



CITY OF BELLE ISLE, FL
BUDGET COMMITTEE MEETING

Held in City Hall Chambers, 1600 Nela Avenue, Belle Isle, FL
Held the Friday before the 3rd Tuesday of Every Month
Friday, March 26, 2021 * 3:00 PM

AGENDA

1. **Call to Order and Confirmation of Quorum**
2. **Citizen Comments**
3. **Approval of Minutes**
 - a. Approval of the February 12, 2021 minutes - no quorum
 - b. Approval of the February 16, 2021 minutes
4. **Review of Revenue and Expenses**
 - a. January 2021 Finance Reports
 - b. February 2021 Finance Reports
5. **Agenda Items**
 - a. Mid-year Report Discussion
 - b. Discussion on Market Rent for CCA Lease
 - c. Review of Impact Fee Study Bid - Duncan Associates
 - d. Review of Lobbyist Bid - The Southern Group, Ballard Partners and Gray Robinson
6. **Next Meeting Schedule**
7. **Adjournment**



CITY OF BELLE ISLE, FL **Budget Advisory Committee Minutes**

February 12, 2021 3:00 PM

1600 Nela Avenue, Belle Isle, Florida 32809

(407) 851-7730 • FAX (407) 240-2222

www.cityofbelleislefl.org

The Belle Isle Budget Committee met in person February 12, 2021 at 3:00 PM.

Members present were: Rick Miller, Clayton Van Camp, Charlotte Brown, and Nash Shook joined via (Virtual Webinar zoom.us/j/84231623220). Also present were, Finance Manager Richardson, Chief Houston, and City Clerk Quiceno.

Absent: City Clerk Quiceno informed committee that Board Member Miller called to request an Excused Absence due to out of town.
Board Member Yarbrough was absent.

Call to Order

Chairman Miller at 3:15PM asked City Clerk Quiceno to confirm there was not a quorum present; therefore no meeting could be held.

Chairman Miller suggested to have a discussion.

Chief Houston discussed the update on Police Vehicles.

This AM Enterprise Leasing Orlando provided a presentation about leasing vehicles. Chairman Miller was in attendance.

Chief Houston stated there was an issue regarding procurement of the Chevy vehicles that had been discussed at the last meeting due to the “window closed” January 7, 2021 for the state contract with Allen J Leasing. Mike Albert Fleet Leasing- had no state contract—Enterprise Leasing Orlando would be able to provide a 1yr lease agreement with 3.69% interest with a state contract. Looking to lease 7 administrative vehicles and 14 patrol vehicles for a (3yr lease). Administrative vehicles required limited upgrades which would reduce cost on these vehicles as no towing package would be required—again—all vehicles would be replaced now.

Chairman Miller discussed the package quote provided by Enterprise Leasing Orlando-- Board Member Brown verified that the vehicles for lease are now FORD and not Chevy—Chief Houston replied yes—Ford Models---Board Member Brown asked time frame for upgrades to vehicles--

Chairman Miller stated that Enterprise Leasing Orlando had stated at the presentation there is a shortage on microchips--so once a contract is signed-- looking at approximately 12 weeks out for new vehicles.

Board Member VanCamp inquired if this would still be within budget –Finance Manager Richardson stated—staying within budget.

Chairman Miller stated a special meeting would need to take place in order to discuss and vote on 1 item—which would be—the request to replace all 21 Police Vehicles in the leasing contract.

Set time/date/location for SPECIAL MEETING – 1 ITEM

Next meeting will be in person, Tuesday, February 16, 2021 at 6:00 PM.

Discussion ended at 3:26 PM.



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Range of Checking Accts: First to Last Range of Check Dates: 01/01/21 to 01/31/21
Report Type: All Checks Report Format: Detail Check Type: Computer: Y Manual: Y Dir Deposit: Y

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num
PO #	Item	Description					Ref Seq Acct
CHARTER		FSB CHARTER SCHOOL RENTAL ACCT					
2125	01/14/21	EDLGLAZI E.D.L. GLAZING INC.				01/31/21	944
21000368	1	NEW WINDOWS CHARTER VILLAGES	1,970.00	201-569-00-4600	Expenditure		2 1
				MAINTENANCE - CHARTER SCHOOL			
2126	01/14/21	SOUTHERN SOUTHERN FIRE PROTECTION OF OR				01/31/21	944
21000367	1	CHARTER FIRE SPRINKLER INSPECT	321.00	201-569-00-4600	Expenditure		1 1
				MAINTENANCE - CHARTER SCHOOL			
2127	01/29/21	EDGEREAL EDGE REALTY ADVISORS, LLC.					947
21000373	1	RETAINER FOR BOA RENT APPRAISA	1,275.00	201-569-00-3100	Expenditure		1 1
				PROFESSIONAL SERVICES - CHARTER			
2128	01/29/21	INTEGRAR INTEGRA REALTY RESOURCES					947
21000374	1	RETAINER-CHARTER RENT APPRAISA	1,500.00	201-569-00-3100	Expenditure		2 1
				PROFESSIONAL SERVICES - CHARTER			

Checking Account Totals	Paid	Void	Amount Paid	Amount Void
Checks:	4	0	5,066.00	0.00
Direct Deposit:	0	0	0.00	0.00
Total:	4	0	5,066.00	0.00

OPERATING	Operating Account	Check Date	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num
10824	01/04/21	CARDSERV CARD SERVICES CENTER				01/31/21	946
21000372	1	MAGNET PICKUP PEN	2.99	001-541-00-5200	Expenditure		1 1
				OPERATING SUPPLIES			
21000372	2	SNAP RING PLIERS	14.99	001-541-00-5200	Expenditure		2 1
				OPERATING SUPPLIES			
21000372	3	CONCRETE FINES	76.50	001-541-00-4680	Expenditure		3 1
				REPAIRS & MAINTENANCE - ROADS			
21000372	4	CEMENT MIXER REPAIR	207.54	001-541-00-4610	Expenditure		4 1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP			
21000372	5	GREEN MACHINE RADIATOR FLUSH/S	188.00	001-541-00-4610	Expenditure		5 1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP			
21000372	6	US FLAG FOR CITY HALL	52.00	001-519-00-4600	Expenditure		6 1
				REPAIRS & MAINTENANCE - GENERAL			
21000372	7	WOOD SEALANT/WEATHER STRIPPING	37.82	001-541-00-4670	Expenditure		7 1
				REPAIRS & MAINTENANCE - PARKS			
21000372	8	PROPANE TANK HIGHLANDS CROSSWA	40.00	001-541-00-4680	Expenditure		8 1
				REPAIRS & MAINTENANCE - ROADS			
21000372	9	TASER INSTRUCTOR TRAINING	375.00	001-521-00-5500	Expenditure		9 1
				TRAINING - POLICE			
21000372	10	COVID19 TEST FOR OFFICER	50.00	001-521-00-4900	Expenditure		10 1
				OTHER CURRENT CHARGES			
21000372	11	POSTAGE TO RETURN TASER	42.75	001-521-00-4200	Expenditure		11 1
				POSTAGE & FREIGHT			
21000372	12	NOV2020 MICROSOFT OFFICE SUITE	16.50	001-521-00-3100	Expenditure		12 1
				TECHNOLOGY SUPPORT/SERVICES			
21000372	13	NOV2020 GMAIL	360.00	001-521-00-3100	Expenditure		13 1
				TECHNOLOGY SUPPORT/SERVICES			

Item a.

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PO #	Item	Description							
OPERATING									
10824		CARD SERVICES CENTER		Continued					
21000372	14	WIFI SVC CH GENERATOR 1 YEAR	49.99	001-519-00-4100	Expenditure		14	1	
				COMMUNICATIONS SERVICES					
21000372	15	NOV2020 GMAIL	204.00	001-519-00-4100	Expenditure		15	1	
				COMMUNICATIONS SERVICES					
21000372	16	ACRYLIC BARRIERS COUNCIL CHAMB	3,478.08	001-519-00-4600	Expenditure		16	1	
				REPAIRS & MAINTENANCE - GENERAL					
21000372	17	GLADE/SANITIZER/DISINFECTANT	32.92	001-519-00-5100	Expenditure		17	1	
				OFFICE SUPPLIES					
21000372	18	CANDY FOR CHRISTMAS EVENT	398.18	001-519-00-4800	Expenditure		18	1	
				SPECIAL EVENTS					
21000372	19	CANDY FOR CHRISTMAS EVENT	60.00	001-519-00-4800	Expenditure		19	1	
				SPECIAL EVENTS					
21000372	20	CANDY FOR CHRISTMAS EVENT	158.64	001-519-00-4800	Expenditure		20	1	
				SPECIAL EVENTS					
21000372	21	DEC2020 ZOOM MEETING SVC	140.00	001-519-00-4100	Expenditure		21	1	
				COMMUNICATIONS SERVICES					
21000372	22	PUBLIC WORKS I CLOUD STORAGE	0.99	001-541-00-4100	Expenditure		22	1	
				COMMUNICATIONS					
21000372	23	NELA BRIDGE BRICK-BARKEVICHS	34.00	001-519-00-4900	Expenditure		23	1	
				OTHER CURRENT CHARGES					
21000372	24	COFFEE/PAPER TOWELS/TP/GLADE	106.14	001-519-00-5100	Expenditure		24	1	
				OFFICE SUPPLIES					
21000372	25	REPLACEMENT TIRE CAPS VEH 704	107.80	001-521-00-4610	Expenditure		25	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000372	26	REPLACEMENT FLASHLIGHT	135.30	001-521-00-4900	Expenditure		26	1	
				OTHER CURRENT CHARGES					
21000372	27	TASER BATTERIES	122.40	001-521-00-5200	Expenditure		27	1	
				OPERATING SUPPLIES					
			6,492.53						
10763	01/08/21	FLMUNPEN FL MUNICIPAL PENSION TRUST FND				01/31/21		938	
21000288	1	PAYROLL 1/08/21	13,085.25	001-900-00-0004	Expenditure		1	1	
				RETIREMENT CONTRIBUTIONS PAYABLE					
21000288	2	PAYROLL 1/08/21	1,808.95	001-900-00-0005	Expenditure		2	1	
				457B DEFERRED COMP PAYABLE					
21000288	3	PAYROLL 1/08/21	517.24	001-900-00-0010	Expenditure		3	1	
				401A/457B RETIREMENT LOAN PAYABLE					
			15,411.44						
10764	01/08/21	FLSTDISB FL STATE DISBURSEMENT UNIT				01/31/21		938	
21000289	1	PAYROLL 1/08/21	398.86	001-900-00-0008	Expenditure		4	1	
				CHILD SUPPORT PAYABLE					
10783	01/14/21	ADVANCEA ADVANCE AUTO PARTS				01/31/21		943	
21000346	1	WIPERBLADES PD VEH 501	29.98	001-521-00-4610	Expenditure		65	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
10784	01/14/21	AMAZON AMAZON HOSE & RUBBER COMPANY				01/31/21		943	
21000332	1	PIPE ADAPTERS GREEN GOBBLER TA	56.30	001-541-00-5200	Expenditure		37	1	
				OPERATING SUPPLIES					

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Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING									
		Operating Account		Continued					
10785	01/14/21	AQUATIC WEED CONTROL, INC.				01/31/21	943		
21000336	1	JAN2021 WATERWAY SVC OUTFALL	45.00	103-541-00-3450	Expenditure			42	1
				LAKE CONSERVATION					
21000337	1	JAN2021 BI/M WATERWAY SVC	55.00	103-541-00-3450	Expenditure			43	1
				LAKE CONSERVATION					
21000338	1	JAN2021 WATERWAY SVC	418.00	103-541-00-3450	Expenditure			44	1
				LAKE CONSERVATION					
			518.00						
10786	01/14/21	B HPOL B&H POLICE SUPPLY LLC				01/31/21	943		
21000348	1	AMMUNITION FOR TRAINING	2,800.00	104-521-00-5500	Expenditure			67	1
				TRAINING					
10787	01/14/21	BOULEVAR BOULEVARD TIRE CENTER				01/31/21	943		
21000317	1	TIRE REPLACEMENT PW TRUCK	260.64	001-541-00-4610	Expenditure			5	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
10788	01/14/21	CANON FI CANON FINANCIAL SERVICES, INC.				01/31/21	943		
21000319	1	DEC2020 COPIER USAGE	32.57	001-521-00-4700	Expenditure			7	1
				PRINTING & BINDING					
21000319	2	DEC2020 COPIER USAGE	81.13	001-519-00-4700	Expenditure			8	1
				PRINTING & BINDING					
			113.70						
10789	01/14/21	CFPROPAN CENTRAL FLORIDA PROPANE, INC.				01/31/21	943		
21000342	1	PROPANE TANK REFILL	186.20	001-541-00-5200	Expenditure			56	1
				OPERATING SUPPLIES					
10790	01/14/21	CHOW ALLAN CHOW - EXETER SYSTEM LLC				01/31/21	943		
21000318	1	IT SUPPORT/NETWORK MAINT	255.00	001-519-00-3400	Expenditure			6	1
				CONTRACTUAL SERVICES					
10791	01/14/21	CONTROLS CONTROL SPECIALISTS				01/31/21	943		
21000334	1	JAN2021 TRAFFIC SIGNAL MAINT	368.00	001-541-00-3400	Expenditure			40	1
				CONTRACTUAL SERVICES					
10792	01/14/21	EMHYDRAU E&M HYDRAULIC EQUIPMENT INC				01/31/21	943		
21000347	1	SPARK PLUG/EVAL PRESSURE WASHE	65.45	001-541-00-4610	Expenditure			66	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
10793	01/14/21	EVERGLAD EVERGLADES EQUIPMENT GROUP				01/31/21	943		
21000364	1	SERVICE ON PW GATOR	581.07	001-541-00-4610	Expenditure			84	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
10794	01/14/21	FISH FISHBACK, DOMINICK, BENNETT,					943		
21000343	1	DEC2020 LEGAL SVC RETAINER	3,800.00	001-519-00-3110	Expenditure			57	1
				LEGAL SERVICES					
21000344	1	DEC2020 LEGAL SVC AG	1,927.50	001-519-00-3110	Expenditure			58	1
				LEGAL SERVICES					
21000344	2	DEC2020 LEGAL SVC ANNEXATION	1,445.00	001-519-00-3110	Expenditure			59	1
				LEGAL SERVICES					

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PO #	Item	Description							
OPERATING									
Operating Account			Continued						
10794	FISHBACK, DOMINICK, BENNETT,	Continued							
21000344	3	DEC2020 LEGAL SVC P&Z	180.00	001-519-00-3110	Expenditure		60	1	
				LEGAL SERVICES					
21000344	4	DEC2020 LEGAL SVC CODE ENF	682.50	001-519-00-3110	Expenditure		61	1	
				LEGAL SERVICES					
21000344	5	DEC2020 LEGAL SVC STATE REQ	135.00	001-519-00-3110	Expenditure		62	1	
				LEGAL SERVICES					
21000344	6	DEC2020 LEGAL SVC POSTAGE	0.65	001-519-00-3110	Expenditure		63	1	
				LEGAL SERVICES					
			8,170.65						
10795	01/14/21	FISHER FISHER PLANNING & DEVELOPMENT				01/31/21		943	
21000339	1	JAN2021 PLANNING SVC	6,250.00	001-519-00-3400	Expenditure		45	1	
				CONTRACTUAL SERVICES					
10796	01/14/21	FLAMUN FLORIDA MUNICIPAL INS. TRUST				01/31/21		943	
21000327	1	JAN2021 HEALTH/DENTAL/VIS/LIFE	8,092.44	001-900-00-0006	Expenditure		17	1	
				INSURANCE PAYABLE					
21000327	2	JAN2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2312	Expenditure		18	1	
				DENTAL & VISION INSURANCE - DISTRICT 2					
21000327	3	JAN2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2313	Expenditure		19	1	
				DENTAL & VISION INSURANCE - DISTRICT 3					
21000327	4	JAN2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2315	Expenditure		20	1	
				DENTAL & VISION INSURANCE - DISTRICT 5					
21000327	5	JAN2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2316	Expenditure		21	1	
				DENTAL & VISION INSURANCE - DISTRICT 6					
21000327	6	JAN2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2317	Expenditure		22	1	
				DENTAL & VISION INSURANCE - DISTRICT 7					
21000327	7	JAN2021 HEALTH/DENTAL/VIS/LIFE	33.32	001-512-00-2310	Expenditure		23	1	
				DENTAL & VISION INSURANCE					
21000327	8	JAN2021 HEALTH/DENTAL/VIS/LIFE	6,364.92	001-513-00-2300	Expenditure		24	1	
				HEALTH INSURANCE					
21000327	9	JAN2021 HEALTH/DENTAL/VIS/LIFE	273.22	001-513-00-2310	Expenditure		25	1	
				DENTAL & VISION INSURANCE					
21000327	10	JAN2021 HEALTH/DENTAL/VIS/LIFE	158.73	001-513-00-2320	Expenditure		26	1	
				LIFE INSURANCE					
21000327	11	JAN2021 HEALTH/DENTAL/VIS/LIFE	18,856.05	001-521-00-2300	Expenditure		27	1	
				HEALTH INSURANCE					
21000327	12	JAN2021 HEALTH/DENTAL/VIS/LIFE	615.56	001-521-00-2310	Expenditure		28	1	
				DENTAL & VISION INSURANCE					
21000327	13	JAN2021 HEALTH/DENTAL/VIS/LIFE	483.61	001-521-00-2320	Expenditure		29	1	
				LIFE INSURANCE					
21000327	14	JAN2021 HEALTH/DENTAL/VIS/LIFE	2,386.83	001-541-00-2300	Expenditure		30	1	
				HEALTH INSURANCE					
21000327	15	JAN2021 HEALTH/DENTAL/VIS/LIFE	78.03	001-541-00-2310	Expenditure		31	1	
				DENTAL & VISION INSURANCE					
21000327	16	JAN2021 HEALTH/DENTAL/VIS/LIFE	45.63	001-541-00-2320	Expenditure		32	1	
				LIFE INSURANCE					
			37,584.64						

Item a.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num
PO #	Item	Description					Ref Seq Acct
OPERATING Operating Account			Continued				
10797	01/14/21	GALLS GALLS, LLC.				01/31/21	943
21000349	1	UNI FORMS FOR PUBLIC WORKS	67.20	001-541-00-5210	Expendi ture		68 1
				UNI FORMS			
21000350	1	UNI FORMS FOR PUBLIC WORKS	134.40	001-541-00-5210	Expendi ture		69 1
				UNI FORMS			
			201.60				
10798	01/14/21	GEMSEAL2 GEMSEAL					943
21000320	1	DIP IN ROAD/CROSSWALK SIGNS	2,379.50	001-541-00-4680	Expendi ture		9 1
				REPAIRS & MAINTENANCE - ROADS			
10799	01/14/21	GOLDNUGG GOLD NUGGET UNI FORM				01/31/21	943
21000316	1	PD UNI FORMS	88.08	001-521-00-5210	Expendi ture		4 1
				UNI FORMS			
10800	01/14/21	GRANITE GRANITE INLINER, LLC.				01/31/21	943
21000366	1	CIPP LINING 3509 ST MORITZ	29,430.00	103-541-00-4600	Expendi ture		86 1
				REPAIRS & MAINTENANCE			
10801	01/14/21	GROUNDWE GROUNDWERKS					943
21000330	1	PUMP SERVICE TRIMBLE PARK	1,585.15	001-541-00-4670	Expendi ture		35 1
				REPAIRS & MAINTENANCE - PARKS			
10802	01/14/21	HRDIRECT HRdirect				01/31/21	943
21000328	1	PD POSTERGUARD RENEWAL	79.99	001-521-00-5200	Expendi ture		33 1
				OPERATING SUPPLIES			
10803	01/14/21	JJSWASTE JJ'S WASTE & RECYCLING LLC.				01/31/21	943
21000335	1	JAN2021 SOLID WASTE SVC	55,414.10	001-519-00-4310	Expendi ture		41 1
				SOLID WASTE DISPOSAL/YARDWASTE			
10804	01/14/21	MERCURY MERCURY PLUMBING, INC.				01/31/21	943
21000352	1	PLUMBING REPAIR AT PD	185.00	001-521-00-4600	Expendi ture		71 1
				REPAIRS & MAINTENANCE - GENERAL			
10805	01/14/21	MUNICIP MUNICIPAL CODE CORPORATION					943
21000324	1	DEC2020 AGENDA MANAGEMENT	300.00	001-519-00-3400	Expendi ture		13 1
				CONTRACTUAL SERVICES			
10806	01/14/21	NATIONAL NATIONAL LEAGUE OF CITIES					943
21000341	1	DIRECT MEMBER DUES #9370	130.23	001-511-00-5401	Expendi ture		47 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 1			
21000341	2	DIRECT MEMBER DUES #9370	130.23	001-511-00-5402	Expendi ture		48 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 2			
21000341	3	DIRECT MEMBER DUES #9370	130.22	001-511-00-5403	Expendi ture		49 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 3			
21000341	4	DIRECT MEMBER DUES #9370	130.22	001-511-00-5404	Expendi ture		50 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 4			
21000341	5	DIRECT MEMBER DUES #9370	130.22	001-511-00-5405	Expendi ture		51 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 5			
21000341	6	DIRECT MEMBER DUES #9370	130.22	001-511-00-5406	Expendi ture		52 1
				BOOKS, SUBSCRIPTIONS & MEMBERSHIP S- DIS 6			

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING Operating Account			Continued						
10806 NATIONAL LEAGUE OF CITIES			Continued						
21000341	7	DIRECT MEMBER DUES #9370	130.22	001-511-00-5407	Expenditure		53	1	
				BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 7					
21000341	8	DIRECT MEMBER DUES #9370	130.22	001-512-00-5400	Expenditure		54	1	
				BOOKS, SUBSCRIPTIONS & MEMBERSHIPS					
21000341	9	DIRECT MEMBER DUES #9370	130.22	001-513-00-5400	Expenditure		55	1	
				BOOKS, SUBSCRIPTIONS & MEMBERSHIPS					
			1,172.00						
10807	01/14/21	OCPROP ORANGE COUNTY PROPERTY APPRAIS							943
21000345	1	FY2021 NON-AD VALOREM ADMIN FEE	526.00	001-519-00-4905	Expenditure		64	1	
				NON AD VALOREM ASSESSMENT FEE					
10808	01/14/21	OCUSW ORANGE COUNTY SOLID WASTE				01/31/21			943
21000321	1	DEC2020 YARDWASTE	101.02	001-519-00-4310	Expenditure		10	1	
				SOLID WASTE DISPOSAL/YARDWASTE					
10809	01/14/21	ORLSENT ORLANDO SENTINEL				01/31/21			943
21000354	1	NOV2020 NEWSPAPER ADVERTISEMEN	512.50	001-519-00-4910	Expenditure		74	1	
				LEGAL ADVERTISING					
21000355	1	DEC2020 NEWSPAPER ADVERTISEMEN	490.00	001-519-00-4910	Expenditure		75	1	
				LEGAL ADVERTISING					
			1,002.50						
10810	01/14/21	ORLUTIL ORLANDO UTILITIES COMMISSION				01/31/21			943
21000326	1	WATER SVC 11/20-12/21/20	25.09	001-521-00-4300	Expenditure		15	1	
				UTILITY/ELECTRIC/WATER					
21000326	2	WATER SVC 11/20-12/21/20	828.36	001-519-00-4300	Expenditure		16	1	
				UTILITY/ELECTRIC/WATER					
			853.45						
10811	01/14/21	PACE PACE ELECTRIC, INC.							943
21000325	1	ELECTRICAL SVC-REGAL/HOLLOWAY/	698.45	001-541-00-4670	Expenditure		14	1	
				REPAIRS & MAINTENANCE - PARKS					
10812	01/14/21	PRM PUBLIC RISK MANAGEMENT OF FL							943
21000333	1	20/21 Q2 PROP/LIAB/WC/AUTO INS	14,995.75	001-900-00-0012	Expenditure		38	1	
				DUE TO/FROM CORNERSTONE CHARTER					
21000333	2	20/21 Q2 PROP/LIAB/WC/AUTO INS	17,669.25	001-519-00-4500	Expenditure		39	1	
				INSURANCE					
			32,665.00						
10813	01/14/21	RBT RELIABLE BUSINESS TECHNOLOGIES							943
21000315	1	DEC2020 IT SUPPORT PD	950.00	001-521-00-3100	Expenditure		3	1	
				TECHNOLOGY SUPPORT/SERVICES					
10814	01/14/21	READEY HARVEY READEY							943
21000340	1	REFUND OVERPYMT DENTAL INS	30.37	001-900-00-0006	Expenditure		46	1	
				INSURANCE PAYABLE					

Item a.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING									
Operating Account			Continued						
10815	01/14/21	RIKERSAU RIKERS AUTOMOTIVE & TIRE, LLC.		(Void Reason: INV PAID BY CREDIT C)		01/14/21	VOID		943
21000322	1	TIRE PATCH PW TRUCK	28.52	001-541-00-4610	Expenditure			11	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000323	1	NEW TIRES PW GREEN MACHINE	151.34	001-541-00-4610	Expenditure			12	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000365	1	DIPSTICK TUBE DUMP TRUCK	245.51	001-541-00-4610	Expenditure			85	1
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
			425.37						
10816	01/14/21	SLOANSAU SLOAN'S AUTOMOTIVE							943
21000356	1	TIRES AND TIRE SVC PD VEH 706	410.72	001-521-00-4610	Expenditure			76	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000357	1	REPAIRS PD VEH 407	374.10	001-521-00-4610	Expenditure			77	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000358	1	OIL CHG/REPAIRS PD VEH 406	348.07	001-521-00-4610	Expenditure			78	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000359	1	REPAIRS PD VEH 708	1,247.06	001-521-00-4610	Expenditure			79	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000360	1	CREDIT FOR OVERCHRG SPARK PLUG	102.02	001-521-00-4610	Expenditure			80	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000361	1	OIL CHANGE PD VEH 403	76.08	001-521-00-4610	Expenditure			81	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000362	1	OIL CHANGE PD VEH 705	73.89	001-521-00-4610	Expenditure			82	1
				REPAIRS AND MAINTENANCE - VEHICLES					
21000363	1	OIL CHANGE/TIRE PATCH PDVEH704	117.61	001-521-00-4610	Expenditure			83	1
				REPAIRS AND MAINTENANCE - VEHICLES					
			2,545.51						
10817	01/14/21	SOUTH PI SOUTH PINECASTLE MINI-WAREHOUS				01/31/21			943
21000329	1	JAN2021 STORAGE UNIT #27	130.00	001-513-00-4900	Expenditure			34	1
				OTHER CURRENT CHARGES					
10818	01/14/21	SUNBELT SUNBELT RENTALS				01/31/21			943
21000353	1	SOD CUTTER RENTAL ST PARTIN SW	996.93	001-541-00-4680	Expenditure			72	1
				REPAIRS & MAINTENANCE - ROADS					
21000353	2	SOD CUTTER RENTAL ST PARTIN SW	857.01	001-541-00-4680	Expenditure			73	1
				REPAIRS & MAINTENANCE - ROADS					
			139.92						
10819	01/14/21	TREETOP TREETOP PRODUCTS, INC.				01/31/21			943
21000351	1	3 BENCHES	1,295.79	001-541-00-4670	Expenditure			70	1
				REPAIRS & MAINTENANCE - PARKS					
10820	01/14/21	TRIMACOU TRIMAC OUTDOOR							943
21000331	1	DEC2020 LAWN MAINTENANCE	2,400.00	001-541-00-3420	Expenditure			36	1
				LANDSCAPING SERVICES					
10821	01/14/21	UNI VERSA UNIVERSAL ENGINEERING SCIENCE				01/31/21			943
21000313	1	NOV2020 BUILDING PERMITS	7,325.60	001-519-00-3405	Expenditure			1	1
				BUILDING PERMITS					

Item a.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING									
Operating Account			Continued						
10821	UNI VERSAL	ENGINEERING SCIENCE	Continued						
21000314	1	DEC2020 BUILDING PERMITS	7,889.60	001-519-00-3405	Expenditure			2	1
				BUILDING PERMITS					
			15,215.20						
10765	01/18/21	VOYAGER VOYAGER FLEET SYSTEMS, INC.				01/31/21		939	
21000290	1	FUEL PURCHASES P/E 12/24/20	3,713.74	001-521-00-5230	Expenditure			1	1
				FUEL EXPENSE					
21000290	2	FUEL PURCHASES P/E 12/24/20	27.51	001-519-00-5230	Expenditure			2	1
				FUEL EXPENSE					
21000290	3	FUEL PURCHASES P/E 12/24/20	343.20	001-541-00-5230	Expenditure			3	1
				FUEL EXPENSE					
			4,084.45						
10822	01/22/21	FLMUNPEN FL MUNICIPAL PENSION TRUST FND				01/31/21		945	
21000370	1	PAYROLL 1/22/2021	11,595.29	001-900-00-0004	Expenditure			1	1
				RETIREMENT CONTRIBUTIONS PAYABLE					
21000370	2	PAYROLL 1/22/2021	1,573.71	001-900-00-0005	Expenditure			2	1
				457B DEFERRED COMP PAYABLE					
21000370	3	PAYROLL 1/22/2021	601.52	001-900-00-0010	Expenditure			3	1
				401A/457B RETIREMENT LOAN PAYABLE					
			13,770.52						
10823	01/22/21	FLSTDISB FL STATE DISBURSEMENT UNIT				01/31/21		945	
21000371	1	PAYROLL 1/22/2021	398.86	001-900-00-0008	Expenditure			4	1
				CHILD SUPPORT PAYABLE					
10827	01/31/21	BRIGHTHO SPECTRUM				01/31/21		949	
21000387	1	CITY HALL CABLE SVC 1/3-2/2/21	24.00	001-519-00-4100	Expenditure			14	1
				COMMUNICATIONS SERVICES					
21000388	1	PD PHONE SVC 12/16-1/15/21	593.42	001-521-00-4100	Expenditure			15	1
				COMMUNICATIONS SERVICES					
21000389	1	PW INTERNET SVC 1/16-2/15/21	74.98	001-541-00-4100	Expenditure			16	1
				COMMUNICATIONS					
21000391	1	CITY HALL PHONE SVC 1/18-2/17/	567.38	001-519-00-4100	Expenditure			22	1
				COMMUNICATIONS SERVICES					
21000392	1	CITY HALL PHONE SVC 12/18-1/17	564.83	001-519-00-4100	Expenditure			23	1
				COMMUNICATIONS SERVICES					
			1,824.61						
10828	01/31/21	COLONIAL COLONIAL LIFE INSURANCE				01/31/21		949	
21000381	1	DEC2020 OPTIONAL INS	695.64	001-900-00-0006	Expenditure			6	1
				INSURANCE PAYABLE					
10829	01/31/21	DUKEENER DUKE ENERGY				01/31/21		949	
21000384	1	DEC2020 ELECTRIC SVC	288.69	001-519-00-4300	Expenditure			9	1
				UTILITY/ELECTRIC/WATER					
21000384	2	DEC2020 ELECTRIC SVC	214.02	001-521-00-4300	Expenditure			10	1
				UTILITY/ELECTRIC/WATER					
21000384	3	DEC2020 ELECTRIC SVC	7,435.34	001-541-00-4300	Expenditure			11	1
				UTILITY/ELECTRIC/WATER					

Item a.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING									
Operating Account									
Continued									
10829	DUKE ENERGY	Continued							
21000385	1	DEC2020 ELECTRIC SVC BOA	64.82	001-541-00-4300	Expenditure		12	1	
				UTILITY/ELECTRIC/WATER					
			8,002.87						
10830	01/31/21	FEDEX FEDERAL EXPRESS				01/31/21		949	
21000379	1	SHIPPING	11.73	001-519-00-4200	Expenditure		2	1	
				FREIGHT & POSTAGE					
21000397	1	SHIPPING	13.16	001-519-00-4200	Expenditure		41	1	
				FREIGHT & POSTAGE					
			24.89						
10831	01/31/21	GUARDIA GUARDIAN INSURANCE				01/31/21		949	
21000380	1	JAN2021 DISABILITY INS	432.28	001-513-00-2330	Expenditure		3	1	
				DISABILITY INSURANCE					
21000380	2	JAN2021 DISABILITY INS	160.07	001-541-00-2330	Expenditure		4	1	
				DISABILITY INSURANCE					
21000380	3	JAN2021 DISABILITY INS	1,536.58	001-521-00-2330	Expenditure		5	1	
				DISABILITY INSURANCE					
			2,128.93						
10832	01/31/21	HOME HOME DEPOT CREDIT SERVICES				01/31/21		949	
21000396	1	CONCRETE/PAPER TOWELS/SPRAY NO	242.58	001-541-00-5200	Expenditure		38	1	
				OPERATING SUPPLIES					
21000396	2	RETURN SPRAY NOZZLE	4.97	001-541-00-5200	Expenditure		39	1	
				OPERATING SUPPLIES					
21000396	3	FIRE ANT KILLER/RUB BRICK	41.43	001-541-00-5200	Expenditure		40	1	
				OPERATING SUPPLIES					
			279.04						
10833	01/31/21	OCUWATER ORANGE COUNTY UTILITIES - WATE				01/31/21		949	
21000382	1	WATER SVC MONTMART 12/12-1/14/	25.07	001-541-00-4300	Expenditure		7	1	
				UTILITY/ELECTRIC/WATER					
10834	01/31/21	OFFDEP OFFICE DEPOT CREDIT PLAN				01/31/21		949	
21000394	1	ADDRESS LABELS/BATTERIES	72.97	001-513-00-5200	Expenditure		29	1	
				OPERATING SUPPLIES					
21000395	1	MONITOR	169.99	001-519-00-5100	Expenditure		30	1	
				OFFICE SUPPLIES					
21000395	2	METAL DESK SIGN FOR ATTORNEY	16.99	001-519-00-5100	Expenditure		31	1	
				OFFICE SUPPLIES					
21000395	3	TONER/PAPER	155.41	001-519-00-5100	Expenditure		32	1	
				OFFICE SUPPLIES					
21000395	4	DESK CALENDARS	28.77	001-519-00-5100	Expenditure		33	1	
				OFFICE SUPPLIES					
21000395	5	STAMP/TONER	169.07	001-519-00-5100	Expenditure		34	1	
				OFFICE SUPPLIES					
21000395	6	SPACE HEATER	15.37	001-519-00-5100	Expenditure		35	1	
				OFFICE SUPPLIES					
21000395	7	TONER	75.89	001-519-00-5100	Expenditure		36	1	
				OFFICE SUPPLIES					

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING Operating Account Continued									
10834		OFFICE DEPOT CREDIT PLAN							
21000395	8	POCKET FILES/FILE BOXES	71.50	001-519-00-5100	Expenditure		37	1	
				OFFICE SUPPLIES					
			775.96						
10835	01/31/21	PREPAID LEGALSHIELD				01/31/21		949	
21000386	1	JAN2021 PREPAID LEGAL SVC	51.80	001-900-00-0007	Expenditure		13	1	
				PRE-PAID LEGAL PAYABLE					
10836	01/31/21	PURCHAS PITNEY BOWES PURCHASE POWER				01/31/21		949	
21000378	1	REPLENISH POSTAGE 12/08/20	500.00	001-519-00-4200	Expenditure		1	1	
				FREIGHT & POSTAGE					
10837	01/31/21	SHREDIT SHRED-IT USA LLC				01/31/21		949	
21000383	1	SHREDDING SVC 1/04/21	80.42	001-519-00-4700	Expenditure		8	1	
				PRINTING & BINDING					
10838	01/31/21	VERIZON VERIZON WIRELESS				01/31/21		949	
21000390	1	CELLPHONES/AIRCARDS 11/11-12/1	612.99	001-511-00-4100	Expenditure		17	1	
				COMMUNICATIONS - TELEPHONE					
21000390	2	CELLPHONES/AIRCARDS 11/11-12/1	87.57	001-512-00-4100	Expenditure		18	1	
				COMMUNICATIONS - TELEPHONE					
21000390	3	CELLPHONES/AIRCARDS 11/11-12/1	190.57	001-519-00-4100	Expenditure		19	1	
				COMMUNICATIONS SERVICES					
21000390	4	CELLPHONES/AIRCARDS 11/11-12/1	1,507.72	001-521-00-4100	Expenditure		20	1	
				COMMUNICATIONS SERVICES					
21000390	5	CELLPHONES/AIRCARDS 11/11-12/1	154.50	001-541-00-4100	Expenditure		21	1	
				COMMUNICATIONS					
21000393	1	CELLPHONES/AIRCARDS 12/11-1/10	613.41	001-511-00-4100	Expenditure		24	1	
				COMMUNICATIONS - TELEPHONE					
21000393	2	CELLPHONES/AIRCARDS 12/11-1/10	87.63	001-512-00-4100	Expenditure		25	1	
				COMMUNICATIONS - TELEPHONE					
21000393	3	CELLPHONES/AIRCARDS 12/11-1/10	190.75	001-519-00-4100	Expenditure		26	1	
				COMMUNICATIONS SERVICES					
21000393	4	CELLPHONES/AIRCARDS 12/11-1/10	1,488.81	001-521-00-4100	Expenditure		27	1	
				COMMUNICATIONS SERVICES					
21000393	5	CELLPHONES/AIRCARDS 12/11-1/10	154.68	001-541-00-4100	Expenditure		28	1	
				COMMUNICATIONS					
			5,088.63						

Checking Account Totals	Paid	Void	Amount Paid	Amount Void
Checks:	56	1	266,662.78	425.37
Direct Deposit:	0	0	0.00	0.00
Total:	56	1	266,662.78	425.37

Report Totals	Paid	Void	Amount Paid	Amount Void
Checks:	60	1	271,728.78	425.37
Direct Deposit:	0	0	0.00	0.00
Total:	60	1	271,728.78	425.37

Item a.

Totals by Year-Fund Fund Description	Fund	Expend Total	Revenue Total	G/L Total	Total
GENERAL FUND	1-001	233,914.78	0.00	0.00	233,914.78
STORMWATER FUND	1-103	29,948.00	0.00	0.00	29,948.00
LAW ENFORCEMENT EDUCATION FUND	1-104	2,800.00	0.00	0.00	2,800.00
CHARTER SCHOOL DEBT SERVICE FUND	1-201	5,066.00	0.00	0.00	5,066.00
Total Of All Funds:		<u>271,728.78</u>	<u>0.00</u>	<u>0.00</u>	<u>271,728.78</u>

Totals by Fund					
Fund Description	Fund	Expend Total	Revenue Total	G/L Total	Total
GENERAL FUND	001	233,914.78	0.00	0.00	233,914.78
STORMWATER FUND	103	29,948.00	0.00	0.00	29,948.00
LAW ENFORCEMENT EDUCATION FUND	104	2,800.00	0.00	0.00	2,800.00
CHARTER SCHOOL DEBT SERVICE FUND	201	5,066.00	0.00	0.00	5,066.00
Total Of All Funds:		<u>271,728.78</u>	<u>0.00</u>	<u>0.00</u>	<u>271,728.78</u>

Item a.

Fund Description	Fund	Current	Prior Rcvd	Prior Open	Paid Prior	Fund Total
GENERAL FUND	1-001	233,914.78	0.00	0.00	0.00	233,914.78
STORMWATER FUND	1-103	29,948.00	0.00	0.00	0.00	29,948.00
LAW ENFORCEMENT EDUCATION FUND	1-104	2,800.00	0.00	0.00	0.00	2,800.00
CHARTER SCHOOL DEBT SERVICE FUND	1-201	5,066.00	0.00	0.00	0.00	5,066.00
Total Of All Funds:		271,728.78	0.00	0.00	0.00	271,728.78

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a.

Revenue Account Range: First to Last
Expend Account Range: First to Last
Print Zero YTD Activity: No

Include Non-Anticipated: Yes
Include Non-Budget: No

Year To Date As Of: 01/31/21
Current Period: 01/01/21 to 01/31/21
Prior Year: 01/01/20 to 01/31/20

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
001-311-100	AD VALOREM TAX	\$835,195.72	\$3,524,598.00	\$920,561.32	\$2,189,025.73	\$0.00	-\$1,335,572.27	62%
001-312-410	LOCAL OPTION GAS TAX	\$0.00	\$209,000.00	\$16,917.18	\$52,467.09	\$0.00	-\$156,532.91	25%
001-314-100	UTILITY SERVICE TAX - ELECTRICITY	\$12,017.41	\$0.00	\$0.00	\$20,454.67	\$0.00	\$20,454.67	0%
001-314-800	UTILITY SERVICE TAX - PROPANE	\$698.55	\$5,000.00	\$1,226.44	\$1,988.33	\$0.00	-\$3,011.67	40%
001-315-000	COMMUNICATIONS SERVICES TAXES	\$15,837.33	\$191,000.00	\$16,538.83	\$49,783.40	\$0.00	-\$141,216.60	26%
001-316-000	LOCAL BUSINESS TAX - OCCUPATIONAL LICEN	\$672.00	\$12,000.00	\$560.31	\$4,223.95	\$0.00	-\$7,776.05	35%
001-322-000	BUILDING PERMITS	\$7,518.27	\$125,000.00	\$12,445.66	\$44,531.59	\$0.00	-\$80,468.41	36%
001-323-100	FRANCHISE FEES - ELECTRICITY	\$0.00	\$200,000.00	\$18,008.88	\$89,174.96	\$0.00	-\$110,825.04	45%
001-323-700	FRANCHISE FEE - SOLID WASTE	\$0.00	\$50,000.00	\$5,846.69	\$22,763.01	\$0.00	-\$27,236.99	46%
001-329-000	ZONING FEES	\$1,620.00	\$20,000.00	\$2,066.00	\$9,345.95	\$0.00	-\$10,654.05	47%
001-329-100	PERMITS - GARAGE SALE	\$22.00	\$200.00	\$1.00	\$21.00	\$0.00	-\$179.00	10%
001-329-130	BOAT RAMPS - DECAL AND REG	\$30.00	\$1,800.00	\$15.00	\$180.00	\$0.00	-\$1,620.00	10%
001-329-900	TREE REMOVAL	\$0.00	\$3,000.00	\$0.00	\$25.00	\$0.00	-\$2,975.00	1%
001-331-100	FEMA REIMBURSEMENT - FEDERAL	\$26,201.38	\$0.00	\$0.00	\$5,396.38	\$0.00	\$5,396.38	0%
001-331-110	FEMA REIMBURSEMENT - STATE	-\$10,303.60	\$0.00	\$0.00	\$299.80	\$0.00	\$299.80	0%
001-331-130	CARES ACT REIMBURSEMENT	\$0.00	\$0.00	\$0.00	\$19,208.36	\$0.00	\$19,208.36	0%
001-335-120	STATE SHARED REVENUE	\$27,957.53	\$335,000.00	\$26,502.43	\$106,009.72	\$0.00	-\$228,990.28	32%
001-335-150	ALCOHOLIC BEVERAGE LICENSE TAX	\$0.00	\$0.00	\$0.00	\$97.89	\$0.00	\$97.89	0%
001-335-180	HALF-CENT SALES TAX	\$100,262.41	\$1,050,000.00	\$73,655.78	\$215,851.30	\$0.00	-\$834,148.70	21%
001-337-200	SRO - CHARTER CONTRIBUTION	\$0.00	\$69,460.00	\$0.00	\$0.00	\$0.00	-\$69,460.00	0%
001-341-900	QUALIFYING FEES	\$0.00	\$0.00	\$0.00	\$70.00	\$0.00	\$70.00	0%
001-343-410	SOLID WASTE FEES - RESIDENTIAL	\$199,672.71	\$666,486.00	\$219,670.65	\$445,671.25	\$0.00	-\$220,814.75	67%
001-347-400	SPECIAL EVENTS	\$250.00	\$5,000.00	\$0.00	\$128.00	\$0.00	-\$4,872.00	3%
001-351-100	JUDGEMENT & FINES - MOVING VIOLATIONS	\$1,133.22	\$20,000.00	\$1,145.28	\$4,607.93	\$0.00	-\$15,392.07	23%
001-351-110	RED LIGHT CAMERAS	\$0.00	\$350,000.00	\$0.00	\$0.00	\$0.00	-\$350,000.00	0%
001-354-000	JUDGEMENT & FINES - LOCAL ORDINANCE VIC	\$0.00	\$5,000.00	\$0.00	\$0.00	\$0.00	-\$5,000.00	0%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a.

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
001-359-000	JUDGEMENT & FINES - PARKING VIOLATIONS	\$8,010.00	\$7,500.00	\$450.00	\$2,175.00	\$0.00	-\$5,325.00	29%
001-359-200	INVESTIGATIVE COST REIMBURSEMENT	\$297.51	\$0.00	\$414.34	\$917.39	\$0.00	\$917.39	0%
001-361-100	INTEREST - GENERAL FUND	\$195.47	\$3,000.00	\$98.72	\$435.09	\$0.00	-\$2,564.91	15%
001-362-000	RENTAL LICENSES	\$100.00	\$18,000.00	\$50.00	\$200.00	\$0.00	-\$17,800.00	1%
001-369-900	OTHER MISCELLANEOUS REVENUE	\$6,542.42	\$10,000.00	\$2,527.66	\$8,827.76	\$0.00	-\$1,172.24	88%
001-369-905	POLICE OFF-DUTY DETAIL REIMBURSEMENTS	\$6,833.89	\$0.00	\$2,136.39	\$5,091.39	\$0.00	\$5,091.39	0%
001-369-906	POLICE MARINE PATROL REIMBURSEMENTS	\$0.00	\$20,000.00	\$0.00	\$6,640.57	\$0.00	-\$13,359.43	33%
001-389-200	UNDESIGNATED RESERVE	\$0.00	\$2,376,482.00	\$0.00	\$0.00	\$0.00	-\$2,376,482.00	0%
GENERAL FUND Revenue Total		\$1,240,764.22	\$9,277,526.00	\$1,320,838.56	\$3,305,612.51	\$0.00	-\$5,971,913.49	36%

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
001-511-00-0000	LEGISLATIVE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-511-00-2311	DENTAL & VISION INSURANCE - DISTRICT 1	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-511-00-2312	DENTAL & VISION INSURANCE - DISTRICT 2	\$78.12	\$500.00	\$39.26	\$157.04	\$0.00	\$342.96	31%
001-511-00-2313	DENTAL & VISION INSURANCE - DISTRICT 3	\$78.12	\$500.00	\$39.26	\$157.04	\$0.00	\$342.96	31%
001-511-00-2314	DENTAL & VISION INSURANCE - DISTRICT 4	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-511-00-2315	DENTAL & VISION INSURANCE - DISTRICT 5	\$78.12	\$500.00	\$39.26	\$157.04	\$0.00	\$342.96	31%
001-511-00-2316	DENTAL & VISION INSURANCE - DISTRICT 6	\$78.12	\$500.00	\$39.26	\$157.04	\$0.00	\$342.96	31%
001-511-00-2317	DENTAL & VISION INSURANCE - DISTRICT 7	\$78.12	\$500.00	\$39.26	\$157.04	\$0.00	\$342.96	31%
001-511-00-3150	ELECTION EXPENSE	\$0.00	\$1,500.00	\$0.00	\$1,541.16	\$0.00	-\$41.16	103%
001-511-00-3200	AUDITING & ACCOUNTING	\$0.00	\$24,000.00	\$0.00	\$15,000.00	\$0.00	\$9,000.00	62%
001-511-00-4001	TRAVEL & PER DIEM - DISTRICT 1	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4002	TRAVEL & PER DIEM - DISTRICT 2	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4003	TRAVEL & PER DIEM - DISTRICT 3	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4004	TRAVEL & PER DIEM - DISTRICT 4	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4005	TRAVEL & PER DIEM - DISTRICT 5	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4006	TRAVEL & PER DIEM - DISTRICT 6	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4007	TRAVEL & PER DIEM - DISTRICT 7	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-4100	COMMUNICATIONS - TELEPHONE	\$620.06	\$7,500.00	\$613.41	\$2,452.38	\$0.00	\$5,047.62	8%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a.

<i>Expend Account</i>	<i>Description</i>	<i>Prior Yr Expd</i>	<i>Budgeted</i>	<i>Curr Expd</i>	<i>YTD Expd</i>	<i>Cancel</i>	<i>Balance</i>	<i>% Expd</i>
001-511-00-4900	OTHER CURRENT CHARGES	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-511-00-5100	OFFICE SUPPLIES	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-511-00-5200	OPERATING SUPPLIES	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00	0%
001-511-00-5401	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.23	\$0.00	\$9.77	95%
001-511-00-5402	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.23	\$0.00	\$9.77	95%
001-511-00-5403	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.22	\$0.00	\$9.78	95%
001-511-00-5404	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.22	\$0.00	\$9.78	95%
001-511-00-5405	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.22	\$0.00	\$9.78	95%
001-511-00-5406	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.22	\$0.00	\$9.78	95%
001-511-00-5407	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS	\$0.00	\$200.00	\$0.00	\$190.22	\$0.00	\$9.78	95%
	Dept 511 Total	\$1,010.66	\$40,500.00	\$809.71	\$21,110.30	\$0.00	\$19,389.70	95%
001-512-00-0000	EXECUTIVE MAYOR	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-512-00-2310	DENTAL & VISION INSURANCE	\$66.24	\$500.00	\$33.32	\$133.28	\$0.00	\$366.72	27%
001-512-00-4000	TRAVEL & PER DIEM	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-512-00-4100	COMMUNICATIONS - TELEPHONE	\$88.58	\$1,100.00	\$87.63	\$350.34	\$0.00	\$749.66	32%
001-512-00-4900	OTHER CURRENT CHARGES	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00	0%
001-512-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	\$0.00	\$500.00	\$0.00	\$540.22	\$0.00	-\$40.22	108%
	Dept 512 Total	\$154.82	\$2,550.00	\$120.95	\$1,023.84	\$0.00	\$1,526.16	108%
001-513-00-0000	FINANCE ADMIN & PLANNING	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-513-00-1200	REGULAR SALARIES & WAGES	\$29,614.80	\$309,000.00	\$31,158.86	\$131,330.67	\$0.00	\$177,669.33	43%
001-513-00-1220	LONGEVITY PAY	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-513-00-1250	VEHICLE ALLOWANCE - CITY MANAGER	\$584.52	\$8,400.00	\$646.16	\$2,876.90	\$0.00	\$5,523.10	34%
001-513-00-1400	OVERTIME PAY	\$97.43	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-513-00-2100	FICA/MEDICARE TAXES	\$2,142.07	\$24,320.00	\$2,239.01	\$8,710.13	\$0.00	\$15,609.87	36%
001-513-00-2200	RETIREMENT CONTRIBUTIONS	\$3,849.92	\$40,170.00	\$4,362.25	\$20,242.43	\$0.00	\$19,927.57	50%
001-513-00-2300	HEALTH INSURANCE	\$11,345.66	\$70,000.00	\$6,364.92	\$25,459.68	\$0.00	\$44,540.32	36%
001-513-00-2310	DENTAL & VISION INSURANCE	\$543.02	\$3,500.00	\$273.22	\$1,092.88	\$0.00	\$2,407.12	31%
001-513-00-2320	LIFE INSURANCE	\$302.64	\$1,500.00	\$158.73	\$634.92	\$0.00	\$865.08	43%
001-513-00-2330	DISABILITY INSURANCE	\$442.69	\$4,500.00	\$432.28	\$1,729.12	\$0.00	\$2,770.88	38%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

2/4/2021

PM

Item a.

<i>Expend Account</i>	<i>Description</i>	<i>Prior Yr Expd</i>	<i>Budgeted</i>	<i>Curr Expd</i>	<i>YTD Expd</i>	<i>Cancel</i>	<i>Balance</i>	<i>% Expd</i>
001-513-00-3100	PROFESSIONAL SERVICES	\$0.00	\$15,000.00	\$0.00	\$11,553.65	\$0.00	\$3,446.35	77%
001-513-00-4000	TRAVEL & PER DIEM	\$93.22	\$500.00	\$0.00	\$300.00	\$0.00	\$200.00	60%
001-513-00-4600	REPAIRS & MAINTENANCE - GENERAL	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-513-00-4610	REPAIRS & MAINTENANCE - VEHICLES	\$43.68	\$500.00	\$0.00	\$2,122.69	\$0.00	-\$1,622.69	425%
001-513-00-4700	PRINTING & BINDING	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-513-00-4710	CODIFICATION EXPENSES	\$0.00	\$3,500.00	\$0.00	\$1,175.00	\$0.00	\$2,325.00	34%
001-513-00-4900	OTHER CURRENT CHARGES	\$387.81	\$2,000.00	\$130.00	\$520.00	\$0.00	\$1,480.00	26%
001-513-00-4910	LEGAL ADVERTISING	\$383.76	\$2,000.00	\$0.00	\$293.75	\$0.00	\$1,706.25	15%
001-513-00-5200	OPERATING SUPPLIES	\$0.00	\$500.00	\$72.97	\$72.97	\$0.00	\$427.03	15%
001-513-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	\$1,062.67	\$4,200.00	\$0.00	\$2,289.42	\$0.00	\$1,910.58	55%
001-513-00-6425	EQUIPMENT - CITY HALL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
	Dept 513 Total	\$50,893.89	\$491,090.00	\$45,838.40	\$210,404.21	\$0.00	\$280,685.79	NaN
001-519-00-0000	GENERAL GOVERNMENT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-519-00-3100	OTHER PROFESSIONAL SERVICES	\$0.00	\$5,500.00	\$0.00	\$4,500.00	\$0.00	\$1,000.00	82%
001-519-00-3110	LEGAL SERVICES	\$7,416.75	\$115,000.00	\$0.00	\$41,420.15	\$0.00	\$73,579.85	36%
001-519-00-3120	ENGINEERING FEES	\$3,672.59	\$45,000.00	\$0.00	\$6,795.00	\$0.00	\$38,205.00	15%
001-519-00-3130	ANNEXATION FEES	\$0.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00	0%
001-519-00-3400	CONTRACTUAL SERVICES	\$5,334.95	\$75,000.00	\$6,250.00	\$26,155.00	\$0.00	\$48,845.00	35%
001-519-00-3405	BUILDING PERMITS	\$6,697.20	\$100,000.00	\$0.00	\$22,439.20	\$0.00	\$77,560.80	22%
001-519-00-3410	JANITORIAL SERVICES	\$234.00	\$3,000.00	\$0.00	\$433.00	\$0.00	\$2,567.00	14%
001-519-00-3415	WEBSITE/SOCIAL MEDIA	\$0.00	\$4,500.00	\$0.00	\$0.00	\$0.00	\$4,500.00	0%
001-519-00-3440	FIRE PROTECTION	\$0.00	\$1,681,919.00	\$0.00	\$837,839.31	\$0.00	\$844,079.69	50%
001-519-00-4100	COMMUNICATIONS SERVICES	\$945.03	\$12,500.00	\$782.13	\$4,370.16	\$0.00	\$8,129.84	35%
001-519-00-4200	FREIGHT & POSTAGE	\$980.86	\$7,000.00	\$0.00	\$885.24	\$0.00	\$6,114.76	13%
001-519-00-4300	UTILITY/ELECTRIC/WATER	\$813.22	\$10,000.00	\$0.00	\$4,375.33	\$0.00	\$5,624.67	44%
001-519-00-4310	SOLID WASTE DISPOSAL/YARDWASTE	\$52,311.45	\$666,486.00	\$55,515.12	\$221,934.89	\$0.00	\$444,551.11	33%
001-519-00-4500	INSURANCE	\$13,434.25	\$120,000.00	\$17,669.25	\$35,338.50	\$0.00	\$84,661.50	29%
001-519-00-4600	REPAIRS & MAINTENANCE - GENERAL	\$0.00	\$5,000.00	\$0.00	\$4,531.58	\$0.00	\$468.42	9%
001-519-00-4700	PRINTING & BINDING	\$2,385.34	\$7,500.00	\$80.42	\$690.14	\$0.00	\$6,809.86	9%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

2/4/2021

PM

Item a.

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
001-519-00-4800	SPECIAL EVENTS	\$486.49	\$12,000.00	\$0.00	\$2,485.46	\$0.00	\$9,514.54	21%
001-519-00-4900	OTHER CURRENT CHARGES	\$134.62	\$2,500.00	\$0.00	\$4,485.06	\$0.00	-\$1,985.06	179%
001-519-00-4905	NON AD VALOREM ASSESSMENT FEE	\$0.00	\$3,000.00	\$0.00	\$3,430.00	\$0.00	-\$430.00	114%
001-519-00-4906	GEOGRAPHIC INFORMATION SYSTEM INTERLC	\$0.00	\$2,300.00	\$0.00	\$2,240.00	\$0.00	\$60.00	97%
001-519-00-4910	LEGAL ADVERTISING	\$453.17	\$5,000.00	\$0.00	\$1,002.50	\$0.00	\$3,997.50	20%
001-519-00-5100	OFFICE SUPPLIES	\$301.85	\$8,000.00	\$0.00	\$1,557.66	\$0.00	\$6,442.34	19%
001-519-00-5200	OPERATING SUPPLIES	\$0.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$2,000.00	0%
001-519-00-5230	FUEL EXPENSE	\$29.61	\$500.00	\$0.00	\$78.01	\$0.00	\$421.99	16%
001-519-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	\$0.00	\$1,100.00	\$0.00	\$519.00	\$0.00	\$581.00	47%
001-519-00-6491	CITY HALL IMPROVEMENTS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-519-00-8300	CONTRIBUTIONS & DONATIONS	\$750.00	\$0.00	\$0.00	\$600.00	\$0.00	-\$600.00	0%
001-519-00-8310	NEIGHBORHOOD GRANT PROGRAM	\$0.00	\$35,000.00	\$0.00	\$10,000.00	\$0.00	\$25,000.00	29%
	Dept 519 Total	\$96,381.38	\$2,934,805.00	\$80,296.92	\$1,238,105.19	\$0.00	\$1,696,699.81	29%
001-521-00-0000	POLICE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-521-00-1200	REGULAR SALARIES & WAGES	\$84,669.08	\$1,201,000.00	\$102,573.89	\$394,049.41	\$0.00	\$806,950.59	33%
001-521-00-1210	REGULAR SALARIES & WAGES - CROSSING GL	\$2,709.38	\$47,000.00	\$1,906.25	\$11,846.77	\$0.00	\$35,153.23	25%
001-521-00-1215	HOLIDAY PAY	\$2,878.16	\$20,000.00	\$7,647.70	\$13,022.68	\$0.00	\$6,977.32	65%
001-521-00-1220	LONGEVITY PAY	\$0.00	\$4,500.00	\$0.00	\$0.00	\$0.00	\$4,500.00	0%
001-521-00-1400	OVERTIME PAY	\$258.86	\$15,000.00	\$710.34	\$5,873.63	\$0.00	\$9,126.37	39%
001-521-00-1500	INCENTIVE PAY	\$1,006.10	\$15,000.00	\$941.50	\$4,236.75	\$0.00	\$10,763.25	28%
001-521-00-1505	POLICE OFF-DUTY DETAIL PAY	\$9,661.60	\$0.00	\$1,935.00	\$5,040.00	\$0.00	-\$5,040.00	0%
001-521-00-1506	POLICE LAKE CONWAY MARINE PATROL PAY	\$0.00	\$15,000.00	\$250.00	\$2,250.00	\$0.00	\$12,750.00	15%
001-521-00-1519	HAZARD PAY - COVID19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-521-00-1520	SPECIAL ASSIGNMENT PAY	\$466.66	\$11,000.00	\$210.00	\$1,799.00	\$0.00	\$9,201.00	16%
001-521-00-2100	FICA/MEDICARE TAXES	\$7,405.79	\$101,630.00	\$8,511.73	\$31,788.75	\$0.00	\$69,841.25	31%
001-521-00-2200	RETIREMENT CONTRIBUTIONS	\$14,546.63	\$207,000.00	\$19,079.66	\$76,323.37	\$0.00	\$130,676.63	37%
001-521-00-2300	HEALTH INSURANCE	\$34,426.92	\$242,000.00	\$18,856.05	\$75,424.20	\$0.00	\$166,575.80	31%
001-521-00-2310	DENTAL & VISION INSURANCE	\$1,291.64	\$7,700.00	\$615.56	\$2,462.24	\$0.00	\$5,237.76	33%
001-521-00-2320	LIFE INSURANCE	\$833.70	\$5,850.00	\$483.61	\$1,934.44	\$0.00	\$3,915.56	33%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

2/4/2021

PM

Item a.

<i>Expend Account</i>	<i>Description</i>	<i>Prior Yr Expd</i>	<i>Budgeted</i>	<i>Curr Expd</i>	<i>YTD Expd</i>	<i>Cancel</i>	<i>Balance</i>	<i>% Expd</i>
001-521-00-2330	DISABILITY INSURANCE	\$1,377.47	\$21,000.00	\$1,536.58	\$6,146.32	\$0.00	\$14,853.68	29%
001-521-00-3100	TECHNOLOGY SUPPORT/SERVICES	\$1,425.50	\$24,000.00	\$950.00	\$4,677.97	\$0.00	\$19,322.03	19%
001-521-00-3110	LEGAL SERVICES	\$202.50	\$8,000.00	\$0.00	\$980.00	\$0.00	\$7,020.00	12%
001-521-00-3120	PRE-EMPLOYMENT EXPENSE	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
001-521-00-3410	JANITORIAL SERVICES	\$126.00	\$1,600.00	\$0.00	\$482.00	\$0.00	\$1,118.00	30%
001-521-00-4000	TRAVEL & PER DIEM	\$0.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$2,000.00	0%
001-521-00-4100	COMMUNICATIONS SERVICES	\$1,857.58	\$20,000.00	\$1,488.81	\$7,503.08	\$0.00	\$12,496.92	38%
001-521-00-4110	DISPATCH SERVICE	\$0.00	\$73,000.00	\$0.00	\$0.00	\$0.00	\$73,000.00	0%
001-521-00-4200	POSTAGE & FREIGHT	\$0.00	\$500.00	\$0.00	\$56.90	\$0.00	\$443.10	11%
001-521-00-4300	UTILITY/ELECTRIC/WATER	\$262.43	\$3,500.00	\$0.00	\$862.45	\$0.00	\$2,637.55	25%
001-521-00-4600	REPAIRS & MAINTENANCE - GENERAL	\$158.47	\$2,000.00	\$0.00	\$223.36	\$0.00	\$1,776.64	11%
001-521-00-4610	REPAIRS AND MAINTENANCE - VEHICLES	\$2,140.03	\$25,000.00	-\$1,590.99	\$9,840.36	\$0.00	\$15,159.64	39%
001-521-00-4620	REPAIRS & MAINTENANCE - RADAR GUNS	\$0.00	\$3,000.00	\$0.00	\$725.00	\$0.00	\$2,275.00	24%
001-521-00-4700	PRINTING & BINDING	\$223.74	\$2,000.00	\$0.00	\$776.51	\$0.00	\$1,223.49	39%
001-521-00-4800	COMMUNITY PROMOTIONS	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
001-521-00-4900	OTHER CURRENT CHARGES	\$0.00	\$3,000.00	\$0.00	\$210.84	\$0.00	\$2,789.16	7%
001-521-00-4910	LEGAL ADVERTISING	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-521-00-4920	MARINE EXPENSES	\$0.00	\$3,000.00	\$0.00	\$1,606.69	\$0.00	\$1,393.31	54%
001-521-00-5100	OFFICE SUPPLIES	\$0.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$3,000.00	0%
001-521-00-5200	OPERATING SUPPLIES	\$5,884.99	\$5,000.00	\$0.00	\$683.61	\$0.00	\$4,316.39	14%
001-521-00-5205	COMPUTER AND SOFTWARE	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
001-521-00-5210	UNIFORMS	\$681.83	\$6,000.00	\$0.00	\$630.25	\$0.00	\$5,369.75	11%
001-521-00-5230	FUEL EXPENSE	\$3,236.47	\$40,000.00	-\$760.00	\$7,737.79	\$0.00	\$32,262.21	19%
001-521-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00	0%
001-521-00-5500	TRAINING - POLICE	\$38.50	\$1,500.00	\$0.00	\$474.00	\$0.00	\$1,026.00	32%
001-521-00-6400	CIP - EQUIPMENT	\$0.00	\$0.00	\$0.00	\$950.00	\$0.00	-\$950.00	0%
001-521-00-6415	CIP - EQUIPMENT - RED LIGHT CAMERAS/LPR	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-521-00-6417	VEHICLES - LEASE PURCHASE & REG	\$63,249.20	\$100,000.00	\$0.00	\$0.00	\$0.00	\$100,000.00	0%
001-521-00-6418	CIP - EQUIPMENT - VESSELS	\$0.00	\$50,000.00	\$0.00	\$0.00	\$0.00	\$50,000.00	0%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a.

<i>Expend Account</i>	<i>Description</i>	<i>Prior Yr Expd</i>	<i>Budgeted</i>	<i>Curr Expd</i>	<i>YTD Expd</i>	<i>Cancel</i>	<i>Balance</i>	<i>% Expd</i>
001-521-00-8200	COMMUNITY PROMOTIONS	\$138.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
	Dept 521 Total	\$241,157.24	\$2,293,830.00	\$165,345.69	\$670,618.37	\$0.00	\$1,623,211.63	NaN
001-541-00-0000	PUBLIC WORKS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-541-00-1200	REGULAR SALARIES & WAGES	\$8,426.11	\$69,050.00	\$8,847.44	\$37,652.41	\$0.00	\$31,397.59	55%
001-541-00-1220	LONGEVITY PAY	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-541-00-1400	OVERTIME PAY	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
001-541-00-2100	FICA/MEDICARE TAXES	\$636.15	\$5,321.00	\$668.36	\$2,778.86	\$0.00	\$2,542.14	52%
001-541-00-2200	RETIREMENT CONTRIBUTIONS	\$1,095.38	\$9,000.00	\$1,238.63	\$5,688.51	\$0.00	\$3,311.49	63%
001-541-00-2300	HEALTH INSURANCE	\$4,254.60	\$21,000.00	\$2,386.83	\$9,547.32	\$0.00	\$11,452.68	45%
001-541-00-2310	DENTAL & VISION INSURANCE	\$155.24	\$650.00	\$78.03	\$312.12	\$0.00	\$337.88	48%
001-541-00-2320	LIFE INSURANCE	\$86.58	\$400.00	\$45.63	\$182.52	\$0.00	\$217.48	46%
001-541-00-2330	DISABILITY INSURANCE	\$164.04	\$1,400.00	\$160.07	\$640.28	\$0.00	\$759.72	46%
001-541-00-3100	PROFESSIONAL SERVICES	\$0.00	\$3,200.00	\$0.00	\$0.00	\$0.00	\$3,200.00	0%
001-541-00-3140	TEMPORARY LABOR	\$0.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$2,000.00	0%
001-541-00-3400	CONTRACTUAL SERVICES	\$368.00	\$7,500.00	\$368.00	\$2,538.58	\$0.00	\$4,961.42	34%
001-541-00-3420	LANDSCAPING SERVICES	\$2,984.37	\$45,000.00	\$0.00	\$12,000.00	\$0.00	\$33,000.00	27%
001-541-00-4100	COMMUNICATIONS	\$233.50	\$2,500.00	\$229.66	\$920.08	\$0.00	\$1,579.92	37%
001-541-00-4300	UTILITY/ELECTRIC/WATER	\$7,631.63	\$110,000.00	\$25.07	\$22,877.53	\$0.00	\$87,122.47	21%
001-541-00-4600	REPAIRS & MAINTENANCE - GENERAL	\$244.26	\$10,000.00	\$0.00	\$419.91	\$0.00	\$9,580.09	4%
001-541-00-4610	REPAIRS & MAINTENANCE - VEHICLES & EQUIP	\$948.59	\$10,000.00	-\$666.22	\$5,390.64	\$0.00	\$4,609.36	54%
001-541-00-4670	REPAIRS & MAINTENANCE - PARKS	\$101.81	\$25,000.00	\$1,585.15	\$18,633.82	\$0.00	\$6,366.18	75%
001-541-00-4675	REPAIRS & MAINTENANCE - BOAT RAMPS	\$0.00	\$2,500.00	\$0.00	\$0.00	\$0.00	\$2,500.00	0%
001-541-00-4680	REPAIRS & MAINTENANCE - ROADS	\$3,394.00	\$30,000.00	\$0.00	\$5,644.34	\$0.00	\$24,355.66	19%
001-541-00-4690	URBAN FORESTRY	\$872.00	\$60,000.00	\$0.00	\$104,712.00	\$0.00	-\$44,712.00	175%
001-541-00-5200	OPERATING SUPPLIES	\$1,246.96	\$5,000.00	\$0.00	\$1,039.11	\$0.00	\$3,960.89	21%
001-541-00-5210	UNIFORMS	\$0.00	\$1,000.00	\$0.00	\$201.60	\$0.00	\$798.40	20%
001-541-00-5220	PROTECTIVE CLOTHING	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
001-541-00-5230	FUEL EXPENSE	\$204.53	\$6,000.00	\$0.00	\$873.98	\$0.00	\$5,126.02	0%
001-541-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a. PM

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
001-541-00-5500	TRAINING	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	0%
001-541-00-6320	CIP - RESURFACING & CURBING	\$0.00	\$200,000.00	\$0.00	\$0.00	\$0.00	\$200,000.00	0%
001-541-00-6330	CIP - SIDEWALKS	\$0.00	\$25,000.00	\$0.00	\$0.00	\$0.00	\$25,000.00	0%
001-541-00-6335	CIP - NELA BRIDGE REPAIRS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-541-00-6365	CIP - ELECTRIC POLE HOLIDAY DECORATIONS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-541-00-6380	CIP - PARK IMPROVEMENTS	\$0.00	\$15,000.00	\$0.00	\$0.00	\$0.00	\$15,000.00	0%
001-541-00-6420	CIP - TRAFFIC CALMING	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-541-00-6430	CIP - EQUIPMENT	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00	0%
	Dept 541 Total	\$33,047.75	\$678,771.00	\$14,966.65	\$232,053.61	\$0.00	\$446,717.39	0%
001-584-00-0000	NON-OPERATING	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-584-00-7100	PAYMENT ON BOND - PRINCIPAL	\$0.00	\$177,670.00	\$0.00	\$0.00	\$0.00	\$177,670.00	0%
001-584-00-7200	BOND DEBT - INTEREST	\$0.00	\$61,182.00	\$0.00	\$0.00	\$0.00	\$61,182.00	0%
	Dept 584 Total	\$0.00	\$238,852.00	\$0.00	\$0.00	\$0.00	\$238,852.00	0%
001-590-00-0000	RESERVES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
001-590-00-2710	UNDESIGNATED RESERVE	\$0.00	\$2,597,128.00	\$0.00	\$0.00	\$0.00	\$2,597,128.00	0%
	Dept 590 Total	\$0.00	\$2,597,128.00	\$0.00	\$0.00	\$0.00	\$2,597,128.00	0%
	GENERAL FUND Expend Total	\$422,645.74	\$9,277,526.00	\$307,378.32	\$2,373,315.52	\$0.00	\$6,904,210.48	26%

001 GENERAL FUND

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$1,240,764.22	\$1,320,838.56	\$3,305,612.51
Expended:	\$422,645.74	\$307,378.32	\$2,373,315.52
Net Income:	\$818,118.48	\$1,013,460.24	\$932,296.99

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
102-324-310	IMPACT FEES - RESIDENTIAL - TRANSPORTATI	\$0.00	\$3,000.00	\$1,430.00	\$1,430.00	\$0.00	-\$1,570.00	48%
102-361-100	INTEREST - TRANSPORTATION IMPACT	\$195.47	\$2,300.00	\$98.70	\$435.06	\$0.00	-\$1,864.94	19%
102-389-200	UNDESIGNATED RESERVE - TRANSPORTATION	\$0.00	\$146,874.00	\$0.00	\$0.00	\$0.00	-\$146,874.00	0%
	TRANSPORTATION IMPACT FEE FUND Revenue Total	\$195.47	\$152,174.00	\$1,528.70	\$1,865.06	\$0.00	-\$150,308.94	%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
102-541-00-6425	ROADWAY IMPROVEMENTS	\$0.00	\$35,000.00	\$0.00	\$0.00	\$0.00	\$35,000.00	0%
102-590-00-2710	UNDESIGNATED RESERVE - TRANSPORTATION	\$0.00	\$117,174.00	\$0.00	\$0.00	\$0.00	\$117,174.00	0%
TRANSPORTATION IMPACT FEE FUND Expend Total		\$0.00	\$152,174.00	\$0.00	\$0.00	\$0.00	\$152,174.00	0%

102 TRANSPORTATION IMPACT FEE FUND

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$195.47	\$1,528.70	\$1,865.06
Expended:	\$0.00	\$0.00	\$0.00
Net Income:	\$195.47	\$1,528.70	\$1,865.06

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
103-331-100	FEMA REIMBURSEMENT - FEDERAL - FUND 103	\$15,262.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
103-331-110	FEMA REIMBURSEMENT - STATE - FUND 103	-\$7,631.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
103-343-900	SERVICE CHARGE - STORMWATER	\$90,473.06	\$411,671.00	\$105,408.00	\$244,733.16	\$0.00	-\$166,937.84	59%
103-361-100	INTEREST - STORMWATER	\$195.47	\$2,300.00	\$98.70	\$435.06	\$0.00	-\$1,864.94	19%
103-389-200	UNDESIGNATED RESERVE - STORMWATER	\$0.00	\$59,268.00	\$0.00	\$0.00	\$0.00	-\$59,268.00	0%
STORMWATER FUND Revenue Total		\$98,299.78	\$473,239.00	\$105,506.70	\$245,168.22	\$0.00	-\$228,070.78	52%

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
103-541-00-1200	REGULAR SALARIES & WAGES	\$0.00	\$94,500.00	\$0.00	\$0.00	\$0.00	\$94,500.00	0%
103-541-00-2100	FICA/MEDICARE TAXES	\$0.00	\$7,230.00	\$0.00	\$0.00	\$0.00	\$7,230.00	0%
103-541-00-2200	RETIREMENT CONTRIBUTIONS	\$0.00	\$12,500.00	\$0.00	\$0.00	\$0.00	\$12,500.00	0%
103-541-00-2300	HEALTH INSURANCE	\$0.00	\$16,000.00	\$0.00	\$0.00	\$0.00	\$16,000.00	0%
103-541-00-2310	DENTAL & VISION INSURANCE	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
103-541-00-2320	LIFE INSURANCE	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00	0%
103-541-00-2330	DISABILITY INSURANCE	\$0.00	\$1,350.00	\$0.00	\$0.00	\$0.00	\$1,350.00	0%
103-541-00-3100	PROFESSIONAL SERVICES	\$0.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$3,000.00	0%
103-541-00-3110	LEGAL SERVICES - STORMWATER FUND	\$392.50	\$3,000.00	\$0.00	\$292.50	\$0.00	\$2,707.50	10%
103-541-00-3120	ENGINEERING FEES	\$3,161.50	\$50,000.00	\$0.00	\$13,108.96	\$0.00	\$36,891.04	0%
103-541-00-3430	NPDES	\$0.00	\$15,000.00	\$0.00	\$244.00	\$0.00	\$14,756.00	0%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
103-541-00-3450	LAKE CONSERVATION	\$638.00	\$15,000.00	\$518.00	\$3,162.00	\$0.00	\$11,838.00	21%
103-541-00-4600	REPAIRS & MAINTENANCE	\$63.75	\$75,000.00	\$29,430.00	\$34,546.00	\$0.00	\$40,454.00	46%
103-541-00-4900	OTHER CURRENT CHARGES	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	0%
103-541-00-6300	CIP - CAPITAL IMPROVEMENTS	\$0.00	\$110,600.00	\$0.00	\$14,431.00	\$0.00	\$96,169.00	13%
103-541-00-7100	PRINCIPAL	\$0.00	\$20,668.00	\$0.00	\$0.00	\$0.00	\$20,668.00	0%
103-541-00-7200	INTEREST	\$0.00	\$10,795.00	\$0.00	\$0.00	\$0.00	\$10,795.00	0%
	Dept 541 Total	\$4,255.75	\$436,643.00	\$29,948.00	\$65,784.46	\$0.00	\$370,858.54	0%
103-590-00-2710	UNDESIGNATED RESERVE - STORMWATER	\$0.00	\$36,596.00	\$0.00	\$0.00	\$0.00	\$36,596.00	0%
	STORMWATER FUND Expend Total	\$4,255.75	\$473,239.00	\$29,948.00	\$65,784.46	\$0.00	\$407,454.54	14%

103 STORMWATER FUND

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$98,299.78	\$105,506.70	\$245,168.22
Expended:	\$4,255.75	\$29,948.00	\$65,784.46
Net Income:	\$94,044.03	\$75,558.70	\$179,383.76

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
104-351-200	JUDGEMENT & FINES - LE EDUCATION FUND	\$140.56	\$1,500.00	\$153.63	\$566.98	\$0.00	-\$933.02	38%
104-361-100	INTEREST - EDUCATION FUND	\$195.47	\$2,300.00	\$98.70	\$531.89	\$0.00	-\$1,768.11	23%
104-389-200	UNDESIGNATED RESERVE - LE EDUCATION FU	\$0.00	\$11,000.00	\$0.00	\$0.00	\$0.00	-\$11,000.00	0%
	LAW ENFORCEMENT EDUCATION FUND Revenue Total	\$336.03	\$14,800.00	\$252.33	\$1,098.87	\$0.00	-\$13,701.13	7%

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
104-521-00-5500	TRAINING	\$0.00	\$6,000.00	\$0.00	\$4,514.73	\$0.00	\$1,485.27	75%
104-541-00-4900	OTHER CURRENT CHARGES	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00	0%
104-590-00-2710	UNDESIGNATED RESERVE - LE EDUCATION	\$0.00	\$8,600.00	\$0.00	\$0.00	\$0.00	\$8,600.00	0%
	LAW ENFORCEMENT EDUCATION FUND Expend Total	\$0.00	\$14,800.00	\$0.00	\$4,514.73	\$0.00	\$10,285.27	31%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
104	LAW ENFORCEMENT EDUCATION FUND							
			<u>Prior</u>	<u>Current</u>	<u>YTD</u>			
	Revenue:		\$336.03	\$252.33	\$1,098.87			
	Expended:		\$0.00	\$0.00	\$4,514.73			
	Net Income:		\$336.03	\$252.33	-\$3,415.86			

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
201-361-100	INTEREST - CHARTER FUND	\$1,237.64	\$10,000.00	\$0.00	\$0.00	\$0.00	-\$10,000.00	0%
201-362-000	RENT REVENUE	\$85,803.43	\$1,040,141.00	\$86,678.38	\$346,713.52	\$0.00	-\$693,427.48	33%
201-389-200	UNDESIGNATED RESERVE - CHARTER FUND	\$0.00	\$974,271.00	\$0.00	\$0.00	\$0.00	-\$974,271.00	0%
CHARTER SCHOOL DEBT SERVICE FUND Revenue Total		\$87,041.07	\$2,024,412.00	\$86,678.38	\$346,713.52	\$0.00	-\$1,677,698.48	17%

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
201-569-00-1200	REGULAR SALARIES & WAGES	\$0.00	\$75,000.00	\$0.00	\$0.00	\$0.00	\$75,000.00	0%
201-569-00-2100	FICA/MEDICARE TAXES	\$0.00	\$5,738.00	\$0.00	\$0.00	\$0.00	\$5,738.00	0%
201-569-00-2200	RETIREMENT CONTRIBUTIONS	\$0.00	\$11,000.00	\$0.00	\$0.00	\$0.00	\$11,000.00	0%
201-569-00-2300	HEALTH INSURANCE	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00	0%
201-569-00-2310	DENTAL & VISION INSURANCE	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00	0%
201-569-00-2320	LIFE INSURANCE	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00	0%
201-569-00-2330	DISABILITY INSURANCE	\$0.00	\$1,100.00	\$0.00	\$0.00	\$0.00	\$1,100.00	0%
201-569-00-3100	PROFESSIONAL SERVICES - CHARTER	\$0.00	\$5,500.00	\$2,775.00	\$9,525.00	\$0.00	-\$4,025.00	173%
201-569-00-3110	LEGAL SERVICES - CHARTER	\$445.00	\$8,000.00	\$0.00	\$1,100.00	\$0.00	\$6,900.00	14%
201-569-00-4600	MAINTENANCE - CHARTER SCHOOL	\$0.00	\$20,000.00	\$0.00	\$9,291.00	\$0.00	\$10,709.00	46%
201-569-00-6210	CIP - CHARTER ROOF	\$0.00	\$114,000.00	\$0.00	\$0.00	\$0.00	\$114,000.00	0%
201-569-00-6320	CIP - HVAC REPLACEMENT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
201-569-00-6410	CHARTER SCHOOL BUILDING REPAIRS	\$4,538.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
201-569-00-7100	PRINCIPAL	\$0.00	\$185,000.00	\$0.00	\$0.00	\$0.00	\$185,000.00	0%
201-569-00-7200	INTEREST	\$0.00	\$515,000.00	\$0.00	\$0.00	\$0.00	\$515,000.00	0%
	Dept 569 Total	\$4,983.60	\$951,138.00	\$2,775.00	\$19,916.00	\$0.00	\$931,222.00	%
201-590-00-2710	UNDESIGNATED RESERVE - CHARTER FUND	\$0.00	\$1,073,274.00	\$0.00	\$0.00	\$0.00	\$1,073,274.00	%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item a. PM

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
CHARTER SCHOOL DEBT SERVICE FUND	Expend Total	\$4,983.60	\$2,024,412.00	\$2,775.00	\$19,916.00	\$0.00	\$2,004,496.00	1%

201 CHARTER SCHOOL DEBT SERVICE FUND

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$87,041.07	\$86,678.38	\$346,713.52
Expended:	\$4,983.60	\$2,775.00	\$19,916.00
Net Income:	\$82,057.47	\$83,903.38	\$326,797.52

<u>Revenue Account</u>	<u>Description</u>	<u>Prior Yr Rev</u>	<u>Anticipated</u>	<u>Curr Rev</u>	<u>YTD Rev</u>	<u>Cancel</u>	<u>Excess/Deficit</u>	<u>% Real</u>
301-361-100	INTEREST - CAP EQUIP REPL FUND	\$0.00	\$0.00	\$98.70	\$338.23	\$0.00	\$338.23	0%
301-389-200	UNDESIGNATED RESERVE - CAP EQUIP REPL F	\$0.00	\$17,023.00	\$0.00	\$0.00	\$0.00	-\$17,023.00	0%
CAPITAL EQUIPMENT REPLACEMENT FUND	Revenue Total	\$0.00	\$17,023.00	\$98.70	\$338.23	\$0.00	-\$16,684.77	2%

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
301-521-00-6410	CIP - POLICE COMMUNICATIONS EQUIPMENT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
301-590-00-2710	UNDESIGNATED RESERVE - CAP EQUIP REPL F	\$0.00	\$17,023.00	\$0.00	\$0.00	\$0.00	\$17,023.00	0%
CAPITAL EQUIPMENT REPLACEMENT FUND	Expend Total	\$0.00	\$17,023.00	\$0.00	\$0.00	\$0.00	\$17,023.00	0%

301 APITAL EQUIPMENT REPLACEMENT FUND

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$0.00	\$98.70	\$338.23
Expended:	\$0.00	\$0.00	\$0.00
Net Income:	\$0.00	\$98.70	\$338.23

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
303-517-00-6200	BUILDINGS - BANK OF AMERICA PURCHASE	\$0.00	\$0.00	\$0.00	\$2,057,899.28	\$0.00	-\$2,057,899.28	0%
303-517-00-7300	BOND ISSUANCE COSTS - CAPITAL IMPROVEM	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
	Dept 517 Total	\$0.00	\$0.00	\$0.00	\$2,057,899.28	\$0.00	-\$2,057,899.28	0%
303-590-00-2710	UNDESIGNATED RESERVE - CAPITAL IMPROVE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
CAPITAL IMPRV REVENUE NOTE 2020 PRO	Expend Total	\$0.00	\$0.00	\$0.00	\$2,057,899.28	\$0.00	-\$2,057,899.28	0%

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

<u>Expend Account</u>	<u>Description</u>	<u>Prior Yr Expd</u>	<u>Budgeted</u>	<u>Curr Expd</u>	<u>YTD Expd</u>	<u>Cancel</u>	<u>Balance</u>	<u>% Expd</u>
303	CAPITAL IMPRV REVENUE NOTE 2020 PRO		<u>Prior</u>	<u>Current</u>	<u>YTD</u>			
	Revenue:		\$0.00	\$0.00	\$0.00			
	Expended:		\$0.00	\$0.00	\$2,057,899.28			
	Net Income:		\$0.00	\$0.00	-\$2,057,899.28			

Grand Totals

	<u>Prior</u>	<u>Current</u>	<u>YTD</u>
Revenue:	\$1,426,636.57	\$1,514,903.37	\$3,900,796.41
Expended:	\$431,885.09	\$340,101.32	\$4,521,429.99
Net Income:	\$994,751.48	\$1,174,802.05	-\$620,633.58

Item a.

Item b.

