simultaneously serves as President of Urban Infill Corporation and Vail Engineering and Environmental, Inc. (VEE).

## **REGISTRATIONS AND AFFILIATIONS**

Certified Building Contractor, Florida (#CBC1256598)

Registered Professional Engineer, Florida (#59527)

The Homebuilders Association of Northwest Florida (HBA)

Florida Engineering Society (FES)

American Society of Civil Engineers (ASCE)

National Society of Professional Engineers (NSPE)

National Association of Environmental Professionals

Florida Association of Environmental Professionals

Congress for the New Urbanism

Seaside Institute

Resume

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**Urban Infill Corporation**

**Pensacola, Florida**

**President**

**July 2006 to Present**

**Recent Building Projects:**

**4021 Azure Way, Pensacola, Florida** – Preparation of bid, coordination with client, performed all project management duties associated with approximately 3,700 SF main house and detached 3-car garage with loft apartment (5950 sf of total area). All exterior walls constructed using Insulated Concrete Forms (ICF), siding consists of James Hardie Colorplus Lap Siding and Azek trim, and metal AG panel roofing. New porcelain tile, slate tile, glass tile, and hand-carved Armstrong wood flooring, custom cabinetry and built-ins, granite counter tops, tray ceilings, impact resistant doors and windows, home automation and security system, natural gas fireplace, Kohler plumbing fixtures, Rennai Tankless Hotwater heaters, Rocky Mountain door hardware, Carrier HVAC systems, Stand-by Generator with automatic transfer switch, Trex porch decking, Harmony no VOC paint, and Insul-Soy Spray Foam insulation.

**2732 Sunrunner Lane, Gulf Breeze, Florida** – Preparation of bid, coordination with client, performed all project management duties associated with approximately 700 SF addition to an existing single family home. The addition consists of an elevated slab with 2x6 exterior stud wall construction. Stained concrete and bamboo flooring, new impact resistant windows, new HVAC system, new recessed lighting, new custom shoe closet, new slate tile walk-in shower with three (3) shower heads, new bar and cabinetry with Shirestone Counter tops and a 110-gallon aquarium, pine tongue and groove coffered ceilings, and home entertainment system. This home also included an Argentinean “Parilla” (barbeque) constructed from reinforced block with a dry stacked stone and stucco veneer, and lined with fire-brick in a herringbone pattern.

**437 Creary Street, Pensacola, Florida** – Preparation of bid, coordination with client, performed all project management duties associated with approximately 900 SF house built upon concrete block pilings. All exterior walls constructed using 2x6 studs, siding consists of James Hardie lap siding with Myratek trim, roofing is metal AG panel. New Brazilian Taurai flooring, pine tongue and groove ceilings and soffits, Trex porch decking, Paloma Tankless hotwater heater, impact resistant doors and windows, natural gas fireplace, custom built-in cabinetry and office desk, and radiant barrier roof decking.

**Disaster Recovery, Baton Rouge, Louisiana** – Recovery services included coordination with Insurance Adjusters and Insurance Companies, review of

## Resume

existing insurance policies, preparation of new adjustments, mobilization and setup of work crews from Florida in disaster area, project management of multiple houses requiring structural repair, new roofing, interior demolition, new drywall and paint, and privacy fencing.

**Old East King Cottages, City of Pensacola, Florida, President** - Setup, organization and management of business. Coordinate all aspects of accounting, financial planning, marketing, sales, property management, proposals, contracts, presentations and general operations.

Project consists of twelve (12) inner-city residential lots slated for affordable home construction. Three (3) homes have been completed and qualified for the Hurricane Housing Relief Program for first-time homebuyers earning between 80 and 120% of the areas average median income.

**413 E. Lloyd Street, Pensacola, Florida**– Construction of a 2-bedroom, 2.5-bath, single family home consisting of 1216 SF of living area and 192 SF of front porches. This two-story home was constructed off-grade, and has 2x4 exterior walls clad with James Hardie lap and panel siding and an asphalt shingle roof. Work included all project management duties.

**415 E. Lloyd Street, Pensacola, Florida** – Construction of a 2-bedroom, 2.5-bath, single family home consisting of 1216 SF of living area and 192 SF of front porches. This two-story home was constructed off-grade, and has 2x4 exterior walls clad with vinyl siding and an asphalt shingle roof. Work included all project management duties.

**1213 N. Davis Street, Pensacola, Florida** – Construction of a 3-bedroom, 2-bath single family home consisting of 1272 SF of living area and 240 SF of front porch. This one-story home was constructed off-grade, and has 2x4 exterior walls clad with vinyl siding and an asphalt shingle roof. Work included all project management duties.

**Arrowhead Coastal Cottages, Escambia County, Florida, President** - Setup, organization and management of business. Coordinate all aspects of accounting, financial planning, marketing, sales, property management, proposals, contracts, presentations and general operations.

Project consists of eighteen (18) residential lots slated for affordable home construction.

**928 NW 16<sup>th</sup> Avenue, Gainesville, Florida** – Renovation of an existing 1910 Folk Victorian multi-family home (3-one bedroom units). Work included replacing all plumbing supply and drain lines, all electrical wiring with three (3) new panels, three (3) new HVAC systems, refinish flooring, metal roof repair, interior and exterior paint, plaster wall repair, etc.

**502 NW 15<sup>th</sup> Avenue, Gainesville, Florida** – Renovation of an existing 1946 Craftsman Style home constructed of limestone boulders. Work included



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### Resume

refinishing all four (4) bedroom floors, upgrading plumbing, electrical wiring and HVAC system for the main house. A complete tear-down and remodel of the kitchen was performed. Complete renovation of the two-story, two-unit mother-in-law apartment. Work included all new plumbing, electrical wiring, HVAC systems, flooring, and replacement of an asbestos tiled roof.

**609 North Spring Street, Pensacola, Florida** – Renovation of an existing 1900 Folk Victorian duplex. Home was reconfigured to a single-family residential home. Work included upgrading plumbing, electrical wiring, HVAC, and flooring. One and a half baths were added to the home and walls (including load bearing) were modified to create a more modern floor plan.

### **Simpatico at Leeward Estates Phase I, LLC**

**Gainesville, Florida**

**President**

**January 2002 to June 2006**

#### **Projects:**

**Residential Subdivision, Leeward Subdivision, Escambia County, Florida, President** – Setup, organization and management of business. Coordinate all aspects of accounting, financial planning, marketing, sales, property management, proposals, contracts, presentations and general operations.

### **Vail Engineering and Environmental, Inc.**

**Gainesville, Florida**

**Project Manager, Senior Engineer and President**

**September 2001 to Present**

#### **Projects:**

**Residential Subdivision, Leeward Subdivision, Escambia County, Florida, Project Manager** - Development of a 42.34-acre subdivision in Pensacola, Florida. Prepared conceptual layouts and managed preparation of Master Plan, coordinated and managed surveyors, geotechnical and environmental consultants, attended pre-application meetings with Escambia County, prepared architectural standards, prepared homeowners association documents, and coordinated meetings with local home builders and realtors. Provided on-site construction observations in conjunction with prime and sub-contractor coordination. Construction included land clearing, earthwork, underground utility installation (sewer, water, stormwater, electrical, natural gas, cable and telephone cable), road construction, signage and striping, community pool and bath house construction, fencing and landscaping.

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Resume

**Couch Ready Mix USA, Various Locations, Project Manager** - Provided environmental engineering design and permitting of industrial waste water treatment systems. Design included: site reconnaissance, sub-surface soil investigations, site plan layout and design, structural engineering, water resources engineering, stormwater engineering and watershed analysis. Provided on-site construction management, development of BMPs, development of final operation and maintenance manuals, and permitting with the Department of Environmental Protection and governing municipalities.

**Creative Environmental Solutions, Inc. (CES)**

**Gainesville, Florida**

**Project Manager/Senior Engineer/ Business Partner,**

**August 1997 to May 2003**

**Projects:**

**Residential Subdivision, Pearl Estates, Hernando County, Florida, Project Manager** -Development of a 20-acre subdivision in Spring Hill, Florida. Prepared conceptual layouts and Master Plan, coordinated and managed surveyors, geotechnical and environmental consultants, performed presentations for the Planning and Zoning Board and the Board of County Commissioners, prepared construction drawings, prepared Conditional and Record Plats, and coordinated with utility agencies. Permits applications submitted to the Southwest Florida Water Management District, Florida Department of Environmental Protection, US Army Corps of Engineers, Fish and Wildlife Service, Florida Water Services, Time Warner, Spring Hill Fire Department, and Hernando County.

**Wetland Mitigation Bank Permitting, Cherry Creek Properties, Inc., Valdosta, Georgia, Senior Engineer** - Development of a Wetland Mitigation Banking Instrument for a 600 acre wetland bank along the Withlacoochee River. Performed wetland assessments, design of wetland restoration areas including the restoration of a black-water creek system, storm water and stream modeling, wildlife assessments and report preparation. Banking instrument was submitted to the USACOE (Savannah District), USFWS, USEPA and Georgia EPD.

**Wetland Mitigation Bank Permitting, Wachovia Bank N.A., F&W Forestry, Services, Inc., Clay County, Florida, Senior Engineer** - Development of a wetland mitigation bank feasibility Study for a proposed 2900 acre wetland bank adjacent to Greens and Rice Creeks in southern Clay County. Performed wetland assessments, design of wetland restoration areas including the restoration of a hardwood wetlands, storm water modeling, wildlife assessments and report preparation. Banking instrument was submitted to the USACOE (Jacksonville District), USFWS, USEPA and St. Johns River Water Management District.

Resume

**Wetland Mitigation Bank Permitting, Richardson's Dairy, Baker County, Florida, Senior Engineer** - Development of a wetland mitigation feasibility study for a proposed 640 acre wetland bank adjacent to the Nassau River in Baker County. Performed wetland assessments, design of wetland restoration areas including the restoration of a hardwood wetlands, storm water modeling, wildlife assessments and report preparation. Banking instrument was submitted to the USACOE (Jacksonville District), USFWS, USEPA and St. Johns River Water Management District.

**Industrial Waste Water Systems Design, State of Florida, Tarmac America, Inc., Project Manager/Engineer** - Provided environmental engineering design and permitting of industrial waste water treatment systems. Design included: site reconnaissance, sub-surface soil investigations, site plan layout and design, structural engineering, water resources engineering, stonnwater engineering and watershed analysis. Provided on-site construction management, development of BMPs, development of final operation and maintenance manuals, and permitting with various agencies including the Department of Environmental Protection and governing municipalities.

**Industrial Waste Water Systems Design, Northwest Florida, Couch Ready-Mix USA., Project Manager/Engineer** - Provided environmental engineering design and permitting of industrial waste water treatment systems. Design included: site reconnaissance, sub-surface soil investigations, site plan layout and design, structural engineering, water resources engineering, stormwater engineering and watershed analysis. Provided on-site construction management, development of BMPs, development of final operation and maintenance manuals, and permitting with the Department of Environmental Protection and governing municipalities.

**Environmental Resource Permit and Stormwater and Industrial Wastewater Design, E.R. Jahna Industries, Inc., Cabbage Grove Mine (450 AC), Perry, Florida, Project Engineer** - Developed and/or provided: Environmental Resource Permit Application, wetland mitigation plan, mining reclamation plan, stormwater system design, industrial wastewater system design, conservation easement language, surface and ground water sampling and analysis program, on- site construction management, BMP, Stormwater Pollution Prevention Plan (SWP3), and Spill Prevention, Control and Countermeasures Plan (SPCCP)

**Environmental Resource Permit and Stormwater and Industrial Wastewater Design, Grubbs Construction, Lecanto Mine (148 AC), Lecanto, Florida, Project Engineer** - Provided environmental resource application permit, conceptual mining reclamation plan, storm water and industrial waste water system design, and water quality monitoring and analysis program, and air quality permitting.

**Industrial Waste Permitting at Concrete Batch Plants, CEMEX/Southdown, Inc., Central FL, Project Engineer** - Provided environmental engineering design

## Resume

and permitting of industrial waste water treatment systems. Design included: site reconnaissance, sub-surface soil investigations, site plan layout and design, structural engineering, water resources engineering, stormwater engineering and watershed analysis. Provided on-site construction management, development of BMPs, development of final operation and maintenance manuals, and permitting with various agencies including the Department of Environmental Protection and governing municipalities.

**Industrial Waste Permitting at Concrete Batch Plants, Schwab Ready-Mix, Ft. Myers, Florida, Project Engineer** - Provided environmental engineering design and permitting of industrial waste water treatment systems. Design included: site reconnaissance, sub-surface soil investigations, site plan layout and design, structural engineering, water resources engineering, stormwater engineering and watershed analysis. Provided on-site construction management, development of BMPs, development of final operation and maintenance manuals, and permitting with various agencies including the Department of Environmental Protection and governing municipalities.

**Florida Rock and Sand Company, Inc., Concrete Batch Plants, Florida Keys, Project Engineer** - CES was responsible for the design and permitting of a concrete batch plant. This also encompassed ground and surface water studies.

**Cady Industries, Inc., Pearson, Georgia, Project Engineer** - CES has completed several environmental projects for Cady including environmental compliance audits the development of a Storm Water Pollution Prevention Plan, Spill Control and Countermeasures Plan, engineering design for a new hazardous waste storage building, air permitting and NPDES industrial wastewater permitting through the Georgia EPD. Investigations included air sampling, surface water sampling and flow monitoring in the Alapaha basin.

**City of Valdosta, Water Sewer, and Drainage Department, Wetland Permitting, Project Engineer** – EAA/CES has been recently awarded a contract to provide the city with environmental permitting services for the construction of a 1.5 mile sewer access road in the Alapaha basin. The work will include wetland delineations, permit submittal to USACOE, development of a wetland mitigation plan and surveying.

**Cone Constructors, Inc., Tampa, Florida, Project Engineer** - CES provides Cone with a variety of environmental services including wetland delineations and permitting, groundwater/hydrogeological studies and sampling, surface water studies and sampling, environmental assessments and wildlife investigations.

## OUR STORY

"Voyage is born in a city that was experiencing growth like never before." Our journey has just begun.

Page 4

## MEET THE TEAM

Committed to bringing each client their best version of the Pensacola lifestyle; Meet our team.

Page 6

## OUR PRODUCTS

Every industry has a product. Ours is a special brand of customer representation that is rooted in trust and authenticity. See why we are the best fit for you.

Page 9

# VOYAGE REAL ESTATE



## Company Profile





---

*Voyage Real Estate*

03

# VOYAGE REAL ESTATE

ESTABLISHED  
**01.21.16**

## MISSION

To leave a legacy of genuine relationships, passion for our community, and knowledgeable, trustworthy agents committed to providing the best for our clients.

Your Journey  
Starts Here

*Your Journey Starts Here*

04



## OUR STORY

### IT BEGINS IN 2016...

Voyage is born in a city that was experiencing growth like never before. Surrounding neighborhoods, places that had been forgotten and overlooked, were beginning to get attention again. Some neighborhoods, like Belmont-DeVilliers, had been fighting for a long time for revitalization. A neighborhood that had once been the epicenter of the city's musical and cultural heritage was reversing the impacts of suburban sprawl. Synergy amongst residents, business owners, and others in the community began to change the perception of the neighborhood from being an unsafe and undesirable part of the city to restoring the vibrant, vital, and diverse neighborhood that it once was.



*"I believe in the Belmont-DeVilliers neighborhood, and I believe in the people who live and work here. So much so, that I chose to make the Belmont-DeVilliers neighborhood the headquarters for Voyage Real Estate."*

**-JOHN ELLIS**



### BUILDING COMMUNITY

*Our company takes a principles-based approach to real estate, and our community, the neighborhoods we serve, are at the heart of that.*



[WWW.VOYAGEGULFCOAST.COM](http://WWW.VOYAGEGULFCOAST.COM)

## OUR TEAM

**JOHN DAVID  
ELLIS, JR.**



*Owner & Broker*

**JOHN  
RICKMON**



*broker + director of sales*

**TRICIA  
ANDERSON**



*agent*

**DAWN  
ROMINE**



**SHERRY  
RICHARDSON**



**&**

**THE ROMINE-  
RICHARDSON TEAM**

*agents*

**PATRICK  
FOLEY**



**&**

**VICKI  
PAULCHEK**



**TEAM PAULCHEK**

*agents*

**KARLIE  
TRULL**



*marketing*

## OUR VISION + CORE VALUES

*Voyage is a neighborhood Real Estate company in the greater Pensacola area with a strong commitment to honest relationships, clear knowledge of the local market, and dedication to ensuring straightforward transactions. The principle of "Highest and Best" guides our actions for our employees, our clients, and our community. We believe in Pensacola.*

**1**

**AUTHENTICITY**

**4**

**HONEST  
RELATIONSHIPS**

**2**

**ETHICAL  
BEHAVIOR**

**5**

**COMMUNITY  
CITIZENSHIP**

**3**

**PROMOTING TRUST**

**6**

**HIGHEST + BEST**



*Your Journey Starts Here*

08



## OUR COMMITMENT

**HIGHEST + BEST**

*While the concept of “Highest and Best” is fundamental in real estate and development, we extend its application to our community, our agents, and our clients.*

### COMMUNITY

Trust that their agents will advocate for policies that will result in the best quality of life for the people of our community.

### AGENT

Being surrounded with a team of people who focus on building lasting relationships, practical knowledge, and personal growth.

### CLIENT

Belief that they can depend on their agent to provide a smooth transaction, strong representation, & the ability to live the American dream.

*Voyage Real Estate*

## OUR PRODUCTS

*Our agents specialize in different locations and property types, and assist clients looking to buy, sell, and invest in residential, commercial, and ground-up development. Here’s a taste of some of our work.*

### NEIGHBORHOOD DEVELOPMENT



[WWW.OLDEASTKINGCOTTAGES.COM](http://WWW.OLDEASTKINGCOTTAGES.COM)

### DOWNTOWN CONDOS



[WWW.THEWARFIELDPENSACOLA.COM](http://WWW.THEWARFIELDPENSACOLA.COM)

### BEACH GET-AWAYS



### LAND + COMMERCIAL





## OUR SALES | YEAR 1

*Our goal at Voyage is to grow with the Pensacola community in a way that leaves a lasting impression, and stills hope and pride for future generations. In 2016 our company represented 46 sides and was responsible for over \$6.5 million dollars in transactions.*

**\$6,585,673.50**

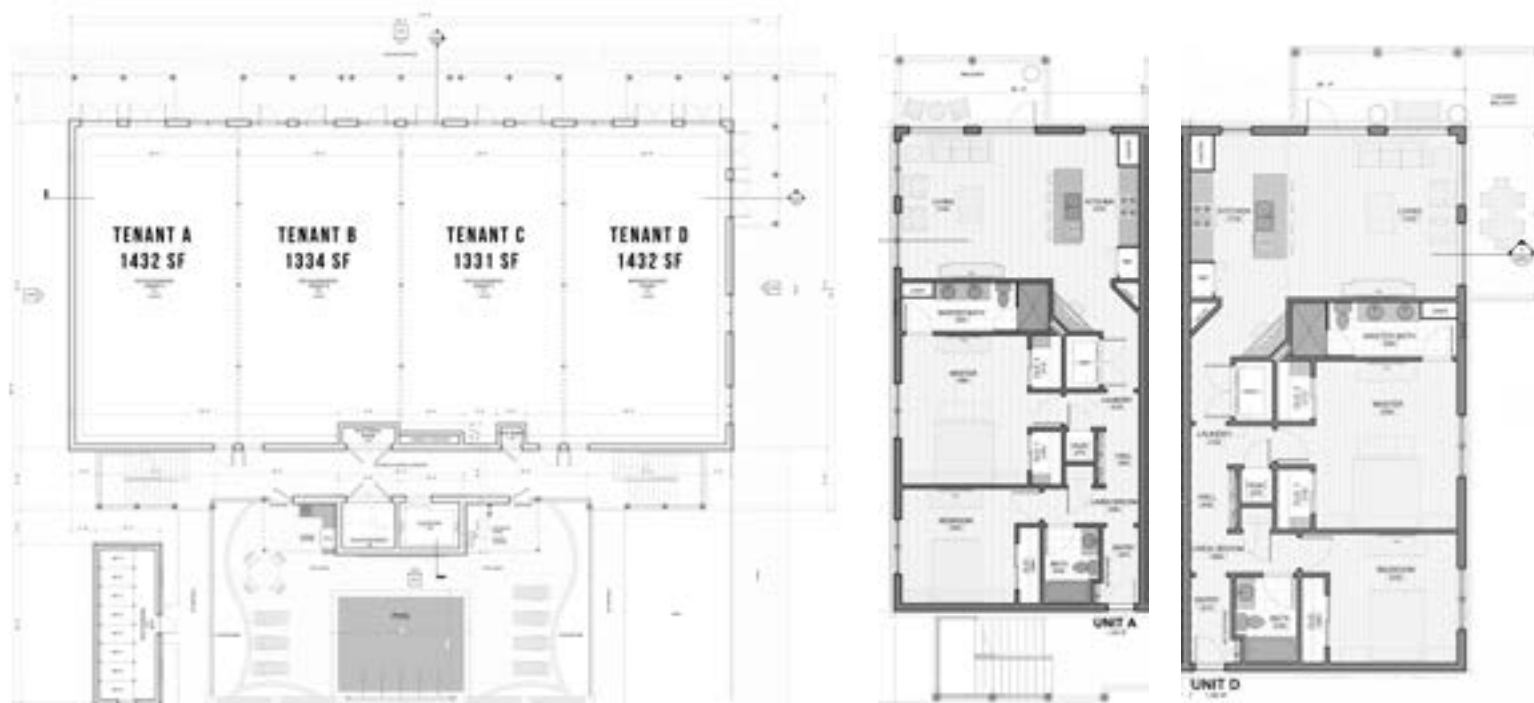
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**46 SIDES**

# CURRENT DEVELOPMENT

## THE WARFIELD

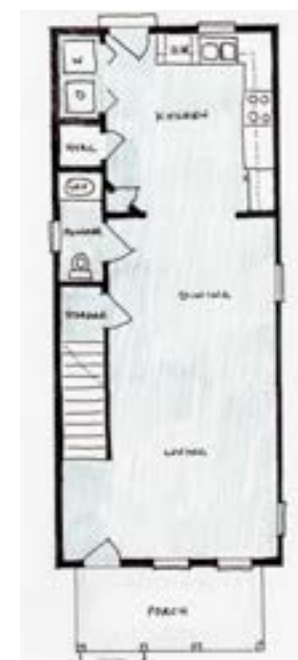
- Represents over 5 million dollars in residential sales and commercial leases
- Created a comprehensive marketing campaign to attract residential buyers and commercial tenants
- Coordinated communication between the developer, legal, and design teams



# CURRENT DEVELOPMENT

## OLD EAST KING COTTAGES

- Nearly 1 million dollars in residential sales
- Collaborated with local lenders to secure pre-sale financing
- Generated sales through social media marketing and personal meetings with the builder/developer.