Revenue Account Range: First to Last Include Non-Anticipated: Yes Year To Date As Of: 02/28/21
 Expend Account Range: First to Last Include Non-Budget: No Current Period: 02/01/21 to 02/28/21
 Print Zero YTD Activity: No Prior Year: 02/01/20 to 02/29/20

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
001-311-100	AD VALOREM TAX	118,848.21	3,524,598.00	481,739.37	2,670,765.10	0.00	853,832.90-	76
001-312-410	LOCAL OPTION GAS TAX	41,053.27	209,000.00	18,197.50	70,664.59	0.00	138,335.41-	34
001-314-100	UTILITY SERVICE TAX - ELECTRICITY	12,714.17	0.00	0.00	20,454.67	0.00	20,454.67	0
001-314-800	UTILITY SERVICE TAX - PROPANE	717.45	5,000.00	925.21	2,913.54	0.00	2,086.46-	58
001-315-000	COMMUNICATIONS SERVICES TAXES	15,859.88	191,000.00	16,184.53	65,967.93	0.00	125,032.07-	35
001-316-000	LOCAL BUSINESS TAX - OCCUPATIONAL LICENS	80.00	12,000.00	341.82	4,565.77	0.00	7,434.23-	38
001-322-000	BUILDING PERMITS	5,462.97	125,000.00	6,220.41	50,752.00	0.00	74,248.00-	41
001-323-100	FRANCHISE FEES - ELECTRICITY	0.00	200,000.00	20,754.50	109,929.46	0.00	90,070.54-	55
001-323-700	FRANCHISE FEE - SOLID WASTE	0.00	50,000.00	5,755.98	28,518.99	0.00	21,481.01-	57
001-329-000	ZONING FEES	1,675.00	20,000.00	1,757.00	11,102.95	0.00	8,897.05-	56
001-329-100	PERMITS - GARAGE SALE	10.00	200.00	5.00	26.00	0.00	174.00-	13
001-329-130	BOAT RAMPS - DECAL AND REG	30.00	1,800.00	30.00	210.00	0.00	1,590.00-	12
001-329-900	TREE REMOVAL	30.00	3,000.00	25.00	50.00	0.00	2,950.00-	2
001-331-100	FEMA REIMBURSEMENT - FEDERAL	8,145.13	0.00	0.00	5,396.38	0.00	5,396.38	0
001-331-110	FEMA REIMBURSEMENT - STATE	0.00	0.00	0.00	299.80	0.00	299.80	0
001-331-130	CARES ACT REIMBURSEMENT	0.00	0.00	0.00	19,208.36	0.00	19,208.36	0
001-334-565	FDLE CESF FUNDING	0.00	0.00	50,000.00	50,000.00	0.00	50,000.00	0
001-335-120	STATE SHARED REVENUE	27,957.52	335,000.00	26,502.43	132,512.15	0.00	202,487.85-	40
001-335-150	ALCOHOLIC BEVERAGE LICENSE TAX	0.00	0.00	0.00	97.89	0.00	97.89	0
001-335-180	HALF-CENT SALES TAX	109,585.83	1,050,000.00	78,369.48	294,220.78	0.00	755,779.22-	28
001-337-200	SRO - CHARTER CONTRIBUTION	0.00	69,460.00	0.00	0.00	0.00	69,460.00-	0
001-341-900	QUALIFYING FEES	0.00	0.00	0.00	70.00	0.00	70.00	0
001-343-410	SOLID WASTE FEES - RESIDENTIAL	29,947.87	666,486.00	65,027.58	510,698.83	0.00	155,787.17-	77
001-347-400	SPECIAL EVENTS	0.00	5,000.00	0.00	128.00	0.00	4,872.00-	3
001-351-100	JUDGEMENT & FINES - MOVING VIOLATIONS	970.65	20,000.00	2,381.39	6,989.32	0.00	13,010.68-	35
001-351-110	RED LIGHT CAMERAS	0.00	350,000.00	0.00	0.00	0.00	350,000.00-	0
001-354-000	JUDGEMENT & FINES - LOCAL ORDINANCE VIOL	0.00	5,000.00	0.00	0.00	0.00	5,000.00-	0
001-359-000	JUDGEMENT & FINES - PARKING VIOLATIONS	150.00	7,500.00	0.00	2,175.00	0.00	5,325.00-	29
001-359-200	INVESTIGATIVE COST REIMBURSEMENT	0.00	0.00	364.18	1,281.57	0.00	1,281.57	0
001-361-100	INTEREST - GENERAL FUND	182.96	3,000.00	76.44	511.53	0.00	2,488.47-	17
001-362-000	RENTAL LICENCES	0.00	18,000.00	50.00	250.00	0.00	17,750.00-	1
001-364-000	DISPOSITION OF FIXED ASSETS	0.00	0.00	36,120.16	36,120.16	0.00	36,120.16	0
001-366-000	CONTRIBUTIONS & DONATIONS	0.00	0.00	500.00	500.00	0.00	500.00	0
001-369-900	OTHER MISCELLANEOUS REVENUE	2,411.12	10,000.00	662.50	9,501.76	0.00	498.24-	95
001-369-905	POLICE OFF-DUTY DETAIL REIMBURSEMENTS	3,698.80	0.00	387.54	5,478.93	0.00	5,478.93	0
001-369-906	POLICE MARINE PATROL REIMBURSEMENTS	1,435.80	20,000.00	1,316.15	7,956.72	0.00	12,043.28-	40

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
001-369-910	VACANT FORECLOSURE	200.00	0.00	0.00	0.00	0.00	0.00	0
001-389-200	UNDESIGNATED RESERVE	0.00	2,376,482.00	0.00	0.00	0.00	2,376,482.00-	0
	GENERAL FUND Revenue Total	381,166.63	9,277,526.00	813,694.17	4,119,318.18	0.00	5,158,207.82-	43

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
001-511-00-0000	LEGISLATIVE	0.00	0.00	0.00	0.00	0.00	0.00	0
001-511-00-2311	DENTAL & VISION INSURANCE - DISTRICT 1	0.00	500.00	0.00	0.00	0.00	500.00	0
001-511-00-2312	DENTAL & VISION INSURANCE - DISTRICT 2	0.00	500.00	39.26	196.30	0.00	303.70	39
001-511-00-2313	DENTAL & VISION INSURANCE - DISTRICT 3	0.00	500.00	39.26	196.30	0.00	303.70	39
001-511-00-2314	DENTAL & VISION INSURANCE - DISTRICT 4	0.00	500.00	0.00	0.00	0.00	500.00	0
001-511-00-2315	DENTAL & VISION INSURANCE - DISTRICT 5	0.00	500.00	39.26	196.30	0.00	303.70	39
001-511-00-2316	DENTAL & VISION INSURANCE - DISTRICT 6	0.00	500.00	39.26	196.30	0.00	303.70	39
001-511-00-2317	DENTAL & VISION INSURANCE - DISTRICT 7	0.00	500.00	39.26	196.30	0.00	303.70	39
001-511-00-3150	ELECTION EXPENSE	0.00	1,500.00	0.00	1,541.16	0.00	41.16-	103
001-511-00-3200	AUDITING & ACCOUNTING	0.00	24,000.00	0.00	15,000.00	0.00	9,000.00	62
001-511-00-4001	TRAVEL & PER DIEM - DISTRICT 1	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4002	TRAVEL & PER DIEM - DISTRICT 2	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4003	TRAVEL & PER DIEM - DISTRICT 3	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4004	TRAVEL & PER DIEM - DISTRICT 4	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4005	TRAVEL & PER DIEM - DISTRICT 5	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4006	TRAVEL & PER DIEM - DISTRICT 6	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4007	TRAVEL & PER DIEM - DISTRICT 7	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-4100	COMMUNICATIONS - TELEPHONE	620.06	7,500.00	0.00	2,452.38	0.00	5,047.62	33
001-511-00-4900	OTHER CURRENT CHARGES	0.00	250.00	0.00	0.00	0.00	250.00	0
001-511-00-5100	OFFICE SUPPLIES	0.00	500.00	0.00	0.00	0.00	500.00	0
001-511-00-5200	OPERATING SUPPLIES	0.00	100.00	0.00	0.00	0.00	100.00	0
001-511-00-5401	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 1	36.14	200.00	0.00	190.23	0.00	9.77	95
001-511-00-5402	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 2	36.14	200.00	0.00	190.23	0.00	9.77	95
001-511-00-5403	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 3	36.14	200.00	0.00	190.22	0.00	9.78	95
001-511-00-5404	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 4	36.14	200.00	0.00	190.22	0.00	9.78	95
001-511-00-5405	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 5	36.14	200.00	0.00	190.22	0.00	9.78	95
001-511-00-5406	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 6	36.15	200.00	0.00	190.22	0.00	9.78	95
001-511-00-5407	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS- DIS 7	36.15	200.00	0.00	190.22	0.00	9.78	95
001-512-00-0000	EXECUTIVE MAYOR	0.00	0.00	0.00	0.00	0.00	0.00	0
001-512-00-2310	DENTAL & VISION INSURANCE	0.00	500.00	33.32	166.60	0.00	333.40	33
001-512-00-4000	TRAVEL & PER DIEM	0.00	250.00	0.00	0.00	0.00	250.00	0
001-512-00-4100	COMMUNICATIONS - TELEPHONE	88.58	1,100.00	0.00	350.34	0.00	749.66	32
001-512-00-4900	OTHER CURRENT CHARGES	0.00	200.00	0.00	97.47	0.00	102.53	49

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
001-512-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	0.00	500.00	0.00	540.22	0.00	40.22-	108
001-513-00-0000	FINANCE ADMIN & PLANNING	0.00	0.00	0.00	0.00	0.00	0.00	0
001-513-00-1200	REGULAR SALARIES & WAGES	29,614.77	309,000.00	31,095.54	162,426.21	0.00	146,573.79	53
001-513-00-1250	VEHICLE ALLOWANCE - CITY MANAGER	584.52	8,400.00	646.16	3,523.06	0.00	4,876.94	42
001-513-00-1400	OVERTIME PAY	0.00	500.00	0.00	0.00	0.00	500.00	0
001-513-00-2100	FICA/MEDICARE TAXES	2,134.60	24,320.00	2,234.16	10,944.29	0.00	13,375.71	45
001-513-00-2200	RETIREMENT CONTRIBUTIONS	3,849.92	40,170.00	4,353.38	24,595.81	0.00	15,574.19	61
001-513-00-2300	HEALTH INSURANCE	0.00	70,000.00	6,364.92	31,824.60	0.00	38,175.40	45
001-513-00-2310	DENTAL & VISION INSURANCE	0.00	3,500.00	273.22	1,366.10	0.00	2,133.90	39
001-513-00-2320	LIFE INSURANCE	0.00	1,500.00	158.73	793.65	0.00	706.35	53
001-513-00-2330	DISABILITY INSURANCE	442.69	4,500.00	432.28	2,161.40	0.00	2,338.60	48
001-513-00-3100	PROFESSIONAL SERVICES	350.00	15,000.00	0.00	11,553.65	0.00	3,446.35	77
001-513-00-4000	TRAVEL & PER DIEM	415.00	500.00	150.00	450.00	0.00	50.00	90
001-513-00-4600	REPAIRS & MAINTENANCE - GENERAL	0.00	500.00	0.00	0.00	0.00	500.00	0
001-513-00-4610	REPAIRS & MAINTENANCE - VEHICLES	43.68	500.00	0.00	2,122.69	0.00	1,622.69-	425
001-513-00-4700	PRINTING & BINDING	0.00	500.00	0.00	0.00	0.00	500.00	0
001-513-00-4710	CODIFICATION EXPENSES	0.00	3,500.00	0.00	1,175.00	0.00	2,325.00	34
001-513-00-4900	OTHER CURRENT CHARGES	264.45	2,000.00	130.00	650.00	0.00	1,350.00	32
001-513-00-4910	LEGAL ADVERTISING	282.50	2,000.00	0.00	293.75	0.00	1,706.25	15
001-513-00-5200	OPERATING SUPPLIES	0.00	500.00	0.00	72.97	0.00	427.03	15
001-513-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	27.72	4,200.00	200.00	3,329.37	0.00	870.63	79
001-519-00-0000	GENERAL GOVERNMENT	0.00	0.00	0.00	0.00	0.00	0.00	0
001-519-00-3100	OTHER PROFESSIONAL SERVICES	0.00	5,500.00	0.00	4,500.00	0.00	1,000.00	82
001-519-00-3110	LEGAL SERVICES	7,034.25	115,000.00	0.00	49,832.70	0.00	65,167.30	43
001-519-00-3120	ENGINEERING FEES	442.79	45,000.00	0.00	11,990.43	0.00	33,009.57	27
001-519-00-3130	ANNEXATION FEES	0.00	5,000.00	0.00	0.00	0.00	5,000.00	0
001-519-00-3400	CONTRACTUAL SERVICES	5,300.00	75,000.00	6,550.00	35,005.00	0.00	39,995.00	47
001-519-00-3405	BUILDING PERMITS	53,540.00	100,000.00	0.00	33,153.36	0.00	66,846.64	33
001-519-00-3410	JANITORIAL SERVICES	234.00	3,000.00	194.00	821.00	0.00	2,179.00	27
001-519-00-3415	WEBSITE/SOCIAL MEDIA	0.00	4,500.00	0.00	2,388.00	0.00	2,112.00	53
001-519-00-3440	FIRE PROTECTION	793,169.46	1,681,919.00	0.00	837,839.31	0.00	844,079.69	50
001-519-00-4100	COMMUNICATIONS SERVICES	945.03	12,500.00	24.00	4,749.14	0.00	7,750.86	38
001-519-00-4200	FREIGHT & POSTAGE	345.72	7,000.00	0.00	928.17	0.00	6,071.83	13
001-519-00-4300	UTILITY/ELECTRIC/WATER	800.39	10,000.00	1,232.90	7,186.76	0.00	2,813.24	72
001-519-00-4310	SOLID WASTE DISPOSAL/YARDWASTE	52,367.41	666,486.00	56,049.74	277,984.63	0.00	388,501.37	42
001-519-00-4500	INSURANCE	11,639.00	120,000.00	0.00	35,338.50	0.00	84,661.50	29
001-519-00-4600	REPAIRS & MAINTENANCE - GENERAL	809.00	5,000.00	0.00	4,531.58	0.00	468.42	91
001-519-00-4700	PRINTING & BINDING	597.73	7,500.00	257.66	1,494.40	0.00	6,005.60	20
001-519-00-4800	SPECIAL EVENTS	0.00	12,000.00	0.00	2,485.46	0.00	9,514.54	21
001-519-00-4900	OTHER CURRENT CHARGES	7.84-	2,500.00	0.00	4,597.94	0.00	2,097.94-	184

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
001-519-00-4905	NON AD VALOREM ASSESSMENT FEE	0.00	3,000.00	0.00	3,430.00	0.00	430.00-	114
001-519-00-4906	GEOGRAPHIC INFORMATION SYSTEM INTERLOCAL	0.00	2,300.00	0.00	2,240.00	0.00	60.00	97
001-519-00-4910	LEGAL ADVERTISING	185.00	5,000.00	0.00	1,846.26	0.00	3,153.74	37
001-519-00-5100	OFFICE SUPPLIES	902.73	8,000.00	1,078.63	2,636.29	0.00	5,363.71	33
001-519-00-5200	OPERATING SUPPLIES	0.00	2,000.00	0.00	0.00	0.00	2,000.00	0
001-519-00-5230	FUEL EXPENSE	26.73	500.00	0.00	108.64	0.00	391.36	22
001-519-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	0.00	1,100.00	0.00	519.00	0.00	581.00	47
001-519-00-8300	CONTRIBUTIONS & DONATIONS	0.00	0.00	0.00	600.00	0.00	600.00-	0
001-519-00-8310	NEIGHBORHOOD GRANT PROGRAM	0.00	35,000.00	7,000.00-	18,467.93	0.00	16,532.07	53
001-521-00-0000	POLICE	0.00	0.00	0.00	0.00	0.00	0.00	0
001-521-00-1200	REGULAR SALARIES & WAGES	79,907.87	1,201,000.00	93,123.74	487,173.15	0.00	713,826.85	41
001-521-00-1210	REGULAR SALARIES & WAGES - CROSSING GUAR	5,203.13	47,000.00	3,225.00	15,071.77	0.00	31,928.23	32
001-521-00-1215	HOLIDAY PAY	0.00	20,000.00	0.00	13,022.68	0.00	6,977.32	65
001-521-00-1220	LONGEVITY PAY	0.00	4,500.00	0.00	0.00	0.00	4,500.00	0
001-521-00-1400	OVERTIME PAY	489.71	15,000.00	158.80	6,032.43	0.00	8,967.57	40
001-521-00-1500	INCENTIVE PAY	932.26	15,000.00	941.50	5,178.25	0.00	9,821.75	35
001-521-00-1505	POLICE OFF-DUTY DETAIL PAY	3,435.94	0.00	360.00	5,400.00	0.00	5,400.00-	0
001-521-00-1506	POLICE LAKE CONWAY MARINE PATROL PAY	0.00	15,000.00	800.00	3,050.00	0.00	11,950.00	20
001-521-00-1520	SPECIAL ASSIGNMENT PAY	518.33	11,000.00	210.00	2,009.00	0.00	8,991.00	18
001-521-00-2100	FICA/MEDICARE TAXES	6,606.41	101,630.00	7,184.08	38,972.83	0.00	62,657.17	38
001-521-00-2200	RETIREMENT CONTRIBUTIONS	12,955.30	207,000.00	16,087.56	92,410.93	0.00	114,589.07	45
001-521-00-2300	HEALTH INSURANCE	0.00	242,000.00	18,856.05	94,280.25	0.00	147,719.75	39
001-521-00-2310	DENTAL & VISION INSURANCE	0.00	7,700.00	615.56	3,077.80	0.00	4,622.20	40
001-521-00-2320	LIFE INSURANCE	0.00	5,850.00	483.61	2,418.05	0.00	3,431.95	41
001-521-00-2330	DISABILITY INSURANCE	1,484.13	21,000.00	1,536.58	7,682.90	0.00	13,317.10	37
001-521-00-3100	TECHNOLOGY SUPPORT/SERVICES	1,401.47	24,000.00	1,024.97	6,976.44	0.00	17,023.56	29
001-521-00-3110	LEGAL SERVICES	548.50	8,000.00	0.00	1,047.50	0.00	6,952.50	13
001-521-00-3120	PRE-EMPLOYMENT EXPENSE	421.00	1,000.00	0.00	0.00	0.00	1,000.00	0
001-521-00-3410	JANITORIAL SERVICES	126.00	1,600.00	216.00	914.00	0.00	686.00	57
001-521-00-4000	TRAVEL & PER DIEM	0.00	2,000.00	0.00	0.00	0.00	2,000.00	0
001-521-00-4100	COMMUNICATIONS SERVICES	1,876.38	20,000.00	0.00	8,099.33	0.00	11,900.67	40
001-521-00-4110	DISPATCH SERVICE	10,818.90	73,000.00	0.00	10,818.90	0.00	62,181.10	15
001-521-00-4200	POSTAGE & FREIGHT	0.00	500.00	0.00	56.90	0.00	443.10	11
001-521-00-4300	UTILITY/ELECTRIC/WATER	301.65	3,500.00	28.77	1,140.51	0.00	2,359.49	33
001-521-00-4600	REPAIRS & MAINTENANCE - GENERAL	15.78	2,000.00	150.00	525.33	0.00	1,474.67	26
001-521-00-4610	REPAIRS AND MAINTENANCE - VEHICLES	4,097.76	25,000.00	211.94	14,003.20	0.00	10,996.80	56
001-521-00-4620	REPAIRS & MAINTENANCE - RADAR GUNS	0.00	3,000.00	0.00	725.00	0.00	2,275.00	24
001-521-00-4700	PRINTING & BINDING	234.13	2,000.00	232.85	1,486.97	0.00	513.03	74
001-521-00-4800	COMMUNITY PROMOTIONS	0.00	1,000.00	0.00	0.00	0.00	1,000.00	0
001-521-00-4900	OTHER CURRENT CHARGES	400.00	3,000.00	0.00	210.84	0.00	2,789.16	7

Item b.

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
001-521-00-4910	LEGAL ADVERTISING	0.00	250.00	0.00	0.00	0.00	250.00	0
001-521-00-4920	MARINE EXPENSES	0.00	3,000.00	0.00	2,262.78	0.00	737.22	75
001-521-00-5100	OFFICE SUPPLIES	94.92	3,000.00	0.00	7.97	0.00	2,992.03	0
001-521-00-5200	OPERATING SUPPLIES	359.75	5,000.00	0.00	5,163.61	0.00	163.61-	103
001-521-00-5205	COMPUTER AND SOFTWARE	0.00	1,000.00	0.00	0.00	0.00	1,000.00	0
001-521-00-5210	UNIFORMS	495.80	6,000.00	0.00	1,745.25	0.00	4,254.75	29
001-521-00-5230	FUEL EXPENSE	3,019.92	40,000.00	3,309.00	14,993.04	0.00	25,006.96	37
001-521-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	0.00	800.00	0.00	0.00	0.00	800.00	0
001-521-00-5500	TRAINING - POLICE	0.00	1,500.00	0.00	474.00	0.00	1,026.00	32
001-521-00-6400	CIP - EQUIPMENT	0.00	0.00	0.00	950.00	0.00	950.00-	0
001-521-00-6417	VEHICLES - LEASE PURCHASE & REG	0.00	100,000.00	0.00	0.00	0.00	100,000.00	0
001-521-00-6418	CIP - EQUIPMENT - VESSELS	0.00	50,000.00	0.00	0.00	0.00	50,000.00	0
001-521-00-8200	COMMUNITY PROMOTIONS	37.96	0.00	0.00	0.00	0.00	0.00	0
001-541-00-0000	PUBLIC WORKS	0.00	0.00	0.00	0.00	0.00	0.00	0
001-541-00-1200	REGULAR SALARIES & WAGES	8,426.13	69,050.00	8,847.43	46,499.84	0.00	22,550.16	67
001-541-00-1400	OVERTIME PAY	0.00	500.00	0.00	0.00	0.00	500.00	0
001-541-00-2100	FICA/MEDICARE TAXES	636.16	5,321.00	668.36	3,447.22	0.00	1,873.78	65
001-541-00-2200	RETIREMENT CONTRIBUTIONS	1,095.39	9,000.00	1,238.62	6,927.13	0.00	2,072.87	77
001-541-00-2300	HEALTH INSURANCE	0.00	21,000.00	2,386.83	11,934.15	0.00	9,065.85	57
001-541-00-2310	DENTAL & VISION INSURANCE	0.00	650.00	78.03	390.15	0.00	259.85	60
001-541-00-2320	LIFE INSURANCE	0.00	400.00	45.63	228.15	0.00	171.85	57
001-541-00-2330	DISABILITY INSURANCE	164.04	1,400.00	160.07	800.35	0.00	599.65	57
001-541-00-3100	PROFESSIONAL SERVICES	0.00	3,200.00	0.00	0.00	0.00	3,200.00	0
001-541-00-3140	TEMPORARY LABOR	0.00	2,000.00	0.00	0.00	0.00	2,000.00	0
001-541-00-3400	CONTRACTUAL SERVICES	368.00	7,500.00	674.00	3,212.58	0.00	4,287.42	43
001-541-00-3420	LANDSCAPING SERVICES	6,555.82	45,000.00	0.00	14,400.00	0.00	30,600.00	32
001-541-00-4100	COMMUNICATIONS	232.51	2,500.00	0.00	921.07	0.00	1,578.93	37
001-541-00-4300	UTILITY/ELECTRIC/WATER	7,616.57	110,000.00	21.65	30,642.28	0.00	79,357.72	28
001-541-00-4600	REPAIRS & MAINTENANCE - GENERAL	2,428.85	10,000.00	0.00	419.91	0.00	9,580.09	4
001-541-00-4610	REPAIRS & MAINTENANCE - VEHICLES & EQUIP	76.88	10,000.00	391.43	6,285.56	0.00	3,714.44	63
001-541-00-4670	REPAIRS & MAINTENANCE - PARKS	0.00	25,000.00	982.49	19,997.54	0.00	5,002.46	80
001-541-00-4675	REPAIRS & MAINTENANCE - BOAT RAMPS	0.00	2,500.00	441.00	441.00	0.00	2,059.00	18
001-541-00-4680	REPAIRS & MAINTENANCE - ROADS	4,249.49	30,000.00	1,397.50	7,442.59	0.00	22,557.41	25
001-541-00-4690	URBAN FORESTRY	900.00	60,000.00	0.00	104,712.00	0.00	44,712.00-	175
001-541-00-5200	OPERATING SUPPLIES	65.61	5,000.00	189.95	1,554.38	0.00	3,445.62	31
001-541-00-5210	UNIFORMS	0.00	1,000.00	0.00	201.60	0.00	798.40	20
001-541-00-5220	PROTECTIVE CLOTHING	0.00	1,000.00	0.00	0.00	0.00	1,000.00	0
001-541-00-5230	FUEL EXPENSE	227.45	6,000.00	339.70	1,520.39	0.00	4,479.61	25
001-541-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	0.00	500.00	0.00	0.00	0.00	500.00	0
001-541-00-5500	TRAINING	0.00	250.00	0.00	0.00	0.00	250.00	0

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
001-541-00-6320	CIP - RESURFACING & CURBING	0.00	200,000.00	0.00	0.00	0.00	200,000.00	0
001-541-00-6330	CIP - SIDEWALKS	0.00	25,000.00	0.00	0.00	0.00	25,000.00	0
001-541-00-6335	CIP - NELA BRIDGE REPAIRS	20,190.00	0.00	0.00	0.00	0.00	0.00	0
001-541-00-6380	CIP - PARK IMPROVEMENTS	0.00	15,000.00	0.00	0.00	0.00	15,000.00	0
001-541-00-6430	CIP - EQUIPMENT	0.00	10,000.00	0.00	0.00	0.00	10,000.00	0
001-584-00-0000	NON-OPERATING	0.00	0.00	0.00	0.00	0.00	0.00	0
001-584-00-7100	PAYMENT ON BOND - PRINCIPAL	0.00	177,670.00	0.00	0.00	0.00	177,670.00	0
001-584-00-7200	BOND DEBT - INTEREST	0.00	61,182.00	0.00	0.00	0.00	61,182.00	0
001-590-00-0000	RESERVES	0.00	0.00	0.00	0.00	0.00	0.00	0
001-590-00-2710	UNDESIGNATED RESERVE	0.00	2,597,128.00	0.00	0.00	0.00	2,597,128.00	0
GENERAL FUND Expend Total		1,156,318.79	9,277,526.00	271,273.64	2,733,777.78	0.00	6,543,748.22	29

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
001	GENERAL FUND	381,166.63	813,694.17	4,119,318.18	1,156,318.79	271,273.64	2,733,777.78	1,385,540.40

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
102-324-310	IMPACT FEES - RESIDENTIAL - TRANSPORTATI	0.00	3,000.00	0.00	1,430.00	0.00	1,570.00-	48
102-361-100	INTEREST - TRANSPORTATION IMPACT	182.96	2,300.00	76.44	511.50	0.00	1,788.50-	22
102-389-200	UNDESIGNATED RESERVE - TRANSPORTATION IM	0.00	146,874.00	0.00	0.00	0.00	146,874.00-	0
	TRANSPORTATION IMPACT FEE Revenue Total	182.96	152,174.00	76.44	1,941.50	0.00	150,232.50-	1

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
102-541-00-6425	ROADWAY IMPROVEMENTS	0.00	35,000.00	0.00	0.00	0.00	35,000.00	0
102-590-00-2710	UNDESIGNATED RESERVE - TRANSPORTATION IM	0.00	117,174.00	0.00	0.00	0.00	117,174.00	0
	TRANSPORTATION IMPACT FEE FU Expend Tota	0.00	152,174.00	0.00	0.00	0.00	152,174.00	0

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
102	TRANSPORTATION IMPACT FEE FUND	182.96	76.44	1,941.50	0.00	0.00	0.00	1,941.50

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
103-343-900	SERVICE CHARGE - STORMWATER	15,206.40	411,671.00	56,013.39	300,746.55	0.00	110,924.45-	73
103-361-100	INTEREST - STORMWATER	182.95	2,300.00	76.44	511.50	0.00	1,788.50-	22
103-389-200	UNDESIGNATED RESERVE - STORMWATER	0.00	59,268.00	0.00	0.00	0.00	59,268.00-	0
STORMWATER FUND Revenue Total		15,389.35	473,239.00	56,089.83	301,258.05	0.00	171,980.95-	64

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
103-541-00-1200	REGULAR SALARIES & WAGES	0.00	94,500.00	0.00	0.00	0.00	94,500.00	0
103-541-00-2100	FICA/MEDI CARE TAXES	0.00	7,230.00	0.00	0.00	0.00	7,230.00	0
103-541-00-2200	RETIREMENT CONTRIBUTIONS	0.00	12,500.00	0.00	0.00	0.00	12,500.00	0
103-541-00-2300	HEALTH INSURANCE	0.00	16,000.00	0.00	0.00	0.00	16,000.00	0
103-541-00-2310	DENTAL & VISION INSURANCE	0.00	500.00	0.00	0.00	0.00	500.00	0
103-541-00-2320	LIFE INSURANCE	0.00	500.00	0.00	0.00	0.00	500.00	0
103-541-00-2330	DISABILITY INSURANCE	0.00	1,350.00	0.00	0.00	0.00	1,350.00	0
103-541-00-3100	PROFESSIONAL SERVICES	0.00	3,000.00	0.00	0.00	0.00	3,000.00	0
103-541-00-3110	LEGAL SERVICES - STORMWATER FUND	0.00	3,000.00	0.00	292.50	0.00	2,707.50	10
103-541-00-3120	ENGINEERING FEES	2,732.21	50,000.00	0.00	15,834.58	0.00	34,165.42	32
103-541-00-3430	NPDES	0.00	15,000.00	0.00	244.00	0.00	14,756.00	2
103-541-00-3450	LAKE CONSERVATION	903.00	15,000.00	1,003.00	4,285.00	0.00	10,715.00	29
103-541-00-4600	REPAIRS & MAINTENANCE	15,040.32	75,000.00	0.00	5,116.00	0.00	69,884.00	7
103-541-00-4900	OTHER CURRENT CHARGES	0.00	1,000.00	0.00	0.00	0.00	1,000.00	0
103-541-00-6300	CIP - CAPITAL IMPROVEMENTS	0.00	110,600.00	0.00	43,861.00	0.00	66,739.00	40
103-541-00-7100	PRINCIPAL	0.00	20,668.00	0.00	0.00	0.00	20,668.00	0
103-541-00-7200	INTEREST	0.00	10,795.00	0.00	0.00	0.00	10,795.00	0
103-590-00-2710	UNDESIGNATED RESERVE - STORMWATER	0.00	36,596.00	0.00	0.00	0.00	36,596.00	0
STORMWATER FUND Expend Total		18,675.53	473,239.00	1,003.00	69,633.08	0.00	403,605.92	15

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
103	STORMWATER FUND	15,389.35	56,089.83	301,258.05	18,675.53	1,003.00	69,633.08	231,624.97

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
104-351-200	JUDGEMENT & FINES - LE EDUCATION FUND	147.50	1,500.00	352.24	919.22	0.00	580.78-	61
104-361-100	INTEREST - EDUCATION FUND	182.95	2,300.00	76.44	608.33	0.00	1,691.67-	26
104-389-200	UNDESIGNATED RESERVE - LE EDUCATION FUND	0.00	11,000.00	0.00	0.00	0.00	11,000.00-	0
	LAW ENFORCEMENT EDUCATION Revenue Total	330.45	14,800.00	428.68	1,527.55	0.00	13,272.45-	10

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Balance	% Expd
104-521-00-5500	TRAINING	0.00	6,000.00	0.00	5,209.73	0.00	790.27	87
104-541-00-4900	OTHER CURRENT CHARGES	0.00	200.00	0.00	0.00	0.00	200.00	0
104-590-00-2710	UNDESIGNATED RESERVE - LE EDUCATION	0.00	8,600.00	0.00	0.00	0.00	8,600.00	0
	LAW ENFORCEMENT EDUCATION FU Expend Total	0.00	14,800.00	0.00	5,209.73	0.00	9,590.27	35

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
104	LAW ENFORCEMENT EDUCATION FUND	330.45	428.68	1,527.55	0.00	0.00	5,209.73	3,682.18-

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
201-361-100	INTEREST - CHARTER FUND	1,261.15	10,000.00	0.00	0.00	0.00	10,000.00-	0
201-362-000	RENT REVENUE	85,803.43	1,040,141.00	92,394.72	439,108.24	0.00	601,032.76-	42
201-389-200	UNDESIGNATED RESERVE - CHARTER FUND	0.00	974,271.00	0.00	0.00	0.00	974,271.00-	0
	CHARTER SCHOOL DEBT SERVICE Revenue Total	87,064.58	2,024,412.00	92,394.72	439,108.24	0.00	1,585,303.76-	22

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Bal ance	% Expd
201-569-00-1200	REGULAR SALARIES & WAGES	0.00	75,000.00	0.00	0.00	0.00	75,000.00	0
201-569-00-2100	FICA/MEDI CARE TAXES	0.00	5,738.00	0.00	0.00	0.00	5,738.00	0
201-569-00-2200	RETIREMENT CONTRIBUTIONS	0.00	11,000.00	0.00	0.00	0.00	11,000.00	0
201-569-00-2300	HEALTH INSURANCE	0.00	10,000.00	0.00	0.00	0.00	10,000.00	0
201-569-00-2310	DENTAL & VISION INSURANCE	0.00	400.00	0.00	0.00	0.00	400.00	0
201-569-00-2320	LIFE INSURANCE	0.00	400.00	0.00	0.00	0.00	400.00	0
201-569-00-2330	DISABILITY INSURANCE	0.00	1,100.00	0.00	0.00	0.00	1,100.00	0
201-569-00-3100	PROFESSIONAL SERVICES - CHARTER	0.00	5,500.00	1,500.00	11,025.00	0.00	5,525.00-	200
201-569-00-3110	LEGAL SERVICES - CHARTER	5,130.00	8,000.00	0.00	1,100.00	0.00	6,900.00	14
201-569-00-4600	MAINTENANCE - CHARTER SCHOOL	0.00	20,000.00	0.00	9,291.00	0.00	10,709.00	46
201-569-00-6210	CIP - CHARTER ROOF	0.00	114,000.00	0.00	0.00	0.00	114,000.00	0
201-569-00-6410	CHARTER SCHOOL BUILDING REPAIRS	1,200.00	0.00	0.00	0.00	0.00	0.00	0
201-569-00-7100	PRINCIPAL	0.00	185,000.00	0.00	0.00	0.00	185,000.00	0
201-569-00-7200	INTEREST	0.00	515,000.00	0.00	0.00	0.00	515,000.00	0
201-590-00-2710	UNDESIGNATED RESERVE - CHARTER FUND	0.00	1,073,274.00	0.00	0.00	0.00	1,073,274.00	0
	CHARTER SCHOOL DEBT SERVICE Expend Total	6,330.00	2,024,412.00	1,500.00	21,416.00	0.00	2,002,996.00	1

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
201	CHARTER SCHOOL DEBT SERVICE FUND	87,064.58	92,394.72	439,108.24	6,330.00	1,500.00	21,416.00	417,692.24

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
301-361-100	INTEREST - CAP EQUIP REPL FUND	0.00	0.00	76.43	414.66	0.00	414.66	0
301-389-200	UNDESIGNATED RESERVE - CAP EQUIP REPL FU	0.00	17,023.00	0.00	0.00	0.00	17,023.00-	0
	CAPITAL EQUIPMENT REPLACEMENT Revenue Total	0.00	17,023.00	76.43	414.66	0.00	16,608.34-	2

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Balance	% Expd
301-590-00-2710	UNDESIGNATED RESERVE - CAP EQUIP REPL FU	0.00	17,023.00	0.00	0.00	0.00	17,023.00	0
	CAPITAL EQUIPMENT REPLACEMENT Expend Total	0.00	17,023.00	0.00	0.00	0.00	17,023.00	0

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
301	CAPITAL EQUIPMENT REPLACEMENT FUND	0.00	76.43	414.66	0.00	0.00	0.00	414.66

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
	RIGHT OF WAY FUND Revenue Total	0.00	0.00	0.00	0.00	0.00	0.00	0
	RIGHT OF WAY FUND Expend Total	0.00	0.00	0.00	0.00	0.00	0.00	0

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Revenue Account	Description	Prior Yr Rev	Anticipated	Current Rev	YTD Revenue	Cancel	Excess/Deficit	% Real
	CAPITAL IMPRV REVENUE NOTE Revenue Total	0.00	0.00	0.00	0.00	0.00	0.00	0

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Expend Account	Description	Prior Yr Expd	Budgeted	Current Expd	YTD Expended	Cancel	Balance	% Expd
303-517-00-6200	BUILDINGS - BANK OF AMERICA PURCHASE	0.00	0.00	0.00	2,057,899.28	0.00	2,057,899.28-	0
	CAPITAL IMPRV REVENUE NOTE 2 Expend Tota	0.00	0.00	0.00	2,057,899.28	0.00	2,057,899.28-	0

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
303	CAPITAL IMPRV REVENUE NOTE 2020 PROJ FUN	0.00	0.00	0.00	0.00	0.00	2,057,899.28	2,057,899.28-

CITY OF BELLE ISLE
Statement of Revenue and Expenditures

Item b.

Fund	Description	Prior Revenue	Curr Revenue	YTD Revenue	Prior Expended	Curr Expended	YTD Expended	Total Available Revenues
001	GENERAL FUND	381,166.63	813,694.17	4,119,318.18	1,156,318.79	271,273.64	2,733,777.78	1,385,540.40
102	TRANSPORTATION IMPACT FEE FUND	182.96	76.44	1,941.50	0.00	0.00	0.00	1,941.50
103	STORMWATER FUND	15,389.35	56,089.83	301,258.05	18,675.53	1,003.00	69,633.08	231,624.97
104	LAW ENFORCEMENT EDUCATION FUND	330.45	428.68	1,527.55	0.00	0.00	5,209.73	3,682.18-
201	CHARTER SCHOOL DEBT SERVICE FUND	87,064.58	92,394.72	439,108.24	6,330.00	1,500.00	21,416.00	417,692.24
301	CAPITAL EQUIPMENT REPLACEMENT FUND	0.00	76.43	414.66	0.00	0.00	0.00	414.66
302	RIGHT OF WAY FUND	0.00	0.00	0.00	0.00	0.00	0.00	0.00
303	CAPITAL IMPRV REVENUE NOTE 2020 PROJ FUN	0.00	0.00	0.00	0.00	0.00	2,057,899.28	2,057,899.28-
	Final Total	484,133.97	962,760.27	4,863,568.18	1,181,324.32	273,776.64	4,887,935.87	24,367.69-

Item b.

Range of Checking Accts: First to Last Range of Check Dates: 02/01/21 to 02/28/21
Report Type: All Checks Report Format: Detail Check Type: Computer: Y Manual: Y Dir Deposit: Y

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num
PO #	Item	Description					Ref Seq Acct
OPERATING Operating Account							
10839	02/04/21	ADVANCEA ADVANCE AUTO PARTS				02/28/21	950
21000402	1	BATTERY PD VEH 707	149.99	001-521-00-4610	Expenditure		22 1
				REPAIRS AND MAINTENANCE - VEHICLES			
10840	02/04/21	ARCHIVES ARCHIVESOCIAL, INC.				02/28/21	950
21000427	1	SOCIAL MEDIA ARCHIVING SVC	2,388.00	001-519-00-3415	Expenditure		50 1
				WEBSITE/SOCIAL MEDIA			
10841	02/04/21	AXONENTE AXON ENTERPRISE, INC.				02/28/21	950
21000422	1	16 TASERS YEAR 3 PAYMENT	4,480.00	001-521-00-5200	Expenditure		42 1
				OPERATING SUPPLIES			
10842	02/04/21	COVENANT COVENANT CLEANING SERVICES				02/28/21	950
21000424	1	JAN2021 CLEANING SVC	194.00	001-519-00-3410	Expenditure		45 1
				JANITORIAL SERVICES			
21000424	2	JAN2021 CLEANING SVC	216.00	001-521-00-3410	Expenditure		46 1
				JANITORIAL SERVICES			
21000425	1	FEB2021 CLEANING SVC	194.00	001-519-00-3410	Expenditure		47 1
				JANITORIAL SERVICES			
21000425	2	FEB2021 CLEANING SVC	216.00	001-521-00-3410	Expenditure		48 1
				JANITORIAL SERVICES			
			820.00				
10843	02/04/21	FBI LEEDA FBI -LEEDA				02/28/21	950
21000430	1	SLI TRAINING FERRAIUOLO 3/2021	695.00	104-521-00-5500	Expenditure		53 1
				TRAINING			
10844	02/04/21	FEDERALE FEDERAL EASTERN INTERNATIONAL				02/28/21	950
21000401	1	BALLISTIC VESTS & CARRIERS	786.00	001-521-00-5210	Expenditure		21 1
				UNIFORMS			
10845	02/04/21	FISHER FISHER PLANNING & DEVELOPMENT				02/28/21	950
21000431	1	FEB2021 PLANNING SVC	6,250.00	001-519-00-3400	Expenditure		54 1
				CONTRACTUAL SERVICES			
10846	02/04/21	FLAMUN FLORIDA MUNICIPAL INS. TRUST				02/28/21	950
21000399	1	FEB2021 HEALTH/DENTAL/VIS/LIFE	15,219.67	001-900-00-0006	Expenditure		4 1
				INSURANCE PAYABLE			
21000399	2	FEB2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2312	Expenditure		5 1
				DENTAL & VISION INSURANCE - DISTRICT 2			
21000399	3	FEB2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2313	Expenditure		6 1
				DENTAL & VISION INSURANCE - DISTRICT 3			
21000399	4	FEB2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2315	Expenditure		7 1
				DENTAL & VISION INSURANCE - DISTRICT 5			
21000399	5	FEB2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2316	Expenditure		8 1
				DENTAL & VISION INSURANCE - DISTRICT 6			
21000399	6	FEB2021 HEALTH/DENTAL/VIS/LIFE	39.26	001-511-00-2317	Expenditure		9 1
				DENTAL & VISION INSURANCE - DISTRICT 7			

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
OPERATING									
10846	FLORIDA	MUNICIPAL INS. TRUST	Continued						
21000399	7	FEB2021 HEALTH/DENTAL/VIS/LIFE	33.32	001-512-00-2310	Expenditure		10	1	
				DENTAL & VISION INSURANCE					
21000399	8	FEB2021 HEALTH/DENTAL/VIS/LIFE	6,364.92	001-513-00-2300	Expenditure		11	1	
				HEALTH INSURANCE					
21000399	9	FEB2021 HEALTH/DENTAL/VIS/LIFE	273.22	001-513-00-2310	Expenditure		12	1	
				DENTAL & VISION INSURANCE					
21000399	10	FEB2021 HEALTH/DENTAL/VIS/LIFE	158.73	001-513-00-2320	Expenditure		13	1	
				LIFE INSURANCE					
21000399	11	FEB2021 HEALTH/DENTAL/VIS/LIFE	18,856.05	001-521-00-2300	Expenditure		14	1	
				HEALTH INSURANCE					
21000399	12	FEB2021 HEALTH/DENTAL/VIS/LIFE	615.56	001-521-00-2310	Expenditure		15	1	
				DENTAL & VISION INSURANCE					
21000399	13	FEB2021 HEALTH/DENTAL/VIS/LIFE	483.61	001-521-00-2320	Expenditure		16	1	
				LIFE INSURANCE					
21000399	14	FEB2021 HEALTH/DENTAL/VIS/LIFE	2,386.83	001-541-00-2300	Expenditure		17	1	
				HEALTH INSURANCE					
21000399	15	FEB2021 HEALTH/DENTAL/VIS/LIFE	78.03	001-541-00-2310	Expenditure		18	1	
				DENTAL & VISION INSURANCE					
21000399	16	FEB2021 HEALTH/DENTAL/VIS/LIFE	45.63	001-541-00-2320	Expenditure		19	1	
				LIFE INSURANCE					
			44,711.87						
10847	02/04/21	GALLS GALLS, LLC.				02/28/21	950		
21000419	1	DUTY BELT PD	30.60	001-521-00-5210	Expenditure		39	1	
				UNI FORMS					
10848	02/04/21	GOLDNUGG GOLD NUGGET UNI FORM				02/28/21	950		
21000420	1	UNI FORM SHIRTS PD	105.70	001-521-00-5210	Expenditure		40	1	
				UNI FORMS					
10849	02/04/21	HARRISCI HARRIS CIVIL ENGINEERS, LLC.				02/28/21	950		
21000408	1	DEC2020 ENG SVC MS-4 RENEWAL	301.08	103-541-00-3120	Expenditure		28	1	
				ENGINEERING FEES					
21000409	1	DEC2020 ENG SVC STORMWATER	900.00	103-541-00-3120	Expenditure		29	1	
				ENGINEERING FEES					
21000410	1	DEC2020 ENG SVC GENERAL FUND	2,720.43	001-519-00-3120	Expenditure		30	1	
				ENGINEERING FEES					
21000411	1	DEC2020 ENG SVC SURVEY	810.00	001-519-00-3120	Expenditure		31	1	
				ENGINEERING FEES					
21000412	1	DEC2020 ENG SVC WYNDHAM GARDEN	1,665.00	001-519-00-3120	Expenditure		32	1	
				ENGINEERING FEES					
			6,396.51						
10850	02/04/21	MUNICIPAL MUNICIPAL CODE CORPORATION				02/28/21	950		
21000428	1	JAN2021 AGENDA MANAGEMENT	300.00	001-519-00-3400	Expenditure		51	1	
				CONTRACTUAL SERVICES					
10851	02/04/21	OCSODISP ORANGE COUNTY SHERIFF'S OFFICE				02/28/21	950		
21000407	1	DISPATCH SVC 10/1-12/31/20	10,818.90	001-521-00-4110	Expenditure		27	1	
				DISPATCH SERVICE					

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
OPERATING		Operating Account		Continued					
10852	02/04/21	ORLUTIL ORLANDO UTILITIES COMMISSION				02/28/21	950		
21000423	1	WATER SVC 12/21-1/21/21	24.59	001-521-00-4300	Expenditure		43	1	
				UTILITY/ELECTRIC/WATER					
21000423	2	WATER SVC 12/21-1/21/21	1,196.26	001-519-00-4300	Expenditure		44	1	
				UTILITY/ELECTRIC/WATER					
			1,220.85						
10853	02/04/21	PACE PACE ELECTRIC, INC.				02/28/21	950		
21000413	1	REPLACE GFI /COVER TRIMBLE PARK	184.73	001-541-00-4670	Expenditure		33	1	
				REPAIRS & MAINTENANCE - PARKS					
21000414	1	REPLACE GFI REGAL PARK	171.62	001-541-00-4670	Expenditure		34	1	
				REPAIRS & MAINTENANCE - PARKS					
			356.35						
10854	02/04/21	PFMFINAN PFM FINANCIAL ADVISORS, LLC.				02/28/21	950		
21000426	1	OCT-DEC2020 FIN ADVISORY SVC	2,000.00	001-519-00-3400	Expenditure		49	1	
				CONTRACTUAL SERVICES					
10855	02/04/21	PORTSIDE PORTSIDE MARINE, LLC.				02/28/21	950		
21000418	1	REPAIRS TO PD SAILFISH BOAT	656.09	001-521-00-4920	Expenditure		38	1	
				MARINE EXPENSES					
10856	02/04/21	RBT RELIABLE BUSINESS TECHNOLOGIES					950		
21000403	1	JAN2021 PD IT SUPPORT	950.00	001-521-00-3100	Expenditure		23	1	
				TECHNOLOGY SUPPORT/SERVICES					
21000421	1	PD ANTI VIRUS SUBSCRIPTION	798.00	001-521-00-3100	Expenditure		41	1	
				TECHNOLOGY SUPPORT/SERVICES					
			1,748.00						
10857	02/04/21	RIKERSAU RIKERS AUTOMOTIVE & TIRE, LLC.				02/28/21	950		
21000322	1	TIRE PATCH PW TRUCK	28.52	001-541-00-4610	Expenditure		1	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000323	1	NEW TIRES PW GREEN MACHINE	151.34	001-541-00-4610	Expenditure		2	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000429	1	OIL CHANGE PW DUMP TRUCK	115.80	001-541-00-4610	Expenditure		52	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
			295.66						
10858	02/04/21	SLOANSAU SLOAN'S AUTOMOTIVE				02/28/21	950		
21000404	1	TIRES PD VEH 704	523.47	001-521-00-4610	Expenditure		24	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000405	1	OIL CHANGE PD VEH 202	84.39	001-521-00-4610	Expenditure		25	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000406	1	REPAIRS PD VEH 702	1,029.31	001-521-00-4610	Expenditure		26	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000415	1	TIRES/SHOCKS PD VEH 705	829.85	001-521-00-4610	Expenditure		35	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000416	1	REPAIRS PD VEH 502	911.87	001-521-00-4610	Expenditure		36	1	
				REPAIRS AND MAINTENANCE - VEHICLES					

Item b.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
OPERATING		Operating Account		Continued					
10858		SLOAN'S AUTOMOTIVE		Continued					
21000417	1	REPAIRS PD VEH 704	203.73	001-521-00-4610	Expenditure		37	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
			3,582.62						
10859	02/04/21	SOUTH PI SOUTH PI NECASTLE MINI-WAREHOUS				02/28/21	950		
21000400	1	FEB2021 STORAGE UNIT #27	130.00	001-513-00-4900	Expenditure		20	1	
				OTHER CURRENT CHARGES					
10860	02/04/21	WINDSORP WINDSOR PLACE HOA, INC.		(Void Reason: WRONG AMOUNT)		02/04/21 VOID	950		
21000398	1	BING GRANT REIMBURSEMENT	15,467.93	001-519-00-8310	Expenditure		3	1	
				NEIGHBORHOOD GRANT PROGRAM					
10861	02/04/21	WINDSORP WINDSOR PLACE HOA, INC.				02/28/21	951		
21000398	1	BING GRANT REIMBURSEMENT	8,467.93	001-519-00-8310	Expenditure		1	1	
				NEIGHBORHOOD GRANT PROGRAM					
10911	02/04/21	CARDSERV CARD SERVICES CENTER				02/28/21	960		
21000502	1	TAX REFUND P/E 12/10/20	11.82	001-541-00-4610	Expenditure		1	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000502	2	KOHLER PLATE COMPACTOR REPAIRS	123.17	001-541-00-4610	Expenditure		2	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000502	3	PRESSURE WASHER REPAIRS	96.48	001-541-00-4610	Expenditure		3	1	
				REPAIRS & MAINTENANCE - VEHICLES & EQUIP					
21000502	4	WEED EATER CORD	50.95	001-541-00-5200	Expenditure		4	1	
				OPERATING SUPPLIES					
21000502	5	STEEL BANDS/LOCKS TRIMBLE PARK	24.88	001-541-00-4670	Expenditure		5	1	
				REPAIRS & MAINTENANCE - PARKS					
21000502	6	SOD	30.00	001-541-00-4680	Expenditure		6	1	
				REPAIRS & MAINTENANCE - ROADS					
21000502	7	CONCRETE/PVC PARTS	110.77	001-541-00-4680	Expenditure		7	1	
				REPAIRS & MAINTENANCE - ROADS					
21000502	8	BUSINESS CARDS FOR OFFICERS	80.00	001-521-00-4700	Expenditure		8	1	
				PRINTING & BINDING					
21000502	9	DEC2020 MICROSOFT OFFICE SUITE	16.50	001-521-00-3100	Expenditure		9	1	
				TECHNOLOGY SUPPORT/SERVICES					
21000502	10	PD WORK SHOES	101.44	001-521-00-5210	Expenditure		10	1	
				UNIFORMS					
21000502	11	PD WORK SHOES	91.26	001-521-00-5210	Expenditure		11	1	
				UNIFORMS					
21000502	12	DEC2020 GMAIL	360.00	001-521-00-3100	Expenditure		12	1	
				TECHNOLOGY SUPPORT/SERVICES					
21000502	13	DUSTPAN FOR PD	7.97	001-521-00-5100	Expenditure		13	1	
				OFFICE SUPPLIES					
21000502	14	SWEATER/JACKET FOR MAYOR	97.47	001-512-00-4900	Expenditure		14	1	
				OTHER CURRENT CHARGES					
21000502	15	DEC2020 GMAIL	204.00	001-519-00-4100	Expenditure		15	1	
				COMMUNICATIONS SERVICES					
21000502	16	BFRANCIS I CLOUD STORAGE	0.99	001-519-00-4100	Expenditure		16	1	
				COMMUNICATIONS SERVICES					
21000502	17	POSTAGE MACHINE INK	37.90	001-519-00-4200	Expenditure		17	1	
				FREIGHT & POSTAGE					

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
OPERATING									
10911		CARD SERVICES CENTER							
21000502	18	ANNUAL GRAMMERLY SUBSCRIPTION	139.95	001-513-00-5400	Expenditure		18	1	
				BOOKS, SUBSCRIPTIONS & MEMBERSHIPS					
21000502	19	JAN2021 ZOOM MEETING SVC	140.00	001-519-00-4100	Expenditure		19	1	
				COMMUNICATIONS SERVICES					
21000502	20	DEC2020 PW I CLOUD STORAGE	0.99	001-541-00-4100	Expenditure		20	1	
				COMMUNICATIONS					
21000502	21	DNS MEMBERSHIP FOR WEBSITE	9.99	001-519-00-4100	Expenditure		21	1	
				COMMUNICATIONS SERVICES					
21000502	22	REPAIR PD BIKE TUBE	9.99	001-521-00-4600	Expenditure		22	1	
				REPAIRS & MAINTENANCE - GENERAL					
21000502	23	JACK & LUG WRENCH PD VEH 701	32.98	001-521-00-4610	Expenditure		23	1	
				REPAIRS AND MAINTENANCE - VEHICLES					
21000502	24	MICROSOFT SUITE ANNUAL FEE	99.00	001-521-00-3100	Expenditure		24	1	
				TECHNOLOGY SUPPORT/SERVICES					
21000502	25	REPAIR DEREAILER ON PD BIKE	141.98	001-521-00-4600	Expenditure		25	1	
				REPAIRS & MAINTENANCE - GENERAL					
			1,996.84						
10825	02/05/21	FLMUNPEN FL MUNICIPAL PENSION TRUST FND				02/28/21		948	
21000376	1	PAYROLL 2/05/21	10,820.66	001-900-00-0004	Expenditure		1	1	
				RETIREMENT CONTRIBUTIONS PAYABLE					
21000376	2	PAYROLL 2/05/21	1,436.63	001-900-00-0005	Expenditure		2	1	
				457B DEFERRED COMP PAYABLE					
21000376	3	PAYROLL 2/05/21	601.52	001-900-00-0010	Expenditure		3	1	
				401A/457B RETIREMENT LOAN PAYABLE					
			12,858.81						
10826	02/05/21	FLSTDISB FL STATE DISBURSEMENT UNIT				02/28/21		948	
21000377	1	PAYROLL 2/05/21	398.86	001-900-00-0008	Expenditure		4	1	
				CHILD SUPPORT PAYABLE					
10862	02/08/21	FLINSGOV FLORIDA STATE UNIVERSITY				02/28/21		952	
21000432	1	RECORDS MGMT WEBINAR YQUI CENO	150.00	001-513-00-4000	Expenditure		1	1	
				TRAVEL & PER DIEM					
10899	02/18/21	VOYAGER VOYAGER FLEET SYSTEMS, INC.				02/28/21		958	
21000489	1	FUEL PURCHASES P/E 1/24/21	3,946.25	001-521-00-5230	Expenditure		1	1	
				FUEL EXPENSE					
21000489	2	FUEL PURCHASES P/E 1/24/21	30.63	001-519-00-5230	Expenditure		2	1	
				FUEL EXPENSE					
21000489	3	FUEL PURCHASES P/E 1/24/21	306.71	001-541-00-5230	Expenditure		3	1	
				FUEL EXPENSE					
			4,283.59						
10863	02/19/21	FLMUNPEN FL MUNICIPAL PENSION TRUST FND						953	
21000434	1	PAYROLL 2/19/21	10,858.90	001-900-00-0004	Expenditure		1	1	
				RETIREMENT CONTRIBUTIONS PAYABLE					
21000434	2	PAYROLL 2/19/21	1,483.87	001-900-00-0005	Expenditure		2	1	
				457B DEFERRED COMP PAYABLE					

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
PO #	Item	Description							
OPERATING Operating Account Continued									
10863	FL MUNICIPAL PENSION TRUST FND	Continued							
21000434	3	PAYROLL 2/19/21	601.52	001-900-00-0010	Expenditure			3	1
				401A/457B RETIREMENT LOAN PAYABLE					
			<u>12,944.29</u>						
10864	02/19/21	FLSTDISB FL STATE DISBURSEMENT UNIT				02/28/21		953	
21000435	1	PAYROLL 2/19/21	398.86	001-900-00-0008	Expenditure			4	1
				CHILD SUPPORT PAYABLE					
10900	02/28/21	BRIGHTHO SPECTRUM				02/28/21		959	
21000494	1	PD PHONE SVC 1/16-2/15/21	596.25	001-521-00-4100	Expenditure			9	1
				COMMUNICATIONS SERVICES					
21000495	1	CITY HALL CABLE SVC 2/03-3/02/	24.00	001-519-00-4100	Expenditure			10	1
				COMMUNICATIONS SERVICES					
			<u>620.25</u>						
10901	02/28/21	COLONIAL COLONIAL LIFE INSURANCE				02/28/21		959	
21000492	1	JAN2021 OPTIONAL INSURANCE	695.64	001-900-00-0006	Expenditure			7	1
				INSURANCE PAYABLE					
10902	02/28/21	DUKEENER DUKE ENERGY				02/28/21		959	
21000491	1	JAN2021 ELECTRIC SERVICE	382.27	001-519-00-4300	Expenditure			4	1
				UTILITY/ELECTRIC/WATER					
21000491	2	JAN2021 ELECTRIC SERVICE	224.70	001-521-00-4300	Expenditure			5	1
				UTILITY/ELECTRIC/WATER					
21000491	3	JAN2021 ELECTRIC SERVICE	7,743.10	001-541-00-4300	Expenditure			6	1
				UTILITY/ELECTRIC/WATER					
			<u>8,350.07</u>						
10903	02/28/21	FEDEX FEDERAL EXPRESS				02/28/21		959	
21000493	1	SHIPPING	5.03	001-519-00-4200	Expenditure			8	1
				FREIGHT & POSTAGE					
10904	02/28/21	GUARDIA GUARDIAN INSURANCE				02/28/21		959	
21000490	1	FEB2021 DISABILITY INS	432.28	001-513-00-2330	Expenditure			1	1
				DISABILITY INSURANCE					
21000490	2	FEB2021 DISABILITY INS	160.07	001-541-00-2330	Expenditure			2	1
				DISABILITY INSURANCE					
21000490	3	FEB2021 DISABILITY INS	1,536.58	001-521-00-2330	Expenditure			3	1
				DISABILITY INSURANCE					
			<u>2,128.93</u>						
10905	02/28/21	HOME HOME DEPOT CREDIT SERVICES				02/28/21		959	
21000501	1	BLEACH/HAND CLEANER/WOOD/SPONG	146.89	001-541-00-5200	Expenditure			24	1
				OPERATING SUPPLIES					
21000501	2	WATER HOSE	29.97	001-541-00-5200	Expenditure			25	1
				OPERATING SUPPLIES					
21000501	3	CONCRETE MIX/PALLET FEE	203.97	001-541-00-4680	Expenditure			26	1
				REPAIRS & MAINTENANCE - ROADS					
21000501	5	IRRIGATION HEADS/PARTS CI TRUSV	56.01	001-541-00-4680	Expenditure			27	1
				REPAIRS & MAINTENANCE - ROADS					

Item b.

Check #	Check Date	Vendor	Amount Paid	Charge Account	Account Type	Reconciled/Void Contract	Ref Num	Ref Seq	Acct
OPERATING		Operating Account		Continued					
10905	HOME DEPOT	CREDIT SERVICES		Continued					
21000501	6	GRADE STAKES WOOD	97.51	001-541-00-5200	Expenditure		28	1	
				OPERATING SUPPLIES					
			<u>534.35</u>						
10906	02/28/21	OCUWATER ORANGE COUNTY UTILITIES - WATE				02/28/21	959		
21000499	1	WATER SVC MONTMART 1/15-2/11/2	21.65	001-541-00-4300	Expenditure		14	1	
				UTILITY/ELECTRIC/WATER					
10907	02/28/21	OFFDEP OFFICE DEPOT CREDIT PLAN				02/28/21	959		
21000500	1	MICRO SD CARD	32.99	001-519-00-5100	Expenditure		15	1	
				OFFICE SUPPLIES					
21000500	2	LAMINATOR	325.59	001-519-00-5100	Expenditure		16	1	
				OFFICE SUPPLIES					
21000500	3	CALENDAR/PLANNER/TONER/PAPER	165.23	001-519-00-5100	Expenditure		17	1	
				OFFICE SUPPLIES					
21000500	4	USB CABLE	10.99	001-519-00-5100	Expenditure		18	1	
				OFFICE SUPPLIES					
21000500	5	PAPER	35.99	001-519-00-5100	Expenditure		19	1	
				OFFICE SUPPLIES					
21000500	6	PRINTER INK	98.26	001-519-00-5100	Expenditure		20	1	
				OFFICE SUPPLIES					
21000500	7	CHAIR FOR CM	249.99	001-519-00-5100	Expenditure		21	1	
				OFFICE SUPPLIES					
21000500	8	CHAIR FOR COUNCIL CHAMBERS	136.16	001-519-00-5100	Expenditure		22	1	
				OFFICE SUPPLIES					
21000500	9	STAR HOLE PUNCH	23.43	001-519-00-5100	Expenditure		23	1	
				OFFICE SUPPLIES					
			<u>1,078.63</u>						
10908	02/28/21	PREPAID LEGALSHIELD				02/28/21	959		
21000497	1	FEB2021 PREPAID LEGAL INS	51.80	001-900-00-0007	Expenditure		12	1	
				PRE-PAID LEGAL PAYABLE					
10909	02/28/21	SHREDIT SHRED-IT USA LLC				02/28/21	959		
21000496	1	SHREDDING SVC 2/01/21	81.16	001-519-00-4700	Expenditure		11	1	
				PRINTING & BINDING					
10910	02/28/21	ZEPHYRHI READYREFRESH BY NESTLE				02/28/21	959		
21000498	1	WATER DELIVERY 1/07/21	112.88	001-519-00-4900	Expenditure		13	1	
				OTHER CURRENT CHARGES					

Checking Account Totals	Paid	Void	Amount Paid	Amount Void
Checks:	40	1	143,101.71	15,467.93
Direct Deposit:	0	0	0.00	0.00
Total:	40	1	143,101.71	15,467.93

Check #	Check Date	Vendor	Amount Paid	Charge Account	Reconciled/Void	Ref Num
PO #	Item	Description			Contract	Ref Seq Acct
OPERATING		Operating Account	Continued			
Report Totals			Paid	Void	Amount Paid	Amount Void
		Checks:	40	1	143,101.71	15,467.93
		Direct Deposit:	0	0	0.00	0.00
		Total:	40	1	143,101.71	15,467.93

Totals by Year-Fund Fund Description	Fund	Expend Total	Revenue Total	G/L Total	Total
GENERAL FUND	1-001	141,205.63	0.00	0.00	141,205.63
STORMWATER FUND	1-103	1,201.08	0.00	0.00	1,201.08
LAW ENFORCEMENT EDUCATION FUND	1-104	695.00	0.00	0.00	695.00
Total Of All Funds:		143,101.71	0.00	0.00	143,101.71

Totals by Fund Fund Description	Fund	Expend Total	Revenue Total	G/L Total	Total
GENERAL FUND	001	141,205.63	0.00	0.00	141,205.63
STORMWATER FUND	103	1,201.08	0.00	0.00	1,201.08
LAW ENFORCEMENT EDUCATION FUND	104	695.00	0.00	0.00	695.00
Total Of All Funds:		143,101.71	0.00	0.00	143,101.71

Item b.

Fund Description	Fund	Current	Prior Rcvd	Prior Open	Paid Prior	Fund Total
GENERAL FUND	1-001	141,205.63	0.00	0.00	0.00	141,205.63
STORMWATER FUND	1-103	1,201.08	0.00	0.00	0.00	1,201.08
LAW ENFORCEMENT EDUCATION FUND	1-104	695.00	0.00	0.00	0.00	695.00
Total Of All Funds:		143,101.71	0.00	0.00	0.00	143,101.71

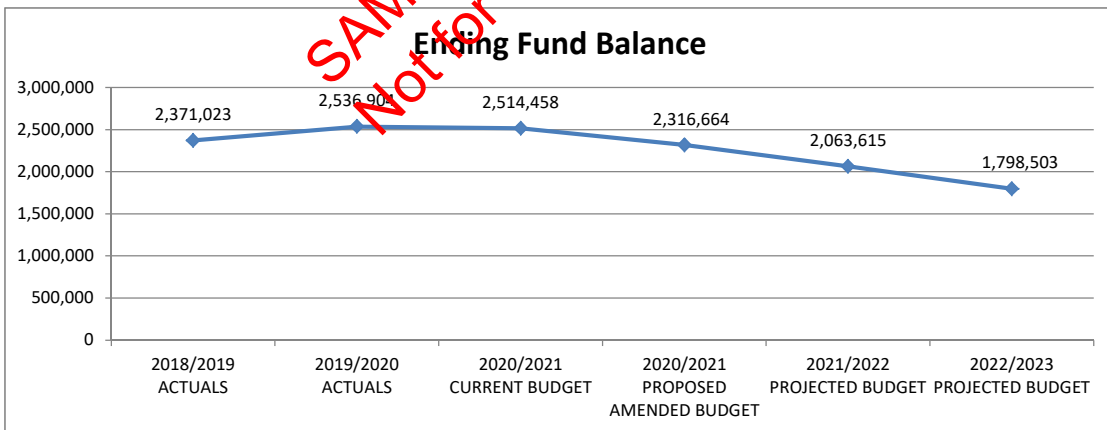
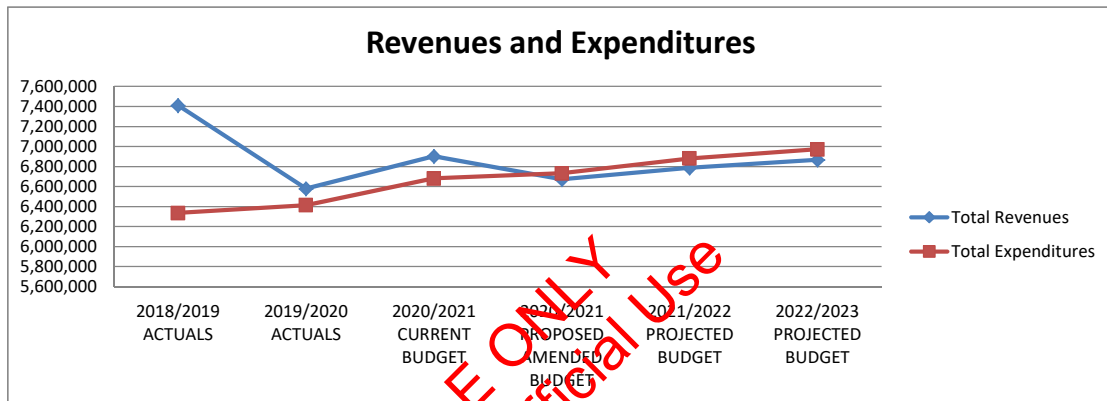


MID-YEAR BUDGET REPORT
AS OF MARCH 31, 2021

SAMPLE ONLY
Not for Official Use

Fiscal Year
2020-2021

Account Id	Account Description	ACTUALS 2018/2019	ACTUALS 2019/2020	CURRENT BUDGET 2020/2021	YTD ACTUALS 2020/2021	% OVER/UNDER BUDGET	PROPOSED AMENDED BUDGET 2020/2021	PROJECTED BUDGET 2021/2022	PROJECTED BUDGET 2022/2023
FUND 001 GENERAL FUND									
	Beginning Fund Balance	1,473,141	2,371,023	2,376,482			2,536,904	2,316,664	2,063,615
REVENUES									
	Total Revenues	7,410,022	6,579,596	6,901,044	4,119,318	59.69%	6,672,007	6,787,555	6,867,019
	Transfers In	0	-	0	0	0	0	0	0
	Total Beginning Fund Balance, Revenues, & Transfers In	8,883,163	8,950,619	9,277,526			9,208,911	9,104,219	8,930,634
EXPENDITURES									
	Total Legislative	66,645	41,554	40,500	21,307	52.61%	40,500	43,041	45,963
	Total Executive Mayor	2,314	1,951	2,550	1,155	45.28%	2,550	2,550	2,550
	Total Finance, Admin, & Planning	559,813	478,615	491,090	257,283	52.39%	491,090	500,780	511,570
	Total General Government	2,686,775	2,891,224	2,934,805	1,344,675	45.82%	2,934,805	2,954,800	2,975,326
	Total Police	2,042,591	2,087,435	2,293,830	847,382	36.94%	2,411,159	2,525,315	2,583,284
	Total Public Works	868,133	805,040	678,771	261,978	38.60%	741,143	746,119	749,439
	Total Debt Service	108,868	107,898	238,852	0	0.00%	111,000	108,000	104,000
	Total Expenditures	6,335,140	6,413,716	6,680,398	2,733,778	40.92%	6,732,247	6,880,604	6,972,131
	Total Transfers Out	177,000	0	82,670	0	0.00%	160,000	160,000	160,000
	Ending Fund Balance	2,371,023	2,536,904	2,514,458			2,316,664	2,063,615	1,798,503
	Total Expenditures, Transfers Out, & Ending Fund Balance	8,883,163	8,950,619	9,277,526			9,208,911	9,104,219	8,930,634



Item a.

Account Id	Account Description	ACTUALS 2018/2019	ACTUALS 2019/2020	CURRENT BUDGET 2020/2021	YTD ACTUALS 2020/2021	% OVER/UNDER BUDGET	PROPOSED AMENDED BUDGET 2020/2021	PROJECTED BUDGET 2021/2022	PROJECTED BUDGET 2022/2023
FUND 001 GENERAL FUND									
Beginning Fund Balance		1,473,141	2,371,023	2,376,482			2,536,904	2,316,664	2,063,615
REVENUES									
001-311-100	AD VALOREM TAX	3,104,093	3,370,685	3,524,598	2,670,765	75.78%	3,524,598	3,559,844	3,595,442
001-312-410	LOCAL OPTION GAS TAX	235,338	207,160	209,000	70,665	33.81%	209,000	211,090	213,201
001-314-100	UTILITY SERVICE TAX - ELECTRICITY	186,574	200,606	0	20,455	0.00%	20,454	0	0
001-314-800	UTILITY SERVICE TAX - PROPANE	5,530	5,832	5,000	2,914	58.27%	5,000	5,050	5,101
001-315-000	COMMUNICATIONS SERVICES TAXES	196,375	190,573	191,000	65,968	34.54%	191,000	192,910	194,839
001-316-000	LOCAL BUSINESS TAX - OCCUPATIONAL LIC.	18,079	17,143	12,000	4,566	38.05%	12,000	13,000	14,000
001-322-000	BUILDING PERMITS	135,241	213,034	125,000	50,752	40.60%	125,000	125,000	125,000
001-323-100	FRANCHISE FEE - ELECTRICITY	0	-	200,000	109,929	54.96%	200,000	204,000	208,080
001-323-700	FRANCHISE FEE - SOLID WASTE	28,076	57,577	50,000	28,519	57.04%	50,000	50,500	51,005
001-329-000	ZONING FEES	29,798	33,474	20,000	11,103	55.51%	20,000	20,000	20,000
001-329-100	PERMITS - GARAGE SALE	231	118	200	26	13.00%	200	200	200
001-329-130	BOAT RAMPS - DECAL AND REG	1,800	1,290	1,800	210	11.67%	1,800	1,800	1,800
001-329-900	TREE REMOVAL	5,775	380	3,000	50	1.67%	500	500	500
001-362-000	RENTAL LICENSES	14,050	26,750	18,000	250	1.39%	18,000	18,000	18,000
001-331-100	FEMA REIMBURSEMENT - FEDERAL	965,637	58,506	0	5,396	0.00%	0	0	0
001-331-110	FEMA REIMBURSEMENT - STATE	106,689	(10,304)	0	300	0.00%	0	0	0
001-331-120	FDOT REIMBURSEMENT	6,614	6,786	0	0	0%	0	0	0
001-331-130	CARES ACT REIMBURSEMENT	0	67,603	0	19,208	0.00%	19,208	0	0
001-334-396	OJP BULLETPROOF VEST GRANT	2,833	734	0	0	0%	0	0	0
001-334-400	SRO REIMBURSEMENT - OCPS	56,250	-	0	0	0%	0	0	0
001-334-410	FMIT SAFETY GRANT	2,500	-	0	0	0%	0	0	0
001-334-560	FDLE JAG GRANT	0	21,738	0	0	0%	0	0	0
001-334-565	FDLE CESF FUNDING	0	-	0	50,000	0.00%	0	0	0
001-335-120	STATE SHARED REVENUE	342,244	326,670	335,000	132,512	39.56%	335,000	338,350	341,734
001-335-150	ALCOHOLIC BEVERAGE LICENSE TAX	98	98	0	98	0.00%	0	0	0
001-335-180	HALF-CENT SALES TAX	1,149,169	930,137	1,050,000	294,221	28.02%	1,050,000	1,060,500	1,071,105
001-337-200	SRO - CHARTER CONTRIBUTION	67,112	66,378	69,460	0	0.00%	69,460	70,155	70,856
001-341-900	QUALIFYING FEES	745	960	0	70	0.00%	0	0	0
001-343-410	SOLID WASTE FEES - RESIDENTIAL	594,472	621,303	666,486	510,699	76.63%	633,162	652,157	671,656
001-347-400	SPECIAL EVENTS	275	5,615	5,000	128	2.56%	5,000	5,000	5,000
001-351-100	JUDGEMENT & FINES - MOVING VIOLATIONS	11,279	15,398	20,000	6,989	34.95%	20,000	10,000	10,000
001-351-110	RED LIGHT CAMERAS	0	-	350,000	0	0.00%	118,125	225,000	225,000
001-354-000	JUDGEMENT & FINES - LOCAL ORDINANCE VIOL	0	5,000	5,000	0	0.00%	5,000	0	0
001-358-200	SEIZED ASSETS	1,000	-	0	0	0%	0	0	0
001-359-000	JUDGEMENT & FINES - PARKING VIOLATIONS	8,205	15,165	7,500	2,175	29.00%	7,500	7,500	7,500
001-359-200	INVESTIGATIVE COST REIMBURSEMENT	1,984	3,434	0	1,282	0.00%	0	0	0
001-361-100	INTEREST - GENERAL FUND	1,553	2,261	3,000	512	17.05%	2,000	2,000	2,000
001-361-200	INTEREST - SBA	880	419	0	0	0%	0	0	0
001-364-000	DISPOSITION OF FIXED ASSETS	4,000	-	0	36,120	0.00%	0	0	0
001-366-000	CONTRIBUTIONS & DONATIONS	5,000	-	0	500	0.00%	0	0	0
001-366-200	GRANT - COMMITTEE OF 100 OF ORANGE COUNTY	0	38,895	0	0	0%	0	0	0
001-369-300	MISC REVENUE - SETTLEMENTS	18,000	-	0	0	0%	0	0	0
001-369-900	OTHER MISCELLANEOUS REVENUE	11,033	31,200	10,000	9,502	95.02%	10,000	5,000	5,000
001-369-905	POLICE OFF-DUTY DETAIL REIMBURSEMENTS	73,066	35,988	0	5,479	0.00%	0	0	0
001-369-906	POLICE MARINE PATROL REIMBURSEMENTS	18,024	10,229	20,000	7,957	39.78%	20,000	10,000	10,000
001-369-910	VACANT FORECLOSURE	400	400	0	0	0.00%	0	0	0
Total Revenues		7,410,022	6,579,516	6,901,044	4,119,318	59.69%	6,672,007	6,787,555	6,867,019
Transfers In		0	0	0	0	0	0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		8,883,163	8,950,619	9,277,526			9,208,911	9,104,219	8,930,634
EXPENDITURES									
Legislative									
001-511-00-2311	DENTAL & VISION INSURANCE - DISTRICT 1	0	-	500	0	0.00%	500	504	528
001-511-00-2312	DENTAL & VISION INSURANCE - DISTRICT 2	454	469	500	196	39.26%	500	504	528
001-511-00-2313	DENTAL & VISION INSURANCE - DISTRICT 3	454	469	500	196	39.26%	500	504	528
001-511-00-2314	DENTAL & VISION INSURANCE - DISTRICT 4	0	-	500	0	0.00%	500	504	528
001-511-00-2315	DENTAL & VISION INSURANCE - DISTRICT 5	454	469	500	196	39.26%	500	504	528
001-511-00-2316	DENTAL & VISION INSURANCE - DISTRICT 6	454	469	500	196	39.26%	500	504	528
001-511-00-2317	DENTAL & VISION INSURANCE - DISTRICT 7	454	469	500	196	39.26%	500	504	528
001-511-00-3150	ELECTION EXPENSE	9,462	1,543	1,500	1,541	102.74%	1,500	1,500	1,500
001-511-00-3200	AUDITING & ACCOUNTING	25,288	28,460	24,000	15,000	62.50%	24,000	26,400	29,040
001-511-00-3400	CONTRACTUAL SERVICES	8,345	-	0	0	0.00%	0	0	0
001-511-00-4001	TRAVEL & PER DIEM - DISTRICT 1	0	-	250	0	0.00%	250	250	250
001-511-00-4002	TRAVEL & PER DIEM - DISTRICT 2	0	-	250	0	0.00%	250	250	250
001-511-00-4003	TRAVEL & PER DIEM - DISTRICT 3	0	-	250	0	0.00%	250	250	250
001-511-00-4004	TRAVEL & PER DIEM - DISTRICT 4	0	-	250	0	0.00%	250	250	250
001-511-00-4005	TRAVEL & PER DIEM - DISTRICT 5	0	-	250	0	0.00%	250	250	250
001-511-00-4006	TRAVEL & PER DIEM - DISTRICT 6	0	-	250	0	0.00%	250	250	250
001-511-00-4007	TRAVEL & PER DIEM - DISTRICT 7	0	-	250	0	0.00%	250	250	250
001-511-00-4100	COMMUNICATIONS - TELEPHONE	7,465	7,443	7,500	2,452	32.70%	7,500	7,613	7,727
001-511-00-4900	OTHER CURRENT CHARGES	604	45	250	0	0.00%	250	250	250
001-511-00-4920	REIMBURSEMENT OF ATTORNEY FEES	11,682	-	0	0	0.00%	0	0	0
001-511-00-5100	OFFICE SUPPLIES	29	485	500	0	0.00%	500	500	500
001-511-00-5200	OPERATING SUPPLIES	30	-	100	0	0.00%	100	100	100
001-511-00-5401	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 1	210	176	200	190	95.12%	200	200	200
001-511-00-5402	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 2	210	176	200	190	95.12%	200	200	200
001-511-00-5403	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 3	210	176	200	190	95.11%	200	200	200
001-511-00-5404	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 4	210	176	200	190	95.11%	200	200	200
001-511-00-5405	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 5	210	176	200	190	95.11%	200	200	200
001-511-00-5406	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 6	210	176	200	190	95.11%	200	200	200

Item a.

Account Id	Account Description	ACTUALS 2018/2019	ACTUALS 2019/2020	CURRENT BUDGET 2020/2021	YTD ACTUALS 2020/2021	% OVER/UNDER BUDGET	PROPOSED AMENDED BUDGET 2020/2021	PROJECTED BUDGET 2021/2022	PROJECTED BUDGET 2022/2023
001-511-00-5407	BOOKS,SUBSCRIPTIONS & MEMBERSHIPS- DIS 7	210	176	200	190	95.11%	200	200	200
	Total Legislative	66,645	41,554	40,500	21,307	52.61%	40,500	43,041	45,963
	Executive Mayor								
001-512-00-2310	DENTAL & VISION INSURANCE	424	397	500	167	33.32%	500	500	500
001-512-00-4000	TRAVEL & PER DIEM	0	-	250	0	0.00%	250	250	250
001-512-00-4100	COMMUNICATIONS - TELEPHONE	1,062	1,063	1,100	350	31.85%	1,100	1,100	1,100
001-512-00-4900	OTHER CURRENT CHARGES	341	-	200	97	48.74%	200	200	200
001-512-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	488	490	500	540	108.04%	500	500	500
	Total Executive Mayor	2,314	1,951	2,550	1,155	45.28%	2,550	2,550	2,550
	Finance, Admin, & Planning								
001-513-00-1200	REGULAR SALARIES & WAGES	381,033	298,028	309,000	162,426	52.57%	309,000	318,000	328,000
001-513-00-1220	LONGEVITY PAY	1,700	1,750	0	0	0.00%	0	0	0
001-513-00-1250	VEHICLE ALLOWANCE - CITY MANAGER	8,400	7,599	8,400	3,523	41.94%	8,400	8,400	8,400
001-513-00-1400	OVERTIME PAY	344	306	500	0	0.00%	500	500	500
001-513-00-2100	FICA/MEDICARE TAXES	27,327	20,650	24,320	10,944	45.00%	24,320	25,010	25,800
001-513-00-2200	RETIREMENT CONTRIBUTIONS	32,712	36,359	40,170	24,596	61.23%	40,170	40,170	40,170
001-513-00-2300	HEALTH INSURANCE	68,040	57,863	70,000	31,825	45.46%	70,000	70,000	70,000
001-513-00-2310	DENTAL & VISION INSURANCE	3,245	2,878	3,500	1,366	39.03%	3,500	3,500	3,500
001-513-00-2320	LIFE INSURANCE	1,732	1,387	1,500	794	52.91%	1,500	1,500	1,500
001-513-00-2330	DISABILITY INSURANCE	5,167	4,257	4,500	2,161	48.03%	4,500	4,500	4,500
001-513-00-3100	PROFESSIONAL SERVICES	11,723	14,051	15,000	11,554	77.02%	15,000	15,000	15,000
001-513-00-4000	TRAVEL & PER DIEM	1,314	583	500	450	90.00%	500	500	500
001-513-00-4600	REPAIRS & MAINTENANCE - GENERAL	0	-	500	0	0.00%	500	500	500
001-513-00-4610	REPAIRS & MAINTENANCE - VEHICLES	550	966	500	2,123	424.54%	500	500	500
001-513-00-4700	PRINTING & BINDING	0	163	500	0	0.00%	500	500	500
001-513-00-4710	CODIFICATION EXPENSES	4,853	3,084	3,500	1,175	33.57%	3,500	3,500	3,500
001-513-00-4900	OTHER CURRENT CHARGES	2,768	1,659	2,000	650	32.50%	2,000	2,000	2,000
001-513-00-4910	LEGAL ADVERTISING	1,383	2,213	2,000	294	14.69%	2,000	2,000	2,000
001-513-00-5200	OPERATING SUPPLIES	50	-	500	73	14.59%	500	500	500
001-513-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	3,929	4,288	4,200	3,329	79.27%	4,200	4,200	4,200
001-513-00-6425	EQUIPMENT - CITY HALL	3,544	20,530	0	0	0.00%	0	0	0
	Total Finance, Admin, & Planning	559,813	478,615	491,090	257,283	52.39%	491,090	500,780	511,570
	General Government								
001-519-00-1530	MERIT/BONUS PAY	10,000	-	0	0	0.00%	0	0	0
001-519-00-2100	FICA/MEDICARE TAXES	765	-	0	0	0.00%	0	0	0
001-519-00-3100	OTHER PROFESSIONAL SERVICES	2,860	-	5,500	4,500	81.82%	5,500	5,500	5,500
001-519-00-3110	LEGAL SERVICES	192,323	116,776	115,000	49,833	43.33%	115,000	115,000	115,000
001-519-00-3120	ENGINEERING FEES	46,588	38,148	45,000	11,990	26.65%	45,000	45,000	45,000
001-519-00-3130	ANNEXATION FEES	0	-	5,000	0	0.00%	5,000	5,000	5,000
001-519-00-3400	CONTRACTUAL SERVICES	70,150	91,533	75,000	35,005	46.67%	75,000	75,000	75,000
001-519-00-3405	BUILDING PERMITS	120,972	176,375	190,000	33,153	33.15%	190,000	190,000	190,000
001-519-00-3410	JANITORIAL SERVICES	2,808	2,808	3,000	821	27.37%	3,000	3,000	3,000
001-519-00-3415	WEBSITE/SOCIAL MEDIA	0	-	4,500	2,388	53.07%	4,500	4,500	4,500
001-519-00-3440	FIRE PROTECTION	1,459,960	1,586,339	1,688,211	837,839	49.81%	1,688,211	1,681,919	1,681,919
001-519-00-4100	COMMUNICATIONS SERVICES	11,298	13,954	15,000	4,749	37.99%	15,000	15,000	15,000
001-519-00-4200	FREIGHT & POSTAGE	7,045	5,970	7,000	928	13.26%	7,000	7,000	7,000
001-519-00-4300	UTILITY/ELECTRIC/WATER	7,377	13,803	10,000	7,187	71.87%	10,000	10,000	10,000
001-519-00-4310	SOLID WASTE DISPOSAL/YARDWASTE	565,157	712,178	666,486	277,985	41.71%	666,486	686,481	707,007
001-519-00-4500	INSURANCE	70,684	65,376	120,000	35,339	29.45%	120,000	120,000	120,000
001-519-00-4600	REPAIRS & MAINTENANCE - GENERAL	3,744	2,532	5,000	4,532	90.63%	5,000	5,000	5,000
001-519-00-4700	PRINTING & BINDING	7,744	10,013	7,500	1,494	19.93%	7,500	7,500	7,500
001-519-00-4800	SPECIAL EVENTS	7,343	10,115	12,000	2,485	20.71%	12,000	12,000	12,000
001-519-00-4900	OTHER CURRENT CHARGES	883	2,125	2,500	4,598	183.92%	2,500	2,500	2,500
001-519-00-4905	NON AD VALOREM ASSESSMENT FEE	2,867	2,906	3,000	3,430	114.33%	3,000	3,000	3,000
001-519-00-4906	GEOGRAPHIC INFORMATION SYSTEM INTERLOC	7,744	2,240	2,300	2,240	97.39%	2,300	2,300	2,300
001-519-00-4910	LEGAL ADVERTISING	6,046	8,113	5,000	1,846	36.93%	5,000	5,000	5,000
001-519-00-5100	OFFICE SUPPLIES	9,005	7,404	8,000	2,636	32.95%	8,000	8,000	8,000
001-519-00-5200	OPERATING SUPPLIES	0	286	2,000	0	0.00%	2,000	2,000	2,000
001-519-00-5230	FUEL EXPENSE	332	294	500	109	21.73%	500	500	500
001-519-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	1,483	884	1,100	519	47.18%	1,100	1,100	1,100
001-519-00-6300	CAPITAL IMPROVEMENTS	44,417	-	0	0	0.00%	0	0	0
001-519-00-6491	CITY HALL IMPROVEMENTS	12,785	19,400	0	0	0.00%	0	0	0
001-519-00-8300	CONTRIBUTIONS & DONATIONS	1,350	1,750	0	600	0.00%	0	0	0
001-519-00-8310	NEIGHBORHOOD GRANT PROGRAM	9,375	-	35,000	18,468	52.77%	35,000	35,000	35,000
	Total General Government	2,686,775	2,891,224	2,934,805	1,344,675	45.82%	2,934,805	2,954,800	2,975,326
	Police								
001-521-00-1200	REGULAR SALARIES & WAGES	1,010,008	1,018,582	1,201,000	487,173	40.56%	1,204,893	1,246,123	1,286,046
001-521-00-1210	REGULAR SALARIES & WAGES - CROSSING GUARD	46,372	43,963	47,000	15,072	32.07%	47,000	47,000	47,000
001-521-00-1211	REGULAR SALARIES & WAGES - TEMPORARY SRO	36,780	-	0	0	0.00%	0	0	0
001-521-00-1215	HOLIDAY PAY	13,493	15,071	20,000	13,023	65.11%	20,000	20,000	20,000
001-521-00-1220	LONGEVITY PAY	5,100	6,025	4,500	0	0.00%	4,500	5,250	7,000
001-521-00-1400	OVERTIME PAY	13,334	17,300	15,000	6,032	40.22%	15,000	15,000	15,000
001-521-00-1500	INCENTIVE PAY	11,173	12,424	15,000	5,178	34.52%	15,000	15,000	15,000
001-521-00-1505	POLICE OFF-DUTY DETAIL PAY	67,005	33,993	0	5,400	0.00%	0	0	0
001-521-00-1506	POLICE LAKE CONWAY MARINE PATROL PAY	14,798	10,200	15,000	3,050	20.33%	15,000	15,000	15,000
001-521-00-1519	HAZARD PAY - COVID19	0	26,100	0	0	0.00%	0	0	0
001-521-00-1520	SPECIAL ASSIGNMENT PAY	11,190	10,832	11,000	2,009	18.26%	11,000	11,000	11,000
001-521-00-2100	FICA/MEDICARE TAXES	89,813	86,949	101,630	38,973	38.35%	101,928	105,140	108,328
001-521-00-2200	RETIREMENT CONTRIBUTIONS	114,364	161,579	207,000	92,411	44.64%	208,138	221,102	234,210
001-521-00-2300	HEALTH INSURANCE	194,596	197,033	242,000	94,280	38.96%	242,000	242,000	242,000
001-521-00-2310	DENTAL & VISION INSURANCE	6,718	7,082	7,700	3,078	39.97%	7,700	7,700	7,700
001-521-00-2320	LIFE INSURANCE	4,624	4,707	5,850	2,418	41.33%	5,850	5,850	5,850

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Item a.

Account Id	Account Description	ACTUALS	ACTUALS	CURRENT	YTD	%	PROPOSED	PROJECTED	PROJECTED
		2018/2019	2019/2020	BUDGET	ACTUALS	OVER/UNDER	AMENDED	BUDGET	BUDGET
				2020/2021	2020/2021	BUDGET	2020/2021	2021/2022	2022/2023
001-521-00-2330	DISABILITY INSURANCE	16,573	17,102	21,000	7,683	36.59%	21,000	21,000	21,000
001-521-00-3100	TECHNOLOGY SUPPORT/SERVICES	25,798	23,407	24,000	6,976	29.07%	24,000	24,000	24,000
001-521-00-3110	LEGAL SERVICES	2,778	10,220	8,000	1,048	13.09%	8,000	8,000	8,000
001-521-00-3120	PRE-EMPLOYMENT EXPENSE	1,932	1,669	1,000	0	0.00%	1,000	1,000	1,000
001-521-00-3410	JANITORIAL SERVICES	1,512	1,512	1,600	914	57.13%	1,600	1,600	1,600
001-521-00-4000	TRAVEL & PER DIEM	2,150	-	2,000	0	0.00%	2,000	2,000	2,000
001-521-00-4100	COMMUNICATIONS SERVICES	20,218	24,221	20,000	8,099	40.50%	20,000	20,000	20,000
001-521-00-4110	DISPATCH SERVICE	72,126	72,126	73,000	10,819	14.82%	73,000	73,000	73,000
001-521-00-4200	POSTAGE & FREIGHT	102	139	500	57	11.38%	500	500	500
001-521-00-4300	UTILITY/ELECTRIC/WATER	3,929	3,628	3,500	1,141	32.59%	3,500	3,500	3,500
001-521-00-4600	REPAIRS & MAINTENANCE - GENERAL	1,113	1,695	2,000	525	26.27%	2,000	2,000	2,000
001-521-00-4610	REPAIRS AND MAINTENANCE - VEHICLES	28,098	35,660	25,000	14,003	56.01%	25,000	25,000	25,000
001-521-00-4620	REPAIRS & MAINTENANCE - RADAR GUNS	2,295	1,765	3,000	725	24.17%	3,000	3,000	3,000
001-521-00-4700	PRINTING & BINDING	3,252	1,865	2,000	1,487	74.35%	2,000	2,000	2,000
001-521-00-4800	COMMUNITY PROMOTIONS	2,495	964	1,000	0	0.00%	1,000	1,000	1,000
001-521-00-4900	OTHER CURRENT CHARGES	1,209	3,670	3,000	211	7.03%	3,000	3,000	3,000
001-521-00-4910	LEGAL ADVERTISING	0	-	250	0	0.00%	250	250	250
001-521-00-4920	MARINE EXPENSES	4,125	2,551	3,000	2,263	75.43%	3,000	3,000	3,000
001-521-00-5100	OFFICE SUPPLIES	4,001	2,901	3,000	8	2.70%	3,000	3,000	3,000
001-521-00-5200	OPERATING SUPPLIES	5,260	9,643	5,000	5,164	103.27%	5,000	5,000	5,000
001-521-00-5205	COMPUTER AND SOFTWARE	540	976	1,000	0	0.00%	1,000	1,000	1,000
001-521-00-5210	UNIFORMS	12,300	7,271	6,000	1,745	29.09%	6,000	6,000	6,000
001-521-00-5215	RED LIGHT CAMERAS	0	-	0	14,993	37.48%	112,000	168,000	168,000
001-521-00-5230	FUEL EXPENSE	43,531	33,587	40,000	0	0.00%	40,000	40,000	40,000
001-521-00-5300	POLICE ACADEMY SPONSORED EMPLOYEE EXP	3,864	-	0	0	0.00%	0	0	0
001-521-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	689	784	800	0	0.00%	800	800	800
001-521-00-5500	TRAINING - POLICE	645	1,263	1,500	474	31.60%	1,500	1,500	1,500
001-521-00-6200	POLICE DEPT BUILDING IMPROVEMENTS/REPAIR	5,256	-	0	0	0.00%	0	0	0
001-521-00-6400	CIP - EQUIPMENT	74,182	60,462	0	950	0.00%	0	0	0
001-521-00-6417	VEHICLES - LEASE PURCHASE & REG	63,249	116,517	100,000	0	0.00%	100,000	100,000	100,000
001-521-00-6418	CIP - EQUIPMENT - VESSELS	0	-	50,000	0	0.00%	50,000	50,000	50,000
	Total Police	2,042,591	2,087,435	2,293,830	847,382	36.94%	2,411,159	2,525,315	2,583,284
	Public Works								
001-541-00-1200	REGULAR SALARIES & WAGES	102,695	67,930	69,050	46,500	67.34%	78,672	90,983	93,712
001-541-00-1220	LONGEVITY PAY	900	950	0	0	0.00%	0	0	0
001-541-00-1400	OVERTIME PAY	442	123	500	0	0.00%	500	500	500
001-541-00-2100	FICA/MEDICARE TAXES	7,892	5,170	5,321	3,447	64.79%	6,057	6,998	7,207
001-541-00-2200	RETIREMENT CONTRIBUTIONS	8,956	8,006	9,000	6,927	76.97%	11,014	12,738	13,120
001-541-00-2300	HEALTH INSURANCE	22,946	15,317	21,000	11,934	56.83%	21,000	21,000	21,000
001-541-00-2310	DENTAL & VISION INSURANCE	662	559	650	390	60.02%	650	650	650
001-541-00-2320	LIFE INSURANCE	495	312	400	228	57.04%	400	400	400
001-541-00-2330	DISABILITY INSURANCE	1,812	1,181	1,400	800	57.17%	1,400	1,400	1,400
001-541-00-3100	PROFESSIONAL SERVICES	126	-	3,200	0	0.00%	3,200	3,200	3,200
001-541-00-3140	TEMPORARY LABOR	7,064	1,252	2,000	0	0.00%	2,000	2,000	2,000
001-541-00-3400	CONTRACTUAL SERVICES	8,378	5,774	7,500	3,213	42.83%	7,500	7,500	7,500
001-541-00-3420	LANDSCAPING SERVICES	82,406	49,516	45,000	14,400	32.00%	45,000	45,000	45,000
001-541-00-4100	COMMUNICATIONS	2,795	2,802	3,000	921	36.84%	2,500	2,500	2,500
001-541-00-4300	UTILITY/ELECTRIC/WATER	100,216	94,399	100,000	30,642	27.86%	110,000	110,000	110,000
001-541-00-4600	REPAIRS & MAINTENANCE - GENERAL	14,463	6,786	10,000	420	4.20%	10,000	10,000	10,000
001-541-00-4610	REPAIRS & MAINTENANCE - VEHICLES & EQUIP	5,800	17,822	10,000	6,286	62.86%	10,000	10,000	10,000
001-541-00-4670	REPAIRS & MAINTENANCE - PARKS	3,000	8,384	25,000	19,998	79.99%	25,000	25,000	25,000
001-541-00-4675	REPAIRS & MAINTENANCE - BOAT RAMPS	1,000	987	2,500	441	17.64%	2,500	2,500	2,500
001-541-00-4680	REPAIRS & MAINTENANCE - ROADS	10,456	28,239	30,000	7,443	24.81%	30,000	30,000	30,000
001-541-00-4690	URBAN FORESTRY	84,630	124,229	60,000	104,712	174.52%	110,000	100,000	100,000
001-541-00-5200	OPERATING SUPPLIES	5,345	5,166	5,000	1,554	31.09%	5,000	5,000	5,000
001-541-00-5210	UNIFORMS	688	636	1,000	202	20.16%	1,000	1,000	1,000
001-541-00-5220	PROTECTIVE CLOTHING	225	53	1,000	0	0.00%	1,000	1,000	1,000
001-541-00-5230	FUEL EXPENSE	3,719	3,590	6,000	1,520	25.34%	6,000	6,000	6,000
001-541-00-5400	BOOKS, SUBSCRIPTIONS & MEMBERSHIPS	179	299	500	0	0.00%	500	500	500
001-541-00-5500	TRAINING	97	-	250	0	0.00%	250	250	250
001-541-00-6320	CIP - RESURFACING & CURBING	312,132	-	200,000	0	0.00%	200,000	200,000	200,000
001-541-00-6330	CIP - SIDEWALKS	26,568	-	25,000	0	0.00%	25,000	25,000	25,000
001-541-00-6335	CIP - NELA BRIDGE REPAIRS	0	40,380	0	0	0.00%	0	0	0
001-541-00-6365	CIP - ELECTRIC POLE HOLIDAY DECORATIONS	0	9,531	0	0	0.00%	0	0	0
001-541-00-6380	CIP - PARK IMPROVEMENTS	0	251,139	15,000	0	0.00%	15,000	15,000	15,000
001-541-00-6420	CIP - TRAFFIC CALMING	0	25,300	0	0	0.00%	0	0	0
001-541-00-6430	CIP - EQUIPMENT	52,821	28,820	10,000	0	0.00%	10,000	10,000	10,000
	Total Public Works	868,133	805,040	678,771	261,978	38.60%	741,143	746,119	749,439
	Debt Service								
001-584-00-7100	PAYMENT ON BOND - PRINCIPAL	85,000	90,000	177,670	0	0.00%	95,000	95,000	95,000
001-584-00-7200	BOND DEBT - INTEREST	23,868	17,898	61,182	0	0.00%	16,000	13,000	9,000
	Total Debt Service	108,868	107,898	238,852	0	0.00%	111,000	108,000	104,000
	Total Expenditures	6,335,140	6,413,716	6,680,398	2,733,778	40.92%	6,732,247	6,880,604	6,972,131
	Transfers								
001-581-00-9100	TRANSFER TO CAPITAL EQUIP REPL FUND 301	27,000	-	0	0	0.00%	0	0	0
001-581-00-9115	TRANSFER TO CAPITAL IMPROV FUND 303	0	-	82,670	0	0.00%	160,000	160,000	160,000
001-584-00-5810	TRANSFER TO CHARTER DEBT SERVICE FUND 201	150,000	-	0	0	0.00%	0	0	0
	Total Transfers Out	177,000	0	82,670	0	0.00%	160,000	160,000	160,000
	Ending Fund Balance	2,371,023	2,536,904	2,514,458			2,316,664	2,063,615	1,798,503
	Total Expenditures, Transfers Out, & Ending Fund Balance	8,883,163	8,950,619	9,277,526			9,208,911	9,104,219	8,930,606

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Account Id	Account Description	ACTUALS 2018/2019	ACTUALS 2019/2020	CURRENT BUDGET 2020/2021	YTD ACTUALS 2020/2021	% OVER/UNDER BUDGET	PROPOSED AMENDED BUDGET 2020/2021	PROJECTED BUDGET 2021/2022	PROJECTED BUDGET 2022/2023
FUND 102 TRANSPORTATION IMPACT FEE FUND									
	Beginning Fund Balance	231,006	204,574	146,874			186,766	186,766	186,766
REVENUES									
102-324-310	IMPACT FEES - RESIDENTIAL - TRANSPORTATION	4,290	1,430	3,000					
102-361-100	INTEREST - TRANSPORTATION IMPACT	1,552	2,262	2,300					
	Total Revenues	5,842	3,692	5,300			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		236,848	208,266	152,174			186,766	186,766	186,766
EXPENDITURES									
102-541-00-3120	ENGINEERING FEES	32,274	-	0					
102-541-00-6425	ROADWAY IMPROVEMENTS	0	21,500	35,000					
	Total Expenditures	32,274	21,500	35,000			0	0	0
	Ending Fund Balance	204,574	186,766	117,174			186,766	186,766	186,766
Total Expenditures, Transfers Out, & Ending Fund Balance		236,848	208,266	152,174			186,766	186,766	186,766
FUND 103 STORMWATER FUND									
	Beginning Fund Balance	306,979	24,127	59,268			-36,802	-36,802	-36,802
REVENUES									
103-331-100	FEMA REIMBURSEMENT - FEDERAL - FUND 103	76,313	15,262	0					
103-331-110	FEMA REIMBURSEMENT - STATE - FUND 103	12,719	(7,631)	0					
103-343-900	SERVICE CHARGE - STORMWATER	356,223	360,985	411,671					
103-361-100	INTEREST - STORMWATER	1,553	2,263	2,300					
	Total Revenues	446,808	370,879	413,971			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		753,787	395,006	473,239			-36,802	-36,802	-36,802
EXPENDITURES									
103-541-00-1200	REGULAR SALARIES & WAGES	0	88,062	94,500					
103-541-00-2100	FICA/MEDICARE TAXES	0	6,737	7,230					
103-541-00-2200	RETIREMENT CONTRIBUTIONS	0	11,325	12,500					
103-541-00-2300	HEALTH INSURANCE	0	14,040	16,000					
103-541-00-2310	DENTAL & VISION INSURANCE	0	517	500					
103-541-00-2320	LIFE INSURANCE	0	424	500					
103-541-00-2330	DISABILITY INSURANCE	0	1,250	1,350					
103-541-00-3100	PROFESSIONAL SERVICES	0	-	3,000					
103-541-00-3110	LEGAL SERVICES - STORMWATER FUND	0	3,488	3,000					
103-541-00-3120	ENGINEERING FEES	48,267	76,765	50,000					
103-541-00-3430	NPDES	10,766	14,376	15,000					
103-541-00-3450	LAKE CONSERVATION	8,931	9,036	10,000					
103-541-00-4600	REPAIRS & MAINTENANCE	20,347	28,063	25,000					
103-541-00-4900	OTHER CURRENT CHARGES	286	-	1,000					
103-541-00-6300	CIP - CAPITAL IMPROVEMENTS	641,063	177,775	110,600					
103-541-00-7100	PRINCIPAL	0	-	20,000					
103-541-00-7200	INTEREST	0	-	1,795					
	Total Expenditures	729,660	311,808	466,643			0	0	0
Transfers									
103-581-00-9100	TRANSFER TO CAPITAL EQUIP REPL FUND 301	0	-	0					
	Total Transfers Out	0	0	0					
	Ending Fund Balance	24,127	-36,802	36,596			-36,802	-36,802	-36,802
Total Expenditures, Transfers Out, & Ending Fund Balance		753,787	395,006	473,239			-36,802	-36,802	-36,802
FUND 104 LAW ENFORCEMENT EDUCATION FUND									
	Beginning Fund Balance	13,047	15,400	11,000			17,763	17,763	17,763
REVENUES									
104-351-200	JUDGEMENT & FINES - LE EDUCATION FUND	1,597	1,891	1,500					
104-361-100	INTEREST - EDUCATION FUND	1,554	2,262	2,300					
	Total Revenues	3,151	4,153	3,800			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		16,198	19,553	14,800			17,763	17,763	17,763
EXPENDITURES									
104-521-00-5500	TRAINING	798	1,790	6,000					
104-541-00-4900	OTHER CURRENT CHARGES	0	-	200					
	Total Expenditures	798	1,790	6,200			0	0	0
	Ending Fund Balance	15,401	17,763	8,600			17,763	17,763	17,763
Total Expenditures, Transfers Out, & Ending Fund Balance		16,198	19,553	14,800			17,763	17,763	17,763
FUND 201 CHARTER DEBT SERVICE FUND									
	Beginning Fund Balance	1,335,572	1,179,291	974,271			1,338,085	1,338,085	1,338,085
REVENUES									
201-331-100	FEMA REIMBURSEMENT - FEDERAL - FUND 201	38,018	2,147	0					
201-331-110	FEMA REIMBURSEMENT - STATE - FUND 201	6,336	(4,105)	0					
201-361-100	INTEREST - CHARTER FUND	22,295	9,626	10,000					
201-362-000	RENT REVENUE	1,018,908	1,036,641	1,040,141					
	Total Revenues	1,085,557	1,044,309	1,050,141			0	0	0
Transfers									

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Account Id	Account Description	ACTUALS 2018/2019	ACTUALS 2019/2020	CURRENT BUDGET 2020/2021	YTD ACTUALS 2020/2021	% OVER/UNDER BUDGET	PROPOSED AMENDED BUDGET 2020/2021	PROJECTED BUDGET 2021/2022	PROJECTED BUDGET 2022/2023
201-381-000	TRANSFERS IN FROM GENERAL FUND 001	150,000	-	0					
	Total Transfers In	150,000	0	0			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		2,571,129	2,223,600	2,024,412			1,338,085	1,338,085	1,338,085
EXPENDITURES									
201-569-00-1200	REGULAR SALARIES & WAGES	0	69,329	75,000					
201-569-00-2100	FICA/MEDICARE TAXES	0	5,304	5,738					
201-569-00-2200	RETIREMENT CONTRIBUTIONS	0	9,684	11,000					
201-569-00-2300	HEALTH INSURANCE	0	8,807	10,000					
201-569-00-2310	DENTAL & VISION INSURANCE	0	382	400					
201-569-00-2320	LIFE INSURANCE	0	3,232	400					
201-569-00-2330	DISABILITY INSURANCE	0	947	1,100					
201-569-00-3100	PROFESSIONAL SERVICES - CHARTER	5,800	5,500	5,500					
201-569-00-3110	LEGAL SERVICES - CHARTER	2,320	7,963	8,000					
201-569-00-4600	MAINTENANCE - CHARTER SCHOOL	10,155	19,752	20,000					
201-569-00-6210	CIP - CHARTER ROOF	0	35,597	114,000					
201-569-00-6320	CIP - HVAC REPLACEMENT	341,585	13,895	0					
201-569-00-6410	CHARTER SCHOOL BUILDING REPAIRS	71,500	5,739	0					
201-569-00-7100	PRINCIPAL	415,000	175,000	185,000					
201-569-00-7200	INTEREST	545,478	524,384	515,000					
	Total Expenditures	1,391,838	885,515	951,138			0	0	0
	Ending Fund Balance	1,179,291	1,338,085	1,073,274			1,338,085	1,338,085	1,338,085
Total Expenditures, Transfers Out, & Ending Fund Balance		2,571,129	2,223,600	2,024,412			1,338,085	1,338,085	1,338,085
FUND 301 CAPITAL EQUIPMENT REPLACEMENT FUND									
	Beginning Fund Balance	0	27,000	17,023			18,131	18,131	18,131
REVENUES									
301-361-100	INTEREST - CAP EQUIP REPL FUND	0	1,108	0					
	Total Revenues	0	1,108	0			0	0	0
Transfers									
301-381-000	TRANSFER FROM GENERAL FUND 001	27,000	-	0					
301-381-103	TRANSFER FROM STORMWATER FUND 103	0	-	0					
	Total Transfers In	27,000	0	0			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		27,000	28,108	17,023			18,131	18,131	18,131
EXPENDITURES									
301-521-00-6410	CIP - POLICE COMMUNICATIONS EQUIPMENT	0	9,977	0					
	Total Expenditures	0	9,977	0			0	0	0
	Ending Fund Balance	27,000	18,131	17,023			18,131	18,131	18,131
Total Expenditures, Transfers Out, & Ending Fund Balance		27,000	28,108	17,023			18,131	18,131	18,131
FUND 303 CAPITAL IMPROVEMENT REVENUE NOTE 2020									
	Beginning Fund Balance	0	-	0			0	0	0
REVENUES									
303-384-100	REVENUE BOND PROCEEDS	0	2,551,281	0					
	Total Revenues	0	2,551,281	0			0	0	0
Transfers									
303-	TRANSFER FROM GENERAL FUND 001	0	0	0					
	Total Transfers In	0	0	0			0	0	0
Total Beginning Fund Balance, Revenues, & Transfers In		0	2,551,281	0			0	0	0
EXPENDITURES									
303-517-00-7300	BOND ISSUANCE COSTS	0	51,281	0					
	Total Expenditures	0	51,281	0			0	0	0
	Ending Fund Balance	0	2,500,000	0			0	0	0
Total Expenditures, Transfers Out, & Ending Fund Balance		0	2,551,281	0			0	0	0

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Market Rent Study

Cornerstone Charter Academy

Special Purpose Property

5903 Randolph Ave.

Orlando, Orange County, Florida 32809

Client Reference: Fair Market Rent Study

Prepared For:

City of Belle Isle

Date of the Report:

February 25, 2021

Report Format:

Appraisal Report

IRR - Orlando

File Number: 130-2021-0068

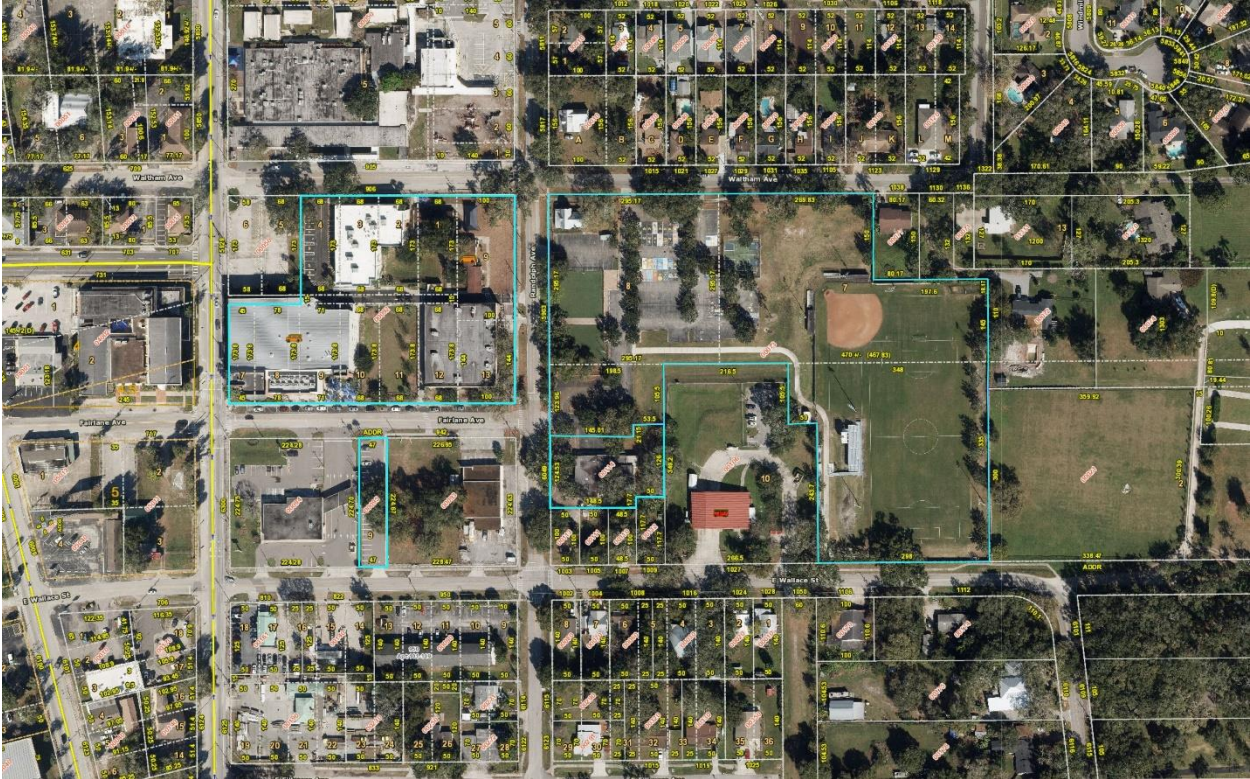


Subject Photographs



Cornerstone Charter Academy
5903 Randolph Ave.
Orlando, Florida

Aerial Photograph



Integra Realty Resources

Miami/Caribbean

Orlando

Southwest Florida

www.irr.com

In Miami/Caribbean

Dadeland Centre

9155 South Dadeland Blvd.

Suite 1208

Miami, FL 33156

(305) 670-0001

In Orlando

The Magnolia Building

326 N. Magnolia Ave.

Orlando, FL 32801

(407) 843-3377

In Naples/Sarasota

Horseshoe Professional Park

2770 Horseshoe Drive S.

Suite 3

Naples, FL 34104

(239)-643-6888

Item b.



February 25, 2021

Mr. Bob Francis, ICMA-CM
City of Belle Isle
1600 Nela Avenue
Belle Isle, FL 32809

SUBJECT: Market Value Appraisal
Cornerstone Charter Academy
5903 Randolph Ave.
Orlando, Orange County, Florida 32809
Client Reference: Fair Market Rent Study
IRR - Orlando File No. 130-2021-0068

Dear Mr. Francis:

Integra Realty Resources – Orlando is pleased to submit the accompanying market rent study. The purpose of the study is to estimate current market rent and prospective market rent upon completion of the proposed expansion and renovations for Cornerstone Charter Academy. Market rent is the most probable rent that a property should bring in a competitive and open market reflecting the conditions and restrictions of a specified lease agreement, including the rental adjustment and revaluation, permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs) (Appraisal Institute, *The Appraisal of Real Estate*, 15th ed. (Chicago: Appraisal Institute, 2020)). The client for the assignment is City of Belle Isle. The intended user of this report is the client. The intended use of the report is for your information and guidance regarding negotiating a new lease agreement for the facility. No other party or parties may use or rely on the information, opinions, and conclusions contained in this report.

The subject is Cornerstone Charter Academy, located at the northeast corner of Hansel Avenue and Fairlane Avenue in Orlando, Orange County, Florida. The subject is located within the City of Belle Isle. The existing improvements consists of eight buildings totaling 120,718 square feet that were constructed between 1915 and 2008 on a site area of 11.91

acres or 518,982 square feet. The proposed expansion will commence in summer 2021, with an expected completion by August 2022. Upon completion of the proposed expansion, four buildings will be demolished, two buildings will be constructed, and one building will be expanded, leaving six buildings totaling 153,770 square feet. As of the effective appraisal date, the subject is 100% leased to a single tenant.

The appraisal conforms to the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute, applicable state appraisal regulations.

Standards Rule 2-2 (Content of a Real Property Appraisal Report) contained in the Uniform Standards of Professional Appraisal Practice (USPAP) requires each written real property appraisal report to be prepared as either an Appraisal Report or a Restricted Appraisal Report. This report is prepared as an Appraisal Report as defined by USPAP under Standards Rule 2-2(a), and incorporates practical explanation of the data, reasoning, and analysis that were used to develop the opinion of value.

Based on the valuation analysis in the accompanying report, and subject to the definitions, assumptions, and limiting conditions expressed in the report, our concluded opinion of market rent is as follows:

Concluded Market Lease Terms						
Space Type	SF	Market		Rent		Lease Term (Mos.)
		Rent	Measure	Escalations	Lease Type	
School - As Is	120,718	\$7.00	\$/SF/Yr	Incremental based on enrollment	Net	300
School - As Complete	153,770	\$8.00	\$/SF/Yr	Incremental based on enrollment	Net	300

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions.

1. Our opinion of prospective market rent as complete assumes that the proposed improvements are completed in accordance with plans and specifications as of August 1, 2022, the effective appraisal date.

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

If you have any questions or comments, please contact the undersigned. Thank you for the opportunity to be of service.

Mr. Bob Francis, ICMA-CM
City of Belle Isle
February 25, 2021
Page 3

Item b.

Respectfully submitted,

Integra Realty Resources - Orlando



Christopher Starkey, MAI, SGA
Florida State-Certified General Real Estate
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Table of Contents

Quality Assurance	1	Certification	50
Executive Summary	2	Assumptions and Limiting Conditions	52
Identification of the Appraisal Problem	3	Addenda	
Subject Description	3	A. Appraiser Qualifications	
Appraisal Purpose	3	B. IRR Quality Assurance Survey	
Value Type Definitions	3	C. Financials and Property Information	
Property Rights Definitions	4	D. Comparable Data	
Client and Intended User(s)	4	Lease Comparables	
Intended Use	4	E. Engagement Letter	
Applicable Requirements	4		
Report Format	4		
Prior Services	4		
Appraiser Competency	5		
Scope of Work	6		
Economic Analysis	7		
Orange County Area Analysis	7		
Surrounding Area Analysis	15		
Charter School Market Analysis	20		
Property Analysis	22		
Land Description and Analysis	22		
Improvements Description and Analysis	28		
Valuation	39		
Market Rent Analysis – As Is	39		
Market Rent Analysis – As Complete	40		
Market Rent Analysis	40		
Market Rent Conclusion	49		

Quality Assurance

IRR Quality Assurance Program

At IRR, delivering a quality report is a top priority. Integra has an internal Quality Assurance Program in which managers review material and pass an exam in order to attain IRR Certified Reviewer status. By policy, every Integra valuation assignment is assessed by an IRR Certified Reviewer who holds the MAI designation, or is, at a minimum, a named Director with at least ten years of valuation experience.

This quality assurance assessment consists of reading the report and providing feedback on its quality and consistency. All feedback from the IRR Certified Reviewer is then addressed internally prior to delivery.

Note: the intent of this internal assessment process is to maintain report quality. Unless specified below, the IRR Certified Reviewer did not participate in the valuation, nor should their involvement be construed as an appraisal review as defined by USPAP.

Designated IRR Certified Reviewer

The IRR Certified Reviewer who provided the quality assurance assessment for this assignment is Christopher D. Starkey, MAI, SGA.

Executive Summary

Property Name	Cornerstone Charter Academy
Address	5903 Randolph Ave. Orlando, Orange County, Florida 32809
Property Type	Special Purpose - School/University
Owner of Record	City of Belle Isle
Tax ID	24-23-29-3400-00073, 24-23-29-3400-00092, 24-23-29-3400-00114 and 24-23-29-3400-00095
Land Area	11.91 acres; 518,892 SF
Gross Building Area	156,819 SF
Gross Leasable Area	153,770 SF
Percent Leased	100%
Year Built; Year Renovated	1965-2022; 2022
Zoning Designation	R-1, R-2 (Orange County), C-2, Single Family Dwelling, Residential District, and General Commercial
Highest and Best Use - As if Vacant	Retail use
Highest and Best Use - As Improved	Continued retail use
Exposure Time; Marketing Period	12 months; 12 months
Effective Date of the Appraisal	February 10, 2021
Date of the Report	February 25, 2021
Property Interest Appraised	Leased Fee
Market Rent Conclusion As Is (Per Square Foot)	\$7.00
Market Rent Conclusion As Complete (Per Square Foot)	\$8.00

The values reported above are subject to the definitions, assumptions, and limiting conditions set forth in the accompanying report of which this summary is a part. No party other than City of Belle Isle may use or rely on the information, opinions, and conclusions contained in the report. It is assumed that the users of the report have read the entire report, including all of the definitions, assumptions, and limiting conditions contained therein.

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions.

1. Our opinion of prospective market rent as complete assumes that the proposed improvements are completed in accordance with plans and specifications as of August 1, 2022, the effective appraisal date.

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

Identification of the Appraisal Problem

Subject Description

The subject is Cornerstone Charter Academy, located at the northeast corner of Hansel Avenue and Fairlane Avenue in Orlando, Orange County, Florida. The subject is located within the City of Belle Isle. The existing improvements consists of eight buildings totaling 120,718 square feet that were constructed between 1915 and 2008 on a site area of 11.91 acres or 518,982 square feet. The proposed expansion will commence in summer 2021, with an expected completion by August 2022. Upon completion of the proposed expansion, four buildings will be demolished, two buildings will be constructed, and one building will be expanded, leaving six buildings totaling 153,770 square feet. As of the effective appraisal date, the subject is 100% leased to a single tenant. A legal description of the property is provided in the addenda.

Property Identification	
Property Name	Cornerstone Charter Academy
Address	5903 Randolph Ave. Orlando, Florida 32809
Tax ID	24-23-29-3400-00073, 24-23-29-3400-00092, 24-23-29-3400-00114 and 24-23-29-3400-00095
Owner of Record	City of Belle Isle

Appraisal Purpose

The purpose of the study is to estimate current market rent and prospective market rent upon completion of the proposed expansion and renovations for the property at Cornerstone Charter Academy. The effective date of the appraisal for the as is market rent is February 10, 2021 and the effective date of the appraisal for the as complete market rent is August 1, 2022. The date of the report is February 25, 2021. The appraisal is valid only as of the stated effective date or dates.

Value Type Definitions

The definitions of the value types applicable to this assignment are summarized below.

Market Rent

The most probable rent that a property should bring in a competitive and open market under all the conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. Implicit in this definition is the execution of a lease as of a specified date under conditions whereby:

- Lessee and lessor are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their best interests;
- Payment is made in terms of cash or in terms of financial arrangements comparable thereto; and

- The rent reflects specified terms and conditions, such as permitted uses, use restrictions, expense obligations, duration, concessions, rental adjustments and revaluations, renewal and purchase options, and tenant improvements (Tis).¹

Property Rights Definitions

The property rights appraised which are applicable to this assignment are defined as follows.

Lease

A contract in which rights to use and occupy land, space, or structures are transferred by the owner to another for a specified period of time in return for a specified rent.²

Client and Intended User(s)

The client and intended user is the City of Belle Isle. No other party or parties may use or rely on the information, opinions, and conclusions contained in this report.

Intended Use

The intended use of the appraisal is for your information and guidance regarding negotiating a new lease agreement for the facility. The appraisal is not intended for any other use.

Applicable Requirements

This appraisal report conforms to the following requirements and regulations:

- Uniform Standards of Professional Appraisal Practice (USPAP);
- Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute;
- Applicable state appraisal regulations.

Report Format

Standards Rule 2-2 (Content of a Real Property Appraisal Report) contained in the Uniform Standards of Professional Appraisal Practice (USPAP) requires each written real property appraisal report to be prepared as either an Appraisal Report or a Restricted Appraisal Report. This report is prepared as an Appraisal Report as defined by USPAP under Standards Rule 2-2(a), and incorporates practical explanation of the data, reasoning, and analysis used to develop the opinion of value.

Prior Services

USPAP requires appraisers to disclose to the client any other services they have provided in connection with the subject property in the prior three years, including valuation, consulting, property management, brokerage, or any other services. We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.

¹ Appraisal Institute, *The Appraisal of Real Estate*, 15th ed. (Chicago: Appraisal Institute, 2020), 421.

² Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th ed. (Chicago: Appraisal Institute, 2015)

Appraiser Competency

No steps were necessary to meet the competency provisions established under USPAP. The assignment participants have appraised several properties similar to the subject in physical, locational, and economic characteristics, and are familiar with market conditions and trends; therefore, appraiser competency provisions are satisfied for this assignment. Appraiser qualifications and state credentials are included in the addenda of this report.

Scope of Work

Introduction

The appraisal development and reporting processes require gathering and analyzing information about the assignment elements necessary to properly identify the appraisal problem. The scope of work decision includes the research and analyses necessary to develop credible assignment results, given the intended use of the appraisal. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed.

To determine the appropriate scope of work for the assignment, the intended use of the appraisal, the needs of the user, the complexity of the property, and other pertinent factors were considered. The concluded scope of work is described below.

Research and Analysis

The type and extent of the research and analysis conducted are detailed in individual sections of the report. To estimate market rent, we analyze comparable rentals most relevant to the subject in terms of location, property type, size, and transaction date. The steps taken to verify comparable data are disclosed in the addenda of this report. Although effort has been made to confirm the arms-length nature of each lease with a party to the transaction, it is sometimes necessary to rely on secondary verification from sources deemed reliable.

Subject Property Data Sources

The legal and physical features of the subject property, including size of the site and improvements, flood plain data, seismic zone designation, property zoning, existing easements and encumbrances, access and exposure, condition of the improvements (as applicable), and lease were confirmed and analyzed.

Contacts

In addition to public records and other sources cited in this appraisal, information pertaining to the subject was obtained from the following party: Mr. Bob Francis.

Inspection

Details regarding the property inspection conducted as part of this appraisal assignment are summarized as follows:

Property Inspection		
Party	Inspection Type	Inspection Date
Christopher Starkey, MAI, SGA	Exterior	February 22, 2021
Sheena M. Mohammed	On-site	February 10, 2021

Economic Analysis

The reader is reminded that the demographics presented on this and the following pages were gathered during the period that preceded the COVID-19 pandemic and imminent recession. The data provides useful information for purposes of considering the population and economy of the local area under stabilized market conditions. However, job losses, unemployment (overall and in different sectors), impaired commerce, and reduced income levels will result in demographic statistics after February 2020 that do not follow the stabilized trend that would have been expected based only on a review of data through 2019 and the first few weeks of 2020.

Orange County Area Analysis

Orange County is located in central Florida approximately 70 miles northeast of Tampa. It is 903 square miles in size and has a population density of 1,576 persons per square mile.

Population

Orange County has an estimated 2020 population of 1,423,875, which represents an average annual 2.2% increase over the 2010 census of 1,145,956. Orange County added an average of 27,792 residents per year over the 2010-2020 period, and its annual growth rate exceeded the State of Florida rate of 1.5%.

Looking forward, Orange County's population is projected to increase at a 1.6% annual rate from 2020-2025, equivalent to the addition of an average of 23,002 residents per year. Orange County's growth rate is expected to exceed that of Florida, which is projected to be 1.3%.

Population Trends					
	Population			Compound Ann. % Chng	
	2010 Census	2020 Estimate	2025 Projection	2010 - 2020	2020 - 2025
Florida	18,801,310	21,794,397	23,238,845	1.5%	1.3%
Orange County	1,145,956	1,423,875	1,538,884	2.2%	1.6%

Source: Environics Analytics

Employment

Total employment in Orange County was estimated at 868,533 jobs as of September 2019. Between year-end 2009 and 2019, employment rose by 219,073 jobs, equivalent to a 33.7% increase over the entire period. There were gains in employment in ten out of the past ten years, as the national economy expanded following the downturn of 2007-2009. Orange County's rate of employment growth over the last decade surpassed that of Florida, which experienced an increase in employment of 22.6% or 1,629,201 jobs over this period.

A comparison of unemployment rates is another way of gauging an area's economic health. Over the past decade, the Orange County unemployment rate has been generally lower than that of Florida,

with an average unemployment rate of 6.5% in comparison to a 6.8% rate for Florida. A lower unemployment rate is a positive indicator.

Recent data shows that the Orange County unemployment rate is 7.2% in comparison to a 5.8% rate for Florida, a negative sign for Orange County economy but one that must be tempered by the fact that Orange County has outperformed Florida in the rate of job growth over the past two years.

Employment Trends

Year	Total Employment (Year End)				Unemployment Rate (Ann. Avg.)	
	Orange County	% Change	Florida	% Change	Orange County	Florida
2009	649,460		7,209,010		10.4%	10.4%
2010	660,169	1.6%	7,260,875	0.7%	10.8%	11.0%
2011	672,932	1.9%	7,368,030	1.5%	9.8%	10.0%
2012	699,196	3.9%	7,538,166	2.3%	8.2%	8.5%
2013	724,664	3.6%	7,741,539	2.7%	6.8%	7.2%
2014	751,825	3.7%	8,012,496	3.5%	5.8%	6.3%
2015	787,215	4.7%	8,314,343	3.8%	5.0%	5.5%
2016	814,145	3.4%	8,542,086	2.7%	4.4%	4.8%
2017	845,918	3.9%	8,718,087	2.1%	3.8%	4.2%
2018	866,183	2.4%	8,907,904	2.2%	3.2%	3.6%
2019*	868,533	0.3%	8,838,211	-0.8%	2.9%	3.1%
Overall Change 2009-2019	219,073	33.7%	1,629,201	22.6%		
Avg Unemp. Rate 2009-2019					6.5%	6.8%
Unemployment Rate - December 2020					7.2%	5.8%

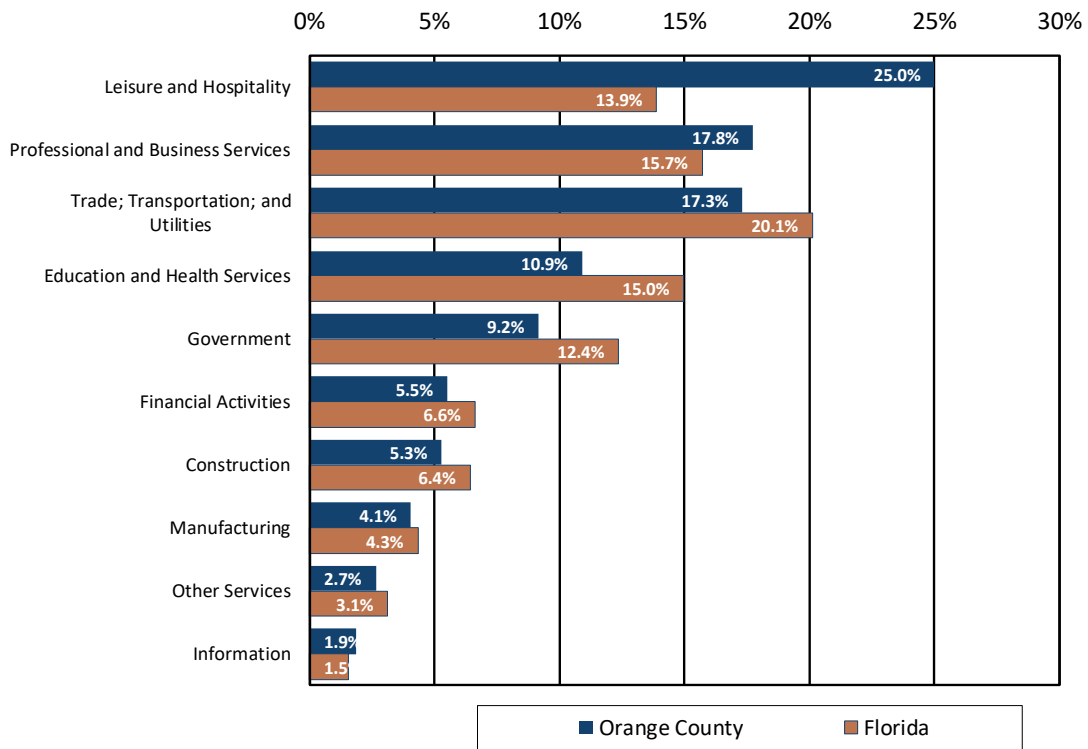
*Total employment data is as of September 2019; unemployment rate data reflects the average of 12 months of 2019.

Source: U.S. Bureau of Labor Statistics and Moody's Analytics. Employment figures are from the Quarterly Census of Employment and Wages (QCEW). Unemployment rates are from the Current Population Survey (CPS). The figures are not seasonally adjusted.

Employment Sectors

The composition of the Orange County job market is depicted in the following chart, along with that of Florida. Total employment for both areas is broken down by major employment sector, and the sectors are ranked from largest to smallest based on the percentage of Orange County jobs in each category.

Employment Sectors - 2019



Source: U.S. Bureau of Labor Statistics and Moody's Analytics

Orange County has greater concentrations than Florida in the following employment sectors:

1. Leisure and Hospitality, representing 25.0% of Orange County payroll employment compared to 13.9% for Florida as a whole. This sector includes employment in hotels, restaurants, recreation facilities, and arts and cultural institutions.
2. Professional and Business Services, representing 17.8% of Orange County payroll employment compared to 15.7% for Florida as a whole. This sector includes legal, accounting, and engineering firms, as well as management of holding companies.
3. Information, representing 1.9% of Orange County payroll employment compared to 1.5% for Florida as a whole. Publishing, broadcasting, data processing, telecommunications, and software publishing are included in this sector.

Orange County is underrepresented in the following sectors:

1. Trade; Transportation; and Utilities, representing 17.3% of Orange County payroll employment compared to 20.1% for Florida as a whole. This sector includes jobs in retail trade, wholesale trade, trucking, warehousing, and electric, gas, and water utilities.

2. Education and Health Services, representing 10.9% of Orange County payroll employment compared to 15.0% for Florida as a whole. This sector includes employment in public and private schools, colleges, hospitals, and social service agencies.
3. Government, representing 9.2% of Orange County payroll employment compared to 12.4% for Florida as a whole. This sector includes employment in local, state, and federal government agencies.
4. Financial Activities, representing 5.5% of Orange County payroll employment compared to 6.6% for Florida as a whole. Banking, insurance, and investment firms are included in this sector, as are real estate owners, managers, and brokers.

Major Employers

Major employers in Orange County are shown in the following table.

Major Employers - Orange County	
Name	Number of Employees
1 Walt Disney World Resort	75,000
2 Universal Orlando Resort (Comcast)	26,000
3 AdventHealth	21,815
4 Orlando Health	20,500
5 Publix	19,783
6 Greater Orlando Aviation Authority	18,000
7 University of Central Florida	13,483
8 Lockheed Martin	10,000
9 Resource Employment Solutions	8,400
10 Darden Restaurants, Inc.	7,178

Source: Orlando Economic Partnership

Gross Domestic Product

Gross Domestic Product (GDP) is a measure of economic activity based on the total value of goods and services produced in a defined geographic area, and annual changes in Gross Domestic Product (GDP) are a gauge of economic growth.

Economic growth, as measured by annual changes in GDP, has been considerably higher in Orange County than Florida overall during the past eight years. Orange County has grown at a 3.8% average annual rate while Florida has grown at a 2.8% rate.

Orange County has a per capita GDP of \$63,551, which is 46% greater than Florida's GDP of \$43,423. This means that Orange County industries and employers are adding relatively more value to the economy than their counterparts in Florida.

Gross Domestic Product

Year	(\$,000s)		(\$,000s)	
	Orange County	% Change	Florida	% Change
2011	67,573,778		763,745,900	
2012	69,404,852	2.7%	769,309,100	0.7%
2013	71,626,621	3.2%	784,090,100	1.9%
2014	74,269,611	3.7%	805,278,000	2.7%
2015	77,882,979	4.9%	839,124,300	4.2%
2016	81,146,561	4.2%	866,731,000	3.3%
2017	84,359,305	4.0%	896,117,000	3.4%
2018	87,741,273	4.0%	924,873,300	3.2%
Compound % Chg (2011-2018)		3.8%		2.8%
GDP Per Capita 2018	\$63,551		\$43,423	

Source: U.S. Bureau of Economic Analysis and Moody's Analytics; data released December 2019. The release of state and local GDP data has a longer lag time than national data. The data represents inflation-adjusted "real" GDP stated in 2012 dollars.

Household Income

Orange County has a higher level of household income than Florida. Median household income for Orange County is \$60,223, which is 4.5% greater than the corresponding figure for Florida.

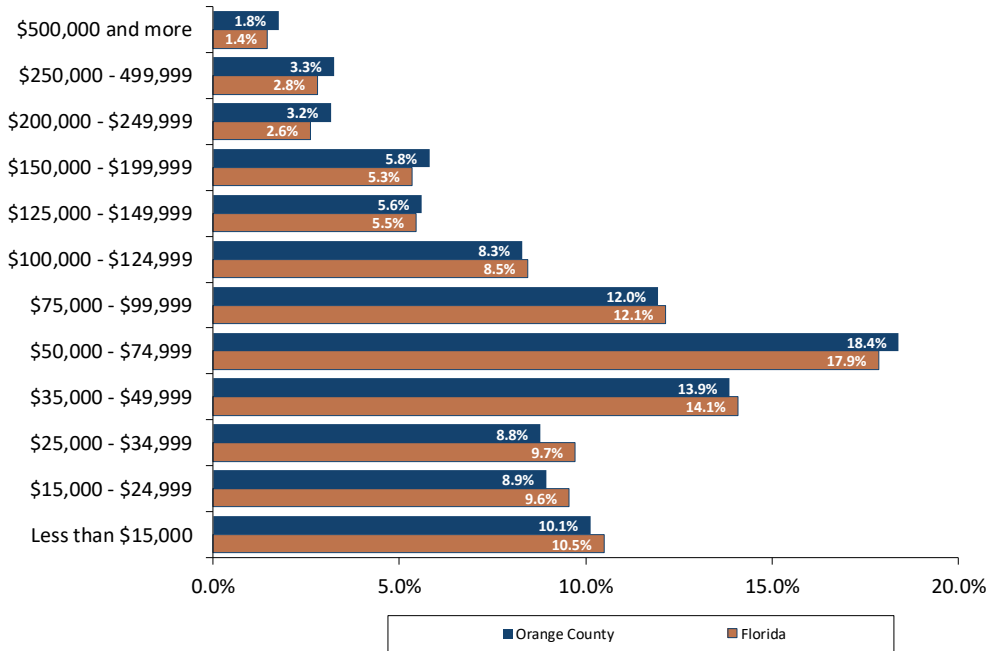
Median Household Income - 2020

	Median
Orange County	\$60,223
Florida	\$57,623
Comparison of Orange County to Florida	+ 4.5%

Source: Environics Analytics

The following chart shows the distribution of households across twelve income levels. Orange County has a greater concentration of households in the higher income levels than Florida. Specifically, 40% of Orange County households are at the \$75,000 or greater levels in household income as compared to 38% of Florida households. A lesser concentration of households is apparent in the lower income levels, as 28% of Orange County households are below the \$35,000 level in household income versus 30% of Florida households.

Household Income Distribution - 2020

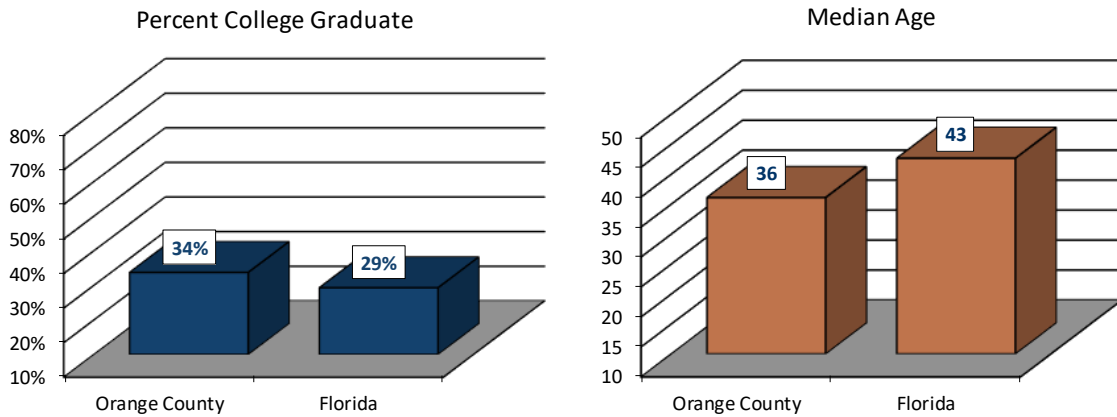


Source: Environics Analytics

Education and Age

Residents of Orange County have a higher level of educational attainment than those of Florida. An estimated 34% of Orange County residents are college graduates with four-year degrees, versus 29% of Florida residents. People in Orange County are younger than their Florida counterparts. The median age for Orange County is 36 years, while the median age for Florida is 43 years.

Education & Age - 2020



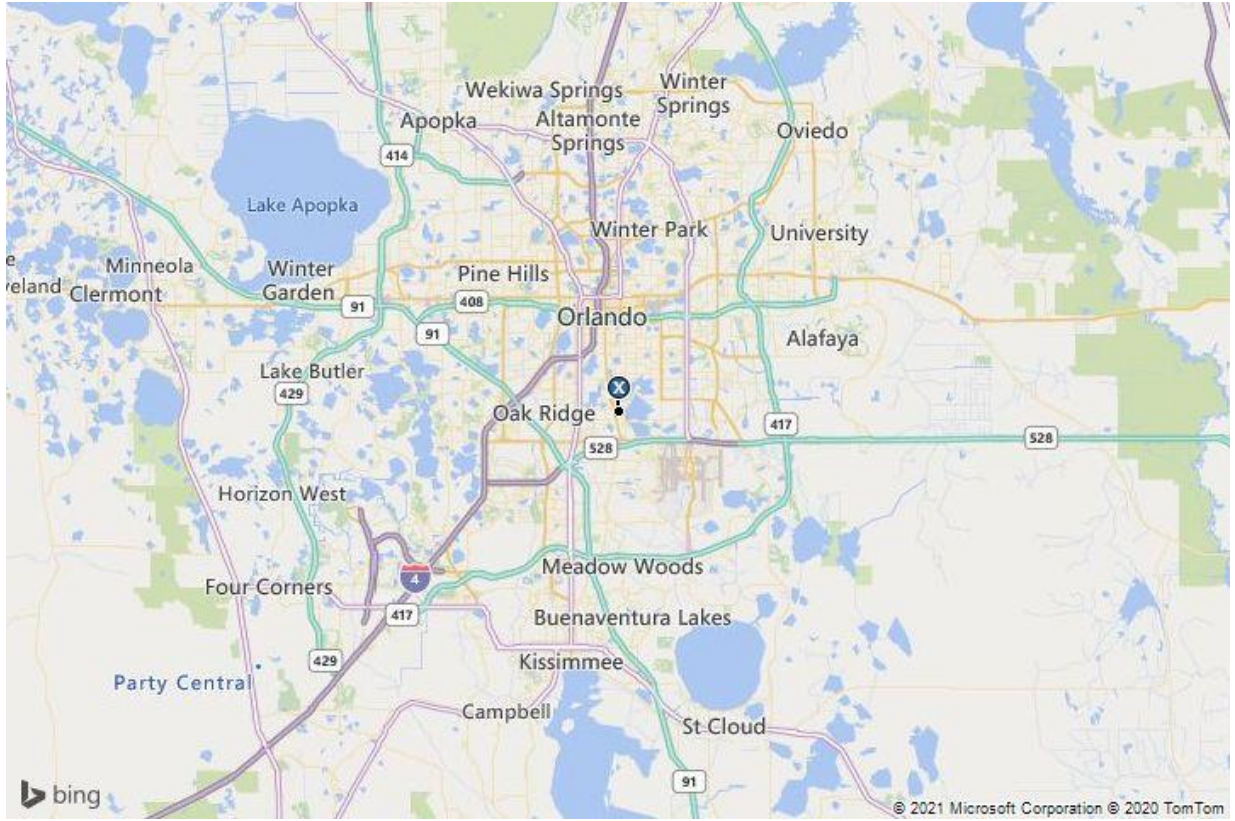
Source: Environics Analytics

Conclusion

The Orange County economy will benefit from a growing population base and higher income and education levels. Orange County experienced growth in the number of jobs and has maintained a generally lower unemployment rate than Florida over the past decade. We anticipate that the Orange County economy will improve and employment will grow, strengthening the demand for real estate.

As previously referenced, COVID-19 has pushed the economy at all levels into a recession which has yet to be statistically proven or definitively quantified. Therefore, the statistical summary of the region provided above must be considered in light of the fact that economic indicators available in the near future will show a substantial contraction of economic activity beginning in the first quarter of 2020. This issue is discussed more fully after the Market Analysis section of this report.

Area Map



Surrounding Area Analysis

The subject is located in the central portion of Orange County, Florida. More specifically, the subject is located at the northeast corner of Hansel Avenue and Fairlane Avenue in Orlando. The property is within the city limits of Belle Isle. Furthermore, the Orlando Central Business District (CBD), the economic and cultural center of the region, is approximately 4.50 miles northwest from the property. Area boundaries and delineation are indicated in the following table. A map identifying the location of the property follows this section.

Boundaries & Delineation	
Boundaries	
Market Area	Orlando, FL
Submarket	South Orange
Area Type	Suburban
Delineation	
North	Michian Street
South	Sand Lake Road
East	Conway Road
West	Orange Blossom Trail

Access and Linkages

Primary access and linkages to the subject area, including highways, roadways, public transit, traffic counts, and airports, are summarized in the following table.

Access & Linkages	
Vehicular Access	
Major Highways	Florida's Turnpike, Interstate 4, Beachline Expressway (State Road 528)
Primary Corridors	South Orange Avenue, Orange Blossom Trail, Conway Road, Michigan Street
Vehicular Access Rating	Average
Public Transit	
Providers	Lynx, SunRail
Transit Access Rating	Average
Airport(s)	Orlando International Airport
Distance	4 miles
Driving Time	10 minutes
Primary Transportation Mode	Automobile

Demand Generators

Demand generators are driven primarily by the trade area population and household income levels, as well as employment centers within the immediate area. The subject's market area is impacted by the ease of access to the employment centers in the broader Orlando area. Notable demand generators include the Orlando CBD, Orlando Health, and the Orlando International Airport. In the immediate

vicinity of the subject, primary employment centers consist of local retail and office businesses located along South Orange Avenue.

The subject is located in the City of Belle Isle, an established residential community along the shores of the Lake Conway chain of lakes. The city is 5.12 square miles and located just south of Gatlin Avenue, west of Conway Road, north of the Sand Lake Road, and east of South Orange Avenue. This area is mostly residential in nature with approximately 7,365 residents. Commercial and institutional uses are clustered along South Orange Avenue.

The Orlando CBD has historically been the legal, financial, service, and professional office district in the broader Orlando market. The CBD has historically been characterized by a few high-rise office towers, interspersed among older low and mid-rise commercial structures. In the past 15 to 20 years, several these older buildings have been replaced by newer and larger office developments or have undergone renovation or remodeling. The downtown Orlando market has seen a considerable amount of new developments in recent times and includes major venues such as the Amway Center, Dr. Phillips Center for the Performing Arts, the Florida Citrus Bowl/Camping World Stadium renovation, Orlando City Stadium, Creative Village, and several multifamily developments, among others.

Orlando Health is the region's largest healthcare system with over 2,145 beds in nine major medical facilities throughout central Florida. Orlando Health has four major medical facilities in the immediate market area. These facilities include Orlando Regional Medical Center (ORMC), Arnold Palmer Hospital for Children, Winnie Palmer Hospital for Women & Babies, and Orlando Health UF Health Cancer Center. The largest facility and Orlando's sixth largest employer within the Orlando Health system ORMC, an 808-bed facility located 3.75 miles northwest of the subject along the west side of Orange Avenue. This facility is Central Florida's only level one trauma center and one of six major teaching hospitals in the Florida. ORMC is currently expanding portions of the hospital to include new medical office space and a surgery center. The ORMC expansion is part of Orlando Health's five-year expansion plan which is the largest in history and is estimated at \$750 million.

With over 50 million passengers in 2019, the Orlando International Airport is the busiest airport in Florida, and the tenth busiest in the United States based on the most recent data available. The airport property is comprised of approximately 12,294 acres, making it the fourth largest in terms of landmass in the United States. According to the Greater Orlando Aviation Authority, the Orlando International Airport has more than 21,000 employees and generates in excess of \$31 billion in revenue for the regional economy. The airport is currently undergoing a major \$4.27 billion capital improvement plan to include a \$2.15-billion, 19-gate, South Terminal Complex and an Intermodal Terminal Facility to accommodate three regional rails systems. As of November 2020, due to the ongoing COVID-19 pandemic, on a rolling 12-month basis, traffic is down 52% with a little over 24 million passengers.

Service and Amenities

The nearest commercial area with restaurants, convenience stores, and support services are located to the north of the subject along South Orange Avenue in the immediate vicinity of the subject. Fire and police services are considered adequate for the market area. The subject is served by Orange County Public Schools, the ninth largest school district in the country and the fourth largest in the

state. The district serves more than 206,000 students at 202 schools and is one of the largest employers in Central Florida with more than 25,000 employees.

Demographics

A demographic profile of the surrounding area, including population, households, and income data, is presented in the following table.

Surrounding Area Demographics					
2020 Estimates	1-Mile Radius	3-Mile Radius	5-Mile Radius	Orange County	Florida
Population 2010	7,230	74,429	203,733	1,145,956	18,801,310
Population 2020	7,974	83,747	235,069	1,423,875	21,794,397
Population 2025	8,424	88,832	249,843	1,538,884	23,238,845
Compound % Change 2010-2020	1.0%	1.2%	1.4%	2.2%	1.5%
Compound % Change 2020-2025	1.1%	1.2%	1.2%	1.6%	1.3%
Households 2010	2,698	27,753	81,503	421,847	7,420,802
Households 2020	3,017	31,423	95,138	523,055	8,584,151
Households 2025	3,200	33,404	101,342	565,412	9,155,988
Compound % Change 2010-2020	1.1%	1.2%	1.6%	2.2%	1.5%
Compound % Change 2020-2025	1.2%	1.2%	1.3%	1.6%	1.3%
Median Household Income 2020	\$51,998	\$52,366	\$48,963	\$60,223	\$57,623
Average Household Size	2.6	2.6	2.4	2.7	2.5
College Graduate %	24%	25%	28%	34%	29%
Median Age	38	37	37	36	43
Owner Occupied %	56%	54%	44%	58%	67%
Renter Occupied %	44%	46%	56%	42%	33%
Median Owner Occupied Housing Value	\$326,849	\$279,287	\$244,422	\$269,796	\$245,419
Median Year Structure Built	1975	1978	1983	1993	1988
Average Travel Time to Work in Minutes	32	30	29	31	30

Source: Environics Analytics

As shown above, the current population within a 3-mile radius of the subject is 83,747, and the average household size is 2.6. Population in the area has grown since the 2010 census, and this trend is projected to continue over the next five years. Compared to Orange County overall, the population within a 3-mile radius is projected to grow at a slower rate.

Median household income is \$52,366, which is lower than the household income for Orange County. Residents within a 3-mile radius have a lower level of educational attainment than those of Orange County, while median owner occupied home values are higher.

Land Use

Predominant land uses in the immediate vicinity of the subject include a mix of commercial and residential development. Land use characteristics of the area are summarized below.

Surrounding Area Land Uses

Character of Area	Suburban
Predominant Age of Improvements (Years)	New to over 25 years
Predominant Quality and Condition	Average
Approximate Percent Developed	Infill
Infrastructure and Planning	Average
Predominant Location of Undeveloped Land	East
Prevailing Direction of Growth	East

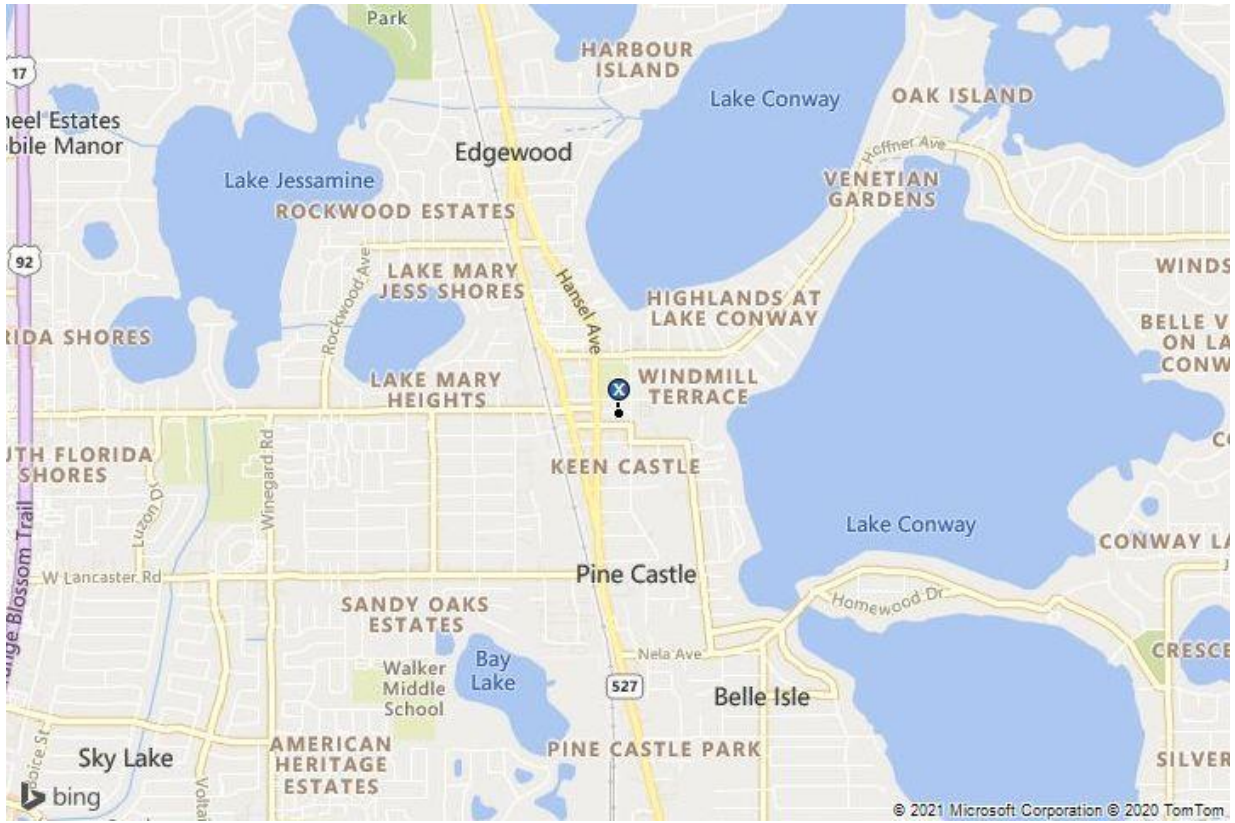
Immediate Surroundings

North	Pine Castle-Pershing Elementary School and Residential
South	Commercial, institutional, and residential
East	Residential
West	Retail and religious

Outlook and Conclusions

The subject property is located in the City of Belle Isle, an established residential community along the shores of the Lake Conway chain of lakes, just southeast of downtown Orlando. Given the economic and demographic profile of this segment of the market, we expect properties values in the market area to remain stable. It is our opinion that over the long-term, the immediate subject market area will experience moderate development with moderate investment opportunities and potential for property value appreciation.

Surrounding Area Map



Charter School Market Analysis

National Charter School Overview

A charter school is a tuition-free public school created on the basis of a license or “charter” made with the State Board of Education or an institute of higher learning. A charter school has more freedom than a traditional public school in return for a commitment to meet state standards of accountability. Public tax dollars are the primary funding sources for charter schools. Local, state, and federal dollars fund charter schools in the same way traditional public schools are funded. The schools have open enrollment with no discrimination, no religious associations, and no tuition.

The intention of most charter school legislation, according to U.S. Charter Schools website, is to:

- Increase opportunities for learning and access to quality education for all students
- Create choice for parents and students within the public-school system
- Provide a system of accountability for results in public education
- Encourage innovative teaching practices
- Create new professional opportunities for teachers
- Encourage community and parent involvement in public education
- Leverage improved public education broadly

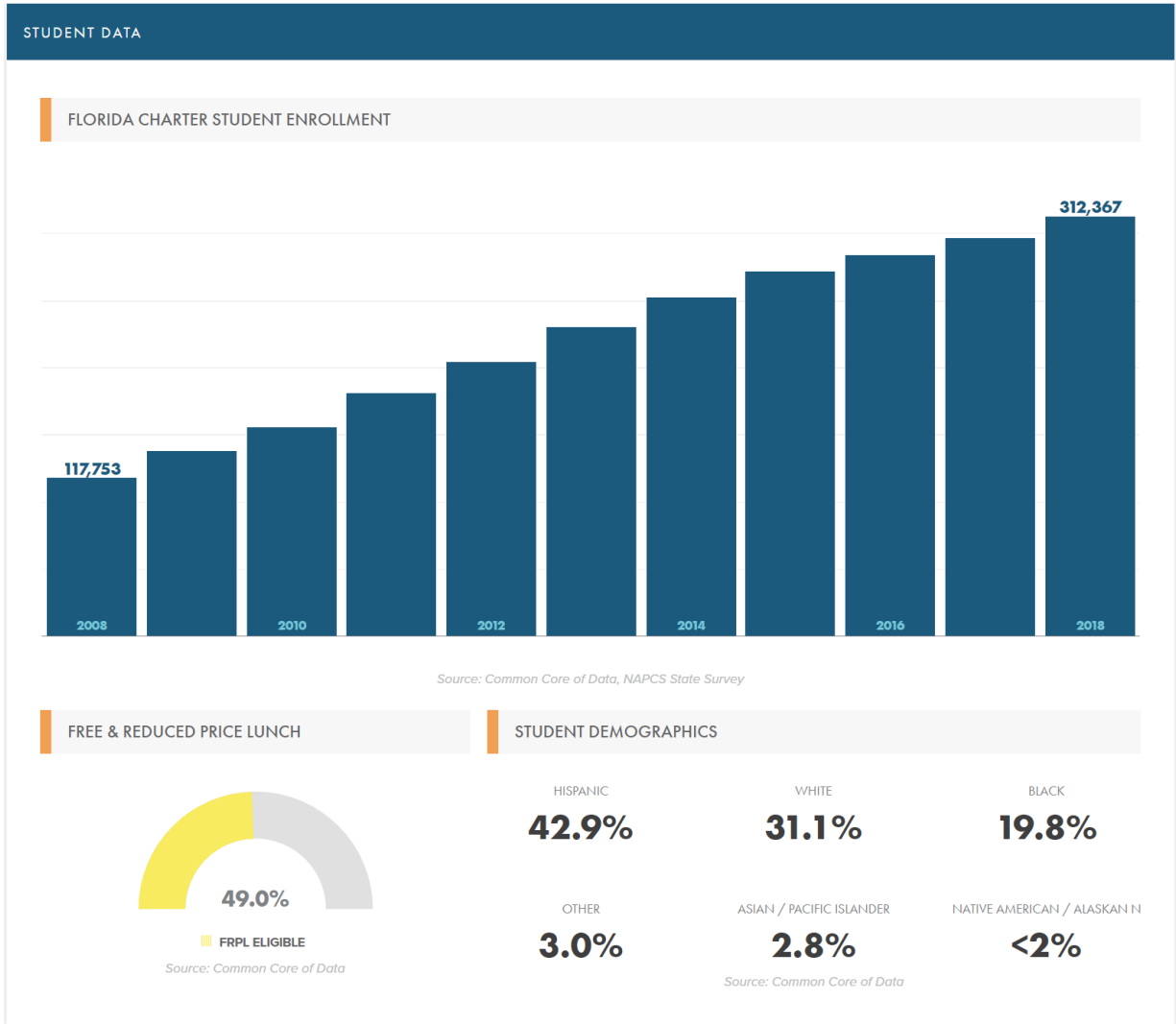
Charter schools are nonsectarian public schools of choice that operate with freedom from many of the regulations that apply to traditional public schools. The "charter" establishing each such school is a performance contract detailing the school's mission, program, goals, students served, methods of assessment, and ways to measure success (U.S. Charter Schools website).

The length of time for which charters are granted varies. At the end of the term, the entity granting the charter may renew the school's contract. Charter schools are accountable to their sponsor, which is usually a state or local school board, to produce positive academic results and adhere to the charter contract. The basic concept of charter schools is that they exercise increased autonomy in return for this accountability. They are accountable for both academic results and fiscal practices to several groups: the sponsor that grants them, the parents who choose them and the public that funds them.

According to IBISWorld December 2019 Charter School Industry Report, charter schools are anticipated to enroll 3.4 million students in 7,854 schools nationwide in 2019, comprising an estimated 6.6% of all students enrolled at public elementary and secondary schools. The Charter Schools industry is in the growth stage of its life cycle. New schools open every year, with a variety of instruction methods and specializations. Over the 10 years to 2024, the number of charter schools is expected to grow at an annualized rate of 4.5% to reach 10,070 institutions.

Florida Charter Schools

Behind California and Texas, Florida is home to the third largest number of primary and secondary charter schools in the United States. Florida charter schools account for 9.3% of the public charter schools in the country. This is due to its relatively strong charter law and plentiful choices. Based on a November 2020 industry report published by the Florida Charter School Alliance, school districts throughout Florida received 93 charter school applications in 2019, a 9.4% increase from the number of applications districts received in 2018.



Conclusion

Charter schools in the United States have experienced tremendous growth over the past several years as the concept becomes more accepted by the public. The population within the immediate area, and throughout the county, is also expected to increase 1.2% and 1.6% annually, respectively, from 2020-2025. Based on our analysis of the demand factors discussed, we conclude that demand for the subject is currently strong and is expected to remain strong into the foreseeable future.

Property Analysis

Land Description and Analysis

The subject is located at the northeast corner of Hansel Avenue and Fairlane Avenue in Orlando, Orange County, Florida. The subject is located within the City of Belle Isle, an established residential community along the shores of the Lake Conway chain of lakes, just southeast of downtown Orlando. The subject consists of four parcels totaling 11.91 acres or 518,892 square feet. The parcels range in size from 0.24 to 7.51 acres. Two of the parcels at 5903 Randolph Avenue and 6049 Randolph Avenue are contiguous. The classroom buildings are located along the west side of Randolph Avenue at 906 Waltham Avenue and the athletic field is located at located along the east side of Randolph Avenue at 5903 Randolph Avenue. The field house is located at 6049 Randolph Avenue and the parking lot is located along the south side of Fairlane Avenue. The following description is based on our inspection of the property and review of available property information.

Land Area Summary

Tax ID	Address	SF	Acres
24-23-29-3400-00073	5903 Randolph Ave.	327,257	7.51
24-23-29-3400-00092	906 Waltham Ave.	156,436	3.59
24-23-29-3400-00114	6049 Randolph Ave.	24,639	0.57
24-23-29-3400-00095	Fairlane Ave.	10,560	0.24
Total		518,892	11.91

Source: Public Records

Land Description	
Land Area	11.91 acres; 518,892 SF
Source of Land Area	Public Records
Primary Street Frontage	Randolf Ave. - 547 feet
Secondary Street Frontage	Waltham Ave. - 937 feet
Shape	Irregular
Corner	Yes
Topography	Generally level and at street grade
Drainage	No problems reported or observed
Environmental Hazards	None reported or observed
Ground Stability	No problems reported or observed
<hr/>	
Flood Area Panel Number	12095C0430F
Date	September 25, 2009
Zone	X
Description	Outside of 500-year floodplain
Insurance Required?	No
<hr/>	
Zoning; Other Regulations	
Zoning Jurisdiction	City of Belle Isle and Orange County
Zoning Designation	R-1, R-2 (Orange County), C-2
Description	Single Family Dwelling, Residential District, and General Commercial
Legally Conforming?	Appears to be legally conforming
Zoning Change Likely?	No
Permitted Uses	R-1: Detached single family dwellings; R-2: Single and multi family residential; C-2: A variety of commercial uses such as retail, restaurants, hotels and motels, churches and schools, office, medical and dental clinics, hospitals, and public uses, among others
Minimum Lot Area	R-2: 4,500 ft.; R-1 & C-2: 6,000 ft.
Minimum Lot Width (Feet)	R-1: 60; R-2: 45; C-2: 100
Minimum Setbacks (Feet)	R-1: Front: 25 ft.; Rear: 25 ft.; Side: 6 ft. R-2: Front: 20 ft.; Rear: 20 ft.; Side: 5 ft. C-2: Front: 25 ft.; Rear: 20 ft.; Side: 5 ft. or 15 ft. when abutting residential district
Maximum Building Height	R-1 & R-2: 35 ft.; C-2: 50 ft.
Maximum Floor Area Ratio	0.50
Parking Requirement	1 space for every 3 high school students plus 4 spaces per classroom
Other Land Use Regulations	Commercial and Medium Density Residential
<hr/>	
Utilities	
Service	Provider
Water	City of Belle Isle
Sewer	City of Belle Isle
Electricity	(Orlando Utilities Commission) OUC
Local Phone	Multiple providers

Land Use

As shown below in the City of Belle Isle zoning map, the subject has a split zoning of R-1 (light yellow), R-2 (light blue), and C-2 (red). Within the City of Belle Isle, the subject is zoned R-1, Single Family Dwelling, and C-2, General Commercial. Within Orange County, the subject is zoned R-2, Residential District. Permitted uses include: R-1: Detached single family dwellings; R-2: Single and multi family residential; C-2: A variety of commercial uses such as retail, restaurants, hotels and motels, churches and schools, office, medical and dental clinics, hospitals, and public uses, among others. The improvements appear to conform to zoning/land use regulations as a special exception since the subject has previously been utilized as a church/school. We are not experts in the interpretation of zoning ordinances. An appropriately qualified land use attorney should be engaged if a determination of compliance with zoning is required.



Easements, Encroachments and Restrictions

A current title report was not provided for review. There are no apparent easements, encroachments, or restrictions that would adversely affect value. This valuation assumes no adverse impacts from easements, encroachments, or restrictions, and further assumes that the subject has clear and marketable title.

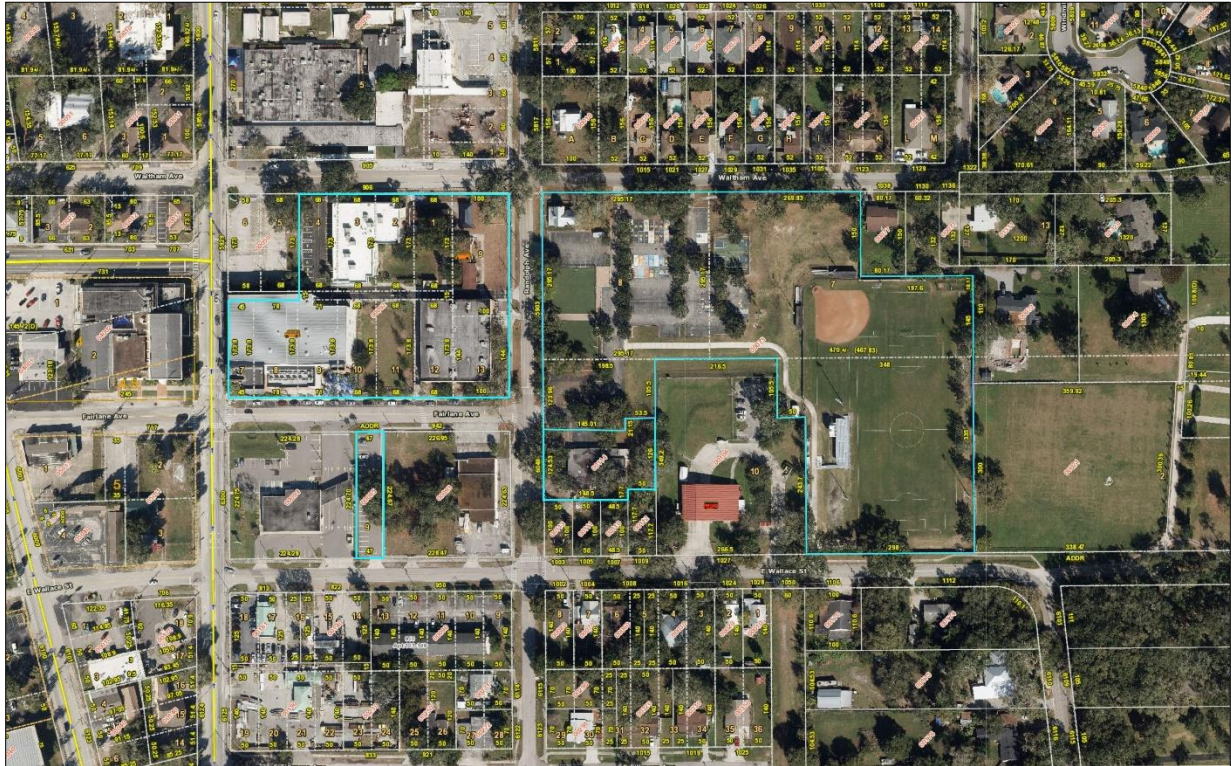
Conclusion of Site Analysis

Overall, the physical characteristics and the availability of utilities result in a functional site, suitable for a variety of uses including those permitted by zoning.

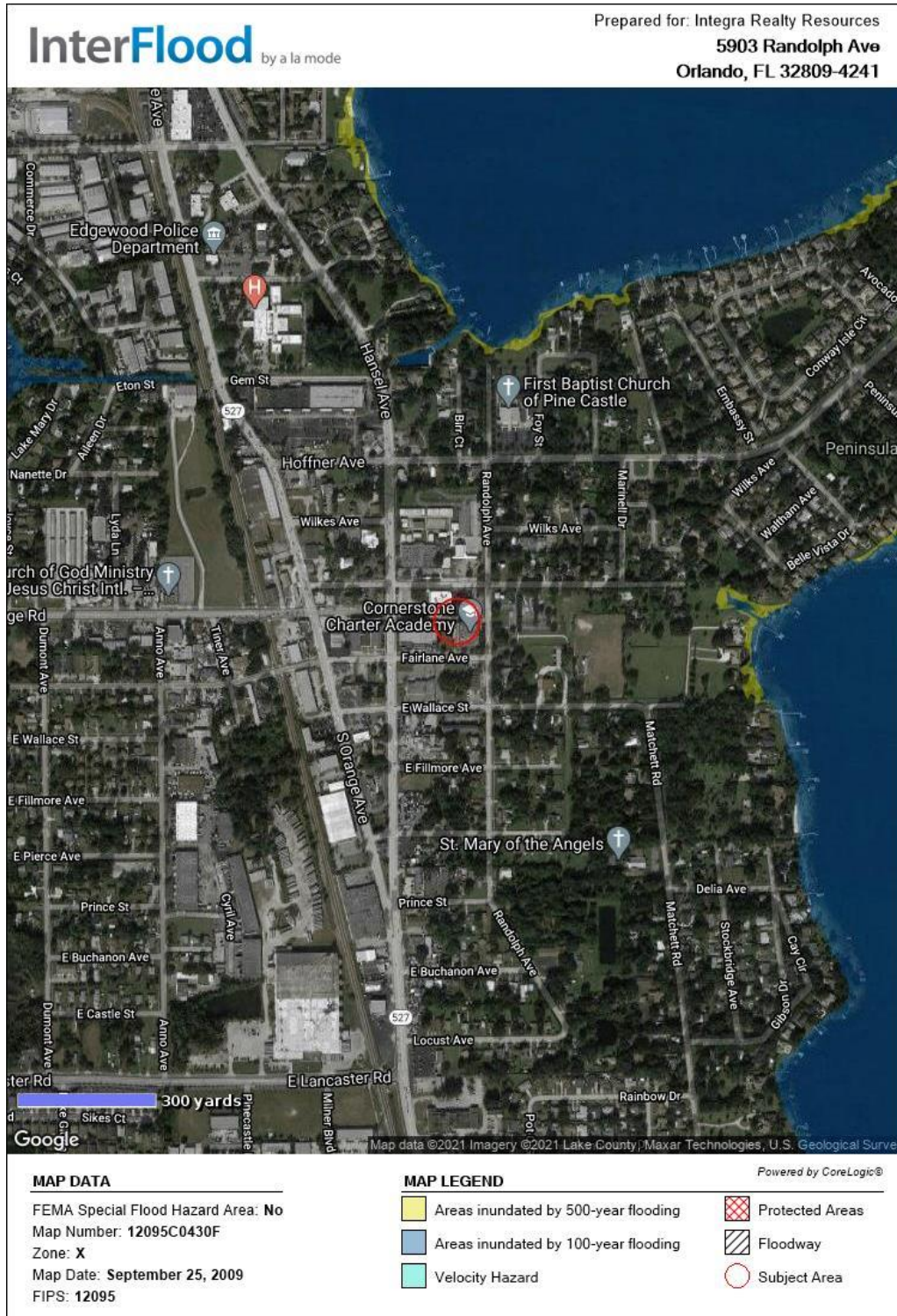
Tax Map



Aerial



Flood Hazard Map



Improvements Description and Analysis

Overview

The subject is Cornerstone Charter Academy, located at the northeast corner of Hansel Avenue and Fairlane Avenue in Orlando, Orange County, Florida. The subject is located within the City of Belle Isle. The existing improvements consists of eight buildings totaling 120,718 square feet that were constructed between 1915 and 2008 on a site area of 11.91 acres or 518,982 square feet. The proposed expansion will commence in summer 2021, with an expected completion by August 2022. Upon completion of the proposed expansion, four buildings will be demolished, two buildings will be constructed, and one building will be expanded, leaving six buildings totaling 153,770 square feet. As of the effective appraisal date, the subject is 100% leased to a single tenant.

1. The 58,695-square-foot high school is a three-story building built in 2008 and features three elevators and is fully sprinklered. It is built out with administrative offices, classrooms, a library, cafeteria, an auditorium, and restrooms on each floor.
2. The 26,061-square-foot elementary school is a two-story building built in 2000 and features an elevator and is fully sprinklered. It is built out with classrooms, administrative offices, and restrooms on each floor.
3. Upon completion, the proposed 24,000-square-foot two-story classroom building will be built out with 24 classrooms.
4. The 25,300-square-foot middle school is a two-story building built in 1986 with no elevator access and is fully sprinklered. It is built out with a commercial kitchen, a gymnasium/cafeteria, locker rooms, classrooms, administrative offices, and restrooms on each floor. This building will be renovated and expanded by 13,500 square feet, thus increasing the rentable area to 38,800 square feet.
5. The 5,764-square-foot field house is a one-story building built in 1965. It is partially utilized as an after school childcare facility. It is built out with a reception area, a workout area, locker room, an administrative office, classrooms, storage, and restrooms.
6. Upon completion, the proposed 450-square-foot concession stand will be built out with a storefront and restrooms.

The following description is based on the inspection of the property and discussions with ownership and the tenant.

Improvements Description							
	Overall Property	Building 1	Building 2	Building 3	Building 4	Building 5	Building 6
Name of Property	Cornerstone Charter Academy	High School & Auditorium	Elementary School	Classroom Building	Middle School & Gymnasium	Field House	Concession
General Property Type	Special Purpose	Special Purpose	Special Purpose	Special Purpose	Special Purpose	Special Purpose	Special Purpose
Property Sub Type	School/University	School/University	School/University	School/University	School/University	School/University	School/University
Competitive Property Class	C	C	C	C	C	C	C
Occupancy Type	Single Tenant	Single Tenant	Single Tenant	Single Tenant	Single Tenant	Single Tenant	Single Tenant
Percent Leased	100%	100%	100%	100%	100%	100%	100%
Number of Tenants	1	1	1	1	1	1	1
Number of Buildings	6	1	1	1	1	1	1
Stories	1-3	3	2	2	2	1	1
Construction Class	C	C	C	C	C	C	C
Construction Type	Masonry	Masonry	Masonry	Masonry	Masonry	Masonry	Masonry
Construction Quality	Good and Average	Average	Average	Good	Average	Average	Good
Condition	Proposed and Average	Average	Average	Proposed	Average	Average	Proposed
Gross Building Area (SF)	156,819	60,509	26,650	24,000	38,800	6,410	450
Gross Leasable Area (SF)	153,770	58,695	26,061	24,000	38,800	5,764	450
Land Area (SF)	518,892	156,436	156,436	156,436	156,436	24,639	327,257
Floor Area Ratio (GLA/Land SF)	0.30	0.38	0.17	0.15	0.25	0.23	0.00
Floor Area Ratio (GBA/Land SF)	0.30	0.39	0.17	0.15	0.25	0.26	0.00
Building Area Source	Public Records and owner	Public Records	Public Records	Owner	Public Records and owner	Public Records	Owner
Year Built	1965-2022	2008	2000	2022	1986	1965	2022
Year Renovated	2022	-	-	-	2022	2022	-
Actual Age (Yrs.)	0-56	13	21	0	35	56	0
Estimated Effective Age (Yrs.)	0-20	10	20	0	10	10	0
Estimated Economic Life (Yrs.)	50	50	50	50	50	50	50
Remaining Economic Life (Yrs.)	30-50	40	30	50	40	40	50
Number of Parking Spaces	282	-	-	-	-	-	-
Source of Parking Count	Public Records and owner	-	-	-	-	-	-
Parking Type	Surface	-	-	-	-	-	-
Parking Spaces/1,000 SF GLA	1.83	-	-	-	-	-	-

Construction Details

Foundation	Concrete slab
Basement	None
Structural Frame	Masonry
Exterior Walls	Concrete precast, stucco, brick
Windows	Aluminum frame
Roof	Flat built up roof system and metal roof
Interior Finishes	
Floors	Tile, VCT, carpet, and wood floors in the gymnasium
Walls	Painted drywall and concrete block
Ceilings	Acoustical ceiling tiles, painted drywall, and exposed ceiling in the gymnasium
Lighting	Fluorescent and LED lights
HVAC	Roof central counted, central, and wall units
Electrical	Assumed adequate and to code
Plumbing	Assumed adequate and to code
Elevators	Yes
Restrooms	Assumed adequate and to code
Sprinklers	Wet

Improvements Analysis

Quality and Condition

Upon completion of the proposed expansion and renovations, the improvements are expected to be of good and average quality construction and condition. The quality of the subject is expected to be consistent with that of competing properties. Overall, the market appeal of the subject is expected to be consistent with that of competing properties.