*Your Journey Starts Here*

014

**YOU WANT TO LEAVE A LEGACY**

---

**WE DO TOO**





## ADDRESS

Voyage Real Estate,  
LLC  
700 Belmont DeVilliers  
St  
Pensacola, FL  
32501

## ONLINE

*Website*  
[voyagegulfcoast.com](http://voyagegulfcoast.com)

*Social Media*  
[@voyagegulfcoast](https://www.instagram.com/voyagegulfcoast)  
[@voyagesalesteam](https://www.instagram.com/voyagesalesteam)



# EXHIBIT “C”



HORIZONTAL SCALE



( IN FEET )

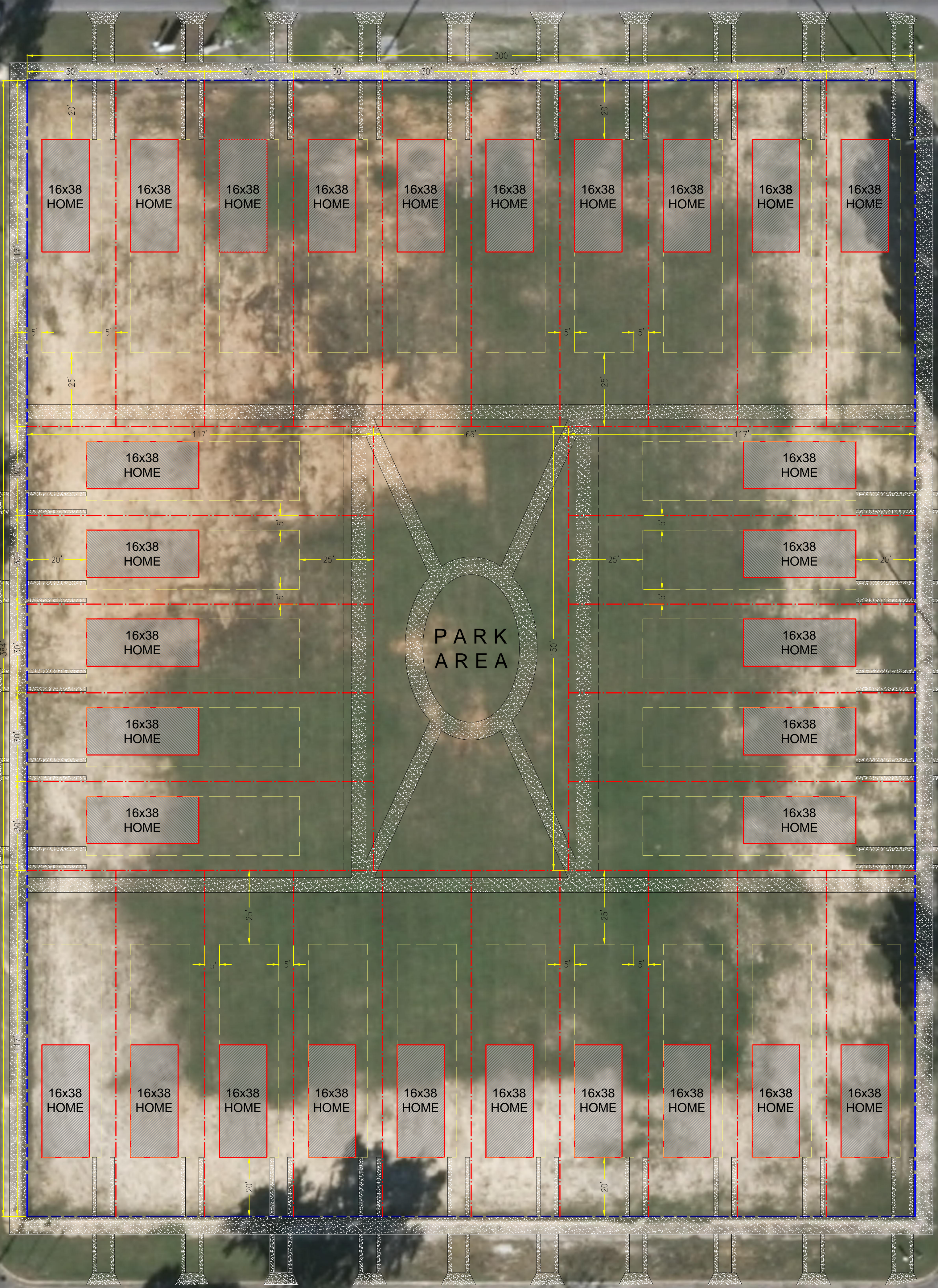
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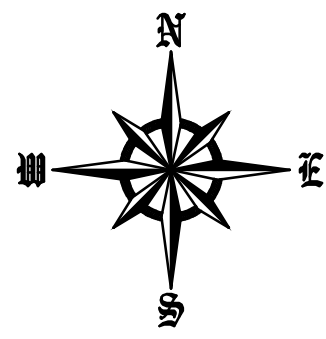
GREGORY ST

" D " ST

" C " ST

CHASE ST





HORIZONTAL SCALE



( IN FEET )  
1 INCH = 20 FT.

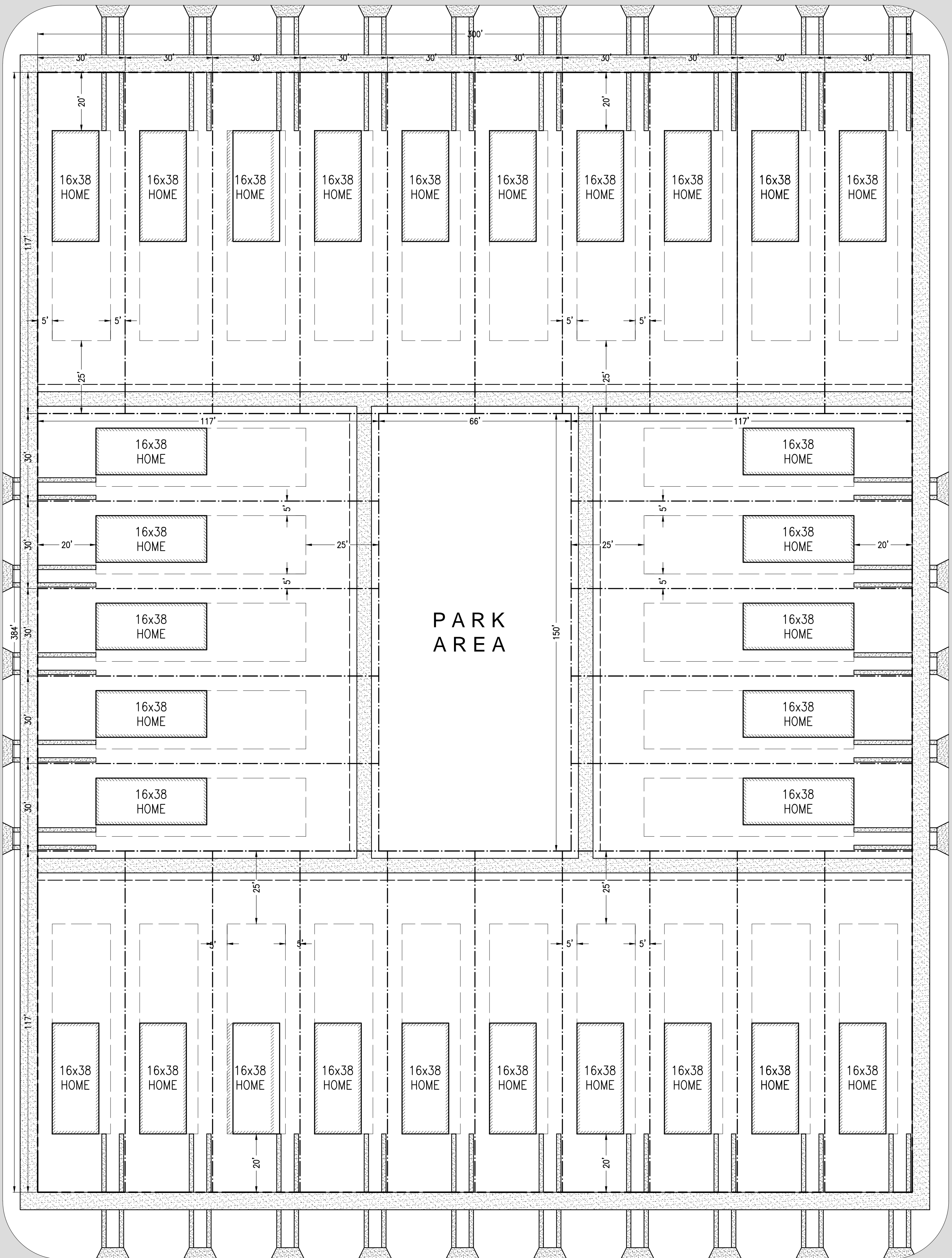
GREGORY ST

"D" ST

"C" ST

PARK  
AREA

CHASE ST

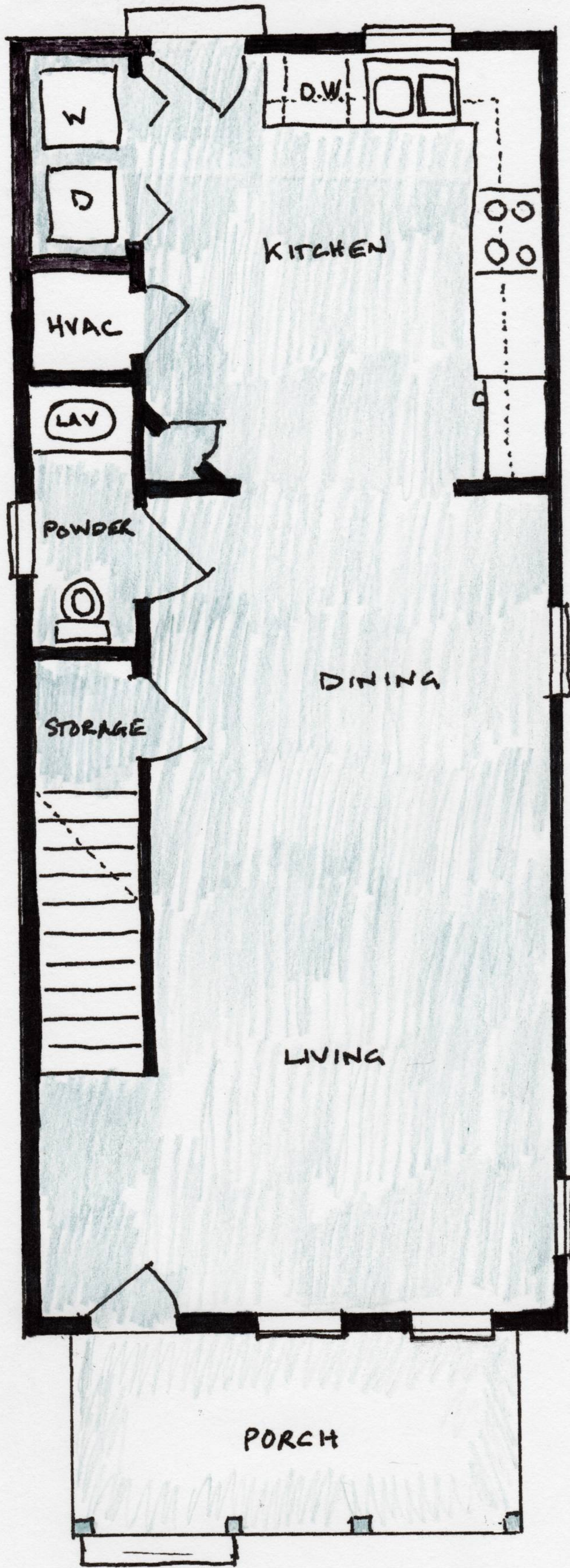


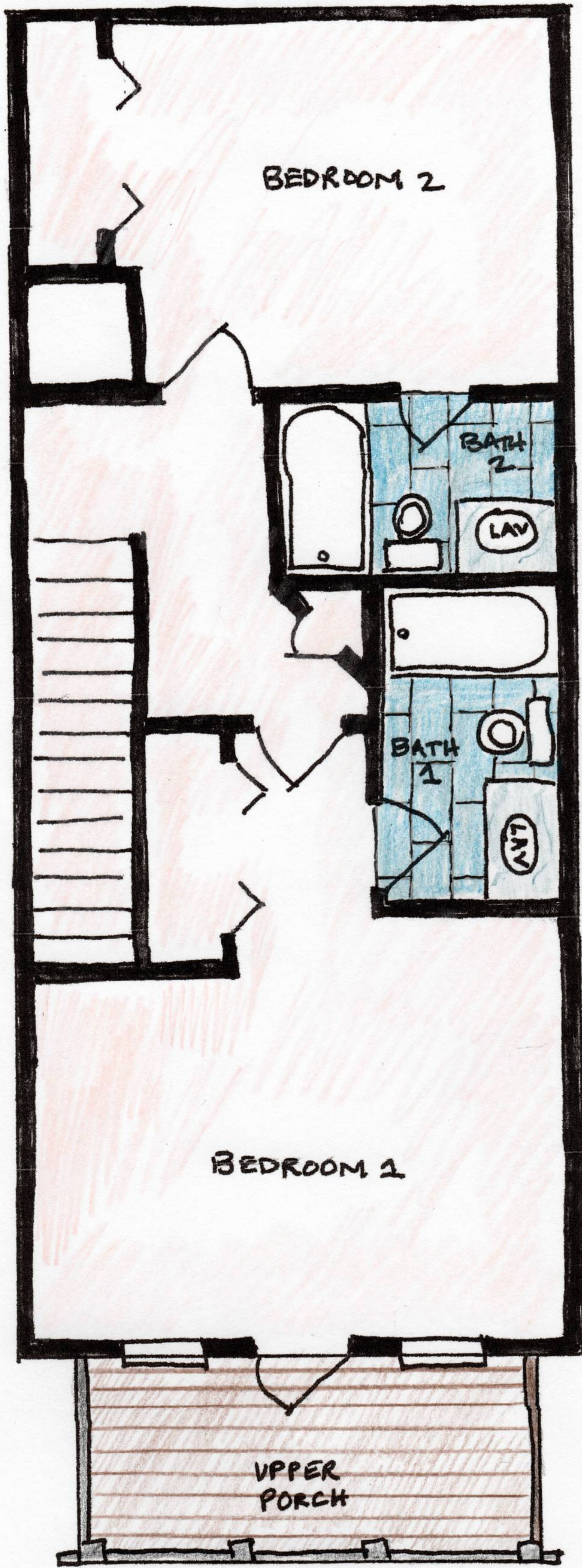




# EXHIBIT “D”







# **THE COTTAGES AT FIVE POINTS**

## **PRELIMINARY SPECIFICATIONS**

### **Standard Features:**

1216 SF of Living Area on two (2) floors  
180 SF of double gallery front porches  
2 Bedrooms, 2.5 Baths  
150 MPH wind speed design  
10' High ceilings on first level  
Ceiling fans in bedrooms and living room  
Stainless steel appliance package  
30-year architectural shingle roofing  
Cement fiber lap siding  
Stained concrete flooring on first level, tile in bathrooms and carpet in bedrooms  
All plywood cabinetry  
Granite countertops  
Wooden privacy fencing

### **Builder Allows the Following Client Selections:**

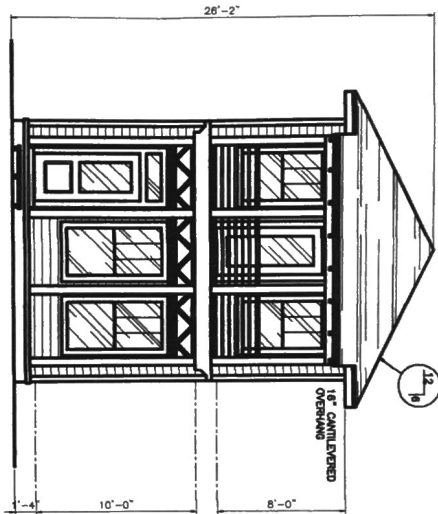
- Interior and exterior paint colors
- Carpeting, tile and stained concrete flooring colors
- Cabinet, Door, and hardware colors
- Interior door panel configuration

### **Available Custom Upgrade Options Include:**

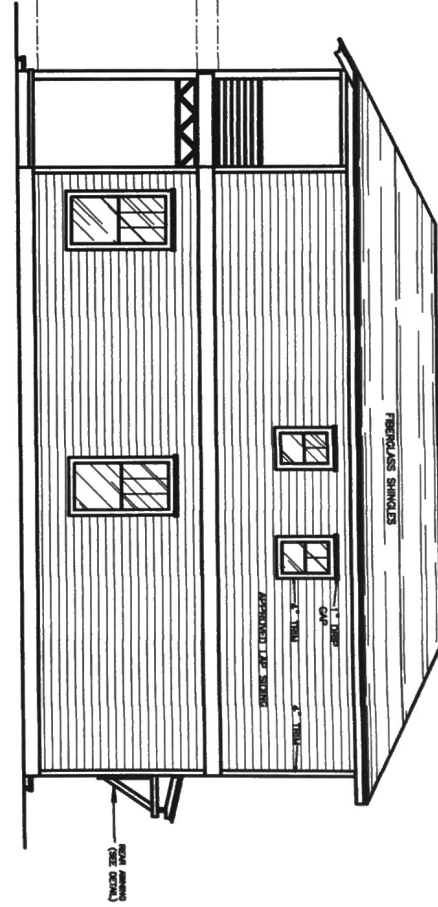
- Decorative wood interior staircase
- Impact resistant doors and windows
- Wood or tile flooring for first level
- Metal roofing
- Fireplace
- Spray foam insulation in attic
- Irrigation system

**Base Price: \$199,000.00\***

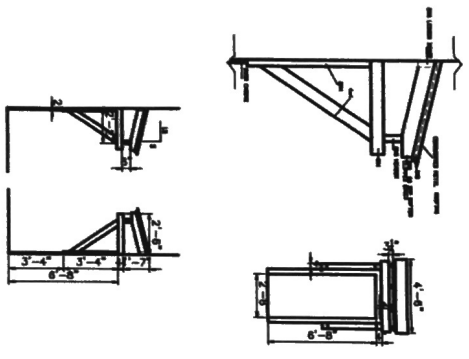
**\*-Does not include construction financing, but financing may be available for qualified buyers**



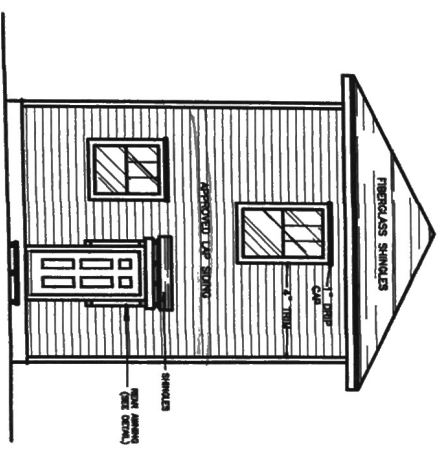
FRONT ELEVATION



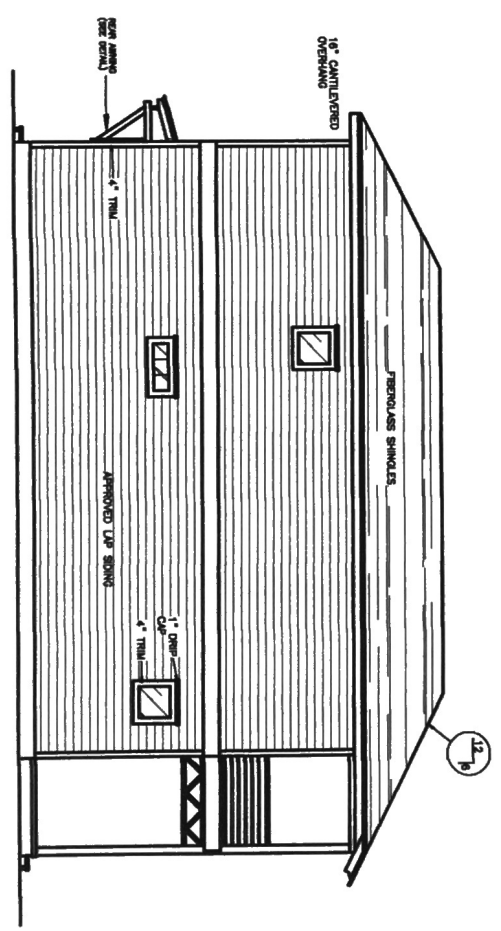
RIGHT ELEVATION



AWNING DETAIL  
N.T.S.