Functional Utility

Upon completion of the proposed expansion and renovations, the improvements are expected to be adequately suited to their proposed use, and there do not appear to be any significant items of functional obsolescence.

Deferred Maintenance

No deferred maintenance is apparent from our inspection, and none is identified based on discussions with ownership.

Planned Capital Expenditures

Based on discussion with ownership, there are immediate plans to expand and renovate the campus to increase enrollment. Based on discussions with the tenant, current enrollment is 1,512 students. Upon completion of the proposed expansion and renovations by August 2022, over the next two to three years, enrollment is expected to increase by 300 to 400 students.

The existing 25,300-square-foot middle school building will be renovated and expanded by 13,500 square feet, thus increasing the rentable area to 38,800 square feet. The 5,764-square-foot field house will be renovated. Three single-story classroom buildings totaling 2,962 square feet and ranging in size from 880 to 1,202 square feet will be demolished. In its place, a 24,000-square-foot two-story classroom building will be built. Additionally, the 1,936-square-foot green house will be demolished, and a 450-square-foot concession stand will be constructed.

Budgeted construction costs dated June 2018 were provided by the owner. It should be noted that the new 10,000-square-foot administration building construction cost of \$2,012,794 is excluded since it will be constructed on a neighboring parcel owned by the tenant, at the southeast corner of Hansel Avenue and Waltham Avenue. Excluding the cost of the new administration building, the budgeted expansion and renovation cost is \$11,299,792 or \$73.49 per square foot. Projected capital expenditures are as follows.

DIRECT COSTS	TOTAL \$	% OF TOTAL
MIDDLE SCHOOL/ CAFETERIA/ GYM	\$3,578,150	26.88%
CLASSROOM BUILDING - 24 CLASSROOMS	\$4,142,260	31.12%
NEW ADMINISTRATION	\$2,012,794	15.12%
CONCESSION BUILDING	\$294,383	2.21%
PARKING MODIFICATIONS ON WALTHAM AVE	\$450,000	3.38%
ENHANCED PEDESTRIAN CONNECTIVITY/ STUDENT SAFETY	\$50,000	0.38%
RENOVATION OF EXISTING MULTIPURPOSE BUILDING	\$585,000	4.39%
ATHLETIC FIELD ARTIFICIAL TURF ENHANCEMENT	\$1,100,000	8.26%
BRIDGE FROM HIGH SCHOOL TO ADMINISTRATION	\$250,000	1.88%
SANITARY LIFT STATION AND REMOVAL OF SEPTIC	\$100,000	0.75%
TOTAL DIRECT COSTS	\$12,562,586	94.37%
INDIRECT COSTS		
DESIGN FEE	\$450,000	3.38%
OWNER'S REPRESENTATIVE	\$180,000	1.35%
FF&E	\$0	0.00%
SUBTOTAL	\$13,192,586	99.10%
SEWER IMPACT FEES BY OWNER	\$0	0.00%
CONTINGENCY	\$120,000	0.90%
TOTAL PROJECT COST	\$13,312,586	100.00%
TOTAL PROJECT COST	\$13,312,586	100.00%

ADA Compliance

Based on the property inspection and information provided, there are no apparent ADA issues. However, ADA matters are beyond the scope of expertise of the assignment participants, and further study by an appropriately qualified professional would be recommended to assess ADA compliance.

Hazardous Substances

An environmental assessment report was not provided for review, and environmental issues are beyond the scope of expertise of the assignment participants. No hazardous substances were observed during the inspection of the improvements; however, detection of such substances is outside the scope of expertise of the assignment participants. Qualified professionals should be consulted. Unless otherwise stated, it is assumed no hazardous conditions exist on or near the subject.

Personal Property

Schools such as the subject typically have FF&E and personal property such as classroom furnishings, office and administrative furnishings, kitchen equipment, and recreational equipment, etc. Personal property items are owned by the tenant and were not included in our market rent analysis.

Conclusion of Improvements Analysis

Overall, the quality, condition, and functional utility of the improvements, upon completion of the proposed expansion and renovations, are average for their age and location.



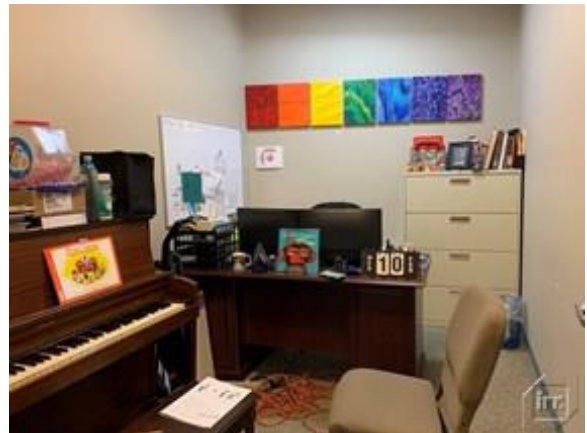
An exterior view of the high school.
(Photograph taken on February 10, 2021)



A view of the cafeteria.
(Photograph taken on February 10, 2021)



A view of the auditorium.
(Photograph taken on February 10, 2021)



A view of an office.
(Photograph taken on February 10, 2021)



A view of the library.
(Photograph taken on February 10, 2021)



A view of a chemistry classroom.
(Photograph taken on February 10, 2021)



A view of a music classroom.
(Photograph taken on February 10, 2021)



A view of a third-floor classroom.
(Photograph taken on February 10, 2021)



An exterior view of the elementary school.
(Photograph taken on February 10, 2021)



A view of a typical classroom on the first floor.
(Photograph taken on February 10, 2021)



A view of an office.
(Photograph taken on February 10, 2021)



A view of a typical classroom on the second floor.
(Photograph taken on February 10, 2021)



An exterior view of the middle school.
(Photograph taken on February 10, 2021)



A view of the kitchen.
(Photograph taken on February 10, 2021)



A view of a typical classroom on the first floor.
(Photograph taken on February 10, 2021)



A view of the gymnasium.
(Photograph taken on February 10, 2021)



A view of an office.
(Photograph taken on February 10, 2021)



A view of a typical classroom on the second floor.
(Photograph taken on February 10, 2021)



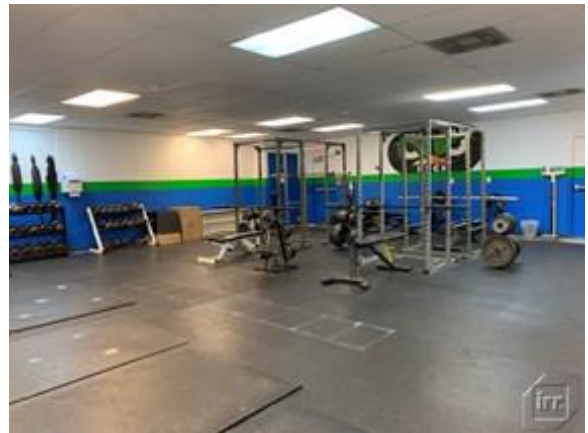
An exterior view of the classroom buildings.
(Photograph taken on February 10, 2021)



A typical view of a classroom.
(Photograph taken on February 10, 2021)



An exterior view of the field house.
(Photograph taken on February 10, 2021)



A view of the workout area.
(Photograph taken on February 10, 2021)



A view of the locker room.
(Photograph taken on February 10, 2021)



An exterior view of the green house.
(Photograph taken on February 10, 2021)



A view of the athletic field.
(Photograph taken on February 10, 2021)



A view of the parking lot on Fairlane Avenue.
(Photograph taken on February 10, 2021)



A view of the parking lot for the athletic field.
(Photograph taken on February 10, 2021)



Looking south along Hansel Avenue.
(Photograph taken on February 10, 2021)



Looking north along Hansel Avenue.
(Photograph taken on February 10, 2021)



Looking west along Fairlane Avenue.
(Photograph taken on February 10, 2021)



Looking west along Waltham Avenue.
(Photograph taken on February 10, 2021)



Looking east along Waltham Avenue.
(Photograph taken on February 10, 2021)



Looking north along Randolph Avenue.
(Photograph taken on February 10, 2021)



Looking south along Randolph Avenue.
(Photograph taken on February 10, 2021)



Looking west along East Wallace Street.
(Photograph taken on February 10, 2021)



Looking east along East Wallace Street.
(Photograph taken on February 10, 2021)

Valuation

Market Rent Analysis – As Is

The property is leased to a single tenant. In November 2012, Belle Isle Charter Schools, Inc. leased the 120,718-square-foot school at \$5.78 per square foot on a net basis. Rent is calculated based on a base rent, initially at \$4.55 per square foot, plus an incremental rent. The incremental rent is \$700.00 multiplied by the total enrolled students for that year less the total base rent payable for that year. Mathematically, it is purely based on enrollment. As shown below historical rent from years two to eight, has ranged from \$7.15 to \$8.59 per square foot. Rent is currently \$8.62 per square foot. Per the lease agreement and discussions with the owner, the tenant is responsible for their real estate taxes, insurance, common area maintenance, and utilities. The landlord is responsible for structural maintenance and management. Pertinent lease terms are shown below.

Lease Synopsis - Current

Lessor	City of Belle Isle, Florida				
Lessee	Belle Isle Charter Schools, Inc.				
Leased SF	120,718				
Lease Type	Net				
Tenant Paid Expenses	Real estate taxes, insurance, common area maintenance, utilities				
Owner Paid Expenses	Structural maintenance, management				
Commencement	11/1/2012				
Expiration	7/31/2043				
Average Annual Base Rent					
Term	369	months	or	30.8 years	
Remaining Term	270	months	or	22.5 years	
Base Rent & Escalations	Period	Months	PSF/Yr	Annual Rent	
	Base Term	11/1/2012 - 10/31/2013	1 - 12	\$5.78	\$698,135
	Base Term	11/1/2013 - 10/31/2014	13 - 24	\$7.15	\$862,972
	Base Term	11/1/2014 - 10/31/2015	25 - 36	\$7.69	\$928,900
	Base Term	11/1/2015 - 10/31/2016	37 - 48	\$7.93	\$957,249
	Base Term	11/1/2016 - 10/31/2017	49 - 60	\$7.98	\$963,674
	Base Term	11/1/2017 - 10/31/2018	61 - 72	\$8.16	\$984,844
	Base Term	11/1/2018 - 10/31/2019	73 - 84	\$8.44	\$1,018,908
	Base Term	11/1/2019 - 10/31/2020	85 - 96	\$8.59	\$1,036,641
	Base Term	11/1/2020 - 10/31/2021	97 - 108	\$8.62	\$1,040,141
Current Rent				\$1,040,141	
Projected Rent - First Forecast Year				\$0	

Market Rent Analysis – As Complete

Based on discussions with the tenant, construction on the proposed improvements will commence in summer 2021, with an expected completion by August 2022. The tenant will continue to occupy the improvements during the expansion and renovations. The rentable area will increase to 153,770 square feet. The proposed lease will commence in September 2021 for a 35-year term. The rent in the first year of the lease term will be based on the minimum rent of \$420,000 or \$2.73 per square foot. Every three years, annual rent will be adjusted based on current enrollment and the Consumer Price Index (CPI). Years two through four are estimated at \$1,120,000 or \$7.28 per square foot (based on \$700.00 per current enrollment of 1,600 students). Per the lease agreement and discussions with the owner, the tenant is responsible for their real estate taxes, insurance, repairs/maintenance, and utilities. The landlord is responsible for management. Pertinent lease terms are shown below.

Lease Synopsis - Proposed					
Lessor	City of Belle Isle, Florida				
Lessee	Belle Isle Charter Schools, Inc.				
Leased SF	153,770				
Lease Type	Net				
Tenant Paid Expenses	Real estate taxes, insurance, repairs/maintenance, utilities				
Owner Paid Expenses	Management				
Commencement	9/1/2021				
Expiration	8/31/2056				
Term	420	months	or	35.0 years	
Remaining Term	420	months	or	35.0 years	
Base Rent & Escalations	Period	Months	PSF/Yr	Annual Rent	
	Base Term	9/1/2021 - 8/31/2022	1 - 12	\$2.73	\$420,000
	Base Term	9/1/2022 - 8/31/2025	13 - 48	\$7.28	\$1,120,000
Projected Rent - First Forecast Year					\$420,000
Comments	Rent credits could apply based on the percentage of City of Belle Isle students to total enrollment. There are two five-year renewal options at market rent.				

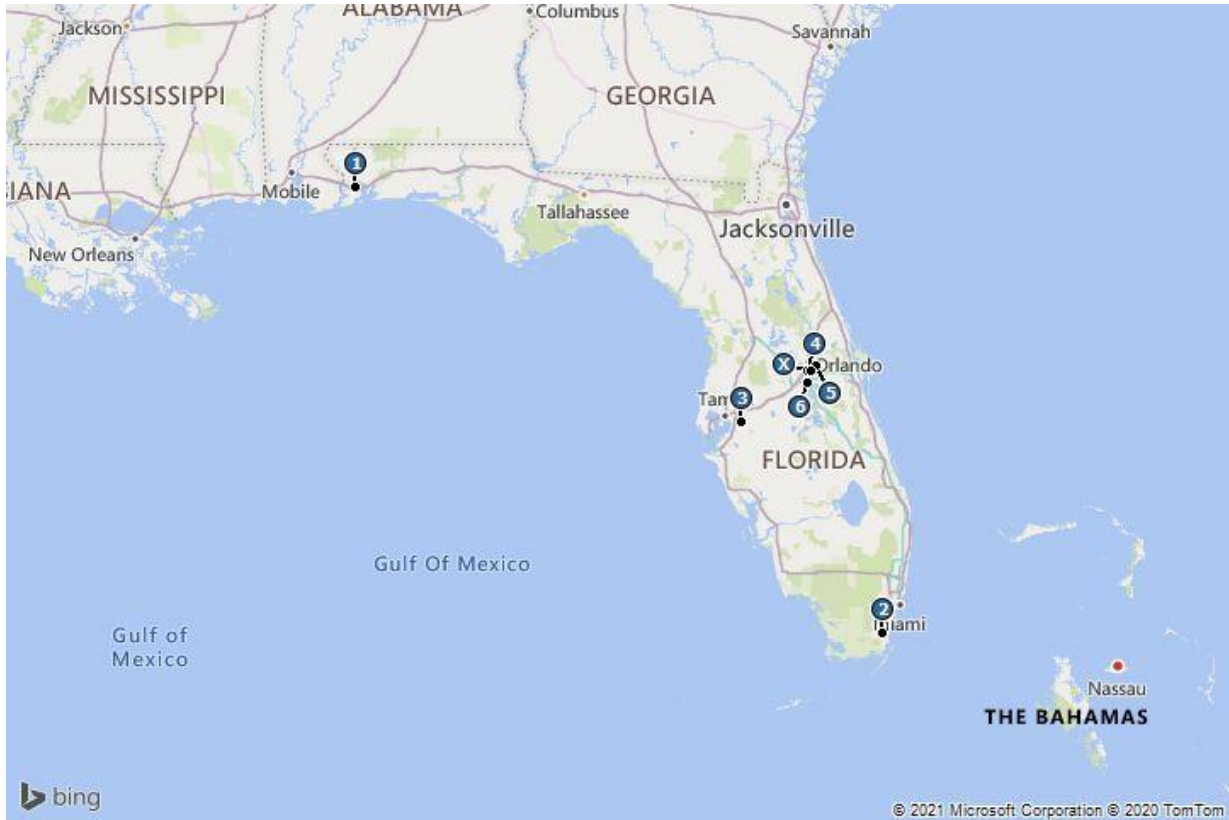
Market Rent Analysis

Contract rents typically establish income for leased space, while market rent is the basis for estimating income for current vacant space and future speculative re-leasing of space due to expired leases. To estimate market rent, we analyze comparable rentals most relevant to the subject in terms of location, property type, size, and transaction date. Comparables used in our analysis are summarized in the following table.

Summary of Comparable Rentals - School - As Complete

No.	Property Information	Description	Tenant	SF	Lease Start	Term (Mos.)	Rent/SF	Lease Type
1	Former Virginia College 312 E. Nine Mile Rd. Pensacola Escambia County FL	Yr Blt. 1986 Stories: 1 GLA: 45,681 Parking Ratio: –	Listing	45,681	Feb-21	60	\$12.00	Triple Net
<p><i>Comments: This is a lease listing of a former college located within the northeast quadrant of East Nine Mile Road and Chemstrand Road in Pensacola, Escambia County, Florida. The property is a 45,681-square-foot attached building that's part of a larger Winn-Dixie-anchored shopping center. The property was built in 1986 and extensively renovated in 2015. The interior features administrative offices, classrooms, a cafeteria/student lounge, among others. The property is currently available for lease at \$12.00 per square foot on a triple net basis plus \$1.71 per square foot in common area maintenance with a five-year term. Landlord incentives are negotiable depending on the credit-quality of the tenant and term of the lease.</i></p>								
2	Somerset Academy 3000 SE. 9th St. Homestead Miami-Dade County FL	Yr Blt. 2015 Stories: 2 GLA: 80,310 Parking Ratio: –	Somerset Academy	78,132	Aug-19	240	\$18.00	Triple Net
<p><i>Comments: This is the lease of a 78,132 square foot charter school on 9.15 acres of land located at 3000 NE 9th Street, in Homestead, Florida. The school has a capacity of 1,100 students. The lease term was 20 years starting in August 2019. The lease rate was \$18.00 per square foot and escalates 3.0% annually. However, there was a discount in rent for the first 3 years. Expenses were on a triple-net basis.</i></p>								
3	Navigator Academy of 1101 E. Bloomingdale Ave. Valrico Hillsborough County FL	Yr Blt. 1997 Stories: 1 GLA: 57,438 Parking Ratio: –	Navigator Academy of	57,438	Apr-19	300	\$11.49	Full Service
<p><i>Comments: The building is 100% leased to Navigator Academy of Leadership, Inc. The 25-year lease commenced in April 2019.</i></p>								
4	Elite Preparatory Academy 1636 W. Oak Ridge Rd. Orlando Orange County FL	Yr Blt. 1966-1981 Stories: 7 GLA: 422,746 Parking Ratio: 2.8 /1,000	Elite Preparatory Academy	30,000	Jul-17	60	\$7.00	Net
<p><i>Comments: This represents an actual lease for a 30,000 square foot building situated within the Oakridge Office Park in Orlando, Florida. The building was built in 1966 of masonry construction and is considered to be in average condition. The property was leased to the Elite Preparatory Academy (private school) in July 2017 at a base rate of \$7.00 per square foot on a net basis.</i></p>								
5	Bridgeprep Academy 5710 La Costa Dr. Orlando Orange County FL	Yr Blt. 2016 Stories: 1 GLA: 28,188 Parking Ratio: 4.8 /1,000	BridgePrep Academy	28,188	Aug-16	360	\$10.64	Triple Net
<p><i>Comments: This is the lease of a charter school within the southeast quadrant of La Costa Dr and S Semoran Blvd in Orlando, Orange County, Florida. The property is a single tenant charter school built in 2016 on 4.6± acres. The building is 28,188 square feet and is occupied by BridgePrep Academy. The lease commences on August 1, 2016 and expires in July 31, 2046. The lease is a triple net lease where the tenant pays real estate taxes, insurance, repairs and maintenance, and utilities. The rent for the first year is \$10.64 per square foot for the first 300 students and an additional \$1,000 per year per additional student. The rent for the second year is \$15.61 per square foot for the first 400 students and an additional \$1,100 per year per additional student. The rent for the third year is \$22.93 per square foot for the first 550 students and an additional \$1,175 per year per additional student. The third through thirtieth lease year shall continue in the same pattern as the second lease year, with the third lease year base rent per student per year charge continuing to increase and further adjust the actual base rent per year for each respective lease year for the balance for the lease terms and all extensions. The median household income within a 1-mile and 3-mile radius is \$35,275 and \$40,795, respectively.</i></p>								
6	Avante Garde Charter 2880 N. Orange Blossom Kissimmee Osceola County FL	Yr Blt. 2014 Stories: 2 GLA: 83,367 Parking Ratio: 1.7 /1,000	Avant Garde Academy, Inc.	83,367	May-14	86	\$10.67	Absolute Net
<p><i>Comments: This is a signed lease of a charter school located along the west side of North Orange Blossom Trail, just south of Osceola Parkway, in Kissimmee, Osceola County. The improvements include two, two-story educational buildings and one gymnasium, built in 2014. The total rentable area is 83,367 square feet. The site area is 9.15 acres. In May 2014, Avant Garde Academy signed an 86-month lease at \$10.67 per square foot on an absolute net basis. The rental rate is based on a base rate of \$400,000, plus \$1,000 per enrolled student. The rental rate is projected to increase the second year to approximately \$1,100,000, or 1,100± students, and thereafter. There are no renewal options.</i></p>								

Comparable Rentals Map





Lease 1
Former Virginia College



Lease 2
Somerset Academy Homestead



Lease 3
Navigator Academy of Leadership of Valrico



Lease 4
Elite Preparatory Academy



Lease 5
Bridgeprep Academy



Lease 6
Avante Garde Charter

Cornerstone Charter Academy



Rental Analysis Factors

The following elements of comparison are considered in our analysis of the comparable rentals.

Rental Analysis Factors	
Expense Structure	Division of expense responsibilities between landlord and tenants. Rent 3 is leased on a full service gross basis. The subject is leased on a net basis with minimal responsibility to the landlord, thus warranting a downward adjustment of \$3.25 per square foot.
Conditions of Lease	Extraordinary motivations of either landlord or tenant to complete the transaction. Rent 1 represents an asking lease rate and was adjusted downward 10% to account for lease negotiations.
Market Conditions	Changes in the economic environment over time that affect the appreciation and depreciation of real estate.
Location	Market or submarket area influences on rent; surrounding land use influences.
Access/Exposure	Convenience to transportation facilities; ease of site access; visibility from main thoroughfares; traffic counts.
Size	Difference in rental rates that is often attributable to variation in sizes of leased space.
Building Quality	Construction quality, amenities, market appeal, functional utility.
Age/Condition	Effective age; physical condition.
Economic Characteristics	Variations in rental rate attributable to such factors as free rent or other concessions, pattern of rent changes over lease term, or tenant improvement allowances.

Analysis of Comparable Rentals – As Is

The comparable rentals are compared to the subject and adjusted to account for material differences that affect market rental value.

1. **Rent 1** is a former private college located within a larger shopping center in Pensacola. Pensacola is considered to be an inferior market, thus warranting an upward 5% adjustment. The subject is currently 120,718 square feet. This comparable is smaller in size, thus warranting a downward 10% adjustment.
2. **Rent 2** is a charter school located in Homestead, in South Florida. This is considered to be a superior market, thus warranting a downward 10% adjustment. This comparable is smaller in size, thus warranting a downward 5% adjustment. This comparable is considered to have superior building quality, thus warranting a downward 10% adjustment. The improvements are considered to be superior in age/condition, thus warranting a downward 10% adjustment.

3. **Rent 3** is a charter school located in a suburban location in Hillsborough County. This comparable is smaller in size, thus warranting a downward 10% adjustment. The improvements are considered to be superior in age/condition, thus warranting a downward 5% adjustment.
4. **Rent 4** is a private school located in an inferior market in Orlando, thus warranting an upward 5% adjustment. This comparable is smaller in size, thus warranting a downward 15% adjustment. The improvements are considered to be inferior in age/condition, thus warranting an upward 5% adjustment.
5. **Rent 5** is charter school located in a similar suburban market in Orlando. The improvements were recently constructed and are in good condition. This comparable is smaller in size, thus warranting a downward 15% adjustment. The improvements are considered to be superior in age/condition, thus warranting a downward 10% adjustment.
6. **Rent 6** is a charter school located in an inferior market of Kissimmee, thus warranting an upward 5% adjustment. This comparable is smaller in size, thus warranting a downward 5% adjustment. This comparable is considered to have superior building quality, thus warranting a downward 10% adjustment. The improvements are considered to be superior in age/condition, thus warranting a downward 10% adjustment.

The following table summarizes our analysis of each comparable.

Rental Adjustment Grid - School - As Is							
	Subject	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5	Comparable 6
Property Name	Cornerstone Charter Academy	Former Virginia College	Somerset Academy Homestead	Navigator Academy of Leadership of Valrico	Elite Preparatory Academy	Bridgeprep Academy	Avante Garde Charter
Address	5903 Randolph Ave.	312 E. Nine Mile Rd.	3000 SE. 9th St.	1101 E. Bloomingdale Ave.	1636 W. Oak Ridge Rd.	5710 La Costa Dr.	2880 N. Orange Blossom Trail
City	Orlando	Pensacola	Homestead	Valrico	Orlando	Orlando	Kissimmee
County	Orange	Escambia	Miami-Dade	Hillsborough	Orange	Orange	Osceola
State	FL	FL	FL	FL	FL	FL	FL
Lease Start Date	Nov-12	Feb-21	Aug-19	Apr-19	Jul-17	Aug-16	May-14
Lease Term (Months)	369	60	240	300	60	360	86
Tenant Name	Belle Isle Charter Schools, Inc.	Listing	Somerset Academy	Navigator Academy of Leadership, Inc	Elite Preparatory Academy	BridgePrep Academy Orange County, Inc.	Avant Garde Academy, Inc.
Leased SF	120,718	45,681	78,132	57,438	30,000	28,188	83,367
Lease Type	Net	Triple Net	Triple Net	Full Service	Net	Triple Net	Absolute Net
Year Built	1915-2008	1986	2015	1997	1966-1981	2016	2014
Renovation Date	2012	2015	—	—	—	—	—
Base Rent/SF/Yr	\$5.78	\$12.00	\$18.00	\$11.49	\$7.00	\$10.64	\$10.67
Expense Structure							
\$ Adjustment		—	—	-\$3.25	—	—	—
Conditions of Lease							
% Adjustment		-10%	—	—	—	—	—
Market Conditions		Feb-21	Aug-19	Apr-19	Jul-17	Aug-16	May-14
Annual % Adjustment		—	—	—	—	—	—
Cumulative Adjusted Rent		\$10.80	\$18.00	\$8.24	\$7.00	\$10.64	\$10.67
Location		5%	-10%	—	5%	—	5%
Access/Exposure		—	—	—	—	—	—
Size		-10%	-5%	-10%	-15%	-15%	-5%
Building Quality		—	-10%	—	—	—	-10%
Age/Condition		—	-10%	-5%	5%	-10%	-10%
Economic Characteristics		—	—	—	—	—	—
Net \$ Adjustment		-\$0.54	-\$6.30	-\$1.24	-\$0.35	-\$2.66	-\$2.13
Net % Adjustment		-5%	-35%	-15%	-5%	-25%	-20%
Final Adjusted Price		\$10.26	\$11.70	\$7.00	\$6.65	\$7.98	\$8.54
Overall Adjustment		-15%	-35%	-39%	-5%	-25%	-20%
Range of Adjusted Rents		\$6.65 - \$11.70					
Average		\$8.69					
Indicated Rent		\$7.00					

In November 2012, Belle Isle Charter Schools, Inc. leased the 120,718-square-foot school at \$5.78 per square foot on a net basis. Rent is currently \$8.62 per square foot on a net leased basis.

After adjustment, the rents reflect a range of \$6.65 - \$11.70 per square foot, with an average of \$8.69 per square foot. The subject is much larger than the comparables and rents 2, 5, and 6 are newly built facilities. Considering the location, size, and condition of the subject, we give greatest weight to rents 3 and 4, and conclude near the lower end of the range. We conclude market rent for the current improvements to be \$7.00 per square foot on a net leased basis.

Analysis of Comparable Rentals – As Complete

The comparable rentals are compared to the subject and adjusted to account for material differences that affect market rental value.

1. **Rent 1** is a former private college located within a larger shopping center in Pensacola. Pensacola is considered to be an inferior market, thus warranting an upward 5% adjustment. Upon completion of the proposed expansion and renovations, the subject will be 153,770 square feet. This comparable is smaller in size, thus warranting a downward 10% adjustment. The improvements are considered to be inferior in age/condition, thus warranting an upward 5% adjustment.
2. **Rent 2** is a charter school located in Homestead, in South Florida. This is considered to be a superior market, thus warranting a downward 10% adjustment. This comparable is smaller in size, thus warranting a downward 5% adjustment. This comparable is considered to have superior building quality, thus warranting a downward 10% adjustment.
3. **Rent 3** is a charter school located in a suburban location in Hillsborough County. This comparable is smaller in size, thus warranting a downward 10% adjustment. The improvements are considered to be inferior in age/condition, thus warranting an upward 5% adjustment.
4. **Rent 4** is a private school located in an inferior market in Orlando, thus warranting an upward 5% adjustment. This comparable is smaller in size, thus warranting a downward 15% adjustment. The improvements are considered to be inferior in age/condition, thus warranting an upward 10% adjustment.
5. **Rent 5** is charter school located in a similar suburban market in Orlando. The improvements were recently constructed and are in good condition. This comparable is smaller in size, thus warranting a downward 15% adjustment.
6. **Rent 6** is a charter school located in an inferior market of Kissimmee, thus warranting an upward 5% adjustment. This comparable is smaller in size, thus warranting a downward 5% adjustment. This comparable is considered to have superior building quality, thus warranting a downward 10% adjustment.

The following table summarizes our analysis of each comparable.

Rental Adjustment Grid - School - As Complete							
	Subject	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5	Comparable 6
Property Name	Cornerstone Charter Academy	Former Virginia College	Somerset Academy Homestead	Navigator Academy of Leadership of Valrico	Elite Preparatory Academy	Bridgeprep Academy	Avante Garde Charter
Address	5903 Randolph Ave.	312 E. Nine Mile Rd.	3000 SE. 9th St.	1101 E. Bloomingdale Ave.	1636 W. Oak Ridge Rd.	5710 La Costa Dr.	2880 N. Orange Blossom Trail
City	Orlando	Pensacola	Homestead	Valrico	Orlando	Orlando	Kissimmee
County	Orange	Escambia	Miami-Dade	Hillsborough	Orange	Orange	Osceola
State	FL	FL	FL	FL	FL	FL	FL
Lease Start Date	Sep-21	Feb-21	Aug-19	Apr-19	Jul-17	Aug-16	May-14
Lease Term (Months)	420	60	240	300	60	360	86
Tenant Name	Belle Isle Charter Schools, Inc.	Listing	Somerset Academy	Navigator Academy of Leadership, Inc	Elite Preparatory Academy	BridgePrep Academy Orange County, Inc.	Avant Garde Academy, Inc.
Leased SF	153,770	45,681	78,132	57,438	30,000	28,188	83,367
Lease Type	Net	Triple Net	Triple Net	Full Service	Net	Triple Net	Absolute Net
Year Built	1965-2022	1986	2015	1997	1966-1981	2016	2014
Renovation Date	2022	2015	-	-	-	-	-
Base Rent/SF/Yr	\$2.73	\$12.00	\$18.00	\$11.49	\$7.00	\$10.64	\$10.67
Expense Structure							
\$ Adjustment		-	-	-\$3.25	-	-	-
Conditions of Lease							
% Adjustment		-10%	-	-	-	-	-
Market Conditions							
Annual % Adjustment		Feb-21	Aug-19	Apr-19	Jul-17	Aug-16	May-14
Cumulative Adjusted Rent		\$10.80	\$18.00	\$8.24	\$7.00	\$10.64	\$10.67
Location		5%	-10%	-	5%	-	5%
Access/Exposure		-	-	-	-	-	-
Size		-10%	-5%	-10%	-15%	-15%	-5%
Building Quality		-	-10%	-	-	-	-10%
Age/Condition		5%	-	5%	10%	-	-
Economic Characteristics		-	-	-	-	-	-
Net \$ Adjustment	\$0.00	-\$4.50	-\$0.41	\$0.00	-\$1.60	-\$1.07	-\$1.07
Net % Adjustment	0%	-25%	-5%	0%	-15%	-10%	-10%
Final Adjusted Price		\$10.80	\$13.50	\$7.83	\$7.00	\$9.05	\$9.60
Overall Adjustment		-10%	-25%	-32%	0%	-15%	-10%
Range of Adjusted Rents		\$7.00 - \$13.50					
Average		\$9.63					
Indicated Rent		\$8.00					

As previously discussed, upon completion of the proposed expansion and renovations the landlord is proposing a 35-year lease term initially at the minimum rent of \$420,000 or \$2.73, then it will increase to \$1,120,000 or \$7.28 per square foot (based on \$700.00 per current enrollment of 1,600 students), all on a net leased basis.

After adjustment, the rents reflect a range of \$7.00 - \$13.50 per square foot, with an average of \$9.63 per square foot. Upon completion of the proposed expansion and renovations, the subject will be 33,052 square feet larger than the current improvements, with a new 24,000-square-foot classroom building and significant renovations to and an expansion of the middle school. In addition, the current rent of \$8.62 per square foot is above the proposed rent of \$7.28 per square foot. Considering the location, size, and condition of the subject, upon completion of the proposed expansion and renovations, we give greatest weight to the proposed lease with consideration to rents 3, 4, and 6, and conclude near the lower end of the range. We conclude market rent for the improvements upon

completion of the proposed expansion and renovations to be \$8.00 per square foot on a net leased basis.

Market Rent Conclusion

Based on the preceding analysis of comparable rentals and trends evident in the market, and subject to the definitions, assumptions, and limiting conditions expressed in the report, our opinion of the as is market lease terms for the subject, as of February 10, 2021, and our opinion of the prospective market lease terms for the subject upon completion of the proposed expansion and renovations, as of August 1, 2022, is as follows:

Concluded Market Lease Terms

Space Type	SF	Market		Rent		Lease Type	Lease Term (Mos.)
		Rent	Measure	Escalations			
School - As Is	120,718	\$7.00	\$/SF/Yr	Incremental based on enrollment		Net	300
School - As Complete	153,770	\$8.00	\$/SF/Yr	Incremental based on enrollment		Net	300

Certification

We certify that, to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice as well as applicable state appraisal regulations.
9. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
10. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
11. Christopher Starkey conducted an exterior inspection of the property that is the subject of this report. Sheena M. Mohammed has personally inspected the subject.
12. No one provided significant real property appraisal assistance to the persons signing this certification.
13. We have experience in appraising properties similar to the subject and are in compliance with the Competency Rule of USPAP.
14. As of the date of this report, Christopher Starkey has completed the continuing education program for Designated Members of the Appraisal Institute.

15. As of the date of this report, Sheena M. Mohammed has completed the Standards and Ethics Education Requirements for Practicing Affiliates of the Appraisal Institute.



Christopher Starkey, MAI, SGA
Florida State-Certified General Real Estate
Appraiser #RZ 2886



Sheena M. Mohammed
Florida Certified General Appraiser #RZ4145

Assumptions and Limiting Conditions

This appraisal and any other work product related to this engagement are limited by the following standard assumptions, except as otherwise noted in the report:

1. The title is marketable and free and clear of all liens, encumbrances, encroachments, easements and restrictions. The property is under responsible ownership and competent management and is available for its highest and best use.
2. There are no existing judgments or pending or threatened litigation that could affect the value of the property.
3. There are no hidden or undisclosed conditions of the land or of the improvements that would render the property more or less valuable. Furthermore, there is no asbestos in the property.
4. The revenue stamps placed on any deed referenced herein to indicate the sale price are in correct relation to the actual dollar amount of the transaction.
5. The property is in compliance with all applicable building, environmental, zoning, and other federal, state and local laws, regulations and codes.
6. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

This appraisal and any other work product related to this engagement are subject to the following limiting conditions, except as otherwise noted in the report:

1. An appraisal is inherently subjective and represents our opinion as to the value of the property appraised.
2. The conclusions stated in our appraisal apply only as of the effective date of the appraisal, and no representation is made as to the effect of subsequent events.
3. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated.
4. No environmental impact studies were either requested or made in conjunction with this appraisal, and we reserve the right to revise or rescind any of the value opinions based upon any subsequent environmental impact studies. If any environmental impact statement is required by law, the appraisal assumes that such statement will be favorable and will be approved by the appropriate regulatory bodies.
5. Unless otherwise agreed to in writing, we are not required to give testimony, respond to any subpoena or attend any court, governmental or other hearing with reference to the property without compensation relative to such additional employment.
6. We have made no survey of the property and assume no responsibility in connection with such matters. Any sketch or survey of the property included in this report is for illustrative purposes only and should not be considered to be scaled accurately for size. The appraisal

- covers the property as described in this report, and the areas and dimensions set forth are assumed to be correct.
7. No opinion is expressed as to the value of subsurface oil, gas or mineral rights, if any, and we have assumed that the property is not subject to surface entry for the exploration or removal of such materials, unless otherwise noted in our appraisal.
 8. We accept no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal descriptions and other legal matters such as legal title, geologic considerations such as soils and seismic stability; and civil, mechanical, electrical, structural and other engineering and environmental matters. Such considerations may also include determinations of compliance with zoning and other federal, state, and local laws, regulations and codes.
 9. The distribution of the total valuation in the report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and are invalid if so used. The appraisal report shall be considered only in its entirety. No part of the appraisal report shall be utilized separately or out of context.
 10. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers, or any reference to the Appraisal Institute) shall be disseminated through advertising media, public relations media, news media or any other means of communication (including without limitation prospectuses, private offering memoranda and other offering material provided to prospective investors) without the prior written consent of the persons signing the report.
 11. Information, estimates and opinions contained in the report and obtained from third-party sources are assumed to be reliable and have not been independently verified.
 12. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute predictions of future operating results.
 13. If the property is subject to one or more leases, any estimate of residual value contained in the appraisal may be particularly affected by significant changes in the condition of the economy, of the real estate industry, or of the appraised property at the time these leases expire or otherwise terminate.
 14. Unless otherwise stated in the report, no consideration has been given to personal property located on the premises or to the cost of moving or relocating such personal property; only the real property has been considered.
 15. The current purchasing power of the dollar is the basis for the values stated in the appraisal; we have assumed that no extreme fluctuations in economic cycles will occur.
 16. The values found herein are subject to these and to any other assumptions or conditions set forth in the body of this report but which may have been omitted from this list of Assumptions and Limiting Conditions.
 17. The analyses contained in the report necessarily incorporate numerous estimates and assumptions regarding property performance, general and local business and economic

- conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates, and the variations may be material.
18. The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific survey or analysis of the property to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. We claim no expertise in ADA issues, and render no opinion regarding compliance of the subject with ADA regulations. Inasmuch as compliance matches each owner's financial ability with the cost to cure the non-conforming physical characteristics of a property, a specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
 19. The appraisal report is prepared for the exclusive benefit of you, your subsidiaries and/or affiliates. It may not be used or relied upon by any other party. All parties who use or rely upon any information in the report without our written consent do so at their own risk.
 20. No studies have been provided to us indicating the presence or absence of hazardous materials on the subject property or in the improvements, and our valuation is predicated upon the assumption that the subject property is free and clear of any environment hazards including, without limitation, hazardous wastes, toxic substances and mold. No representations or warranties are made regarding the environmental condition of the subject property. IRR - Orlando, Integra Realty Resources, Inc., and their respective officers, owners, managers, directors, agents, subcontractors or employees (the "Integra Parties"), shall not be responsible for any such environmental conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because we are not experts in the field of environmental conditions, the appraisal report cannot be considered as an environmental assessment of the subject property.
 21. The persons signing the report may have reviewed available flood maps and may have noted in the appraisal report whether the subject property is located in an identified Special Flood Hazard Area. However, we are not qualified to detect such areas and therefore do not guarantee such determinations. The presence of flood plain areas and/or wetlands may affect the value of the property, and the value conclusion is predicated on the assumption that wetlands are non-existent or minimal.
 22. We are not a building or environmental inspector. The Integra Parties do not guarantee that the subject property is free of defects or environmental problems. Mold may be present in the subject property and a professional inspection is recommended.
 23. The appraisal report and value conclusions for an appraisal assume the satisfactory completion of construction, repairs or alterations in a workmanlike manner.
 24. IRR - Orlando is an independently owned and operated company. The parties hereto agree that Integra shall not be liable for any claim arising out of or relating to any appraisal report or any information or opinions contained therein as such appraisal report is the sole and exclusive responsibility of IRR - Orlando. In addition, it is expressly agreed that in any action

- which may be brought against the Integra Parties arising out of, relating to, or in any way pertaining to the engagement letter, the appraisal reports or any related work product, the Integra Parties shall not be responsible or liable for any incidental or consequential damages or losses, unless the appraisal was fraudulent or prepared with intentional misconduct. It is further expressly agreed that the collective liability of the Integra Parties in any such action shall not exceed the fees paid for the preparation of the assignment (unless the appraisal was fraudulent or prepared with intentional misconduct). It is expressly agreed that the fees charged herein are in reliance upon the foregoing limitations of liability.
25. IRR - Orlando is an independently owned and operated company, which has prepared the appraisal for the specific intended use stated elsewhere in the report. The use of the appraisal report by anyone other than the Client is prohibited except as otherwise provided. Accordingly, the appraisal report is addressed to and shall be solely for the Client's use and benefit unless we provide our prior written consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the appraisal report or any other work product related to the engagement (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the appraisal report (even if their reliance was foreseeable).
26. The conclusions of this report are estimates based on known current trends and reasonably foreseeable future occurrences. These estimates are based partly on property information, data obtained in public records, interviews, existing trends, buyer-seller decision criteria in the current market, and research conducted by third parties, and such data are not always completely reliable. The Integra Parties are not responsible for these and other future occurrences that could not have reasonably been foreseen on the effective date of this assignment. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance. While we are of the opinion that our findings are reasonable based on current market conditions, we do not represent that these estimates will actually be achieved, as they are subject to considerable risk and uncertainty. Moreover, we assume competent and effective management and marketing for the duration of the projected holding period of this property.
27. All prospective value opinions presented in this report are estimates and forecasts which are prospective in nature and are subject to considerable risk and uncertainty. In addition to the contingencies noted in the preceding paragraph, several events may occur that could substantially alter the outcome of our estimates such as, but not limited to changes in the economy, interest rates, and capitalization rates, behavior of consumers, investors and lenders, fire and other physical destruction, changes in title or conveyances of easements and deed restrictions, etc. It is assumed that conditions reasonably foreseeable at the present time are consistent or similar with the future.
28. The appraisal is also subject to the following:

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions.

1. Our opinion of prospective market rent as complete assumes that the proposed improvements are completed in accordance with plans and specifications as of August 1, 2022, the effective appraisal date.

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

Addendum A

Appraiser Qualifications

Christopher D. Starkey, MAI, SGA

Experience

Mr. Starkey is a Florida State-Certified General Appraiser and Senior Managing Director of Integra Realty Resources – Orlando, a full-service regional valuation and consulting firm located in Orlando, Florida. Mr. Starkey began his career in appraising with Integra in 2002 and has performed appraisals for buyers, sellers, financial institutions, and insurance companies, among others. During his time with Integra Mr. Starkey has specialized in investment grade income producing properties as well as various special use properties.

In 2013, Mr. Starkey was promoted to Senior Managing Director of the Orlando office and is responsible for day to day operations as well as managing the appraisal staff in the Orlando office.

Mr. Starkey has experience in appraising the following types of properties, among others:

- CBD and Suburban Office Developments
- Medical Office Developments
- National expert in the valuation of Religious Facilities
- Office Condominium Developments
- Shopping Center Properties
- Public and Private Golf Courses
- Single and Multi-tenant Commercial Developments
- Multi-family Properties, including low income housing
- Industrial Properties
- Mixed Use Developments
- Full Service & Limited Service Hotels
- Vacant Land (Commercial, Industrial, Residential & Agricultural)
- Residential Subdivisions (Single Family Homes, Townhomes, Villas & Condominiums)

Mr. Starkey also has experience preparing market studies and feasibility analyses for proposed and existing properties.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI) Appraisal Institute, February 2009

Licenses

- Florida, State-Certified General Real Estate Appraiser, RZ 2886, Expires November 2022
- Alabama, Certified General Real Property Appraiser, G00999, Expires September 2021
- North Carolina, Certified General Appraisal, A8198, Expires June 2021
- Michigan, Certified General Appraiser, 1201075871, Expires July 2022
- South Carolina, Certified General Appraiser, AB.7871 CG, Expires June 2022
- Texas, Certified General Real Estate Appraiser, TX 1380893 G, Expires April 2021
- Illinois, Certified General Real Estate Appraiser, 553.002743, Expires September 2021
- Arizona, Certified General Real Estate Appraiser, CGA-1004269, Expires September 2021
- Mississippi, State Certified General Appraiser, GA-1347, Expires January 2022
- California, Certified General Real Estate Appraiser, 3007198, Expires January 2022
- Georgia, Certified General Real Property Appraiser, 345457, Expires January 2021

cstarkey@irr.com - 407.325.3885

Integra Realty Resources - Orlando

326 North Magnolia Avenue
Orlando, FL 32801

T 407.843.3377
F 407.841.3823

irr.com

Christopher D. Starkey, MAI, SGA

Education

Bachelor of Science – Florida State University, Tallahassee, FL
Major – Hospitality and Business Administration

Graduate of the Dale Carnegie - Effective Communications and Human Relations Course - Orlando, 2012

Appraisal Institute Courses: Mr. Starkey has completed numerous courses through the Appraisal Institute as well as other accredited professional education companies over the course of his career.

Qualified Before Courts & Administrative Bodies

In addition to the previous experience noted, Mr. Starkey has also worked with attorneys throughout the State of Florida on various litigation matters and has been qualified as an expert witness in both Circuit and Federal Courts.

Miscellaneous

Received the SGA Designation from the Society of Golf Appraisers in February of 2017

Served on the Florida State University Real Estate Trends Conference Planning Committee, 2012-2015

Member of the University of Central Florida Real Estate Council, 2012-present

East Florida Chapter Appraisal Institute Officer, 2019 Chapter President (Incoming)

IRR Hotels: Regional Practice Leader, Chair IRR Hotel Governance Committee

IRR Litigation Practice Group: Management Committee Member - Southeast


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Ron DeSantis, Governor Halsey Beshears, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

FLORIDA REAL ESTATE APPRAISAL BD


THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES


STARKEY, CHRISTOPHER D
326 NORTH MAGNOLIA AVENUE
ORLANDO FL 32801

LICENSE NUMBER: RZ2886

EXPIRATION DATE: NOVEMBER 30, 2022

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Sheena M. Mohammed

Experience

Ms. Mohammed is a Florida State-Certified General Appraiser with Integra Realty Resources - Orlando. Since 2007, Ms. Mohammed has been actively engaged in all areas of real estate valuation, portfolio management, and brokerage. Ms. Mohammed perform appraisals for buyers, sellers, attorneys, financial institutions, and insurance companies, among others.

Ms. Mohammed has experience in appraising the following types of properties, among others:

- Retail Properties
- Professional and Medical Office Buildings
- Industrial Properties
- Vacant Land (Commercial, Industrial, Residential & Agricultural)
- Mixed Use Developments
- Multifamily Properties
- Hotels
- Religious and Educational Institutions

Corporate experience includes:

- Senior Analyst with Integra Realty Resources, 2020 - Present
- Analyst with Integra Realty Resources, 2016 - 2020
- Investment Analyst with Trax Capital Management, 2011 - 2015
- Researcher with CBRE, 2007 - 2010

Professional Activities & Affiliations

Appraisal Institute, Practicing Affiliate, January 2018

Licenses

- Florida, Certified General Appraiser, RZ4145, Expires November 2022
- Florida, Real Estate Sales Associate, SL3214969, Expires March 2022

Education

- Master of Science in Real Estate at University of Central Florida, Orlando, Florida - 2017
- Bachelor of Science in Finance & Real Estate at Florida State University, Tallahassee, Florida - 2007

Real Estate Courses Completed:

- National USPAP Update (2020-2021)
- Real Estate Law Update (2020-2021)
- The Discounted Cash Flow Model: Concepts, Issues, and Applications (2020)
- Small Hotel/Motel Valuation (2020)
- Business Practices and Ethics (2018)
- Stats, Graphs, and Data Science (2018)


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MOHAMMED, SHEENA M
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ORLANDO FL 32801

LICENSE NUMBER: RZ4145

EXPIRATION DATE: NOVEMBER 30, 2022

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About IRR

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR offices are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Local Expertise...Nationally!

irr.com



Addendum B

IRR Quality Assurance Survey

IRR Quality Assurance Survey

We welcome your feedback!

At IRR, providing a quality work product and delivering on time is what we strive to accomplish. Our local offices are determined to meet your expectations. Please reach out to your local office contact so they can resolve any issues.

Integra Quality Control Team

Integra does have a Quality Control Team that responds to escalated concerns related to a specific assignment as well as general concerns that are unrelated to any specific assignment. We also enjoy hearing from you when we exceed expectations! The members of this team are listed below. You can communicate with this team by clicking on the link below. If you would like a follow up call, please provide your contact information and a member of this Quality Control Team will call contact you.

Link to the IRR Quality Assurance Survey: quality.irr.com

Integra Regional Quality Managers		
Region	Regional Quality Manager	Title
Northeast Region	Albert (Chip) Hughes, MAI, CRE	Senior Managing Director
Southeast Region	Leslie North, MAI, AI-GRS	Managing Director
Central Region	Gary Wright, MAI, SRA	Senior Managing Director
Southwest Region	Rusty Rich, MAI, MRICS	Senior Managing Director
West Region	Larry Close, MAI	Senior Managing Director
Corporate	Rob McPherson, MAI, CCIM	Director of Product Development and Quality

Addendum C

Financials and Property Information

Property Record - 24-23-29-3400-00-073

Orange County Property Appraiser • <http://www.ocpafl.org>

Property Summary

Property Name

Cornerstone High School

Names

City Of Belle Isle

Municipality

BI - Belle Isle

Property Use

8900 - Municipal (Other)

Mailing Address

1600 Nela Ave
Belle Isle, FL 32809-6199

Physical Address

5903 Randolph Ave
Orlando, FL 32809



QR Code For Mobile Phone



29232434000073 07/17/2006



29232434000073 07/17/2006



29232434000073 07/17/2006



29232434000073 07/17/2006



Value and Taxes

Historical Value and Tax Benefits

Tax Year Values		Land	Building(s)	Feature(s)	Market Value	Assessed Value
2020		\$1,288,069	+ \$43,629	+ \$137,500	= \$1,469,198 (.48%)	\$1,469,198 (8.3%)
2019		\$1,288,069	+ \$36,679	+ \$137,500	= \$1,462,248 (4.6%)	\$1,356,049 (10%)
2018		\$1,225,796	+ \$35,270	+ \$137,500	= \$1,398,566 (25%)	\$1,232,772 (10%)
2017		\$1,012,757	+ \$33,445	+ \$74,500	= \$1,120,702	\$1,120,702

Tax Year Benefits

2020		
2019		
2018		
2017		

	Other Exemptions	Tax \$ <i>Item b.</i>
	\$1,469,198	\$24,547
	\$1,356,049	\$24,818
	\$1,232,772	\$24,023
	\$1,120,702	\$19,460

2020 Taxable Value and Estimate of Proposed Taxes

Taxing Authority	Assd Value	Exemption	Tax Value	Millage Rate	Taxes	%
Public Schools: By State Law (Rle)	\$1,469,198	\$1,469,198	\$0	3.6090 (-6.53%)	\$0.00	0 %
Public Schools: By Local Board	\$1,469,198	\$1,469,198	\$0	3.2480 (0.00%)	\$0.00	0 %
Orange County (General)	\$1,469,198	\$1,469,198	\$0	4.4347 (0.00%)	\$0.00	0 %
City Of Belle Isle	\$1,469,198	\$1,469,198	\$0	4.4018 (0.00%)	\$0.00	0 %
Library - Operating Budget	\$1,469,198	\$1,469,198	\$0	0.3748 (0.00%)	\$0.00	0 %
St Johns Water Management District	\$1,469,198	\$1,469,198	\$0	0.2287 (-5.26%)	\$0.00	0 %
Lake Conway Mstu	\$1,469,198	\$1,469,198	\$0	0.4107 (0.00%)	\$0.00	0 %
				16.7077	\$0.00	

2020 Non-Ad Valorem Assessments

Levying Authority	Assessment Description	Units	Rate	Assessment
There are no Non-Ad Valorem Assessments				

Property Features

Property Description

SUB OF HARNEY HOMESTEAD C/53 THAT PORTION OF LOT 7 DESC AS BEG AT THE NW COR OF LOT 7 S 295.17 FT E 467.83 FT N 125.4 FT W 197.6 FT N 160.01 FT W 269.83 FT TO POB & ALL LOT 8 & THAT PORTION OF LOT 10 DESC AS BEG AT THE NW COR OF LOT 10 S 123.96 FT E 145.01 FT N 21.15 FT E 53.5 FT N 105.5 FT W 198.5 FT TO POB & BEG AT THE SE COR OF SAID LOT 10 N 335 FT W 348 FT S 105.5 FT E 50 FT S 243.7 FT E 298 FT TO POB ALL IN SAID SUB

Total Land Area

327,257 sqft (+/-) | 7.51 acres (+/-) | GIS Calculated

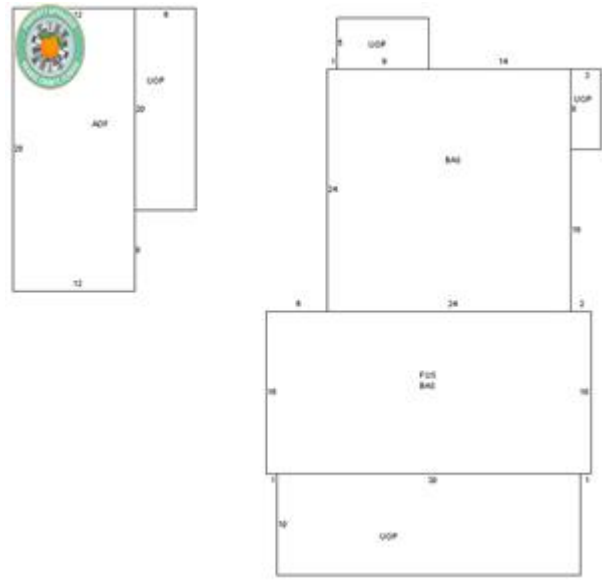
Land

Land Use Code	Zoning	Land Units	Unit Price	Land Value	Class Unit Price	Class Value
8900 - Municipal (Other)	R-1A	145635 SQUARE FEET	\$3.93	\$572,346	\$0.00	\$572,346
8900 - Municipal (Other)	C-2	23579 SQUARE FEET	\$3.93	\$92,665	\$0.00	\$92,665
8900 - Municipal (Other)	R-2	158539 SQUARE FEET	\$3.93	\$623,058	\$0.00	\$623,058

Buildings

Model Code	04 - Commercial	Subarea Description	Sqft	Value
Type Code	1210 - Store/Office/Res II	AOF - Avg Office	336	\$24,024
Building Value	\$43,629	BAS - Base Area	1088	\$77,792
Estimated New Cost	\$145,431	FUS - F/Up Story	512	\$36,608
Actual Year Built	1915	UOP - Unf O Prch	489	\$7,007

Beds	0
Baths	0.0
Floors	2
Gross Area	2425 sqft
Living Area	1936 sqft
Exterior Wall	Wood.Shthn
Interior Wall	Drywall



Extra Features

Description	Date Built	Units	Unit Price	XFOB Value
6450 - Fireplace 1 Basic	01/01/1910	1 Unit(s)	\$1,500.00	\$1,500
6220 - Parking Space	01/01/2006	126 Unit(s)	\$1,000.00	\$126,000
5690 - Court Basketball Concrete 1	01/01/2015	2 Unit(s)	\$5,000.00	\$10,000

Item b.

Sales

Sales History

Sale Date	Sale Amount	Instrument #	Book/Page	Deed Code	Seller(s)	Buyer(s)	Vac/Imp
10/24/2012	\$0	<u>20120576567</u>	<u>10464 / 7276</u>	Special Warranty Multiple	Crm Florida Properties LLC	City Of Belle Isle	Improved
09/27/2011	\$0	<u>20110528353</u>	<u>10277 / 6720</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Improved
09/27/2011	\$1,256,500	<u>20110510523</u>	<u>10273 / 2654</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Improved
03/23/1993	\$236,600	<u>19934408298</u>	<u>04539 / 4134</u>	Warranty Multiple	Pine Castle Center Of The Arts Inc	Pine Castle Methodist Church Inc	Improved
12/01/1987	\$100	<u>19872917173</u>	<u>03946 / 4348</u>	Quitclaim Deed			Improved
10/01/1978	\$100	<u>19781314920</u>	<u>02953 / 1295</u>	Warranty Deed			Improved
06/01/1972	\$16,500	<u>19720532411</u>	<u>02259 / 0196</u>	Warranty Deed			Improved

Property Record - 24-23-29-3400-00-092

Orange County Property Appraiser • <http://www.ocpafl.org>

Property Summary

Property Name

Cornerstone Charter Academy

Names

City Of Belle Isle

Municipality

BI - Belle Isle

Property Use

8900 - Municipal (Other)

Mailing Address

1600 Nela Ave
Belle Isle, FL 32809-6199

Physical Address

906 Waltham Ave
Orlando, FL 32809



QR Code For Mobile Phone



906 WALTHAM AVE, ORLANDO, FL 32809 4/16/2019 3:46 PM



925 FAIRLANE AVE, ORLANDO, FL 32809 4/16/2019 3:45 PM



906 WALTHAM AVE, ORLANDO, FL 32809 4/16/2019 3:46 PM



906 WALTHAM AVE, ORLANDO, FL 32809 4/16/2019 3:46 PM



906 WALTHAM AVE, ORLANDO, FL 32809 4/16/2019 3:40 PM



925 FAIRLANE AVE, ORLANDO, FL 32809 4/16/2019 3:45 PM



801 FAIRLANE AVE, ORLANDO, FL 32809 4/16/2019 3:44 PM



906 WALTHAM AVE, ORLANDO, FL 32809 4/16/2019 3:41 PM



29232434000092 07/17/2006



29232434000092 07/17/2006



29232434000092 07/17/2006











29232434000092 07/17/2006



Value and Taxes

Historical Value and Tax Benefits

Item b.

Tax Year Values		Land		Building(s)		Feature(s)	Market Value	Assessed Value
2020	 	\$963,281	+	\$9,377,117	+	\$385,435	= \$10,725,833 (1.4%)	\$10,725,833 (1.4%)
2019	 	\$944,509	+	\$9,248,521	+	\$385,435	= \$10,578,465 (2.4%)	\$10,578,465 (2.4%)
2018	 	\$926,101	+	\$9,019,233	+	\$384,435	= \$10,329,769 (3.6%)	\$10,329,769 (3.6%)
2017	 	\$764,972	+	\$8,864,849	+	\$340,595	= \$9,970,416	\$9,970,416

Tax Year Benefits		Other Exemptions	Tax Savings
2020	 	\$10,725,833	\$174,799
2019	 	\$10,578,465	\$175,197
2018	 	\$10,329,769	\$173,194
2017	 	\$9,970,416	\$169,035

2020 Taxable Value and Estimate of Proposed Taxes

Taxing Authority	Assd Value	Exemption	Tax Value	Millage Rate	Taxes	%
Public Schools: By State Law (Rle)	\$10,725,833	\$10,725,833	\$0	3.6090 (-6.53%)	\$0.00	0 %
Public Schools: By Local Board	\$10,725,833	\$10,725,833	\$0	3.2480 (0.00%)	\$0.00	0 %
Orange County (General)	\$10,725,833	\$10,725,833	\$0	4.4347 (0.00%)	\$0.00	0 %
City Of Belle Isle	\$10,725,833	\$10,725,833	\$0	4.4018 (0.00%)	\$0.00	0 %
Library - Operating Budget	\$10,725,833	\$10,725,833	\$0	0.3748 (0.00%)	\$0.00	0 %
St Johns Water Management District	\$10,725,833	\$10,725,833	\$0	0.2287 (-5.26%)	\$0.00	0 %
				16.2970	\$0.00	

2020 Non-Ad Valorem Assessments

Levying Authority	Assessment Description	Units	Rate	Assessment
There are no Non-Ad Valorem Assessments				

Property Features

Property Description

SUB OF HARNEY HOMESTEAD C/53 BEG NE COR LOT 9 RUN W 100 FT S 173 FT E 100 FT N TO POB & IN J G TYNERS SUB F/44
 1 THRU 4 & LOTS 7 THROUGH 13 & VAC ST LYING S OF LOTS 1 THROUGH 4 & N OF LOTS 9 THROUGH 12 SEE 3404/1853 3343/425
3373/230 3378/1798

Item b.

Total Land Area

156,436 sqft (+/-) | 3.59 acres (+/-) GIS Calculated

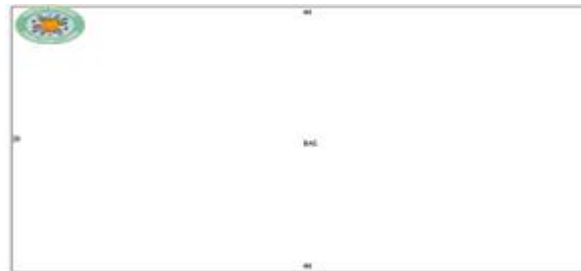
Land

Land Use Code	Zoning	Land Units	Unit Price	Land Value	Class Unit Price	Class Value
8900 - Municipal (Other)	C-1	95076 SQUARE FEET	\$6.04	\$574,259	\$0.00	\$574,259
8900 - Municipal (Other)	R-2	61360 SQUARE FEET	\$6.34	\$389,022	\$0.00	\$389,022

Buildings

Model Code 04 - Commercial
Type Code 3400 - Rec/Meeting
Building Value \$27,084
Estimated New Cost \$90,279
Actual Year Built 1956
Beds 0
Baths 0.0
Floors 1
Gross Area 880 sqft
Living Area 880 sqft
Exterior Wall Conc/Cindr
Interior Wall Drywall

Subarea Description BAS - Base Area
Sqft 880
Value \$90,279



Model Code 04 - Commercial
Type Code 3400 - Rec/Meeting
Building Value \$27,084
Estimated New Cost \$90,279
Actual Year Built 1956
Beds 0

Subarea Description BAS - Base Area
Sqft 880
Value \$90,279

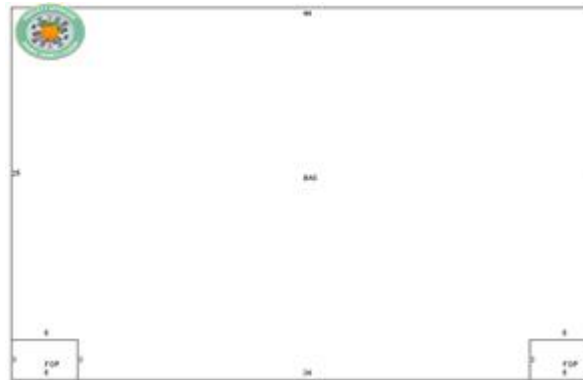
Baths 0.0
Floors 1
Gross Area 880 sqft
Living Area 880 sqft
Exterior Wall Conc/Cindr
Interior Wall Drywall



Model Code 04 - Commercial
Type Code 1702 - Office Modular
Building Value \$18,385
Estimated New Cost \$59,305
Actual Year Built 1996

Beds 0
Baths 0.0

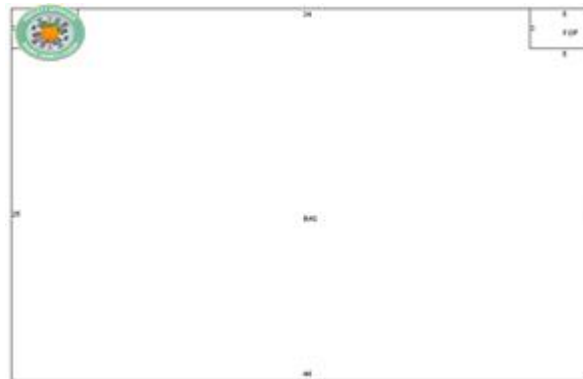
Floors 1
Gross Area 1232 sqft
Living Area 1202 sqft
Exterior Wall P fwdpl/Mte
Interior Wall Drywall



Model Code 04 - Commercial
Type Code 1702 - Office Modular
Building Value \$18,385
Estimated New Cost \$59,305
Actual Year Built 1996

Beds 0
Baths 0.0

Floors 1
Gross Area 1232 sqft
Living Area 1202 sqft
Exterior Wall P fwdpl/Mte
Interior Wall Drywall



Model Code 04 - Commercial

Subarea Description	Sqft	Value
BAS - Base Area	1202	\$58,622
FOP - F/Opn Prch	30	\$683

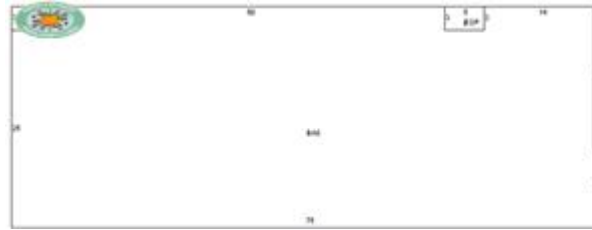
Subarea Description	Sqft	Value
BAS - Base Area	1202	\$58,622
FOP - F/Opn Prch	30	\$683

Subarea Description **Sqft** **Value**

Item b.

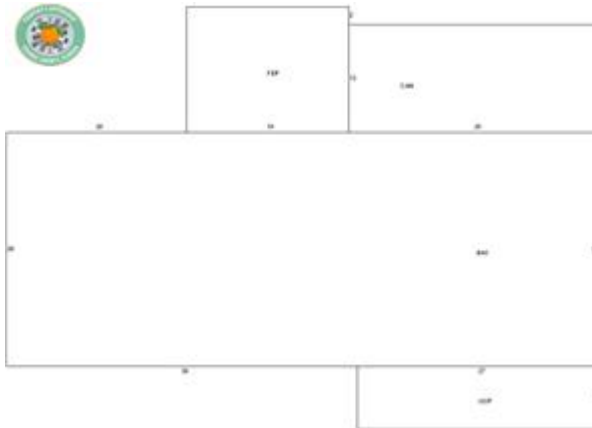
Type Code 1702 - Office Modular
Building Value \$33,342
Estimated New Cost \$107,556
Actual Year Built 1996
Beds 0
Baths 0.0
Floors 1
Gross Area 2082 sqft
Living Area 2052 sqft
Exterior Wall Pfwdpl/Mte
Interior Wall Drywall

BAS - Base Area 2052 \$106,827
 FOP - F/Opn Prch 30 \$729



Model Code 04 - Commercial
Type Code 1200 - Store/Office/Res I
Building Value \$45,964
Estimated New Cost \$104,558
Actual Year Built 1962
Beds 0
Baths 0.0
Floors 1
Gross Area 2493 sqft
Living Area 1968 sqft
Exterior Wall Conc/Cindr
Interior Wall Drywall

Subarea Description Sqft Value
 BAS - Base Area 1716 \$87,224
 CAN - Canopy 336 \$5,134
 FEP - F/Enc Prch 252 \$10,268
 UOP - Unf O Prch 189 \$1,932



Model Code 04 - Commercial
Type Code 7200 - Inst-School - Pvt
Building Value \$1,005,017
Estimated New Cost \$1,868,062
Actual Year Built 1986
Beds 0

Subarea Description Sqft Value
 BAS - Base Area 16808 \$1,208,327
 FOP - F/Opn Prch 616 \$19,914
 FUS - F/Up Story 8492 \$610,490
 UOP - Unf O Prch 440 \$6,326
 UST - Unf Storag 800 \$23,005

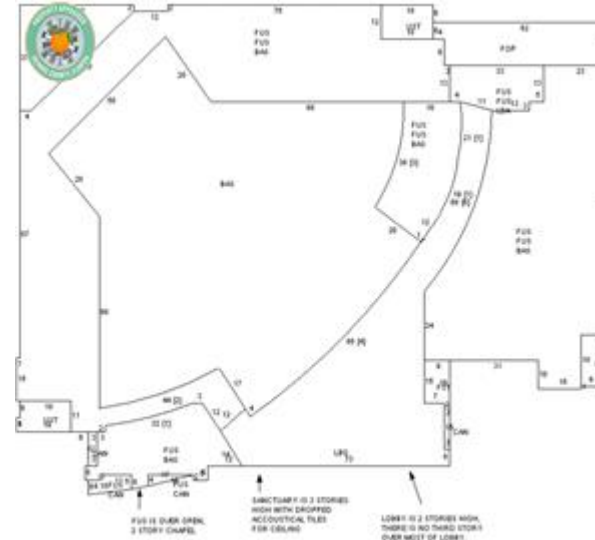
Gross Area 60509 sqft
Living Area 58695 sqft
Exterior Wall Prefin.Mtl
Interior Wall Drywall

UST - Unf Storag

603

\$30,605

Item b.



Extra Features

Description	Date Built	Units	Unit Price	XFOB Value
6040 - Paved Concrete	01/01/1985	3680 Unit(s)	\$4.50	\$16,560
5320 - Canopy Cover Aluminum 1	01/01/1996	566 Unit(s)	\$2.50	\$1,415
6140 - Patio 1	01/01/1996	1 Unit(s)	\$2,000.00	\$2,000
6030 - Paved Asphalt	01/01/1989	13000 Unit(s)	\$3.50	\$45,500
6040 - Paved Concrete	01/01/1989	4880 Unit(s)	\$4.50	\$21,960
6414 - Elevator Commercial 5	01/01/2001	1 Unit(s)	\$50,000.00	\$50,000
6220 - Parking Space	01/01/2001	23 Unit(s)	\$1,000.00	\$23,000
6415 - Elevator Commercial 6	04/09/2008	3 Unit(s)	\$75,000.00	\$225,000

Sales

Sales History

Sale Date	Sale Amount	Instrument #	Book/Page	Deed Code	Seller(s)	Buyer(s)	Val	Item b.
10/24/2012	\$0	<u>20120576567</u>	<u>10464 / 7276</u>	Special Warranty Multiple	Crm Florida Properties LLC	City Of Belle Isle		Improved
09/27/2011	\$0	<u>20110528353</u>	<u>10277 / 6720</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC		Improved
09/27/2011	\$11,785,700	<u>20110510523</u>	<u>10273 / 2654</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC		Improved
08/01/1982	\$107,500	<u>19821829866</u>	<u>03308 / 0012</u>	Warranty Deed				Improved
07/01/1980	\$95,000	<u>19801541303</u>	<u>03126 / 0631</u>	Warranty Deed				Improved

Property Record - 24-23-29-3400-00-114

Orange County Property Appraiser • <http://www.ocpafl.org>

Property Summary

Property Name

Cornerstone Charter School

Names

City Of Belle Isle

Municipality

BI - Belle Isle

Property Use

8900 - Municipal (Other)

Mailing Address

1600 Nela Ave
Belle Isle, FL 32809-6199

Physical Address

6049 Randolph Ave
Orlando, FL 32809



QR Code For Mobile Phone



292324340000114 02/22/2012



292324340000114 02/21/2012



292324340000114 07/11/2006



Item b.

Value and Taxes

Historical Value and Tax Benefits

Tax Year Values

Tax Year	W	MKT	Land	Building(s)	Feature(s)	Market Value	Assessed Value
2020	W	MKT	\$125,984	+	\$201,104	+ \$7,500 = \$334,588 (10%)	\$334,505 (10%)
2019	✓	MKT	\$125,984	+	\$170,611	+ \$7,500 = \$304,095 (4.3%)	\$304,095 (8.0%)
2018	✓	MKT	\$120,032	+	\$164,039	+ \$7,500 = \$291,571 (11%)	\$281,644 (10%)
2017	✓	MKT	\$99,200	+	\$159,273	+ \$3,750 = \$262,223	\$256,040

Tax Year Benefits

Tax Year	W	\$	Other Exemptions	Tax Savings
2020	W	\$	\$334,505	\$5,590
2019	✓	\$	\$304,095	\$5,161
2018	✓	\$	\$281,644	\$5,008
2017	✓	\$	\$256,040	\$4,553

2020 Taxable Value and Estimate of Proposed Taxes

Taxing Authority	Assd Value	Exemption	Tax Value	Millage Rate	Taxes	Item b.
Public Schools: By State Law (Rle)	\$334,588	\$334,505	\$0	3.6090 (-6.53%)	\$0.00	0 %
Public Schools: By Local Board	\$334,588	\$334,505	\$0	3.2480 (0.00%)	\$0.00	0 %
Orange County (General)	\$334,505	\$334,505	\$0	4.4347 (0.00%)	\$0.00	0 %
City Of Belle Isle	\$334,505	\$334,505	\$0	4.4018 (0.00%)	\$0.00	0 %
Library - Operating Budget	\$334,505	\$334,505	\$0	0.3748 (0.00%)	\$0.00	0 %
St Johns Water Management District	\$334,505	\$334,505	\$0	0.2287 (-5.26%)	\$0.00	0 %
Lake Conway Mstu	\$334,505	\$334,505	\$0	0.4107 (0.00%)	\$0.00	0 %
				16.7077	\$0.00	

2020 Non-Ad Valorem Assessments

Levying Authority	Assessment Description	Units	Rate	Assessment
There are no Non-Ad Valorem Assessments				

Property Features

Property Description

SUB OF HARNEY HOMESTEAD C/53 THE N 100 FT OF S 200 FT OF W 148.5 FT OF LOT 10 & FROM NW COR LOT 10 RUN E 145 FT S 105.5 FT FOR POB TH E 3.5 FT S 43.5 FT W 148.5 FT N 24.53 FT E 145.01 FT N 21.15 FT TO POB & N 126 FT OF S 243.70 FT OF E 50 FT OF W 198.50 FT OF LOT 10

Total Land Area

24,639 sqft (+/-) | 0.57 acres (+/-) GIS Calculated

Land

Land Use Code	Zoning	Land Units	Unit Price	Land Value	Class Unit Price	Class Value
8900 - Municipal (Other)	C-2	24800 SQUARE FEET	\$5.08	\$125,984	\$0.00	\$125,984

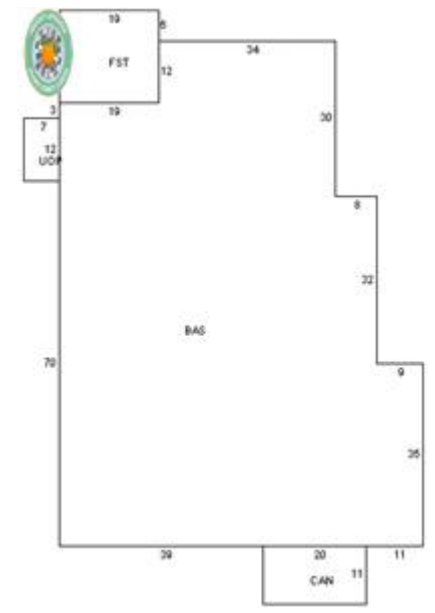
Buildings

Model Code	Subarea Description	Sqft	Value
04 - Commercial	BAS - Base Area	5764	\$642,052
Type Code	1700 - Office One Story		

Building Value \$201,104
Estimated New Cost \$670,346
Actual Year Built 1965
Beds 0
Baths 0.0
Floors 1
Gross Area 6410 sqft
Living Area 5764 sqft
Exterior Wall Conc/Cindr
Interior Wall Minimum

CAN - Canopy 220 \$7,352
 FST - Fin Storge 342 \$19,048
 UOP - Unf O Prch 84 \$1,894

Item b.



Extra Features

Description	Date Built	Units	Unit Price	XFOB Value
6220 - Parking Space	05/03/1989	10 Unit(s)	\$1,000.00	\$7,500

Sales

Sales History

Sale Date	Sale Amount	Instrument #	Book/Page	Deed Code	Seller(s)	Buyer(s)	Val
10/24/2012	\$0	<u>20120576567</u>	<u>10464 / 7276</u>	Special Warranty Multiple	Crm Florida Properties LLC	City Of Belle Isle	Improved
09/28/2012	\$100	<u>20120528577</u>	<u>10451 / 5977</u>	Quitclaim Deed	Arnold Russell Alan	Crm Florida Properties LLC	Improved
09/27/2011	\$0	<u>20110528353</u>	<u>10277 / 6720</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Improved
09/27/2011	\$311,000	<u>20110510523</u>	<u>10273 / 2654</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Improved
10/01/2002	\$325,000	<u>20020560076</u>	<u>06669 / 6944</u>	Special Warranty	Orlando Marine Institute Inc	Pinecastle Methodist Church Inc	Improved
01/21/2000	\$250,000	<u>20000033120</u>	<u>05928 / 3795</u>	Special Warranty	Thrailkill Dorothy S	Orlando Marine Institute Inc	Improved
11/07/1991	\$350,000	<u>19913956327</u>	<u>04358 / 0627</u>	Warranty Deed			Improved
08/01/1990	\$325,000	<u>19903570613</u>	<u>04205 / 4033</u>	Warranty Deed			Improved
12/01/1986	\$124,600	<u>19872673011</u>	<u>03850 / 0204</u>	Quitclaim Multiple			Improved

Item b.

Property Record - 24-23-29-3400-00-095

Orange County Property Appraiser • <http://www.ocpafl.org>

Property Summary

Property Name

Fairlane Ave

Names

City Of Belle Isle

Municipality

BI - Belle Isle

Property Use

8900 - Municipal (Other)

Mailing Address

1600 Nela Ave
Belle Isle, FL 32809-6199

Physical Address

Fairlane Ave
Orlando, FL 32809











QR Code For Mobile Phone



Value and Taxes

Historical Value and Tax Benefits

Tax Year Values

		Land	Building(s)	Feature(s)	Market Value	Assessed	Item b.
2020	 	\$58,574	+ \$0	+	\$23,000 = \$81,574 (0%)	\$81,574 (0%)	
2019	 	\$58,574	+ \$0	+	\$23,000 = \$81,574 (3.6%)	\$81,574 (9.8%)	
2018	 	\$55,735	+ \$0	+	\$23,000 = \$78,735 (17%)	\$74,316 (10%)	
2017	 	\$46,060	+ \$0	+	\$21,500 = \$67,560	\$67,560	

Tax Year Benefits

		Other Exemptions	Tax Savings
2020	 	\$81,574	\$1,329
2019	 	\$81,574	\$1,351
2018	 	\$74,316	\$1,320
2017	 	\$67,560	\$1,145

2020 Taxable Value and Estimate of Proposed Taxes

Taxing Authority	Assd Value	Exemption	Tax Value	Millage Rate	Taxes	%
Public Schools: By State Law (Rle)	\$81,574	\$81,574	\$0	3.6090 (-6.53%)	\$0.00	0 %
Public Schools: By Local Board	\$81,574	\$81,574	\$0	3.2480 (0.00%)	\$0.00	0 %
Orange County (General)	\$81,574	\$81,574	\$0	4.4347 (0.00%)	\$0.00	0 %
City Of Belle Isle	\$81,574	\$81,574	\$0	4.4018 (0.00%)	\$0.00	0 %
Library - Operating Budget	\$81,574	\$81,574	\$0	0.3748 (0.00%)	\$0.00	0 %
St Johns Water Management District	\$81,574	\$81,574	\$0	0.2287 (-5.26%)	\$0.00	0 %
				16.2970	\$0.00	

2020 Non-Ad Valorem Assessments

Levying Authority	Assessment Description	Units	Rate	Assessment
There are no Non-Ad Valorem Assessments				

Property Features

Property Description

SUB OF HARNEY HOMESTEAD C/53 LOT 9 (LESS W 224.28 FT OF LOT 9 & LESS E 228.47 FT OF SAID LOT 9 & LESS R/W ON N & S)

Total Land Area

Item b.

10,516 sqft (+/-) | 0.24 acres (+/-) GIS Calculated

Land

Land Use Code	Zoning	Land Units	Unit Price	Land Value	Class Unit Price	Class Value
8900 - Municipal (Other)	C-1	10516 SQUARE FEET	\$5.57	\$58,574	\$0.00	\$58,574

Buildings

Extra Features

Description	Date Built	Units	Unit Price	XFOB Value
6220 - Parking Space	01/01/1970	23 Unit(s)	\$1,000.00	\$23,000

Sales

Sales History

Sale Date	Sale Amount	Instrument #	Book/Page	Deed Code	Seller(s)	Buyer(s)	Vac/Imp
10/24/2012	\$0	<u>20120576567</u>	<u>10464 / 7276</u>	Special Warranty Multiple	Crm Florida Properties LLC	City Of Belle Isle	Vacant
09/27/2011	\$0	<u>20110528353</u>	<u>10277 / 6720</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Vacant
09/27/2011	\$81,300	<u>20110510523</u>	<u>10273 / 2654</u>	Warranty Multiple	Pine Castle Methodist Church Inc	Crm Florida Properties LLC	Vacant

This instrument was prepared by and upon recording should be returned to:

Jesse E. Graham, Jr., Esquire
BURR & FORMAN LLP
200 South Orange Avenue, Suite 200
Orlando, Florida 32801

Parcel Identification Number: 24-23-29-3400-00073
24-23-29-3400-00092
24-23-29-3400-00114
24-23-29-3400-00095

DOC# 20120576567 B: 10464 P: 7276
10/26/2012 02:02:55 PM Page 1 of 7
Rec Fee: \$61.00
Deed Doc Tax: \$0.00
DOR Admin Fee: \$0.00
Intangible Tax: \$0.00
Mortgage Stamp: \$0.00
Martha O. Haynie, Comptroller
Orange County, FL
PU - Ret To: BURR AND FORMAN LLP



PURSUANT TO RULE 12B-4.014(13) OF THE FLORIDA ADMINISTRATIVE CODE, THE CONVEYANCE TO GRANTEE IS NOT SUBJECT TO DOCUMENTARY STAMP TAX SINCE IT IS A DEED GIVEN TO A GOVERNMENTAL ENTITY UNDER THREAT OF CONDEMNATION.

[Space above this line for Recorder's use.]

« SPECIAL WARRANTY DEED »

THIS SPECIAL WARRANTY DEED is made this ^{25th} day of October, 2012, by CRM FLORIDA PROPERTIES, LLC, a Georgia limited liability company, whose mailing address is 303 Peachtree Street, N.E., Suite 3600, Atlanta, Georgia 30308, Attention: Legal and Regulatory Affairs Department (the "Grantor"), in favor of CITY OF BELLE ISLE, a Florida municipal corporation, whose address is 1600 Nela Avenue, Belle Isle, Florida 32809 (the "Grantee").

WITNESSETH:

That the Grantor, for and in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable consideration, to it in hand paid, the receipt whereof is hereby acknowledged, by these presents does grant, bargain, sell, alien, remise, release, convey and confirm unto the Grantee, its successors and assigns forever, those certain parcels of land lying and being in the County of Orange, State of Florida, as more particularly described on Exhibit "A" hereto.

TOGETHER WITH all the tenements, hereditaments, and appurtenances thereto belonging or in anyway appertaining; and

TO HAVE AND TO HOLD the above described Land, with the appurtenances, unto the said Grantee, its successors and assigns, in fee simple forever.

This conveyance is made subject to (i) the lien of real estate taxes, taxes imposed by special assessment and water, sewer, vault, public space and other public charges which are not yet due and payable, (ii) all applicable laws (including zoning, building ordinances and land use

Item b.

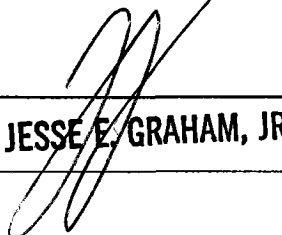
regulations), (iii) all easements, restrictions, covenants, agreements, conditions, and other matters of record (however reference thereto shall not serve to re-impose the same), and (iv) all matters that may be revealed by a current and accurate survey or inspection of the property (collectively, "Permitted Exceptions").

As against all persons claiming by, through, or under the Grantor, the Grantor covenants that the property is free of all encumbrances except for the Permitted Exceptions, that lawful and good right to convey the foregoing property are vested in the Grantor and that the Grantor fully warrants the title to the property and will defend the same against the lawful claims of all persons claiming by, through, or under the Grantor.

IN WITNESS WHEREOF, Grantor has caused these presents to be duly authorized in its name and by those thereunto duly authorized, the day and year first above written.

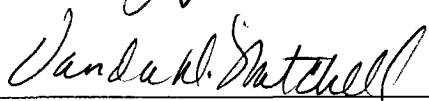
SIGNATURE WITNESSED BY:

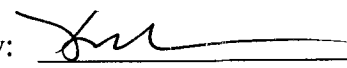
GRANTOR:


Name: JESSE E. GRAHAM, JR.

CRM FLORIDA PROPERTIES, LLC, a Georgia limited liability company

By: CRM Properties Manager, LLC, a Georgia limited liability company, its sole member


Name: Vanda D. Mitchell

By: 
Daniel Kaiser
Title: Vice President

STATE OF FLORIDA
COUNTY OF ORANGE

The foregoing instrument was acknowledged before me this 24th day of October, 2012, by Daniel Kaiser as the Vice President of CRM Properties Manager, LLC, a Georgia limited liability company, as the sole member of CRM FLORIDA PROPERTIES, LLC, a Georgia limited liability company, on behalf of such company, who is personally known to me and did not take an oath.

[NOTARY SEAL]


Notary Public, State of Florida



EXHIBIT "A"**LEGAL DESCRIPTION****PARCEL A**

Lot 1 and the East 10 feet of Lot 2 of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, of the Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL B

The West 58 feet of Lot 2 and East 3 feet of Lot 3, of J.G. TYNER'S SUBDIVISION, of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1912, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL C

Lot 3, LESS the East 3 feet thereof, of J.G. TYNER'S SUBDIVISION of a part of the North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1992, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL D

Lot 4 of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL E

Lots Seven (7) and Eight (8) and West Twenty Feet (20) of Lot Nine (9) of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way lying North of said Lots 7 and 8 and the South Half of vacated alley way lying North of said West 20 feet of said Lot 9 as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL F

Lot 9 (LESS West 20 feet), J.G. TYNER'S SUBDIVISION, according to the Plat thereof, recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL G

Lots 10, 11, 12 and 13, of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S on record; the Plat of J.G. TYNER'S SUBDIVISION, being recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

ALSO, beginning at the Northwest corner of Lot 13, of J.G. TYNER'S SUBDIVISION, of a part of the North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S HOMESTEAD on record, run North 29.8 feet; thence run East 100 feet; thence run South 29.8 feet; thence run West 100 feet to the POINT OF BEGINNING. Said land being located in Section 24, Township 23 South, Range 29 East, Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

Extension of said 15 foot alley Easterly through a portion of Lot 9 of HARNEY'S HOMESTEAD, more particularly described as follows:

North 15 feet of the South 44.8 feet of the North 217.8 feet of the East 100 feet of said Lot 9, together with any other interest of party of the first part in and to that part of said Lot 9, lying North of Lot 13, of J.G. TYNER'S SUBDIVISION, (Plat Book F, Page 44), recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL H

The North 173 feet of the East 100 feet of Lot 9 of HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida. ALSO DESCRIBED AS:

Begin at a stone at the Northeast corner of land formerly belonging to C.J. SWEET AT PINE CASTLE, FLORIDA, situated in Section 24, Township 23 South, Range 29 East, run South 173 feet; thence West 100 feet; thence North 173 feet; thence East 100 feet to the POINT OF BEGINNING.