REAR ELEVATION

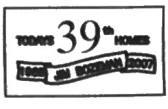


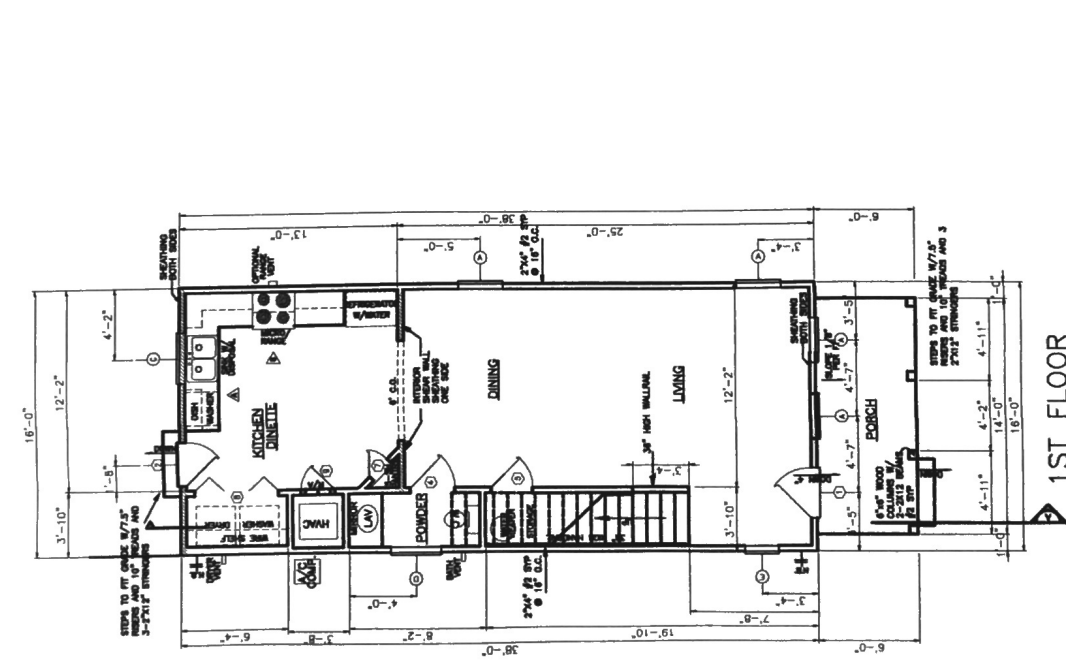
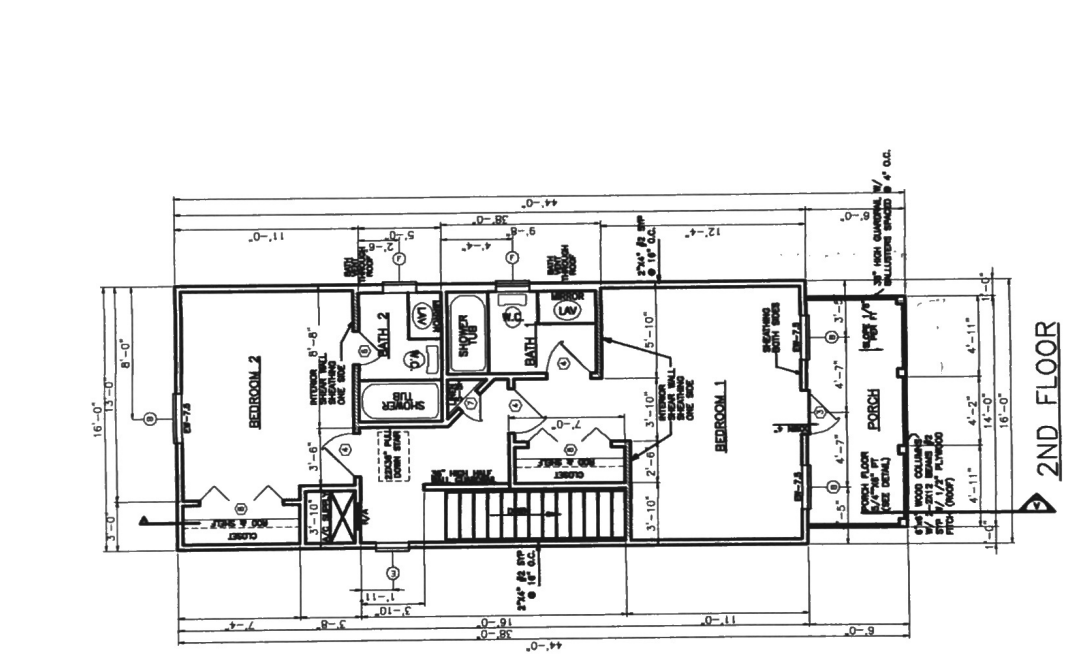
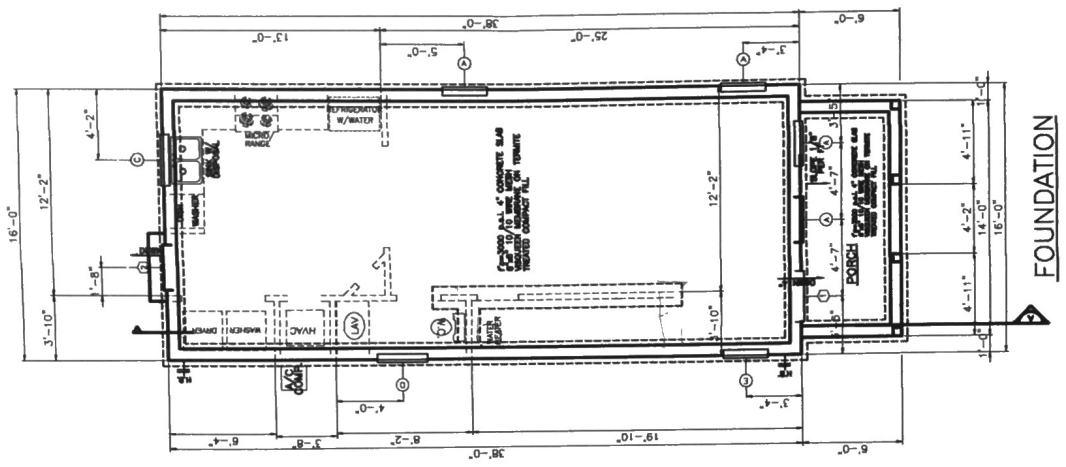
LEFT ELEVATION

**Today's Homes of Northwest Florida, Inc.**  
 DESIGNER: JAMES C. BOZZEMAN  
 101 S. ALCANEZ ST., PENSACOLA, FL 32501  
 (850)-432-3510 FAX: 434-2375

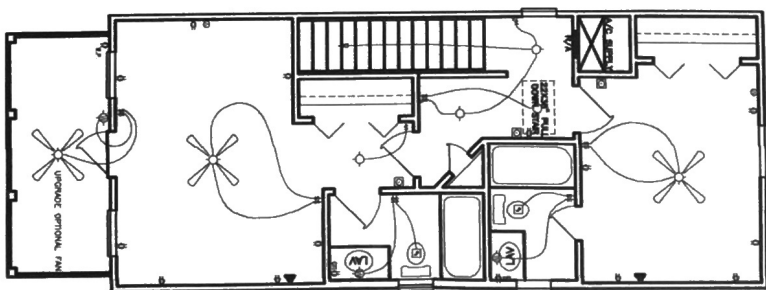
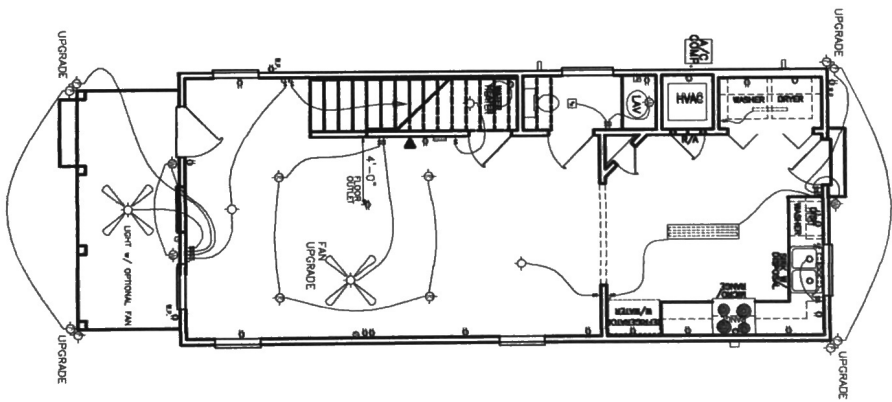
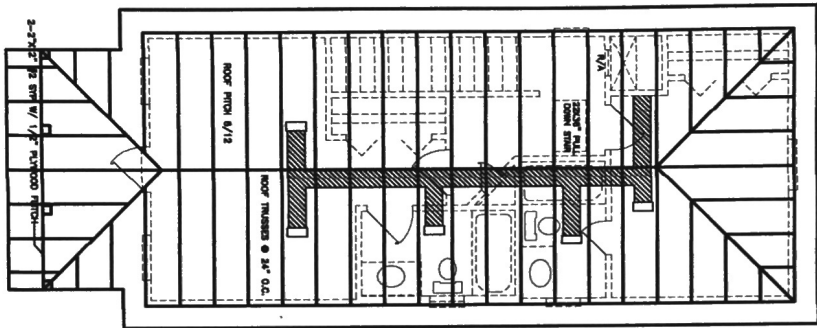
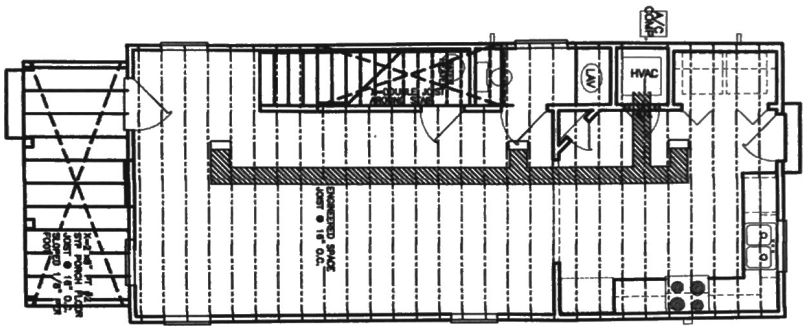
DRAWING NO.: B-1726-WF	DRAWN BY: JASON BALTIMORE	DATE: MARCH 2007
	SCALE: 1/4" = 1'	SHEET NUMBER: 2 OF 7

**DESCRIPTION: ELEVATION VAIL**  
 © COPYRIGHT 1999, RIGHTS RESERVED. DO NOT REPRODUCE WITHOUT WRITTEN PERMISSION OF JAMES C. BOZZEMAN, OR TODAY'S HOMES OF NORTHWEST FLORIDA, INC. VERIFY DIMENSIONS BEFORE CONSTRUCTION. DESIGNER IS NOT RESPONSIBLE FOR ANY CHANGES TO ORIGINAL DESIGNS.





ROOM	FLOOR	FINISH	CEILING	WALLS	FRONT PORCH	SCREEN	DOOR	INSULATION	GLASS	TYPE	SIZE	DESCRIPTION	FINISH	TYPE	SIZE
LIVING	1ST	TILE	5'-1/4" CRANK	INSULATED	INSULATED	A	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
DINING	1ST	TILE	5'-1/4" CRANK	INSULATED	INSULATED	B	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
KITCHEN	1ST	TILE	5'-1/4" CRANK	INSULATED	INSULATED	C	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
BATH 1	1ST	TILE	5'-1/4" CRANK	INSULATED	INSULATED	D	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
BEDROOM 1	2ND	CARPET	5'-1/4" CRANK	INSULATED	INSULATED	E	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
BEDROOM 2	2ND	CARPET	5'-1/4" CRANK	INSULATED	INSULATED	F	3000	WNTL SINGLE HUNG	INSULATED	WNTL SINGLE HUNG	3000	INSULATED	WNTL SINGLE HUNG	3000	INSULATED
NOTES: ALL WINDOWS MUST HAVE IMPACT GLASS															
SOURCE: ROOMS 1216 1ST FLOOR LIVING DOOR 2ND FLOOR LIVING DOOR TOTAL LIVING 1216 1ST FLOOR PORCH 96 2ND FLOOR PORCH 96 TOTAL PORCH 192															



TRUSS LAYOUT  
FLOOR JOIST  
& HVAC

1ST FLOOR  
ELECTRICAL

2ND FLOOR  
ELECTRICAL

GENERAL NOTES :

ENGINEERED TRUSSES @ 24" ON CENTER  
TRUSS MANUFACTURER TO VERIFY TRUSS  
LAYOUT AND FINISH: TRUSS DESIGN WITH  
ENGINEERS SEAL.  
MECHANICAL CONTRACTOR TO VERIFY DUCT  
LAYOUT AND GRILL SIZE TO UNIT SPECIFICATIONS.  
CONTRACTOR TO VERIFY UNIT SIZE.

ELECTRICAL LEGEND:

- CABLE T.V. OUTLET
- 110V ELECTRICAL OUTLET
- WIRELESS PHONE SYSTEM
- 110V ELECTRICAL OUTLET
- GROUND-FLOOR HONEYWELL
- 110V ELECTRICAL OUTLET
- UNDER COUNTER FOR BUILT-IN APPLIANCES
- 220V OUTLET
- DOOR BELL
- PHONE OUTLET
- DOOR BELL CHIMES
- EXHAUST FAN
- SMOKE ALARM
- 2-WAY WALL SWITCH
- 3-WAY WALL SWITCH
- CEILING MOUNTED LIGHT
- WALL-MOUNTED LIGHT
- RECESSED LIGHT
- FLOOR LIGHT
- CEILING FAN (PLAN SHOWS LIGHT RINGS ADDED)
- FLUORESCENT LIGHT FIXTURE
- FLUORESCENT STRIP LIGHT

Today's Homes of Northwest Florida, Inc.

DESIGNER: JAMES C. BOZEMAN  
101 ALCANTAZ ST. PENSACOLA, FL 32501  
(850)-432-3510 FAX: 434-2375

DRAWN BY: JASON BALTIMORE  
SCALE: 1/4" = 1'

DATE: MARCH 2007  
SHEET NUMBER: 4 OF 7

DESCRIPTION: TRUSS / HVAC / ELECTRICAL VAIL

© COPYRIGHT 1999, RIGHTS RESERVED. DO NOT REPRODUCE WITHOUT WRITTEN PERMISSION OF JAMES C. BOZEMAN, OR TODAY'S HOMES OF NORTHWEST FLORIDA, INC. VERIFY DIMENSIONS BEFORE CONSTRUCTION. DESIGNER IS NOT RESPONSIBLE FOR ANY CHANGES TO ORIGINAL DESIGNS.

TODAY'S 39<sup>th</sup> HOMES  
FROM AN EXTENSIVE 2007





# EXHIBIT “E”



ACTIVITY	DAYS	START	FINISH	2017												2018												2019					
				APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN			
PROJECT PROPOSAL REVIEW PROCESS	23	24APR17	24MAY17	[Red bar from APR to MAY]																													
PROPOSAL AWARD	1	25MAY17	25MAY17	[Red bar at MAY]																													
COMMUNITY FORUMS	60	26MAY17	18AUG17	[Red bar from MAY to AUG]																													
DUE DILIGENCE	90	26MAY17	29SEP17	[Red bar from MAY to SEP]																													
PRESALE/MARKETING START	30	21AUG17	29SEP17	[Red bar from AUG to SEP]																													
CONSTRUCTION PLANS SUBMIT FOR APPROVAL	30	21AUG17	29SEP17	[Green bar from AUG to SEP]																													
RESIDENTIAL SALES AND CLOSING PERIOD	120	02OCT17	20MAR18	[Red bar from OCT to MAR]																													
CONSTRUCTION	400	13NOV17	31MAY19	[Red bar from NOV to MAY]																													

Start date 24APR17  
 Finish date 31MAY19  
 Data date 24APR17  
 Run date 22APR17  
 Page number 1A  
 © Primavera Systems, Inc.

**Blount School Redevelopment**

- Early bar
- Progress bar
- Critical bar
- Summary bar
- ◆ Start milestone point
- ◆ Finish milestone point



# EXHIBIT “F”





# EXHIBIT “G”





# EXHIBIT “H”

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparable market analysis, or CMA, can be useful.

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by a computer program supplied by your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members.

Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

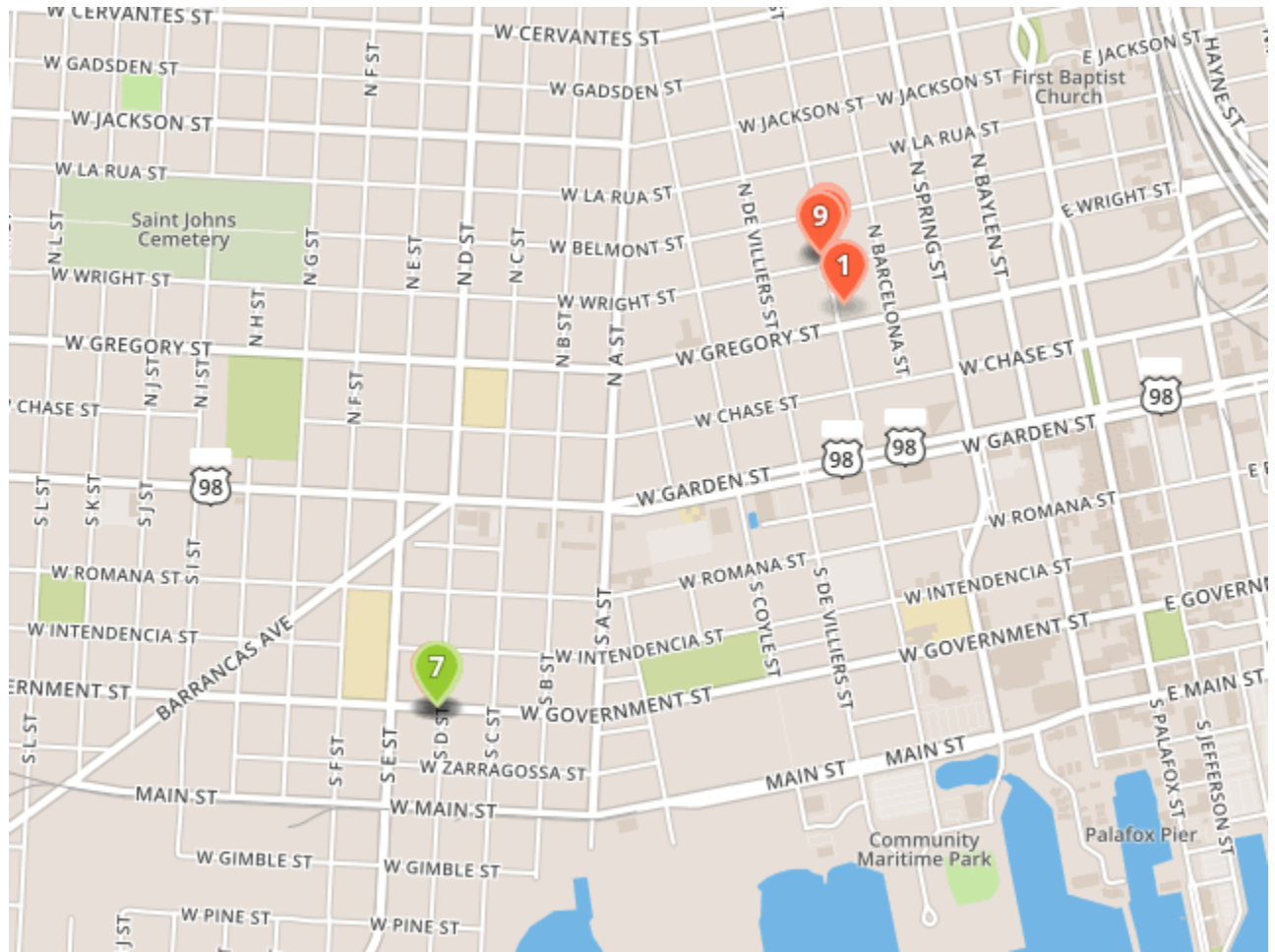
## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing – new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person inputting the search parameters to the software as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.





	MLS #	Status	Address	Price
1	510338	S	230 N REUS ST	\$172,900
2	497799	S	327 N REUS ST	\$180,928
3	497800	S	323 N REUS ST	\$181,352
4	497013	S	331 N REUS ST	\$185,175
5	512822	S	1117 W GOVERNMENT ST	\$195,000
6	512623	A	1111 W GOVERNMENT ST	\$199,000
7	512833	A	1113 W GOVERNMENT ST	\$199,000
8	512832	A	1115 W GOVERNMENT ST	\$199,000
9	497801	S	319 N REUS ST	\$199,616

Status: S = Sold, A = Contingent, A = Active

## Sold Listings

Address	Beds	Baths	YrBlt	SqFt	Lotsize	Price	Sold Price	Sold Date
230 N REUS ST	2	2.00	2017	1,040		\$172,900	\$172,900	3/7/17
327 N REUS ST	2	2.00	2016	1,040		\$180,928	\$180,928	8/22/16
323 N REUS ST	2	2.00	2016	1,040		\$181,352	\$181,352	8/22/16
331 N REUS ST	2	2.00	2016	1,040		\$185,175	\$185,175	9/15/16
1117 W GOVERNMENT ST	3	2.00	2017	1,219		\$195,000	\$195,000	4/21/17
319 N REUS ST	2	2.00	2016	1,040		\$199,616	\$199,616	8/22/16
Averages				1,069	0	\$173,417	\$185,829	

## Active Listings

Address	Beds	Baths	YrBlt	SqFt	Lotsize	Price	Sold Price	Sold Date
1111 W GOVERNMENT ST	3	2.00	2017	1,219		\$199,000		
1113 W GOVERNMENT ST	3	2.00	2017	1,219		\$199,000		
1115 W GOVERNMENT ST	3	2.00	2017	1,219		\$199,000		
Averages				1,219	0	\$199,000		

**S** 230 N REUS ST, Pensacola

**\$172,900**

### Listing information

*Courtesy of Berkshire Hathaway HomeServices PenFed Realty*

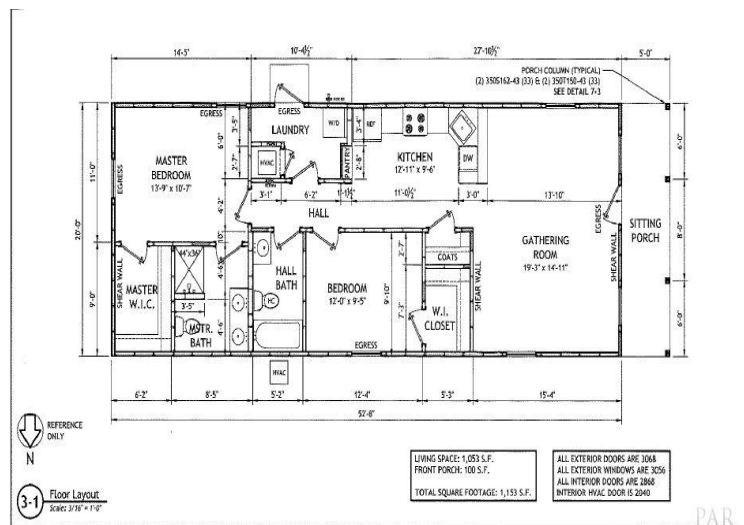
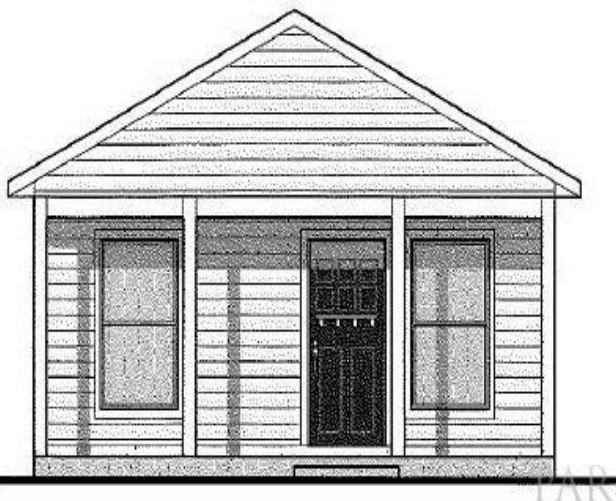
<b>MLS#:</b> 510338	<b>Beds:</b> 2	<b>Sq Ft:</b> 1,040	<b>Sold Date:</b> 3/7/17
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2017	<b>DOM:</b> 78

### Features

**Construction:** STEEL **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** DOUBLE PANE **Equipment:** SMOKE DETECTOR **Floor:** SEE REMARKS **Dining Room:** LIVING/DINING COMBO **Kitchen:** DISHWASHER, REFRIGERATOR, SELF CLEAN OVEN **Pool:** NONE **Water/Sewer:** SEWER AVAILABLE **Roof:** METAL **Style:** COTTAGE **Zoning:** CITY **Acres:** 0.2506

### Remarks

Welcome to the "Best Little Cottage in Pensacola". Unique to the marketplace our homes are built using steel components for our wall and roof systems. These homes are Hurricane resistant, mold and mildew resistant, termite resistant and fire resistant. Home features fiberglass entry door, galvulume roofing, Hardi Plank Color Plus siding, Renai continuous hot water gas system, Kenmore stainless steel appliances, double pane vinyl insulated windows, laundry room with space for a stackable washer/dryer, large master bedroom walk in closet, ceiling fans in both bedrooms and living room, irrigation system and sodded yard.



# PROPERTY DETAILS

MLS #497799

S 327 N REUS ST, Pensacola

\$180,928

## Listing information

Courtesy of Berkshire Hathaway HomeServices PenFed Realty

<b>MLS#:</b> 497799	<b>Beds:</b> 2	<b>Sq Ft:</b> 1,040	<b>Sold Date:</b> 8/22/16
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2016	<b>DOM:</b> 136

## Features

**Construction:** STEEL **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** DOUBLE PANE **Equipment:** SMOKE DETECTOR **Floor:** SEE REMARKS **Dining Room:** LIVING/DINING COMBO **Kitchen:** DISHWASHER, REFRIGERATOR, SELF CLEAN OVEN **Pool:** NONE **Water/Sewer:** SEWER AVAILABLE **Roof:** METAL **Style:** COTTAGE **Zoning:** CITY **Acres:** 0.08

## Remarks

Welcome to the "Best Little Cottage in Pensacola". This unique home was designed using new techniques for residential home construction. This home offers the following features not found in conventionally constructed homes. \*Fiberglass Entry Door \*Steel Wall and Roof Construction \*Metal "Energy Saver" Roof by Union Corrugating Company Co. Hardi Plank Exterior Siding, Interior Wall finish is Georgia Pacific Marsh Plus Mold and Fire resistant. \*Double Pain Vinyl 1/1 Insulated Windows \*Luxury Vinyl Plank Flooring. Fire and Mold Resistant. \*Tough Rock All Wood shaker style kitchen cabinets, 10 years warranty, laminate tops \*Tankless Water Heater \*House is Hurricane Resistant - withstands winds up to 160 MPH \*House is Fire, Mold and Termite Resistant \*Kitchen has large pantry and Kenmore Stainless Steel Appliances: Free standing Electric Range 1.6 CuFt Over-the-range Microwave Hood Dishwas...