AND

PARCEL J-3

Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat "C", Page 53, of the Public Records of Orange County, Florida, LESS the Easterly 228.47 feet AND LESS the North 391.8 feet AND LESS the West 224.28 feet thereof; AND LESS road right-of-way on the South and being more particularly described as follows:

Commence at the Southwest corner of Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat Book "C", Page 53, of the Public Records of Orange County, Florida; thence run North 89 degrees 57 minutes 29 seconds East along the North right-of-way line of Wallace Street as shown and depicted on the plat of KEEN-CASTLE, as recorded in Plat Book "P", Page 1, of said public records, a distance of 224.28 feet to the POINT OF BEGINNING; thence North 00 degrees 04 minutes 16 seconds East along the East line of the West 224.28 feet of said Lot 9, a distance of 224.70 feet to a point on the South right-of-way line of Fairlane Avenue; thence along said South line North 89 degrees 58 minutes 20 seconds East, a distance of 47.00 feet; thence leaving said South line South 00 degrees 18 minutes 56 seconds East, a distance of 224.67 feet to a point on the North right-of-way line of Wallace Street; thence along said North line South 89 degrees 57 minutes 29 seconds West, a distance of 47.00 feet to the POINT OF BEGINNING.

AND

PARCEL K-1:

North 126 feet of the South 243.7 feet of East 50 feet of West 198.5 feet of Lot 10, Subdivision of the HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida.

AND

PARCEL K-2:

The North 100 feet of the South 200 feet of the West 148.5 feet of Lot 10, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-3:

Begin at the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10, thence run South 00 degrees 07 minutes 04 seconds East 105.5 feet, thence run South 89 degrees 59 minutes 34 seconds East 3.5 feet more or less, to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 07 minutes 04 seconds East 43.5 feet more or less, to the Northeast corner of the above described Parcel K-2, thence run North 89 degrees 59 minutes 34 seconds West along the North line of Parcel K-2, 148.5 feet more or less, to the Northwest corner of Parcel K-2, thence North 00 degrees 07 minutes 04 seconds West 149.0 feet more or less, to the POINT OF BEGINNING, all within the SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

From the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10; thence run South 00 degrees 02 minutes 36 seconds West 105.5 feet to the POINT OF BEGINNING; thence run East 3.5 feet to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 02 minutes 36 seconds West 43.5 feet to the Northeast corner of the above described Parcel K-2, thence run West along the North line of Parcel K-2, 148.5 feet to the Northwest corner of Parcel K-2, thence North 00 degrees 02 minutes 36 seconds East 24.53 feet; thence South 89 degrees 13 minutes 04 seconds East 145.01 feet; thence North 00 degrees 02 minutes 36 seconds East 21.15 feet to the POINT OF BEGINNING, all within the SUBDIVISION OF HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-4:

A portion of Lot 10, SUBDIVISION OF HARNEY HOMESTEAD, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida, being more particularly described as follows:

Commence at the Northwest corner of said Lot 10; thence due East 145.00 feet along the North line of said Lot 10 for a POINT OF BEGINNING; thence continue along said North line, due East 53.50 feet to the intersection of said North line and the Northerly prolongation of the East line of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of said Lot 10; thence along said East line, South 00 degrees 08 minutes 50 seconds West 105.50 feet to the Northeast corner of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of said Lot 10; thence from said point, due West 53.50 feet; thence North 00 degrees 08 minutes 50 seconds East 105.50 feet to the POINT OF BEGINNING.

AND

PARCEL K-5

The West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-6:

Lot 8, LESS the West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-7

The West 119.83 feet of the North 150 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-8:

The West 120 feet of the South 145 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-9:

The East 75 feet of the West 194.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-10:

The East 75 feet of the West 269.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-11:

Begin 763 feet East and 250 feet North of the Southwest corner of Lot 10, HARNEY HOMESTEAD, as per Plat thereof, recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run North 251.51 feet, West 348 feet, South 251.5 feet, East 348 feet to PLACE OF BEGINNING.

Less and except therefrom, that portion thereof conveyed by Pine Castle Methodist Church, Inc., a Florida corporation, to Charles E. Maull, Jr. and June L. Maull, by Quit Claim Deed recorded August 21, 2003 in Official Records Book 7061, Page 4692, Public Records of Orange County, Florida, more particularly described as follows:

A portion of Lot 7, Subdivision of HARNEY HOMESTEAD, Plat Book "C", Page 53, Public Records of Orange County, Florida, being more particularly described as follows:

Begin at the Southeast corner of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence East 197.48 feet along the South line of the North 150 feet of said Lot 7 to a point on the East line of lands described in Official Records Book 6253, Page 6532, Public Records of Orange County, Florida; thence South 00 degrees 28 minutes 01 seconds East 11.10 feet along said East line; thence North 89 degrees 42 minutes 36 seconds West 197.60 feet to a point on a Southerly projection of the East line of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence North 00 degrees 08 minutes 50 seconds East 10.10 feet along said southerly projection to the POINT OF BEGINNING.

AND

PARCEL K-12:

Beginning 465 feet East of the Southwest corner of Lot 10, HARNEY HOMESTEAD, in Section 24, Township 23 South, Range 29 East, as per Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run East 298 feet, North 250 feet, West 298 feet, and South 250 feet to the POINT OF BEGINNING.

Item b.



ORANGE COUNTY TAX COLLECTOR
SCOTT RANDOLPH
 INDEPENDENTLY ELECTED TO SERVE YOU

Orange County Notice of Ad Valorem Taxes & Non-Ad Valorem Assessments

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

Account Number: 0237612-7
Assessed Value: 1,469,198
Millage Code: 20 BI
Parcel Number: 24-23-29-3400-00073
Address: 5903 RANDOLPH AVE BELLE ISLE 32809
Exemptions: Wholly

AD VALOREM TAXES						
Taxing Authority	Assessed Value	Exempt Value	Taxable Value	Millage	Tax Levied	
STATE SCHOOL	1,469,198	1,469,198	0	3.6090	\$0.00	
LOCAL SCHOOL	1,469,198	1,469,198	0	3.2480	\$0.00	
GEN COUNTY	1,469,198	1,469,198	0	4.4347	\$0.00	
BELLE ISLE	1,469,198	1,469,198	0	4.4018	\$0.00	
LIBRARY	1,469,198	1,469,198	0	.3748	\$0.00	
SJWM	1,469,198	1,469,198	0	.2287	\$0.00	
LK CONWAY	1,469,198	1,469,198	0	.4107	\$0.00	
				Total Millage:	16.7077	Subtotal:

NON-AD VALOREM ASSESSMENTS					
Levying Authority	Phone	Amount	Levying Authority	Phone	Amount
					Subtotal:
Combined Total of Ad Valorem Taxes & Non-Ad Valorem Assessments					

Pay Online, Opt-in to E-Billing and Print your Receipt at octaxcol.com.

Payments not received by March 31st are delinquent.

IF YOUR TAXES ARE NOT ESCROWED, PLEASE RETURN THE BOTTOM PORTION WITH YOUR PAYMENT.

0237612-7
 5903 RANDOLPH AVE BELLE ISLE 32809
 24-23-29-3400-00073
 SUB OF HARNEY HOMESTEAD C/53 THAT PORTION OF
 LOT 7 DESC AS BEG AT THE NW COR OF LOT 7 S 295.17

ONLY PAY ONE AMOUNT	
If Paid By	Amount Due
Nov. 30, 2020	\$0.00
Dec. 31, 2020	\$0.00
Jan. 31, 2021	\$0.00
Feb. 28, 2021	\$0.00
Mar. 31, 2021	\$0.00

Make checks payable to:
 Scott Randolph, Tax Collector

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

PO Box 545100
Orlando FL 32854-5100



Item b.



ORANGE COUNTY TAX COLLECTOR
SCOTT RANDOLPH
 INDEPENDENTLY ELECTED TO SERVE YOU

Orange County Notice of Ad Valorem Taxes & Non-Ad Valorem Assessments

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

Account Number: 0237617-6
Assessed Value: 10,725,833
Millage Code: 11 BI
Parcel Number: 24-23-29-3400-00092
Address: 906 WALTHAM AVE BELLE ISLE 32809
Exemptions: Wholly

AD VALOREM TAXES						
Taxing Authority	Assessed Value	Exempt Value	Taxable Value	Millage	Tax Levied	
STATE SCHOOL	10,725,833	10,725,833	0	3.6090	\$0.00	
LOCAL SCHOOL	10,725,833	10,725,833	0	3.2480	\$0.00	
GEN COUNTY	10,725,833	10,725,833	0	4.4347	\$0.00	
BELLE ISLE	10,725,833	10,725,833	0	4.4018	\$0.00	
LIBRARY	10,725,833	10,725,833	0	.3748	\$0.00	
SJWM	10,725,833	10,725,833	0	.2287	\$0.00	
				Total Millage:	16.2970	Subtotal:

NON-AD VALOREM ASSESSMENTS					
Levying Authority	Phone	Amount	Levying Authority	Phone	Amount
					Subtotal:
Combined Total of Ad Valorem Taxes & Non-Ad Valorem Assessments					

Pay Online, Opt-in to E-Billing and Print your Receipt at octaxcol.com.

Payments not received by March 31st are delinquent.

IF YOUR TAXES ARE NOT ESCROWED, PLEASE RETURN THE BOTTOM PORTION WITH YOUR PAYMENT.

0237617-6
 906 WALTHAM AVE BELLE ISLE 32809
 24-23-29-3400-00092
 SUB OF HARNEY HOMESTEAD C/53 BEG NE COR LOT 9
 RUN W 100 FT S 173 FT E 100 FT N TO POB & IN J G

ONLY PAY ONE AMOUNT	
If Paid By	Amount Due
Nov. 30, 2020	\$0.00
Dec. 31, 2020	\$0.00
Jan. 31, 2021	\$0.00
Feb. 28, 2021	\$0.00
Mar. 31, 2021	\$0.00

Make checks payable to:
 Scott Randolph, Tax Collector

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

PO Box 545100
Orlando FL 32854-5100



Item b.



ORANGE COUNTY TAX COLLECTOR
SCOTT RANDOLPH
 INDEPENDENTLY ELECTED TO SERVE YOU

Orange County Notice of Ad Valorem Taxes & Non-Ad Valorem Assessments

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

Account Number: 0237627-5
Assessed Value: 334,505
Millage Code: 20 BI
Parcel Number: 24-23-29-3400-00114
Address: 6049 RANDOLPH AVE BELLE ISLE 32809
Exemptions: Wholly

AD VALOREM TAXES						
Taxing Authority	Assessed Value	Exempt Value	Taxable Value	Millage	Tax Levied	
STATE SCHOOL	334,588	334,588	0	3.6090	\$0.00	
LOCAL SCHOOL	334,588	334,588	0	3.2480	\$0.00	
GEN COUNTY	334,505	334,505	0	4.4347	\$0.00	
BELLE ISLE	334,505	334,505	0	4.4018	\$0.00	
LIBRARY	334,505	334,505	0	.3748	\$0.00	
SJWM	334,505	334,505	0	.2287	\$0.00	
LK CONWAY	334,505	334,505	0	.4107	\$0.00	
				Total Millage:	16.7077	Subtotal:

NON-AD VALOREM ASSESSMENTS					
Levying Authority	Phone	Amount	Levying Authority	Phone	Amount
					Subtotal:
Combined Total of Ad Valorem Taxes & Non-Ad Valorem Assessments					

Pay Online, Opt-in to E-Billing and Print your Receipt at octaxcol.com.

Payments not received by March 31st are delinquent.

IF YOUR TAXES ARE NOT ESCROWED, PLEASE RETURN THE BOTTOM PORTION WITH YOUR PAYMENT.

0237627-5
 6049 RANDOLPH AVE BELLE ISLE 32809
 24-23-29-3400-00114
 SUB OF HARNEY HOMESTEAD C/53 THE N 100 FT OF S
 200 FT OF W 148.5 FT OF LOT 10 & FROM NW COR LOT

ONLY PAY ONE AMOUNT	
If Paid By	Amount Due
Nov. 30, 2020	\$0.00
Dec. 31, 2020	\$0.00
Jan. 31, 2021	\$0.00
Feb. 28, 2021	\$0.00
Mar. 31, 2021	\$0.00

Make checks payable to:
 Scott Randolph, Tax Collector

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

PO Box 545100
Orlando FL 32854-5100



171

Item b.



ORANGE COUNTY TAX COLLECTOR
SCOTT RANDOLPH
 INDEPENDENTLY ELECTED TO SERVE YOU

Orange County Notice of Ad Valorem Taxes & Non-Ad Valorem Assessments

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

Account Number: 0548288-0
Assessed Value: 81,574
Millage Code: 11 B1
Parcel Number: 24-23-29-3400-00095
Address: 0 FAIRLANE AVE BELLE ISLE 32809
Exemptions: Wholly

AD VALOREM TAXES						
Taxing Authority	Assessed Value	Exempt Value	Taxable Value	Millage	Tax Levied	
STATE SCHOOL	81,574	81,574	0	3.6090	\$0.00	
LOCAL SCHOOL	81,574	81,574	0	3.2480	\$0.00	
GEN COUNTY	81,574	81,574	0	4.4347	\$0.00	
BELLE ISLE	81,574	81,574	0	4.4018	\$0.00	
LIBRARY	81,574	81,574	0	.3748	\$0.00	
SJWM	81,574	81,574	0	.2287	\$0.00	
				Total Millage:	16.2970	Subtotal:

NON-AD VALOREM ASSESSMENTS					
Levying Authority	Phone	Amount	Levying Authority	Phone	Amount
					Subtotal:
Combined Total of Ad Valorem Taxes & Non-Ad Valorem Assessments					

Pay Online, Opt-in to E-Billing and Print your Receipt at octaxcol.com.

Payments not received by March 31st are delinquent.

IF YOUR TAXES ARE NOT ESCROWED, PLEASE RETURN THE BOTTOM PORTION WITH YOUR PAYMENT.

0548288-0
 0 FAIRLANE AVE BELLE ISLE 32809
 24-23-29-3400-00095
 SUB OF HARNEY HOMESTEAD C/53 LOT 9 (LESS W
 224.28 FT OF LOT 9 & LESS E 228.47 FT OF SAID LOT 9 &

ONLY PAY ONE AMOUNT	
If Paid By	Amount Due
Nov. 30, 2020	\$0.00
Dec. 31, 2020	\$0.00
Jan. 31, 2021	\$0.00
Feb. 28, 2021	\$0.00
Mar. 31, 2021	\$0.00

Make checks payable to:
 Scott Randolph, Tax Collector

CITY OF BELLE ISLE
 1600 NELA AVE
 BELLE ISLE, FL 32809-6199

PO Box 545100
Orlando FL 32854-5100





ORANGE COUNTY TAX COLLECTOR SCOTT RANDOLPH

INDEPENDENTLY ELECTED TO SERVE YOU

P.O. Box 545100, Orlando, FL 32854 | (407) 434-0312

octaxcol.com | octaxcol

PROPERTY TAX NOTICE

PAYING YOUR TAXES

VERIFY

Please verify the description of the property. If there are any errors, notify the Property Appraiser's Office. Visit ocpafl.org for contact information.

SELECT A PAYMENT METHOD

Online: Pay online at octaxcol.com. Pay by credit/debit card or eCheck.

By Mail: Return the notice to Property Tax Dept., P.O. Box 545100, Orlando, FL 32854. Pay by check made payable to "Scott Randolph" or "Orange County Tax Collector."

In Person: Visit our Property Tax Dept. or any of our office locations by appointment. Pay by check made payable to "Scott Randolph" or "Orange County Tax Collector," money order, cash, or credit/debit card.

RECEIVE AN EARLY PAYMENT DISCOUNT

Payment Postmark Date Discount

November	4%
December	3%
January	2%
February	1%

Processing fees: \$2.00 eCheck fee; 2.39% credit card/ debit card fee (except Visa debit card), \$2.00 minimum; and \$3.50 Visa debit card fee.

IMPORTANT DATES

November 1: First day to pay taxes and assessments.

Before March 1: File for new exemptions with the Property Appraiser. Learn more at ocpafl.org.

March 31: Taxes and assessments are due. Payment must be received by our office by this date regardless of postmark date.

April 1: Unpaid real estate taxes are delinquent (3% minimum mandatory charge plus fees will be imposed).

Unpaid tangible personal property taxes are delinquent (interest accrues at a rate of 1.5% per month plus advertising and fees).

Tax warrants are issued for all unpaid tangible personal property taxes.

April 30: Deadline for Installment Plan Application. Download the application at octaxcol.com.

Must be received before June 1: Last day to pay real estate taxes without lien.

LOCATIONS & HOURS

PROPERTY TAX DEPT.

200 S. Orange Ave., 16th Floor
Orlando, FL 32801

Hours of Operation
7:30 a.m. — 4:30 p.m. – M–F

OFFICE LOCATIONS

Downtown Orlando

301 S. Rosalind Ave.
Orlando, FL 32801

West Oaks Mall

9401 W. Colonial Dr., Suite 360
Ocoee, FL 34761

Clarcona

4101 Clarcona Ocoee Rd.
Orlando, FL 32810

Sand Lake

730 W. Sand Lake Rd.
Orlando, FL 32809

Lee Vista (NEW)

6050 Wooden Pine Dr., Ste 100
Orlando, FL 32829
*(Located at the NE corner of
Lee Vista Blvd. & SR 417)*

University

10051 University Blvd.
Orlando, FL 32817

Hours of Operation
8:30 a.m. — 5:00 p.m. – M, T, Th, F
9:00 a.m. — 5:00 p.m. – W

ARE YOU THE CURRENT OWNER?

Real Property: If you are not the current owner, please forward this notice to the new owner or return it to the Tax Collector's Office, P.O. Box 545100, Orlando, FL 32854.

Tangible Personal Property: If you are not the current owner of the business equipment, but you were the owner as of January 1, you are responsible for the tax.

Notice: Failure to pay the amounts due will result in a tax certificate being issued against the property.

ABOUT PROPERTY TAX COLLECTION

Tax rates are set. Taxing authorities set the millage rate, which is the rate of tax per \$1,000 of taxable value. Non-Ad Valorem assessments are levied on a unit basis rather than the value of property.

Property values are determined. The Property Appraiser establishes the value of property, approves exemptions, including Homestead, and certifies the Tax Roll to the Tax Collector.

Taxes are collected. The Tax Collector is then responsible for mailing tax bills, collecting taxes and distributing revenue to the taxing authorities in Orange County.

ONLINE

SIGN UP FOR PAPERLESS TAX BILLS

Sign up to receive your annual Property Tax Bill electronically at octaxcol.com.

PRINT A RECEIPT

To print a receipt of your Property Tax Bill, visit our Property Tax Search page at octaxcol.com. Enter an owner name, parcel ID, tangible ID, or location address to search for your tax bill.

COMPLETE A CHANGE OF ADDRESS

All changes of address must be filed with the Property Appraiser. Download the Change of Address Form at ocpafl.org.

APPLY FOR THE INSTALLMENT PAYMENT PLAN

To qualify for the quarterly Installment Payment Plan, you must be current on your taxes and your prior year taxes must exceed \$100.00. Download the application at octaxcol.com.

LEASE AGREEMENT

by and between

CITY OF BELLE ISLE, FLORIDA

as LANDLORD

and

CITY OF BELLE ISLE CHARTER SCHOOLS, INC.

as TENANT

Property Address:

5903 Randolph Avenue, Belle Isle, FL 32809

LEASE AGREEMENT

This **LEASE AGREEMENT** (this "Lease") is made and entered into as of the 1st day of October 2012 by and between **CITY OF BELLE ISLE, FLORIDA**, a Florida municipal corporation ("Landlord") whose mailing address is 1600 Nela Avenue, Belle Isle, Florida 32809 and **BELLE ISLE CHARTER SCHOOLS, INC.**, a Florida not-for-profit corporation ("Tenant") whose mailing address is 5903 Randolph Avenue, Belle Isle, Florida 32809.

WITNESSETH:

WHEREAS, Landlord is the fee owner of certain real property as more specifically described in Exhibit "A" attached hereto and by this reference made a part hereof, including the tenements, hereditaments, improvements, fixtures, furniture, equipment, appurtenances, rights, easement and rights-of-way incident thereto (collectively, the "Premises");

WHEREAS, as of the date of this Lease, Tenant currently operates two charter schools known as Cornerstone Charter Academy, for up to 900 students in grades K-8, and Cornerstone Charter High School, for up to 800 students in grades 9-12, (collectively, the "Charter Schools") on the Premises;

WHEREAS, Tenant has determined and hereby determines that it is in the best interests of Tenant to lease from the Landlord the entire Premises consistent with the terms of this Lease;

WHEREAS, the Landlord has issued its \$9,625,000 Charter School Lease Revenue Bonds, Series 2012 (Cornerstone Charter Academy and Cornerstone Charter High School Project) (the "Series 2012 Bonds") in order to finance the acquisition and equipping of the Premises which will be leased to the Tenant pursuant to this Lease.

NOW, THEREFORE, for and in consideration of the mutual covenants of the respective parties herein contained, the parties hereto agree as follows:

ARTICLE I
DEFINITIONS

Section 1.1. Definitions. Except as otherwise defined herein and in the Indenture, capitalized words and phrases shall have the meanings specified below and other capitalized words and phrases in this Lease have the meanings ascribed to them unless the context clearly requires otherwise:

"Annual Financial Statements" means the annual audited financial statements, which may be in a single combined report or separate statements, relating to (i) the Cornerstone Charter Academy and (ii) the Cornerstone Charter High School, prepared in accordance with Generally Accepted Accounting Principles by a Certified Public Accountant, relating to the Charter Schools' operations and including, without limitation, statements in reasonable detail of financial condition as of the end of such Charter School Fiscal Year and income and expenses for such Charter School Fiscal Year.

"Base Rent" means the amounts set forth in Exhibit "B" attached hereto.

"Buildings" means all buildings and other structures now existing or later constructed on the Premises and includes, without limitation, the charter school facilities located on the Premises as of the date of this Lease.

"Charter Contracts" shall mean the charter contracts granted to the Tenant by the School Board pursuant to Section 1002.33, Florida Statutes, for the operation of the Charter Schools, as such contracts may be in place and effective from time to time, including all amendments, extensions and renewals thereof.

"Charter School Fiscal Year" has the meaning set forth in the Indenture.

"Charter School Law" means Section 1002.33, Florida Statutes and other applicable provisions of law relating to charter schools.

"Charter School Revenues" means all amounts payable to Tenant by the School Board or the Florida Department of Education under the Charter Contracts including, but not limited to (i) Charter School capital outlay funds distributed to Tenant pursuant to Sections 1002.33(19), 1013.62, 1013.71, 1013.72, 1013.735, 1013.737, Florida Statutes, and any successor statutes or similar funding sources, and (ii) Charter School operating funds distributed to Tenant pursuant to Section 1002.33(17), Florida Statutes and any successor statutes or similar funding sources.

"Days Cash on Hand" means the amount determined by dividing (a) the amount of the Tenant's cash and unrestricted available funds on any June 30 by (b) the quotient obtained by dividing Operating Expenses as shown on the most recent Annual Financial Statements by 365.

"Debt Service Coverage Ratio" means, for any Charter School Fiscal Year, the ratio obtained by dividing the Net Income Available for Debt Service for such Charter School Fiscal Year by the Maximum Annual Debt Service.

"Equipment" means all furniture, machinery, fixtures and equipment now owned or hereafter acquired by Landlord for use at any portion of the Premises (excluding such matters temporarily provided by Landlord for temporary use on the Premises), including without limitation all items of tangible personal property and fixtures used or usable in connection with the Buildings, and any item of furniture, machinery, fixtures, equipment or other tangible personal property or fixtures acquired in substitution or replacement thereof.

"Incremental Rent" means the amounts payable by the Tenant as incremental rent as described in Section 5.1 hereof.

"Indebtedness" means all indebtedness of the Tenant for borrowed moneys, no matter how created, whether or not such indebtedness is assumed by the Tenant, including any leases required to be capitalized in accordance with Generally Accepted Accounting Principles, installment purchase obligations and guaranties.

"Indenture" means that certain Trust Indenture, dated as of October 1, 2012, by and between the Landlord and the Trustee.

"Independent Consultant" means an Independent management consultant or Certified Public Accountant experienced in the management and operations of charter schools in the State of Florida.

"Irrevocable Deposit" means the irrevocable deposit in trust of cash in an amount (or Government Obligations, the principal of and interest on which will be in an amount) and under terms sufficient to pay all or a specified portion of the principal of, premium, if any, and/or the interest on, as the same shall become due, any Indebtedness that would otherwise be considered Outstanding. The trustee of such deposit shall have possession of any cash and securities (other than book-entry securities) and may be the Trustee or any other trustee authorized to act in such capacity.

"Lease Revenues" mean Base Rent and Incremental Rent payable by the Tenant to the Landlord pursuant to this Lease.

"Leased Property" means the Premises, the Equipment, and the Buildings, and (d) any additions or alterations thereto which are permitted herein.

"Leasehold Mortgage" means that certain Leasehold Mortgage and Security Agreement, dated as of October 1, 2012, from the Tenant to the Trustee.

"Lien" means any mortgage or pledge of, security interest in, or lien or encumbrance on, any property that secures any Indebtedness or other obligation of the Tenant.

"Limited Offering Memorandum" means the Limited Offering Memorandum, dated October 1, 2012, prepared in connection with the sale of the Series 2012 Bonds.

"Maximum Annual Debt Service" means, as of any date of calculation, the highest principal and interest payment requirements (net of any Debt Service Reserve Fund balance required to be applied to the payment of principal in the year of final maturity of any Series of Bonds) with respect to all Indebtedness for the current and any succeeding Charter School Fiscal Year.

"Net Income Available for Debt Service" means, for any period of determination thereof, the Charter School Revenues for such period, including, but not limited to Base Rent, plus amounts held by the Trustee in the Debt Service Fund representing capitalized interest on the Bonds and scheduled to be used to pay interest on the Series 2012 Bonds during such period plus amortization of interest on other Indebtedness and the interest earnings on moneys held in the Debt Service Reserve Fund established under the Indenture and transferred to the Interest Account less the total Operating Expenses for such period, but excluding (i) any profits or losses that would be regarded as extraordinary items under Generally Accepted Accounting Principles, (ii) gain or loss in the extinguishment of Indebtedness of the Tenant, (iii) proceeds of the Bonds and any other Indebtedness of the Tenant, and (iv) proceeds of insurance policies, other than policies for business interruption insurance, maintained by or for the benefit of the Tenant, the proceeds of any sale, transfer or other disposition of the Leased Property, and any condemnation or any other damage award received by or owing to the Tenant or the Landlord with respect to the Leased Property.

"Net Incremental Rent" means Incremental Rent less amounts, if any, withheld by the Trustee pursuant to Sections 6.02(d) and (e) of the Indenture.

"Operating Expenses" means all expenses of the Tenant reasonably required in the operation and maintenance of the Project and the Charter Schools, consistent with generally accepted accounting principles, and including, the following items, without intending to limit the generality of the foregoing:

- (a) expenses for operation (including all utilities and fees payable under management and/or operating agreements, including the Management Agreements), maintenance, repair, insurance and inspection;
- (b) costs and expenses for reasonable and necessary professional, engineering, architectural, legal, financial, auditing and consulting services, and including the fees of and other amounts payable to the Trustee;
- (c) all taxes or contributions or payments in lieu thereof, assessments and charges, including, without intending to limit the generality of the foregoing, income, profits, sales, use, property, franchise, and excise taxes;
- (d) obligations under contracts for supplies, services and pensions and other employee benefits;
- (e) purchases of merchandise and other inventory items; and
- (f) lease payments including, but not limited to, Base Rent and Incremental Rent, provided, however, the term "Operating Expenses" shall not be construed to include depreciation or other non-cash expenses.

"Opinion of Counsel" means an opinion in writing of legal counsel, who may be counsel to the Landlord, the Trustee or the Tenant, reasonably acceptable to the addressees thereof.

"Permitted Encumbrances" means, as of any particular time, those items described on Schedule II to title policy delivered in connection with the issuance of the Series 2012 Bonds and any of the following:

- (a) purchase money security interests with respect to any item of equipment related to the Leased Property;
- (b) utility, access, and other easements and rights-of-way, mineral rights and reservations, restrictions and exceptions that would not in the aggregate (i) materially interfere with or impair any present use of the Leased Property or any reasonably probable future use of the Leased Property, or (ii) materially reduce the value that would be reasonably expected to be received for the Leased Property upon any sale;
- (c) mechanics' and materialmen's Liens related to the Leased Property when payment of the related bill is not overdue;

(d) judgment liens against the Landlord or Tenant so long as such judgment is being contested and execution thereon is stayed or while the period for responsive pleading has not lapsed;

(e) (i) rights reserved to or vested in any municipality or public authority by the terms of any right, power, franchise, grant, license or permit, or provision of law, affecting the Charter Schools or the Leased Property, to (A) terminate such right, power, franchise, grant, license or permit, provided that the exercise of such right would not materially impair the use of the Leased Property or materially and adversely affect the value thereof, or (B) purchase, condemn, appropriate, or recapture, or designate a purchaser of, the Leased Property; (ii) Liens on the Leased Property for taxes, assessments, levies, fees, water and sewer charges, and other governmental and similar charges not yet due or delinquent; (iii) easements, rights-of-way, servitudes, restrictions and other minor defects, encumbrances and irregularities in the title to the Leased Property that do not materially impair the use of the Leased Property or materially and adversely affect the value thereof; or (iv) rights reserved to or vested in any municipality or public authority to control or regulate any Charter School, the Leased Property or to use the property or the facilities in any manner, which rights do not materially impair the use of the Leased Property or materially and adversely affect the value thereof;

(f) Liens and any other restrictions, exceptions, leases, easements or encumbrances that are existing on the date of initial issuance and delivery of the Bonds (including the Series 2012 Bonds), provided that no such Lien (or the amount of Indebtedness secured thereby), restriction, exception, lease, easement or encumbrance may be increased, extended, renewed or modified to apply to the Leased Property not subject to such Lien on such date, unless such Lien as so extended, renewed or modified would otherwise qualify as a Permitted Encumbrance hereunder or is otherwise permitted hereunder;

(g) Liens on the Leased Property, the Pledged Revenues or the Charter School Revenues incurred in connection with the incurrence of any Indebtedness that meets the conditions described in Section 13.11 hereof;

(h) Liens arising by reason of an Irrevocable Deposit; and

(i) Liens on the Leased Property, the Pledged Revenues or the Charter School Revenues to secure payment of Indebtedness subordinate to the obligations of the Tenant hereunder and which incurrence of such subordinate Indebtedness meets the conditions described in Section 13.11 hereof.

"School Board" means the School Board of Orange County, Florida.

"Tenant Documents" means this Lease, the Charter Contracts, the Management Agreements, the Leasehold Mortgage, the Bond Purchase Agreement, among the Underwriter, the Landlord and the Tenant, dated October 17, 2012, the Continuing Disclosure Agreement among the Landlord, the Tenant and the Trustee, dated as of October 1, 2012, and each of the other agreements, certificates, contracts or instruments to be executed by the Tenant in connection with the issuance of the Bonds.

"Transfer" means any act or occurrence the result of which is to dispossess any Person of any asset, claim, or interest therein, including specifically, but without limitation, the forgiveness of any debt, but shall not include leases and operating contracts governed by this Lease.

"Trustee" means Regions Bank, as trustee under the Indenture, and its successors and assigns.

"Underwriter" means B.C. Ziegler and Company, the underwriter for the Series 2012 Bonds.

ARTICLE II
TENANT REPRESENTATIONS

Section 2.1. Representations by the Tenant. The Tenant represents and covenants that:

(a) It is duly organized and existing as a Florida not-for-profit corporation and is in good standing under the laws of the State, it will maintain, extend and renew its corporate existence under the laws of the State, and it will not do, suffer or permit any act or thing to be done whereby its right to transact its functions might or could be terminated or its activities restricted.

(b) The Tenant has been duly authorized to execute the Tenant Documents and consummate all of the transactions contemplated thereby, and the execution, delivery, and performance of the Tenant Documents will not conflict with or constitute a breach of or default by the Tenant under any other instrument or agreement to which the Tenant is a party or by which its property is bound.

(c) The Tenant's execution, delivery, and performance of the Tenant Documents shall not constitute a violation of any order, rule, or regulation of any court or governmental agency having jurisdiction over the Tenant.

(d) There are no pending or, to the Tenant's knowledge, threatened actions, suits, or proceedings of any type whatsoever affecting the Tenant, the Tenant's property, or the Tenant's ability to execute, deliver, and perform with respect to any of the Tenant's Documents, except as otherwise set forth in the Limited Offering Memorandum.

(e) The Leased Property financed or refinanced with proceeds of the Bonds is comprised of land, buildings, facilities, equipment and/or other items for the Charter Schools.

(f) Neither the representations of the Tenant contained in the Tenant Documents nor any oral or written statement, furnished by or on behalf of the Tenant to the Landlord or the Underwriter in connection with the issuance of the Bonds and the transactions contemplated hereby, contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements contained herein or therein not misleading. There are no facts that the Tenant has not disclosed to the Landlord and the Underwriter in writing that the Tenant believes materially and adversely affect or in the future may (so far as the Tenant can now reasonably

foresee) materially and adversely affect the properties, business, prospects, profits, or condition (financial or otherwise) of the Tenant, or the ability of the Tenant to perform its obligations under the Tenant Documents or any documents or transactions contemplated hereby or thereby.

(g) The Tenant's federal employer identification number is 27-2154495.

(h) The Tenant will comply fully and in all respects with the Charter School Law and the Charter Contracts and will take all reasonable action to maintain, extend and renew the Charter Contracts so long as any amounts under this Lease are due and payable.

(i) The Tenant has obtained, or will obtain before they are required, all necessary approvals of and licenses, permits, consents, and franchises from federal, State, county, municipal, or other governmental authorities having jurisdiction over the Leased Property to operate the Leased Property as charter schools, and to enter into, execute, and perform its obligations under this Lease and the other Tenant Documents.

(j) There has been no material adverse change in the financial condition, results of operations, or business affairs of the Tenant or the feasibility or physical condition of the Leased Property or the Charter Schools subsequent to the date of the Limited Offering Memorandum.

(k) The Tenant (i) understands the nature of the structure of the transactions related to the financing and refinancing of the Leased Property; (ii) is familiar with all the provisions of the documents and instruments related to such financing to which the Tenant or the Landlord is a party or of which the Tenant is a beneficiary; (iii) understands the risk inherent in such transactions, including, without limitation, the risk of loss of the Leased Property; and (iv) has not relied on the Landlord or the Underwriter for any guidance or expertise in analyzing the financial consequences of such financing transactions.

Section 2.2. Agreement to Provide Ongoing Disclosure. Each of the Landlord and the Tenant hereby covenants to enter into the Continuing Disclosure Agreement for the benefit of the holders of the Series 2012 Bonds required by Section (b)(5)(i) of Securities and Exchange Commission Rule 15c2-12 under the Securities Exchange Act of 1934, as amended (17 CFR Part 240, § 240.15c2-12) (the "Rule") contemporaneously with the issuance of the Series 2012 Bonds and each Owner shall be a beneficiary of this Section and such undertaking with the right to enforce this Section and undertaking directly against the Landlord and/or Tenant.

ARTICLE III DEMISING CLAUSE

Section 3.1 Demising Clause. Landlord hereby demises and leases the Leased Property to Tenant and Tenant hereby leases the Leased Property from Landlord, in accordance with the provisions of this Lease, to have and to hold for the Term (as defined herein).

ARTICLE IV
TERM, SURRENDER

Section 4.1. Commencement of Lease Term; Renewals. The term of this Lease shall commence on October 25, 2012 (the "Commencement Date") and shall terminate on July 31, 2043, unless earlier terminated pursuant to Section 4.2 below.

Section 4.2. Termination of Term. The Term shall terminate upon the earliest of any of the following events:

- (a) The occurrence of an Event of Default and termination of the Term by the Landlord with the prior written consent of the Trustee under Article XIV of this Lease;
- (b) The end of the Term; or
- (c) The date that no Bonds are Outstanding.

Section 4.3. End of Term. Upon the expiration or earlier termination of the Term, Tenant shall surrender the Leased Property in the same order and condition in which it was in on the Commencement Date, ordinary wear and tear excepted. All alterations, additions or improvements and fixtures made to the Premises made by either party shall remain upon and be surrendered with the Premises as a part thereof except that Tenant shall have the right to remove all of Tenant's movable trade fixtures, furniture, furnishings and equipment and any of such property deemed by law to be the property of the School Board. All damage and injury to the Premises caused by such removal shall be repaired by Tenant at Tenant's sole expense. If such property of Tenant is not removed by Tenant prior to the expiration or termination of the Term, the same shall, at Landlord's option, become the property of Landlord.

ARTICLE V
RENT

Section 5.1. Payment of Charter School Revenues, Base Rent and Incremental Rent. The Landlord and Tenant hereby acknowledge that they are receiving substantial and material consideration from the issuance of the Bonds, and the Landlord hereby directs Tenant and Tenant hereby pledges and agrees to pay directly to the Trustee all Charter School Revenues as received during the Lease Term. Notwithstanding the foregoing, the Tenant pledges and agrees to pay the Base Rent in the amount set forth in Exhibit "B" attached hereto, plus Incremental Rent in the amount set forth in Exhibit "C" attached hereto. Base Rent and Incremental Rent are to be paid from Charter School Revenues deposited with the Trustee to the extent Charter School Revenues are sufficient for such purposes. In addition, and without duplication of any other payment obligations under this Lease, Tenant shall pay to the Trustee all amounts sufficient to pay principal of, and premium, if any and interest on the Bonds as and when due, whether by reason of maturity, scheduled payment date, mandatory, extraordinary or optional redemption, acceleration or otherwise.

Base Rent and Incremental Rent shall be held by the Trustee for the benefit of the Landlord and distributed pursuant to the terms of the Indenture. In connection with any

unscheduled redemption of the Bonds, the schedule of Base Rent set forth in Exhibit "B" attached hereto shall be recalculated and amended by the Landlord to reflect debt service payments on the Bonds. A copy of any revision to Exhibit "B" shall be provided to the Trustee by the Landlord. Upon receipt of any Charter School Revenues released back to the Tenant pursuant to the terms of Section 6.02(f) of the Indenture, the Tenant shall pay Net Incremental Rent to the Landlord. In the event Tenant holds over beyond the date of such termination, Tenant shall pay to Landlord monthly rent based upon the "per student" rate for determining Incremental Rent then in effect and all other applicable terms of this Lease Agreement shall continue in full force and effect.

Section 5.2. Payments.

(a) Without limiting the provisions of Section 5.1 above, to secure its obligations to pay Base Rent and Incremental Rent hereunder, the Tenant hereby pledges and agrees to pay to the Trustee, for distribution as provided by the Indenture in consideration of the covenants of the Landlord hereunder, all Charter School Revenues as received.

(b) Base Rent and Incremental Rent shall be paid from Charter School Revenues, provided, however, that nothing in this Lease shall be construed as prohibiting the Tenant from making any payment hereunder from other legally available revenues of the Tenant to the extent Charter School Revenues are insufficient therefore. The Base Rent shall be payable in advance.

(c) It is understood and agreed that all Charter School Revenues payable under this Section by the Tenant is hereby assigned by the Landlord to Trustee. The Tenant expressly consents to such assignment. All Base Rent and Incremental Rent payable by Tenant shall be made without defense, counterclaim or set-off by reason of any dispute between the Tenant and the Landlord, or between the Tenant and the Trustee, or between the Landlord and the Trustee, or for any other reason whatsoever (any such defenses or rights to set-off being absolutely waived by the parties hereto).

Section 5.3. Taxes and Assessments. Tenant covenants and agrees to pay and discharge, when due and payable, (a) all personal property taxes, real estate taxes, assessments, sewer and water rents, rates and charges and other governmental levies, impositions or charges, whether general, special, ordinary, extraordinary, foreseen or unforeseen, which may be assessed, levied or imposed upon all or any part of the Leased Property, and (b) any sales or excise tax now or hereafter levied or assessed upon or against Tenant's or Landlord's interest in the Base Rent and Incremental Rent. Should the appropriate taxing authority require that any of the foregoing be collected by Landlord for or on behalf of such taxing authority, then the same shall be paid by Tenant to Landlord as additional Incremental Rent in accordance with the terms of any written notice from Landlord to Tenant to such effect.

Section 5.4. Pledge By Tenant. In order to secure the payment in full of the Bonds and payment of all sums due or to become due under this Lease, including advances which may be made in the future, and to secure the performance by the Tenant of all the covenants expressed or implied by this Lease (a) the Tenant hereby grants, bargains, sells, conveys and mortgages unto the Trustee, to the extent permitted by law and subject to any and all Permitted Encumbrances, all of the Tenant's interest in the Project and the facilities, buildings, fixtures, equipment,

personal property of every kind in connection therewith, and other improvements located or to be constructed thereon, and any fixtures or appurtenances now or hereafter erected thereon; together with all rents and leases, profits, royalties, mineral rights, geothermal resources, oil and gas rights and profits, easements and access rights, now owned or hereafter acquired by, used by or belonging to the Tenant, or in any way connected with the Project, all of which are declared to be a part of said Project, and all of the Tenant's rights, privileges, benefits, hereditaments and appurtenances in any way belonging, incidental or appertaining to the Project, subject to Permitted Encumbrances, and (b) the Tenant hereby pledges and grants to the Trustee, to the extent permitted by law and subject to any and all Permitted Encumbrances, a present security interest, within the meaning of the Florida Uniform Commercial Code in the Charter School Revenues, whether now owned or hereafter acquired, and including the products and proceeds of the same.

The foregoing provisions of this Section 5.4 constitute an absolute and unconditional present assignment of the Charter School Revenues, subject however to the conditional permission hereby given to the Tenant to collect and use Charter School Revenues so long as no Event of Default under this Lease shall have occurred and be continuing, upon which Event of Default that permission shall automatically terminate, and the Charter School Revenues shall be deposited immediately with the Trustee; provided that the existence or exercise of any privilege of the Tenant granted pursuant to that permission shall not be construed and shall not operate to subordinate the assignment made or the security interest granted in this Section 5.4, in whole or in part, to any subsequent assignment made or security interest granted by the Tenant. The assignment, security interest and agreement to pay shall not inhibit, and this Lease allows (except as otherwise herein provided), the sale or other transfer of such Charter School Revenues for Tenant expenditures, provided that an Event of Default shall not have occurred and be continuing or occur on account of such sale or transfer.

It is the intention of the parties that the foregoing mortgage and grant of liens and security interests shall encompass, to the extent permitted by law, all rights of the Tenant in the Project and the Charter Schools and the income therefrom and all personal property and other assets of the Tenant of every possible type constituting a portion of the Project and the Charter Schools, and that all such liens and security interests are also evidenced by the Leasehold Mortgage. The Tenant hereby authorizes the Landlord and the Trustee to cause to be filed, in the office or offices such party deems appropriate, one or more Uniform Commercial Code financing statements in favor of the Trustee, as secured party, covering such assets of the Tenant, and further authorizes such parties to cause to be filed any and all amendments to such financing statements, including without limitation continuations, which may be required or appropriate. Notwithstanding that all such filings are the obligation of the Tenant, the Tenant hereby authorizes the Trustee to make any and all filings described in this section.

To the extent any assets pledged pursuant to this Lease consist of rights of action or personal property, this Lease constitutes a security agreement and financing statement and is intended when recorded to create a perfected security interest in such assets in favor of the Trustee. The Tenant shall file financing statements, and any and all amendments thereto which may be required or appropriate, from time to time relating to this Lease in such manner and at such places as may be required by law fully to protect the security of the Trustee and the right,

title and interest of the Trustee in and to the assets described in this Section 5.4 or any part thereof.

ARTICLE VI
USE AND MAINTENANCE OF PREMISES

Section 6.1. Use of Leased Property. The Leased Property is to be used and occupied by the Tenant solely for the purpose of operating the Charter Schools thereon and for no other uses, subject to the remedial provisions hereof and of the Indenture; provided, however, that the Tenant may, with the prior written consent of Landlord, allow the use and occupancy of any portion of the Leased Premises by third parties. Tenant shall not use or allow the use or occupancy of the Leased Property for any unlawful purpose nor shall Tenant do or permit any act or thing at the Leased Property which would constitute a public or private nuisance or waste. Tenant shall not operate or use or allow the use or occupancy of the Leased Property or any portion thereof in any manner which (a) may cause interest on the Series 2012 Bonds or any other tax exempt Bonds issued under the Indenture to be subject to federal income tax, or (b) may cause Tenant to no longer be an organization described in section 501(c)(3) of the Internal Revenue Code.

Section 6.2. Delivery of Premises. Tenant has inspected all portions of the Leased Property and agrees (a) to accept possession of the Leased Property in the "as is" condition existing on the Commencement Date, (b) that neither Landlord nor Landlord's agents have made any representations or warranties with respect to the Leased Property except as expressly set forth herein, and (c) Landlord has no obligation to perform any work, supply any materials, incur any expense or make any improvements to the Premises to prepare the Premises for Tenant's occupancy. Tenant's occupancy of any portion of the Premises shall be conclusive evidence, as against Tenant, that Tenant has accepted possession of all portions of the Leased Property in its then current condition and that all portions of the Leased Property were in a good and satisfactory condition at the time such possession was taken.

Section 6.3. Maintenance and Repair. Landlord will make all exterior and structural repairs, including repairs of the roof, windows, sidewalks, parking and driveway areas, as well as repairs as may be required because of water entering the Premises from the roof or other parts of the building from causes not under the control of Tenant. Tenant will be responsible for repair and maintenance of HVAC systems and sewer/septic facilities. Landlord shall replace the HVAC system if necessary, provided Tenant has performed normal maintenance of said system. Tenant shall keep the interior of the Premises, and the windows, doors and fixtures therein, and all interior walls, pipes, plumbing lines, toilets, lavatories, electrical fixtures and wiring, and other appurtenances in good and substantial repair and clean condition. Tenant will maintain the grounds, lawn, landscaping and exterior of the Premises in good condition. All maintenance and repairs under this Section shall be made promptly as and when necessary and shall be of a quality and class at least equal to the original work. If either party fails to proceed with due diligence to make any repairs to the Leased Property, the other party or the Trustee, upon meeting each of the following conditions, may make such repairs and all costs and expenses incurred on account thereof shall be paid by the defaulting party within 30 days of written demand: (a) written notice has been given to the defaulting party identifying the maintenance

and/or repairs required to be undertaken, (b) the maintenance or repairs identified are required under the terms of this Lease, (c) the defaulting party fails to commence the required maintenance or repairs within thirty (30) days after receipt of the written notice (or such reasonable time as is appropriate under the circumstances). In the event the Tenant makes any repairs to the Leased Property as provided above that are the Landlord's responsibility, such costs and expenses may be deducted from Net Incremental Rent paid to the Landlord. In the event the Trustee makes any repairs to the Leased Property as provided above, such costs and expenses may be paid pursuant to the provisions of Section 6.06 of the Indenture from funds held in the Renewal and Replacement Fund held under the Indenture without need for further requisition by the Landlord or the Tenant.

Section 6.4. Cleaning; Refuse and Rubbish Removal. Tenant, at Tenant's sole cost and expense, shall (a) keep all of the Leased Property in a clean condition, (b) cause the Premises and the Buildings to be treated for pests with such frequency and in such manner as to prevent the existence of vermin or other infestation, and (c) cause Tenant's garbage and other refuse to be removed from the Premises in a timely manner and, until removed, kept in a neat and orderly condition.

Section 6.5. Landlord's Right of Access. Landlord, the Trustee and any other party designated by Landlord shall have the right to enter the Premises at all reasonable times (a) to examine the Leased Property, (b) to show all or any portion of the Premises to prospective lessees, sublessees or licensees and (c) to make such repairs, alterations or additions to all or any portion of the Leased Property (i) as Landlord or the Trustee may deem necessary or appropriate or (ii) which Landlord or the Trustee may elect to perform following Tenant's failure to perform; provided, however, that Trustee's right to enter the Premises under this subsection (c) shall be exercised only in the event Landlord fails to make or begin necessary repairs, alterations or additions to the Premises within thirty (30) days after written notice to the Landlord setting forth the necessary repairs, alterations or additions. Notwithstanding the provisions of this Section, whenever, pursuant to the terms of this Lease, Landlord or the Trustee is permitted or obligated to enter the Leased Property, whether for purpose of making repairs, exhibiting the same to prospective tenants, or for any other purpose, such entry shall be on the following terms and conditions: (a) upon at least three (3) business days prior written notice to Tenant (except in an emergency), (b) during regular business hours, (c) in such a manner so as to minimize interference with the conduct of Tenant's business; provided, that Tenant shall have the right to reschedule the visit to a reasonable time if the visit would interfere with Tenant's business, and (d) Landlord's and Tenant's access to the Leased Property is subject to compliance with all applicable background screening requirements of state and federal law. Notwithstanding anything herein to the contrary, at any time that all or any portion of the Leased Property is not being used for school-related purposes (such as after Charter School hours, weekends, etc.), the Landlord shall have the right to enter and occupy the Premises, or such portion thereof, including, without limitation, the right to sublease or license the use of same for any lawful purpose. Landlord shall provide Tenant advance notice of such use to ensure the availability of all or any portion of the Leased Property. Landlord shall not use or allow the use or occupancy of the Leased Property for any unlawful purpose nor shall Landlord do or permit any act or thing at the Leased Property which would constitute a public or private nuisance or waste. Landlord shall not operate or use or allow the use or occupancy of the Leased Property or any portion thereof in any manner which may cause interest on the Series 2012 Bonds or any other tax

exempt Bonds issued under the Indenture to be subject to federal income tax. Landlord will not take any action or omit to take any action which may cause Tenant to no longer be an organization described in section 501(c)(3) of the Internal Revenue Code.

Section 6.6. Compliance with Law. Tenant agrees, at its own expense, to comply with all laws, orders and regulations of federal, state and municipal authorities and with any lawful direction of any public officer which shall impose any duty upon Tenant with respect to its use of the Leased Property or the occupancy of all of the portions of the Leased Property (collectively, the "Legal Requirements"). Landlord shall comply with and shall not cause the Leased Property or any portions thereof to violate any Legal Requirements.

**ARTICLE VII
ALTERATIONS AND IMPROVEMENTS**

Section 7.1. Equipment and Furnishings. Tenant shall be permitted to install trade fixtures, furniture, furnishings and equipment on and in the Leased Property which shall remain the property of Tenant after expiration of this Lease.

Section 7.2. Improvements. Except as expressly permitted in this Lease, Tenant will not make any alteration, addition or improvements or install any fixtures (collectively "Alterations") in or to any portion of the interior or exterior of the Leased Property without first obtaining the prior written consent of Landlord. Tenant shall cause all Alterations permitted by Landlord to conform to all Legal Requirements. Notwithstanding the foregoing, Tenant shall be permitted to make Alterations to the Leased Property that do not affect the structural integrity of the Buildings without the consent of the Landlord.

Section 7.3. No Liens Created by Tenant or Landlord. Other than Permitted Encumbrances, neither the Tenant nor the Landlord shall allow any of the Leased Property to become subject to any security interest, lien, charge or encumbrance whatsoever except as expressly provided herein and in the Indenture. If any mechanic's lien, materialman's lien or other lien is placed against any portion of the Leased Property, Tenant and Landlord shall have thirty (30) days after notice thereof to remove same or post a bond in the amount of the lien.

Section 7.4. Quiet Enjoyment; Defense of Title. Landlord covenants and warrants that, except as provided herein, Tenant shall and will peacefully and quietly have, hold and enjoy the Leased Property for the Term subject to the terms and conditions of this Lease. Except for matters of record on the date hereof, and except for Permitted Encumbrances, Landlord does hereby fully warrant the title to the Leased Property and every part thereof and will defend the same against the lawful claims of all persons whomsoever.

**ARTICLE VIII
DESTRUCTION AND CONDEMNATION**

Section 8.1. Destruction of Premises. If any of the Buildings are totally or partially damaged or destroyed from any cause, Tenant shall give prompt notice to Landlord, and the damage shall be repaired by Landlord, at its expense but through the use of any proceeds from

policies of insurance maintained by Tenant, to substantially the condition that existed prior to the damage, subject to the provisions of the Indenture. None of the Tenant's obligations to make payments of (i) Charter School Revenues to the Trustee, (ii) the Base Rent, (iii) the Incremental Rent or (iv) the Net Incremental Rent shall be abated in whole or in part during any period of repair or restoration. Notwithstanding the foregoing, if any of the Buildings are totally damaged or are rendered wholly untenable, or if any of the Buildings are so damaged that, in accordance with Section 9.04(b) of the Indenture, substantial alteration, demolition, or reconstruction is required, then in either of such events Landlord may, not later than 60 days following the date of the damage, give Tenant a notice terminating this Lease with respect to the Leased Property upon which such of the Buildings is located. If this Lease is so terminated, (a) the Term with respect to such portion of the Leased Property shall expire upon the date set forth in Landlord's notice, which shall not be less than 30 days after such notice is given, and Tenant shall vacate such portion of the Leased Property and surrender the same to Landlord no later than the date set forth in the notice, (b) all proceeds of policies of insurances maintained by Tenant with respect to such portion of the Leased Property shall become the property of Landlord and applied pursuant to Section 9.04(b) of the Indenture, and (c) this Lease shall remain in effect and unchanged with respect to of the remainder of the Leased Property and the Leased Property associated therewith. Additionally, in the event that any of the Buildings are totally or partially destroyed or condemned within the last six (6) months of the then current Term, then Tenant shall have the right, at its sole discretion, to deliver to Landlord any insurance proceeds received by or payable to Tenant with respect thereto (which proceeds shall be delivered to the Trustee in accordance with Section 9.04(b) of the Indenture) and terminate this Lease with respect to such portion of the Leased Property. In such event, the Lease shall be terminated with respect to such portion of the Leased Property as of the date the insurance proceeds are delivered to Landlord. Nothing in this Section shall give Tenant a right of termination which is contrary to the terms of the Indenture.

Section 8.2. Eminent Domain. In the event any of the properties that make up the Leased Property are totally condemned by any political body having the power of eminent domain, this Lease shall terminate with respect to such property on the date of vesting of title in such proceedings and the entire proceeds from such condemnation award shall become the property of Landlord without deduction, and shall be delivered to the Trustee and applied pursuant to Section 9.04(b) of the Indenture. In the event any of the properties that make up the Leased Property are partially condemned by any political body having the power of eminent domain, the entire proceeds from such condemnation award shall be allocated to Landlord without deduction. Nothing in this Section shall give Tenant a right of termination which is contrary to the terms of the Indenture.

Section 8.3. Cooperation of Landlord. Landlord and Tenant shall cooperate fully with each other and with the Trustee in filing any proof of loss with respect to any insurance policy maintained by Tenant and in the prosecution or defense of any prospective or pending condemnation proceeding with respect to the Leased Property or any portion thereof. In no event shall Tenant voluntarily settle, or consent to the settlement of, any proceeding arising out of any insurance claim, performance or payment bond claim, prospective or pending condemnation proceeding, or action relating to any construction contract for any portion of the Leased Property without the written consent of the Landlord and the Trustee.

Section 8.4. Consent of Trustee Required. Notwithstanding anything herein to the contrary, any action to be taken by the Landlord pursuant to this Article VIII shall require the prior written consent of the Trustee.

**ARTICLE IX
UTILITIES**

Section 9.1. Utilities. Tenant shall place in its name and shall pay or cause to be paid all charges for gas, electricity, light, heat, power, water, sewer, telephone, cable, trash collection and all other utility services used, rendered or supplied to or in connection with the Leased Property during the Term. Landlord shall not be liable in any way to Tenant for any failure, defect or interruption of, or change in the supply, character and/or quantity of any utility service furnished to the Leased Property for any reason except if attributable to the gross negligence or willful misconduct of Landlord, nor shall there be any allowance to Tenant for a diminution of rental value, nor shall the same constitute an actual or constructive eviction of Tenant, in whole or in part, or relieve Tenant from any of its Lease obligations.

**ARTICLE X
INSURANCE**

Section 10.1. Insurance. Throughout the Term, Tenant, at its expense, shall obtain and keep in full force and effect:

(a) a policy of commercial general liability insurance on an occurrence basis against claims for personal injury, death and/or property damage occurring in or about the Leased Property under which Tenant is named as the insured and Landlord, the Manager, the Trustee and any other parties whose names shall have been furnished by Landlord to Tenant from time to time are named as additional insureds, which insurance shall provide primary coverage without contribution from any other insurance carried by or for the benefit of Landlord. The minimum limits of liability applying exclusively to the Leased Property shall be \$1 million per occurrence and \$2 million annual aggregate; provided, however, that Landlord shall retain the right to require Tenant to increase such coverage, from time to time, to that amount of insurance which in Landlord's reasonable judgment is then being customarily required by landlords for similar properties.

(b) insurance against loss or damage by fire, and such other risks and hazards as are insurable under then available standard forms of "all risk" property insurance policies with extended coverage, insuring the entire Leased Property and all of Tenant's property located therein for the greater of (i) full insurable value thereof, (ii) replacement cost value thereof and (iii) the aggregate principal amount of all Outstanding Bonds (less the amount on deposit in the Debt Service Reserve Fund), having a deductible amount, if any, not in excess of \$5,000;

(c) workers' compensation insurance, as required by law;

(d) such other insurance in such amounts as Landlord may reasonably require from time to time; and

(e) all such other insurance as may be required under the Charter Contracts.

The requirements of this Section may also be satisfied by policies obtained by the Landlord or any other third party.

Section 10.2. Insurance Requirements. All insurance required to be carried pursuant to the terms of this Lease (a) shall contain a provision that (i) the policy shall be non-cancellable and/or no material change in coverage shall be made thereto unless Landlord and Trustee shall have received 30 days' prior notice of the same, by certified mail, return receipt requested, and (ii) Tenant or such third party provider shall be solely responsible for the payment of all premiums under such policies and, if applicable, Landlord shall have no obligation for the payment thereof, and (b) shall be effected under valid and enforceable policies issued by either the Florida Municipal Insurance Trust or by reputable and independent insurers permitted to do business in the State of Florida and rated in Best's Insurance Guide, or any successor thereto (or if there be none, an organization having a national reputation) as having an AM Best's Rating of "A-" and a "Financial Size Category" of at least "VII" or, if such ratings are not then in effect, the equivalent thereof or such other financial rating as an Independent Consultant may at any time consider appropriate.

Section 10.3. Delivery of Policies. On or prior to the Commencement Date, Tenant shall deliver to Landlord and the Trustee appropriate policies of insurance required to be carried by each party pursuant to this Article. Evidence of each renewal or replacement of a policy shall be delivered by Tenant to Landlord and the Trustee at least 10 days prior to the expiration of such policy.

**ARTICLE XI
ATTORNMENT**

Section 11.1. Attornment. Tenant shall, if requested by the Trustee or any mortgagee of all or any portion of the Premises at any time, or in the event any proceedings are brought for the foreclosure of or in the event of exercise of the power of sale under any mortgage made by Landlord covering the Leased Property or any portion thereof, attorn to the purchaser upon any such foreclosure or sale to recognize such purchaser as Landlord under this Lease. The provisions of this Section shall be self-operative and require no further instruments to give effect hereto; provided, however, that Tenant shall promptly execute and deliver any instrument that such successor landlord may reasonably request (a) evidencing such attornment, (b) evidencing the terms and conditions of Tenant's tenancy under this Lease, and (c) containing such other terms and conditions as may be required by such purchaser, provided such terms and conditions do not change or increase Tenant's obligations or reduce or in any way adversely affect the rights of Tenant under this Lease. Upon such attornment, this Lease shall continue in full force and effect as a direct lease between such successor landlord and Tenant upon all of the terms, conditions and covenants set forth in this Lease except that such successor landlord shall not be (a) liable for any previous act or omission of Landlord under this Lease except to the extent such act or omission is a default under this Lease and continues beyond the date when such successor landlord succeeds to Landlord's interest and Tenant gives notice of such act or omission to such

successor landlord; or (b) subject to any credit, demand, claim, counterclaim, offset or defense which theretofore accrued to Tenant against Landlord.

ARTICLE XII **ENVIRONMENTAL**

Section 12.1. Maintenance of Premises. Tenant, at Tenant's expense, shall maintain the Premises in compliance with, and shall not cause or permit the Premises, through the acts of Tenant, to be in violation of, any federal, state, county and municipal laws, ordinances, or regulations including, without limitation, those relating to Hazardous Materials, air and water quality, waste disposal, zoning, building, occupational safety and health, industrial hygiene, or to the environmental conditions on, under, or about the Property, including, but not limited to, soil and groundwater conditions ("Environmental Laws"). Landlord, to the extent it has access and at Landlord's expense, shall maintain the Premises in compliance with, and shall not cause or permit the Premises, through the acts of the Landlord or any sublessee, licensee or other user of Landlord, to be in violation of any Environmental Laws.

Section 12.2. Use of Hazardous Materials. Neither Tenant nor Landlord shall, in violation of any Environmental Laws, use, generate, manufacture, store, or dispose of, on, under, or about the Leased Property or transport to or from the Leased Property any flammable explosives, radioactive materials, including, without limitation, any substances defined as, or included in the definition of, "hazardous substances", "hazardous wastes", or "hazardous materials" under any applicable Environmental Laws ("Hazardous Materials").

Section 12.3. Environmental Liens. Neither Tenant nor Landlord shall create or suffer to exist with respect to the Leased Property, or permit any of its agents to create or suffer to exist any lien, security interest or other charge or encumbrance of any kind, including without limitation, any lien imposed pursuant to section 107(f) of the Superfund Amendments and Reauthorization Act of 1986 (42 U.S.C. section 9607(l)) or any similar Environmental Law.

Section 12.4. Responsibility. Tenant shall be solely responsible for, and to the extent permitted by law shall indemnify and hold harmless the Trustee and the Landlord, their partners, employees, agents, successors, and assigns from and against any loss, damage, cost, expense, or liability directly or indirectly arising out of or attributable to Tenant's use, generation, storage, release, threatened release, discharge, disposal of Hazardous Materials on, under, or about the Leased Property. Landlord shall be solely responsible for, and to the extent permitted by law shall indemnify and hold harmless the Trustee and the Tenant, their partners, employees, agents, successors, and assigns from and against any loss, damage, cost, expense, or liability directly or indirectly arising out of or attributable to Landlord's (or any sublessee, licensee or user of Landlord) use, generation, storage, release, threatened release, discharge, disposal of Hazardous Materials on, under, or about the Leased Property. The foregoing indemnities shall survive the termination or expiration of this Lease.

ARTICLE XIII
COVENANTS OF THE TENANT

Section 13.1. Annual Reports. The Tenant shall annually, within 90 days after the close of each Charter School Fiscal Year, file with the Trustee, any rating agency that shall have then in effect a rating on any of the Bonds, any Bondholder that shall have, in writing, requested a copy thereof, and otherwise as provided by law, the Annual Financial Statements.

The Tenant shall file with the Trustee annually within 90 days after the close of each Charter School Fiscal Year a certificate of an Authorized Representative setting forth (i) a description in reasonable detail of the insurance then in effect pursuant to the requirements of this Lease and that the Tenant has complied in all respects with such requirements, and (ii) whether during such year any material part of the Leased Property has been damaged or destroyed and, if so, the amount of insurance proceeds covering such loss or damage and specifying the Tenant's reasonable and necessary replacement costs.

Section 13.2. Books, Records and Annual Reports. The Tenant shall keep proper books of record and account for each of the Charter Schools with full, true and correct entries of all of its dealings substantially in accordance with practices generally used for public school accounting in which complete and correct entries shall be made of its transactions relating to the Charter Schools, and which, together with all other books and records of the Tenant, including, without limitation, insurance policies, relating to the Charter Schools, shall at all times be subject during regular business hours to the inspection of the Trustee.

Section 13.3. Consolidation, Merger, Sale or Conveyance. The Tenant agrees that during the term of this Lease it will maintain its corporate existence, will continue to be a not-for-profit corporation duly qualified to do business in the State, will not change the control structure of its governing board, merge or consolidate with, or sell or convey, except as provided herein, all or substantially all of its interest in the Leased Property to, any Person unless (i) no Event of Default has occurred and is continuing, (ii) it first acquires the written consent of the Landlord to such transaction, (iii) it provides to the Trustee notice of its intent at least 90 days in advance of such consolidation, merger, sale or conveyance, and (iv) the acquirer of the interest in the Leased Property or the corporation with which it shall be consolidated or the resulting corporation in the case of a merger:

(a) shall assume in writing the performance and observance of all covenants and conditions of this Lease;

(b) shall provide the Trustee with an opinion of Bond Counsel acceptable to the Landlord to the effect that such change in control, merger, consolidation, sale or conveyance, would not adversely affect the validity of any of the Bonds or the exclusion from gross income for federal income tax purposes of interest on the Outstanding Bonds;

(c) shall provide the Landlord and the Trustee with an Opinion of Counsel to the Tenant (which may be rendered in reliance upon the Opinion of Counsel to such other corporation), stating that none of the other entities that are a party to such consolidation, merger or transfer has any pending litigation other than that arising in the ordinary course of business, or

has any pending litigation that might reasonably result in a substantial adverse judgment. For the purposes of the preceding sentence, the term "substantial adverse judgment" shall mean a judgment in an amount that exceeds the insurance or reserves therefor by a sum that is more than 2 percent of the aggregate net worth of the resulting, surviving or transferee corporation immediately after the consummation of such consolidation, merger or transfer and after giving effect thereto;

(d) shall deliver to the Trustee within 30 days of the close of such transaction, copies of all documents executed in connection therewith, one document of which shall include an Opinion of Counsel that all conditions herein have been satisfied and that all liabilities and obligations of the Tenant under the Tenant Documents shall become obligations of the new entity; provided, however, the Tenant shall not be released from same;

(e) in the case of a consolidation, merger, sale or conveyance, shall provide evidence to the Trustee that (i) the entity can continue to operate the Charter Schools as charter schools in accordance with the Charter School Law and that the entity is entitled to receive the Charter School Revenues, (ii) the Debt Service Coverage Ratio for the last Charter School Fiscal Year for which Audited Annual Financial Statements are available, after giving effect to the proposed consolidation, merger, sale or conveyance, would have been at least 1.20 and (iii) and that any rating on the Bonds will not be lowered, suspended or withdrawn.

Section 13.4. Further Assurances. The Landlord and the Tenant agree that they will, from time to time, execute, acknowledge and deliver, or cause to be executed, acknowledged and delivered, such supplements hereto and such further instruments as may reasonably be required for carrying out the intention of or facilitating the performance of this Lease, subject, however, to the terms and conditions of Article XIII of the Indenture.

Section 13.5. Financial Statements; Reports; Annual Certificate; Rate Covenant.

(a) **Financial Reports, Enrollment Reports and Charter Compliance Reporting.** The Tenant shall provide to the Trustee as soon as is practicable, the following information: (A) the amount of money that the Tenant will receive from the State (which may consist of copies of Florida Department of Education forms showing amounts due to the Tenant); (B) a copy of the Tenant's annual budget, certified by the Tenant, on or before September 15 of each Charter School Fiscal Year, commencing September 15, 2013; (C) on or before March 15 and September 15 of each Charter School Fiscal Year, commencing March 15, 2013, a copy of the semi-annual budget for such semi-annual period and a statement comparing actual expenditures to budgeted expenditures for the immediately preceding semi-annual period, (D) enrollment numbers for each Charter School; (E) copies of any written complaint notifications from the School Board, along with the Tenant's responses thereto, within ten days of receiving such complaint notifications and responding thereto; (F) notices of any meetings in which the Tenant is before the School Board for issues of non-compliance along with the minutes of such meetings and any responses provided by the Tenant; and (g) all information provided pursuant to the Continuing Disclosure Agreement.

(b) Annual Compliance Certificate. The Tenant will deliver to the Trustee within 90 days after the end of each Charter School Fiscal Year a certificate executed by an Authorized Representative of the Tenant stating that:

(i) A review of the activities of the Tenant during such Charter School Fiscal Year and of performance hereunder has been made under his or her supervision; and

(ii) He or she is familiar with the provisions of this Lease and the Tax Certificate, and to the best of his or her knowledge, based on such review and familiarity, the Tenant has fulfilled all of its obligations hereunder and thereunder throughout the Charter School Fiscal Year, and there have been no defaults under this Lease or the Tax Certificate or, if there has been a default in the fulfillment of any such obligation in such Charter School Fiscal Year, specifying each such default known to him or her and the nature and status thereof and the actions taken or being taken to correct such default.

(c) Debt Service Coverage Ratio. Within 30 days of the completion of the Annual Financial Statements, commencing with the Annual Financial Statements for the Charter School Fiscal Year ending June 30, 2013, the Tenant will deliver to the Trustee evidence of the Debt Service Coverage Ratio, which evidence may be in the form of a certificate of a Certified Public Accountant or included in the notes to the Annual Financial Statements. The Tenant covenants to maintain a Debt Service Coverage Ratio for each Charter School Fiscal Year, commencing with the Charter School Fiscal Year ending June 30, 2013, of at least 1.20. If any such Debt Service Coverage Ratio is below 1.20, the Tenant covenants to retain and, at its expense, within one hundred fifty (150) days of the end of such Charter School Fiscal Year, an Independent Consultant to submit a written report and make recommendations (a copy of such report and recommendations shall be filed with the Landlord and the Trustee), within ninety (90) days such Independent Consultant is retained, with respect to revenues or other financial matters of the Tenant which are relevant to increasing the Debt Service Coverage Ratio to at least 1.20. The Tenant agrees to use all commercially reasonable efforts to adopt and follow the recommendations of the Independent Consultant (excepting the instance when an Opinion of Counsel, addressed to the Landlord and the Trustee, is obtained excusing such actions by the Tenant as violative of applicable law). So long as the Tenant engages an Independent Consultant and uses commercially reasonable efforts to follow the Independent Consultant's recommendations as provided above, the Tenant will be deemed to have complied with its covenants hereunder; provided, however, that notwithstanding the foregoing, it shall be a default hereunder regardless of the engagement of an Independent Consultant if the Debt Service Coverage Ratio is below 1.00 for any Charter School Fiscal Year. The Owners of not less than a majority in aggregate principal amount of the Bonds then Outstanding may waive all or a portion of the requirements of this paragraph by an instrument in writing to the Trustee.

(d) Contracts to Comply with Tax Covenants. Any contract entered into between the Tenant or Landlord and any Independent Consultant pursuant to this Section must meet the requirements of the Tax Certificate and the Code.

(e) Additional Documents Upon Request. The Tenant will provide the Landlord or the Trustee with any of the documents specified in this Section in a timely manner upon request by such party.

Section 13.6. Authority of Authorized Representative of the Tenant. Whenever under the provisions of this Lease or the Indenture the approval of the Tenant is required, or the Landlord or the Trustee is required to take some action at the request of the Tenant, such approval or such request shall be made by the Authorized Representative of the Tenant unless otherwise specified in this Lease or the Indenture. The Landlord or the Trustee shall be authorized to act on any such approval or request and the Tenant shall have no complaint against the Landlord or the Trustee as a result of any such action taken in accordance with such approval or request. The execution of any document or certificate required under the provisions of this Lease or the Indenture by an Authorized Representative of the Tenant shall be on behalf of the Tenant and shall not result in any personal liability of such Authorized Representative.

Section 13.7. Authority of Authorized Representatives.

(a) Whenever under the provisions of this Lease or the Indenture the approval of the Landlord is required, or the Tenant or the Trustee is required to take some action at the request of the Landlord, such approval or such request shall be made by the Authorized Representative of the Landlord unless otherwise specified in this Lease or the Indenture. The Tenant or the Trustee shall be authorized to act on any such approval or request and the Landlord shall have no complaint against the Tenant or the Trustee as a result of any such action taken in accordance with such approval or request. The execution of any document or certificate required under the provisions of this Lease or the Indenture by an Authorized Representative of the Landlord shall be on behalf of the Landlord and shall not result in any personal liability of such Authorized Representative.

(b) Whenever under the provisions of this Lease or the Indenture the consent or approval of the Trustee is required, or the Tenant or the Landlord is required to take some action at the request of the Trustee, such approval or such request shall be made by the Authorized Representative of the Trustee unless otherwise specified in this Lease or the Indenture. The Tenant or the Landlord shall be authorized to act on any such approval, consent or request and the Trustee shall have no complaint against the Tenant or the Landlord as a result of any such action taken in accordance with such approval, consent or request. The execution of any document or certificate required under the provisions of this Lease or the Indenture by an Authorized Representative of the Trustee shall be on behalf of the Trustee and shall not result in any personal liability of such Authorized Representative.

Section 13.8. Licenses and Qualifications. The Tenant will do, or cause to be done, all things necessary to obtain, renew and secure all permits, licenses and other governmental approvals and to comply, or cause its lessees to comply, with such permits, licenses and other governmental approvals necessary for the uninterrupted and continued operation of its Charter Schools as charter schools under the Charter School Law and any applicable Charter Contracts.

Section 13.9. Right to Inspect. Following reasonable notice to the Tenant, at any and all reasonable times during business hours, the Trustee, the Landlord and their duly authorized agents, attorneys, experts, engineers, accountants and representatives, shall have the right fully to inspect the Charter Schools and the Leased Property, including all books and records of the Tenant (excluding records the confidentiality of which may be protected by law), and to make such copies and memoranda from and with regard thereto as may be desired; provided, however,

that they shall maintain these books and records in confidence unless required by applicable law to do otherwise and it is necessary to distribute the information to some other third party under applicable law.

Section 13.10. Nonsectarian Use. The Tenant agrees that it will be nonsectarian in its programs, admission policies and employment practices and all other operations. The Tenant will comply with all applicable state and federal laws concerning discrimination on the basis of race, creed, color, sex, national origin, or religious belief and will respect, permit, and not interfere with the religious beliefs of persons working for the Tenant.

Section 13.11. Limitations on Incurrence of Additional Indebtedness.

(a) The Tenant shall not incur any Indebtedness secured in whole or in part by a lien on the Project, the Pledged Revenues or the Charter School Revenues on a basis senior to the Bonds.

(b) The Tenant will not incur any additional Indebtedness regardless of the security therefor; except

(i) capital and equipment leases and purchases requiring annual payments, which are not secured in whole or in part by the Project or the Pledged Revenues, requiring annual payments not to exceed the greater of \$75,000 or ten percent (10%) of the Tenant's Charter School Revenues for its most recent Charter School Fiscal Year;

(ii) Indebtedness secured in whole or in part by the Project, the Pledged Revenues or the Charter School Revenues on a parity basis with the Bonds for which evidence is provided to the Trustee that (A) the Tenant's Debt Service Coverage Ratio for the preceding two Charter School Fiscal Years, taking into account for this purpose the additional Indebtedness proposed to be incurred and the refinancing of any Indebtedness to be refinanced with such Indebtedness, would have been at least 1.20, and (B) a report of an Independent Consultant is delivered to the Trustee showing that for the Charter School Fiscal Year following the expected completion of any new facilities to be acquired or constructed with proceeds of such Indebtedness, the Tenant's Debt Service Coverage Ratio will be at least 1.20; provided that in the event that the additional Indebtedness will be incurred for the purpose of financing the acquisition by the Tenant of facilities which it is then leasing, in calculating such Debt Service Coverage Ratio the rental payments made by the Tenant under the lease for such facilities shall not be counted as Operating Expenses for such purpose;

(iii) Indebtedness subordinate to the obligations of the Tenant under this Lease which creates Liens on any portion of the Leased Property, Pledged Revenues, Charter School Revenues or other assets of the Tenant securing such subordinate Indebtedness, so long as such Indebtedness (i) is subordinate to the obligations under this Lease, and is incurred by the Tenant in the ordinary course of business and does not exceed \$100,000 in annual payments; or (ii) is incurred with the written consent of the Owners of not less than a majority in aggregate principal amount of the Bonds then Outstanding.

Section 13.12. Covenant to Comply with Indenture and Tax Certificate. The Tenant hereby acknowledges receipt of the Indenture and Tax Certificate, and agrees to be bound by its terms and accepts all obligations and duties imposed thereby.

Section 13.13. Days Cash on Hand. On each June 30, commencing June 30, 2013, the Tenant shall have a balance of cash and unrestricted available funds on hand in an amount at least equal to 45 Days Cash on Hand. Within 30 days of the completion of the Annual Financial Statements, the Tenant or the Landlord will deliver to the Trustee evidence of the Days Cash on Hand as of such June 30, which evidence may be in the form of a certificate of a Certified Public Accountant or included in the notes to the Annual Financial Statements.

If the balance of cash and unrestricted available funds on hand is less than an amount at least equal to 45 Days Cash on Hand, the Tenant covenants to retain and, at its expense, within one hundred fifty (150) days of the end of such Charter School Fiscal Year, an Independent Consultant to submit a written report and make recommendations (a copy of such report and recommendations shall be filed with the Landlord and the Trustee), within ninety (90) days such Independent Consultant is retained, with respect to revenues or other financial matters of the Tenant which are relevant to increasing cash and unrestricted available funds on hand to at least 45 Days Cash on Hand. The Tenant agrees to use all commercially reasonable efforts to adopt and follow the recommendations of the Independent Consultant (excepting the instance when an Opinion of Counsel, addressed to the Landlord and the Trustee, is obtained excusing such actions by the Tenant as violative of applicable law). So long as the Tenant engages an Independent Consultant and uses commercially reasonable efforts to follow the Independent Consultant's recommendations as provided above, the Tenant will be deemed to have complied with its covenant hereunder. The Owners of not less than a majority in aggregate principal amount of the Bonds then Outstanding may waive all or a portion of the requirements of this paragraph by an instrument in writing to the Trustee.

Section 13.14. Transfer of Assets. Other than payments and Transfers contemplated by this Lease and/or the Indenture, the Tenant agrees that it will not Transfer Charter School Revenues, other than in the ordinary course of Tenant's business, or other assets related to the Project without the consent of 100% of the holders or Beneficial Owners of the Bonds Outstanding, except for Transfers of assets:

- (a) to any Person if prior to the sale, lease or other disposition there is delivered to the Trustee an Officer's Certificate stating that such assets have or will within the next 12 months become inadequate, obsolete, worn out, unsuitable, unprofitable, undesirable or unnecessary and the sale, lease, removal or other disposition thereof will not impair the structural soundness, efficiency, or economic value of the remaining assets of such Tenant or the operation of the Project; or
- (b) with respect to any Transfer of assets, to any Person in the ordinary course of the Tenant's business and on terms not less favorable to the Tenant than arm's length; or
- (c) to any Person if the aggregate net book value of the assets transferred pursuant to this clause in any five consecutive Charter School Fiscal Years, does not exceed 5% of the net

book value of all assets of the Tenant as shown in the Annual Financial Statements for the most recent Charter School Fiscal Year.

13.15. Renewals and Extensions of Charter Contracts. Under the provisions of Florida Statutes §1002.33(7)(b), Tenant has the right to apply to the School Board for an extension to the term of its Charter Contracts. Tenant hereby agrees to take all reasonable and necessary actions, in good faith, to obtain renewals of the Charter Contracts until such time as all amounts due hereunder and under the Indenture and the Bonds are indefeasibly paid and satisfied in full.

13.16. Liens. The Tenant covenants that, except as specifically provided in this Lease, it shall not create, assume, incur or suffer to be created, assumed or incurred any Lien (other than Permitted Encumbrances).

ARTICLE XIV
DEFAULT

Section 14.1. Events of Default. The occurrence of any one or more of the following shall constitute an "Event of Default" hereunder:

(a) Tenant fails to pay when due any installment of Base Rent or Incremental Rent and such default continues for ten (10) business days after notice of such default is given to Tenant.

(b) Tenant defaults in the observance or performance of any other material term, covenant or condition of this Lease to be observed or performed by Tenant and such default continues for more than 30 days after notice by Landlord to Tenant of such default; provided however, other than with respect to the covenants in Articles X and XII and in Sections 5.1, 5.2(a), 7.3, 13.3, 13.5, 13.11, 13.13, and 13.14 hereof, that if such default is of such nature that it cannot be completely remedied within 30 days, an Event of Default shall not occur if remedial work is timely commenced and is diligently pursued to completion.

(c) Tenant files a voluntary petition in bankruptcy or insolvency, or is adjudicated bankrupt or insolvent, or files any petition or answer seeking any reorganization, liquidation, dissolution or similar relief under any present or future federal bankruptcy act or any other present or future applicable federal, state or other statute or law, or makes an assignment for the benefit of creditors or seeks or consents to or acquiesces in the appointment of any trustee, receiver, liquidator or other similar official for Tenant or for all or any part of Tenant's property.

(d) If the Leased Property or more than fifty percent (50%) of the area of the Buildings shall become vacated, deserted or abandoned (and the fact that any of Tenant's property remains in the Leased Property shall not be evidence that Tenant has not vacated, deserted or abandoned the Leased Property) for more than thirty (30) days after notice by Landlord to Tenant of such vacation, desertion or abandonment. Without limitation, holidays, school breaks, including summer breaks, do not constitute vacation, desertion or abandonment.

(e) The dissolution or liquidation of the Tenant, or failure by the Tenant to promptly contest and have lifted any execution, garnishment, or attachment of such consequence as will impair its ability to meet its obligations with respect to the operation of the Charter Schools or to make any payments under this Lease. The phrase "dissolution or liquidation of the Tenant," as used in this subsection, shall not be construed to include the cessation of the corporate existence of the Tenant resulting either from a merger or consolidation of the Tenant into or with another domestic corporation or a dissolution or liquidation of the Tenant following a transfer of all or substantially all of its assets under the conditions permitting such actions contained in Section 13.3 hereof.

(f) Failure of the Tenant to comply with any covenants contained in the Tax Certificate.

(g) The occurrence of an Event of Default under the Indenture other than an Event of Default under Section 10.02 (a) and (b) of the Indenture when (i) the Tenant is not in default of any of its obligations under the Lease, (ii) the Tenant has made all payments required under this Lease in the amounts and on the dates when due and payable, and (iii) such Event of Default is continuing and results solely from the Trustee's breach of its obligations and duties under the Indenture to make payments due on the Bonds. At any time, the Trustee may cure such breach by making payment on the Bonds as required under the Indenture.

(h) Any representation or warranty made by the Tenant herein or made by the Tenant in any statement or certificate furnished by the Tenant either required hereby or in connection with the execution and delivery of this Lease and the sale and the issuance of the Bonds, shall prove to have been untrue in any material respect as of the date of the issuance or making thereof.

(i) Judgment for the payment of money in excess of \$100,000 (which is not covered by insurance) is rendered by any court or other governmental body against the Tenant, and the Tenant does not discharge same or provide for its discharge in accordance with its terms, or procure a stay of execution thereof within 60 days from the date of entry thereof, and within said 60-day period or such longer period during which execution of such judgment shall have been stayed, appeal therefrom and cause the execution thereof to be stayed during such appeal while providing such reserves therefor as may be required under Generally Accepted Accounting Principles.

(j) The termination of either Charter Contract either by its terms or for any other reason.

Section 14.2. Remedies.

(a) Upon the occurrence and continuance of an Event of Default, and subject to the terms of the Indenture and the rights of the Trustee, herein, in the Indenture and in the Leasehold Mortgage, the Landlord may at its option and without any obligation to do so, but only with the prior written consent of the Trustee, elect any one or more of the remedies set forth in Subsections 14.2(a)(i)-(ix) below; provided, however, that so long as no remedial action has been taken by the Trustee under Subsections 14.2(a)(i)-(iv) or (vi) hereof, Landlord in its sole

discretion, may cure any Event of Default (other than a re-letting of the Premises), without the prior written consent of the Trustee. Upon the earliest to occur of (A) the date that is 30 days after the date on which the Landlord or the Trustee receives (or is deemed to have received) notice of the occurrence of an Event of Default hereunder and during which 30-day period the Landlord has not taken any remedial action described on this Section 14.2(a), (B) the date that is 30 days after the date on which the Landlord or the Trustee receives (or is deemed to have received) notice of the occurrence of an Event of Default hereunder and during which period the Landlord has requested the Trustee to consent to any proposed remedial action by the Landlord and the Trustee has not so consented, or (C) the date on which the Trustee notifies the Landlord in writing that the Trustee does not consent to any proposed remedial action by the Landlord, the Landlord's right to exercise remedies under this Section 14.2 shall cease (except for any remedies permitted the Landlord under Subsections 14.2(d) and 14.2(g) hereof), the Trustee shall have the sole ability to take remedial actions under this Lease and the Trustee may, at its option and without any obligation to do so, elect any one or more of the remedies set forth in Subsections 14.2(a)(i)-(ix) below:

(i) Declare the Base Rent, Incremental Rent and Net Incremental Rent payable hereunder for the remainder of the term of this Lease to be immediately due and payable, whereupon the same shall become due and payable.

(ii) Only with the prior written consent of the Holders of a majority in aggregate principal amount of all Outstanding Bonds, give to Tenant thirty (30) days' notice of cancellation of this Lease, in which event this Lease and the Term shall come to an end and expire upon the expiration of the noticed period with the same force and effect as if the date set forth in the notice was the expiration date stated herein and Tenant shall then quit and surrender the Leased Property to Landlord, but Tenant shall remain liable for damages as otherwise provided in this Section. Upon such cancellation, Tenant shall quit and surrender the entire Leased Property to Landlord, and Landlord and its agents may re-enter the Leased Property or any part thereof in accordance with applicable legal proceedings and in compliance with all applicable background screening requirements of state and federal law (without being liable to indictment, prosecution or damages therefore), and may repossess the Leased Property and dispossess Tenant and any other Persons from the Premises and remove any and all of their property and effects from the Leased Property.

(iii) Enter and take possession of the Leased Property, or any appropriate part thereof, and/or dispossess Tenant of the Leased Property, without terminating this Lease.

(iv) Re-let or sublease the Leased Premises to one or more tenants, without terminating this Lease and, in connection with such re-letting or sublease, revise, amend or modify the terms of this Lease to facilitate such re-letting or sublease including but not limited to changes in the rent payable hereunder. Landlord agrees to consent to any such revision, amendment or modification to this Lease so long as such revision, amendment or modification (i) does not impose additional duties or obligations on the Landlord, (ii) does not adversely affect the Landlord's rights to indemnification or fees hereunder, (iii) does not extend the Term beyond July 31, 2043; and (iv) does, to the extent

Landlord's duties and obligations under Section 6.3 hereof continue, provide for Incremental Rent, as defined in this Lease.