Information is deemed reliable but not guaranteed.

Source: PAOR

John Rickmon | Voyage RE, LLC | goodcleanliving@gmail.com

# PROPERTY DETAILS

MLS #497800

S 323 N REUS ST, Pensacola

\$181,352

## Listing information

Courtesy of Berkshire Hathaway HomeServices PenFed Realty

<b>MLS#:</b> 497800	<b>Beds:</b> 2	<b>Sq Ft:</b> 1,040	<b>Sold Date:</b> 8/22/16
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2016	<b>DOM:</b> 136

## Features

**Construction:** STEEL **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** DOUBLE PANE **Equipment:** SMOKE DETECTOR **Floor:** SEE REMARKS **Dining Room:** LIVING/DINING COMBO **Kitchen:** DISHWASHER, REFRIGERATOR, SELF CLEAN OVEN **Pool:** NONE **Water/Sewer:** SEWER AVAILABLE **Roof:** METAL **Style:** COTTAGE **Zoning:** CITY **Acres:** 0.08

## Remarks

Welcome to the "Best Little Cottage in Pensacola". This unique home was designed using new techniques for residential home construction. This home offers the following features not found in conventionally constructed homes. \*Fiberglass Entry Door \*Steel Wall and Roof Construction \*Metal "Energy Saver" Roof by Union Corrugating Company Co. Hardi Plank Exterior Siding, Interior Wall finish is Georgia Pacific Marsh Plus Mold and Fire resistant. \*Double Pain Vinyl 1/1 Insulated Windows \*Luxury Vinyl Plank Flooring. Fire and Mold Resistant. \*Tough Rock All Wood shaker style kitchen cabinets, 10 years warranty, laminate tops \*Tankless Water Heater \*House is Hurricane Resistant - withstands winds up to 160 MPH \*House is Fire, Mold and Termite Resistant \*Kitchen has large pantry and Kenmore Stainless Steel Appliances: Free standing Electric Range 1.6 CuFt Over-the-range Microwave Hood Dishwas...



Information is deemed reliable but not guaranteed.

Source: PAOR

John Rickmon | Voyage RE, LLC | goodcleanliving@gmail.com

**S 331 N REUS ST, Pensacola**

**\$185,175**

## Listing information

*Courtesy of Berkshire Hathaway HomeServices PenFed Realty*

<b>MLS#:</b> 497013	<b>Beds:</b> 2	<b>Sq Ft:</b> 1,040	<b>Sold Date:</b> 9/15/16
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2016	<b>DOM:</b> 178

## Features

**Construction:** STEEL **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** DOUBLE PANE **Equipment:** SMOKE DETECTOR **Floor:** SEE REMARKS **Dining Room:** LIVING/DINING COMBO **Kitchen:** DISHWASHER, REFRIGERATOR, SELF CLEAN OVEN **Pool:** NONE **Water/Sewer:** SEWER AVAILABLE **Roof:** METAL **Style:** COTTAGE **Zoning:** CITY **Acres:** 0.08

## Remarks

Welcome to the "Best Little Cottage in Pensacola". This unique home was designed using new techniques for residential home construction. This home offers the following features not found in conventionally constructed homes. \*Fiberglass Entry Door \*Steel Wall and Roof Construction \*Metal "Energy Saver" Roof by Union Corrugating Company Co. Hardi Plank Exterior Siding, Interior Wall finish is Georgia Pacific Marsh Plus Mold and Fire resistant. \*Double Pain Vinyl 1/1 Insulated Windows \*Luxury Vinyl Plank Flooring. Fire and Mold Resistant. \*Tough Rock All Wood shaker style kitchen cabinets, 10 years warranty, laminate tops \*Tankless Water Heater \*House is Hurricane Resistant - withstands winds up to 160 MPH \*House is Fire, Mold and Termite Resistant \*Kitchen has large pantry and Kenmore Stainless Steel Appliances: Free standing Electric Range 1.6 CuFt Over-the-range Microwave Hood Dishwas...



**S 1117 W GOVERNMENT ST, Pensacola**

**\$195,000**

### Listing information

*Courtesy of EXIT REALTY N. F. I.*

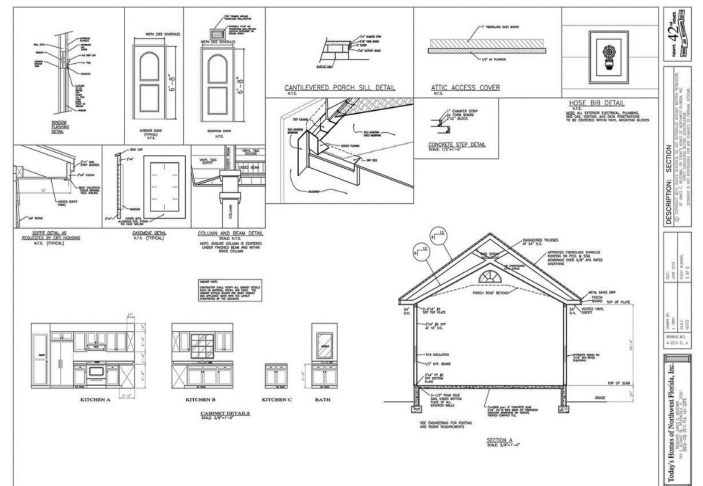
<b>MLS#:</b> 512822	<b>Beds:</b> 3	<b>Sq Ft:</b> 1,219	<b>Sold Date:</b> 4/21/17
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2017	<b>DOM:</b> 70

### Features

**Construction:** FRAME **Exterior:** BACKYARD FENCE, PORCH **Interior:** CABLE AVAILABLE, CEILING FANS, HIGH SPEED INTERNET AVAIL, LAUNDRY INSIDE **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** CEILING FANS, DOUBLE PANE, INSULATED CEILINGS, INSULATED DOORS, INSULATED WALLS **Equipment:** NONE **Floor:** VINYL, W/W CARPET **Dining Room:** KITCHEN/DINING COMBO **Kitchen:** BUILT-IN MICROWAVE, DISHWASHER, DISPOSAL, ELECTRIC STOVE, GRANITE COUNTERTOPS **Pool:** NONE **Water Feat.:** NONE **WaterFront:** NONE **Water/Sewer:** PUBLIC SEWER, PUBLIC WATER **Roof:** COMPOSITE SHINGLE **Style:** COTTAGE **View:** NONE **Zoning:** RES SINGLE

### Remarks

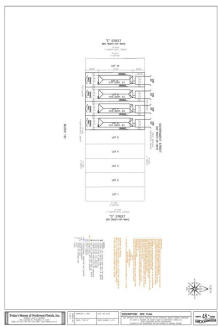
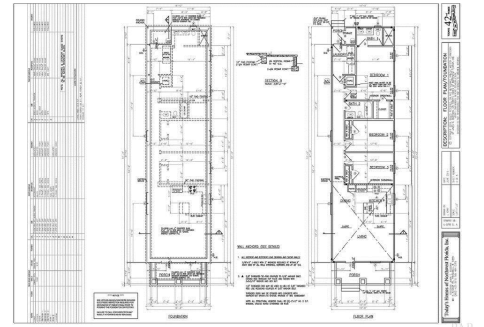
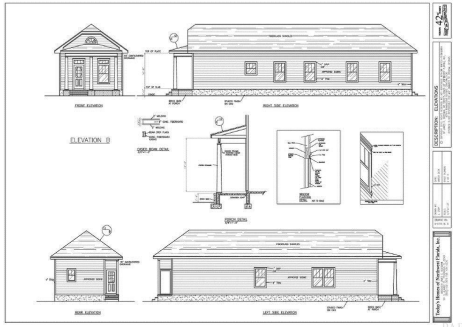
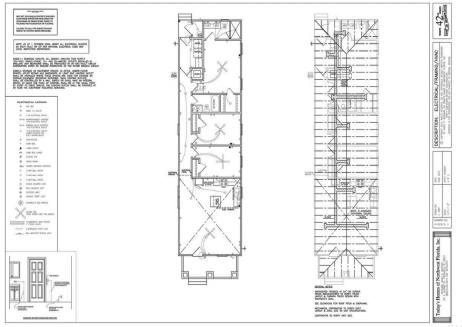
Brand new affordable downtown living ! 2 blocks from Maritime Park and the newly developed Corrine Jones Park. Beautiful 3 bedroom 2 bath home with cathedral ceiling and recessed lighting and Granite counter tops with stainless steel appliances. The master bath has double vanity and tile walk in shower . This house is total electric.



S

1117 W GOVERNMENT ST, Pensacola

\$195,000





**A 1111 W GOVERNMENT ST, Pensacola**

**\$199,000**

## Listing information

*Courtesy of EXIT REALTY N. F. I.*

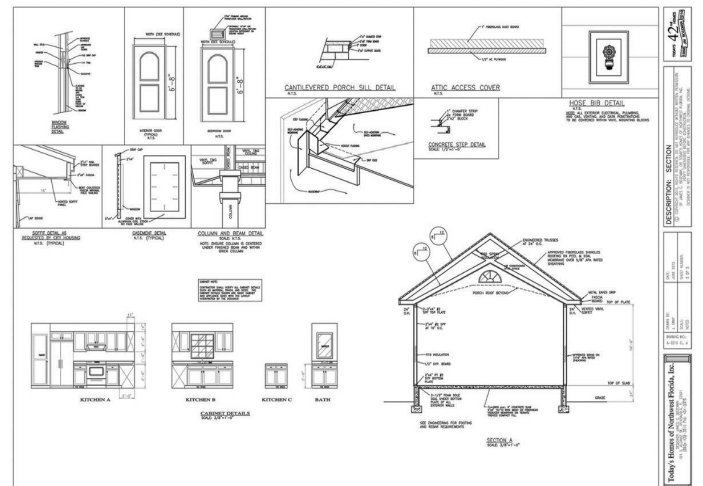
<b>MLS#:</b> 512623	<b>Beds:</b> 3	<b>Sq Ft:</b> 1,219	<b>List Date:</b> 2/9/17
<b>Status:</b> Contingent	<b>Baths:</b> 2.00	<b>Year Built:</b> 2017	<b>DOM:</b> 72

## Features

**Construction:** FRAME **Exterior:** BACKYARD FENCE, PORCH **Interior:** CABLE AVAILABLE, CEILING FANS, HIGH SPEED INTERNET AVAIL, LAUNDRY INSIDE **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** CEILING FANS, DOUBLE PANE, INSULATED CEILINGS, INSULATED DOORS, INSULATED WALLS **Equipment:** NONE **Floor:** VINYL, W/W CARPET **Dining Room:** KITCHEN/DINING COMBO **Kitchen:** BUILT-IN MICROWAVE, DISHWASHER, DISPOSAL, ELECTRIC STOVE, GRANITE COUNTERTOPS **Pool:** NONE **Water Feat.:** NONE **WaterFront:** NONE **Water/Sewer:** PUBLIC SEWER, PUBLIC WATER **Roof:** COMPOSITE SHINGLE **Style:** COTTAGE **View:** NONE **Zoning:** RES SINGLE

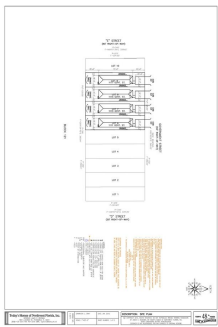
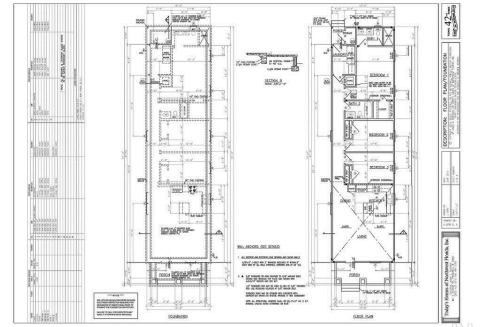
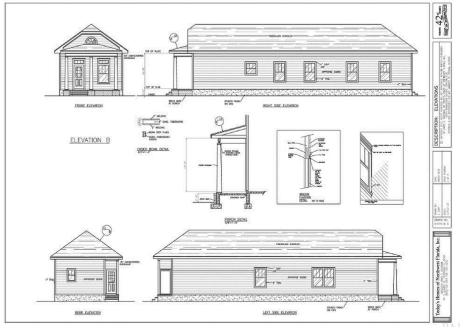
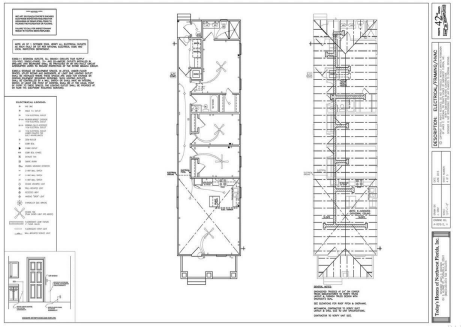
## Remarks

Brand new affordable downtown living ! 2 blocks from Maritime Park and the newly developed Corrine Jones Park. Beautiful 3 bedroom 2 bath home with cathedral ceiling and recessed lighting and Granite counter tops with stainless steel appliances. The master bath has double vanity and tile walk in shower . This home is energy efficient and has gas appliance's including tank less hot water heater.



A 1111 W GOVERNMENT ST, Pensacola

\$199,000



**A 1113 W GOVERNMENT ST, Pensacola**

**\$199,000**

## Listing information

*Courtesy of EXIT REALTY N. F. I.*

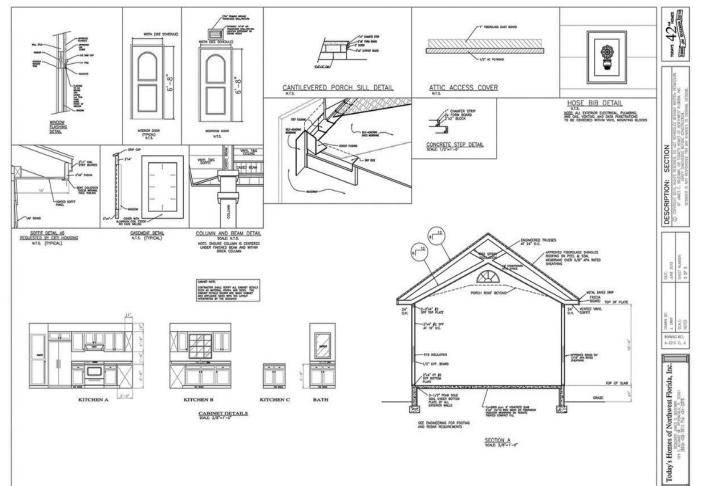
<b>MLS#:</b> 512833	<b>Beds:</b> 3	<b>Sq Ft:</b> 1,219	<b>List Date:</b> 2/10/17
<b>Status:</b> Active	<b>Baths:</b> 2.00	<b>Year Built:</b> 2017	<b>DOM:</b> 71

## Features

**Construction:** FRAME **Exterior:** BACKYARD FENCE, PORCH **Interior:** CABLE AVAILABLE, CEILING FANS, HIGH SPEED INTERNET AVAIL, LAUNDRY INSIDE **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** CEILING FANS, DOUBLE PANE, INSULATED CEILINGS, INSULATED DOORS, INSULATED WALLS **Equipment:** NONE **Floor:** VINYL, W/W CARPET **Dining Room:** KITCHEN/DINING COMBO **Kitchen:** BUILT-IN MICROWAVE, DISHWASHER, DISPOSAL, ELECTRIC STOVE, GRANITE COUNTERTOPS **Pool:** NONE **Water Feat.:** NONE **WaterFront:** NONE **Water/Sewer:** PUBLIC SEWER, PUBLIC WATER **Roof:** COMPOSITE SHINGLE **Style:** COTTAGE **View:** NONE **Zoning:** RES SINGLE

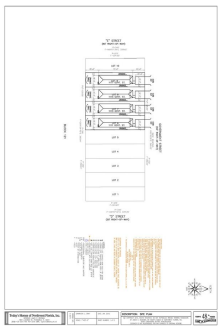
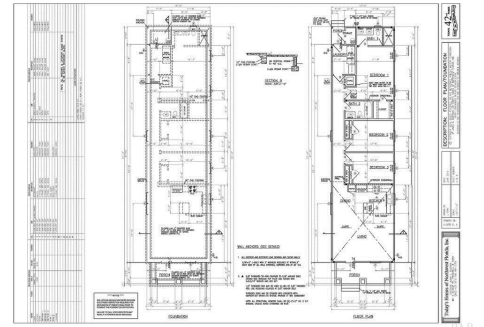
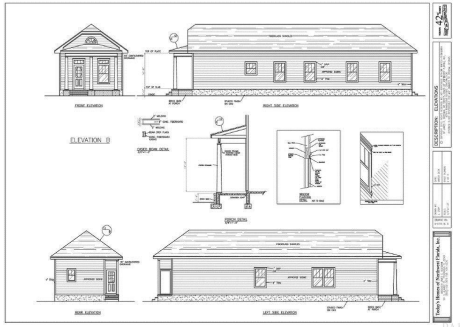
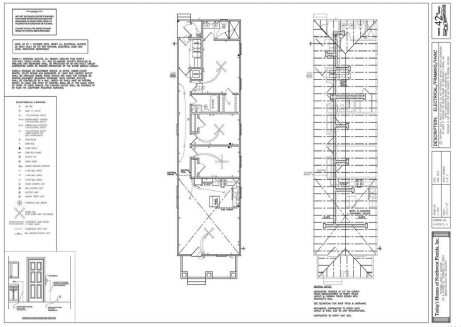
## Remarks

Brand new affordable downtown living ! 2 blocks from Maritime Park and the newly developed Corrine Jones Park. Beautiful 3 bedroom 2 bath home with cathedral ceiling and recessed lighting and Granite counter tops with stainless steel appliances. The master bath has double vanity and tile walk in shower . This home is energy efficient and has gas appliance's including tank less hot water heater.



A 1113 W GOVERNMENT ST, Pensacola

\$199,000



**A 1115 W GOVERNMENT ST, Pensacola**

**\$199,000**

## Listing information

Courtesy of EXIT REALTY N. F. I.

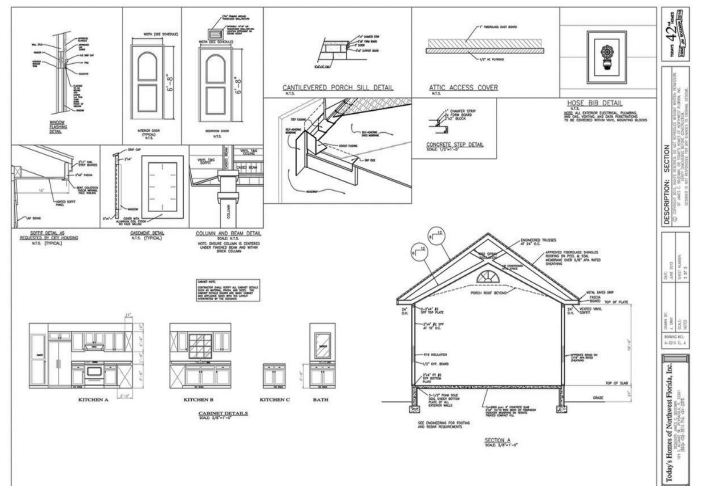
<b>MLS#:</b> 512832	<b>Beds:</b> 3	<b>Sq Ft:</b> 1,219	<b>List Date:</b> 2/10/17
<b>Status:</b> Contingent	<b>Baths:</b> 2.00	<b>Year Built:</b> 2017	<b>DOM:</b> 71

## Features

**Construction:** FRAME **Exterior:** BACKYARD FENCE, PORCH **Interior:** CABLE AVAILABLE, CEILING FANS, HIGH SPEED INTERNET AVAIL, LAUNDRY INSIDE **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** CEILING FANS, DOUBLE PANE, INSULATED CEILINGS, INSULATED DOORS, INSULATED WALLS **Equipment:** NONE **Floor:** VINYL, W/W CARPET **Dining Room:** KITCHEN/DINING COMBO **Kitchen:** BUILT-IN MICROWAVE, DISHWASHER, DISPOSAL, ELECTRIC STOVE, GRANITE COUNTERTOPS **Pool:** NONE **Water Feat.:** NONE **WaterFront:** NONE **Water/Sewer:** PUBLIC SEWER, PUBLIC WATER **Roof:** COMPOSITE SHINGLE **Style:** COTTAGE **View:** NONE **Zoning:** RES SINGLE

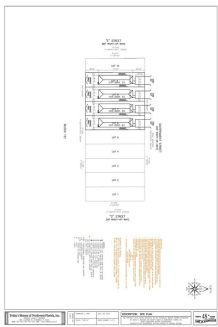
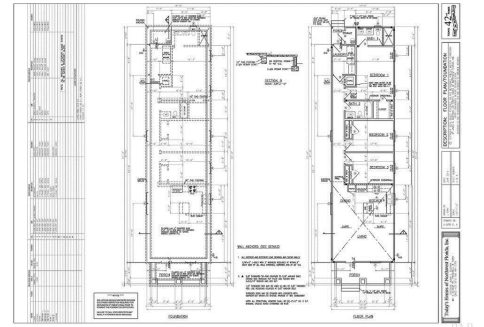
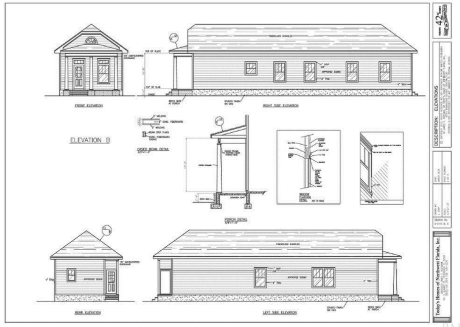
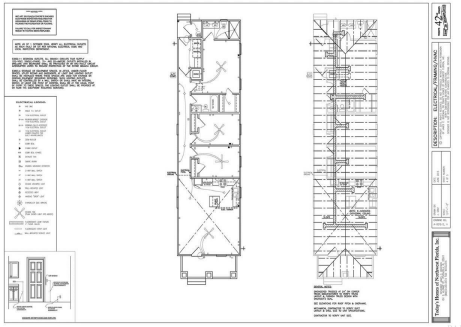
## Remarks

Brand new affordable downtown living ! 2 blocks from Maritime Park and the newly developed Corrine Jones Park. Beautiful 3 bedroom 2 bath home with cathedral ceiling and recessed lighting and Granite counter tops with stainless steel appliances. The master bath has double vanity and tile walk in shower . This home is energy efficient and has gas appliance's including tank less hot water heater.