(v) Collect rentals and enforce all other remedies of the Tenant under any leases of, or assignments or grants of rights to use or occupy, the Leased Property, or any part thereof, but without being deemed to have affirmed the leases, assignments or grants.

(vi) Enter into new leases, assignments and grants on any terms that the Trustee may deem to be suitable for the Leased Property, or any part thereof, which leases, assignments and grants may provide that they shall not be terminated or affected if the Tenant cures the Event of Default. In the event such new lease, assignment or grant does not take the form of a triple net lease, Incremental Rent, as defined by this Lease, shall be provided sufficient to satisfy Landlord's duties and obligations under Section 6.3 hereof.

(vii) The Trustee may realize upon the security interest in the Charter School Revenues and exercise all of the rights and remedies of a secured party under the Uniform Commercial Code of the State of Florida with respect thereto.

(viii) Cure such Event of Default and recover the costs thereof from Tenant, together with interest thereon, at the maximum legal rate permitted by applicable law.

(ix) Take whatever action at law or in equity as may appear necessary or desirable to collect the amounts then due and thereafter to become due, or to enforce performance or observance of any obligations, agreements, or covenants of the Tenant under this Lease.

(b) Notwithstanding the foregoing, prior to the exercise by the Landlord (with the prior written consent of the Trustee) or the Trustee of any remedy that would prevent the application of this subsection, the Tenant may, at any time, pay all accrued payments hereunder (exclusive of any such payments accrued solely by virtue of declaration pursuant to subsection (a)(i) of this Section) and fully cure all defaults, and in such event, the Tenant shall be fully reinstated to its position hereunder as if such Event of Default had never occurred.

(c) In the event that the Tenant fails to make any payment required hereby, the payment so in default shall continue as an obligation of the Tenant until the amount in default shall have been fully paid.

(d) Whenever any Event of Default has occurred and is continuing under this Lease, the Trustee may, but except as otherwise provided in the Indenture shall not be obligated to, exercise any or all of the rights of the Landlord under this Article, and the Trustee shall promptly provide written notice of any such remedial actions to the Landlord. In addition, the Trustee shall have available to it all of the remedies prescribed in the Indenture. If the Trustee is not enforcing the Landlord's rights in a manner to protect the Landlord or is otherwise taking action that brings adverse consequences to the Landlord, then the Landlord may, without the consent of the Trustee, take whatever action at law or in equity may appear necessary or appropriate to collect all sums then due and thereafter to become due to the Landlord under this Lease;

provided that any such action by Landlord shall not interfere with the Trustee's right to receive payments of Base Rent.

(e) Any amounts collected pursuant to action taken under the immediately preceding paragraph after reimbursement of any costs incurred by the Landlord or the Trustee in connection therewith shall be applied in accordance with the provisions of the Indenture.

(f) If the Landlord or the Trustee, shall have proceeded to enforce their rights under this Lease and such proceedings shall have been discontinued or abandoned for any reason or shall have been determined adversely to the Landlord or the Trustee, then and in every such case, the Tenant, the Landlord and the Trustee shall be restored to their respective positions and rights hereunder, and all rights, remedies and powers of the Tenant, the Landlord and the Trustee shall continue as though no such proceedings had been taken.

(g) In the event of a default by Tenant hereunder, Landlord shall not take any remedial action, including, but not limited to, termination of this Lease, acceleration of amounts due hereunder or re-letting the Leased Property, without the prior written consent of Trustee., with the exception that the consent of the Trustee shall not be required for the Landlord to take corrective action to cure a default of the Tenant's maintenance and repair obligations pursuant to Sections 6.3 and 6.4 of this Lease and to recover the costs of same from the Tenant as additional Incremental Rent.

Section 14.3. No Remedy Exclusive. No remedy herein conferred upon or reserved to the Landlord or the Trustee is intended to be exclusive of any other available remedy or remedies, but each and every such remedy shall be cumulative and shall be in addition to every other remedy given under this Lease or now or hereafter existing at law or in equity or by statute. Except as set forth in Section 14.2(a) hereof, no delay or omission to exercise any right or power accruing upon any default shall impair any such right or power or shall be construed to be a waiver thereof, but any such right or power may be exercised from time to time and as often as may be deemed expedient. In order to entitle the Landlord or the Trustee to exercise any remedy reserved to it in this Article, it shall not be necessary to give any notice, other than notice required herein or by applicable law. Such rights and remedies as are given the Landlord hereunder shall also extend to the Trustee, and the Owners, subject to the Indenture.

Section 14.4. Authority of the Trustee. Subject only to the requirements of Section 14.2(g), the Trustee may exercise any remedy on behalf of the Landlord without further authorization or notice to Landlord and the Landlord shall act at the direction of the Trustee.

Section 14.5. No Recourse. Tenant shall look solely to the interest of Landlord in the Leased Property and the Renewal and Replacement Fund for satisfaction of any remedy it may have against Landlord and shall not look to any other assets of Landlord or of any other person, firm or corporation. There shall be absolutely no personal liability on the part of any present or future council member, officer, agent, employee, or representative of the Landlord, or the like, or any of its successors or assigns, with respect to any obligation of Landlord hereunder.

Section 14.6. No Money Damages. Wherever in this Lease Landlord's consent or approval is required, if Landlord refuses to grant such consent or approval, whether or not

Landlord expressly agreed that such consent or approval would not be unreasonably withheld, Tenant shall not make, and Tenant hereby waives, any claim for money damages (including any claim by way of set-off, counterclaim or defense) based upon Tenant's claim or assertion that Landlord unreasonably withheld or delayed its consent or approval. Tenant's sole remedy shall be an action or proceeding to enforce such provision, by specific performance, injunction or declaratory judgment. In no event shall Landlord be liable for, and Tenant hereby waives any claim for, any indirect, consequential or punitive damages, including loss of profits or business opportunity, arising under or in connection with this Lease, even if due to the gross negligence or willful misconduct of Landlord or its members, officers, agents or employees. This Section shall not apply to any consent or approval required to be given by the Landlord at the direction of the Trustee pursuant to the provisions of Article XIV hereof.

Section 14.7. Landlord's Defaults. Upon a default by Landlord under this Lease, Tenant shall have all rights and remedies available under the law or in equity, but specifically excluding rights of setoff or abatement as to Charter School Revenues and Base Rent.

Section 14.8. Waiver of Trial by Jury. LANDLORD AND TENANT AND THEIR ASSIGNS, INCLUDING THE TRUSTEE, HEREBY WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM BROUGHT BY EITHER PARTY AGAINST THE OTHER ON ANY MATTERS IN ANY WAY ARISING OUT OF OR CONNECTED WITH THIS LEASE, THE RELATIONSHIP OF LANDLORD AND TENANT, TENANT'S OR LANDLORD'S USE OR OCCUPANCY OF THE LEASED PROPERTY, OR THE ENFORCEMENT OF ANY REMEDY HEREUNDER.

Section 14.9. Costs and Attorneys' Fees. If either party shall bring an action to recover any sum due hereunder, or for any breach hereunder, the prevailing party shall be entitled to receive all of its costs and reasonable attorneys' fees from the non-prevailing party.

Section 14.10. Indemnification. To the extent permitted by law, and as limited by Section 768.28, Florida Statutes, each party will indemnify and save harmless the other and the Trustee of and from any and all fines, suits, claims, demands, penalties, losses and actions (including attorneys' fees) for any injury to persons or damage to or loss of property in or about the Leased Property caused by the negligence, willful misconduct or breach of this Lease by such indemnifying party, its members, officers, agents, employees, business invitees or guests, or arising from such indemnifying party's use of the Leased Property.

Section 14.11. Waiver. The waiver by either party hereto of any breach of any term, covenant or condition herein contained shall not be deemed to be a waiver of such term, covenant or condition or any subsequent breach of the same or any other term, covenant or condition herein contained. The Landlord shall not waive any term, covenant or condition herein without the prior written consent of the Trustee. The subsequent acceptance of any amounts by Landlord or Trustee shall not be deemed to be a waiver of any preceding breach by Tenant of any term, covenant or condition of this Lease, other than the failure of Tenant to pay the particular rental so accepted, regardless of Landlord's knowledge of such preceding breach at the time of acceptance of such rent. No covenant, term or condition of this Lease shall be deemed to have been waived by either party hereto, unless such waiver be in writing by that party.

Section 14.12. Force Majeure. With the exception of Tenant's obligation to make any payments required by the terms of this Lease, in the event that either party shall be delayed or hindered in or prevented from the performance of any act required hereunder by reason of strike, lock-out, labor trouble, inability to procure materials, failure of power, restrictive governmental laws or regulations, riots, insurrection, war or other reasons of a like nature not the fault of the party delayed in performing work or doing acts required hereunder, then performance of such act shall be excused for the period of the delay and the period for the performance of any such act shall be extended for a period equivalent to the period of such delay.

**ARTICLE XV
MISCELLANEOUS**

Section 15.1. Brokers. Each of the parties represents and warrants there are no claims for brokerage commissions or finders' fees in connection with the execution of this Lease and each of the parties agrees to indemnify and hold harmless the other from any and all liabilities, costs and expenses (including attorneys' fees) arising from such claim made by or through the indemnifying party.

Section 15.2. Assignment and Subletting. Except for the Leasehold Mortgage and subject to and except as otherwise provided in Article XIV hereof so long as an Event of Default has occurred and is continuing, Tenant shall not have the right to assign, mortgage, pledge, encumber, or otherwise transfer this Lease or any portion thereof, whether by operation of law or otherwise, and shall not sublet (or underlet), or permit the Leased Property or any part thereof to be used or occupied by others (whether for desk space, mailing privileges or otherwise), without first obtaining the prior written consent of Landlord in the Landlord's sole discretion and with the consent of the Trustee; provided that the Tenant or the Trustee on behalf of the Bondholders, may assign, or otherwise transfer this Lease as permitted under the terms of the Indenture so long as the rent from the assignee or other transferee equals or exceeds fair market rent at that time. Notwithstanding the foregoing, in the event an Event of Default has occurred and is continuing, the Landlord shall consent to any transfer if so directed by the Trustee. Any assignment, sublease, mortgage, pledge, encumbrance or transfer in contravention of the provisions of this Section shall be void. The consent by Landlord and the Trustee to any assignment, sublease, mortgage, pledge, encumbrance or transfer shall not be construed as a waiver or release of Tenant from any and all liability for the performance of all covenants and obligations to be performed by Tenant under this Lease, nor shall the collection or acceptance of rent from any assignee, transferee or tenant constitute a waiver or release of Tenant from any of its liabilities or obligations under this Lease.

Section 15.3. Prohibition on Transfer of Real Property. Notwithstanding anything herein to the contrary, except for the Leasehold Mortgage and except as expressly permitted herein (including without limitation Article XIV herein), neither Landlord nor the Trustee shall permit any sale, conveyance, assignment, transfer, mortgage or lease of their interest in the Leased Property for the duration of the Term.

Section 15.4. Applicable Law. The laws of the State of Florida shall govern the validity, performance and enforcement of this Lease. Venue for any and all claims brought hereunder or in connection herewith shall be Orange County, Florida.

Section 15.5. Estoppels. Within seven (7) days following request from Landlord, Trustee, Tenant shall deliver to Landlord a written statement executed and acknowledged by Tenant, in form satisfactory to Landlord, (a) stating the Commencement Date and the expiration date of the Term and that this Lease is then in full force and effect and has not been modified (or if modified, setting forth all modifications), (b) setting forth the date to which the Base Rent, the Incremental Rent and any Net Incremental Rent have been paid, together with the amount of monthly Base Rent then payable, (c) stating whether or not, to the best of Tenant's knowledge, Landlord is in default under this Lease, and, if Tenant asserts that Landlord is in default, setting forth the specific nature of any such defaults, (d) stating whether Landlord has failed to complete any work required to be performed by Landlord under this Lease, (e) stating whether there are any sums payable to Tenant by Landlord under this Lease, (f) stating the amount of any security deposit under this Lease, (g) stating whether there are any subleases or assignments affecting the Leased Property, (h) stating the address of Tenant to which all notices and communications under this Lease shall be sent, and (i) responding to any other matters reasonably requested by Landlord or Trustee. Tenant acknowledges that any statement delivered pursuant to this Section may be relied upon by any purchaser or owner of the Leased Property.

Section 15.6. Memorandum of Lease. Tenant shall not be permitted to record a copy of this Lease on the Public Records of Orange County, Florida. Tenant shall be permitted to record a memorandum of this Lease on such Public Records setting forth the name of the parties, identifying this Lease and setting forth the expiration date and renewal options.

Section 15.7. Survival. All obligations and liabilities of Landlord or Tenant to the other which accrued before the expiration or other termination of this Lease, and all such obligations and liabilities which by their nature or under the circumstances can only be, or by the provisions of this Lease may be, performed after such expiration or other termination, shall survive the expiration or other termination of this Lease. Without limiting the generality of the foregoing, the rights and obligations of the parties with respect to any indemnity under this Lease, and with respect to Base Rent and any other amounts payable under this Lease, shall survive the expiration or other termination of this Lease.

Section 15.8. Entire Agreement; Amendments.

(a) This Lease and the exhibits and riders, if any, attached hereto and forming a part hereof, represent the entire understanding and agreement between the parties with respect to the subject matter hereof, and supersedes all other negotiations, understandings and representations (if any) made by and between the parties.

(b) Except as herein otherwise provided, no subsequent alteration, amendment, change or addition to this Lease shall be binding upon Landlord or Tenant unless reduced to writing and signed by both parties and authorized by the Trustee. Except as expressly permitted by the terms of this Lease, no modification, alteration or amendment shall be made to this Lease which (i) alters the amount or payment dates of Base Rent and Incremental Rent payable to the

Trustee, or (ii) adversely affects the rights of the Landlord or the Trustee under the Indenture to exercise their rights and any remedies with respect to this Lease upon the exercise of an Event of Default (as defined in the Indenture), in each case without the consent of the holders of a majority of the principal amount of the outstanding Bonds.

(c) In the event any provision of this Lease conflicts with a provision of the Indenture, such provision of this Lease shall prevail.

Section 15.9. Interpretations. This Lease shall not be construed more strictly against one party than against the other merely because it may have been prepared by counsel for one of the parties, it being recognized that both parties have contributed substantially and materially to its preparation.

Section 15.10. Notices. All notices, demands and communications hereunder to Tenant or Landlord must be in writing and shall be served or given by hand-delivery, by certified United States Mail, return receipt requested, or by a nationally recognized overnight delivery service making receipted deliveries to the addresses first above appearing or to such other addresses as are hereinafter designated by either party to the other. The Trustee shall receive copies of all notices provided hereunder.

Section 15.11. Relationship of Parties. The relationship between the parties hereto shall be solely as set forth herein, and neither party shall be deemed the employee, agent, partner or joint venturer of the other.

Section 15.12. Third Party Beneficiary. The parties hereto further acknowledge and agree that the Trustee is a third party beneficiary to the terms of this Lease and may take whatever action at law or in equity it deems necessary to enforce its rights hereunder.

Section 15.13. Separability. Each and every covenant and agreement contained in this Lease shall for all purposes be construed to be a separate and independent covenant and agreement, and the breach of any covenant or agreement contained herein by either party shall in no way or manner discharge or relieve the other party from its obligation to perform each and every covenant and agreement herein. The invalidity or unenforceability of any provision of this Lease shall not affect or impair any other provision.


[SIGNATURE PAGE TO FOLLOW]

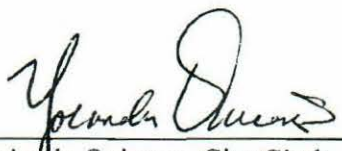
SIGNATURE PAGE TO LEASE AGREEMENT

IN WITNESS WHEREOF, the parties hereto have executed this Lease Agreement on the date first above written.

LANDLORD:


CITY OF BELLE ISLE, FLORIDA, a Florida municipal corporation

By: 
Keith Severns, City Manager

By: 
Yolanda Quiceno, City Clerk

TENANT:

CITY OF BELLE ISLE CHARTER SCHOOLS, INC., a not-for-profit corporation

By: 
William G. Brooks
President

By: 
Keith Severns, Secretary

EXHIBIT "A"

Legal Description

EXHIBIT A**Legal Description****PARCEL A**

Lot 1 and the East 10 feet of Lot 2 of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, of the Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL B

The West 58 feet of Lot 2 and East 3 feet of Lot 3, of J.G. TYNER'S SUBDIVISION, of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1912, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL C

Lot 3, LESS the East 3 feet thereof, of J.G. TYNER'S SUBDIVISION of a part of the North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1992, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL D

Lot 4 of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL E

Lots Seven (7) and Eight (8) and West Twenty Feet (20) of Lot Nine (9) of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way lying North of said Lots 7 and 8 and the South Half of vacated alley way lying North of said West 20 feet of said Lot 9 as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL F

Lot 9 (LESS West 20 feet), J.G. TYNER'S SUBDIVISION, according to the Plat thereof, recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL G

Lots 10, 11, 12 and 13, of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S on record; the Plat of J.G. TYNER'S SUBDIVISION, being recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

ALSO, beginning at the Northwest corner of Lot 13, of J.G. TYNER'S SUBDIVISION, of a part of the North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S HOMESTEAD on record, run North 29.8 feet; thence run East 100 feet; thence run South 29.8 feet; thence run West 100 feet to the POINT OF BEGINNING. Said land being located in Section 24, Township 23 South, Range 29 East, Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

Extension of said 15 foot alley Easterly through a portion of Lot 9 of HARNEY'S HOMESTEAD, more particularly described as follows:

North 15 feet of the South 44.8 feet of the North 217.8 feet of the East 100 feet of said Lot 9, together with any other interest of party of the first part in and to that part of said Lot 9, lying North of Lot 13, of J.G. TYNER'S SUBDIVISION, (Plat Book F, Page 44), recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL H

The North 173 feet of the East 100 feet of Lot 9 of HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida. ALSO DESCRIBED AS:

Begin at a stone at the Northeast corner of land formerly belonging to C.J. SWEET AT PINE CASTLE, FLORIDA, situated in Section 24, Township 23 South, Range 29 East, run South 173 feet; thence West 100 feet; thence North 173 feet; thence East 100 feet to the POINT OF BEGINNING.

AND

PARCEL J-3

Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat "C", Page 53, of the Public Records of Orange County, Florida, LESS the Easterly 228.47 feet AND LESS the North 391.8 feet AND LESS the West 224.28 feet thereof; AND LESS road right-of-way on the South and being more particularly described as follows:

Commence at the Southwest corner of Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat Book "C", Page 53, of the Public Records of Orange County, Florida; thence run North 89 degrees 57 minutes 29 seconds East along the North right-of-way line of Wallace Street as shown and depicted on the plat of KEEN-CASTLE, as recorded in Plat Book "P", Page 1, of said public records, a distance of 224.28 feet to the POINT OF BEGINNING; thence North 00 degrees 04 minutes 16 seconds East along the East line of the West 224.28 feet of said Lot 9, a distance of 224.70 feet to a point on the South right-of-way line of Fairlane Avenue; thence along said South line North 89 degrees 58 minutes 20 seconds East, a distance of 47.00 feet; thence leaving said South line South 00 degrees 18 minutes 56 seconds East, a distance of 224.67 feet to a point on the North right-of-way line of Wallace Street; thence along said North line South 89 degrees 57 minutes 29 seconds West, a distance of 47.00 feet to the POINT OF BEGINNING.

AND

PARCEL K-1:

North 126 feet of the South 243.7 feet of East 50 feet of West 198.5 feet of Lot 10, Subdivision of the HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida.

AND

PARCEL K-2:

The North 100 feet of the South 200 feet of the West 148.5 feet of Lot 10, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-3:

Begin at the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10, thence run South 00 degrees 07 minutes 04 seconds East 105.5 feet, thence run South 89 degrees 59 minutes 34 seconds East 3.5 feet more or less, to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 07 minutes 04 seconds East 43.5 feet more or less, to the Northeast corner of the above described Parcel K-2, thence run North 89 degrees 59 minutes 34 seconds West along the North line of Parcel K-2, 148.5 feet more or less, to the Northwest corner of Parcel K-2, thence North 00 degrees 07 minutes 04 seconds West 149.0 feet more or less, to the POINT OF BEGINNING, all within the SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

From the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10; thence run South 00 degrees 02 minutes 36 seconds West 105.5 feet to the POINT OF BEGINNING; thence run East 3.5 feet to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 02 minutes 36 seconds West 43.5 feet to the Northeast corner of the above described Parcel K-2, thence run West along the North line of Parcel K-2, 148.5 feet to the Northwest corner of Parcel K-2, thence North 00 degrees 02 minutes 36 seconds East 24.53 feet; thence South 89 degrees 13 minutes 04 seconds East 145.01 feet; thence North 00 degrees 02 minutes 36 seconds East 21.15 feet to the POINT OF BEGINNING, all within the SUBDIVISION OF HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-4:

A portion of Lot 10, SUBDIVISION OF HARNEY HOMESTEAD, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida, being more particularly described as follows:

Commence at the Northwest corner of said Lot 10; thence due East 145.00 feet along the North line of said Lot 10 for a POINT OF BEGINNING; thence continue along said North line, due East 53.50 feet to the intersection of said North line and the Northerly prolongation of the East line of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of

said Lot 10; thence along said East line, South 00 degrees 08 minutes 50 seconds West 105.50 feet to the Northeast corner of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of said Lot 10; thence from said point, due West 53.50 feet; thence North 00 degrees 08 minutes 50 seconds East 105.50 feet to the POINT OF BEGINNING.

AND

PARCEL K-5

The West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K6:

Lot 8, LESS the West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K7

The West 119.83 feet of the North 150 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-8:

The West 120 feet of the South 145 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-9

The East 75 feet of the West 194.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL 10:

The East 75 feet of the West 269.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL 11

Begin 763 feet East and 250 feet North of the Southwest corner of Lot 10, HARNEY HOMESTEAD, as per Plat thereof, recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run North 251.51 feet, West 348 feet, South 251.5 feet, East 348 feet to PLACE OF BEGINNING.

Less and except therefrom, that portion thereof conveyed by Pine Castle Methodist Church, Inc., a Florida corporation, to Charles E. Maull, Jr. and June L. Maull, by Quit Claim Deed recorded August 21, 2003 in Official Records Book 7061, Page 4692, Public Records of Orange County, Florida, more particularly described as follows:

A portion of Lot 7, Subdivision of HARNEY HOMESTEAD, Plat Book "C", Page 53, Public Records of Orange County, Florida, being more particularly described as follows:

Begin at the Southeast corner of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence East 197.48 feet along the South line of the North 150 feet of said Lot 7 to a point on the East line of lands described in Official Records Book 6253, Page 6532, Public Records of Orange County, Florida; thence South 00 degrees 28 minutes 01 seconds East 11.10 feet along said East line; thence North 89 degrees 42 minutes 36 seconds West 197.60 feet to a point on a Southerly projection of the East line of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence North 00 degrees 08 minutes 50 seconds East 10.10 feet along said southerly projection to the POINT OF BEGINNING.

AND

PARCEL K12:

Beginning 465 feet East of the Southwest corner of Lot 10, HARNEY HOMESTEAD, in Section 24, Township 23 South, Range 29 East, as per Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run East 298 feet, North 250 feet, West 298 feet, and South 250 feet to the POINT OF BEGINNING.

EXHIBIT "B"

Base Rent

Exhibit "B"

Base Rent Schedule

<u>Date</u>	<u>Base Rent Payment*</u>	<u>Date</u>	<u>Base Rent Payment*</u>
11/1/2012	41,152.15	7/1/2017	57,908.54
12/1/2012	41,152.15	8/1/2017	57,908.54
1/1/2013	41,152.15	9/1/2017	57,908.54
2/1/2013	41,152.15	10/1/2017	57,828.70
3/1/2013	41,152.15	11/1/2017	57,828.70
4/1/2013	47,663.56	12/1/2017	57,828.70
5/1/2013	47,663.56	1/1/2018	57,828.70
6/1/2013	47,663.56	2/1/2018	57,828.70
7/1/2013	47,663.56	3/1/2018	57,828.70
8/1/2013	47,663.56	4/1/2018	58,075.47
9/1/2013	47,663.56	5/1/2018	58,075.47
10/1/2013	57,819.77	6/1/2018	58,075.47
11/1/2013	57,819.77	7/1/2018	58,075.47
12/1/2013	57,819.77	8/1/2018	58,075.47
1/1/2014	57,819.77	9/1/2018	58,075.47
2/1/2014	57,819.77	10/1/2018	57,953.56
3/1/2014	57,819.77	11/1/2018	57,953.56
4/1/2014	58,080.23	12/1/2018	57,953.56
5/1/2014	58,080.23	1/1/2019	57,953.56
6/1/2014	58,080.23	2/1/2019	57,953.56
7/1/2014	58,080.23	3/1/2019	57,953.56
8/1/2014	58,080.23	4/1/2019	58,196.44
9/1/2014	58,080.23	5/1/2019	58,196.44
10/1/2014	58,081.76	6/1/2019	58,196.44
11/1/2014	58,081.76	7/1/2019	58,196.44
12/1/2014	58,081.76	8/1/2019	58,196.44
1/1/2015	58,081.76	9/1/2019	58,196.44
2/1/2015	58,081.76	10/1/2019	58,152.08
3/1/2015	58,081.76	11/1/2019	58,152.08
4/1/2015	58,339.08	12/1/2019	58,152.08
5/1/2015	58,339.08	1/1/2020	58,152.08
6/1/2015	58,339.08	2/1/2020	58,152.08
7/1/2015	58,339.08	3/1/2020	58,152.08
8/1/2015	58,339.08	4/1/2020	58,152.08
9/1/2015	58,339.08	5/1/2020	58,152.08
10/1/2015	58,008.33	6/1/2020	58,152.08
11/1/2015	58,008.33	7/1/2020	58,152.08
12/1/2015	58,008.33	8/1/2020	58,152.08
1/1/2016	58,008.33	9/1/2020	58,152.08
2/1/2016	58,008.33	10/1/2020	58,066.17
3/1/2016	58,008.33	11/1/2020	58,066.17
4/1/2016	58,008.33	12/1/2020	58,066.17
5/1/2016	58,008.33	1/1/2021	58,066.17
6/1/2016	58,008.33	2/1/2021	58,066.17
7/1/2016	58,008.33	3/1/2021	58,066.17
8/1/2016	58,008.33	4/1/2021	58,300.50
9/1/2016	58,008.33	5/1/2021	58,300.50
10/1/2016	57,658.13	6/1/2021	58,300.50
11/1/2016	57,658.13	7/1/2021	58,300.50
12/1/2016	57,658.13	8/1/2021	58,300.50
1/1/2017	57,658.13	9/1/2021	58,300.50
2/1/2017	57,658.13	10/1/2021	58,053.90
3/1/2017	57,658.13	11/1/2021	58,053.90
4/1/2017	57,908.54	12/1/2021	58,053.90
5/1/2017	57,908.54	1/1/2022	58,053.90
6/1/2017	57,908.54	2/1/2022	58,053.90

B-1

*Base Rent payments may be reduced to the extent credits are available therefor pursuant to the terms of the Indenture.

Exhibit "B"

Base Rent Schedule

<u>Date</u>	<u>Base Rent Payment*</u>	<u>Date</u>	<u>Base Rent Payment*</u>
3/1/2022	58,053.90	11/1/2026	57,699.86
4/1/2022	58,283.60	12/1/2026	57,699.86
5/1/2022	58,283.60	1/1/2027	57,699.86
6/1/2022	58,283.60	2/1/2027	57,699.86
7/1/2022	58,283.60	3/1/2027	57,699.86
8/1/2022	58,283.60	4/1/2027	57,900.14
9/1/2022	58,283.60	5/1/2027	57,900.14
10/1/2022	57,995.94	6/1/2027	57,900.14
11/1/2022	57,995.94	7/1/2027	57,900.14
12/1/2022	57,995.94	8/1/2027	57,900.14
1/1/2023	57,995.94	9/1/2027	57,900.14
2/1/2023	57,995.94	10/1/2027	58,191.67
3/1/2023	57,995.94	11/1/2027	58,191.67
4/1/2023	58,220.73	12/1/2027	58,191.67
5/1/2023	58,220.73	1/1/2028	58,191.67
6/1/2023	58,220.73	2/1/2028	58,191.67
7/1/2023	58,220.73	3/1/2028	58,191.67
8/1/2023	58,220.73	4/1/2028	58,191.67
9/1/2023	58,220.73	5/1/2028	58,191.67
10/1/2023	57,916.67	6/1/2028	58,191.67
11/1/2023	57,916.67	7/1/2028	58,191.67
12/1/2023	57,916.67	8/1/2028	58,191.67
1/1/2024	57,916.67	9/1/2028	58,191.67
2/1/2024	57,916.67	10/1/2028	57,973.79
3/1/2024	57,916.67	11/1/2028	57,973.79
4/1/2024	57,916.67	12/1/2028	57,973.79
5/1/2024	57,916.67	1/1/2029	57,973.79
6/1/2024	57,916.67	2/1/2029	57,973.79
7/1/2024	57,916.67	3/1/2029	57,973.79
8/1/2024	57,916.67	4/1/2029	58,159.54
9/1/2024	57,916.67	5/1/2029	58,159.54
10/1/2024	57,985.02	6/1/2029	58,159.54
11/1/2024	57,985.02	7/1/2029	58,159.54
12/1/2024	57,985.02	8/1/2029	58,159.54
1/1/2025	57,985.02	9/1/2029	58,159.54
2/1/2025	57,985.02	10/1/2029	57,777.76
3/1/2025	57,985.02	11/1/2029	57,777.76
4/1/2025	58,198.31	12/1/2029	57,777.76
5/1/2025	58,198.31	1/1/2030	57,777.76
6/1/2025	58,198.31	2/1/2030	57,777.76
7/1/2025	58,198.31	3/1/2030	57,777.76
8/1/2025	58,198.31	4/1/2030	57,955.57
9/1/2025	58,198.31	5/1/2030	57,955.57
10/1/2025	58,088.17	6/1/2030	57,955.57
11/1/2025	58,088.17	7/1/2030	57,955.57
12/1/2025	58,088.17	8/1/2030	57,955.57
1/1/2026	58,088.17	9/1/2030	57,955.57
2/1/2026	58,088.17	10/1/2030	57,923.61
3/1/2026	58,088.17	11/1/2030	57,923.61
4/1/2026	58,295.16	12/1/2030	57,923.61
5/1/2026	58,295.16	1/1/2031	57,923.61
6/1/2026	58,295.16	2/1/2031	57,923.61
7/1/2026	58,295.16	3/1/2031	57,923.61
8/1/2026	58,295.16	4/1/2031	58,093.06
9/1/2026	58,295.16	5/1/2031	58,093.06
10/1/2026	57,699.86	6/1/2031	58,093.06

B-2

*Base Rent payments may be reduced to the extent credits are available therefor pursuant to the terms of the Indenture.

Exhibit "B"

Base Rent Schedule

Date	Base Rent Payment*	Date	Base Rent Payment*
7/1/2031	58,093.06	3/1/2036	58,025.00
8/1/2031	58,093.06	4/1/2036	58,025.00
9/1/2031	58,093.06	5/1/2036	58,025.00
10/1/2031	58,050.00	6/1/2036	58,025.00
11/1/2031	58,050.00	7/1/2036	58,025.00
12/1/2031	58,050.00	8/1/2036	58,025.00
1/1/2032	58,050.00	9/1/2036	58,025.00
2/1/2032	58,050.00	10/1/2036	57,879.64
3/1/2032	58,050.00	11/1/2036	57,879.64
4/1/2032	58,050.00	12/1/2036	57,879.64
5/1/2032	58,050.00	1/1/2037	57,879.64
6/1/2032	58,050.00	2/1/2037	57,879.64
7/1/2032	58,050.00	3/1/2037	57,879.64
8/1/2032	58,050.00	4/1/2037	57,987.03
9/1/2032	58,050.00	5/1/2037	57,987.03
10/1/2032	57,916.12	6/1/2037	57,987.03
11/1/2032	57,916.12	7/1/2037	57,987.03
12/1/2032	57,916.12	8/1/2037	57,987.03
1/1/2033	57,916.12	9/1/2037	57,987.03
2/1/2033	57,916.12	10/1/2037	58,085.94
3/1/2033	57,916.12	11/1/2037	58,085.94
4/1/2033	58,067.22	12/1/2037	58,085.94
5/1/2033	58,067.22	1/1/2038	58,085.94
6/1/2033	58,067.22	2/1/2038	58,085.94
7/1/2033	58,067.22	3/1/2038	58,085.94
8/1/2033	58,067.22	4/1/2038	58,180.73
9/1/2033	58,067.22	5/1/2038	58,180.73
10/1/2033	57,762.79	6/1/2038	58,180.73
11/1/2033	57,762.79	7/1/2038	58,180.73
12/1/2033	57,762.79	8/1/2038	58,180.73
1/1/2034	57,762.79	9/1/2038	58,180.73
2/1/2034	57,762.79	10/1/2038	58,142.65
3/1/2034	57,762.79	11/1/2038	58,142.65
4/1/2034	57,903.88	12/1/2038	58,142.65
5/1/2034	57,903.88	1/1/2039	58,142.65
6/1/2034	57,903.88	2/1/2039	58,142.65
7/1/2034	57,903.88	3/1/2039	58,142.65
8/1/2034	57,903.88	4/1/2039	58,224.02
9/1/2034	57,903.88	5/1/2039	58,224.02
10/1/2034	57,926.39	6/1/2039	58,224.02
11/1/2034	57,926.39	7/1/2039	58,224.02
12/1/2034	57,926.39	8/1/2039	58,224.02
1/1/2035	57,926.39	9/1/2039	58,224.02
2/1/2035	57,926.39	10/1/2039	58,083.33
3/1/2035	57,926.39	11/1/2039	58,083.33
4/1/2035	58,056.94	12/1/2039	58,083.33
5/1/2035	58,056.94	1/1/2040	58,083.33
6/1/2035	58,056.94	2/1/2040	58,083.33
7/1/2035	58,056.94	3/1/2040	58,083.33
8/1/2035	58,056.94	4/1/2040	58,083.33
9/1/2035	58,056.94	5/1/2040	58,083.33
10/1/2035	58,025.00	6/1/2040	58,083.33
11/1/2035	58,025.00	7/1/2040	58,083.33
12/1/2035	58,025.00	8/1/2040	58,083.33
1/1/2036	58,025.00	9/1/2040	58,083.33
2/1/2036	58,025.00	10/1/2040	57,807.31

*Base Rent payments may be reduced to the extent credits are available therefor pursuant to the terms of the Indenture.

Exhibit "B"

Base Rent Schedule

<u>Date</u>	<u>Base Rent Payment*</u>	<u>Date</u>	<u>Base Rent Payment*</u>
11/1/2040	57,807.31		
12/1/2040	57,807.31		
1/1/2041	57,807.31		
2/1/2041	57,807.31		
3/1/2041	57,807.31		
4/1/2041	57,859.36		
5/1/2041	57,859.36		
6/1/2041	57,859.36		
7/1/2041	57,859.36		
8/1/2041	57,859.36		
9/1/2041	57,859.36		
10/1/2041	116,581.92		
11/1/2041	116,581.92		
12/1/2041	116,581.92		
1/1/2042	116,581.92		
2/1/2042	116,581.92		
3/1/2042	116,581.92		
4/1/2042	116,618.08		
5/1/2042	116,618.08		
6/1/2042	116,618.08		
7/1/2042	116,618.08		
8/1/2042	116,618.08		
9/1/2042	116,618.08		
TOTAL:	21,429,494.25		

B-4

**Base Rent payments may be reduced to the extent credits are available therefor pursuant to the terms of the indenture.*

EXHIBIT "C"**Incremental Rent**

Subject to adjustment as set forth below, the annual Incremental Rent payable to the Landlord shall equal \$700 multiplied by the total enrolled students for that year for the Charter Schools less the total Base Rent payable for that year. The number of total enrolled students for any given school year shall be that number determined by the Tenant and verified by the School Board (Student Count) in February of each such school year. Prior to the February Student Count, the Tenant shall use, first the unofficial student count reported to the School Board and then the October Student Count, as verified by the School Board. After the February Student Count is finalized, adjustments to the remaining monthly Net Incremental Rent payments due for the year shall be made to reach the applicable annual Net Incremental Rent due.

In the event of an assignment, sublease, or other transfer of interest of the Tenant, other than to another charter school, the Incremental Rent shall be the highest amount calculated as Incremental Rent at any time prior to such transfer.

ORL 298,216,892v17 9-24-12

LEASE AGREEMENT

by and between

CITY OF BELLE ISLE, FLORIDA

as LANDLORD

and

CITY OF BELLE ISLE CHARTER SCHOOLS,

INC. as TENANT

Property Address:

**5903 Randolph Avenue, Belle Isle, FL
32809**

LEASE AGREEMENT

This LEASE AGREEMENT (this "Lease") is made and entered into as of the ____ day of _____, 20__ by and between CITY OF BELLE ISLE, FLORIDA, a Florida municipal corporation ("Landlord, or City") whose mailing address is 1600 Nela Avenue, Belle Isle, Florida 32809 and BELLE ISLE CHARTER SCHOOLS, INC., a Florida not-for-profit corporation ("Tenant") whose mailing address is 5903 Randolph Avenue, Belle Isle, Florida 32809.

WITNESSETH:

WHEREAS, Landlord is the fee owner of certain real property as more specifically described in Exhibit "A" attached hereto and by this reference made a part hereof, including the tenements, hereditaments, improvements, fixtures, furniture, equipment, appurtenances, rights, easement and rights-of-way incident thereto (collectively, the "Premises");

WHEREAS, as of the date of this Lease, Tenant currently operates two charter schools known as Cornerstone Charter Academy, for up to 900 students in grades K-8, and Cornerstone Charter High School, for up to 800 students in grades 9-12, (collectively, the "Charter Schools") on the Premises;

WHEREAS, Tenant has determined and hereby determines that it is in the best interests of Tenant to lease from the Landlord the entire Premises consistent with the terms of this Lease;

WHEREAS, the Landlord desires to lease the Leased Premises to Tenant and Tenant desires to lease the Leased Premises from the Landlord for the Permitted Use (as hereinafter defined) and pursuant to and in accordance with the terms and conditions more specifically set forth herein;

NOW WHEREFORE, for and in consideration of the terms, covenants, and conditions hereof, and other good and valuable consideration the adequacy, receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

ARTICLE I **DEFINITIONS**

Section 1.1. Definitions. Except as otherwise defined herein, capitalized words and phrases shall have the meanings specified below and other capitalized words and phrases in this Lease have the meanings ascribed to them unless the context clearly requires otherwise:

"Annual Financial Statements" means the annual audited financial statements, which may be in a single combined report or separate statements, relating to (i) the Cornerstone Charter Academy and (ii) the Cornerstone Charter High School, prepared in accordance with Generally Accepted Accounting Principles by a Certified Public Accountant, relating to the Charter Schools' operations and including, without limitation, statements in reasonable detail of financial condition as of the end of such Charter School Fiscal Year and income and expenses for such Charter School Fiscal Year. To ensure transparency, these Annual Financial Statements as well as monthly financial reports (including revenues, expenses, and fund balances) shall be published

on the school website and available to the public within 5 business days after the closing of the books for the respective period.

"Buildings" means all buildings and other structures now existing or later constructed on the Premises and includes, without limitation, the charter school facilities located on the Premises as of the date of this Lease.

"Charter Contracts" shall mean the charter contracts granted to the Tenant by the School Board pursuant to Section 1002.33, Florida Statutes, for the operation of the Charter Schools, as such contracts may be in place and effective from time to time, including all amendments, extensions and renewals thereof.

"Charter School Fiscal Year" has the meaning set forth in the Charter.

"Charter School Law" means Section 1002.33, Florida Statutes and other applicable provisions of law relating to charter schools.

"Charter School Revenues" means all amounts payable to Tenant by the School Board or the Florida Department of Education under the Charter Contracts including, but not limited to (i) Charter School capital outlay funds distributed to Tenant pursuant to Sections 1002.33(19), 1013.62, 1013.71, 1013.72, 1013.735, 1013.737, Florida Statutes, and any successor statutes or similar funding sources, and (ii) Charter School operating funds distributed to Tenant pursuant to Section 1002.33(17), Florida Statutes and any successor statutes or similar funding sources.

"Days Cash on Hand" means the amount determined by dividing (a) the amount of the Tenant's cash and unrestricted available funds on any June 30 by (b) the quotient obtained by dividing Operating Expenses as shown on the most recent Annual Financial Statements by 365.

"Debt Service Coverage Ratio" means, for any Charter School Fiscal Year, the ratio obtained by dividing the Net Income Available for Debt Service for such Charter School Fiscal Year by the Maximum Annual Debt Service.

"Equipment" means all furniture, machinery, fixtures and equipment now owned or hereafter acquired by Landlord for use at any portion of the Premises (excluding such matters temporarily provided by Landlord for temporary use on the Premises), including without limitation all items of tangible personal property and fixtures used or usable in connection with the Buildings, and any item of furniture, machinery, fixtures, equipment or other tangible personal property or fixtures acquired in substitution or replacement thereof.

"Indebtedness" means all indebtedness of the Tenant for borrowed moneys, no matter how created, whether or not such indebtedness is assumed by the Tenant, including any leases required to be capitalized in accordance with Generally Accepted Accounting Principles, installment purchase obligations and guaranties.

"Independent Consultant" means an Independent management consultant or Certified Public Accountant experienced in the management and operations of charter schools in the State of Florida.

"Lease Revenues" mean Rent payable by the Tenant to the Landlord pursuant to this Lease.

"Leased Property" means the Premises, the Equipment, and the Buildings, and (d) any additions or alterations thereto which are permitted herein.

"Lien" means any mortgage or pledge of, security interest in, or lien or encumbrance on, any property that secures any Indebtedness or other obligation of the Tenant.

"Maximum Annual Debt Service" means, as of any date of calculation, the highest principal and interest payment requirements (net of any Debt Service Reserve Fund balance required to be applied to the payment of principal in the year of final maturity of any Series of Bonds) with respect to all Indebtedness for the current and any succeeding Charter School Fiscal Year.

"Operating Expenses" means all expenses of the Tenant reasonably required in the operation and maintenance of the Project and the Charter Schools, consistent with generally accepted accounting principles, and including, the following items, without intending to limit the generality of the foregoing:

(a) expenses for operation (including all utilities and fees payable under management and/or operating agreements, including the Management Agreements), maintenance, repair, insurance and inspection;

(b) costs and expenses for reasonable and necessary professional, engineering, architectural, legal, financial, auditing and consulting services;

(c) all taxes or contributions or payments in lieu thereof, assessments and charges, including, without intending to limit the generality of the foregoing, income, profits, sales, use, property, franchise, and excise taxes;

(d) obligations under contracts for supplies, services and pensions and other employee benefits;

(e) purchases of merchandise and other inventory items; and

(f) lease payments including, but not limited to, Base Rent and Incremental Rent, provided, however, the term "Operating Expenses" shall not be construed to include depreciation or other non-cash expenses.

"School Board" means the School Board of Orange County, Florida.

ARTICLE II
TENANT REPRESENTATIONS

Section 2.1. Representations by the Tenant. The Tenant represents and covenants that: (a)

It is duly organized and existing as a Florida not-for-profit corporation and is in good standing under the laws of the State, it will maintain, extend and renew its corporate existence under the laws of the State, and it will not do, suffer or permit any act or thing to be done whereby its right to transact its functions might or could be terminated or its activities restricted.

(b) The Tenant has been duly authorized to execute the Tenant Documents and consummate all of the transactions contemplated thereby, and the execution, delivery, and performance of the Tenant Documents will not conflict with or constitute a breach of or default by the Tenant under any other instrument or agreement to which the Tenant is a party or by which its property is bound.

(c) The Tenant's execution, delivery, and performance of the Tenant Documents shall not constitute a violation of any order, rule, or regulation of any court or governmental agency having jurisdiction over the Tenant.

(d) There are no pending or, to the Tenant's knowledge, threatened actions, suits, or proceedings of any type whatsoever affecting the Tenant, the Tenant's property, or the Tenant's ability to execute, deliver, and perform with respect to any of the Tenant's Documents.

(e) The Leased Property financed or refinanced with proceeds of the Bonds is comprised of land, buildings, facilities, equipment and/or other items for the Charter Schools.

(f) Neither the representations of the Tenant contained in the Tenant Documents nor any oral or written statement, furnished by or on behalf of the Tenant to the Landlord or the Underwriter in connection with the issuance of the Bonds and the transactions contemplated hereby, contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements contained herein or therein not misleading. There are no facts that the Tenant has not disclosed to the Landlord and the Underwriter in writing that the Tenant believes materially and adversely affect or in the future may (so far as the Tenant can now reasonably foresee) materially and adversely affect the properties, business, prospects, profits, or condition (financial or otherwise) of the Tenant, or the ability of the Tenant to perform its obligations under the Tenant Documents or any documents or transactions contemplated hereby or thereby.

(g) The Tenant's federal employer identification number is 27-2154495.

(h) The Tenant will comply fully and in all respects with the Charter School Law and the Charter Contracts and will take all reasonable action to maintain, extend and renew the Charter Contracts so long as any amounts under this Lease are due and payable. Tenant will notify Landlord on Charter renewals or changes to the Charter.

(i) The Tenant has obtained, or will obtain before they are required, all necessary approvals of and licenses, permits, consents, and franchises from federal, State, county, municipal, or other governmental authorities having jurisdiction over the Leased Property to

operate the Leased Property as charter schools, and to enter into, execute, and perform its obligations under this Lease and the other Tenant Documents.

(j) There has been no material adverse change in the financial condition, results of operations, or business affairs of the Tenant or the feasibility or physical condition of the Leased Property or the Charter Schools subsequent to the date of the Limited Offering Memorandum.

(k) The Tenant (i) understands the nature of the structure of the transactions related to the financing and refinancing of the Leased Property; (ii) is familiar with all the provisions of the documents and instruments related to such financing to which the Tenant or the Landlord is a party or of which the Tenant is a beneficiary; (iii) understands the risk inherent in such transactions, including, without limitation, the risk of loss of the Leased Property; and (iv) has not relied on the Landlord or the Underwriter for any guidance or expertise in analyzing the financial consequences of such financing transactions.

(l) Tenant has entered into this Lease based on its own full investigation, including third party acting for the Tenant, of all facts relating to, and conditions underlying, the Leased Premises and its development and use of the Leased Premises, including environmental conditions, and that it has solely relied on its own investigation, or that of the third party.

(m) There is no completed, pending or, to Tenant's knowledge, threatened bankruptcy, reorganization, receivership, insolvency or like proceeding, whether voluntary or involuntary, affecting Tenant.

ARTICLE III DEMISING CLAUSE

Section 3.1 Demising Clause. Landlord hereby demises and leases the Leased Property to Tenant and Tenant hereby leases the Leased Property from Landlord, in accordance with the provisions of this Lease, to have and to hold for the Term (as defined herein).

ARTICLE IV TERM, SURRENDER

Section 4.1 Term. The term of this Lease shall commence on the Effective Date (as hereinafter defined) and end on the date that is thirty-five (35) years thereafter unless sooner terminated in accordance with the terms and conditions hereof (the "**Termination Date**"). The period from the Effective Date through the Termination Date shall be referred to herein as the "**Term.**" unless earlier terminated pursuant to Section 4.2 below.

Section 4.2. Termination of Term. The Term shall terminate upon the earliest of any of the following events:

(a) The occurrence of an Event of Default and termination of the Term by the Landlord under Article XIV of this Lease;

(b) The end of the Term; or

- (c) The date that no Bonds are Outstanding.

Section 4.3. Term Extensions. Tenant shall, provided the Lease is in full force and effect and Tenant is not in default under any of the terms and conditions of the Lease at the time of notification or commencement, have the option to extend the Initial Term (the "Term Extension") for the greater of two (2) 5-year terms or for the same amount of time that the Orange County School Board (or the state) extends the term of either Contract (the "Charter Renewal"). The renewal process may require that Tenant be able to demonstrate to the School Board that the Lease Agreement has been extended as a condition to the School Board's willingness to grant the Charter Renewal. In such case, Tenant can elect to initiate the Term Extension subject to a condition that the School Board approve the Charter Renewal within a reasonable amount of time after any such Charter Renewal, Tenant shall notify the Landlord of any such extensions. If Tenant elects to exercise said option, then Tenant shall provide Landlord with written notice not later than eighteen (18) months prior to the expiration of the term of the Lease. If Tenant fails to provide such notice, Tenant shall have no further or additional right to extend or renew the term of the Lease.

Section 4.4. End of Term. Upon the expiration or earlier termination of the Term, Tenant shall surrender the Leased Property in the same order and condition in which it was in on the Commencement Date, ordinary wear and tear excepted. All alterations, additions or improvements and fixtures made to the Premises made by either party shall remain upon and be surrendered with the Premises as a part thereof except that Tenant shall have the right to remove all of Tenant's movable trade fixtures, furniture, furnishings and equipment and any of such property deemed by law to be the property of the School Board. All damage and injury to the Premises caused by such removal shall be repaired by Tenant at Tenant's sole expense. If such property of Tenant is not removed by Tenant prior to the expiration or termination of the Term, the same shall, at Landlord's option, become the property of Landlord. The Tenant will pay to the Landlord an amount equal to the Renewal and Replacement Fund of the 2012 bond issue (currently \$250,000.00) as security for any damages not repaired by the Tenant. If Tenant fully complies with all terms of the Lease, Landlord will return the Security Deposit within 20 days after termination/expiration of the Leased Premises to Tenant. If Tenant does not fully comply with the terms of the Lease, Landlord may use Security Deposit to pay amounts owed by Tenant, including damages and such charges shall be deemed additional rent.

Section 4.5 Holdover Tenancy. Without limiting the foregoing and notwithstanding anything herein to the contrary, in the event that Tenant fails or refuses to vacate and surrender the Leased Premises after the Expiration Date, the Landlord, in its sole and absolute discretion, may elect to treat that failure or refusal as an automatic month-to-month holdover tenancy, subject to all the terms and conditions of this Lease. The terms and conditions of this Section shall survive expiration of this Lease.

ARTICLE V

RENT

Section 5.1 Rent Payment Period. The "Annual Rent" (as defined below) shall be paid in equal monthly installments beginning October 1st of each of the consecutive 12-month periods during the Term. The Annual Rent due from Tenant to Landlord shall generally pay for consecutive 12-month periods during the Term (i.e. October 1st to September 30th). Notwithstanding the foregoing, the first 12 monthly installments that Tenant begins paying on _____, 20__ shall pay be prorated commencing on the Lease Term Effective Date and ending September 30, 20__.

Section 5.2 Calculation of Annual Rental Amounts. Tenant shall pay annual rent to Landlord during the Term in an amount calculated to be \$700 per the maximum number of students (currently 1600) according to the Charter number (the "Annual Rent"). The monthly installments due each year prior to the School Board's release of the October count shall be based on the \$420,000 minimum rent (i.e. $1/12 \times \$420,000 = \$35,000$) (This \$420,000 minimum is based on the difference between the 2012 bond Base Rent which averaged \$58,500 and the \$700 per student times the maximum of 1600 students).

Section 5.3 Rent Adjustments: Once every 3 years of the Term starting with the 20__ school year, the Annual Rent shall be adjusted based on the current student count, per student state charter school operating funds and CPI for that year.

Alternative Language: Rent Adjustment: The Parties will in good faith seek to renegotiate the Annual Rent for two additional 5-year extension of the Lease Agreement. The Parties acknowledge that the amount of Annual Rent for the additional 5-year term shall be reasonably related to the state operational funding that Tenant receives in order to operate the School. In the event the Parties are unable to agree on the Annual Rent by the 120th day prior the end of the initial term or any term extensions, then each Party shall select a commercial leasing professional with experience in, or knowledge about, negotiating leases for charter schools and who understands the state charter school funding formulas (herein referred to as "Charter Lease Knowledge"). These professionals shall have until 90 days to determine the Annual Rent for the 5-year extension period. If these professionals are unable to agree, then within 10 days of the expiration of the aforesaid 90-day period the professionals will mutually agree upon and select another commercial leasing professional with Charter Lease Knowledge. This third professional shall make the determination of the Annual Rent for the 5-year extension period, and said determination will be binding on the Parties.

Section 5.4 Additional Rent. All sums, liabilities, obligations, and other amounts which Tenant is required to pay or discharge pursuant to this Lease, including taxes (if any) and insurance premiums, in addition to Annual Rent, together with any finance charge, late fees, or other sums which may be added for late payment thereof, shall constitute "**Additional Rent**" hereunder. The Annual Rent, Additional Rent, and any other sums required to be paid by Tenant to Landlord hereunder are collectively referred to as the "**Rent**". All Rent shall be paid without deduction, offset, prior notice, or demand as directed pursuant to this Lease.

Section 5.5 Late Charges and Default Interest. If any installment of Rent is not paid within ten (10) business days after its due date, then such arrearage shall (i) bear 5% interest from the due date for amounts past due to the Landlord until paid in full; (ii) include a reasonable administrative charge to cover the costs of processing and handling delinquent debts, but not in excess of \$100.00; and (iii) include an assessment of an additional 5% penalty charge on any portion of a debt that is more than 90 days past due.

Section 5.6 Rent Credits: *The City would consider rent credits based on the percentage of Belle Isle students to total enrollment. The amount of the credit would be negotiated with the Tenant during the Rent Adjustment Negotiations.*

Section 5.5. Payments.

(a) Rent shall be paid from Charter School Revenues, provided, however, that nothing in this Lease shall be construed as prohibiting the Tenant from making any payment hereunder from other legally available revenues of the Tenant to the extent Charter School Revenues are

insufficient therefore.

(b) All Rent payable by Tenant shall be made without defense, counterclaim or set-off by reason of any dispute between the Tenant and the Landlord, or for any other reason whatsoever (any such defenses or rights to set-off being absolutely waived by the parties hereto).

Section 5.6. Taxes and Assessments. Tenant covenants and agrees to pay and discharge, when due and payable, (a) all personal property taxes, real estate taxes, assessments, sewer and water rents, rates and charges and other governmental levies, impositions or charges, whether general, special, ordinary, extraordinary, foreseen or unforeseen, which may be assessed, levied or imposed upon all or any part of the Leased Property, and (b) any sales or excise tax now or hereafter levied or assessed upon or against Tenant's or Landlord's interest in the Rent. Should the appropriate taxing authority require that any of the foregoing be collected by Landlord for or on behalf of such taxing authority, then the same shall be paid by Tenant to Landlord as additional Rent in accordance with the terms of any written notice from Landlord to Tenant to such effect. Tenant, a nonprofit organization, represents that it does not pay any taxes and assessments. Tenant covenants and agrees that it shall not, by its action or inaction, cause imposition of a lien on the Leased Premises or Improvements for delinquent taxes. The provisions of this paragraph shall survive the expiration or prior termination of this Lease.

Section 5.7. Pledge By Tenant. In order to secure the payment in full of the Bonds and payment of all sums due or to become due under this Lease, including advances which may be made in the future, and to secure the performance by the Tenant of all the covenants expressed or implied by this Lease (a) the Tenant hereby grants, bargains, sells, conveys and mortgages unto the Landlord, to the extent permitted by law and subject to any and all Permitted Encumbrances, all of the Tenant's interest in the Project and the facilities, buildings, fixtures, equipment, personal property of every kind in connection therewith, and other improvements located or to be constructed thereon, and any fixtures or appurtenances now or hereafter erected thereon; together with all rents and leases, profits, royalties, mineral rights, geothermal resources, oil and gas rights and profits, easements and access rights, now owned or hereafter acquired by, used by or belonging to the Tenant, or in any way connected with the Project, all of which are declared to be a part of said Project, and all of the Tenant's rights, privileges, benefits, hereditaments and appurtenances in any way belonging, incidental or appertaining to the Project, subject to Permitted Encumbrances, and (b) the Tenant hereby pledges and grants to the Landlord, to the extent permitted by law and subject to any and all Permitted Encumbrances, a present security interest, within the meaning of the Florida Uniform Commercial Code in the Charter School Revenues, whether now owned or hereafter acquired, and including the products and proceeds of the same.

The foregoing provisions of this Section 5.4 constitute an absolute and unconditional present assignment of the Charter School Revenues, subject however to the conditional permission hereby given to the Tenant to collect and use Charter School Revenues so long as no Event of Default under this Lease shall have occurred and be continuing, upon which Event of Default that permission shall automatically terminate; provided that the existence or exercise of any privilege of the Tenant granted pursuant to that permission shall not be construed and shall not operate to subordinate the assignment made or the security interest granted in this Section 5.4, in whole or in part, to any subsequent assignment made or security interest granted by the Tenant. The assignment, security interest and agreement to pay shall not inhibit, and this

Lease allows (except as otherwise herein provided), the sale or other transfer of such Charter School Revenues for Tenant expenditures, provided that an Event of Default shall not have occurred and be continuing or occur on account of such sale or transfer.

ARTICLE VI
USE AND MAINTENANCE OF PREMISES

Section 6.1 Permitted Use. The Leased Premises shall be used for the purposes of the maintenance, repair, and operation of an elementary school (prekindergarten through fifth grade) and a middle school (sixth through eighth grade) currently consisting of eight (8) buildings and related ancillary facilities and improvements (collectively, sometimes herein referred to as the “**School**”), for purposes reasonably related thereto (e.g., pre- or post-school parent-teacher meetings, club or association meetings) and for no other purpose (all the foregoing collectively hereinafter referred to as, the “**Permitted Use**”). Notwithstanding the foregoing, Tenant hereby grants the Landlord the right to use the Leased Premises, including, without limitation, the School facilities, during non-school hours, for any purpose, including, without limitation, for government services, to the extent that such use does not interfere with Tenant’s after-hour school activities (“**City Use of the Schools**”).

- a. Tenant shall use and manage the Leased Premises in accordance with all Applicable Laws (as hereinafter defined). Tenant shall not permit any nuisance, waste or injury on the Leased Premises and shall not use the Leased Premises, nor allow any of its officers, employees, agents, contractors, subcontractors, licensees or invitees to use the Leased Premises for any purpose other than the Permitted Use or in any manner that violates any Applicable Laws.
- b. Without limiting the foregoing, Tenant hereby acknowledges and agrees that it shall not use or permit the use of the Leased Premises for any of the following activities: (a) any use that is unlawful or inherently dangerous or that constitutes waste, unreasonable annoyance, or a nuisance; (b) activities involving the storage, treatment, transportation, disposal, or manufacture of Toxic or Hazardous Materials (as hereinafter defined) (excepting normal cleaning supplies, pesticides, glues, and paints kept and used in reasonable and customary quantities; (c) activities that the City determines adversely affect the health, safety, morals, welfare, and morale; or (d) partisan political activities.

Section 6.2. Delivery of Premises. Tenant has inspected all portions of the Leased Property and agrees (a) to accept possession of the Leased Property in the "as is" condition existing on the Commencement Date (Exhibit C), (b) that neither Landlord nor Landlord's agents have made any representations or warranties with respect to the Leased Property except as expressly set forth herein, and (c) Landlord has no obligation to perform any work, supply any materials, incur any expense or make any improvements to the Premises to prepare the Premises for Tenant's occupancy. Tenant's occupancy of any portion of the Premises shall be conclusive evidence, as against Tenant, that Tenant has accepted possession of all portions of the Leased Property in its then current condition and that all portions of the Leased Property were in a good and satisfactory condition at the time such possession was taken.

Section 6.3 Maintenance and Repair. During the Term, Tenant shall, at its sole cost and expense, keep and maintain the Leased Premises and the Improvements, including without limitation the foundation of any buildings or systems, electrical, plumbing, security systems,

fixtures, trade fixtures, machinery, furnishings, signage, and all other portions of the Improvements, in good repair and working order (reasonable wear and tear excepted), and in a clean, properly maintained safe condition. All maintenance, repairs and replacements shall be of quality at least equal to the original in all materials and workmanship. Tenant shall promptly repair, at its expense and in a manner reasonably acceptable to the Landlord, any damage to Landlord's property or to the property of others caused by Tenant or its officers, agents, employees, invitees, licensees, and contractors. Tenant shall keep and maintain all artificial turf, grass and landscaping on the Leased Premises in good working order and repair and in a neat and attractive manner consistent with public school standards and practices. The Landlord shall have the right to enter the Leased Premises at any time during business hours (9:00 am to 5:00 pm, Monday through Friday) and upon at least twenty four (24) hours advance written notice to Tenant to determine whether or not Tenant is complying with its maintenance obligations hereunder. Notwithstanding the foregoing, however, in the event of an emergency directly affecting the Leased Premises, the Landlord may enter the Leased Premises at any time and shall not be required to provide any notice to Tenant prior to entering the Leased Premises.

Section 6.4. Cleaning: Refuse and Rubbish Removal. Tenant, at Tenant's sole cost and expense, shall (a) keep all of the Leased Property in a clean condition, (b) cause the Premises and the Buildings to be treated for pests with such frequency and in such manner as to prevent the existence of vermin or other infestation, and (c) cause Tenant's garbage and other refuse to be removed from the Premises in a timely manner and, until removed, kept in a neat and orderly condition.

Section 6.5. Landlord's Right of Access. Landlord and any other party designated by Landlord shall have the right to enter the Premises at all reasonable times (a) to examine the Leased Property, (b) to show all or any portion of the Premises to prospective Tenants, subtenants or licensees and (c) to make such repairs, alterations or additions to all or any portion of the Leased Property (i) as Landlord may deem necessary or appropriate or (ii) which Landlord may elect to perform following Tenant's failure to perform. Notwithstanding the provisions of this Section, whenever, pursuant to the terms of this Lease, Landlord is permitted or obligated to enter the Leased Property, whether for purpose of making repairs, exhibiting the same to prospective tenants, or for any other purpose, such entry shall be on the following terms and conditions: (a) upon at least three (3) business days prior written notice to Tenant (except in an emergency), (b) during regular business hours, (c) in such a manner so as to minimize interference with the conduct of Tenant's business; provided, that Tenant shall have the right to reschedule the visit to a reasonable time if the visit would interfere with Tenant's business, and (d) Landlord's and Tenant's access to the Leased Property is subject to compliance with all applicable background screening requirements of state and federal law. Notwithstanding anything herein to the contrary, at any time that all or any portion of the Leased Property is not being used for school-related purposes (such as after Charter School hours, weekends, etc.), the Landlord shall have the right to enter and occupy the Premises, or such portion thereof, including, without limitation, the right to sublease or license the use of same for any lawful purpose. Landlord shall provide Tenant advance notice of such use to ensure the availability of all or any portion of the Leased Property. Landlord shall not use or allow the use or occupancy of the Leased Property for any unlawful purpose nor shall Landlord do or permit any act or thing at the Leased Property which would constitute a public or private nuisance or waste.

Section 6.6. Compliance with Law. Tenant agrees, at its own expense, to comply with all laws, orders and regulations of federal, state and municipal authorities and with any lawful direction of any public officer which shall impose any duty upon Tenant with respect to its use of the Leased Property or the occupancy of all of the portions of the Leased Property (collectively, the "Legal Requirements"). Landlord shall comply with and shall not cause the Leased Property or any portions thereof to violate any Legal Requirements.

ARTICLE VII

ALTERATIONS AND IMPROVEMENTS

Section 7.1 Tenant Improvements. Prior to any improvements or alterations and any repairs beyond preservation and maintenance of existing operating conditions to the School, Tenant must submit plans and designs for any proposed improvements, alterations or changes to the Leased Premises for the Landlord's review and evaluation. After completion of the review and evaluation process and in accordance with all applicable laws, a "**Notice to Proceed**" with all applicable conditions will be issued by the Landlord to Tenant. The Notice to Proceed will not be unreasonably conditioned, delayed or withheld. Such improvements or alterations to be constructed by Tenant after its receipt of the Notice to Proceed (the "**New Improvements,**" together with the improvements existing as of the Effective Date are collectively referred to herein as the "**Improvements**" or the "**School**") must comply with all Applicable Laws (as hereinafter defined) and City requirements.

Section 7.2. Tenant Installation of Machinery, Tenant Equipment and Removable. During the Term, the Tenant shall have the right at its sole cost and expense, to install such of its own machinery and equipment ("**Tenant Equipment**"), to make improvements, and to attach such removable fixtures including but not limited to Tenant Equipment in, on, below or upon the Leased Premises as may be necessary for its use of the Leased Premises pursuant to this Lease; and to remove such machinery, Tenant Equipment, minor improvements, and removable fixtures at any time prior to the expiration or earlier termination by the Tenant of this Lease. In the event of termination of this Lease by the Landlord, the Tenant shall have a reasonable period of time following the effective termination date to remove such property, including the Tenant Equipment. The installation of Tenant Equipment shall be done in accordance with Applicable Laws, including the National Electrical Code, the Florida Building Codes (current edition) and other codes that directly relate to the construction, installation, operation and maintenance of communication equipment. If codes differ, the more stringent code shall apply.

Section 7.3. Improvements. Except as expressly permitted in this Lease, Tenant will not make any alteration, addition or improvements or install any fixtures (collectively "Alterations") in or to any portion of the interior or exterior of the Leased Property without first obtaining the prior written consent of Landlord. Tenant shall cause all Alterations permitted by Landlord to be made by qualified, licensed and insured contractors and conform to all Legal Requirements. Notwithstanding the foregoing, Tenant shall be permitted to make Alterations to the Leased Property that do not affect the structural integrity of the Buildings without the consent of the Landlord.

Section 7.3. No Liens Created by Tenant or Landlord. Tenant shall keep the Leased Premises free and clear from any and all liens, claims, and demands for work performed, materials furnished, or operations conducted for Tenant. If any such mechanic's,

construction, or materialman’s liens shall be recorded against the Leased Premises, Tenant shall, immediately upon receiving notice of the same, cause such lien to be promptly removed, or transferred to a lien transfer bond or other security available and Tenant hereby agrees to indemnify the Landlord against all liability occasioned by or resulting from any improvements or alterations to the Leased Premises. Notice is hereby given that neither the Landlord or the Leased Premises shall be liable for any labor, services, or materials furnished to Tenant upon credit and that no construction or other lien for any such labor, services, or materials shall attach to, encumber, or in any way affect the reversionary or other estate or interest of the Landlord in and to the Leased Premises.

Section 7.4 Payment and Performance Bonds. Prior to commencement of construction on the Leased Premises, which the Landlord, in its discretion, reasonably considers material or substantial, and as a condition to obtaining a Notice to Proceed, Tenant shall provide to the Landlord one or more bonds obtained by the general contractor of Tenant or its subtenant (and not from any subcontractor of that general contractor) ensuring payment and performance of that general contractor’s obligations under the prime construction contract directly between that general contractor and the Tenant with respect to the construction covered by the Notice to Proceed to be issued pursuant to this Lease. Each of the bonds must: (i) be issued by a Qualified Surety (as hereinafter defined); (ii) be in a form satisfactory to the Landlord and run in favor of the Landlord; (iii) be in the amount of the total cost of constructing the portion of the Improvement covered by such Notice to Proceed, as such cost is stipulated in the construction contract between the Tenant and its general contractor; (iv) guarantee the performance of the contract for the construction of such Improvement in accordance with final construction plans and specs that have been approved by the City Manager (or his duly authorized representative); and (v) provide that the Landlord is an obligee on such bonds as its interests may appear. A “Qualified Surety” is a corporate surety or insurer authorized to do business, and to issue bonds for construction payment and performance, in the State of Florida and possessing a rating of A/VIII or better in A.M. Best’s Insurance Reports.

Section 7.5. Quiet Enjoyment; Defense of Title. Landlord covenants and warrants that, except as provided herein, and so long as no Event of Default (as hereinafter defined) has occurred or is continuing, Tenant shall and will peacefully and quietly have, hold and enjoy the Leased Property for the Term subject to the terms and conditions of this Lease. Except for matters of record on the date hereof, and except for Permitted Encumbrances, Landlord does hereby fully warrant the title to the Leased Property and every part thereof and will defend the same against the lawful claims of all persons whomsoever.

ARTICLE VIII
DESTRUCTION AND CONDEMNATION

Section 8.1. Destruction of Premises. If any of the Buildings are totally or partially damaged or destroyed from any cause, Tenant shall give prompt notice to Landlord, and the damage shall be repaired by Landlord, at its expense but through the use of any proceeds from policies of insurance maintained by Tenant, to substantially the condition that existed prior to the damage. None of the Tenant's obligations to make payments of the Rent shall be abated in whole or in part during any period of repair or restoration. Notwithstanding the foregoing, if any of the Buildings are totally damaged or are rendered wholly untenable, or if any of the Buildings are so damaged that substantial alteration, demolition, or reconstruction is required, then in either

of such events Landlord may, not later than 60 days following the date of the damage, give Tenant a notice terminating this Lease with respect to the Leased Property upon which such of the Buildings is located. If this Lease is so terminated, (a) the Term with respect to such portion of the Leased Property shall expire upon the date set forth in Landlord's notice, which shall not be less than 30 days after such notice is given, and Tenant shall vacate such portion of the Leased Property and surrender the same to Landlord no later than the date set forth in the notice, (b) all proceeds of policies of insurances maintained by Tenant with respect to such portion of the Leased Property shall become the property of Landlord and (c) this Lease shall remain in effect and unchanged with respect to of the remainder of the Leased Property and the Leased Property associated therewith. Additionally, in the event that any of the Buildings are totally or partially destroyed or condemned within the last six (6) months of the then current Term, then Tenant shall have the right, at its sole discretion, to deliver to Landlord any insurance proceeds received by or payable to Tenant with respect thereto and terminate this Lease with respect to such portion of the Leased Property. In such event, the Lease shall be terminated with respect to such portion of the Leased Property as of the date the insurance proceeds are delivered to Landlord.

Section 8.2. Eminent Domain. In the event any of the properties that make up the Leased Property are totally condemned by any political body having the power of eminent domain, this Lease shall terminate with respect to such property on the date of vesting of title in such proceedings and the entire proceeds from such condemnation award shall become the property of Landlord without deduction. In the event any of the properties that make up the Leased Property are partially condemned by any political body having the power of eminent domain, the entire proceeds from such condemnation award shall be allocated to Landlord without deduction. Nothing in this Section shall give Tenant a right of termination.

Section 8.3. Cooperation of Landlord. Landlord and Tenant shall cooperate fully with each other in filing any proof of loss with respect to any insurance policy maintained by Tenant and in the prosecution or defense of any prospective or pending condemnation proceeding with respect to the Leased Property or any portion thereof. In no event shall Tenant voluntarily settle, or consent to the settlement of, any proceeding arising out of any insurance claim, performance or payment bond claim, prospective or pending condemnation proceeding, or action relating to any construction contract for any portion of the Leased Property without the written consent of the

ARTICLE IX
UTILITIES

Section 9.1. Utilities. Tenant shall place in its name and shall pay or cause to be paid all charges for gas, electricity, light, heat, power, water, sewer, communications, trash collection and all other utility services used, rendered or supplied to or in connection with the Leased Property during the Term. Landlord shall not be liable in any way to Tenant for any failure, defect or interruption of, or change in the supply, character and/or quantity of any utility service furnished to the Leased Property for any reason except if attributable to the gross negligence or willful misconduct of Landlord, nor shall there be any allowance to Tenant for a diminution of rental value, nor shall the same constitute an actual or constructive eviction of Tenant, in whole or in part, or relieve Tenant from any of its Lease obligations. Tenant hereby acknowledges and agrees that the Landlord shall not have any obligation or liability for the provision of utility services (including, without limitation, electric, gas, communications, potable water, and wastewater) to the Leased Premises or the School. Tenant shall be solely responsible for designing, permitting, and constructing all infrastructure and systems necessary for utility service connections and

delivery to the Leased Premises and for obtaining such utility services from available local providers. Tenant shall be responsible for any impact fees, or connection, or tap fees for connection of utilities to the Leased Premises. Without limiting the forgoing, the Landlord may but is not required to, via written agreement pursuant to an in accordance with all the terms, conditions, and requirements of applicable laws provide Tenant with utility services on a reimbursable basis.

ARTICLE X
TRANSPORTATION

Section 10.1 Access and Transportation Improvements. Tenant shall, at its sole cost and expense, operate, repair and maintain all pedestrian and vehicular access and transportation improvements (e.g., sidewalks, bus loops, parent drop off loop, etc.) on the Leased Premises. Tenant, its employees, representatives, contractors, agents, licensees and invitees shall have ingress/egress access to the Leased Premises as determined by the Tenant to the subject property as depicted on **Exhibit A** attached hereto and incorporated herein by this reference (the “**Access Areas**”). The Landlord shall not be responsible nor incur any cost or expense for providing transportation or bussing services for the Tenant or the Leased Premises or for the benefit of the Tenant’s operations thereon. In the event Tenant provides bus or transportation services to its students, Tenant shall do so at its sole cost and expense, and shall ensure that any such bus or transport servicing students outside the Leased Premises access the Leased Premises via the Access Areas.

ARTICLE XI
GENERAL LIABILITY AND INSURANCE

Section 11.1 Waiver. Except as otherwise provided in this Lease or resulting from a breach of this Lease by Landlord, Tenant and its officers, members, partners, agents, employees, subtenants, licensees, invitees and contractors, and all persons claiming by and through them hereby waive, release and knowingly and voluntarily assume the risk of all liabilities, claims, damages (including consequential damages), losses, penalties, litigation, demands, causes of action (whether in tort or contract, in law or at equity or otherwise), suits, proceedings, judgments, and other expenses (including attorneys’ and experts’ fees and expenses) against the Landlord and its employees, contractors and subcontractors arising from bodily injury or death or damage to the property of any person and damage to the property of any person occurring in or at the Leased Premises or arising from the exercise of the rights granted to Tenant or performance of any obligation required by or for the Tenant under this Lease, including: (i) any interruption or stoppage of any utility services; (ii) business interruption or loss of use of the Leased Premises; (iii) any latent or patent defect in the Lease Premises; (iv) interference with Tenant’s business, loss of occupancy or quiet enjoyment; and (v) any other loss resulting from the proper exercise by the Landlord of any right or the performance of any obligation under this Lease. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the Landlord (City), which immunity is hereby reserved to the Landlord (City). This covenant in this Section 11.1 shall survive the expiration or earlier termination of this Lease.

Section 11.2. No City Liability. Except as otherwise provided in this Lease, the City shall not be responsible for damage to property or injuries or death to persons that may arise from, or

be attributable or incident to, the condition or state or repair of the Leased Premises, or the use and occupation of the Leased Premises, or for damages to the property of the Tenant, or injuries or death of the Tenant's officers, agents, servants, employees, or others who may be on the Leased Premises at their invitation or the invitation of any one of them. It is the intent of the Parties that the Tenant will, to the extent permitted by law, hold harmless the City for any loss or damage arising out of the use of the Leased Premises.

Section 11.3. Tenant Liability. Except as otherwise provided in this Lease, and the extent permitted by law, Tenant assumes all risks of loss or damage to property and injury or death to persons by reason of, or incident to, the possession and/or use of the Leased Premises by the Tenant, the Tenant's officers, agents, servants, employees, or others (excluding those employees or agents of the Landlord (City) who are on the Leased Premises for the purpose of performing official duties) who may be on the Leased Premises at their invitation or the invitation of any one of them (the "Tenant Parties"), or the activities conducted by or on behalf of the Tenant Parties under this Lease. The Tenant expressly waives all claims against the Landlord (City) for any such loss, damage, bodily injury, or death caused by, or occurring as a consequence of, such possession and/or use of the Leased Premises by the Tenant Parties, or the conduct of activities or the performance of responsibilities under this Lease. Upon the request of the Landlord (City), Tenant agrees to request the execution of hold harmless agreements from the Tenant's employees, students, contractors, vendors, officers, agents, servants, or other invitees, known by Tenant to be and remain in attendance on the Leased Premises for the entire period of daily school operations; this does not include persons or entities who may be on the Leased Premises for periods of less than the entire period of daily school operations. Such agreements will be provided by the Landlord (City) for Tenant's use. If upon request of the Landlord (City) to obtain such agreements and upon request of Tenant to execute such agreements, any individual refuses to execute such agreement, the Landlord (City) will not hold Tenant in violation of the terms of this Lease, nor, because of such refusal alone, deny the person or entity access to the Leased Premises; however, the Tenant will notify the Landlord (City) of the persons and/or entities refusing to sign the agreements. Nothing herein shall require Tenant to coerce or encourage parties to execute these agreements.

Section 11.4. Insurance. Upon the Effective Date and throughout the Term of this Lease, Tenant shall, at a minimum and, at its sole cost and expense, obtain and maintain in force during the Term of this Lease, the types of insurances with such coverage and in such form as specified in Exhibit B attached hereto and incorporated herein by this reference (collectively, the "**Required Insurances,**" **Exhibit B**). All Required Insurance to be maintained hereunder shall, unless otherwise expressly stated herein, be primary and not contributory with respect to any other insurance any insured may possess (including any self-insured retention or deductible).

Section 11.5. Insurance Requirements. All insurance required to be carried pursuant to the terms of this Lease (a) shall contain a provision that (i) the policy shall be non-cancellable and/or no material change in coverage shall be made thereto unless Landlord shall have received 30 days' prior notice of the same, by certified mail, return receipt requested, and (ii) Tenant or such third party provider shall be solely responsible for the payment of all premiums under such policies and, if applicable, Landlord shall have no obligation for the payment thereof, and (b) shall be effected under valid and enforceable policies issued by either the Florida Municipal Insurance Trust or by reputable and independent insurers permitted to do business in the State of Florida and rated in Best's Insurance Guide, or any successor thereto (or if there be none, an organization having a national reputation) as having an AM Best's Rating of

"A-" and a "Financial Size Category" of at least "VII" or, if such ratings are not then in effect, the equivalent thereof or such other financial rating as an Independent Consultant may at any time consider appropriate.

Section 11.6. Delivery of Policies. On or prior to the Commencement Date, Tenant shall deliver to Landlord appropriate policies of insurance required to be carried by each party pursuant to this Article and Exhibit ___. Evidence of each renewal or replacement of a policy shall be delivered by Tenant to Landlord at least 10 days prior to the expiration of such policy.

ARTICLE XII **ENVIRONMENTAL**

Section 12.1. Maintenance of Premises. Tenant, at Tenant's expense, shall maintain the Premises in compliance with, and shall not cause or permit the Premises, through the acts of Tenant, to be in violation of, any federal, state, county and municipal laws, ordinances, or regulations including, without limitation, those relating to Hazardous Materials, air and water quality, waste disposal, zoning, building, occupational safety and health, industrial hygiene, or to the environmental conditions on, under, or about the Property, including, but not limited to, soil and groundwater conditions ("Environmental Laws"). Landlord, to the extent it has access and at Landlord's expense, shall maintain the Premises in compliance with, and shall not cause or permit the Premises, through the acts of the Landlord or any subtenant, licensee or other user of Landlord, to be in violation of any Environmental Laws. During the Term of this Lease and in exercising the rights granted herein or carrying out actions contemplated hereby, Tenant shall be responsible for compliance, at its sole cost and expense, with all Environmental Laws applicable to Tenant's use of the Leased Premises. As used herein, "**Environmental Laws**" shall mean all applicable statutes, regulations, requirements, rules, guidelines, codes, policies, orders, decrees, approvals, plans, authorizations, and similar items, and all amendments thereto, and all applicable judicial, administrative and regulatory decrees, judgments, and orders, of all governmental agencies, departments, commissions, boards, bureaus or instrumentalities of the United States, the State of Florida and its political subdivisions, relating to the protection or regulation of human health, the environment or natural resources, including but not limited to, the Comprehensive Environmental Response, Compensation and Liability Act ("CERCLA") (42 U.S.C. §§ 9601 et seq.); Resource Conservation and Recovery Act ("RCRA"); the Toxic Substance Control Act (15 U.S.C. §§ 2601 et seq.); the Clean Air Act (42 U.S.C. §§ 7401 et seq.); the Emergency Planning and Community Right to Know Act (42 U.S.C. §§ 1101 et seq.); the Hazardous Materials Transportation Act (49 U.S.C. §§ 1801 et seq.); the Federal Water Pollution Control Act (33 U.S.C. §§ 1251 et seq.); the Occupational Safety and Health Act (29 U.S.C. §§ 655 et seq.); the Construction Safety Act (40 U.S.C. §§ 333 et seq.); the National Environmental Policy Act (42 U.S.C. §§ 4321 et seq.); the Endangered Species Act (16 U.S.C. §§ 1531 et seq.); the Federal Insecticide, Fungicide, and Rodenticide Act (7 U.S.C. §§ 136 et seq.); the Solid Waste Disposal Act (42 U.S.C. §§ 6901 et seq.); National Environmental Policy Act, Executive Order 11990 Protection of Wetlands; Executive Order 11988 Floodplain Protection; and all applicable state statutes and City ordinances applicable to the Leased Premises and the use thereof and operations thereupon as may be amended from time to time during the Term of this Lease. The Environmental Laws shall also include: (a) all requirements pertaining to reporting, warnings, licensing, permitting, investigation, remediation and removal of emissions, discharges, releases, or threatened releases of Toxic or Hazardous Wastes, Substances or Materials (each as defined by federal law), whether solid, liquid, or gaseous in nature, into the air, surface water, groundwater, land or any other

environmental media, or relating to the manufacture, processing, distribution, use, treatment, storage, disposal, transport, or handling of Toxic or Hazardous Wastes, Substances or Materials, and (b) all requirements pertaining to the health and safety of employees or the public. Tenant shall not store, treat, or dispose of any Hazardous Substances on the Leased Premises. As used herein, “**Hazardous Substances**” are defined as any contaminant, toxic or hazardous waste, or any other substance the removal of which is required or the use of which is restricted, prohibited or penalized under any Environmental Laws, including, without limitation, asbestos or petroleum products. Further, during the Term of this Lease, neither party to this Lease nor any agent or party acting at the direction or with the consent of either party hereto shall use, store, handle or dispose of by any means any Hazardous Substances at the Leased Premises, except that Tenant may be entitled to use, store, handle or dispose of Hazardous Substances of the type and in the quantities typically used by companies performing similar services in accordance with all applicable Environmental Laws, if consented to and approved in writing by the Landlord. Except as otherwise expressly provided in this Lease,

Section 12.2. Use of Hazardous Materials. Neither Tenant nor Landlord shall, in violation of any Environmental Laws, use, generate, manufacture, store, or dispose of, on, under, or about the Leased Property or transport to or from the Leased Property any flammable explosives, radioactive materials, including, without limitation, any substances defined as, or included in the definition of, "hazardous substances", "hazardous wastes", or "hazardous materials" under any applicable Environmental Laws ("Hazardous Materials").

Section 12.3. Environmental Liens. Neither Tenant nor Landlord shall create or suffer to exist with respect to the Leased Property, or permit any of its agents to create or suffer to exist any lien, security interest or other charge or encumbrance of any kind, including without limitation, any lien imposed pursuant to section 107(f) of the Superfund Amendments and Reauthorization Act of 1986 (42 U.S.C. section 9607(1)) or any similar Environmental Law.

Section 12.4. Responsibility. Landlord Tenant assumes all responsibility for and indemnifies and holds Landlord and its employees and contractors harmless from and against any and all debts, obligations, liabilities, fines, penalties, suits, claims, demands, damages, losses, and/or expenses (including reasonable attorneys’ and experts’ fees and expenses) in any way related to, connected with, or arising out of, Tenant’s failure to comply with any Environmental Laws or Tenant’s release of any hazardous substances or environmental condition including pollution of air, water, land or groundwater, resulting from the negligent, reckless, willful, wanton or unlawful acts or omissions by Tenant, its officers, agents, employees, contractors, subcontractors or any subtenants or licensees, or their respective invitees, giving rise to Landlord liability, civil or criminal, or other responsibility under Environmental Laws. Landlord shall be solely responsible for, and to the extent permitted by law shall indemnify and hold harmless the the Tenant, their partners, employees, agents, successors, and assigns from and against any loss, damage, cost, expense, or liability directly or indirectly arising out of or attributable to Landlord's (or any subtenant, licensee or user of Landlord) use, generation, storage, release, threatened release, discharge, disposal of Hazardous Materials on, under, or about the Leased Property. The foregoing indemnities shall survive the termination or expiration of this Lease.

ARTICLE XIII
COVENANTS OF THE TENANT

Section 13.1. Books, Records and Annual Reports. The Tenant shall keep proper books of record and account for each of the Charter Schools with full, true and correct entries of all of its dealings substantially in accordance with practices generally used for public school accounting in which complete and correct entries shall be made of its transactions relating to the Charter Schools, and which, together with all other books and records of the Tenant, including, without limitation, insurance policies, relating to the Charter Schools, shall at all times be subject during regular business hours to the inspection of the public. The operational manager of the school (currently Academica Central Florida, LLC) shall keep physical copies of all books, records, and annual reports at the Cornerstone Administrative Offices located at 5903 Randolph Avenue, Belle Isle, FL 32809 if the operational manager's main office is not physically located within Orange County. Tenant and Tenant's representatives will comply with Chapter 119, Public Records, of the Florida State Statutes.

Section 13.2. Consolidation, Merger, Sale or Conveyance. The Tenant agrees that during the term of this Lease it will maintain its corporate existence, will maintain no less than 33% of voting seats on the Board appointed by the City Council without CCA Board confirmation; will continue to be a not-for-profit corporation duly qualified to do business in the State, will not change the control structure of its governing board, merge or consolidate with, or sell or convey, except as provided herein, all or substantially all of its interest in the corporation to, any Person unless (i) it first acquires the written consent of the Landlord to such transaction, and the Landlord (City) agrees to put the question to a referendum vote of the registered voters of the City of Belle Isle. All costs associated with the referendum will be paid by the Tenant. If the referendum passes, the acquirer of the interest the corporation with which it shall be consolidated or the resulting corporation in the case of a merger:

(a) shall assume in writing the performance and observance of all covenants and conditions of this Lease;

(b) shall provide the Landlord with an Opinion of Counsel to the Tenant (which may be rendered in reliance upon the Opinion of Counsel to such other corporation), stating that none of the other entities that are a party to such consolidation, merger or transfer has any pending litigation other than that arising in the ordinary course of business, or has any pending litigation that might reasonably result in a substantial adverse judgment. For the purposes of the preceding sentence, the term "substantial adverse judgment" shall mean a judgment in an amount that exceeds the insurance or reserves therefor by a sum that is more than 2 percent of the aggregate net worth of the resulting, surviving or transferee corporation immediately after the consummation of such consolidation, merger or transfer and after giving effect thereto;

(c) shall deliver to the Landlord within 30 days of the close of such transaction, copies of all documents executed in connection therewith, one document of which shall include an Opinion of Counsel that all conditions herein have been satisfied and that all liabilities and obligations of the Tenant under the Tenant Documents shall become obligations of the new entity; provided, however, the Tenant shall not be released from same;

(d) shall continue to maintain no less than 33% of voting seats on the Board appointed

by the City Council without CCA Board confirmation.

(e) in the case of a consolidation, merger, sale or conveyance, shall provide evidence to the Landlord (i) the entity can continue to operate the Charter Schools as charter schools in accordance with the Charter School Law and that the entity is entitled to receive the Charter School Revenues, (iii) the Debt Service Coverage Ratio for the last Charter School Fiscal Year for which Audited Annual Financial Statements are available, after giving effect to the proposed consolidation, merger, sale or conveyance, would have been at least 1.20 and (iii) and that any rating on the Bonds will not be lowered, suspended or withdrawn.

Section 13.3. Further Assurances. The Landlord and the Tenant agree that they will, from time to time, execute, acknowledge and deliver, or cause to be executed, acknowledged and delivered, such supplements hereto and such further instruments as may reasonably be required for carrying out the intention of or facilitating the performance of this Lease.

Section 13.4. Financial Statements; Reports; Annual Certificate; Rate Covenant.

(a) Financial Reports, Enrollment Reports and Charter Compliance Reporting. The Tenant shall provide to the Landlord as soon as is practicable, and published on the Tenant's website within ten (10) business days, the following information: (A) the amount of money that the Tenant will receive from the State (which may consist of copies of Florida Department of Education forms showing amounts due to the Tenant); (B) a copy of the Tenant's annual budget, certified by the Tenant, on or before September 15 of each Charter School Fiscal Year, commencing September 15, 2021; (C) on or before March 15 and September 15 of each Charter School Fiscal Year, commencing March 15, 2021, a copy of the semi-annual budget for such semi-annual period and a statement comparing actual expenditures to budgeted expenditures for the immediately preceding semi-annual period, (D) enrollment numbers including the ratio of Belle Isle students to total enrollment for each Charter School; (E) copies of any written complaint notifications from the School Board, along with the Tenant's responses thereto, within ten days of receiving such complaint notifications and responding thereto; (F) notices of any meetings in which the Tenant is before the School Board for issues of non-compliance along with the minutes of such meetings and any responses provided by the Tenant.

(b) Annual Compliance Certificate. The Tenant will deliver to the Landlord within 90 days after the end of each Charter School Fiscal Year a certificate executed by an Authorized Representative of the Tenant stating that:

(i) A review of the activities of the Tenant during such Charter School Fiscal Year and of performance hereunder has been made under his or her supervision; and

(ii) He or she is familiar with the provisions of this Lease, and to the best of his or her knowledge, based on such review and familiarity, the Tenant has fulfilled all of its obligations hereunder and thereunder throughout the Charter School Fiscal Year, and there have been no defaults under this Lease or, if there has been a default in the fulfillment of any such obligation in such Charter School Fiscal Year, specifying each such default known to him or her and the nature and status thereof and the actions taken or being taken to correct such default.

(c) Debt Service Coverage Ratio. Within 30 days of the completion of the Annual Financial Statements, commencing with the Annual Financial Statements for the Charter School Fiscal Year ending June 30, 2021, the Tenant will deliver to the Landlord evidence of the Debt Service Coverage Ratio, which evidence may be in the form of a certificate of a Certified Public Accountant or included in the notes to the Annual Financial Statements. The Tenant covenants to maintain a Debt Service Coverage Ratio for each Charter School Fiscal Year, commencing with the Charter School Fiscal Year ending June 30, 2021, of at least 1.20. If any such Debt Service Coverage Ratio is below 1.20, the Tenant covenants to retain and, at its expense, within one hundred fifty (150) days of the end of such Charter School Fiscal Year, an Independent Consultant to submit a written report and make recommendations (a copy of such report and recommendations shall be filed with the Landlord), within ninety (90) days such Independent Consultant is retained, with respect to revenues or other financial matters of the Tenant which are relevant to increasing the Debt Service Coverage Ratio to at least 1.20. The Tenant agrees to use all commercially reasonable efforts to adopt and follow the recommendations of the Independent Consultant (excepting the instance when an Opinion of Counsel, addressed to the Landlord, is obtained excusing such actions by the Tenant as violative of applicable law). So long as the Tenant engages an Independent Consultant and uses commercially reasonable efforts to follow the Independent Consultant's recommendations as provided above, the Tenant will be deemed to have complied with its covenants hereunder; provided, however, that notwithstanding the foregoing, it shall be a default hereunder regardless of the engagement of an Independent Consultant if the Debt Service Coverage Ratio is below 1.00 for any Charter School Fiscal Year.

(d) Contracts to Comply with Tax Covenants. Any contract entered into between the Tenant or Landlord and any Independent Consultant pursuant to this Section must meet the requirements of the Tax Certificate and the Code.

(e) Additional Documents Upon Request. The Tenant will provide the Landlord with any of the documents specified in this Section in a timely manner upon request.

Section 13.5. Authority of Authorized Representative of the Tenant. Whenever under the provisions of this Lease the approval of the Tenant is required, or the Landlord is required to take some action at the request of the Tenant, such approval or such request shall be made by the Authorized Representative of the Tenant unless otherwise specified in this Lease. The Landlord shall be authorized to act on any such approval or request and the Tenant shall have no complaint against the Landlord as a result of any such action taken in accordance with such approval or request. The execution of any document or certificate required under the provisions of this Lease by an Authorized Representative of the Tenant shall be on behalf of the Tenant and shall not result in any personal liability of such Authorized Representative.

Section 13.6. Authority of Authorized Representatives.

(a) Whenever under the provisions of this Lease the approval of the Landlord is required, or the Tenant is required to take some action at the request of the Landlord, such approval or such request shall be made by the Authorized Representative of the Landlord unless otherwise specified in this Lease. The Tenant shall be authorized to act on any such approval or request and the Landlord shall have no complaint against the Tenant as a result of any such action taken in accordance with such approval or request. The execution of any document or certificate required under the provisions of this Lease by an Authorized Representative of the Landlord shall be on behalf of the Landlord and shall not result in any personal liability of such Authorized Representative.

(b) Whenever under the provisions of this Lease the consent or approval of the Landlord is required, or the Tenant is required to take some action at the request of the Landlord, such approval or such request shall be made by the Authorized Representative of the Landlord unless otherwise specified in this Lease. The Tenant shall be authorized to act on any such approval, consent or request and the Landlord shall have no complaint against the Tenant as a result of any such action taken in accordance with such approval, consent or request. The execution of any document or certificate required under the provisions of this Lease by an Authorized Representative of the Landlord shall be on behalf of the Landlord and shall not result in any personal liability of such Authorized Representative.

Section 13.7. Licenses and Qualifications. The Tenant will do, or cause to be done, all things necessary to obtain, renew and secure all permits, licenses and other governmental approvals and to comply, or cause its Tenants to comply, with such permits, licenses and other governmental approvals necessary for the uninterrupted and continued operation of its Charter Schools as charter schools under the Charter School Law and any applicable Charter Contracts.

Section 13.8. Right to Inspect. Following reasonable notice to the Tenant, at any and all reasonable times during business hours, the Landlord and its duly authorized agents, attorneys, experts, engineers, accountants and representatives, shall have the right fully to inspect the Charter Schools and the Leased Property, including all books and records of the Tenant (excluding records the confidentiality of which may be protected by law), and to make such copies and memoranda from and with regard thereto as may be desired; provided, however, that they shall maintain these books and records in confidence unless required by applicable law to do otherwise and it is necessary to distribute the information to some other third party under applicable law.

Section 13.9. Nonsectarian Use. The Tenant agrees that it will be nonsectarian in its programs, admission policies and employment practices and all other operations. The Tenant will also comply with all applicable state and federal laws concerning discrimination of any form against any person on the basis of race, color, religion, sex, gender identity, pregnancy, age, sexual orientation, marital or parental status, national or ethnic origin, citizenship, disability, genetic information, military or veteran status, or any other legally protected status .

Section 13.10. Days Cash on Hand. On each June 30, commencing June 30, 2021, the Tenant shall have a balance of cash and unrestricted available funds on hand in an amount at least equal to 45 Days Cash on Hand. Within 30 days of the completion of the Annual Financial Statements, the Tenant Landlord will deliver to the Landlord evidence of the Days Cash on Hand as of such June 30, which evidence may be in the form of a certificate of a Certified Public Accountant or included in the notes to the Annual Financial Statements.

a. If the balance of cash and unrestricted available funds on hand is less than an amount at least equal to 45 Days Cash on Hand, the Tenant covenants to retain and, at its expense, within one hundred fifty (150) days of the end of such Charter School Fiscal Year, an Independent Consultant to submit a written report and make recommendations (a copy of such report and recommendations shall be filed with the Landlord), within ninety (90) days such Independent Consultant is retained, with respect to revenues or other financial matters of the Tenant which are relevant to increasing cash and unrestricted available funds on hand to at least 45 Days Cash

on Hand. The Tenant agrees to use all commercially reasonable efforts to adopt and follow the recommendations of the Independent Consultant (excepting the instance when an Opinion of Counsel, addressed to the Landlord, is obtained excusing such actions by the Tenant as violative of applicable law). So long as the Tenant engages an Independent Consultant and uses commercially reasonable efforts to follow the Independent Consultant's recommendations as provided above, the Tenant will be deemed to have complied with its covenant hereunder.

Section 13.11. Transfer of Assets. Other than payments and Transfers contemplated by this Lease, the Tenant agrees that it will not Transfer Charter School Revenues, other than in the ordinary course of Tenant's business, or other assets of the Tenant.

Section 13.12. Renewals and Extensions of Charter Contracts. Under the provisions of Florida Statutes §1 002.33(7)(b), Tenant has the right to apply to the School Board for an extension to the term of its Charter Contracts. Tenant hereby agrees to take all reasonable and necessary actions, in good faith, to obtain renewals of the Charter Contracts until such time as all amounts due hereunder are indefeasibly paid and satisfied in full.

Section 13.13. Liens. The Tenant covenants that, except as specifically provided in this Lease, it shall not create, assume, incur or suffer to be created, assumed or incurred any Lien (other than Permitted Encumbrances).

ARTICLE XIV **DEFAULT**

Section 14.1. Events of Default. The occurrence of any one or more of the following shall constitute an "Event of Default" hereunder:

(a) Failure of Tenant to make any cash payment of Rent (inclusive of Additional Rent) required to be made in cash or any other monetary payment required to be made by Tenant hereunder when due, which failure is not remedied within ten (10) days after written notice of such failure is provided to Tenant ("**Notice of Default**").

(b) Failure of Tenant to keep, observe, or perform any term, condition, or provision this Lease, which failure is not remedied within (30) days after receiving Notice of Default, provided, however, if the failure cannot reasonably be cured within thirty (30) days, the Tenant shall not be in default so long as Tenant commences to cure the default within such thirty (30) day period and thereafter diligently and in good faith proceeds to cure the default within a reasonable time thereafter not to exceed ninety (90) days following receipt of the Notice of Default Landlord.

(c) Tenant files a voluntary petition in bankruptcy or insolvency, or is adjudicated bankrupt or insolvent, or files any petition or answer seeking any reorganization, liquidation, dissolution or similar relief under any present or future federal bankruptcy act or any other present or future applicable federal, state or other statute or law, or makes an assignment for the benefit of creditors or seeks or consents to or acquiesces in the appointment of any trustee, receiver, liquidator or other similar official for Tenant or for all or any part of Tenant's property.

(d) Making of any offer or giving of any gratuities in the form of entertainment, gifts, or otherwise, by the Tenant, or any agent or representative of the Tenant, to any officer or employee

of the Government with a view toward procuring an agreement or procuring favorable treatment with respect to the awarding or amending, or the making of any determinations with respect to the performing of such agreement; and

(e) If the Leased Property or more than fifty percent (50%) of the area of the Buildings shall become vacated, deserted or abandoned (and the fact that any of Tenant's property remains in the Leased Property shall not be evidence that Tenant has not vacated, deserted or abandoned the Leased Property) for more than thirty (30) days after notice by Landlord to Tenant of such vacation, desertion or abandonment. Without limitation, holidays, school breaks, including summer breaks, do not constitute vacation, desertion or abandonment.

(f) The dissolution or liquidation of the Tenant, or failure by the Tenant to promptly contest and have lifted any execution, garnishment, or attachment of such consequence as will impair its ability to meet its obligations with respect to the operation of the Charter Schools or to make any payments under this Lease. The phrase "dissolution or liquidation of the Tenant," as used in this subsection, shall not be construed to include the cessation of the corporate existence of the Tenant resulting either from a merger or consolidation of the Tenant into or with another domestic corporation or a dissolution or liquidation of the Tenant following a transfer of all or substantially all of its assets under the conditions permitting such actions contained in Section 13.3 hereof.

(g) Any representation or warranty made by the Tenant herein or made by the Tenant in any statement or certificate furnished by the Tenant either required hereby or in connection with the execution and delivery of this Lease and the sale and the issuance of the Bonds, shall prove to have been untrue in any material respect as of the date of the issuance or making thereof.

(h) Judgment for the payment of money in excess of \$100,000 (which is not covered by insurance) is rendered by any court or other governmental body against the Tenant, and the Tenant does not discharge same or provide for its discharge in accordance with its terms, or procure a stay of execution thereof within 60 days from the date of entry thereof, and within said 60-day period or such longer period during which execution of such judgment shall have been stayed, appeal therefrom and cause the execution thereof to be stayed during such appeal while providing such reserves therefor as may be required under Generally Accepted Accounting Principles.

(i) The placement of any lien upon the Leased Premises, by Tenant or by Tenant's contractors, sub-contractors, agents, representatives, or employees in connection with Tenant's exercise of the rights granted herein, which is not otherwise expressly permitted by this Lease and the failure to cause such lien to be bonded off or otherwise discharged within sixty (60) days

(j) The termination of either Charter Contract either by its terms or for any other reason.

Section 14.2. Remedies and Termination.

(a) Remedies. Upon an Event of Default and upon the expiration of any applicable cure period provided for in this Lease, the Landlord may in its sole and absolute discretion pursue any remedies as may be available to the Landlord at law or in equity.

(b) Termination.

a. Upon an Event of Default and upon the expiration of any applicable cure period provided for in this Lease, the Landlord may terminate the Lease and re-enter and repossess the Leased Premises and expel or remove Tenant and any other person who may be occupying said Leased Premises, or any part thereof, without being liable for prosecution or any claim of damage therefor.

The Landlord shall have the right to recover all unpaid Rent and other payments earned by Landlord prior to the date of termination of the Lease or date of repossession of the Leased Premises (whichever is earlier), and all of the Landlord's damages, costs and expenses incurred, including reasonable attorneys' fees (including paralegal fees and expert fees), arising or resulting from the Event of Default, including costs and expenses in connection with repossession of the Leased Premises, the recovery of sums due under this Lease, and re-letting the Leased Premises, which costs and expenses shall be immediately due the Landlord from Tenant. Unless expressly provided otherwise herein, no action taken by the Landlord pursuant to this Section 14.2 shall be deemed to terminate this Lease unless written notice of termination, (a "**Notice of Termination**") is given by the Landlord to Tenant.

The rights and remedies herein conferred upon or reserved to Landlord shall not be exclusive of any other right or remedy, and each and every right and remedy shall be cumulative and in addition to any other right or remedy given hereunder or now or hereafter existing at law or in equity or by statute. In addition to other remedies provided in this Lease, Landlord shall be entitled, to the extent permitted by applicable law, to injunctive relief in case of the violation, or attempted or threatened violation, of any of the covenants, agreements, conditions or provisions of this Lease, or to a decree compelling performance of any of the covenants, agreements, conditions or provisions of this Lease, or to any other remedy allowed to Landlord at law or in equity.

Section 14.3 No Waiver. No waiver of any covenant or condition or the breach of any covenant or condition of this Lease shall constitute a waiver of any subsequent breach of such covenant or condition or justify or authorize the non-observance on any other occasion of the same or of any other covenant or condition hereof. The acceptance of Rent or other payments from Tenant by the Landlord at any time when Tenant is in default under this Lease shall not be construed as a waiver of such default or of Landlord's right to exercise any remedy arising out of such default, nor shall any waiver of indulgence granted by the Landlord to Tenant be taken as an estoppel against the Landlord, it being expressly understood that the Landlord may at any time thereafter, if such default continues, exercise any such remedy in the manner herein provided or as otherwise provided by law or in equity.

Section 14.4 Surrender of Leased Premises. Upon expiration or earlier termination of this Lease, Tenant shall vacate and surrender the Leased Premises to the Landlord pursuant to and in accordance with the terms and conditions of this Section. The terms and conditions of this

Section, inclusive of all subsections and sub-subsections, shall survive expiration or earlier termination of this Lease.

- a. Retention of Improvements. The Landlord, in its discretion, may retain all or any part of the Improvements upon the expiration or earlier termination of this Lease. The Landlord may exercise the aforementioned right by providing written notice of the same to Tenant two (2) years prior to the Expiration Date or in the Landlord's Notice of Termination. Tenant shall execute any and all documentation necessary to convey all right title and interest in said Improvements to be so retained by the Landlord.

- b. Demolition and Removal of Improvements. In the event the Landlord does not exercise its right to retain the Improvements, then within one hundred eighty (180) days after the Expiration Date or termination date of this Lease (the "**Removal Period**"), Tenant shall demolish and/or remove, any and all the improvements placed, constructed or installed on the Leased Premises by or for the benefit of Tenant and any and all improvements placed, constructed or installed on the Installation (outside the Leased Premises) by Tenant or for the benefit of Tenant and Tenant shall restore the Leased Premises and the Access Area(s) to a condition substantially similar to the condition they existed in on the Lease Effective Date; reasonable wear and tear excepted. Notwithstanding the foregoing or anything to the contrary in this Lease, the Landlord may, in its sole discretion, require Tenant to remove all improvements from the Leased Premises, whether or not existing as of the Effective Date, and restore the Leased Premises to the condition that existed before the construction of improvements on the Leased Premises, whether such construction was performed by Tenant or a predecessor of Tenant in the operation of school(s) on the Leased Premises. If the Tenant shall fail comply with the requirements of this section, then, at the option of the Landlord, the Improvements shall either become the property of the Landlord without compensation or cost to the Landlord, or the Landlord may cause it to be removed and the Leased Premises and Access Area(s) to be so restored at the expense of the Tenant, and no claim for damages against the Landlord or its officers, employees, or agents shall be created by or made on account of such removal and restoration work. Tenant's surrender of the Improvements shall not be deemed to be a payment of rent in lieu of any Rent due under this Lease.

- c. Demolition Reserve Account. To secure performance of the Tenant's requirement to demolish and remove all Improvements and restore the Leased Premises and the Access Area(s), Tenant shall, no later than two (2) years prior to the Expiration Date or no later than thirty (30) days after receipt of a Notice of Termination from the Landlord or any delivery of notice of termination by Tenant to the Landlord pursuant to this Lease, establish an escrow account into which Tenant shall deposit all funds necessary and required to comply with the requirements of this Section (the "**Demolition Reserve Account**"). The Demolition Reserve Account shall be established at a national banking institution or commercial escrow holder approved by the Landlord. The amount of funds deposited into the Demolition Reserve Account shall be established by a written estimate issued by a qualified construction and demolition expert approved by the Landlord, to be reviewed and approved by the Landlord, for all costs of demolishing and removing all Improvements on the Leased Premises and the Access Area(s) and restoring the Leased Premises and Access Area(s) to a condition substantially similar to the condition they were in on the Effective Date, reasonable wear and tear excepted (the "**Demolition Cost Estimate**"). The Demolition Reserve Account shall be established by written escrow

agreement mutually agreed and entered into by the Tenant and the Landlord (the “**Demolition Reserve Account Escrow Agreement**”). The Demolition Reserve Account Escrow Agreement shall provide that funds in the Demolition Reserve Account shall be used solely to fulfill Tenant’s obligations under this Section and provide that all disbursements from the Demolition Reserve Account shall be made upon Tenant’s written direction to the escrow holder with the consent of the Landlord, provided that upon the occurrence of an Event of Default and the expiration of any applicable cure period provided for in this Lease, all disbursements from the Demolition Reserve Account shall be made solely upon the Landlord’s written direction to the escrow agent without the consent of Tenant, or any other person. The Demolition Reserve Account Escrow Agreement shall provide that Tenant grants to the Landlord a continuing first lien security interest in and to all of Tenant’s right, title, and interest in the Demolition Reserve Account, as well as all funds held, or designated for deposit in the Demolition Reserve Account, whether then owned, existing, or thereafter acquired, and regardless of where located, as security solely for the performance of Tenant’s obligations under paragraph (a) of this Section and not as security for any other obligation of Tenant to Landlord. Tenant shall not grant or allow any other security interests in, liens to, or encumbrances on the Demolition Reserve Account or the funds in it. Tenant shall deliver to the Landlord for filing one or more financing statements, as necessary, in connection with the Demolition Reserve Account in the form reasonably required by the Landlord to properly perfect its security interest in the Demolition Reserve Account, and shall keep the lien secured by such statements perfected at all times during the existence of the Demolition Reserve Account in accordance with the laws of the State of Florida. Tenant shall deliver to the Landlord, within ten (10) days after filing, the original and any amendments to, and continuations of, any financing statement. Except as otherwise expressly provided in the Demolition Reserve Account Escrow Agreement, Tenant shall be solely liable to the escrow agent for the fees and expenses related to the Demolition Reserve Account.

d. Closeout Reports. To demonstrate Tenant’s compliance with obligations and requirements of this Lease, Tenant shall, at its sole cost and expense, provide a Final Physical Condition Report and the EBS Reports (each as herein after defined and collectively referred to as, the “**Closeout Reports**”). In the event that the Closeout Reports identify a physical or environmental condition on or at the Leased Premises and/or the Access Area(s) arising or due to the actions or inactions of Tenant, its employees, agents, contractors, licensees, or invitees or otherwise their use and occupancy of the Leased Premises, Tenant shall (at its sole cost and expense) promptly undertake and pursue diligently to completion any remedial measures required by the Landlord or any Landlord authority having jurisdiction.

i. No later than sixty (60) days prior to the later of: (a) the Expiration Date or earlier termination date of this Lease, or (b) the expiration of the Removal Period, if the Landlord does not exercise its right to retain any or all the Improvements, Tenant shall prepare a final physical condition report setting for the physical appearance and condition of the Leased Premises as of the Expiration Date of this Lease or the expiration of the Removal Period, whichever is later, to be mutually agreed to and signed by the Parties (the “**Final Physical Condition Report**”). The Landlord may compare the Final Physical Condition Report to the Initial Condition Report to identify changes regarding the physical condition of the Leased Premises and the Access Area(s) during the Term of this Lease.

- ii. No later than sixty (60) days prior to the latter of: (a) the Expiration Date or earlier termination date of this Lease, or (b) the expiration of the Removal Period, if the Landlord does not exercise its right to retain any or all the Improvements, Tenant shall commence a Phase I Environmental Baseline Survey (“**Phase I EBS**”) in accordance with any standards recognized or required by the Landlord at the time. If the Phase I EBS reveals any areas of environmental concern that were not based upon matters disclosed in the Landlord’s Environmental Documents and which, in the Landlord’s reasonable discretion, warrant further investigation, Tenant shall, at its sole cost and expense, commence a Phase II Environmental Baseline Survey (“**Phase II EBS**”) in accordance with the reasonable instructions and standards recognized or required by the Landlord at the time, including sampling and analysis of soil and groundwater, necessary to determine whether or not contamination has occurred. Copies of the Phase I EBS and the Phase II EBS and any other supplemental EBS reports made pursuant to this Section (collectively, the “**EBS reports**”) shall be certified to be for the benefit of the Landlord by the duly authorized, licensed, and qualified environmental consultant performing or creating the EBS reports. The Landlord may compare the EBS Reports to the Environmental Documents to identify any environmental conditions which may have occurred on the Leased Premises and the Access Area(s) during the Term of this Lease.

Section 14.5. No Recourse. Tenant shall look solely to Charter School revenues for satisfaction of any remedy it may have against Landlord and shall not look to any other assets of Landlord or of any other person, firm or corporation. There shall be absolutely no personal liability on the part of any present or future council member, officer, agent, employee, or representative of the Landlord, or the like, or any of its successors or assigns, with respect to any obligation of Landlord hereunder.

Section 14.6. No Money Damages. Wherever in this Lease Landlord's consent or approval is required, if Landlord refuses to grant such consent or approval, whether or not Landlord expressly agreed that such consent or approval would not be unreasonably withheld, Tenant shall not make, and Tenant hereby waives, any claim for money damages (including any claim by way of set-off, counterclaim or defense) based upon Tenant's claim or assertion that Landlord unreasonably withheld or delayed its consent or approval. Tenant's sole remedy shall be an action or proceeding to enforce such provision, by specific performance, injunction or declaratory judgment. In no event shall Landlord be liable for, and Tenant hereby waives any claim for, any indirect, consequential or punitive damages, including loss of profits or business opportunity, arising under or in connection with this Lease, even if due to the gross negligence or willful misconduct of Landlord or its members, officers, agents or employees.

Section 14.7. Landlord’s Defaults. Upon a default by Landlord under this Lease, Tenant shall have all rights and remedies available under the law or in equity, but specifically excluding rights of setoff or abatement as to Charter School Revenues and Rent.

Section 14.8. Waiver of Trial by Jury. LANDLORD AND TENANT AND THEIR ASSIGNS, HEREBY WAIVE TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM BROUGHT BY EITHER PARTY AGAINST THE OTHER ON ANY MATTERS IN ANY WAY ARISING OUT OF OR CONNECTED WITH THIS LEASE, THE

RELATIONSHIP OF LANDLORD AND TENANT, TENANT'S OR LANDLORD'S USE OR OCCUPANCY OF THE LEASED PROPERTY, OR THE ENFORCEMENT OF ANY REMEDY HEREUNDER.

Section 14.9. Costs and Attorneys' Fees. If either party shall bring an action to recover any sum due hereunder, or for any breach hereunder, the prevailing party shall be entitled to receive all of its costs and reasonable attorneys' fees from the non-prevailing party.

Section 14.10. Indemnification. To the extent permitted by law, and as limited by Section 768.28, Florida Statutes, each party will indemnify and save harmless the other of and from any and all fines, suits, claims, demands, penalties, losses and actions (including attorneys' fees) for any injury to persons or damage to or loss of property in or about the Leased Property caused by the negligence, willful misconduct or breach of this Lease by such indemnifying party, its members, officers, agents, employees, business invitees or guests, or arising from such indemnifying party's use of the Leased Property.

Section 14.11. Waiver. The waiver by either party hereto of any breach of any term, covenant or condition herein contained shall not be deemed to be a waiver of such term, covenant or condition or any subsequent breach of the same or any other term, covenant or condition herein contained. The subsequent acceptance of any amounts by Landlord shall not be deemed to be a waiver of any preceding breach by Tenant of any term, covenant or condition of this Lease, other than the failure of Tenant to pay the particular rental so accepted, regardless of Landlord's knowledge of such preceding breach at the time of acceptance of such rent. No covenant, term or condition of this Lease shall be deemed to have been waived by either party hereto, unless such waiver be in writing by that party.

Section 14.12. Force Majeure. With the exception of Tenant's obligation to make any payments required by the terms of this Lease, in the event that either party shall be delayed or hindered in or prevented from the performance of any act required hereunder by reason of strike, lock-out, labor trouble, inability to procure materials, failure of power, restrictive laws or regulations, riots, insurrection, war or other reasons of a like nature not the fault of the party delayed in performing work or doing acts required hereunder, then performance of such act shall be excused for the period of the delay and the period for the performance of any such act shall be extended for a period equivalent to the period of such delay.

ARTICLE XV
GOVERNMENT RIGHTS

Section 15.1 Government Rights Not Impaired. Nothing contained in this Lease shall be construed to diminish, limit, or restrict the reasonable exercise of any right, prerogative, or authority of the City over the Leased Premises relating to the security or the health, welfare, safety, or security of persons on the Leased Premises, as established in law, regulation, or ordinances.

Section 15.2 Government Continued Right of Entry. In addition to the City's Use of the Schools as set forth in Section 6.1, subject to the terms and upon the conditions set forth in this

Section, any agency of the City, its officers, agents, employees, and contractors, may enter upon the Leased Premises, at all times for any purposes not inconsistent with Tenant's quiet use and enjoyment of them under this Lease, including, but not limited to, the purpose of inspection and ensuring that the terms and conditions of this Lease are being met. The City shall have the right to enter the Leased Premises at any time during business hours (9:00 am to 5:00 pm, Monday through Friday) upon at least twenty four (24) hours advance written notice to Tenant. Notwithstanding the foregoing, however, in the event of a declared emergency, the City may enter the Leased Premises at any time. Further, the City acknowledges and agrees that any entry upon the Leased Premises by the City, its employees, agents, contractors or representatives shall be at their sole risk, and in no event shall Tenant be liable to the City or any such person for any personal injury, loss of life or property damage resulting from or occasioned by their entry onto the Leased Premises, except and to the extent arising from or caused by the negligent or willful acts of Tenant.

Section 15.3 Permanent Removal and Disbarment. Without limiting the foregoing, and notwithstanding anything contained in this Lease to the contrary, the City and Tenant have the right at all times to order the permanent removal and disbarment of anyone from the Leased Premises if either determines, in its sole discretion, that the continued presence on the leased Premises of that person represents a threat to the security of the Leased Premises, poses a threat to the health, welfare, safety, or security of persons on the Leased Premises, or compromises the Leased Premises in any way.

ARTICLE XVI **MISCELLANEOUS**

Section 16.1 Recitals. The recitals made in this Lease are true and correct and are hereby incorporated by this reference.

Section 16.2 Effective Date. The "**Effective Date**" of this Lease shall be the last date upon which a Party executes this Lease as shown on the signature pages hereto.

Section 16.3 Brokers. Each of the parties represents and warrants there are no claims for brokerage commissions or finders' fees in connection with the execution of this Lease and each of the parties agrees to indemnify and hold harmless the other from any and all liabilities, costs and expenses (including attorneys' fees) arising from such claim made by or through the indemnifying party.

Section 16.4. Assignment and Subletting. Tenant shall not transfer, assign, or sublet this Lease, in whole or in part, or any of its rights or obligations hereunder, without the written consent of the Landlord. Any transfer, assignment or sublease which is not in strict compliance with the terms and conditions of this Section shall be void ab initio, and shall be of no force and effect whatsoever. So long as an Event of Default has occurred and is continuing, Tenant shall not have the right to assign, mortgage, pledge, encumber, or otherwise transfer this Lease or any portion thereof, whether by operation of law or otherwise, and shall not sublet (or underlet), or permit the Leased Property or any part thereof to be used or occupied by others (whether for desk space, mailing privileges or otherwise), without first obtaining the prior written consent of Landlord in the Landlord's sole discretion and that the Tenant may assign, or otherwise transfer this Lease as permitted by the Landlord so long as the rent from the assignee or other transferee equals or exceeds fair market rent at that time. Any assignment, sublease, mortgage, pledge,

encumbrance or transfer in contravention of the provisions of this Section shall be void. The consent by Landlord to any assignment, sublease, mortgage, pledge, encumbrance or transfer shall not be construed as a waiver or release of Tenant from any and all liability for the performance of all covenants and obligations to be performed by Tenant under this Lease, nor shall the collection or acceptance of rent from any assignee, transferee or tenant constitute a waiver or release of Tenant from any of its liabilities or obligations under this Lease.

Section 16.5. Prohibition on Transfer of Real Property. Tenant shall not permit any sale, conveyance, assignment, transfer, mortgage or lease any or all of their interest in the Leased Property for the duration of the Term.

Section 16.6 Leasehold Encumbrances/Financing of Improvements. Tenant shall not encumber any leasehold estate nor its interest in the Improvements under any circumstances, whether by the execution and delivery of a mortgage, deed of trust or collateral assignment of lease.

Section 16.7. Applicable Law. The laws of the State of Florida shall govern the validity, performance and enforcement of this Lease. Venue for any and all claims brought hereunder or in connection herewith shall be Orange County, Florida. At all times during the Term of this Lease, with respect to all actions taken hereunder and in exercising the rights and privileges granted hereby, Tenant shall comply with and require all of its officers, employees, agents, suppliers, contractors, licensees and invitees to comply with all applicable federal, state, and local laws, rules, regulations, requirements, ordinances, policies, directives and instructions including the Environmental Laws (collectively, the “**Applicable Laws**”), as may be in effect or modified from time to time during the Term of this Lease.

Section 16.8. Estoppels. Within seven (7) days following request from Landlord, Tenant shall deliver to Landlord a written statement executed and acknowledged by Tenant, in form satisfactory to Landlord, (a) stating the Effective Date and the expiration date of the Term and that this Lease is then in full force and effect and has not been modified (or if modified, setting forth all modifications), (b) setting forth the date to which the Rent has been paid, (c) stating whether or not, to the best of Tenant's knowledge, Landlord is in default under this Lease, and, if Tenant asserts that Landlord is in default, setting forth the specific nature of any such defaults, (d) stating whether Landlord has failed to complete any work required to be performed by Landlord under this Lease, (e) stating whether there are any sums payable to Tenant by Landlord under this Lease, (f) stating the amount of any security deposit under this Lease, (g) stating whether there are any subleases or assignments affecting the Leased Property, (h) stating the address of Tenant to which all notices and communications under this Lease shall be sent, and (i) responding to any other matters reasonably requested by Landlord. Tenant acknowledges that any statement delivered pursuant to this Section may be relied upon by any purchaser or owner of the Leased Property.

Section 16.9 Bankruptcy. If any voluntary or involuntary petition is filed under the United States Bankruptcy Code by or against Tenant (other than an involuntary petition filed by or joined in by the City), Tenant shall not assert, or request any other party to assert, that the automatic stay under the Bankruptcy Code operates to stay or otherwise affect the City’s ability to enforce any rights it has under any agreement between the Parties, or any other rights that the City has, whether now or hereafter acquired, against any party responsible for the debts or

obligations of Tenant under such agreements. Tenant shall not seek a supplemental stay or any other relief, whether injunctive or otherwise, pursuant to the Bankruptcy Code, to stay or otherwise affect the City's ability to enforce any of its rights under such agreements against any party responsible for the debts or obligations of the Tenant. The covenants in this Section are material in inducing the City to enter into this Lease and Tenant agrees that no grounds exist for equitable relief that will bar or impede the exercise by the City of its rights and remedies under such agreements against Tenant or any party responsible for the debts or obligations of Tenant. If any part of Tenant's interest in the Leased Premises or the Improvements becomes the property of any bankruptcy estate or subject to any state or federal insolvency proceeding, the City shall immediately become entitled, in addition to all other relief to which the City may be entitled under law or any agreement between the Parties, to obtain (i) an order from the Bankruptcy Court or other appropriate court granting immediate relief from the automatic stay pursuant to the Bankruptcy Code to permit the City to pursue its rights and remedies at law and in equity under applicable state law, and (ii) an order from the Bankruptcy Court prohibiting Tenant's use of all "cash collateral," as defined under the Bankruptcy Code. In connection with such Bankruptcy Court orders, Tenant shall not assert in any pleading or petition filed in any court proceeding that the City lacks sufficient grounds for relief from the automatic stay. Tenant agrees that any bankruptcy petition or other action taken by Tenant to stay, condition, or prevent the City from exercising its rights or remedies under this Lease or any other agreement between the Parties shall be deemed bad faith. If any voluntary or involuntary petition is filed under the Bankruptcy Code by or against Tenant (other than an involuntary petition filed by or joined in by the City), Tenant shall notify the City of such filing within ten (10) business days after receiving notice. If any part of Tenant's interest in the Leased Premises or Improvements becomes the property of any bankruptcy estate or subject to any state or federal insolvency proceeding, Tenant shall notify the Government of such proceeding within ten (10) business days after receiving notice of the proceeding.

Section 16.10. Memorandum of Lease. Tenant shall not be permitted to record a copy of this Lease on the Public Records of Orange County, Florida. Tenant shall be permitted to record a memorandum of this Lease on such Public Records setting forth the name of the parties, identifying this Lease and setting forth the expiration date and renewal options.

Section 16.11. Survival. All obligations and liabilities of Landlord or Tenant to the other which accrued before the expiration or other termination of this Lease, and all such obligations and liabilities which by their nature or under the circumstances can only be, or by the provisions of this Lease may be, performed after such expiration or other termination, shall survive the expiration or other termination of this Lease. Without limiting the generality of the foregoing, the rights and obligations of the parties with respect to any indemnity under this Lease, and with respect to Base Rent and any other amounts payable under this Lease, shall survive the expiration or other termination of this Lease.

Section 16.12. Interpretations. This Lease shall not be construed more strictly against one party than against the other merely because it may have been prepared by counsel for one of the parties, it being recognized that both parties have contributed substantially and materially to its preparation.

Section 16.13. Disputes. If a dispute regarding this Lease arises, the Parties agree to use their best efforts to resolve the dispute through negotiations and any alternative dispute resolution (ADR) methods they deem to be appropriate and are mutually agreeable. The City's

obligation to make any payment arising out of an agreement resolving a dispute under this Lease is contingent upon the availability of funds for such payment. Under no circumstances shall failure of the City to appropriate sufficient funds to meet obligations hereunder constitute a default or require payment or penalty of any kind under this Lease. If the Parties are unable to resolve the dispute following unassisted negotiations and/or the ADR proceeding, the complaining party may take any additional actions it may deem necessary to resolve the dispute.

Section 16.14 Notices. All notices, demands and communications hereunder to Tenant or Landlord must be in writing and shall be served or given by hand-delivery, by certified United States Mail, return receipt requested, or by a nationally recognized overnight delivery service making receipted deliveries to the addresses first above appearing or to such other addresses as are hereinafter designated by either party to the other.

Section 16.15. Relationship of Parties. The relationship between the parties hereto shall be solely as set forth herein, and neither party shall be deemed the employee, agent, partner or joint venturer of the other, nor shall it cause any Party to be responsible in any way for the debts and obligations of the other.

Section 16.16. Third Party Beneficiary. Landlord and Tenant are the only parties to this Lease. Nothing in the Lease provides any benefit or right, directly or indirectly, to third parties. The Parties agree to reasonably cooperate in opposing any attempt by any third person or entity to claim any benefit, protection, release, or other consideration under the Lease.

Section 16.17. Severability. Each and every covenant and agreement contained in this Lease shall for all purposes be construed to be a separate and independent covenant and agreement, and the breach of any covenant or agreement contained herein by either party shall in no way or manner discharge or relieve the other party from its obligation to perform each and every covenant and agreement herein. The invalidity or unenforceability of any provision of this Lease shall not affect or impair any other provision.

Section 16.18 Headings. Headings contained in this Lease are for convenience and reference only and in no way define, describe, extend, or limit the scope or content of this Lease nor the intent of any provision hereof.

Section 16.19 Press Releases. The Parties share a common desire to present favorable public information regarding the Lease and their association with it. To that end, the Parties shall cooperate with each other in connection with the issuance of such press releases and shall not issue any press release regarding the Lease without the prior consent of the other, which consent shall not be unreasonably withheld or delayed.

Section 16.20 Anti-Discrimination. Lessee shall comply with Federal laws, rules and regulations prohibiting discrimination any form against any person on the basis of race, color, religion, sex, gender identity, pregnancy, age, sexual orientation, marital or parental status, national or ethnic origin, citizenship, disability, genetic information, military or veteran status, or any other legally protected status

Section 16.21 Time is of the Essence. Time is of the essence with respect to this Lease.

Section 16.22 Anti-Kickback Procedures. Tenant shall have in place and follow

reasonable procedures designed to prevent and detect, in its own business operations, any of the following activities in connection with this Lease or any agreement relating to this Lease: (i) persons providing or attempting to provide or offering to provide any kickback; or (ii) persons soliciting, accepting, or attempting to accept any kickback. When it has reasonable grounds to believe that any of the activities described in this Section may have occurred, Tenant or Landlord shall promptly report in writing such activities to the State Attorney General, State Ethics Commission and/or FDLE. Tenant shall cooperate fully with any federal or state agency investigating such activities.

Section 16.23 Binding Effect and Beneficiaries. The provisions of this Lease shall inure to the benefit and be binding upon the Parties hereto and their respective successors and assigns. Notwithstanding the foregoing, this Lease shall not be assignable except as expressly provided herein. This Lease is entered into for the sole benefit and protection of the Parties hereto and no other person or entity shall have any right of action under this Lease.

Section 16.24 No Individual Liability of City Officials. No covenant or commitment contained in this Lease shall be deemed to be the covenant or commitment of any individual officer, agent, employee, or representative of City, in his or her individual capacity and none of such persons shall be subject to any personal liability or accountability by reason of the execution of this Lease, whether by virtue of any constitution, statute or rule of law or by the enforcement of any assessment or penalty, or otherwise.

Section 16.25 Immunities and Defenses. Nothing in this Lease shall be construed to waive any immunity from or defense to claims which Landlord or Tenant may enjoy under federal law, including the Federal Tort Claims Act, or under state law, including the Florida Tort Claims Act.

Section 16.26 Counterparts. This Lease may be executed in multiple counterparts, each of which shall constitute an original and all of which when taken together shall constitute one and the same instrument. Facsimile and electronic copies of this Lease, bearing the parties' respective signatures, shall be enforceable as originals.

Section 16.27 Interpretation. This Lease was jointly negotiated and jointly drafted by the Parties with the advice or their respective legal counsel, and it shall not be interpreted or construed in favor or against either Party on the grounds that said Party drafted the Lease. The language of this Lease shall be construed as a whole according to its fair and logical meaning and not strictly for or against any of the Parties.

Section 16.28 Entire Agreement; Amendments.

(a) This Lease constitutes the entire agreement of the Parties and no representations, inducements, promises, or agreements, oral or otherwise, not embodied herein shall be of any force or effect. Any change, amendment, or modification to this Lease shall not be binding upon the Parties unless it is in writing and execute by the Parties hereto.

(b) This Lease shall not be amended, modified, altered, or changed in any way, nor may any provision contained herein be waived, except by written agreement executed by the Parties hereto. Except as expressly permitted by the terms of this Lease, no modification, alteration or

amendment shall be made to this Lease which adversely affects the rights of the Landlord to exercise their rights and any remedies with respect to this Lease upon the exercise of an Event of Default (as defined herein).

[SIGNATURE PAGE TO FOLLOW]

EXHIBIT A**Legal Description****PARCEL A**

Lot I and the East 10 feet of Lot 2 of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, of the Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL B

The West 58 feet of Lot 2 and East 3 feet of Lot 3, of J.G. TYNER'S SUBDIVISION, of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1912, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL C

Lot 3, LESS the East 3 feet thereof, of J.G. TYNER'S SUBDIVISION of a part of the North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record August 19, 1992, in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL D

Lot 4 of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Plat thereof, filed for record in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH North Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL E

Lots Seven (7) and Eight (8) and West Twenty Feet (20) of Lot Nine (9) of J.G. TYNER'S SUBDIVISION, according to the Plat thereof, as recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way lying North of said Lots 7 and 8 and the South Half of vacated alley way lying North of said West 20 feet of said Lot 9 as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL F

Lot 9 (LESS West 20 feet), J.G. TYNER'S SUBDIVISION, according to the Plat thereof, recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

PARCEL G

Lots 10, 11, 12 and 13, of J.G. TYNER'S SUBDIVISION of a part of North 391.8 feet of Lot 9, HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S on record; the Plat of J.G. TYNER'S SUBDIVISION, being recorded in Plat Book F, Page 44, Public Records of Orange County, Florida.

ALSO, beginning at the Northwest corner of Lot 13, of J.G. TYNER'S SUBDIVISION, of a part of the North 391.8 feet of Lot 9, of HARNEY'S HOMESTEAD, according to the Map or Plat of said HARNEY'S HOMESTEAD on record, run North 29.8 feet; thence run East 100 feet; thence run South 29.8 feet; thence run West 100 feet to the POINT OF BEGINNING. Said land being located in Section 24, Township 23 South, Range 29 East, Orange County, Florida.

TOGETHER WITH South Half of vacated alley way as described in Resolution recorded in Official Records Book 3723, Pages 2582 through 2584, Public Records of Orange County, Florida.

AND

Extension of said 15 foot alley Easterly through a portion of Lot 9 of HARNEY'S HOMESTEAD, more particularly described as follows:

North 15 feet of the South 44.8 feet of the North 217.8 feet of the East 100 feet of said Lot 9, together with any other interest of party of the first part in and to that part of said Lot 9, lying North of Lot 13, of J.G. TYNER'S SUBDIVISION, (Plat Book F, Page 44), recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL H

The North 173 feet of the East 100 feet of Lot 9 of HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida. ALSO DESCRIBED AS:

Begin at a stone at the Northeast corner of land formerly belonging to C.J. SWEET AT PINE CASTLE, FLORIDA, situated in Section 24, Township 23 South, Range 29 East, run South 173 feet; thence West 100 feet; thence North 173 feet; thence East 100 feet to the POINT OF BEGINNING.

AND

PARCEL J-3

Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat "C", Page 53, of the Public Records of Orange County, Florida, LESS the Easterly 228.47 feet AND LESS the North 391.8 feet AND LESS the West 224.28 feet thereof; AND LESS road right-of-way on the South and being more particularly described as follows:

Commence at the Southwest corner of Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat Book "C", Page 53, of the Public Records of Orange County, Florida; thence run North 89 degrees 57 minutes 29 seconds East along the North right-of-way line of Wallace Street as shown and depicted on the plat of KEEN-CASTLE, as recorded in Plat Book "P", Page I, of said public records, a distance of 224.28 feet to the POINT OF BEGINNING; thence North 00 degrees 04 minutes 16 seconds East along the East line of the West 224.28 feet of said Lot 9, a distance of 224.70 feet to a point on the South right-of-way line of Fairlane Avenue; thence along said South line North 89 degrees 58 minutes 20 seconds East, a distance of 47.00 feet; thence leaving said South line South 00 degrees 18 minutes 56 seconds East, a distance of 224.67 feet to a point on the North right-of-way line of Wallace Street; thence along said North line South 89 degrees 57 minutes 29 seconds West, a distance of 47.00 feet to the POINT OF BEGINNING.

AND

PARCEL K-1:

North 126 feet of the South 243.7 feet of East 50 feet of West 198.5 feet of Lot 10, Subdivision of the HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida.

AND

PARCEL K-2:

The North 100 feet of the South 200 feet of the West 148.5 feet of Lot 10, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-3:

Begin at the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10, thence run South 00 degrees 07 minutes 04 seconds East 105.5 feet, thence run South 89 degrees 59 minutes 34 seconds East 3.5 feet more or less, to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 07 minutes 04 seconds East 43.5 feet more or less, to the Northeast corner of the above described Parcel K-2, thence run North 89 degrees 59 minutes 34 seconds West along the North line of Parcel K-2, 148.5 feet more or less, to the Northwest corner of Parcel K-2, thence North 00 degrees 07 minutes 04 seconds West 149.0 feet more or less, to the POINT OF BEGINNING, all within the SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

From the Northwest corner of Lot 10, run East 145.0 feet along the North line of Lot 10; thence run South 00 degrees 02 minutes 36 seconds West 105.5 feet to the POINT OF BEGINNING; thence run East 3.5 feet to the Northwest corner of the above described Parcel K-1, thence South 00 degrees 02 minutes 36 seconds West 43.5 feet to the Northeast corner of the above described Parcel K-2, thence run West along the North line of Parcel K-2, 148.5 feet to the Northwest corner of Parcel K-2, thence North 00 degrees 02 minutes 36 seconds East 24.53 feet; thence South 89 degrees 13 minutes 04 seconds East 145.01 feet; thence North 00 degrees 02 minutes 36 seconds East 21.15 feet to the POINT OF BEGINNING, all within the SUBDIVISION OF HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-4:

A portion of Lot 10, SUBDIVISION OF HARNEY HOMESTEAD, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida, being more particularly described as follows:

Commence at the Northwest corner of said Lot 10; thence due East 145.00 feet along the North line of said Lot 10 for a POINT OF BEGINNING; thence continue along said North line, due East 53.50 feet to the intersection of said North line and the Northerly prolongation of the East line of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of

said Lot 10; thence along said East line, South 00 degrees 08 minutes 50 seconds West 105.50 feet to the Northeast corner of the North 126 feet of the South 243.7 feet of the East 50.00 feet of the West 198.50 feet of said Lot 10; thence from said point, due West 53.50 feet; thence North 00 degrees 08 minutes 50 seconds East 105.50 feet to the POINT OF BEGINNING.

AND

PARCEL K-5

The West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K6:

Lot 8, LESS the West 110 feet of South 50 feet of Lot 8, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K7

The West 119.83 feet of the North 150 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-8:

The West 120 feet of the South 145 feet of Lot 7, SUBDIVISION OF THE HARNEY HOMESTEAD, according to the Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL K-9

The East 75 feet of the West 194.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL 10:

The East 75 feet of the West 269.83 feet of the North 150 feet of Lot 7, HARNEY HOMESTEAD, according to the Map or Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida.

AND

PARCEL 11

Begin 763 feet East and 250 feet North of the Southwest corner of Lot 10, HARNEY HOMESTEAD, as per Plat thereof, recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run North 251.51 feet, West 348 feet, South 251.5 feet, East 348 feet to PLACE OF BEGINNING.

Less and except therefrom, that portion thereof conveyed by Pine Castle Methodist Church, Inc., a Florida corporation, to Charles E. Maull, Jr. and June L. Maull, by Quit Claim Deed recorded August 21, 2003 in Official Records Book 7061, Page 4692, Public Records of Orange County, Florida, more particularly described as follows:

A portion of Lot 7, Subdivision of HARNEY HOMESTEAD, Plat Book "C", Page 53, Public Records of Orange County, Florida, being more particularly described as follows:

Begin at the Southeast corner of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence East 197.48 feet along the South line of the North 150 feet of said Lot 7 to a point on the East line of lands described in Official Records Book 6253, Page 6532, Public Records of Orange County, Florida; thence South 00 degrees 28 minutes 01 seconds East 11.10 feet along said East line; thence North 89 degrees 42 minutes 36 seconds West 197.60 feet to a point on a Southerly projection of the East line of the East 75 feet of the West 269.83 feet of the North 150 feet of said Lot 7; thence North 00 degrees 08 minutes 50 seconds East 10.10 feet along said southerly projection to the POINT OF BEGINNING.

AND PARCEL

K12:

Beginning 465 feet East of the Southwest corner of Lot 10, HARNEY HOMESTEAD, in Section 24, Township 23 South, Range 29 East, as per Plat thereof, as recorded in Plat Book C, Page 53, Public Records of Orange County, Florida, run East 298 feet, North 250 feet, West 298 feet, and South 250 feet to the POINT OF BEGINNING.

AND Former Bank of America Parcel

Being that property located within the City of Belle Isle, Orange County, Florida, more particularly described as follows:

Lot 9 of HARNEY HOMESTEAD, as recorded in Plat Book C, Page 53, of the Public Records of Orange County, Florida, less the East 100 feet thereof; less the North 391.8 feet thereof; less

portions of road right of way on the North, bounded by Fairlane Avenue, and on the South, bounded by East Wallace Street, as the same may have been conveyed to or taken by the City of Belle Isle or Orange County, Florida for road widening purposes.

LESS AND EXCEPT:

That part of Lot 9 conveyed to the State of Florida by Special Warranty Deed recorded in Official Records Book 779, Page 14, of the Official Records of Orange County, Florida, being described as follows:

That part of: Lot 9, Harney Homestead Subdivision, as shown in Plat Book "C", Page 53, said public records, LESS the North 391.8 feet of said Lot 9; lying within 30 feet Easterly of the survey line of State Road 527, Section 75040, said survey line being described as follows:

Begin on the Easterly extension of the North line of Lot 18, John Keen's Subdivision, Plat Book "H", Page 11, public records, Orange County, Florida, at a point 31.16 feet East of the Northeast corner of said Lot 18, and run thence North $0^{\circ}15'17''$ West, 579.36 feet to the center of Section 24, Township 23 South, Range 29 East;

ALSO, the East 30 feet of the West 60 feet of the South 30 feet of the North 421.8 feet of said Lot 9, Harney Homestead;

ALSO, that part of said Lot 9, Harney Homestead, lying within 30 feet Northerly of a line described as follows:

Commence on the Easterly extension of the North line of Lot 18, John Keen's Subdivision, Plat Book "H", Page 11, Public Records, Orange County, Florida, at a point 31.16 feet East of the Northeast Corner of said Lot 18, and run thence North $0^{\circ}15'17''$ West 33.70 feet for a POINT OF BEGINNING; From said Point of Beginning run South $89^{\circ}42'47''$ East, 60 feet;

The lands herein described contain .172 acre (7499 square feet), more or less, exclusive of area in existing roads.

FURTHER LESS AND EXCEPT

That part conveyed to Pine Castle Methodist Church, Inc. by Special Warranty Deed recorded in Official Records Book 8382, Page 274, of the Official Records of Orange County, Florida, being described as follows:

Commence at the Southwest corner of Lot 9 of the HARNEY HOMESTEAD, as recorded in Plat Book "C", Page 53, of the public records of Orange County, Florida, thence run North $89^{\circ}57'29''$ East along the North right-of-way line of Wallace Street as shown and depicted on the plat of KEEN- CASTLE, as recorded in Plat Book "P", Page 1, of said public records, a distance of 224.28 feet to the POINT OF BEGINNING; thence North $00^{\circ}04'16''$ East along the East line of the West 224.28 feet of said Lot 9, a distance of 224.70 feet to a point on the South right-of-way line of Fairlane Avenue; thence along said South line North $89^{\circ}58'20''$ East, a distance of 173.95 feet; thence leaving said South line South $00^{\circ}18'56''$ East along the West line of the East 100.00 feet of said Lot 9, a distance of 224.65 feet to a point on the North right-of-way line of Wallace Street; thence

along said North line South 89 deg 57 min 29 sec West, a distance of 175.47 feet to the POINT OF BEGINNING.

Address (as shown in Tax Records): 6300 Hansel Ave., Orlando, FL 32809

Address (actual): 6003 Hansel Ave., Belle Isle, FL Orange County Tax Parcel No. 24-23-29-3400-00-094

EXHIBIT B
INSURANCE

Insurance	Coverages	Other Requirements
Worker's Compensation	Statutory	<p>Waiver of subrogation in favor of City.</p> <p>No "alternative" forms of coverage permitted without City approval.</p>
Employers' Liability	\$1,000,000 each accident for bodily injury by accident, \$1,000,000 each employee for bodily injury by disease.	Waiver of subrogation in favor of City.
General Liability	<p>\$2,000,000 per occurrence</p> <p>\$2,000,000 general aggregate</p> <p>\$1,000,000 products/completed operations aggregate limit</p> <p>\$2,000,000 personal and advertising injury</p> <p>\$100,000 damaged to rented premises</p> <p>\$10,000 medical expense limit</p>	<ol style="list-style-type: none"> 1. Coverage shall be written on a "per occurrence" insurance form. 2. Coverage shall include contractual liability, independent contractors' liability, products and completed operations liability, and personal injury liability. 3. Coverage shall be primary and non-contributory. 4. City shall be named as "Additional Insured". 5. Separation of Insured language shall not be modified. 6. Waiver of subrogation in favor of City. 7. General Aggregate and Products/Completed Operations Aggregate limits apply on a "per location" basis. 8. No exclusion of liability assumed under contract.

Insurance	Coverages	Other Requirements
Business Automobile Liability	\$1,000,000 combined single limit per accident	<p>City shall be named as “Additional Insured.”</p> <p>Waiver of subrogation in favor of City.</p> <p>Coverage includes bodily injury (including death) and property damage arising out of ownership, maintenance, or use of Tenant’s owned, hired and non-owned private passenger or commercial vehicles, including other equipment required to be licensed for road use.</p>
Excess/Umbrella Liability Insurance	\$10,000,000 each occurrence / \$5,000,000 aggregate	<ol style="list-style-type: none"> 1. Coverage shall be written on an “occurrence” insurance form. 2. City shall be named as “Additional Insured.” 3. Waiver of subrogation in favor of City. 4. Coverage shall apply to excess claims to Employers’ Liability, General Liability, Automobile Liability, and, if required under Article XI, Errors & Omissions Liability and Environmental Impairment/ Pollution Legal Liability insurance coverages.
Property	Replacement Cost Value	<ol style="list-style-type: none"> 1. Coverage shall be for Special (“All-Risks”) perils or causes of loss. 2. Coverage shall be for Tenant’s business personal property, improvements and betterments, equipment and tools. 3. No coinsurance. 4. City shall be named as Additional Insured and Loss Payee. 5. Waiver of Subrogation in favor of City. 6. Ordinance and Law coverage.

Insurance	Coverages	Other Requirements
Property - Extra Expense	Extra Expense (including all ongoing expenses) of not less than six (6) months.	<ol style="list-style-type: none"> 1. Actual Loss Sustained valuation coverage. 2. Extended Period of Indemnity of at least one hundred eighty (180) days. 3. City shall be named as Additional Insured and Loss Payee. 4. Waiver of subrogation in favor of City. 5. Coverage of losses arising from interruption of utilities outside any Leased Premises.
Property – Builders’ Risk	Replacement Cost Value of any improvements made on the Leased Premises during the Term of the Lease.	<ol style="list-style-type: none"> 1. Coverage shall be for Special (“All-Risks”) perils or causes of loss. 2. Coverage shall be for any improvements made during the Term of the Lease. 3. No coinsurance. 4. City shall be named as Additional Insured and Loss Payee. 6. Waiver of Subrogation in favor of City.

EXHIBIT C**“Initial Physical Condition Report”**

As of (Date)

This is to confirm that the Tenant of the Leased Premises which consists of approximately ___ acres, described in Exhibit A and is familiar with the condition and characteristics of the Leased Premises and agrees, except as otherwise expressly provided in the Lease of Property, to accept the Leased Premises in “as-is, where-is” condition, without any representation or warranty by the Landlord or City concerning the condition of the Leased Premises and without obligation on the part of the Landlord or City to make any alterations, repairs, additions, or improvements to the Leased Premises all in accordance with and subject to the terms of the aforementioned Lease of Property. The Leased Premises have been continuously used for a charter school since (date). Except as otherwise defined in this Acknowledgement, the terms used herein shall have the same meanings as set forth in the Leased Property.

Addendum D

Comparable Data

Lease Comparables

Location & Property Identification

Property Name:	Former Virginia College
Sub-Property Type:	Governmental/Institutional, School/University
Address:	312 E. Nine Mile Rd.
City/State/Zip:	Pensacola, FL 32514
County:	Escambia
Market Orientation:	Suburban
IRR Event ID:	2620883



Space Information

Space Type:	Other
Leased Area:	45,681

Lease Information

Lease Status:	Asking Rent
Lessee:	Listing
Start/Available Date:	02/01/2021
Term of Lease:	60 months
Lease Measure:	\$/SF/Yr
Face Rental Rate:	\$12.00
Escalation Type:	Fixed Percentage
Verified by:	Sheena Mohammed
Verification Date:	02/24/2021
Verification Source:	Kris Keilhack, 704-532-0028
Transaction Reliability:	Confirmed

Usable/Gross Ratio:	1.00
Year Built:	1986
Most Recent Renovation:	2015
M&S Class:	C
Construction Quality:	Average
Improvements Cond.:	Good
Exterior Walls:	Concrete Precast
No. of Buildings/Stories:	1/1
Multi-Tenant/Condo.:	No/No
Fire Sprinkler Type:	Wet
Air-Conditioning Type:	Roof Central Mounted
Shape:	Irregular
Corner Lot:	No
Frontage Feet:	198
Frontage Type:	2 way, 2 lanes each way
Bldg. to Land Ratio FAR:	0.30
Source of Land Info.:	Public Records

Lease Expense Information

Reimbursement Method:	Triple Net
Estimated Annual Property Expenses (\$/SF):	\$1.71

Improvement and Site Data

Legal/Tax/Parcel ID:	071S302301000002
GBA-SF:	45,681
NRA-SF:	45,681
Acres(Usable/Gross):	3.50/3.50
Land-SF(Usable/Gross):	152,377/152,377

Comments

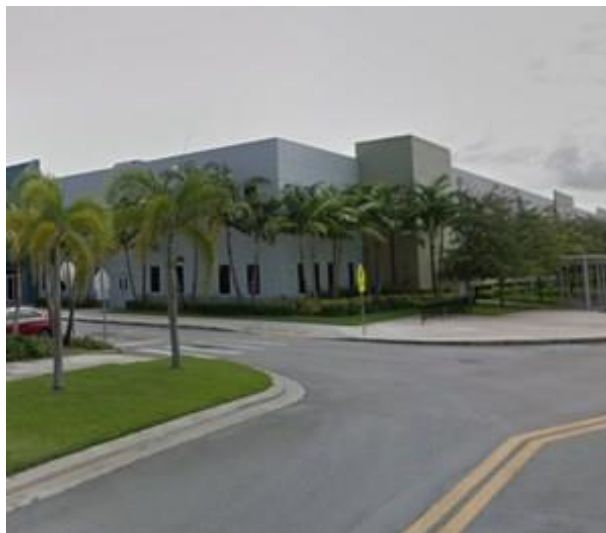
This is a lease listing of a former college located within the northeast quadrant of East Nine Mile Road and Chemstrand Road in Pensacola, Escambia County, Florida. The property is a 45,681-square-foot attached building that's part of a larger Winn-Dixie-anchored shopping center. The property was built in 1986 and extensively renovated in 2015. The interior features administrative offices, classrooms, a cafeteria/student lounge, among others. The property is currently available for lease at \$12.00 per square foot on a triple net basis plus \$1.71 per square foot in common area maintenance with a five-year term. Landlord incentives are negotiable depending on

Comments (Cont'd)

the credit-quality of the tenant and term of the lease.

Location & Property Identification

Property Name:	Somerset Academy Homestead
Sub-Property Type:	Governmental/Institutional, School/University
Address:	3000 SE. 9th St.
City/State/Zip:	Homestead, FL 33035
County:	Miami-Dade
Market Orientation:	Suburban
IRR Event ID:	2327905



Space Information

Space Type:	Other
Full Building Lease:	Yes
Leased Area:	78,132

Lease Information

Lease Status:	Signed Lease
Lessee:	Somerset Academy
Start/Available Date:	08/01/2019
Expiration Date:	07/31/2039
Term of Lease:	240 months
Lease Measure:	\$/SF/Yr
Face Rental Rate:	\$18.00
Effective Rental Rate:	\$18.00
Escalation Type:	Fixed Percentage
Escalation Desc.:	3% per annum
Transaction Reliability:	Verified

Lease Expense Information

Reimbursement Method:	Triple Net
Reimbursement Desc.:	v

Improvement and Site Data

Legal/Tax/Parcel ID:	10-7921-011-0023
GBA-SF:	80,310
NRA-SF:	80,310
Acres(Usable/Gross):	9.15/9.15

Land-SF(Usable/Gross):	398,746/398,746
Usable/Gross Ratio:	1.00
Year Built:	2015
M&S Class:	C
Construction Quality:	Average
Improvements Cond.:	Good
Exterior Walls:	Stucco
No. of Buildings/Stories:	1/2
Multi-Tenant/Condo.:	No/No
Frontage Type:	2 way, 1 lane each way
Traffic Control at Entry:	Turn lane
Traffic Flow:	Moderate
Accessibility Rating:	Above average
Visibility Rating:	Above average
Bldg. to Land Ratio FAR:	0.20
Source of Land Info.:	Public Records

Comments

This is the lease of a 78,132 square foot charter school on 9.15 acres of land located at 3000 NE 9th Street, in Homestead, Florida. The school has a capacity of 1,100 students. The lease term was 20 years starting in August 2019. The lease rate was \$18.00 per square foot and escalates 3.0% annually. However, there was a discount in rent for the first 3 years. Expenses were on a triple-net basis.

Location & Property Identification

Property Name:	Navigator Academy of Leadership of Valrico
Sub-Property Type:	Governmental/Institutional, School/University
Address:	1101 E. Bloomingdale Ave.
City/State/Zip:	Valrico, FL 33596
County:	Hillsborough
Market Orientation:	Suburban
IRR Event ID:	2262120



Space Information

Space Type:	Other
Full Building Lease:	Yes
Leased Area:	57,438

Legal/Tax/Parcel ID:	074748-0470
GBA-SF:	63,807
NRA-SF:	57,438
Acres(Usable/Gross):	10.13/12.13
Land-SF(Usable/Gross):	441,167/528,286
Usable/Gross Ratio:	0.84
Year Built:	1997
Most Recent Renovation:	N/A
Property Class:	A
M&S Class:	C
Construction Quality:	Average
Improvements Cond.:	Fair
Exterior Walls:	Stucco
No. of Buildings/Stories:	1/1
Elevators Count:	Yes/0
Fire Sprinkler Type:	Wet
Air-Conditioning Type:	Central
Roof,Heating,AC Comments:	Built-Up Composition
Shape:	Irregular
Topography:	Level
Corner Lot:	Yes
Frontage Feet:	480
Frontage Desc.:	Bloomingdale
Bldg. to Land Ratio FAR:	0.12
Zoning Code:	PD
Zoning Desc.:	Planned Development
Easements:	No
Easements Desc.:	See report
Environmental Issues:	No
Flood Plain:	No

Lease Information

Lease Status:	Signed Lease
Lessor:	MG3 Starwood, LLC
Lessee:	Navigator Academy of Leadership, Inc
Start/Available Date:	04/05/2019
Term of Lease:	300 months
Lease Measure:	\$/SF/Yr
Face Rental Rate:	\$11.49
Effective Rental Rate:	\$11.49
Escalation Type:	Fixed Percentage
Escalation Desc.:	2.5% Annual Increase
Verified by:	Kendra Stevens Barry
Verification Date:	08/12/2019
Verification Source:	Past Appraisal - Lease Agreement
Transaction Reliability:	IRR Confirmed

Lease Expense Information

Reimbursement Method:	Full Service
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Improvement and Site Data

Improvement and Site Data (Cont'd)

Flood Zone Designation:	X
Comm. Panel No.:	12057C0394H
Date:	08/28/2008
Utilities:	Electricity, Water Public, Sewer, Gas, Telephone, Rail
Source of Land Info.:	Public Records

Comments

This is a special purpose property (school/university) that contains 57,438 square feet of gross leasable area. The improvement was constructed in 1997 and have been adequately maintained. The site area is 12.13-acres or 528,287 square feet, of which 10.13-acres and 441,167 square feet are usable.

The building is 100% leased to Navigator Academy of Leadership, Inc. The 25-year lease commenced in April 2019.

Location & Property Identification

Property Name:	Elite Preparatory Academy
Sub-Property Type:	Governmental/Institutional, School/University
Address:	1636 W. Oak Ridge Rd.
City/State/Zip:	Orlando, FL 32809
County:	Orange
Market Orientation:	Suburban
IRR Event ID:	2497864



Space Information

Space Type:	Other
Full Building Lease:	Yes
Leased Area:	30,000

Lease Information

Lease Status:	Signed Lease
Lessee:	Elite Preparatory Academy
Start/Available Date:	07/01/2017
Term of Lease:	60 months
Lease Measure:	\$/SF/Yr
Face Rental Rate:	\$7.00
Effective Rental Rate:	\$7.00
Escalation Type:	Fixed Percentage
Transaction Reliability:	Verified

M&S Class:	C
Construction Quality:	Average
Improvements Cond.:	Average
Exterior Walls:	Stucco
No. of Buildings/Stories:	5/7
Multi-Tenant/Condo.:	Yes/No
Total Parking Spaces:	1174
Park. Ratio 1000 SF GLA:	2.78
Park. Ratio 1000 SF GBA:	2.78
Air-Conditioning Type:	Central
Shape:	Rectangular
Topography:	Level
Corner Lot:	Yes
Bldg. to Land Ratio FAR:	0.45
Zoning Code:	IND-2/IND-3
Utilities:	Electricity, Water Public, Sewer, Telephone
Source of Land Info.:	Public Records

Lease Expense Information

Reimbursement Method:	Net
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Improvement and Site Data

Legal/Tax/Parcel ID:	22-23-29-7268-73-000
GBA-SF:	422,746
NRA-SF:	422,746
Acres(Usable/Gross):	21.66/21.66
Land-SF(Usable/Gross):	943,581/943,581
Usable/Gross Ratio:	1.00
Year Built:	1966-1981
Property Class:	B

Comments

This represents an actual lease for a 30,000 square foot building situated within the Oakridge Office Park in Orlando, Florida. The building was built in 1966 of masonry construction and is considered to be in average condition. The property was leased to the Elite Preparatory Academy (private school) in July 2017 at a base rate of \$7.00 per square foot on a net basis.

Location & Property Identification

Property Name:	Bridgeprep Academy
Sub-Property Type:	Governmental/Institutional, School/University
Address:	5710 La Costa Dr.
City/State/Zip:	Orlando, FL 32807
County:	Orange
Market Orientation:	Suburban
IRR Event ID:	1401157



Space Information

Space Type:	Other
Full Building Lease:	Yes
Leased Area:	28,188

GBA-SF:	32,805
NRA-SF:	28,188
Acres(Usable/Gross):	4.59/4.59
Land-SF(Usable/Gross):	200,102/200,102
Usable/Gross Ratio:	1.00
Year Built:	2016
Property Class:	B
M&S Class:	C
Construction Quality:	Good
Improvements Cond.:	New
Exterior Walls:	Stucco
No. of Buildings/Stories:	1/1
Total Parking Spaces:	134
Park. Ratio 1000 SF GLA:	4.75
Park. Ratio 1000 SF GBA:	4.08
Elevators Count:	None
Fire Sprinkler Type:	Yes
Air-Conditioning Type:	Central
Roof,Heating,AC Comments:	Gable
Shape:	Irregular
Topography:	Level
Corner Lot:	No
Frontage Feet:	460
Frontage Desc.:	La Costa
Frontage Type:	2 way, 1 lane each way
Bldg. to Land Ratio FAR:	0.16
Zoning Code:	MU-1
Zoning Desc.:	Medium Intensity Mixed Use Corridor
Flood Plain:	No
Flood Zone Designation:	X

Lease Information

Lessor:	MG3 La Costa, LLC
Lessee:	BridgePrep Academy Orange County, Inc.
Lessee Type:	Regional
Start/Available Date:	08/01/2016
Expiration Date:	07/31/2046
Term of Lease:	360 months
Lease Measure:	\$ Amnt/Yr
Face Rental Rate:	\$300,000.00
Effective Rental Rate:	\$300,000.00
Transaction Reliability:	Confirmed

Lease Expense Information

Reimbursement Method:	Triple Net
Landlord Pays:	Management Fees
Tenant Pays:	RE Taxes, Property Insurance, Utilities, Repairs & Maintenance

Improvement and Site Data

MSA:	Orlando-Kissimmee-Sanford
Legal/Tax/Parcel ID:	34-22-30-0006-01-000

Improvement and Site Data (Cont'd)

Comm. Panel No.: 12095C0270F
Date: 09/25/2009
Source of Land Info.: Public Records

Comments

This is the lease of a charter school within the southeast quadrant of La Costa Dr and S Semoran Blvd in Orlando, Orange County, Florida. The property is a single tenant charter school built in 2016 on 4.6± acres. The building is 28,188 square feet and is occupied by BridgePrep Academy. The lease commences on August 1, 2016 and expires in July 31, 2046. The lease is a triple net lease where the tenant pays real estate taxes, insurance, repairs and maintenance, and utilities. The rent for the first year is \$10.64 per square foot for the first 300 students and an additional \$1,000 per year per additional student. The rent for the second year is \$15.61 per square foot for the first 400 students and an additional \$1,100 per year per additional student. The rent for the third year is \$22.93 per square foot for the first 550 students and an additional \$1,175 per year per additional student. The third through thirtieth lease year shall continue in the same pattern as the second lease year, with the third lease year base rent per student per year charge continuing to increase and further adjust the actual base rent per year for each respective lease year for the balance for the lease terms and all extensions. The median household income within a 1-mile and 3-mile radius is \$35,275 and \$40,795, respectively.

Location & Property Identification

Property Name:	Avante Garde Charter
Sub-Property Type:	Governmental/Institutional, School/University
Address:	2880 N. Orange Blossom Trail
City/State/Zip:	Kissimmee, FL 34744
County:	Osceola
Market Orientation:	Suburban
IRR Event ID:	2621466



Space Information

Space Type:	Other
Leased Area:	83,367

Lease Information

Lease Status:	Signed Lease
Lessor:	Charter OC Kissimmee Holdings, LLC
Lessee:	Avant Garde Academy, Inc.
Start/Available Date:	05/06/2014
Expiration Date:	06/30/2021
Term of Lease:	86 months
Lease Measure:	\$/SF/Yr
Face Rental Rate:	\$10.67
Effective Rental Rate:	\$10.67
Escalation Type:	Fixed Steps
Renewal Options:	No
Transaction Reliability:	Imported - R

Lease Expense Information

Reimbursement Method:	Absolute Net
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Improvement and Site Data

MSA:	Orlando-Kissimmee, FL Metropolitan Statistical Area
Legal/Tax/Parcel ID:	10-25-29-0000-0119-0000
GBA-SF:	83,367

NRA-SF:	83,367
Acres(Usable/Gross):	9.15/9.15
Land-SF(Usable/Gross):	398,574/398,574
Usable/Gross Ratio:	1.00
Year Built:	2014
M&S Class:	C
Construction Quality:	Good
Improvements Cond.:	Average
Exterior Walls:	Stucco
No. of Buildings/Stories:	3/2
Total Parking Spaces:	145
Park. Ratio 1000 SF GLA:	1.74
Park. Ratio 1000 SF GBA:	1.74
Fire Sprinkler Type:	Wet
Air-Conditioning Type:	Central
Roof,Heating,AC Comments:	Flat
Shape:	Rectangular
Topography:	Level
Corner Lot:	No
Frontage Desc.:	Orange Blossom Trail
Bldg. to Land Ratio FAR:	0.21
Zoning Code:	CG
Zoning Desc.:	Commercial General
Flood Plain:	No
Flood Zone Designation:	X
Comm. Panel No.:	12097C0060G
Date:	06/18/2013
Utilities:	Electricity, Water Public, Sewer, Telephone, CableTV
Source of Land Info.:	Public Records

Comments

This is a signed lease of a charter school located along the west side of North Orange Blossom Trail, just south of Osceola Parkway, in Kissimmee, Osceola County. The improvements include two, two-story educational buildings and one gymnasium, built in 2014. The total rentable area is 83,367 square feet. The site area is 9.15 acres. In May 2014, Avant Garde Academy signed an 86-month lease at \$10.67 per square foot on an absolute net basis. The rental rate is based on a base rate of \$400,000, plus \$1,000 per enrolled student. The rental rate is projected to increase the second year to approximately \$1,100,000, or 1,100± students, and thereafter. There are no renewal options.

Addendum E

Engagement Letter

Integra Realty Resources
Miami
Orlando
Southwest Florida
www.irr.com

In Miami
The Douglas Centre
2600 Douglas Rd.,
Suite 801
Coral Gables, FL 33134
(305) 670-0001

In Orlando
The Magnolia Building
326 N. Magnolia Ave.
Orlando, FL 32801
(407) 843-3377

In Naples/Sarasota
Horseshoe Professional Park
2770 Horseshoe Drive S.
Suite 3
Naples, FL 34104
(239)-643-6888



January 22, 2021

Bob Francis, ICMA-CM
City Manager
City of Belle Isle, Florida
1600 Nela Avenue
Belle Isle, Florida 32809
Email: bfrancis@belleislefl.gov
Phone: (407) 851-7730

SUBJECT: Proposal for Valuation Services
Fair Market Rent Study
Cornerstone Charter Academy
5903 Randolph Avenue
Orlando, Orange County, Florida

Mr. Francis:

Integra Realty Resources – Orlando appreciates the opportunity to provide this proposal for valuation services for the above-captioned property.

It is our mutual understanding that the purpose of this appraisal assignment is to provide an opinion of the fair market rent (Fair Market Value Rental) for the Cornerstone Charter Academy located at 5903 Randolph Avenue in Orlando, Florida. The scope of the assignment is to include an estimate of fair market rent for the current facility and a fair market rent at completion of a proposed expansion. It is also our understanding that the intended use of the report is for your information and guidance regarding negotiating a new lease agreement for the facility.

To report the assignment results, we use the Appraisal Report option of Standards Rule 2-2(a) of the 2020-2021 edition of USPAP. As USPAP gives appraisers the flexibility to vary the level of information in an Appraisal Report depending on the intended use and intended users of the appraisal, we adhere to the Integra Realty Resources internal standards for an Appraisal Report – Standard Format. This type of report has adequate detail for its intended use. It summarizes the information analyzed, the appraisal methods employed, and the reasoning that supports the analyses, opinions, and conclusions. It meets or exceeds the former Summary Appraisal Report requirements that were contained in the 2012-2013 edition of USPAP.

Mr. Bob Francis
January 22, 2021
Page 2

In accordance with our correspondence, the scope of this assignment will require IRR – Orlando to consider all relevant and applicable approaches to value as determined during the course of our research, property analysis and preparation of the report. If the assignment is canceled, we will return the relevant field notes after deducting appropriate costs and fees (in accordance with Attachment I) for the expenses and time actually spent on the initial property analysis.

The Ethics Rule of USPAP requires us to disclose to you any prior services we have performed regarding the Subject Property within a three-year period immediately preceding the acceptance of this assignment, either as an appraiser or in any other capacity. We have not performed appraisal work related to the subject property within the past three years.

Our total fee for this assignment will be \$3,000. A retainer in the amount of \$1,500 is due at commencement of the assignment. We will provide a PDF copy of the report upon completion. We proposed a delivery date of 30 days from engagement. Hard copies of the appraisal are available upon request. Information will be requested upon engagement.

Additional fees will be charged on an hourly basis for any work which exceeds the scope of this proposal, including providing expert testimony and preparation for such testimony, performing additional valuation scenarios, additional research and conference calls or meetings with any party which exceed the time allotted for an assignment of this nature. The terms of Attachment I apply to this engagement and are hereby incorporated by reference. Integra is to obtain approval from the client to perform additional services beyond the scope of this assignment.

In order to complete this assignment in the designated time, we will require as much of the available information as possible, as identified in Attachment II, within seven business days after the execution of this engagement letter. Any delays in the receipt of this information or in the access to the property will automatically extend the final delivery date of the report(s) as proposed. Furthermore, the appraisal report and conclusions therein will be predicated upon the accuracy and completeness of the information provided by the Client and set forth in Attachment II. In the absence of some of this information, the appraisers will attempt to obtain this information from other sources and/or may require the use of Extraordinary Limiting Conditions and Assumptions within the appraisal report.

The appraisal report will be limited by our standard Assumptions and Limiting Conditions and any Extraordinary Assumptions and Limiting Conditions, which become apparent or necessary during the course of the assignment. A copy of the standard Assumptions and Limiting Conditions is set forth in Attachment III.

The purpose of the appraisal report is to estimate Fair Market Rent (Fair Market Value Rental) for the Subject Property on behalf of the Client and related business entities as the intended user of the appraisal report. The intended use of the appraisal report is to assist the Client, as the intended user of the appraisal report, with respect to negotiating a new lease agreement. Any other intended users are to be identified by the client prior to commencement of the appraisal. Without first obtaining our prior written consent, the use of the appraisal report by anyone other than the Client, related business entities, and other noted intended users is prohibited. Accordingly, the appraisal report will be addressed to and shall be solely for the Client's use and benefit unless we provide our prior written

Mr. Bob Francis
January 22, 2021
Page 3

consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the appraisal report (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the appraisal report (even if their reliance was foreseeable).

In the event the Client provides a copy of this appraisal to, or permits reliance thereon by, any person or entity not authorized by Integra - Orlando, the Client agrees to indemnify and hold harmless Integra - Orlando, its affiliates and its shareholders, directors, officers and employees, from and against all damages, expenses, claims and costs, including attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the review appraisal by any such unauthorized person or entity.

If the appraisal is referred to or included in any offering material or prospectus, the appraisal shall be deemed referred to or included for informational purposes only and Integra - Orlando, its employees and the appraisers have no liability to such recipients. Integra - Orlando disclaims any and all liability to any party other than the Client which retained Integra - Orlando to prepare the appraisal.

If this proposal is acceptable, please authorize us to proceed by executing this letter agreement where noted below and returning one copy, along with the retainer, to the undersigned. Thank you for considering us for this assignment and we look forward to working with you. Please call if you wish to discuss this proposal or the assignment any further.

Sincerely,

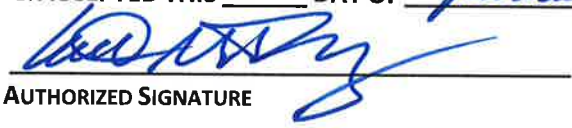
INTEGRA REALTY RESOURCES – ORLANDO



Christopher D. Starkey, MAI
Senior Managing Director - Orlando
State-Certified General Appraiser #2886

Attachments

AGREED & ACCEPTED THIS 25TH DAY OF January, 2021.

BY: 
AUTHORIZED SIGNATURE

BOB FRANCIS, CITY MANAGER
NAME (PRINT)

Mr. Bob Francis
January 22, 2021
Page 4

ATTACHMENT I

ADDITIONAL TERMS

This assignment is subject to the following terms:

1. Completion Date Estimate: Integra – Orlando agrees to use reasonable commercial efforts to complete this report as per the attached letter agreement. Said completion date is an estimate and does not take into consideration delays beyond the control of Integra – Orlando such as illness, lack of specific necessary data and/or Acts of God.

2. Litigation: In the event Integra – Orlando is called upon to provide testimony or receives a subpoena concerning any suit or proceeding or otherwise become involved in any litigation relating to this engagement or assignment, in which Integra – Orlando is not a party, Integra – Orlando will make every reasonable effort to assist the Client and give such testimony. The Client agrees to compensate Integra – Orlando at its then current rates, on an hourly basis, plus reimbursement for all expenses incurred as a result of said litigation. In addition to the foregoing, the following terms are applicable:
 - (a) Review and trial preparation (if applicable) in-office, will be billed at standard hourly rates; outside office rates may apply to conferences, depositions and testimony. Our current in-office rates are as follows:

Senior Managing Director – Christopher D. Starkey, MAI, MRICS	[\$350.00/hour]
Associate Directors, Directors or Principals (Other MAIs)	[\$350.00/hour]
Senior Analyst (State Certified General R.E. Appraisers)	[\$195.00/hour]
Analyst/Researcher	[\$100.00/hour]

 - (b) All reports for which testimony is required must be disclosed prior to report authorization.

 - (c) All fees for reports, conferences and depositions must be paid prior to hearings and trial.

3. Limitations of Liability: It is expressly agreed that in any action which may be brought against Integra – Orlando, Integra Realty Resources, Inc. or their respective officers, owners, managers, directors, agents, subcontractors or employees (the “Integra Parties”), arising out of, relating to, or in any way pertaining to this engagement, the appraisal reports, or any estimates or information contained therein, the Integra Parties shall not be responsible or liable for an incidental or consequential damages or losses, unless the appraisal was fraudulent or prepared with gross negligence. It is further agreed that the collective liability of the Integra Parties in any such action shall not exceed the fees paid for the preparation of the appraisal report unless the appraisal was fraudulent or prepared with gross negligence. Finally, it is agreed that the fees charged herein are in reliance upon the foregoing limitations of liability.

Mr. Bob Francis
January 22, 2021
Page 5

In the event the Client provides our work or permits reliance thereon by, any person or entity not authorized by Integra - Orlando in writing to use or rely thereon, Client hereby agrees to indemnify and hold Integra - Orlando, its affiliates and the respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon our work by any such unauthorized person or entity.

You acknowledge that any opinions and conclusions expressed by professionals employed by Integra - Orlando during this assignment are representations made as them as employees and not as individuals. Our responsibility is limited to you as Client, and use of our product by third parties shall be solely at the risk of you and/or third parties.

4. **Late Fees; Etc.:** Unless arrangements are made otherwise, a late charge of 5% per annum, commencing thirty (30) days after the receipt of invoice will be charged on any balance not paid; however, in no event shall this delinquency rate of interest exceed the maximum rate permitted by law. We shall also be entitled to recover our costs (including attorneys' fees), associated with collecting any amounts owed or otherwise incurred in connection with this engagement.
5. **Cancellation:** In the event the assignment is canceled prior to completion, an invoice will be prepared reflecting the percentage of work completed as of that date. Any credits to the Client will be promptly refunded or any remaining balances to Integra - Orlando will be indicated on the invoice.
6. **Responding to Review:** We agree to respond to your review of our report within five (5) business days of your communication to us. Correspondingly, you will have twenty-one (21) days from receipt of our report to communicate your review. We reserve the right to bill you for responding to your review beyond this time period.
7. **Special Experts:** Any out-of-pocket expenses incurred during this assignment will be billed at cost and included on the invoice. Should the Client request the assistance of Integra - Orlando in hiring a special expert to contribute to this assignment (including but not limited to, a surveyor, environmental consultant, land planner, architect, engineer, business, personal property, machinery and equipment appraiser, among others), the Client agrees to perform their own due diligence to qualify said special expert. The Client agrees and acknowledges it is solely responsible in paying for the services of said special expert. Furthermore, the Client acknowledges that Integra - Orlando is not responsible for the actions and findings of the special expert and agrees to hold Integra - Orlando harmless from any and all damages that may arise out of the Client's reliance on the special expert.
8. **Duration of Quote:** This proposal and fees quoted are valid for a period of five (5) calendar days from the date hereof. If not retained by the Client, the fact that we made the foregoing proposal of professional services will not preclude us from performing professional services for another client on the property.

Mr. Bob Francis
January 22, 2021
Page 6

9. Marketpoint/Template: The Client acknowledges that IRR-Marketpoint, our appraisal templates and Interconnect software is proprietary and confidential. Accordingly, the Client agrees not to use such software or make such software available for the use of any third party.

Mr. Bob Francis
January 22, 2021
Page 7

ATTACHMENT II
REQUEST FOR INFORMATION

Please forward the following information to our office so we can provide the proposed services within the agreed upon time frame as discussed above. If you care to send the information as you gather it if you like, please forward the physical data such as the site plan, previous engineering reports and/or property reports describing the physical attributes of the property and all financial information first as these items are the most time sensitive and should be received immediately to meet the time requirements of this assignment. If, at this time, you are certain you will not be providing any specific items noted below, please cross out the item and mark "NA" next to the item so that we will be notified that the information is not available and will not be forthcoming.

- Information will be requested upon engagement.

ATTACHMENT III
ASSUMPTIONS & LIMITING CONDITIONS

This appraisal is based on the following assumptions, except as otherwise noted in the report.

1. The title is marketable and free and clear of all liens, encumbrances, encroachments, easements and restrictions. The property is under responsible ownership and competent management and is available for its highest and best use.
2. There are no existing judgments or pending or threatened litigation that could affect the value of the property.
3. There are no hidden or undisclosed conditions of the land or of the improvements that would render the property more or less valuable. Furthermore, there is no asbestos in the property.
4. The revenue stamps placed on any deed referenced herein to indicate the sale price are in correct relation to the actual dollar amount of the transaction.
5. The property is in compliance with all applicable building, environmental, zoning, and other federal, state and local laws, regulations and codes.
6. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

This appraisal is subject to the following limiting conditions, except as otherwise noted in the report.