A 1115 W GOVERNMENT ST, Pensacola

\$199,000



TAR

**S 319 N REUS ST, Pensacola**

**\$199,616**

## Listing information

*Courtesy of Berkshire Hathaway HomeServices PenFed Realty*

<b>MLS#:</b> 497801	<b>Beds:</b> 2	<b>Sq Ft:</b> 1,040	<b>Sold Date:</b> 8/22/16
<b>Status:</b> Sold	<b>Baths:</b> 2.00	<b>Year Built:</b> 2016	<b>DOM:</b> 136

## Features

**Construction:** STEEL **Cooling:** CENTRAL ELECTRIC **Heating:** CENTRAL ELECTRIC **Energy:** DOUBLE PANE **Equipment:** SMOKE DETECTOR **Floor:** SEE REMARKS **Dining Room:** LIVING/DINING COMBO **Kitchen:** DISHWASHER, REFRIGERATOR, SELF CLEAN OVEN **Pool:** NONE **Water/Sewer:** SEWER AVAILABLE **Roof:** METAL **Style:** COTTAGE **Zoning:** CITY **Acres:** 0.08

## Remarks

Welcome to the "Best Little Cottage in Pensacola". This unique home was designed using new techniques for residential home construction. This home offers the following features not found in conventionally constructed homes. \*Fiberglass Entry Door \*Steel Wall and Roof Construction \*Metal "Energy Saver" Roof by Union Corrugating Company Co. Hardi Plank Exterior Siding, Interior Wall finish is Georgia Pacific Marsh Plus Mold and Fire resistant. \*Double Pain Vinyl 1/1 Insulated Windows \*Luxury Vinyl Plank Flooring. Fire and Mold Resistant. \*Tough Rock All Wood shaker style kitchen cabinets, 10 years warranty, laminate tops \*Tankless Water Heater \*House is Hurricane Resistant - withstands winds up to 160 MPH \*House is Fire, Mold and Termite Resistant \*Kitchen has large pantry and Kenmore Stainless Steel Appliances: Free standing Electric Range 1.6 CuFt Over-the-range Microwave Hood Dishwas...



*Information is deemed reliable but not guaranteed.*

*Source: PAOR*

## Sold Listings

Number of listings	6
Lowest price	\$172,900
Average price	\$185,829
Highest price	\$199,616
Avg price per sqft	\$174
Avg DOM	122



## Active Listings

Number of listings	3
Lowest price	\$199,000
Average price	\$199,000
Highest price	\$199,000
Avg price per sqft	\$163
Avg DOM	71





## Sold Listings

Address	Sold Date	Sold Price	Zestimate	Difference
230 N REUS ST	3/7/17	\$172,900		
327 N REUS ST	8/22/16	\$180,928	\$83,267	-54.0%
323 N REUS ST	8/22/16	\$181,352	\$113,590	-37.4%
331 N REUS ST	9/15/16	\$185,175		
1117 W GOVERNMENT ST	4/21/17	\$195,000		
319 N REUS ST	8/22/16	\$199,616	\$108,064	-45.9%

## Active Listings

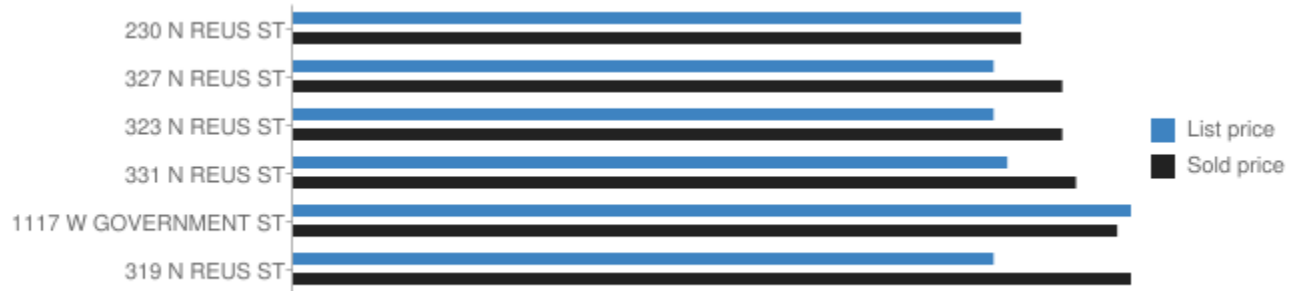
Address	Price	Zestimate	Difference
1111 W GOVERNMENT ST	\$199,000		
1113 W GOVERNMENT ST	\$199,000	\$113,659	-42.9%
1115 W GOVERNMENT ST	\$199,000		

Source: PAOR



# SOLD PROPERTY ANALYSIS

# ANALYSIS



Address	List Price	Sold Price	% of List Price	DOM	\$ per Sqft
230 N REUS ST	\$172,900	\$172,900	100.0%	78	\$166
327 N REUS ST	\$166,900	\$180,928	108.4%	136	\$174
323 N REUS ST	\$166,900	\$181,352	108.7%	136	\$174
331 N REUS ST	\$167,900	\$185,175	110.3%	178	\$178
1117 W GOVERNMENT ST	\$199,000	\$195,000	98.0%	70	\$160
319 N REUS ST	\$166,900	\$199,616	119.6%	136	\$192
Sold Averages	\$173,417	\$185,829	107.2%	122	\$174



# EXHIBIT "I"



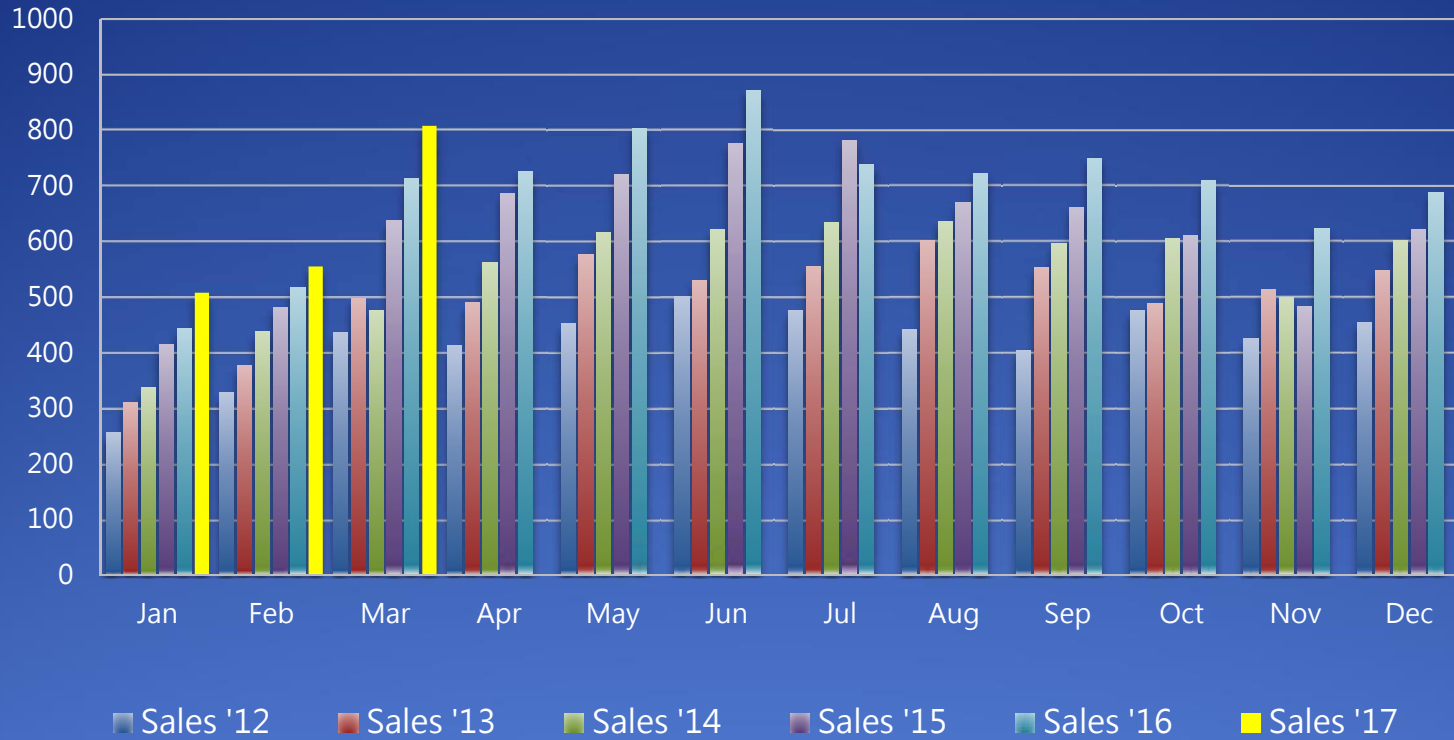
## PAR Market Snapshot 04.17.17

copyright © 2017 Pensacola Association of REALTORS®, Inc.

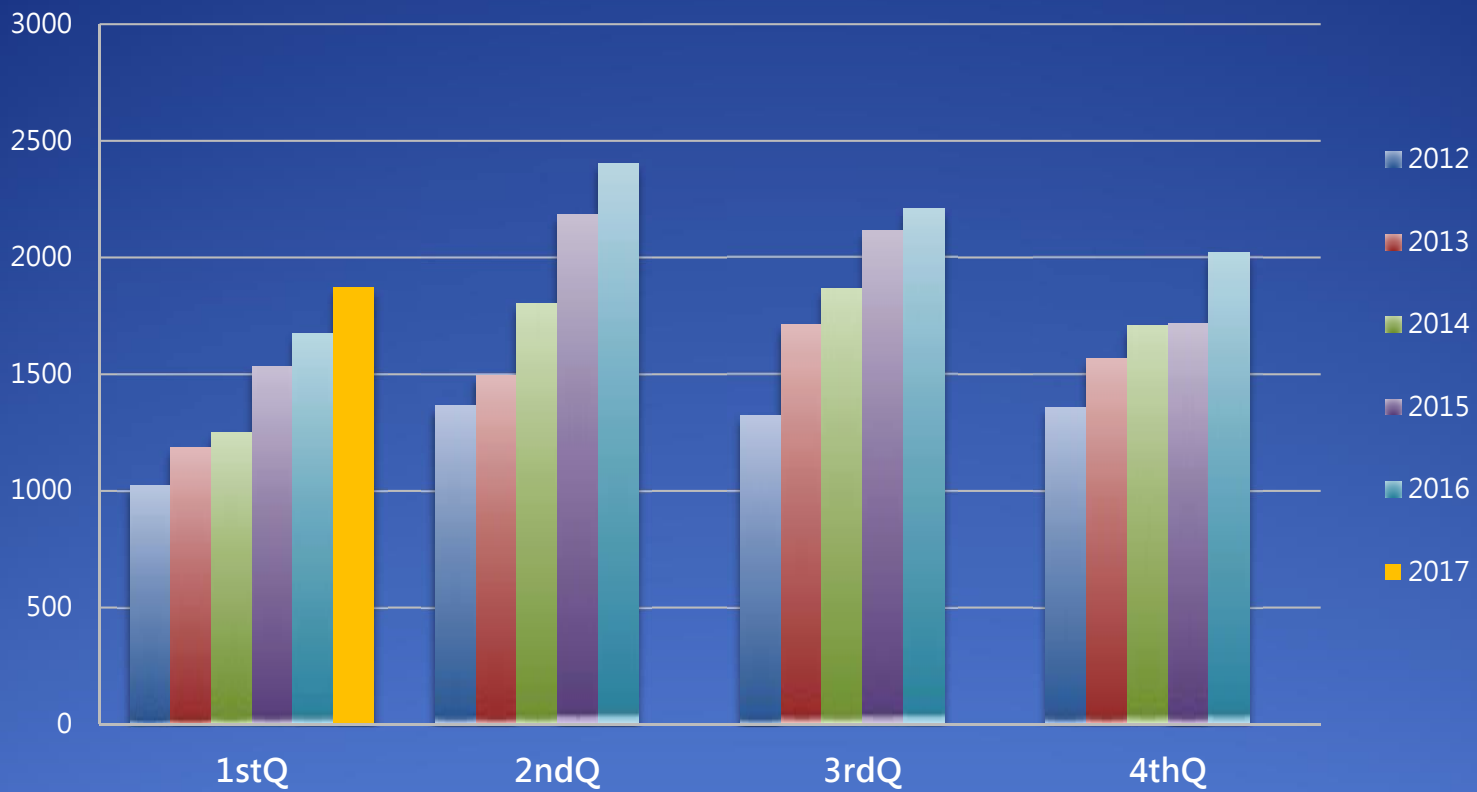
# March Market Highlights

- March sales were up 46% over February and 12% ahead of the same month in 2016.
- 1<sup>st</sup> Quarter sales outpaced the same period last year by 12%
- Median sales price for March jumped to \$172K.
- Sales increased across all price ranges, with the biggest gain in the \$160K - \$199 range.
- Irrespective of the banner month in sales, Single Family inventory actually grew modestly across all price ranges.
- Distressed listings now account for just 3 % of total inventory.

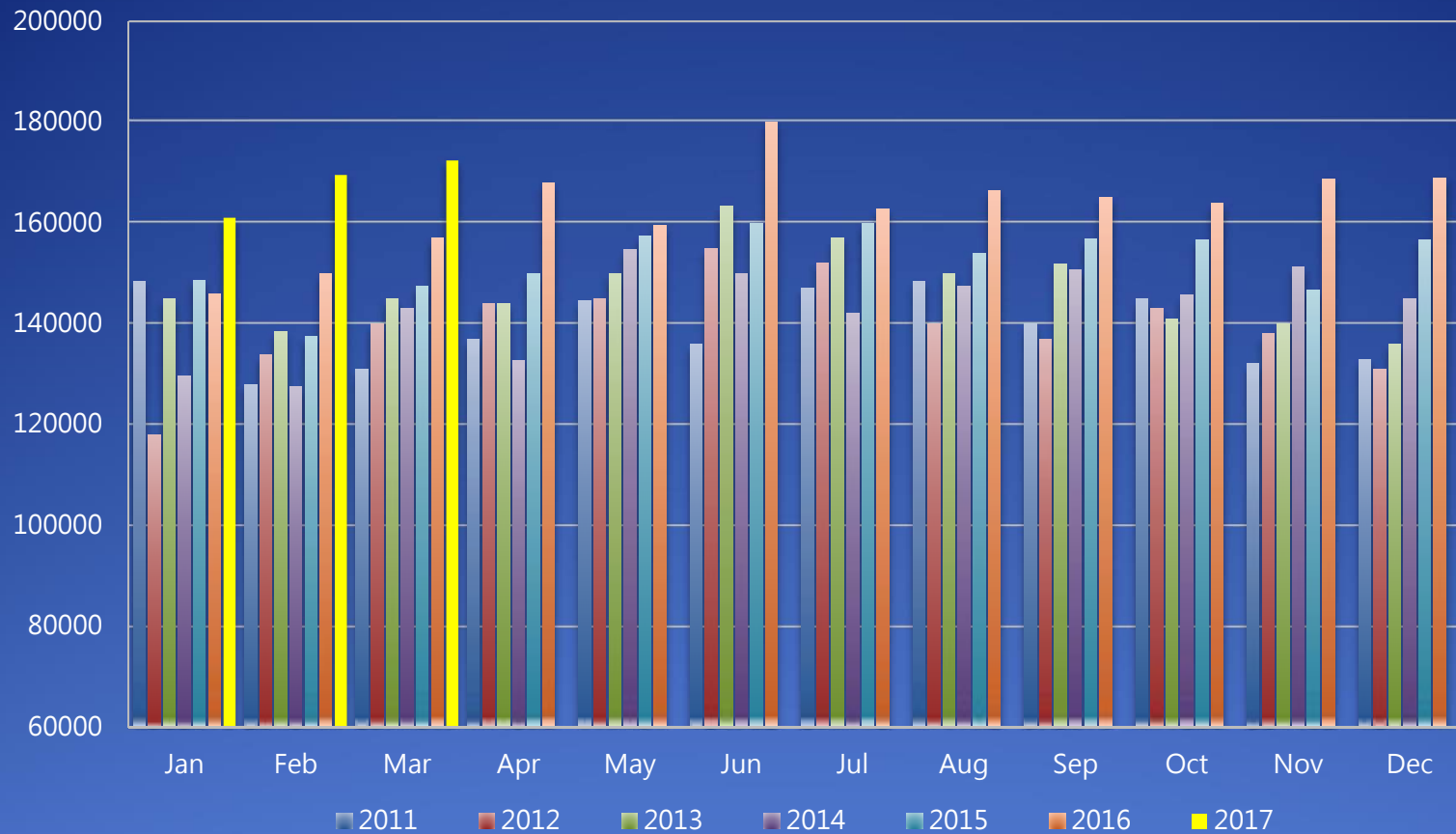
# Monthly Sales 2012 - 2017



## Quarterly Sales 2012 - 2017

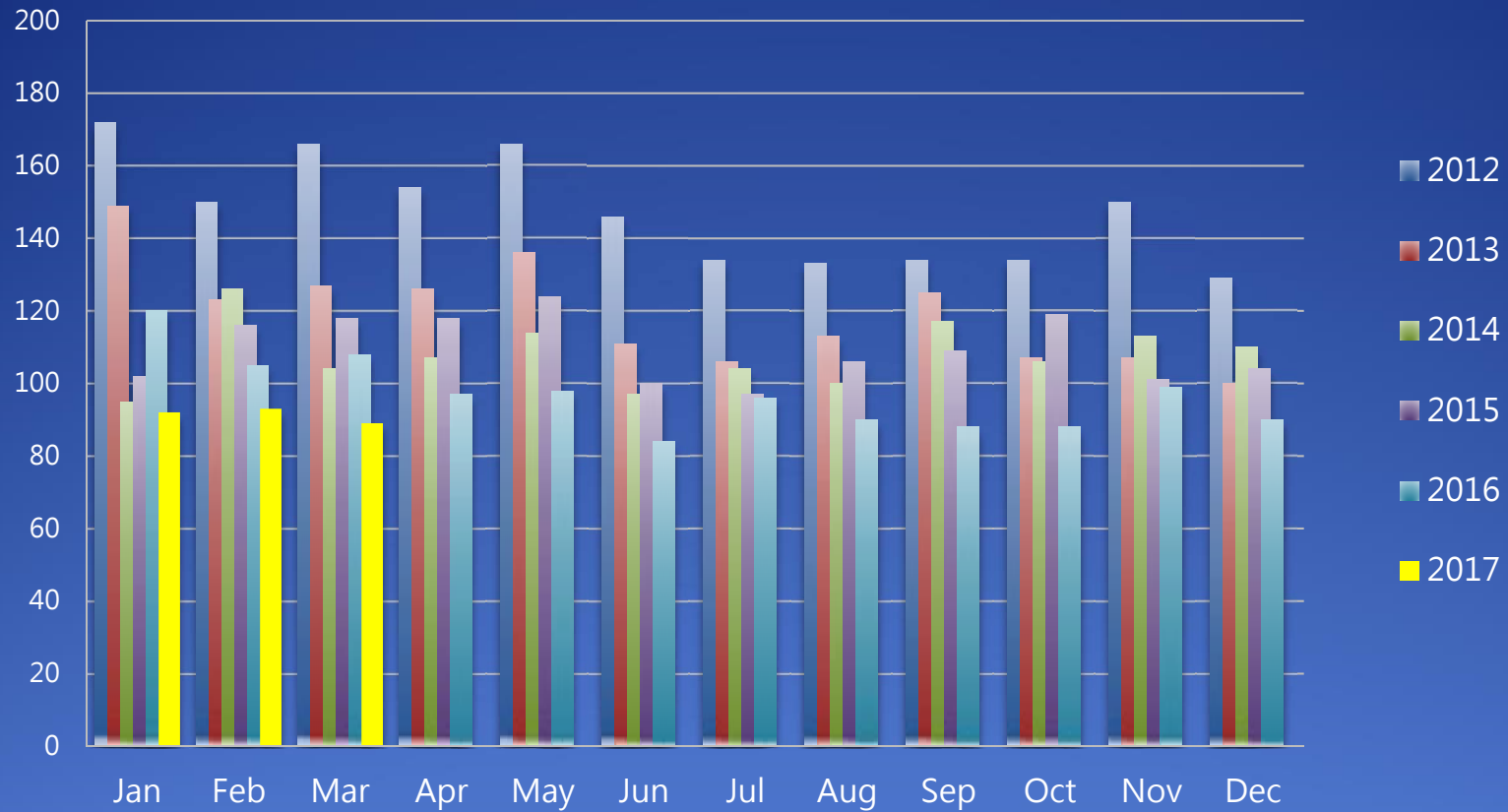


# Median Sale Price

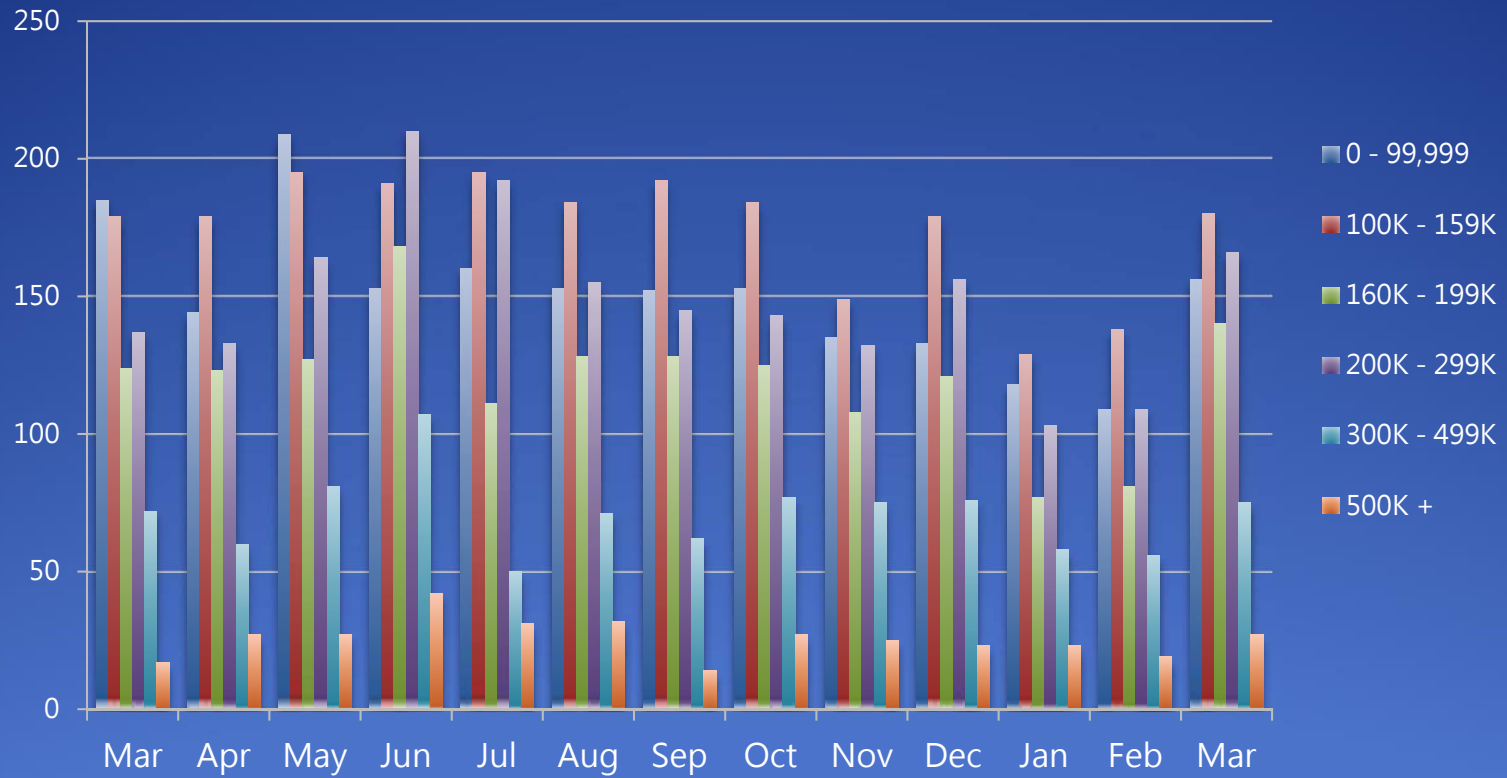




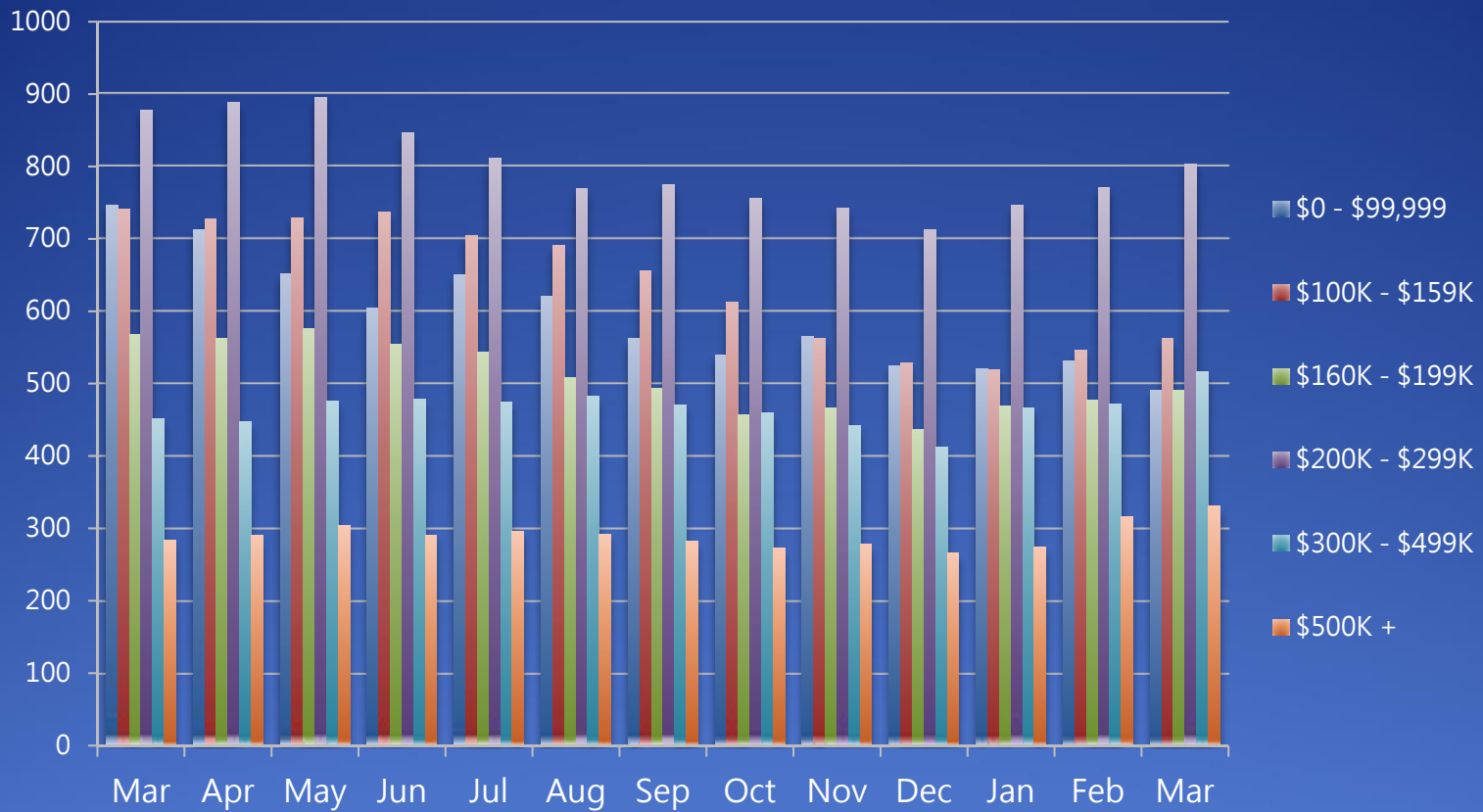
## Avg. Days on Market 2012 - 2017



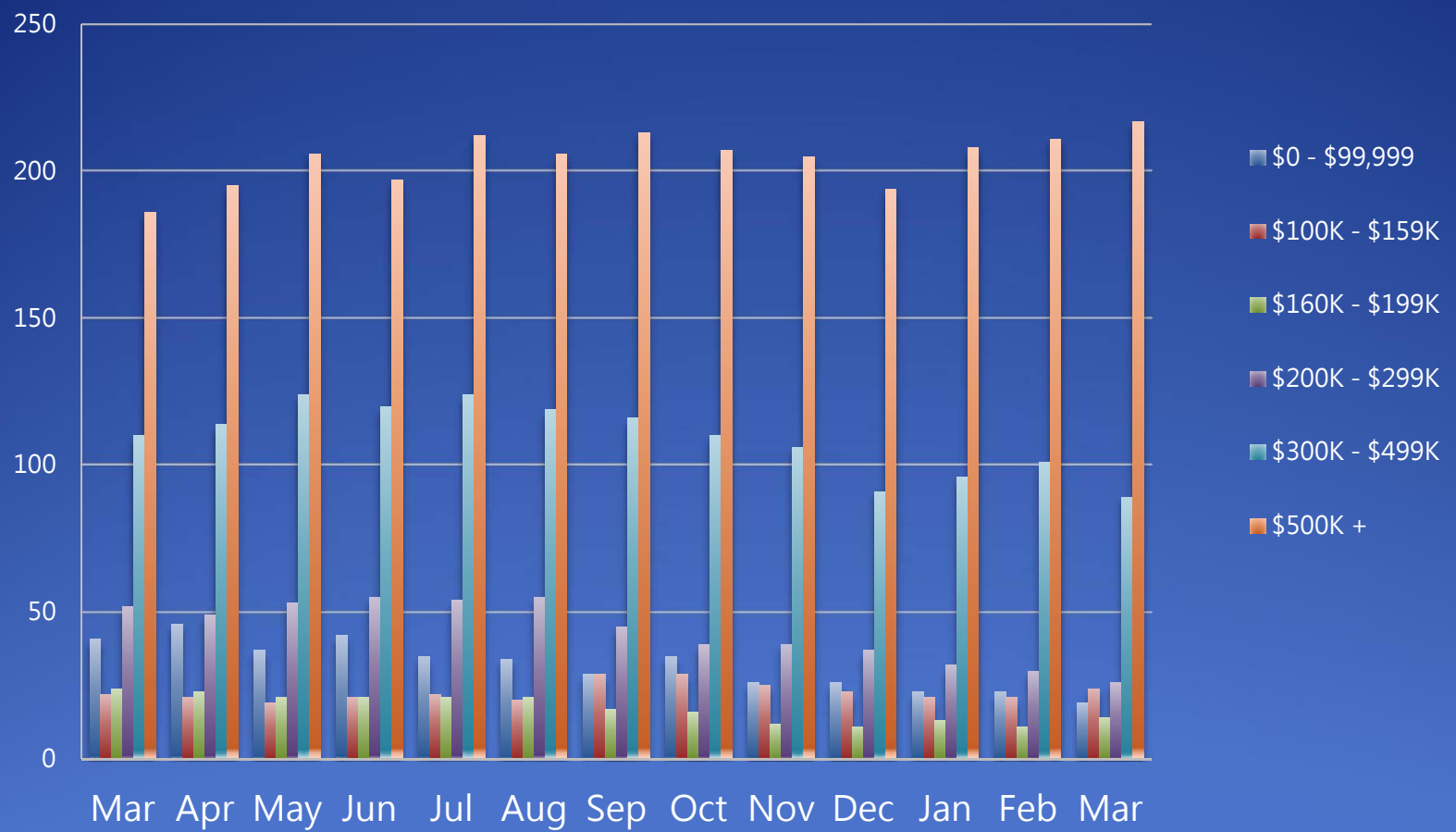
Sales by Price Range  
 Mar '16- Mar '17  
 (Residential & Condo)



## Single Family Inventory by Price - 2016/17

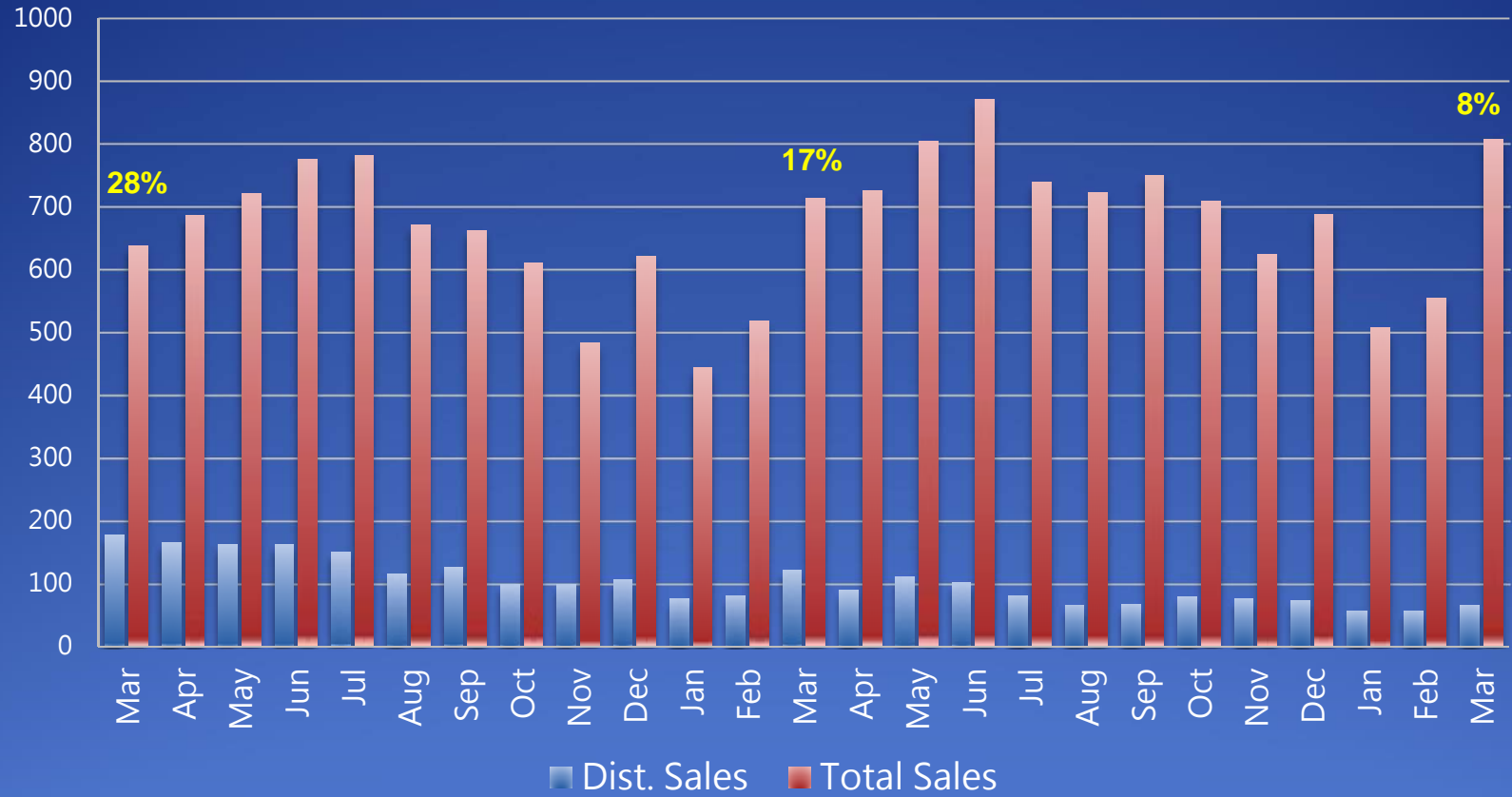


## Condo Inventory by Price Mar '16 - Mar '17



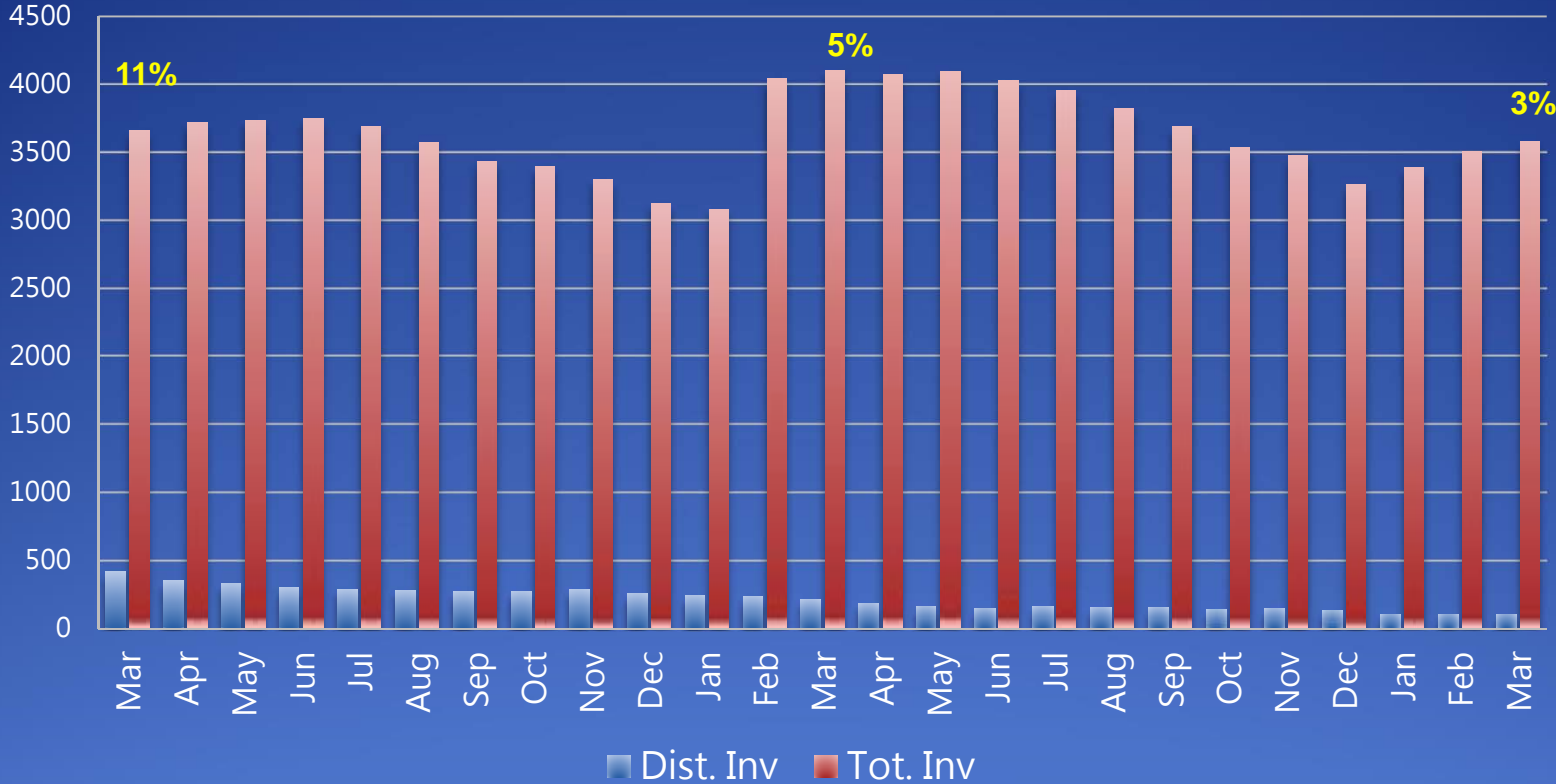
# Distressed vrs. Total Sales

Mar '15 - Mar '17



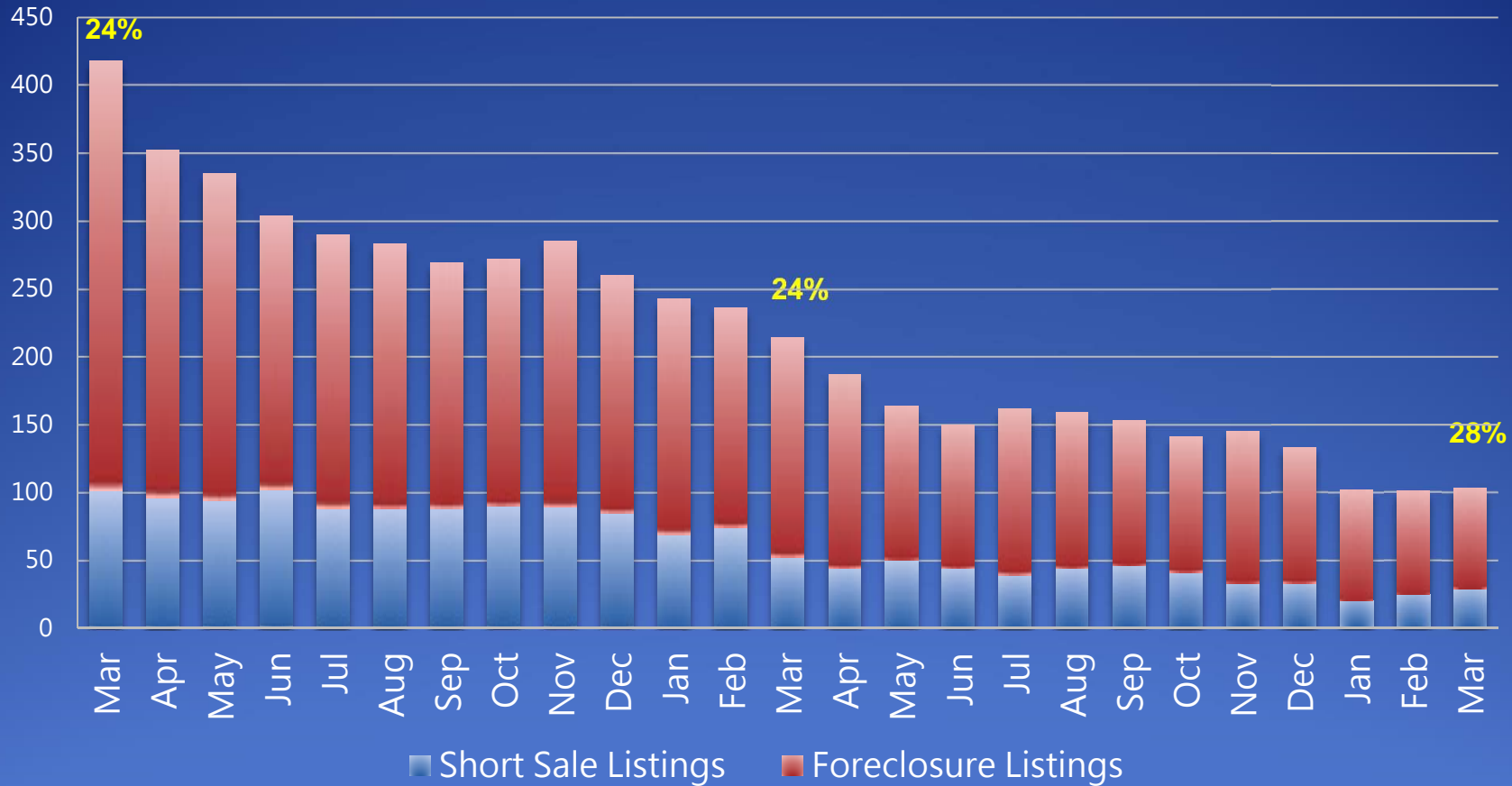
# Distressed vrs. Total Inventory

Mar '15 - Mar '17



# Distressed Inventory Profile

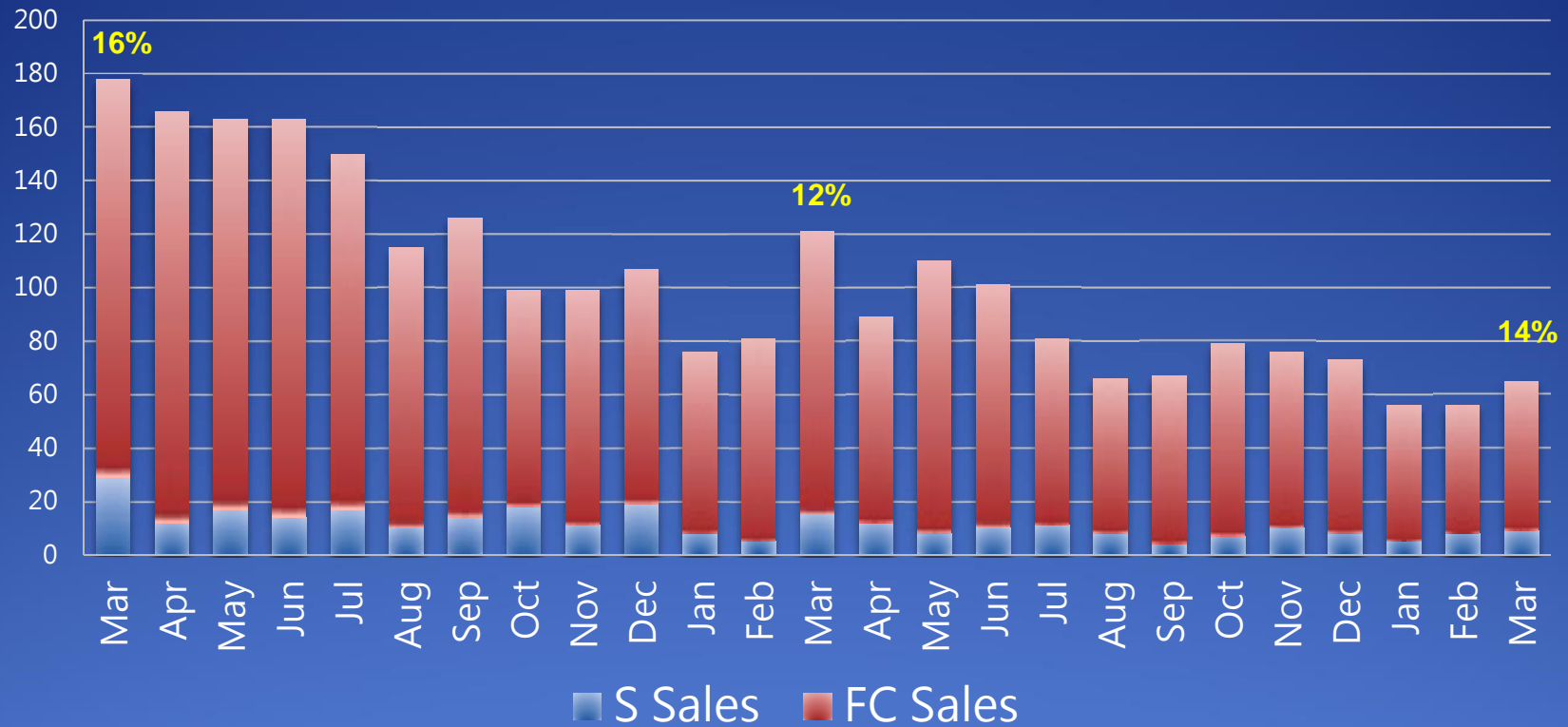
Mar '15 - Mar '17



## Distressed Sales Profile

### Short Sales v. Foreclosure Sales

Mar '16 - Mar '17



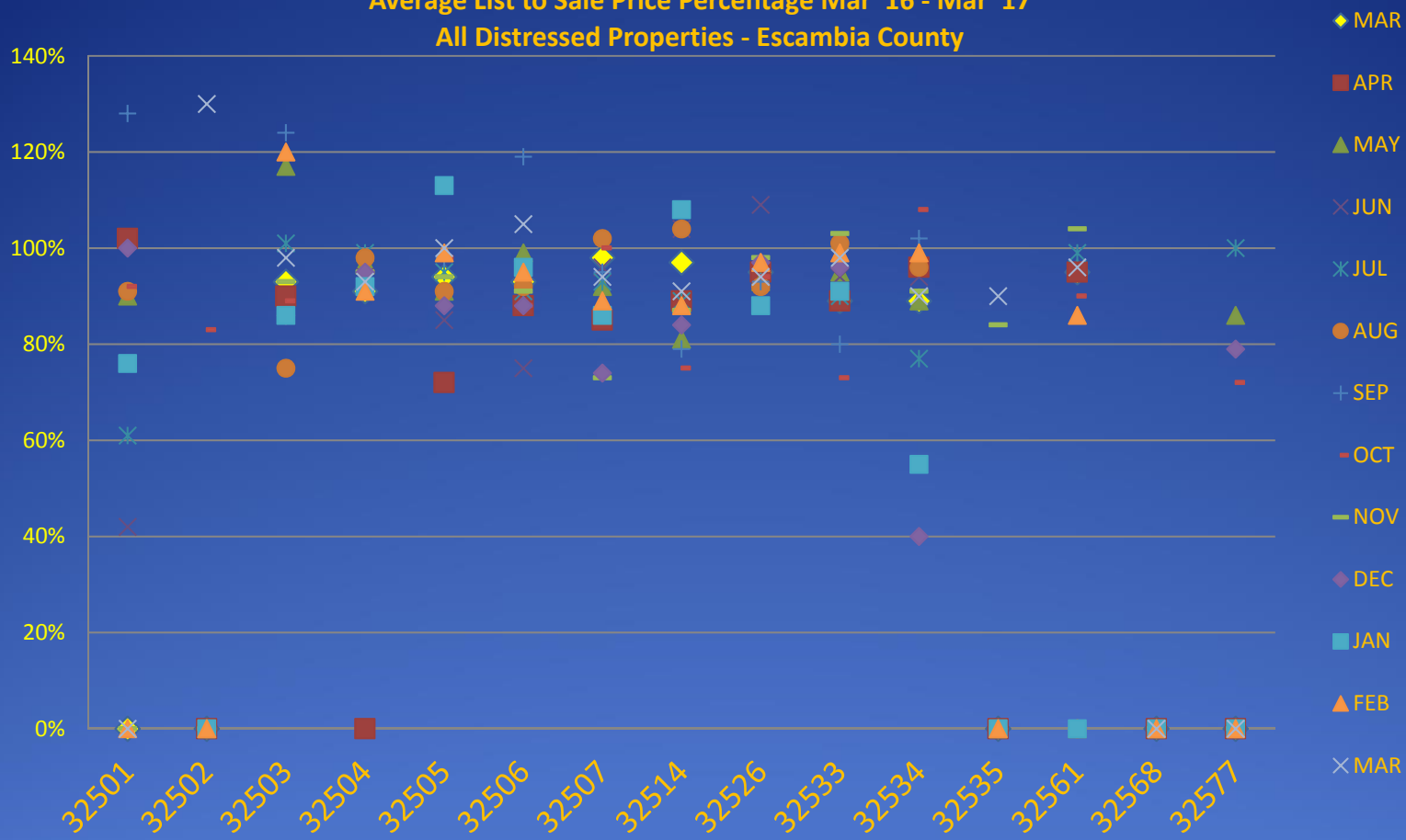


## AVERAGE PERCENTAGE OF SOLD VS. LIST PRICE FOR DISTRESSED PROPERTIES

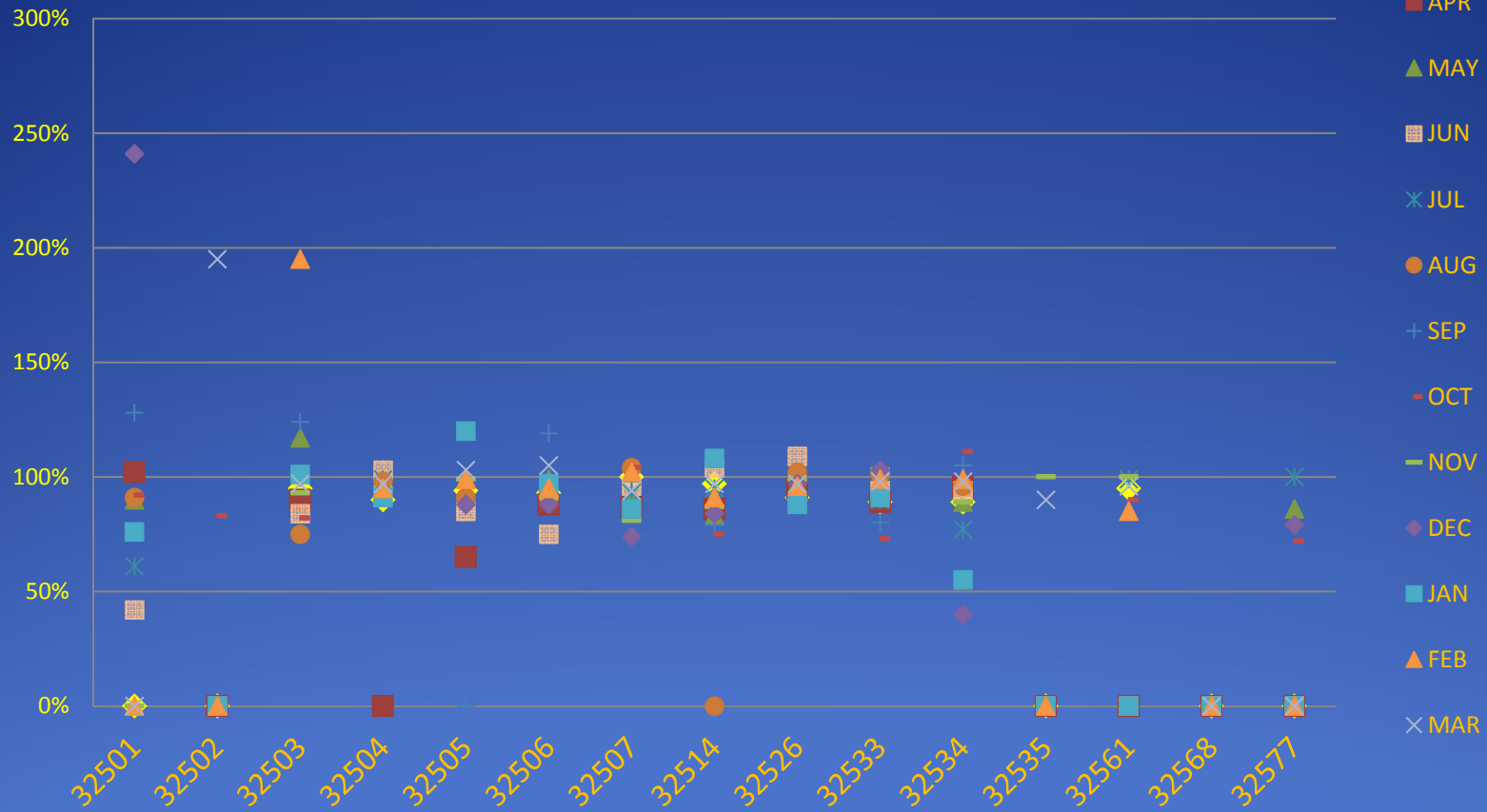
The following slides display the *average* percentage of sale price to original list price of distressed property by zip code for the months of March, 2016 through March, 2017 for Escambia and Santa Rosa Counties.

Markers resting on the 0% line indicate there were no sales reported for the month in that zip code.

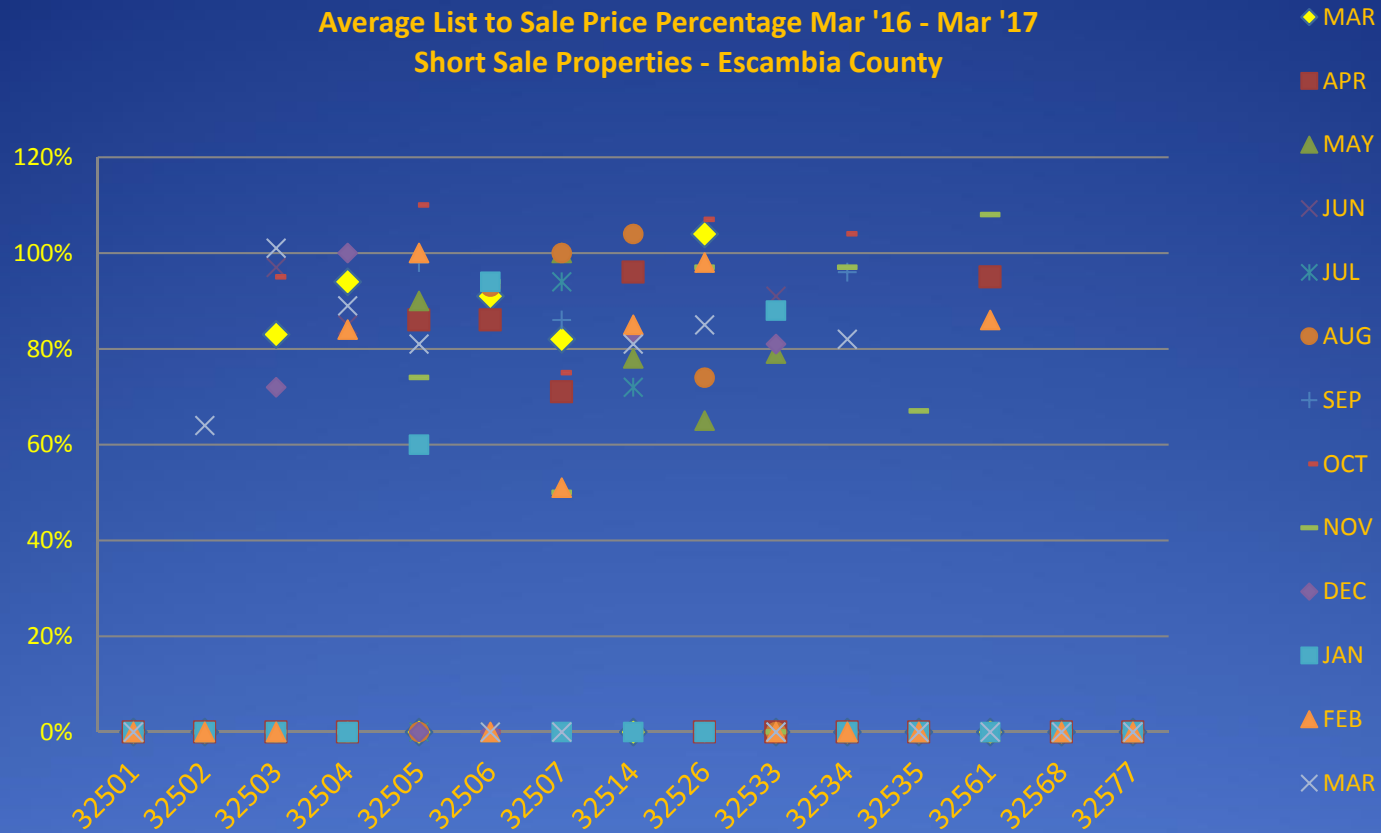
Average List to Sale Price Percentage Mar '16 - Mar '17  
All Distressed Properties - Escambia County



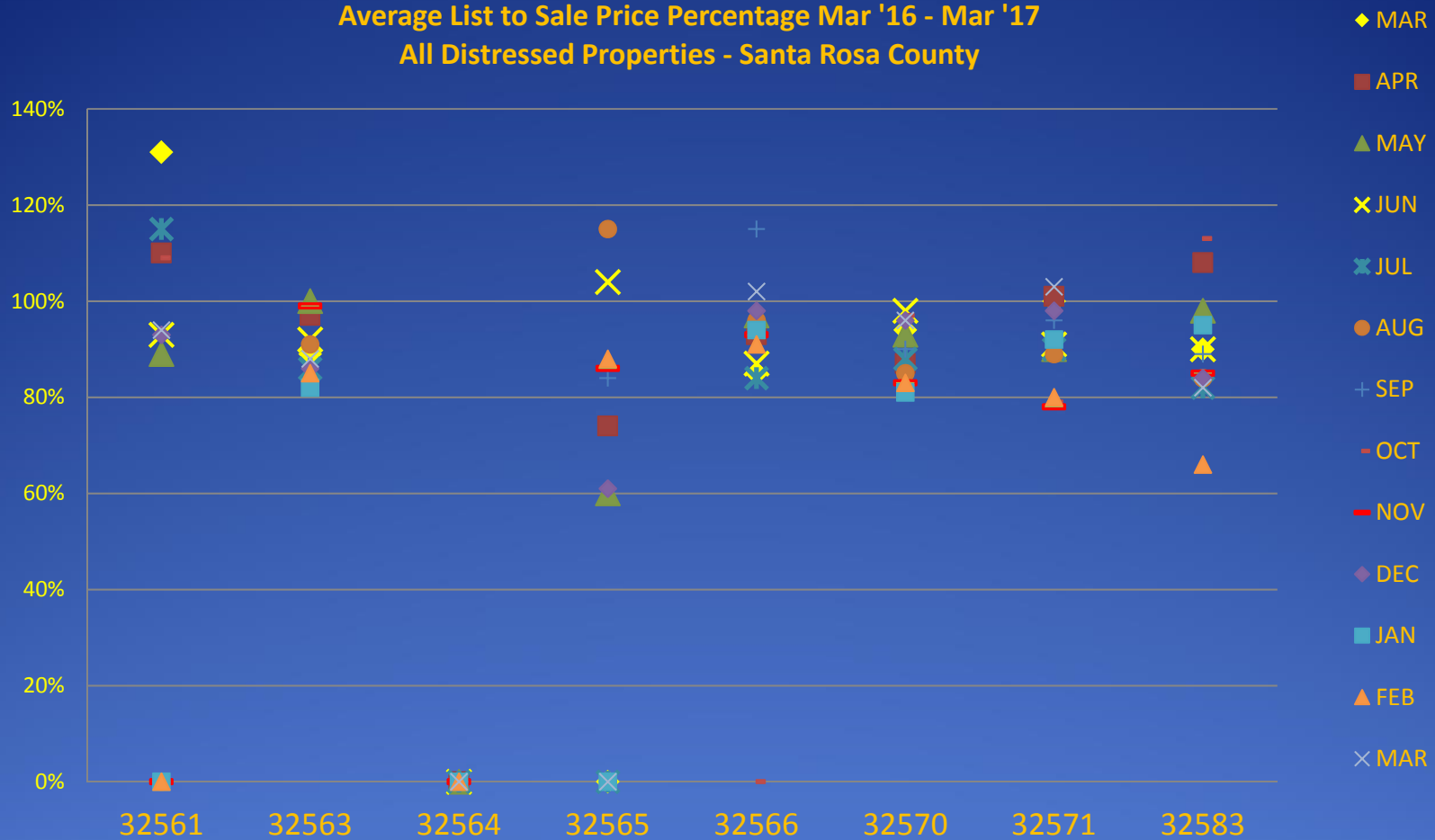
### Average List to Sale Price Percentage Mar '16 - Mar '17 Foreclosure Properties - Escambia County



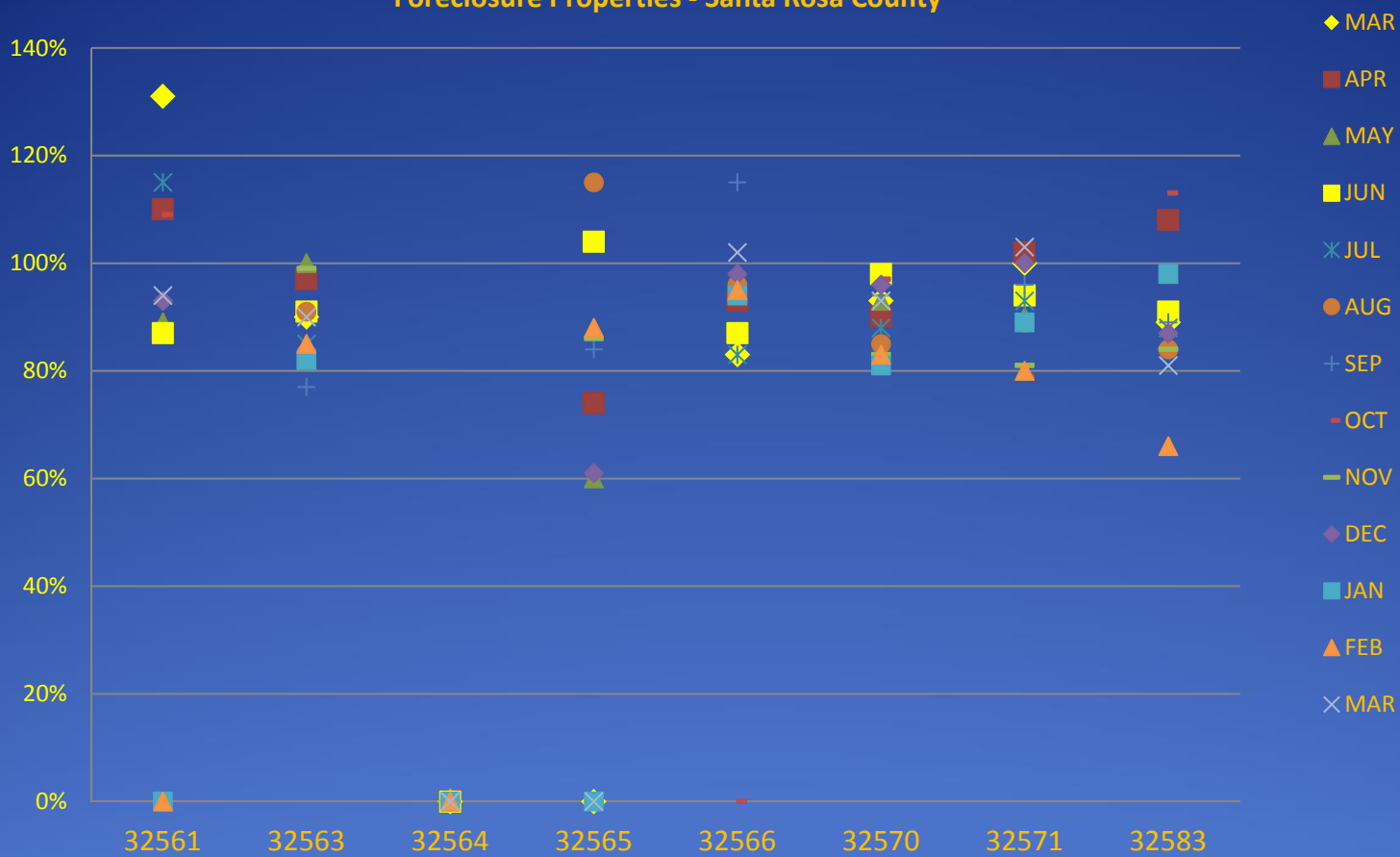
### Average List to Sale Price Percentage Mar '16 - Mar '17 Short Sale Properties - Escambia County



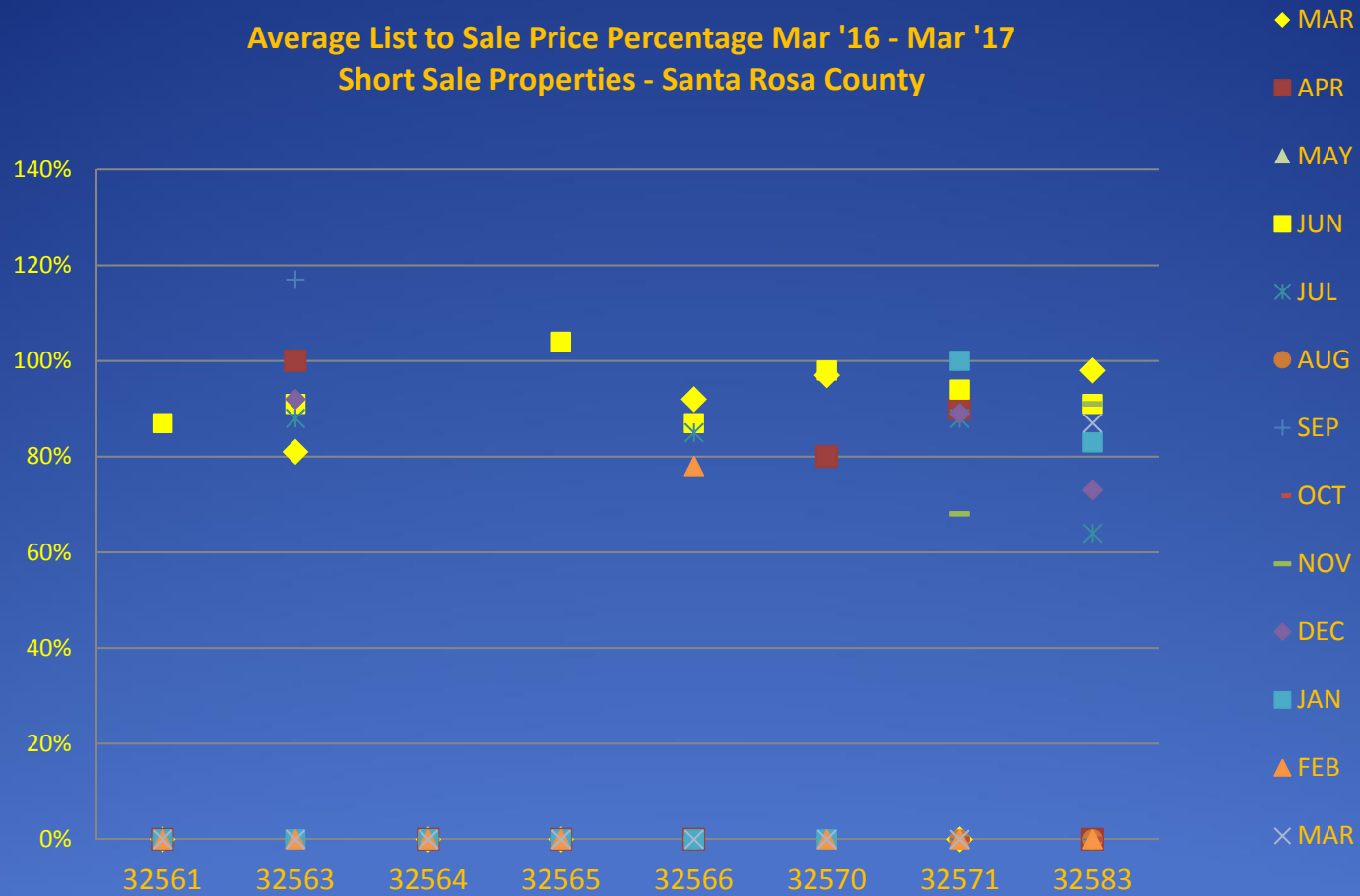
### Average List to Sale Price Percentage Mar '16 - Mar '17 All Distressed Properties - Santa Rosa County



### Average List to Sale Price Percentage Mar '16 - Mar '17 Foreclosure Properties - Santa Rosa County

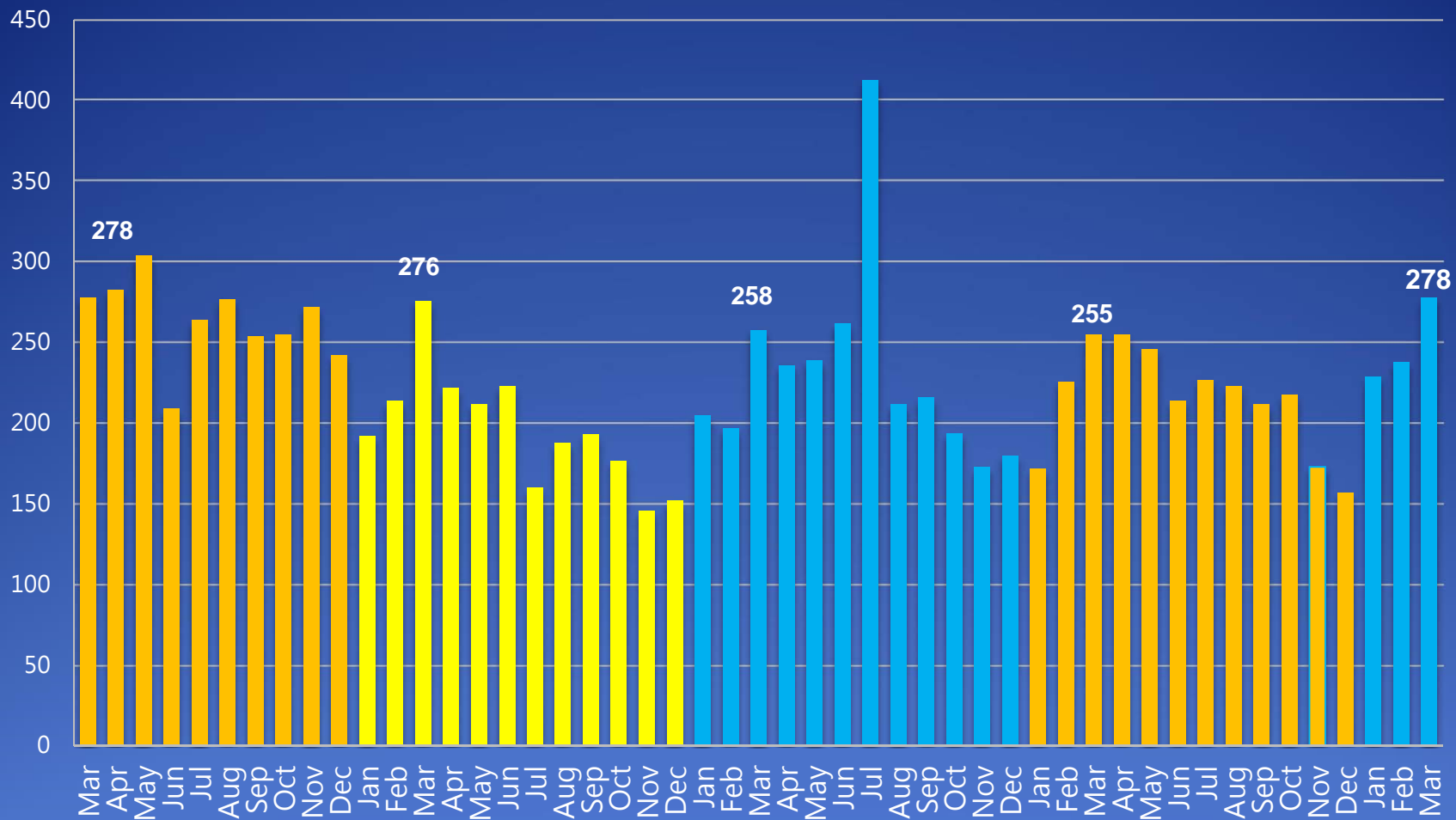


### Average List to Sale Price Percentage Mar '16 - Mar '17 Short Sale Properties - Santa Rosa County



# Pending Sales

Mar '13 - Mar '17







# EXHIBIT “J”



# FY 2017 MEDIAN FAMILY INCOME DOCUMENTATION SYSTEM

[HUD.gov](http://HUD.gov) [HUD User Home](#) [Data Sets](#) [Fair Market Rents](#) [Section 8 Income Limits](#) [MTSP Income Limits](#) [HUD LIHTC Database](#)

## Median Family Income Calculation Methodology

**Estimates of median family income for metropolitan and non-metropolitan areas are developed as follows:**

1. The U.S. Census Bureau's 2010-2014 ACS median family income estimates are used as a basis for calculating HUD's FY2017 MFIs. In areas where the margin of error is more than half of the 2014 5-year ACS itself, the state non-metro estimate of median family income is used.
2. In areas where there is a 2014 1-year ACS estimate of median family income that exceeds its margin of error, the 1-year ACS estimate becomes the basis for median family income.
3. Once the appropriate 2014 ACS data has been selected, an inflation factor based on the CBO forecast of the national CPI is calculated to inflate the estimate from mid-2012 to April, 2017 (or mid FY2017).

The **Pensacola-Ferry Pass-Brent, FL MSA**, has published local area 1-year 2014 ACS Survey results.

## MFI Step by Step Calculation for Pensacola-Ferry Pass-Brent, FL MSA

1. The following are the 2014 American Community Survey 5-year median income estimate and margin of error for **Pensacola-Ferry Pass-Brent, FL MSA**:

Area	ACS <sub>2014</sub> 5-Year Median Income	ACS <sub>2014</sub> 5-Year Margin of Error	Ratio	Result
<b>Pensacola-Ferry Pass-Brent, FL MSA</b>	\$60,220	\$1,050	\$1,050 / \$60,220 = 0.017	0.017 < .5  <b>Use ACS<sub>2014</sub> Pensacola- Ferry Pass-Brent, FL MSA Median Income</b>

2. Since there is a 1-year 2014 ACS estimate available, the margin of error of the estimate is checked to determine if it is less than one-half of the 1-year 2014 ACS:

Area	ACS <sub>2014</sub> 1-Year Median Income	ACS <sub>2014</sub> 1-Year Margin of Error	Ratio	Result
<b>Pensacola-Ferry Pass-Brent, FL MSA</b>	\$60,117	\$2,671	$\frac{\$2,671}{\$60,117} = 0.044$	0.044 < .5  <b>Update to ACS<sub>2014</sub> 1-Year Median Income</b>

3. The calculation of the CPI Inflation Factor is as follows:

Area	FY2017 CPI	2014 Annual CPI	CPI Inflation Factor
<b>Pensacola-Ferry Pass-Brent, FL MSA</b>	244.2	236.736	$(244.2 / 236.736) = 1.03153$

4. The FY 2017 median family income is estimated as follows:

Area	ACS <sub>2014</sub> 1-Year Estimate	CPI Inflation Factor	FY 2017 Area MFI Estimate
<b>Pensacola-Ferry Pass-Brent, FL MSA</b>	\$60,117	1.03153	$(\$60,117 * 1.03153) = \$62,012$

5. In keeping with HUD policy, the median family income estimate is rounded to the nearest \$100:

Area	Unrounded FY 2017 MFI Estimate	Rounded FY 2017 MFI Estimate
<b>Pensacola-Ferry Pass-Brent, FL MSA</b>	\$62,012	\$62,000

Press below to select a different state:

Or select a FY 2017 HUD Metropolitan FMR Area's  
Median Family Income:

Pensacola-Ferry Pass-Brent, FL MSA ▼

Select Area

Update URL for bookmarking or E-mailing

Technical Problems or questions? [Contact Us](#).



# EXHIBIT “K”



**Workforce Diversification Plan for  
Blount School Property, Pensacola, Florida**

**Workforce Diversification Plan for Blount School**

**Memorandum of Understanding**

This Workforce Diversification Plan describes the goals and processes for maximizing the utilization of Minority, Women, and Local Business Enterprises in, and the training and employment of local residents for the **Blount School project** development in Pensacola, Florida. This Plan has been drafted and adopted by **Parsco, LLC**, in cooperation with the undersigned partnering contractors. The Plan establishes goals and procedures for meaningful economic inclusion and the parties agree to review the Plan and assess the effectiveness of its implementation as the Project continues. Amendments may be made from time to time when the parties agree that enhancements would be beneficial.

In demonstration of its commitment to this Plan and the principles which it embodies, **Urban Infill** has engaged \_\_\_\_\_ in a mentor-protégé and consultant relationship. \_\_\_\_\_ representatives at the project management and superintendent level will be shadowing the same level of **Urban Infill** management staff on this project as well as others in an effort to build \_\_\_\_\_ capacity as a commercial contractor. \_\_\_\_\_ will also serve as a primary source of information regarding the businesses and human resources available for and capable of participation in pursuit of the inclusion goals as described within this Plan.

On behalf of Parsco, LLC

\_\_\_\_\_

Date \_\_\_\_\_

By:

On behalf of **Urban Infill**

\_\_\_\_\_

Date \_\_\_\_\_

By:

On behalf of \_\_\_\_\_

\_\_\_\_\_

Date \_\_\_\_\_

By:

## **Workforce Diversification Plan for Blount School**



## Workforce Diversification Plan for Blount School

### **I. PURPOSE**

The parties to this Workforce Diversification Plan for **Blount School** (the “**Plan**”) are united in their efforts to ensure, to the extent commercially reasonable, that ALL individuals, regardless of race, color, religion, age, gender, national origin, ancestry, creed, union membership, sexual orientation, or disability will have the maximum opportunity to be involved in significant ways in the construction of **Blount School** (the “**Project**”). The parties are also united in realizing that the people who live in **Escambia and Santa Rosa Counties** and particularly within the **City of Pensacola**, where the Project is located, should share in the prosperity generated by the construction of the Project as an economic engine.

This plan establishes goals and methods for maximizing minority inclusion and local resident employment at the Project.

- This Plan shall be attached to all Project solicitations. All contracts and subcontracts entered into by **Urban Infill**. shall contain the Plan's inclusion goals and reporting responsibilities.

### **II. DISADVANTAGED BUSINESS INCLUSION GOALS**

The following overall Project procurement goals have been established:

<b>Construction</b>	<b>20% MBE</b>	<b>5% WBE</b>
---------------------	----------------	---------------

Minority and Woman Owned Business inclusion will be determined as a fixed monetary value for M/WBE contracting based on the final project budget. The percentages listed above are presented for reference as ALL BIDDERS on the Project will be expected to contribute to **Urban Infill's** effort to comply with the Plan.

### **III. METHODS FOR MEETING DISADVANTAGED BUSINESS INCLUSION GOALS**

- Prime Contractors, Subcontractors, and other business entities that are awarded Project contracts (“**Contractors**”) shall use their best practical efforts to meet or exceed the established Disadvantaged Business Inclusion goals.
  - Bidders that exceed the stated hiring goals may be given priority consideration.
  - Contractors who submit proposals as joint ventures in a mentor-protégé relationship may be given priority consideration for contact awards.
- Each Contractor shall prepare and submit to **Urban Infill**, a detailed inclusion plan that identifies its own ownership composition, its own scope of work, any part of that scope it intends to subcontract, and how it intends, through subcontracting, joint venturing, or using vendors and suppliers, to meet the established inclusion goals. A meeting is encouraged with the Diversity Administrator (as described in Article VIII of this Plan) during the course of preparation of the Contractor inclusion plan.

## Workforce Diversification Plan for Blount School

- The template for the Contractor's Workforce Diversification Plan is included as Exhibit A.
- Each Contractor issuing solicitations for subcontracts or purchase orders shall take actions to ensure that Contracts will be awarded and administered in accordance with good faith and in the best interest of the overall goal of workforce diversification on this project.

**Establishing Good Faith Best Practical Efforts-** If any Contractor's Workforce Diversification Plan does not meet or exceed the established goals, the Contractor should prepare an analysis showing how it has made a good faith "best effort" to achieve the project goals. This analysis should include, but not be limited to, the following:

- Solicitation through newspapers, advertisements, job fairs, etc.;
  - Correspondence between the Contractor firm and any MBE/WBE firms;
  - Logs of phone calls to M/WBE firms listed in the City of Pensacola, Escambia County, or Santa Rosa County directories;
  - Bid results and reasons why insufficient M/WBE awards were made.
- **Urban Infill** expects each Contractor to put forth good faith effort to meet or exceed the overall goals.

#### **IV. NON-DISCRIMINATION IN CONTRACTING AND HIRING POLICY**

Each Contractor performing work or providing goods or services shall ensure that it, along with its Subcontractors, shall not discriminate on the basis of race, color, religion, age, gender, national origin, ancestry, creed, union membership, sexual orientation, or disability in the award and performance of its contract and/or any sub-contracts that may be needed to perform the work or services for which they are contracted. Likewise, Contractor shall ensure that it, along with its Subcontractors, shall not discriminate on the basis of race, color, religion, age, gender, national origin, ancestry, creed, union membership, sexual orientation, or disability in the Project with respect to all employment practices. The Contractor shall comply with all applicable requirements of any federal, state or local law ordinance or regulation relating to affirmative action, equal opportunity and nondiscrimination in employment, and shall use its best practical efforts to meet all local goals relating thereto.

#### **V. RESIDENT INCLUSION GOALS**

In addition to the above-referenced overall contracting and non-discrimination goals established for the Project, the parties to this Plan voluntarily agree to work together so that, to the greatest extent within the limits of commercial reasonableness, individuals who reside in **Escambia and Santa Rosa County, Florida** (hereafter, "**Local Residents**") shall be preferred for hiring by the Contractors that work on the Project. Furthermore, the parties commit to collaborating on procedures to provide the necessary training for such work, as appropriate.

## Workforce Diversification Plan for Blount School

The overall employment goal established by this Plan shall apply to the total number of workers employed by a business winning a contract award for goods or services required for the design, construction, and management of the Project.

**The minimum goal for employing Local Residents shall be 75% of all on-site employees.**

In addition, this Plan establishes goals that apply to the number of new employees needed by a business winning a contract award for goods or services required for the design, construction, and management of the Project. Qualified Local Residents shall be given priority for employment under this agreement and will be considered before non-residents to be hired to fill new jobs created by this project.

**The minimum goal for hiring Local Residents shall be 100% of all newly hired employees.**

The objectives of this Plan are overall goals for the entire project and will not be evaluated on a contract by contract basis, although all Contractors and Subcontractors shall submit monthly manpower reports for the purpose of tracking Local Resident involvement in the Project.

### **VI. METHODS FOR MEETING LOCAL RESIDENT ECONOMIC INCLUSION GOALS**

- Persons or business entities that are awarded Project contracts (“**Contract Awardees**”) shall use their best practical efforts to meet or exceed the established Local Resident Inclusion goals. Each Contract Awardee shall execute the Non-Discrimination in Hiring form attached hereto and made a part hereof as Exhibit B.
- Each Contract Awardee shall schedule a meeting with **Urban Infill** within two weeks of contract award. The meeting will provide the Awardee the opportunity to learn about the full range of workforce resources and employment related services available to them and to acquire assistance in developing its Manpower Projection Plan.
- Each Contract Awardee shall submit a Manpower Projection Plan, using the form attached hereto and made a part hereof as Exhibit C no later than 30 days after contract award or 14 days prior to mobilization, whichever is earlier. The Manpower Projection Plan shall describe the general scope of the work under the Contract Awardee’s contract, its total projected staffing, projected number of new hires, the type of skills and expertise needed for new hires that will be involved in fulfilling the contract and a timeline for commencing the work.
- In the event that Contract Awardee’s Manpower Projection Plan changes due to revisions in the scope of its contract or its approach to the work, the Contract Awardee should submit an update to its Plan to **Urban Infill** as promptly as possible but in no event after commencement of the work.
- Should the Contract Awardee’s Manpower Projection Plan indicate a need to fill new jobs, the Contract Awardee should make notification through **Urban Infill** for a period of fourteen (14) days prior to publicly advertising the openings. This will enable **Urban Infill** to identify and refer qualified Local Residents to the Contract Awardee as candidates for these job opportunities. Public advertisements for job openings may appear in minority-owned media and non-minority-owned media.

## **Workforce Diversification Plan for Blount School**

- No Contract Awardee will be required to hire personnel who are unqualified to fill job openings, however Contract Awardees are encouraged to consider opportunities for on-the-job training for qualified entry level workers.

### **VII. MONITORING AND REPORTING**

**Urban Infill** shall monitor the Disadvantaged Business Inclusion and Local Resident hiring activity of the Contractors and submit monthly reports that document its progress to **Parsco, LLC**.

**Disadvantaged Business Inclusion Reporting:** Each Contractor with Subcontractors, suppliers, or vendors, shall provide the following information on a monthly basis with their Applications for Payment:

- A breakdown of all amounts billed for that month by Subcontractor and supplier indicating the M/WBE status of that Subcontractor or supplier;
- A contract-to-date summary of the total amount billed by each firm and presented showing the percentage of billings by M/WBE firms to the prime contract's value;
- Signed and notarized Affidavits of Total Payments to Date from each firm.

Any Contractor's failure to provide the monthly Subcontractor report could result in the delay of processing of the Contractor's Application for Payment.

**Local Resident Inclusion Reporting:** Manpower reports shall be submitted monthly by each Contractor, Subcontractor, and consultant with any workforce dedicated to the Project, along with request for payment.

- Manpower reports shall include the name, address and zip code, and race of each employee dedicated to the Project, their job classification, and whether they are a new or existing employee.
- All manpower reports will be compiled by **Urban Infill** into an overall compliance statement, including copies of the individual manpower reports, and be forwarded to **Parsco, LLC** monthly for review.

Any Contractor's failure to provide the monthly manpower report could result in the delay of processing of the Contractor's Application for Payment.

### **VIII. IMPLEMENTATION AND ADMINISTRATION**

**Urban Infill** has designated **Chris Vail**, during the construction of the Project as the Diversity Administrator, who shall be responsible for implementation of this Plan. The Diversity Administrator shall act as the primary coordinator of all aspects of this Plan and will be the primary point of contact for **Urban Infill**

Coordinating with internal and external resources, the Diversity Administrator will be responsible for all implementation activities including the following:

## **Workforce Diversification Plan for Blount School**

- Disadvantaged Business Inclusion
  - Coordinate with Contractors on Project Scheduling and provide early notice of bidding schedules
  - Represent the Project at Contracting Expos and Pre-Bid Conferences
  - Monitor Contractor and Subcontractor bid advertising
  - Review and consolidate M/WBE Inclusion Plans from Contractors
  - Compose/submit required reports to **Parsco, LLC**
  
- Resident Inclusion
  - Coordinate with Contractors on Project Scheduling and provide advance notice of Manpower Projections for planning of training and recruitment programs
  - Assist with identification of existing training programs that can be leveraged to help fill manpower needs, including sources of funding for worker training
  - Represent Project in interfacing with Contractors, Local Churches, Workforce Agencies, and Walk-Up Applicants
  - Review and consolidate Manpower Reports from Contractors
  - Compose/submit required reports to **Parsco, LLC**

More specific responsibilities may be developed as the project progresses to ensure the maximum effectiveness of the implementation of this Workforce Diversification Plan.

**End of Document**

**Exhibits Follow**

**EXHIBIT A**

**CONTRACTOR'S WORKFORCE DIVERSIFICATION PLAN**

The following shall constitute this Contractor's plan for satisfying the M/WBE contracting goals set forth in the Workforce Diversification Plan for Urban Core Office. This information shall be provided for each trade or service that will be utilized for this project. Use additional sheets if necessary.

Name of Contractor: \_\_\_\_\_

Total Bid Amount: \_\_\_\_\_

Planned Overall M/WBE Participation {Goals} <i>Include prime contractor's information, if applicable:</i>				
Name of Contractor, Subcontractor, or Vendor	M/WBE Certification #	Trade, Service, Or Work to be Provided	Dollar Value	% Participation

The Subcontractors and vendors listed above \_\_\_ are or \_\_\_ are not (check one) currently under contract for the scope of work indicated. Actual M/WBE Inclusion will be monitored as part of the monthly Application for Payment so this Plan is submitted to indicate the means anticipated to achieve the inclusion goals.

Additional Comments:

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By signing below, I attest that the above information is accurate to the best of my knowledge and that we will put forth our best practical efforts to achieve said participation goals.

\_\_\_\_\_  
*Signature of Owner/Chief Executive Officer*

\_\_\_\_\_  
*Date*

**Workforce Diversification Plan for Blount School**

**EXHIBIT B**

**CONTRACTOR AND SUBCONTRACTOR ACKNOWLEDGEMENT FORM**

Contractor is responsible for getting all Subcontractors to complete and sign this form. Please print out multiple forms as needed.

**NON-DISCRIMINATION IN HIRING**

**NOTICE**

The Contract Awardee and its Subcontractors shall not discriminate nor permit discrimination against any person because of race, color, religion, age, gender, national origin, ancestry, creed, handicap, sexual orientation, union membership, disabled or Vietnam era veteran status, or limited English proficiency in the performance of the contract, including, but not limited to, preparation, manufacture, fabrication, installation, erection and delivery of all supplies and equipment. In the event of receipt of such evidence of such discrimination by a Contract Awardee or its agents, employees or representatives, **Urban Infill** shall have the right to terminate the Contract for cause. In the event of the continued refusal on the part of the Contract Awardee to comply with this anti-discrimination provision, the Contract Awardee may be removed from the list of approved bidders of **Urban Infill**.

The Contract Awardee agrees to include subparagraph (1) above with appropriate adjustments for the identity of the parties in all subcontracts, which are entered into for work to be performed pursuant to the Contract.

Trade Name of Prime Contractor: \_\_\_\_\_

\_\_\_\_\_  
(Seal)

Signature of Prime Contractor Representative

or

Trade Name of Subcontractor: \_\_\_\_\_

\_\_\_\_\_  
(Seal)

Signature of Subcontractor Representative

**Workforce Diversification Plan for Blount School**

**EXHIBIT C**

**MANPOWER PROJECTION PLAN**

Contractor:		
Contract Scope:		
Total Bid Amount:	Start Date:	End Date:
Total # of Employees on Payroll: <input type="checkbox"/> 0-50 <input type="checkbox"/> 51-100 <input type="checkbox"/> 101-150 <input type="checkbox"/> 151-200+	Woman or Minority Owned Business: <input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Contractor Contact Information (person Responsible for working with Greenhut Construction to achieve local hiring goals)</b>		
Contact Name		
Work Address		
City, State, & Zip		
Telephone #	Office	Cell
Email Address		

**WORKFORCE PLAN**

Projected Number of Required Workers for this entire project	Total Number of Current Employees on payroll	Projected Number of New Hires for this entire project

- Is recruitment required for new hires by the Contractor?    No    Yes   How soon? \_\_\_\_\_ days
- If no, will former workers be brought back?    No    Yes   How Many? \_\_\_\_\_
- Is recruitment required for any of your Subcontractors?    No    Yes  
If so, have them complete plan.
- Does the Contractor have openings on other projects?    No    Yes
- If recruitment is required, complete chart below and attach job descriptions for each.

Position Title	# Jobs	Skills Required	Wage Rate	Experience Level (1=skilled, 2=entry, 3=no experience)

By signing below, I attest that the information above is accurate to the best of my knowledge and ensure that my company will put forth our best practical effort to hire local residents for all job openings available as a result of this project. This will assist to achieve the project hiring participation goals.

\_\_\_\_\_  
**Name of Authorized Contractor Representative**

\_\_\_\_\_  
**Signature of Authorized Contractor Representative**

\_\_\_\_\_  
**Date**