1. An appraisal is inherently subjective and represents our opinion as to the value of the property appraised.

Mr. Bob Francis
January 22, 2021
Page 8

2. The conclusions stated in our appraisal apply only as of the effective date of the appraisal, and no representation is made as to the effect of subsequent events.
3. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated.
4. No environmental impact studies were either requested or made in conjunction with this appraisal, and we reserve the right to revise or rescind any of the value opinions based upon any subsequent environmental impact studies. If any environmental impact statement is required by law, the appraisal assumes that such statement will be favorable and will be approved by the appropriate regulatory bodies.
5. Unless otherwise agreed to in writing, we are not required to give testimony, respond to any subpoena or attend any court, governmental or other hearing with reference to the property without compensation relative to such additional employment.
6. We have made no survey of the property and assume no responsibility in connection with such matters. Any sketch or survey of the property included in this report is for illustrative purposes only and should not be considered to be scaled accurately for size. The appraisal covers the property as described in this report, and the areas and dimensions set forth are assumed to be correct.
7. No opinion is expressed as to the value of subsurface oil, gas or mineral rights, if any, and we have assumed that the property is not subject to surface entry for the exploration or removal of such materials, unless otherwise noted in our appraisal.
8. We accept no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal descriptions and other legal matters such as legal title, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering and environmental matters.
9. The distribution of the total valuation in the report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and are invalid if so used. The appraisal report shall be considered only in its entirety. No part of the appraisal report shall be utilized separately or out of context.
10. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers, or any reference to the Appraisal Institute) shall be disseminated through advertising media, public relations media, news media or any other means of communication (including without limitation prospectuses, private offering memoranda and other offering material provided to prospective investors) without the prior written consent of the person signing the report.
11. Information, estimates and opinions contained in the report, obtained from third-party sources are assumed to be reliable and have not been independently verified.
12. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute predictions of future operating results.
13. If the property is subject to one or more leases, any estimate of residual value contained in the appraisal may be particularly affected by significant changes in the condition of the

Mr. Bob Francis
January 22, 2021
Page 9

- economy, of the real estate industry, or of the appraised property at the time these leases expire or otherwise terminate.
14. No consideration has been given to personal property located on the premises or to the cost of moving or relocating such personal property; only the real property has been considered.
 15. The current purchasing power of the dollar is the basis for the value stated in our appraisal; we have assumed that no extreme fluctuations in economic cycles will occur.
 16. The value found herein is subject to these and to any other assumptions or conditions set forth in the body of this report but which may have been omitted from this list of Assumptions and Limiting Conditions.
 17. The analyses contained in the report necessarily incorporate numerous estimates and assumptions regarding property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates, and the variations may be material.
 18. The *Americans with Disabilities Act (ADA)* became effective January 26, 1992. We have not made a specific survey or analysis of any property to determine whether the physical aspects of the improvements meet the *ADA* accessibility guidelines. In as much as compliance matches each owner's financial ability with the cost to cure the non-conforming physical characteristics of a property, we cannot comment on compliance to *ADA*. Given that compliance can change with each owner's financial ability to cure non-accessibility, the value of the subject does not consider possible non-compliance. A specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
 19. The appraisal report is prepared for the exclusive benefit of the Client, its subsidiaries and/or affiliates. It may not be used or relied upon by any other party. All parties who use or rely upon any information in the report without our written consent do so at their own risk.
 20. No studies have been provided to us indicating the presence or absence of hazardous materials on the Subject Property or in the improvements, and our valuation is predicated upon the assumption that the Subject Property is free and clear of any environment hazards including, without limitation, hazardous wastes, toxic substances and mold. No representations or warranties are made regarding the environmental condition of the Subject Property and the person signing the report shall not be responsible for any such environmental conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because we are not experts in the field of environmental conditions, the appraisal report cannot be considered as an environmental assessment of the Subject Property.
 21. The person signing the report may have reviewed available flood maps and may have noted in the appraisal report whether the Subject Property is located in an identified Special Flood Hazard Area. We are not qualified to detect such areas and therefore do not guarantee such determinations. The presence of flood plain areas and/or wetlands may affect the value of

Mr. Bob Francis
January 22, 2021
Page 10

- the property, and the value conclusion is predicated on the assumption that wetlands are non-existent or minimal.
22. Integra is not a building or environmental inspector. Integra does not guarantee that the Subject Property is free of defects or environmental problems. Mold may be present in the Subject Property and a professional inspection is recommended.
 23. The appraisal report and value conclusion for an appraisal assumes the satisfactory completion of construction, repairs or alterations in a workmanlike manner.
 24. Integra – Orlando, an independently owned and operated company shall prepare the appraisal for the specific purpose so stated elsewhere in this proposal. The intended use of the appraisal is stated in the General Information section of the report. The use of the appraisal report by anyone other than the Client is prohibited except as otherwise provided. Accordingly, the appraisal report will be addressed to and shall be solely for the Client's use and benefit unless we provide our prior written consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the appraisal report (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the appraisal report (even if their reliance was foreseeable).
 25. The conclusions of this report are estimates based on known current trends and reasonably foreseeable future occurrences. These estimates are based partly on property information, data obtained in public record, interviews, existing trends, buyer-seller decision criteria in the current market, and research conducted by third parties, and such data are not always completely reliable. Integra Realty Resources, Inc. and the undersigned are not responsible for these and other future occurrences that could not have reasonably been foreseen on the effective date of this assignment. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance. While we are of the opinion that our findings are reasonable based on current market conditions, we do not represent that these estimates will actually be achieved, as they are subject to considerable risk and uncertainty. Moreover, we assume competent and effective management and marketing for the duration of the projected holding period of this property.
 26. All prospective value estimates presented in this report are estimates and forecasts which are prospective in nature and are subject to considerable risk and uncertainty. In addition to the contingencies noted in the preceding paragraph, several events may occur that could substantially alter the outcome of our estimates such as, but not limited to changes in the economy, interest rates, and capitalization rates, behavior of consumers, investors and lenders, fire and other physical destruction, changes in title or conveyances of easements and deed restrictions, etc. It is assumed that conditions reasonably foreseeable at the present time are consistent or similar with the future.

As will be determined during the course of the assignment, additional extraordinary or hypothetical conditions may be required in order to complete the assignment. The appraisal shall also be subject to those assumptions.



Proposal for

Impact Fee Study

**RFP # 2021-01
City of Belle Isle, Florida**

Due February 9, 2021

Submitted by

Duncan Associates

**14709 Rush Pea Circle
Austin, TX 78703**

**Clancy Mullen, President
clancy@duncanassociates.com
(512) 423-0480**

Tab 1. Table of Contents

Contents

TAB 1. TABLE OF CONTENTS..... 1

TAB 2. LETTER OF TRANSMITTAL..... 2

TAB 3. GENERAL INFORMATION 3

TAB 4. PROJECT APPROACH 4

 UNDERSTANDING AND APPROACH4

 SCOPE OF SERVICES6

 PROJECT SCHEDULE.....7

TAB 5. EXPERIENCE AND QUALIFICATIONS 8

 NATIONAL EXPERIENCE8

 FLORIDA EXPERIENCE.....8

 PERSONNEL/RESUMES.....10

 REFERENCES12

TAB 6. PRICING AND PAYMENT TERMS 15

REQUIRED FORMS 16

Tab 2. Letter of Transmittal



February 5, 2021

Yolanda Quiceno, City Clerk
City of Belle Isle
1600 Nela Avenue
Belle Isle, FL 32809

RE: Impact Fee Study, RFQ # 2021-01

On behalf of **Duncan Associates**, I am pleased to submit our proposal to update the City's transportation impact fee and develop additional impact fees for parks, public safety, and general government facilities.

We have extensive experience with impact fees in Florida, having prepared impact fee studies for 35 local governments in the state over the past 30 years. We are willing and able to complete the work requested in this RFP.

The authorized representative for this project is:

Clancy Mullen, President
Duncan Associates
17409 Rush Pea Circle
Austin, TX 78738
(512) 423-0480 (cell)
clancy@duncanassociates.com

We look forward to your review of our proposal. Please let me know if you have any questions.

Sincerely,
DUNCAN ASSOCIATES

A handwritten signature in black ink that reads "Clancy Mullen". The signature is written in a cursive, flowing style.

Clancy Mullen
President

Tab 3. General Information

1. Name of Business. The firm's corporate name is James Duncan and Associates, Inc. We do business as Duncan Associates.
2. Mailing Address/Phone. Our main office is at 17409 Rush Pea Circle, Austin, TX 78738. Our phone number is (512) 423-0480.
3. Contact Person. Clancy Mullen, 17409 Rush Pea Circle, Austin, TX 78738, (512) 423-0480, clancy@duncanassociates.com.
4. Normal Business Hours. 8 am – 6 pm, Monday – Friday.
5. Legal Status. The firm has a national practice in the areas of impact fees and land development codes. It is incorporated as an S Corporation in Texas as James Duncan and Associates, Inc., doing business as Duncan Associates.
6. Date of Organization. The company was established as a sole proprietorship by James Duncan in 1987. It was incorporated in 1997.
7. Office Location/Staffing. The work will be led by our Austin, Texas office, and supported by our Chicago office. It will be staffed by two professionals in Austin and one in Chicago.
8. Parent/Subsidiary. The firm is not a subsidiary or division of a parent firm.
9. Authorization. James Duncan and Associates, Inc. is authorized to conduct business in Florida.
10. Licenses. All employees are professional planners or financial analysts with higher education degrees. No certification is required for impact fee analysis.
11. RFP Notification. We were sent the RFP by the City Manager.

Tab 4. Project Approach

Understanding and Approach

The requested scope of services is generally a very reasonable one, although we would suggest approaching some of them a little differently. Our proposed approach is detailed below.

Types of Facilities

Transportation. The RFP requests an update of the current transportation impact fee. The current fees are assessed only on residential uses, and the City desires that the updated fees apply to nonresidential development as well. We believe this is appropriate, and in fact have never calculated transportation fees for residential uses only (although some clients have chosen to assess them only on new residential uses).

Other Facilities. The RFP also requests that the consultant develop impact fees for other types of facilities that might be appropriate. Potential additional facilities for which impact fees could be developed include parks, fire, police, general government, storm sewer, and affordable housing.

As part of our fixed-fee price, we propose to develop potential impact fees for parks, police, and general government facilities. We could also develop some additional fee types, as discussed below, but have not included them in our fixed-fee proposal.

Affordable housing. An impact fee for affordable housing would be the most difficult to develop. Impact fees are generally designed to fund the improvement or expansions of government-owned facilities or major equipment to ensure that new development does not reduce the level of service currently enjoyed by existing development. Affordable housing does not neatly fit into this framework, and developing impact fees to fund affordable housing initiatives raises complex legal issues. Another approach to developing more affordable housing would be to modify zoning and other development regulations to allow or encourage more housing options, such as accessory dwelling units and apartments.

Fire protection. It is our understanding that the City does not currently have its own fire department, and is presumably served by Orange County or a fire rescue district, both of which have the ability to assess impact fees on new development in Belle Isle. If the City desires to form its own fire department, it would start out with a very large capacity deficiency (the cost of the facilities and equipment to serve all existing development). Consequently, the City would need to use other funds to create a level of service for existing development before it would have a basis to assess fire impact fees on new development to maintain that level of service.

Stormwater. Impact fees could be developed for stormwater drainage, but we don't know enough now about the City's existing facilities or needs to include it in our fixed-fee proposal.

Methodology

There are two basic impact fee methodologies:

The demand-driven methodology calculates fees based on the average cost to accommodate an additional unit of demand (population, equivalent dwelling unit, vehicle-mile of traffic, etc.) at the existing level of service.

The alternative plan-based methodology is based on a long-range master plan. It calculates fees based on growth projections (new units of demand such as population, trips, etc.) over a time horizon and the cost of the planned improvements that would be necessary over that time period to maintain the current level of service.

We do not know if the City has recent long-range master plans for any of the facilities under impact fee consideration. The demand-driven methodology does not require such plans. Even if a master plan is available, the plan-based approach may still not be feasible unless the plan includes sufficient information about the existing level of service and existing capacity deficiencies. In addition, the plan-based approach would require the master plan to be updated to add or change planned improvements, as well as every time the impact fees are updated. It is for these reasons that the plan-based methodology is rarely used in Florida. We propose to use the demand-driven methodology for all the impact fee facility type.

Land Use Categories. The RFQ asks that the consultant address how multiple-bedroom and accessory dwelling units can be more equitably be assessed impact fees. Residential units can be assessed based on size, measured in terms of either number of bedrooms or square fee of floor area. There is little data on average household size or trip generation for accessory dwelling units, and they are often assessed the same as a multi-family unit, sometimes adjusted based on average unit size or occupancy limitations. We will discuss such options with the City if selected.

Draft Reports

The RFP requests three drafts of the impact fee study. We have included three drafts in the proposed scope: an initial staff review draft, a public review draft that responds to staff comments, and a final draft that responds to input from advisory committees, community groups, the public, and the governing body. We would also provide at least two status reports, whether in writing or orally.

Legal Support

We would not produce an impact fee study that we were not willing to defend in court if necessary. Of the more than 100 impact fee studies we have prepared in Florida, only one has been challenged in court. We assisted Lee County in the successful defense of the school impact fee study we had prepared for the county, which was challenged by the home builders association following adoption of the school fees in 2001. Clancy Mullen served as an expert witness at the trial court, which upheld the study and the fees.

Scope of Services

The following scope of services and timeline is suggested to implement the project approach described above.

Task 1: Project Organization/Data Collection

This task will involve data collection and project organization for the impact fee study update. Upon notice to proceed, the consultant will provide an initial data needs list and work with the City's project manager to schedule a meeting with key members of City staff. Due to the pandemic, this meeting would be attended by the consultant remotely via teleconference or webinar. During the organizational meeting, the consultant will solicit direction on issues identified in the previous section. The City should provide the consultant, without charge, copies of all relevant plans, studies and documents needed to perform the scope of work. At the end of the task, the consultant will prepare a memorandum summarizing the organizational framework for the project and listing additional data needs

Deliverables: *Project Organization Meeting*
 Project Organization Memorandum

Task 2: Staff Review Draft

This task entails working with staff to acquire required local data and preparing an initial draft of the impact fee study for City staff review. The study will be based on review of levels of service, land use trends and policies, master plans, planned capital improvements, growth projections, financial data, and other relevant information. It will include all the elements mandated by impact fee case law, including compliance with the dual rational nexus test. These elements will include an inventory of existing facilities; the cost of improvements required to remedy any existing service deficiencies; the proportionate share of the cost of improvements required to accommodate increased service demands; and appropriate revenue credits to ensure that new development is not charged more than its proportionate share of the cost of new facilities. It will include tables that identify the demand associated with different land use types. The study will culminate with a net cost schedule by land use for each fee type, which represents the maximum impact fees that could be charged based on the data, methodology, and analysis used in the study. It will also include growth projections and a comparison of the updated fees with those charged by surrounding jurisdictions, as requested in the RFP.

Deliverable: *Staff Review Draft*

Task 3: Public Review Draft/Ordinance

Following receipt of comments on the staff review draft, the consultant will make appropriate modifications to the impact fee study and provide a draft for public review. Concurrent with the public review draft, the consultant could provide draft ordinance amendments to implement the study findings. These amendments could include consolidating the four separate ordinances into a single ordinance if desired by the City.

Deliverables: *Public Review Draft*

Final Study (if required)
Calculation Spreadsheet

Task 4: Public Meetings

The consultant will attend public meetings to discuss the project and present the findings of the study as requested by the City. Given the current state of the pandemic, the consultant would need to attend remotely by audio/video link. If in-person consultant attendance becomes possible and is desired, it would be provided for additional compensation to cover travel time and expense. For the purposes of the fixed-fee proposal, attendance at three meetings is assumed.

Deliverable: Consultant Participation in up to Three (3) Meetings

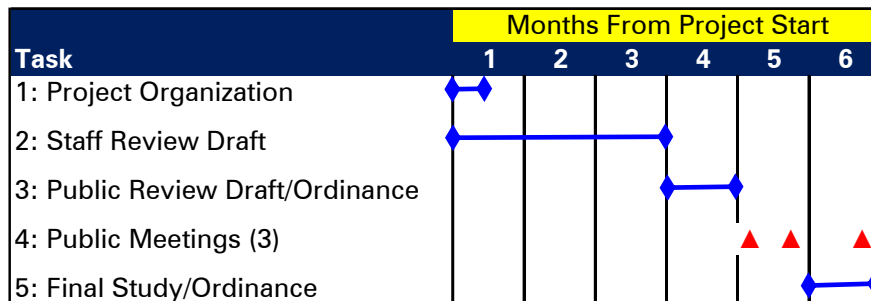
Task 5: Final Study/Ordinance

Following comments and guidance received during the review process, the public review draft and draft ordinance amendment would be revised as necessary. At the conclusion of the project, consultant will provide the City with the Excel spreadsheet used for the fee calculations.

Deliverables: Final Study
Final Ordinance Amendments
Calculation Spreadsheet

Project Schedule

The project is anticipated to take at least six months from project initiation to adoption. The consultant will complete the staff review draft within three months from the organizational meeting. The remainder of the schedule will be largely dependent on the City to review drafts, provide comments and schedule meetings.

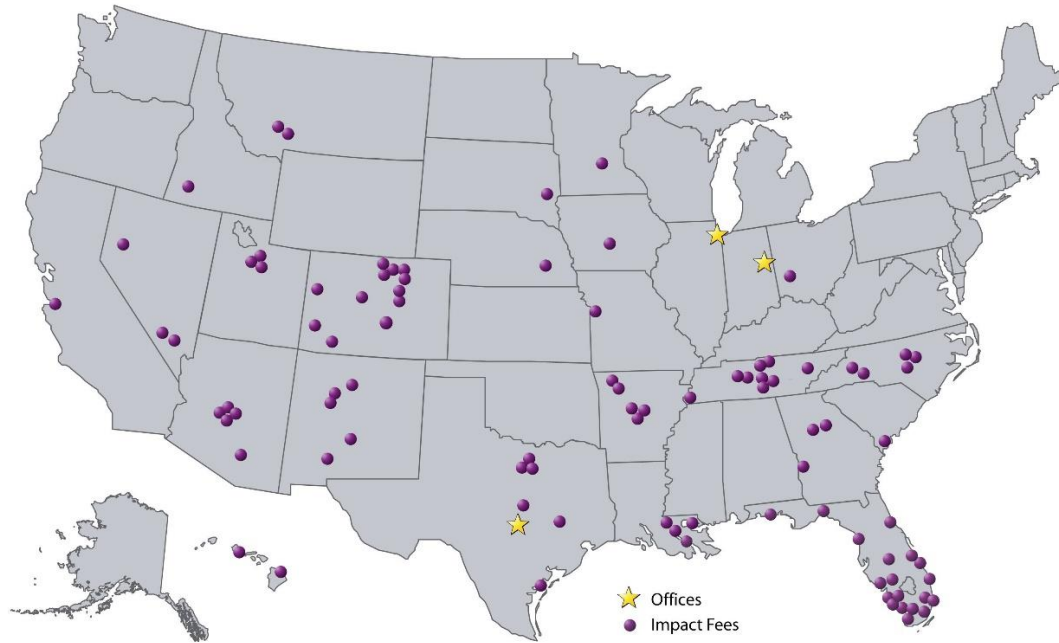


Tab 5. Experience and Qualifications

National Experience

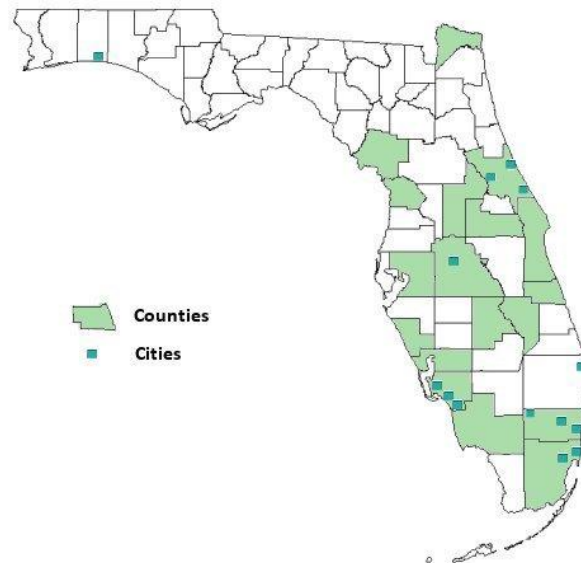
Duncan Associates has drafted over 400 impact fee studies for over 100 clients in 25 states (illustrated in the map below). These studies have covered the full range of impact fee facilities, using a variety of methodologies. About one-fourth of our clients have been Florida jurisdictions.

Duncan Associates Impact Fee Client Map



Florida Experience

Duncan Associates has prepared impact fee studies for 35 jurisdictions in Florida. The location of the local governments that are current or previous clients are illustrated in the map to the right. The types of facilities addressed in our Florida impact fee studies are summarized in the matrix below.



Duncan Associates Florida Impact Fee Client Matrix

Client	Road	School	Parks	Library	Fire	EMS	Law	Jail	Ggov't
Bonita Springs	•		•						
Brevard County			•		•		•		
Broward County		•							
Cape Coral	•								
Charlotte County	•		•	•	•	•	•	•	•
Citrus County	•	•	•	•	•	•	•		
Collier County			•					•	•
Daytona Beach	•		•		•		•		
DeLand			•		•		•		•
Destin	•		•	•			•		•
Fort Lauderdale			•						
Highlands County	•	•	•	•	•	•	•	•	
Hillsborough County	•	•	•		•				
Indian River County	•	•	•	•	•		•	•	•
Lake County	•		•	•	•				
Lee County	•	•	•		•	•			
Levy County	•				•				
Martin County			•	•					•
Miami/Dade County		•	•						
Nassau County			•		•		•		•
New Smyrna Beach	•								
North Bay Village							•		
North Port	•		•		•		•		•
Okeechobee County	•	•			•	•	•		
Orange County	•	•	•		•		•		
Osceola County					•				
Palm Beach Gardens	•		•		•		•		
Plantation			•	•	•		•		•
Polk County	•	•	•	•	•	•	•	•	
Sarasota County	•		•	•	•	•	•	•	•
St. Johns County									
Sweetwater	•		•				•		•
Volusia County	•								
Weston			•		•		•		•
Winter Haven	•		•		•		•		
Total	22	10	26	10	22	7	20	6	12

Personnel/Resumes

The three current principals of Duncan Associates, who will also be the key personnel involved in this project, have been with the firm since the beginning of our impact fee practice. Clancy Mullen has been the project manager and primary author of most of the firm's impact fee studies. Kirk Bishop and Jody Maas have provided planning, financial, and quality assurance assistance on most of the firm's impact fee projects.

Clancy J. Mullen, Project Manager

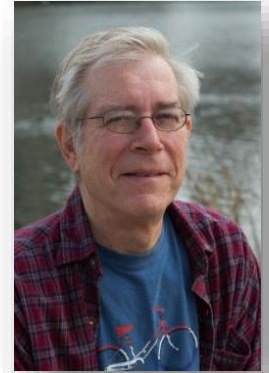
Clancy Mullen is a principal of Duncan Associates and currently serves as president. He is one of the nation's most experienced impact fee specialists. Since joining Duncan Associates over 30 years ago, Clancy has managed most of the firm's impact fee studies, including all but one of the firm's projects in Florida. In addition to over 400 studies for cities and counties from coast to coast, he has also prepared impact fee studies for the Florida Department of Community Affairs, the Hawaii Department of Education, the Louisiana Department of Transportation, the Maryland-National Capitol Park and Planning Commission, and the Minnesota Department of Agriculture.

Impact fees must meet strict legal requirements, which in Florida is mostly case law. Clancy learned the Florida and national impact fee case law early in his career, through association with people like Dr. James C. Nicholas and professor Julian Juergensmeyer. He also served as an expert witness in the successful defense of a school impact fee imposed by Lee County, Florida in 2002.

The methodology used to calculate impact fees must meet these legal requirements, and state enabling acts seldom provide much guidance. By necessity, Clancy has explored issues related to impact fee methodology extensively and frequently lectures on impact fee methodology at professional conferences. He understands the fundamental requirements that a defensible methodology must meet. He has experience using a broad range of methodologies, including both standards-based (incremental expansion, buy-in, consumption-based, or demand-driven) and plan-based (improvements-driven).

Prior to joining Duncan Associates, Clancy served as a zoning planner for the City of Austin, Texas. He is a contributing author to two American Planning Association publications, *Impact Fees: Principles and Practice of Proportionate-Share Development Fees*, 2009 and *Growth Management Principles and Practices*, 1995, as well as the Island Press book *A Guide to Impact Fees and Housing Affordability*, 2008.

Clancy is a founding member of the Board of Directors of the Growth & Infrastructure Consortium (formerly National Impact Fee Roundtable). He was a National Merit Scholar at Rice University and has a master's degree in community and regional planning from the University of Texas at Austin.



CLANCY MULLEN

Education

M.S. in Community and
Regional Planning
University of Texas at Austin

Kirk Bishop, Planner

Kirk has been with Duncan Associates since 1987. Kirk is in charge of the firm's regulatory review and revision services. In addition to his regulatory work, Kirk has provided planning and quality control assistance in numerous Florida impact fee projects, including projects for Citrus, Lee, Sarasota and Polk Counties, and has managed impact fee projects for the County of Hilton Head Island, South Carolina, the Telluride R-1 School District in La Plata County, Colorado, and the Miami-Dade School Board. Before joining Duncan Associates, Kirk was a senior planner with the city of Austin, where he was responsible for zoning and subdivision case review, and staff support for a citizen's code update panel. Earlier in his career, he was a senior associate with the American Planning Association, where he served as principal researcher for numerous studies and authored the Planning Advisory Services report, "Designing Urban Corridors." Kirk is a frequent speaker at conferences and a regular guest lecturer in the University of Illinois at Chicago's Urban Planning and Public Affairs program. He holds a master's degree in urban and regional planning and a bachelor's degree in political science from the University of Iowa.



KIRK BISHOP

Education

M.A. in Urban and Regional Planning, University of Iowa

Jody Maas, Financial Analyst

Jody Maas is a financial analyst who has worked on many impact fee projects since joining Duncan Associate in 1990, including the Florida counties of Citrus, Lake, Lee, Polk, Orange, Sarasota and Volusia. Her work on impact fee projects includes review of budgets and comprehensive financial reports, analysis of debt obligations, cash flow analysis, document editing and quality control. She also has 23 years' experience managing the business aspects of the firm. Jody's accountability extends to financial activities of the firm as well as human resources and managing the day to day office operations. Her responsibilities include payroll oversight, including federal and state payroll reporting, multi-faceted state compliance reporting, 401k reporting, accounts payable, accounts receivable, liaison with health/professional liability/commercial liability insurance companies, human resources management, tax planning, cash management, expense forecasting, and internal/external financial reporting. She has a degree in business with an emphasis in accounting from Nebraska Wesleyan University.



JODY MAAS

Education

B.S. in Business Administration
Nebraska Wesleyan University

References

Descriptions and references for recent projects are provided below. All these projects involved the same Duncan Associates' personnel in the same roles: Clancy Mullen, project manager; Jody Mass, financial analyst; and Kirk Bishop, planner.

Polk County, FL. Duncan Associates recently completed its third project for Polk County. The County assesses impact fees for transportation, school, park, library, law enforcement, fire rescue, EMS, and correctional facilities. In 2010, Duncan Associates, in association with Dr. James C. Nicholas, prepared a study updating Polk County's impact fees for all fee types except transportation and schools. The second update, completed in 2015, updated all the fees, including transportation and schools. The updated transportation fee provided greater flexibility to fund multi-modal transportation facilities. The County Commission adopted the updated fees. The third update was completed in 2019.

Contact: Todd Bond, Director, Budget and Management Services
330 West Church Street, Bartow, FL 33831-9005
863-534-6576
toddbond@polk-county.net

Hillsborough County, FL. Duncan Associates first impact fee project for Hillsborough County was completed in 2004. This study updated fees for roads, right-of-way, parks, and fire facilities, updated school fees in lieu of land dedication, and calculated alternative school impact fees. The County did not take action on the report at the time, but did adopt school impact fees based on the study in 2006. We are recently completed separate studies for fire and school facilities. The updated study for fire incorporated EMS costs, while the school update included the options for assessing fees by either a flat rate per dwelling unit or by dwelling unit size. The updated fire impact fees were adopted in 2019, and school impact fees were adopted in 2020.

<u>Contacts:</u>	<u>Fire Fee Update</u>	<u>School Fee Update</u>
	Thomas Fass, PE	Richard Ranck, PE
	Assistant County Administrator	Principal Planner, Public Works Dept.
	601 E. Kennedy Blvd.	601 E. Kennedy Blvd.
	Tampa, FL 33602	Tampa, FL 33602
	(813) 614-2196	(813) 635-1625
	fasst@HCFLgov.net	RanckR@HillsboroughCounty.org

DeLand, FL. Duncan Associates recently completed its first impact fee assignment for the City of DeLand in 2019. It updated the City's four impact fee types: parks, fire, police and general government. The fees were based on studies prepared in 2002 and 2004. The updated study proposed to simplify land use categories (the general government fee schedule had 42 nonresidential land uses) and changed the service unit for fire and police fees to functional population, which results in fees that are similar to but more stable over time than the current calls-per-service-unit approach. The City Commission accepted the study and adopted the update fees in 2019.

Contact: Mike Grebosz, Assistant City Manger
 City of DeLand
 120 S. Florida Ave.
 DeLand, FL 32720
 (386) 626-7110
 Greboszm@deland.org

Volusia County, FL. Duncan Associates recently completed an update of Volusia County's thoroughfare road impact fees. The previous fees were based on studies prepared in 1999 (trip data) and 2003 (cost and revenue data). The fees were 79% of the maximum amounts calculated in the 2003 study. The thoroughfare road fees are county-wide. They are collected by the County in the unincorporated area and by all the municipalities. The County was not interested in exploring geographic fee differentials or funding stand-alone multi-modal improvements. Three modifications were made to the previous methodology: (1) exclude municipal roads and collectors that do not provide regional connectivity; (2) calibrate travel demand to current observable traffic; and (3) provide a credit for outstanding road debt. A draft was prepared for staff review in 2016, but the project was put on indefinite hold due to the magnitude of the potential fee increases. The project came back to life when the County proposed a sales tax referendum to fund transportation improvements. Given the time that had elapsed since the original draft, the study was updated to incorporate the most current data, including current cost/revenue data as well as new trip generation data from the 2017 10th edition of the ITE manual. The project included an evaluation of the current impact fee system, which resulted in consultant recommendations for simplification of land use categories in the fee schedule, consolidation of the four benefit districts from four to two, and potential ordinance amendments relating to eligibility for developer credits. The update study was presented at numerous community meetings throughout the County. The recommended fees were adopted at 100% in March 2019.

Contact: Clay Ervin, Director
 Volusia County Growth & Resource Management
 123 West Indiana Ave., Room 200
 DeLand, Florida 32720
 (386) 822-5013 ext. 12000
 cervin@volusia.org

Sarasota County, FL. In 2016, Duncan Associates completed an update of Sarasota County’s impact fees for parks, library, fire, EMS, law enforcement, justice, and general government facilities. The most recent studies for these fees had been prepared by our firm in 2006 and 2007, so it had been about ten years since the last updates for these seven fees. The studies for transportation fees (mobility fees) and school fees were prepared by other consultants and were not part of our work for the County. Due to the recent recession, time limits for fee expenditures had become an issue. The County had gone through a period of scarce revenues (including impact fees) and had not been able to fund any but the most critical capital improvements. The mobility fee ordinance that had recently been adopted provided for refunds if the revenues were not expended within ten years, but for other fees it was five years. The study recommended that the time limit for expenditures be extended to seven years, with the possibility of an additional three-year extension. The County Commission adopted the recommendations in November 2016, and the updated fees went into effect in April 2017.

Contact: Tom Polk, Impact Fee Coordinator
1001 Sarasota Center Boulevard
Sarasota, Florida 34240
(941) 650-78966613
tpolk@scgov.net

Lee County, FL. Duncan Associates has been Lee County’s impact fee consultant since 1998. In 2001, Clancy Mullen served as an expert witness in the County’s successful legal defense of its new school impact fee. We were last retained in 2017 to update all the County’s fees, including roads, fire, EMS, community parks, regional parks and schools. Four separate reports were prepared, covering roads, schools, parks, and fire/EMS facilities. The County Commission adopted the updated fees as the new base rate. The adopted collection rate phases in the updated fees over four years, starting at 45% and increasing to 55% in 2022.

Contact: David Loveland, Director
Lee County Community Development
1500 Monroe St., 2nd Floor
Fort Myers, FL 33901
(239) 533-8509
dloveland@leegov.com

Tab 6. Pricing and Payment Terms

The fixed-fee costs for each task described in the scope of service total \$49,525, as shown in the following budget. The City would be billed monthly, based on the percentage completion of individual tasks.

Task	Budget
1: Project Organization	\$1,400
2: Staff Review Draft	\$26,250
3. Public Review Draft/Ordinance	\$10,500
4: Public Meetings (3)	\$5,250
5: Final Study/Ordinance	\$6,125
Total Fixed Fee	\$49,525

Additional meeting attendance would be billed at a flat rate of \$1,750 per meeting for remote attendance. If in-person meetings become possible during the course of the project, in-person attendance could be provided at a cost of \$3,750 per meeting. Other additional services could be provided on a time-and-expense basis or for a fixed-fee, as may be negotiated with the City. Duncan Associates' hourly rate is \$175.

Required Forms

NON-DISCRIMINATION AFFIDAVIT

I, the undersigned, hereby duly sworn, depose and say that the organization or business entity represented herein shall not discriminate against any person in its operations, activities or delivery of services under any agreement it enters into with the City of Belle Isle. The same shall affirmatively comply with all applicable provisions of federal, state and local equal employment laws and shall not engage in or commit any discriminatory practice against any person based on race, age, religion, color, gender, sexual orientation, national origin, marital status, physical or mental disability, political affiliation or any other factor which cannot be lawfully used as a basis for service delivery.

It is the policy of the City of Belle Isle that Minority/Women- Owned Business Enterprises (MWBE) shall have the maximum opportunity to participate in all contracts. The City of Belle Isle will accept MWBE certifications from Orange County and any State of Florida certification.

Further, the City of Belle Isle requires that all contracting agencies of the City, or any department thereof, acting for or on behalf of the City, shall include in all contracts and property contracts hereinafter executed or amended in any manner or as to any portion thereof, a provision obligating the contractor not to unlawfully discriminate (as proscribed by federal, state, county, or other local law) on the basis of the fact or perception of a person's race, color, creed, religion, national origin, ancestry, age above the age of 21, sexual orientation, gender identity or expression, marital status, pregnancy, familial status, veterans status, political affiliation, or physical or mental disability and such person's association with members of classes protected under this chapter or in retaliation for or opposition to any practices forbidden under this chapter against any employee of, any City employee working with, or applicant for employment with such contractor and shall require such contractor to include a similar provision in all subcontracts executed or amended there under.

By: 

Title: President, James Duncan and Associates, Inc., dba Duncan Associates

[Notary requirement waived per City Manager, 1/15/2021 email]

NON-DEBARMENT AFFIDAVIT

Clancy Mullen, Being first duly sworn, deposes and says that:

He is President of the Proposer (“Respondent”) that has submitted the attached Proposal. By offering a submission to this RFP, the Respondent certifies and affirms that to the best of his/her knowledge and belief, that:

1. The Respondent is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in any transaction of any Federal, state or local agency; and
2. The Respondent has not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records; making false statements; or receiving stolen property; and
3. The Respondent is not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph 2 of this affidavit; and
4. The Respondent has not within a three-year period preceding this proposal had one or more public transactions (Federal, State or local) terminated for cause or default; and
5. The Respondent will submit a revised Debarment Affidavit immediately if the status changes.

By: 

Print Name: Clancy Mullen

Title: President, Duncan Associates

Date: February 5, 2021

[Notary requirement waived per City Manager, 1/15/2021 email]

DRUG-FREE WORKPLACE CERTIFICATION

Preference must be given to vendors submitting a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. This requirement affects all public entities of the State and becomes effective January 1, 1991. The special condition is as follows:

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program, a business shall:

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

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

James Duncan and Associates, Inc, dba Duncan Associates
COMPANY NAME



VENDOR'S SIGNATURE

Must be executed and returned with attached proposal to be considered.

NON-COLLUSIVE AFFIDAVIT

Clancy Mullen, being first duly sworn deposes and says that:

- (1) He/she is the president (Owner, Partner, Officer, Representative or Agent) of James Duncan and Associates, Inc., the Proposer that has submitted the attached Proposal;
- (2) He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
- (3) Such Proposal is genuine and is not a collusive or sham Proposal;
- (4) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or to refrain from proposing in connection with such Work; or have in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference with any Proposer, firm, or person to fix the price or prices in the attached proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed Work;
- (5) The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

By: 

Title: President

Company: James Duncan and Associates, Inc., dba Duncan Associates

[Notary requirement waived per City Manager, 1/15/2021 email]

CITY OF BELLE ISLE

Request for Qualifications

Lobbying And Intergovernmental Consultant
Services RFQ#21-03

The Southern Group

TABLE OF CONTENTS

Statement of Interest	02
Proposal Letter	03
Proposer Qualifications and Expertise	04
Engagement Approach/Propose Resources	10
Appendix	19

STATEMENT OF INTEREST

Office of the City Manager:

Please accept this proposal from The Southern Group of Florida, Inc. (The Southern Group) in response to the REQUEST FOR QUALIFICATIONS, LOBBYING AND INTERGOVERNMENTAL CONSULTANT SERVICES (RFQ #21-03) for the City of Belle Isle. The Southern Group offers to provide the highest level of professional services in the advocacy on behalf of the City of Belle Isle, working closely with the City Manager, the Commission and staff in achieving success for the priorities. The Southern Group prepared this response without collusion with any other person or entity submitting a proposal pursuant to this RFQ.

The Southern Group is the one firm in Florida where virtually every lobbyist has held the highest elected and staff positions in the executive and legislative branches of Florida government, who understand how and why decisions are made at every level of Florida government, and who use that knowledge and those relationships to steer the complex governmental machine for the benefit of our clients. With the expertise and depth of our firm's partners, The Southern Group has unmatched qualifications to assist the City in navigating the complexities of securing specific budget priorities, crafting strategies to achieve success in the passage or defeat of critical legislation, and engaging with the executive and regulatory agencies who are vital in the implementation of appropriations or regulatory rule-making.

Specific to your interests, we have assigned two of our lobbyists to serve as the key personnel for the City of Belle Isle. However, all of the partners at The Southern Group will work hard to deliver results for the City. Our team of 30 Florida lobbyists will leverage our experience and relationships, serving as an extension of your team to coordinate and advance the City's priorities with the appropriate government officials. You have our commitment to represent the City of Belle Isle in the most reliable and ethical manner available in the market. We sincerely hope this proposal exceeds your expectations, and we hope to continue our track record of successfully representing local governments before the Executive and Legislative branches of government.

Sincerely,



Oscar Anderson, Partner
The Southern Group of Florida, Inc.
(407) 247-3000



PROPOSAL LETTER

FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.

We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications (“RFQ”) for the City of Belle Isle (“City”) for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Council of Belle Isle, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City’s specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City

PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal (“Proposer”) for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

Authorized Signature of Proposer	
Print or Type Proposer’s Name	Oscar Anderson
Print or Type Name of Company	The Southern Group
Date	2/23/2021

PROPOSER QUALIFICATION AND EXPERTISE

Please accept this proposal from The Southern Group of Florida, Inc. (The Southern Group) in response to the Lobbying and Intergovernmental Consultant Services Request for Qualifications for the City of Belle Isle. The Southern Group offers to provide the highest level of professional services for advocacy on behalf of the City of Belle Isle, working closely with you and your team to accomplish the City's legislative priorities.

Recognized as a bipartisan firm, the partners and personnel of The Southern Group are drawn from both political parties and have among them close working relationships with key legislators and staff on both sides of the aisle. The Southern Group was founded in 1998 and has six regional offices throughout Florida and, as such, is "local" in every major metropolis where legislators are clustered. Because of our local presence all over the state, our lobbyists spend the majority of the year working and socializing with legislators.

The Southern Group's relationships with key officials, in both the legislative and executive branches as well as in both parties, is unrivaled. Our team constantly analyzes its relationships with public officials. As a result, The Southern Group has great statewide working and personal relationships with Members of the Leadership in both Chambers, whose support is critical to implementing the City's legislative agenda in Tallahassee. Perhaps most importantly, many of the partners in the Firm have great and personal relationships with key committee chairmen and ranking members of the Legislature from all over Florida who will be instrumental in achieving the goals of the City, including those legislators that will chair the House and Senate Appropriations Committees and Subcommittees, the Senate Community Affairs Committee, the House Local, State and Federal Affairs Committee, Environmental and Natural Resources Committees as well as the Transportation and Infrastructure Committees in both Chambers. In addition to our relationships with the Legislative Branch leaders and members, The Southern Group also enjoys a strong, personal and supportive relationship with the Executive Branch, from the Governor to his key staff, along with every Agency Head in state government.

As a result of the sheer size of The Southern Group, the number of lobbyists we have throughout Florida and the incredible work ethic of our team, The Southern Group has great relationships with just about every elected official and high-level staffer in Tallahassee and throughout Florida, all of which can be utilized in advocating on behalf of the City's priorities. A good lobbyist can open doors, but a great lobbyist can open doors and intelligently discuss the issues that matter to the client with the right people, complimenting their relationships with subject matter expertise.

Because of the fact that virtually every member of The Southern Group has served in government, our expertise is second to none. Some of our lobbyists served as legislative aides, enabling them to familiarize themselves with the "process" as well as a gambit of issues while others served as agency heads or executive directors giving them subject matter expertise.

Our presence around the state is seen and felt every day by legislators and our clients. We pride ourselves on the fact that we live in the communities where the legislators live and that gives us a deep understanding of their local politics and issues. In Central Florida, we work year round with our Legislative Delegation, giving us deep relationships with them as we work on issues together for our region.

The Southern Group, formerly known as Southern Strategy Group, is a partnership of individuals dedicated to achieving their clients' goals. Oscar Anderson (registered as George Oscar Anderson) and Kate DeLoach (registered as Mary Katherine DeFoor DeLoach) will serve as your primary points of contact.

With over 15 years as a registered lobbyist, Oscar is skilled in cutting government red tape and navigating political trends, achieving impressive results for those he represents. Kate served for six years as a district and legislative aide in the Florida House of Representatives, which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics. Both Oscar and Kate are registered lobbyists with the state of Florida in the Executive and Legislative branches. Oscar and Kate's lobbyist registrations, bios and The Southern Group previous experience can be found in the Appendix.

Oscar and Kate on your team will provide advice and insight into the culture of each targeted priority to create in-depth strategies on how to achieve regulatory, legislative and appropriations goals. The team will be in attendance for all necessary meetings to ensure the City's priorities are communicated to the appropriate legislative members and staff. Oscar and Kate and the entire Southern Group team will leverage their relationships to ensure the City's interests are at the forefront of the issue and provide reports on any potential legislative issues facing the City. We will ensure rapid response to every inquiry or emerging issue and will present a post-session annual report to the City. The Southern Group has staff dedicated to covering legislative and agency meetings and producing a detailed report. An example of a committee report can be found in the Appendix of this proposal.

THE SOUTHERN GROUP TEAM

In our **Orlando** Office:

Oscar Anderson has successfully advocated for hundreds of businesses and organizations at the local and state levels of Florida government, specializing in areas such as budgeting, growth management, and housing.

Kelly Cohen is a lobbyist, strategist, and fundraiser whose work building partnerships between government and industry in Florida has made her a perennial figure on the region's "Most Powerful" lists. Kelly is well known for bringing individuals, governments and businesses together to get results.

In our **Tallahassee** Office:

As the Chairman and Founder of The Southern Group, Paul Bradshaw has dealt with a broad range of major public policy initiatives, including those directed at development, environmental protection, and public education. Paul's involvement in both the mechanics of government and bare-knuckle politics gives him a rare ability to grasp the policy and political implications of lobbying issues.

David Browning joined The Southern Group's Tallahassee office in 2011 after a 12-year career as one of Florida's top political campaign operatives, with particular expertise in the appropriations process.

Brian Bautista combines years of political acumen with legal experience helping start-ups and disruptors to navigate the perils of taking on entrenched industries.

Rachel Cone has extensive knowledge about the transportation industry. In 2017, Rachel served as the interim secretary for the Florida Department of Transportation (FDOT), where she successfully shepherded the department's policy agenda and \$11 billion budget across the finish line of the 2017 legislative session.

Chris Dudley has over 20 years experience lobbying after starting his governmental career as a legislative aide and eventually serving as Deputy Chief of Staff in the Governor's office. Chris was recognized as a Pioneer Advocate for the Florida trucking industry. He has also been recognized as one of the two longest-serving state lobbyists for CVS Health.

Mercer Fearington has expertise in numerous policy areas, including agriculture, appropriations, banking and finance, economic and business development, energy, health care, intellectual property, land use and development, manufacturing, oil and gas, public and private partnerships, public safety, telecommunications, transportation, and water.

Prior to joining The Southern Group, James McFaddin was the legislative affairs director and then later Chief of Staff at the Florida Agency for Health Care Administration. As chief of staff, James was instrumental in the management and operations of the agency, including the Florida Medicaid Program, the regulation of Florida's health care facilities, and oversight of the Agency's \$20+ billion budget.

An expert in policy and administration, Paul Mitchell has served on several boards and commissions, including the ERP (Enterprise Resource Planning) Integration Task Force, a statewide effort initiated by the legislature to improve financial management of taxpayer dollars and modernize state personnel systems.

Erin Rock has led the Department of Management Services for the past six years, the final two in the role of agency secretary. Under Erin's leadership, DMS adopted an aggressive agenda on behalf of its one million customers. Erin repeatedly ensured budget and policy victories with the Florida legislature and successfully executed some of the largest projects and procurements in the agency's history. Erin was also credited by the Florida Technology Council in 2018 for her success in strengthening DMS's relationships with Florida's technology industry.

Clark Smith's expertise spans a broad range of policy issues, including appropriations, campaigns, energy, gaming, health care, insurance, land use and development, manufacturing, marine science, outdoor advertising, public safety, technology, telecommunications, transportation, travel and tourism, utilities, and water.

Monte Stevens has developed expertise in numerous policy areas, including banking and finance, economic and business development, insurance, medical marijuana, public and private partnerships, and strategic planning.

Sheela VanHoose is an education advocate who has worked for large public, private and nonprofit entities. She has worked across multiple states and has successfully secured over \$64 million in legislative appropriations for computer science professional development.

In our **Tampa** office:

Laura Boehmer has almost 20 years of experience working with local, state, and federal governments. Having worked as high-level staff inside local government, Laura focuses much of her practice on assisting city and county governments to achieve their goals.

Justin Hollis joined The Southern Group in 2018, bringing with him more than a decade of experience in government and political campaigns. Justin began his political career as deputy director of legislative affairs in the Florida Department of Agriculture and Consumer Services (FDACS). During his tenure, he worked with House and Senate leadership to successfully transfer the more than \$1 billion school nutrition program from the Florida Department of Education to FDACS.

Seth McKeel joined The Southern Group's Tampa office as Managing Partner in 2014 after a long and distinguished career in public service. Seth has developed expertise in numerous areas, including economic and business development, energy, health care, land use and development, marine science, policy, public and private partnerships, telecommunications, transportation, and water.

Sydney Ridley spent six years as the chief legislative aide to House Majority Leader Dana Young, working at the highest level of the Florida House of Representatives and directing all priority policy and budget initiatives. Sydney has cultivated relationships with legislative staff, agency heads, and elected officials.

David Shepp began his Florida political career in 1996 as a legislative assistant, learning the intricacies of the Florida legislature and building relationships Tallahassee. David works closely with central Florida delegations and enjoys strong relationships with leaders at every level of the legislative committee structure, as well as the staff behind the scenes of public policymaking.

In our **Jacksonville** Office:

Matt Brockelman has helped secure millions of dollars in local and state funding for clients in the public and private sector, with expertise in numerous policy areas, including energy, environment, financial services, K-20 education, real estate development, technology, and transportation.

Carlo Fassi's years in politics have helped him establish a deep network of personal relationships and develop expertise in a range of policy areas, including education, energy, and local government.

Nelson Diaz began his political career working for then-State Representative Marco Rubio where he learned the "ins and outs" of the legislative process. He has successfully represented clients for The Southern Group since 2013. He has unmatched experience with the appropriations process and with municipal clients as well as expertise in policy areas including campaigns, economic and business development, family law, gaming, housing, land use and development, transportation, and tourism.

In our **Florida Keys** Office:

Kate DeLoach spent six years working for Representative Holly Raschein (R), the current Chair of the House Appropriations Committee on Agriculture and Natural Resources. She has extensive experience as an advocate for local government policy and appropriation priorities at the state level, particularly in the area of water resources, natural resource protection, transportation and tourism.

OUR APPROACH

THE TAKEAWAY: THE SOUTHERN GROUP HAS THE LONGEST AND BEST TRACK RECORD OF ANY LOBBYING FIRM IN FLORIDA AND WAS FOUNDED ON THE CORE PRINCIPLES OF INSIDER KNOWLEDGE, POWERFUL ADVOCACY, AND CLIENT SERVICE.

Our firm is well positioned to deliver results for the City of Belle Isle on appropriations, policy and regulatory matters. The Southern Group was founded 21 years ago, and in that time has built a team of lobbyists who can confront and overcome the challenges of a huge, complex, and rapidly changing state government. Our approach to lobbying state government has been incredibly successful, and is the same no matter who we are representing. The Southern Group has assembled a large team of seasoned professionals—most of them drawn from the highest ranks of state and local government and politics—who are steeped in a tradition of client service and effective advocacy. The Southern Group was built on the simple, but powerful, concept that clients could be best served by hiring the most accomplished professionals out of government and politics, arming them with advocacy skills, and deploying them as a highly motivated and coordinated team.

Every day, The Southern Group taps our vast network of political contacts to gather valuable and useful information about important developments in the public policy realm. We continuously enhance existing relationships and build new ones with the ever-changing body of state and local leaders and staff who create and implement public policy.

OUR SIZE AND EXPERIENCE—AND THE FACT THAT WE TRULY OPERATE AS A TEAM—ACHIEVES RESULTS FOR OUR CLIENTS.

The Southern Group's lobbyists truly operate as a cohesive and seamless team. Our professionals systematically and methodically evaluate our relationships with all 160 legislators and dozens of key executive branch personnel, and constantly work to improve relationships where needed. This is an ongoing process that allows the team to reach key decision makers anywhere in government and at almost any time. The result is an unprecedented level of access and influence for our clients. The biographies of The Southern Group's 30 lobbyists read like a Who's Who from government and politics. The team's area of expertise extends to legislative appropriations, agriculture, water and natural resources, local government, transportation, land use planning and environmental permitting, rules and appointments, utilities, economic development, energy, technology, telecommunications, public safety and law enforcement, taxation, insurance, and many other substantive specialty areas.

The Southern Group has the most knowledgeable state budget and policy team in the Florida lobby corps which includes former Chiefs of Staff from state agencies and the Governor's office, former House Appropriations Chairman, former Secretary of Department of Transportation, and former Secretary of Management Services. Additionally, we have lobbyists who have served inside local government who have first hand experience working on issues that matter most to counties. Their advice and counsel on appropriations and policy matters will be critical for the County in accomplishing its priorities.

The Southern Group, on a daily basis, interacts with leadership and senior staff of many of the legislative committees as well as top officials at the state's executive branch agencies. We pride ourselves on relationships with decision makers and regularly undergo a quantitative review of every lobbyist's relationships. Our relationships allow us an opportunity to provide input while legislative initiatives and other priorities are in their earliest evolutionary stages.

With offices located throughout Florida—Tallahassee (1999), Jacksonville (2009), Orlando (2005), Tampa Bay (2006), Miami (2009) and Florida Keys (2018)—The Southern Group has a statewide presence that is unmatched. The result is that if a client needs to quickly meet with a local or statewide-elected public official, there is virtually no person in state or local government who cannot be quickly reached by a Southern Group lobbyist. And once reached, The Southern Group lobbying team has the skill and expertise to forcefully and effectively advocate on behalf of clients.

The Southern Group's Tallahassee office is conveniently located to provide ready access to the capitol and other major state government buildings. The Southern Group office building is less than a minute's walk from the Capitol grounds, and with 11,000 square feet of office space is the largest lobbyist-only office building in the state capital and has room for guests and large meetings for our clients.

EVERY SUCCESSFUL LOBBYING CAMPAIGN STARTS WITH A PLAN

Given The Southern Group's long-standing reputation as the top lobbying firm in Florida, record of success and the unique skill sets of the lead lobbyists assigned, The Southern Group is well positioned to be successful for the City. The Southern Group will help the City formulate an informed, realistic agenda with timelines and action items. We work hand-in-hand with our clients to create individualized plans that serve as living documents, with regular updates to track efforts, ensure coordination and develop next steps. The exact strategy implemented for each issue in this plan will depend on several factors, such as the scale of the issue (for example: Is it localized in nature or of statewide impact?) and whether the issue is policy-based or funding-based. We don't offer cookie cutter approaches to government relations. Rather, we collaborate with our clients to build customized strategies based on their unique needs, concerns, strengths and weaknesses. A sound strategy starts with agencies as they begin to put together their budgets and legislative priorities for submittal to the Governor, working with the Office of Policy and Budget, and then finding legislative champions to advocate for those projects and issues during Session.

Before and throughout Session, The Southern Group will provide verbal and written reports to the City as requested. We provide weekly status reports during Session and committee weeks which track the City's priorities, as well as bills that impact local governments. We create a tracking summary unique to the City of Belle Isle that will include; financial and budget issues that have an impact on the City, land use issues, taxation issues that could impact the City, general government issues, and City public official powers and duties. The City will always have access to our office which is a block from the Capitol for meetings or gatherings. We routinely hold receptions in our office for our clients as well. Post-session months will include Legislative Session wrap-ups and presentations from The Southern Group, in addition to the formulation of future year agendas and appropriations requests.

One thing that sets our firm apart from our competition in our approach is that we are extremely proactive. Because of our statewide relationships, our large network of lobbyists across Florida, and our extensive experience, we are constantly at the forefront of issues affecting local governments. The Southern Group understands the first priority will be the boating issues on Lake Conway and are ready to begin working with the Fish and Wildlife Commission. Our team will also work with the City in pursuit of grant funding such as job growth grant funding through the Department of Economic Opportunity.

Our lobbyists are deeply involved with the Florida League of Cities, Florida Association of Counties, the Florida City and County Manager Association, Florida Association of Intergovernmental Relations and other local government stakeholder groups, enabling us to work closely with them as priorities align. Our extensive relationships with public entities extend to the local level as well. Our team works closely with leadership at cities and counties around the state. These high-level relationships combined with the knowledge of what issues are important to them, is a valuable asset that allows The Southern Group to build potential partnerships. Leading up to session, our lobbyists will work with legislators and staff to advance the City's priorities. Our team will review legislation daily in order to evaluate how these bills affect your legislative priorities and issues. Lobbying doesn't occur just during committee meetings or the 60-day Legislative Session. Strong relationships with key decision-makers from all over the state are paramount to an effective lobbying operation.

The Southern Group pushes to maintain a low client-lobbyist ratio and we have ample capacity to represent the City of Belle Isle. Because we represent other local government clients, the team of key personnel have a deep understanding of the challenges that confront local governments through legislation and have a unique ability to serve as your voice throughout state government.

Our firm represents local governmental entities throughout the state of Florida, and our success rate speaks for itself. In 2019, The Southern Group helped secure over \$200,000,000 in state funding for our clients and passed over 80% of client policy initiatives. Our work for local government includes securing appropriations, drafting and writing legislative policy, getting sponsors for legislation and amendments, and working with state agencies for regulatory changes and grant opportunities. The firm's success, demonstrated year after year, is the result of a large team of lobbyists with exceptional relationships across the legislative and executive branches of government in both parties, coupled with great communication with our clients, and a deep subject matter expertise that crosses over all industries and subject areas.

Our organization makes available unmatched resources to support our efforts on behalf of the City of Belle Isle. Each of our 30 lobbyists in the Florida market will be aware of the status of your issues and will be engaged on an as needed basis. In addition to our team of lobbyists, The Southern Group has a strong business operations team comprised of 12 individuals within the six offices throughout the state who manage all registrations, administrative assistance, and content creation.

CONFLICT STATEMENT

The City of Belle Isle will not find a more ethical firm in the State of Florida. The Southern Group prides ourselves on the quality of our professionals and the way we approach every client issue. We take conflicts of interest seriously and conduct a thorough conflict check within the firm for every new client we have the privilege of representing. We are not aware of any clients that we represent that present any direct conflict of interest with the City of Belle Isle. Should one arise, The Southern Group would notify the City Manager immediately.

Areas of Expertise	Description	Reference
Land Use and Zoning	The Southern Group has represented Seminole County government for over 5 years, working appropriations, policy and agency issues. Some of our successes include funding for environmental and juvenile justice priorities as well as working to protect the county's rural boundary - a key part of their comprehensive plan - from harmful legislative amendments pushed by a developer who wants to break down the rural boundary.	Seminole County Tricia Johnson, Deputy County Administrator 1011 East First Street, Sanford, FL 32771 407-655-7224 tajohnson@seminolecountyfl.gov
Home Rule Authority	For over a decade, the Southern Group has represented the City of Orlando in Tallahassee. Our successes range from appropriations project funding to legislation to create SunRail to helping amend a tree-trimming ordinance that directly impacted the City's Home Rule Authority. The City's efforts to create a thoughtful tree ordinance was threatened by legislation to pre-empt all tree-trimming activities to state control. After hours of meetings with legislators and staff and working with the Florida League of Cities, compromise language was created to maintain Home Rule Authority through a process of third party validation.	City of Orlando Kyle Shepard, Director of Intergovernmental Relations 400 South Orange Avenue, Orlando Florida 32801 407-246-3475 kyle.shepard@cityoforlando.net

Transportation/ Transit Initiatives	<p>In 2018 The Southern Group competed and was selected to represent Volusia County before both the legislative and executive branches of state government. Since that time, we have secured over \$2 million dollars in funding for two specific transportation appropriations projects.</p>	<p>Volusia County</p> <p>John S. Booker, Government Affairs Director</p> <p>123 W. Indiana Avenue Deland, FL 32720</p> <p>386- 740-5160</p> <p>jbooker@volusia.gov</p>
State Budget/ Appropriations	<p>The Southern Group has worked with Sarasota County since 2014. We have worked with the legislature to secure water project infrastructure funding which included \$1,000,000 in 2019, \$750,000 in 2018, and \$225,000 in 2016 for the Dona Bay water quality project and \$225,000 for the Siesta Key Master Pump Station. Additionally, The Southern Group was asked to work with several state agencies including the Florida Department of Health, the Florida Department of Transportation and the Florida Department of Economic Opportunity in order to advance important policy and appropriation issues with success. Most recently, The Southern Group worked with the County, the Governor's office and the Florida Sports Foundation to secure spring training funding for the Atlanta Braves. In 2017, we secured \$5,950,956 in beach re-nourishment funding and in 2016 we secured \$3,045,000, which was above what was recommended by the Department.</p>	<p>Sarasota County</p> <p>Rob Lewis, Government Affairs Director</p> <p>1660 Ringling Blvd Sarasota, FL 34236</p> <p>(941) 444-9532</p> <p>lewis@scgov.net</p>

City Charters	Working with the City of Orlando, alongside the Florida League of Cities and other municipalities, The Southern Group worked on legislation related to local governmental accountability that would have imposed additional reporting and auditing requirements on municipal charters. The legislation required submission of certain information to the Office of Economic and Demographic Research, as well clarifying time frames for cities to post certain budget information on their website.	City of Orlando Kyle Shepard, Director of Intergovernmental Relations 400 South Orange Avenue, Orlando Florida 32801 407-246-3475 kyle.shepard@cityoforlando.net
FWC Issues	The Southern Group has represented Mote Marine Laboratory since 2004. During every year of this representation, red tide funding has been a top priority on Mote's legislative agenda. Since the late-1990s, Mote has had a cooperative agreement with the Florida Fish & Wildlife Research Institute to conduct red tide research. This ongoing program receives recurring funding in the State Budget, with amounts fluctuating between \$1.6 million and \$5 million per year. In 2019, The Southern Group introduced, and passed, legislation to create the Red Tide Mitigation & Technology Development Initiative. This initiative, sponsored by Senator Joe Gruters and Representative Michael Grant, is a joint venture between Mote Marine, DEP and FWC, that provides \$3 million per year, for 6 years, to develop new technologies to mitigate the impacts of red tide on coastal waters and communities.	Moto Marine Laboratory Dr. Michael Crosby, PhD, President and CEO 1600 Ken Thompson Parkway, Sarasota, FL 34236 941-388-4443 mcrosby@mote.org

Public Safety	<p>In our representation of the Florida Sheriff's Association, The Southern Group worked on legislation to redefine "trial court facility" over confusion created in a decision by Florida's Twelfth Judicial Circuit appellate court. The legislation clarified that the sheriff is in charge of court security and that the chief judge has decision-making authority to ensure the protection of due process rights through the scheduling and conduct of trials and other judicial proceedings. We worked with Sheriff's Association, individual Sheriffs and 20 Chief Judges in Florida to create compromise language for "win-win."</p>	<p>Florida Sheriff's Association</p> <p>Matthew Dunagan</p> <p>2617 Mahan Drive, Tallahassee, FL 32308</p> <p>850-877-2165</p> <p>mdunagan@flsheriffs.org</p>
Environmental Initiatives	<p>The Southern Group has represented Seminole County for 5 years, working of appropriations, policy and agency issues. Some of our successes include securing funding for environmental projects through legislative budget negotiations. We were successful in securing legislative funding for Lake Jessup nutrient reduction project as well as for a Lake Monroe Trail Loop. As an example of our regulatory work at state agencies, The Southern Group successfully managed an urban park swap through the Florida Department of Environmental Protection Florida's Communities Trust program.</p>	<p>Seminole County</p> <p>Tricia Johnson, Deputy County Administrator</p> <p>1101. E First Street Sanford, FL 32301</p> <p>(407) 665-7224</p> <p>tajohnson@seminolecountyfl.gov</p>

Annexation	The Southern Group represents the Town of Southwest Ranches and we have worked with the Town to address annexation issues with neighboring communities through legislative amendments. In the end, the legislative effort helped created collaboration between municipalities as it relates to boundaries.	<p>Town of Southwest Ranches</p> <p>Andy Berns, Town Administrator</p> <p>13400 Griffin Road, Southwest Ranches, FL 33330</p> <p>954-434-0008</p> <p>aberns@southwestranches.org</p>
Introduction of Legislation	In 2018 The Southern Group competed and was selected to represent Volusia County before both the legislative and executive branches of state government. While our primary focus has been on appropriations requests and the protection of Home Rule authority, we have also worked on specific legislative initiatives. In 2019, The Southern Group helped research and draft a local bill to celebrate the rich history of car racing in the county. After numerous meetings with staff to clarify the bill language, we helped secure a House sponsor and worked the bill through the legislative process, ending with the Governor signing the bill into law.	<p>Volusia County</p> <p>John S. Booker, Government Affairs Director</p> <p>123 W. Indiana Avenue Deland, FL 32720</p> <p>386- 740-5160</p> <p>jbooker@volusia.gov</p>

FEE PROPOSAL

Per instructions in the RFQ, the proposed rate of compensation is in a separate sealed envelope marked "Fee Proposal."

PENDING LITIGATION

The Southern Group is not subject to any pending litigation and has not received notice of any threatened litigation or claim.

APPENDIX

This appendix contains the following documents:

1. Oscar Anderson Bio
2. Kate DeLoach Bio
3. Legislative Branch Lobbyist Registration from FloridaLobbyist.gov
4. Executive Branch Lobbyist Registration from FloridaLobbyist.gov
5. Former Government Positions of The Southern Group Team
6. Areas of Expertise List
7. Type of Ownership documentation
8. Weekly Report Example
 - a. These updates are sent regularly (typically on Friday) during committee weeks and legislative session.
 - b. These reports contain:
 - a calendar of the events of interest for our client in the upcoming week,
 - hyperlinks to committee reports generated by The Southern Group's research team for meetings of interest to our client, and
 - A bill tracking report for each piece of legislation we are tracking for this clients
9. List of Southern Group clients as of February 22, 2021.



Oscar Anderson

Oscar Anderson is a respected government relations professional.

With over 25 years of experience in the public and private sectors, Oscar is skilled in cutting government red tape and navigating political trends, achieving impressive results for those he represents. He has successfully advocated for hundreds of entities - from businesses to local governments to non-profits- at the local and state levels of Florida government, specializing in areas such as budgeting, growth management, and housing.


He also holds significant expertise in the areas of economic development, public and private partnerships, strategic planning, transportation, and environmental policy.

Oscar began his accomplished political career as legislative aide to a Florida state representative, working his way through the ranks of local, state and federal government to eventually serve as Deputy Chief of Staff of the U.S. Department of Housing and Urban Development, and then as the Chief of Staff and Assistant Secretary of the Florida Department of Community Affairs. During Oscar's tenure at DCA, he successfully directed passage of the landmark Wekiva Parkway and Protection Act, as well as the first overhaul to the state's growth management laws in over 20 years.

Oscar proudly serves on the Board of Directors of the Florida Wildlife Corridor and also sits on Orange County's Environmental Protection Commission. He has previously served as Chairman of Florida's Affordable Housing Study Commission, as a Board Member of the Orlando Science Center and as a Trustee of the East Winter Garden Community Transformation effort.

Oscar holds a Marketing degree from Stetson University and a Master's degree in Public Affairs from the University of Florida. The grandson of a citrus grower from Lakeland, Florida, Oscar is a proud native Floridian. He lives in Orlando with his beloved wife and their three children, who are his greatest accomplishment.

 anderson@thesoutherngroup.com

 407.650.5052


 Connect on LinkedIn

Influence creates opportunity. Let us show you how.





 deloach@thesoutherngroup.com

 305.421.6304

Influence creates
opportunity. Let us
show you how.



Kate DeLoach

Kate DeLoach joined The Southern Group in 2019, opening the firm's sixth regional office in the Florida Keys. An eighth-generation Floridian and Florida Keys native, Kate has a deep understanding of the challenges facing the Florida Keys as an Area of Critical State Concern, including complex issues related to commercial and recreational fishing, economic development, land use and development, marine resources, natural resource protection, property insurance, transportation, and travel and tourism.

Kate served for six years as a district and legislative aide to State Representative Holly Raschein (R-Key Largo), which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics.

Kate's time in government also gave her the opportunity to build strong relationships with individuals and organizations at the local, state, and federal levels, in both South Florida and Tallahassee.

Kate serves on the board of numerous local organizations, including the Florida Keys History & Discovery Foundation, the Florida Keys Hurricane Recovery Foundation, the Good Health Clinic, and the Monroe County Historic Preservation Commission. She is also a graduate of Leadership Monroe County and College Leadership Florida.

Kate earned her BA from Flagler College in St. Augustine and her MA in international affairs from The City College of New York. Kate also earned a graduate certificate in Natural Resource Policy and Administration from the University of Florida. Kate lives in the Florida Keys with her husband, John.

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Po Box 10549, Tallahassee, FL 32302-2549

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1350 Main Street, Suite #1200, Sarasota, Florida 34236
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FORMER GOVERNMENT POSITIONS

TALLAHASSEE	<p>Director of Public Affairs, US Consumer Product Safety Commission Attorney General Secretary of State State Budget Director Assistant General Counsel to the Governor Chief of Staff for the Governor Deputy Chief of Staff for the Governor (2)</p> <p>Agency Directors:</p> <ul style="list-style-type: none"> - Office of Policy and Budget - Department of Community Affairs <p>Chiefs of Staff:</p> <ul style="list-style-type: none"> - Department of Education - Department of Financial Services - Agency for Health Care Administration - Department of Insurance Regulation (+Deputy Chief) <p>Department of Transportation Secretary of Finance & Administration</p>
ORLANDO	<p>Deputy Chief of Staff at US Department of Housing & Urban Development Chief of Staff at Department of Community Affairs Senior Advisor to Mayor of City of Orlando Chief Lobbyist for Orange County Chairman</p>
TAMPA BAY	<p>State Representative Appropriations Chair Chief State and Federal Lobbyist for the City of St. Petersburg Chief Legislative Aide</p>
JACKSONVILLE	<p>Florida Liaison to the White House Gubernatorial Appointee to Florida Greenways and Trails Council Planning Commissioner for City of Jacksonville University of North Florida Trustee Waterways Commissioner for City of Jacksonville</p>
MIAMI	<p>Legislative Aide, Florida House of Representatives (2) Miami-Dade County Community Council State Senator and Democratic Leader Miami-Dade Republican Party Chairman</p>
KEYS	<p>Legislative Aide, Florida House of Representatives</p>



LOCAL



STATE



FEDERAL

AREAS OF EXPERTISE AND STRATEGIC EXPERIENCE

- > AGRICULTURE
- > BUDGET & APPROPRIATIONS
- > BUSINESS DEVELOPMENT
- > CANNABIS
- > CAMPAIGNS
- > ECONOMIC DEVELOPMENT & INCENTIVES
- > EDUCATION
- > ENERGY, ENVIRONMENT, & SUSTAINABILITY
- > FINANCE & INSURANCE
- > GAMING & LOTTERY
- > HEALTH CARE
- > HOUSING
- > LAND USE & DEVELOPMENT
- > LOCAL GOVERNMENT
- > MANUFACTURING
- > PUBLIC SAFETY
- > REGULATORY
- > TAX POLICY
- > TECHNOLOGY & TELECOMMUNICATIONS
- > TOURISM
- > TRANSPORTATION
- > UTILITIES
- > WATER
- > COVID-19 RESPONSE

State of Florida

Department of State

I certify from the records of this office that THE SOUTHERN GROUP OF FLORIDA, INC is a corporation organized under the laws of the State of Florida, filed on June 21, 1999.

The document number of this corporation is P99000055999.

I further certify that said corporation has paid all fees due this office through December 31, 2020, that its most recent annual report/uniform business report was filed on March 13, 2020, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Thirteenth day of March, 2020*



Ronald R. DeSantis
Secretary of State

Tracking Number: 4569128641CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

THE SOUTHERN GROUP

Item d.

FLORIDA LEGISLATIVE SESSION UPDATE

Local Government Edition

January 24, 2020



CONTENT

Week 2 Recap
Page 1

Upcoming Legislative
Calendar
Pages 2 & 3

News & Committee Reports
Page 4

Bill Tracking
See Attachment

[Bill Tracking](#)

PREVIOUSLY IN THE FLORIDA CAPITOL

Legislative Session Week 2: This Week in Local Government

Week two of the Florida legislative session was a busy one with the Appropriations Chairman and staff preparing the state budget with plans to release their initial proposals next week. In addition to the budget preparation, it was an active week for bills going through the committee process that affect local governments. On Wednesday, the full Senate took up SB 172, which preempts local governments from imposing bans on certain sunscreens. HB 441 passed its final committee this week. It increases the maximum limit for continuing contracts under CCNA, saving money for both small businesses and local governments. Finally, SB 712, the Governor's priority water quality bill, cleared its second committee and is a step closer to the full Senate. The bill contains recommendations and includes the creation of a wastewater treatment grant program to assist local governments in converting septic to sewer and improving their wastewater treatment facilities. Detailed committee reports are below and our entire bill tracking list will follow.

First Lady DeSantis

First Lady Casey DeSantis announced today that an additional \$690,000 from FEMA was secured by FDEM and will be focusing on extending Hurricane Micheal counseling services in select counties. This extension will span 90 days and will also cover through the end of the school year. For more information the full press release is linked here.

[First Lady Press Release](#)

UPCOMING COMMITTEE CALENDAR: SENATE

CALENDAR KEY

H: House
S: Senate
J: Joint



Monday, January 27

- 1:30 p.m. S Education
- 1:30 p.m. S Governmental Oversight & Accountability
- 1:30 p.m. S Innovation, Industry, & Technology
- 4:00 p.m. S Community Affairs
- 4:00 p.m. S Environment & Natural Resources
- 4:00 p.m. S Ethics & Elections
- 4:00 p.m. Infrastructure & Security
 - 15 Minutes after completion of Group IV- Until completion
 - Special Order Calendar Group

Tuesday, January 28

- 8:30 a.m. S Agriculture, Environment, & General Government Appropriations Subcommittee
- 8:30 a.m. S Criminal & Civil Justice Appropriations Subcommittee
- 8:30 a.m. S Education Appropriations Subcommittee
- 11:00 a.m. S Finance & Tax
- 11:00 a.m. S Health Human Services Appropriations Subcommittee
- 11:00 a.m. S Transportation, Tourism, & Economic Development Appropriations Subcommittee
- 1:30 p.m. S Agriculture
- 1:30 p.m. S Commerce & Tourism
- 1:30 p.m. S Criminal Justice
- 1:30 p.m. S Health Policy
- 4:00 p.m. S Banking & Insurance
- 4:00 p.m. S Children, Families & Elder Affairs
- 4:00 p.m. S Judiciary

Wednesday, January 29


- 9:00 a.m. S Agriculture, Environment, & General Government Appropriations Subcommittee
- 9:00 a.m. S Criminal & Civil Justice Appropriations Subcommittee
- 9:00 a.m. S Education Appropriations Subcommittee
- 11:00 a.m. S Health & Human Services Appropriations Subcommittee
- 11:00 a.m. S Transportation, Tourism, & Economic Development Appropriations Subcommittee
- 1:30 p.m. S Military & Veterans Affairs & Space
- 1:30 p.m. S Rules
- 4:00 p.m. S SITTING
 - 15 Minutes after completion of Sitting- until completion
 - Special Order Calendar Group

Thursday, January 30

No Committee Meetings

Friday, January 31

No Committee Meetings



AS OF TODAY

3,430

BILLS FILED

UPCOMING COMMITTEE CALENDAR: HOUSE

Monday, January 27**1:00 p.m.** H Gaming Control Subcommittee**3:30 p.m.** H Ways & Means Committee

CALENDAR KEY

H: House

S: Senate

J: Joint

**Tuesday, January 28****8:00 a.m.** H Agriculture & Natural Resources Appropriations Subcommittee**8:00 a.m.** H Criminal Justice Subcommittee**8:00 a.m.** H Energy & Utilities Subcommittee**8:00 a.m.** H Health Quality Subcommittee**8:00 a.m.** H Local, Federal, & Veterans Affairs Subcommittee**8:00 a.m.** H Transportation & Tourism Appropriations Subcommittee**Noon** H Agriculture & Natural Resources Subcommittee**Noon** H Business & Professions Subcommittee**Noon** H Government Operations & Technology Appropriations Subcommittee**Noon** H Health Care Appropriations Subcommittee**Noon** H Government Operations & Technology Appropriations Subcommittee**Noon** H Health Care Appropriations Subcommittee**Noon** H Transportation & Infrastructure Subcommittee**3:30 p.m.** H Health Market Reform Subcommittee**3:30 p.m.** H Higher Education Appropriations Subcommittee**3:30 p.m.** H Insurance & Banking Subcommittee**3:30 p.m.** H Justice Appropriations Subcommittee**3:30 p.m.** H PreK-12 Innovation Subcommittee**3:30 p.m.** H Workforce Development & Tourism Subcommittee**Wednesday, January 29****8:00 a.m.** H Children, Families & Seniors Subcommittee**8:00 a.m.** H Civil Justice Subcommittee**8:00 a.m.** H Higher Education & Career Readiness Subcommittee**8:00 a.m.** H Local Administration Subcommittee**8:00 a.m.** H Oversight, Transparency & Public Management Subcommittee**8:00 a.m.** H PreK-12 Appropriations Subcommittee**12:30 p.m.** H Appropriations Committee**3:30 p.m.** H Session

- Until Completion
- **15 Minutes** upon adjournment of Session- To last for 1.5 hours
- Select Committee on the Integrity of Research Institutions

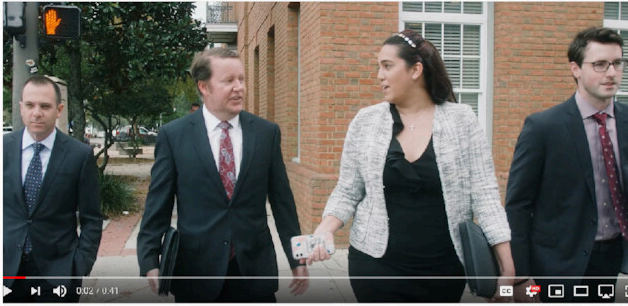
Thursday, January 30**8:00 a.m.** H Judiciary Committee**9:00 a.m.** H Education Committee**9:00 a.m.** H Health & Human Services Committee**11:30 a.m.** H Commerce Committee**11:30 a.m.** H Public Integrity & Ethics Committee**11:30 a.m.** H State Affairs Committee**3:00 p.m.** H SESSION- Until completion

- **15 Minutes** upon adjournment of Session- Until Completion
- Rules Committee

Friday, January 31

No Meetings

ITEMS OF NOTE



Are Southern || Southern Group

VIDEO: The Southern Group: We Are Southern

The team discusses their commitment and unity as a workforce in advocating the right and best policy for their clients.



ela Vanhooose || Southern Group

Video: The Southern Group: Sheela Vanhooose

Introducing The Southern Group's very own Sheela Vanhooose, our resident expert on education.

WHAT WE ARE READING



Fox News: Over 30 Florida Local Governments Sue State, Seek Ability to Regulate Firearms

WFSU News: As Senate Moves Forward With Sunscreen Preemption, Counties Ask State Lawmakers To Honor Home Rule

Click Orlando: Osceola County buys \$8.9 Million Land for Affordable Housing

Tampa Bay Times: Florida Cities Sues Opiod Makers. Now Lawmakers Might Go After the Cities

COMMITTEE REPORTS



House: Local, Federal & Veterans Affairs Subcommittee

January 21 - Highlighting the authorization of local governments being able to create 4 types of NIDs and the Local Government Fiscal Transparency Act.



House: Energy & Utilities Subcommittee

January 21- Highlighting the Underground Facility Damage Prevention and Safety Act and also the exemption certain records pretaining to the physical security of various structures.



Senate: Infrastructure & Security

January 21 - Highlighting the new requirement that counties and municipalities must report certain incidents to the State Watch Office.



House: Judiciary Committee

January 23 - Highlighting PCB JDC 20-02 regarding Contingency Fees for Local Governments.

CLIENTS

Over the years, our great success in advocacy has helped grow our list of amazing clients. While this is a large list of clients, we have an equally large team to serve them. Throughout the growth of our firm, we have continually represented many of these clients for decades. That is because we take great pride in providing every client on this list with the same level of attention, support, and ultimately – success.

- 911 Cellular Alert Systems
- Advanced Concept Innovation LLC
- AF Group Insurance
- AFIMAC
- AirBnb
- Ajax Building Corporation
- All About Character, Inc.
- Altria Client Services, Inc.
- AMBAR3, LLC
- Ambrosia Treatment Centers
- American Property and Casualty and Insurance Association
- AmFed National Insurance Company
- Anderson Columbia Co., Inc.
- Aon Benfield, Inc.
- Apple Computer
- Appriss Insights
- Appriss, Inc.
- Archis Technologies
- Ashbritt
- Aspire Communications
- Association of Florida Colleges, Inc.
- Atkins
- Aurora Diagnostics
- Autism Speaks
- Auto Club Group
- Axon Enterprise
- B2G Advisors- AFIMAC
- Bags, Inc.
- Baker Barrios
- Basik Trading, Inc.
- Bay County Board of County Commissioners
- Beer Industry of Florida
- Beep, Inc.
- Bellini Better World Foundation
- Bluefield Ranch Mitigation Bank
- BlueRock Commercial Development
- Bonnet Springs Park
- Breakthru Beverage Florida
- Broward College- Willis Holcombe Center
- Broward County
- BSA Claims Services
- Caesars Enterprise Services
- Calibrate Health, Inc.
- Capital Health Plan
- Capital Trust Agency
- Carahsoft Technology Corporation
- Cengage
- Central Florida Development Council
- Central Florida Sports Commission
- CGL Companies
- Charley Toppino and Sons, Inc.
- Charlotte's Webb
- Charter Communications
- Chastain Skillman
- ChenMed, LLC
- Cigna Company
- City of Coral Gables
- City of Crystal River
- City of Jacksonville Beach
- City of Lake Worth Beach
- City of Lakeland
- City of Marathon
- City of Miami Beach
- City of Orlando
- City of Palm Coast
- City of Panama City
- City of Plant City
- City of Sanford
- City of Sarasota
- College Board, The
- Comtech Communications of Georgia, Inc.
- Copart Inc.
- CVS Caremark
- D.A.B. Constructors
- Danis Construction, LLC
- Darden, Inc.
- Daytona State College Foundation
- Designa Access Corporation
- Desoto County
- DEX Imaging, Inc.
- Disaster Management Group, LLC
- Divine Savior Ministries
- Dolphin Towing and Recovery
- Downtown Vision Alliance
- DSM Technology Consultants
- Eagle LNG Partners LLC
- Early Learning Coalition of Palm Beach County
- EBAA Iron Sales, Inc.
- Education Partners International
- Elliott Management
- Embrace Families
- Embry-Riddle Aeronautical University
- Encompass Health
- Ernst & Young
- Everglades Protection Alliance

- FAHRO
- Fairness in Taxation Political Committee
- Federal Engineering
- FedEx Corporation
- Fidelity Investments
- Fidelity National Financials, Inc.
- Ferber Company, The
- Fidelity Investments
- Fidelity National Financial, Inc.
- Finrock
- First Data
- Flagler College
- Florida Cattlemen's Association
- Florida Court Clerks and Comptrollers
- Florida Family Fairness
- Florida Golf Course Superintendents Association
- Florida Insurance Council
- Florida Internet & Television
- Florida Keys Aqueduct Authority
- Florida Petroleum Marketers Association
- Florida Polytechnic University
- Florida Power and Light
- Florida Prepaid College Foundations, Inc.
- Florida Pulp & Paper Association
- Florida Realtors
- Florida Senior Living Association
- Florida Sheriff's Association
- Florida State Alliance YMCA
- Florida State College at Jacksonville Foundation
- Florida Theatre Performing Arts Center, Inc.
- Florida Trucking Association
- Florida Turfgrass Association
- Full Potential Management, LLC (dba Acorn Health)
- G.L. Homes, Inc.
- G4S Secure Solutions
- Gasparilla Island Conservation & Improvement Assn.
- Goldman Sachs & Co. LLC
- Grain Management, LLC
- GuideWell Group, Inc.
- Gulfstream Natural Gas System
- Habitat for Humanity of the Upper Keys, Inc.
- Halifax Insurance Partners
- Harrell's, LLC
- Haskell Company, The
- Hernando County Government
- Hillsborough Community College Foundation
- Hillwood Investment Properties
- Historic Tours of America, Inc.
- HNTB Corporation
- IFM360
- Independent Electrical Contractors, Inc.
- Ingenious Personalized Medicine
- InnovaCare Health, Inc.
- International Business Machines Corporation
- International Insulation Products, LLC
- International Paper
- IOA Re
- Jackson County School Board
- Jacksonville Aviation Authority
- Jacksonville Jaguars, LLC
- Jacksonville Port Authority/Right Coast Strategies
- Jacksonville Transportation Authority (Capital Works)
- Jacksonville Transportation Authority (Government Relations)
- Jacksonville University
- Jacksonville Zoo and Gardens
- JAX Chamber
- JWB Real Estate Companies
- Keeton Corrections Corporation
- Key West Harry S. Truman Foundation, Inc., The
- Koch Companies Public Sector, LLC
- Lake Nona Property Holdings, LLC
- Lakeland Regional Health Systems
- LNL Law Group PLLC
- LUBA Casualty Insurance Company
- Marathon Health/CPS
- Marine Resources Development Foundation, Inc.
- Mark43, Inc.
- Marwood Group Advisory, LLC
- Master Concession Air
- MAXIMUS
- McKesson Corporation
- McLane Company, Inc.
- MCNA Dental Plans
- Meridian Waste Florida, LLC
- Metropolitan Ministries
- Miami Dade Clerk of Court
- Miami Dade County
- Miami Shores Village
- Michael Development Corp
- Mid-Bay Bridge Authority
- Miller Electric
- Miranda Contracting, LLC
- Moffitt Cancer Center
- Mote Marine Laboratory
- MotionPoint Corporation
- Museum of Science and History
- NASCAR, LLC
- NGA Human Resources, Inc.
- NICA
- Nord Anglia Education
- Northwest Jax CDC
- Nucor Corporation
- Ocean Reef Club
- One Call Medical, Inc.
- One Homecare Solutions LLC
- oneclick Education
- Oracle America, Inc.
- Orlando City Soccer Club
- Orlando Regional Realtors Association
- Orlando Science Center
- Osceola County
- Palm Beach State College Foundation, Inc.
- Pearl Holding Group
- Pediatric Health Choice
- Phillips & Jordan, Inc.
- Pinellas County Board of County Commissioners
- Polaris, Inc.

- Polk County Clerk of Court
- Polk County Sheriff's Office
- Prominence Health Plan
- Prudential Financial, Inc.
- Pruthvi Patel
- PSA Constructors, Inc.
- Public Consulting Group
- Public Trust Advisors, LLC
- PuppySpot Group, LLC
- Putnam County
- Rayonier, Inc.
- R'Club Child Care Inc.
- Recording Industry Assn. of America, Inc.
- Redesign Health
- RedSpeed USA
- RideSolution, Inc.
- RobertW. Baird & Co.
- Root Insurance
- RSM US LLP
- Sabal Trail Transmission, LLC
- Salesforce.com, Inc.
- Sanford Airport Authority
- Sarasota County
- SCI Funeral Services of Florida, Inc.
- Sea and Shoreline, LLC
- Seminole County
- Shipwreck Park Pompano
- Shores Liquor Stores, Inc.
- Sleiman Enterprises, Inc.
- SouthEast Development Group
- Southeastern University
- Southern Regional Education Board
- Steelhomes Modular
- Step Up for Students
- StreetLight Data, Inc.
- Sunshine Gasoline Distributors, Inc.
- Sunz Insurance Company
- Tall Timbers Research, Inc.
- Tallahassee Community College Foundation
- Tax Collector's Office for Polk County
- TECO
- Tenet HealthSystem Medical, Inc.
- The Ferber Company
- The Florida House Experience
- The Gasparilla Inn & Club
- Town of Medley
- Town of Miami Lakes
- Town of Southwest Ranches
- U.S. Hemp Roundtable, Inc.
- U.S. Sugar Corporation
- United Insurance Holdings Group
- University of Florida Foundation, Inc.
- University of South Florida Foundation
- Verra Mobility
- Vestcor Companies, The
- Video Communications
- VillageMD
- Volusia County
- Vortex Companies
- VyStar Credit Union
- Walmart
- Walt Disney World
- Washington Center for Internships and Academic Seminars
- Wells Fargo
- Wheels Labs, Inc.



Influence creates opportunity.
Let us show you how.

For questions about this proposal, please contact:

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Kate DeLoach, deloach@thesoutherngroup.com

TheSouthernGroup.com



BALLARD | PARTNERS


Proposal for:



RFQ #21-03
Lobbying and Intergovernmental
Consultant Services

February 24, 2021

Ballard Partners, Inc.
201 East Park Avenue, 5th Floor
Tallahassee, Florida 32301
850-577-0444

www.ballardpartners.com
 @ballardfirm

Contact Person: Chris Dorworth or Christy Brodeur
dorworth@ballardpartners.com | christy@ballardpartners.com

Table of Contents

- Proposal Letter 3**
- Scope of Work 4**
 - Qualifications and Expertise (4.2.1.A) 4
 - About Us 4
 - Our Team 5
 - Experience 8
 - Engagement Approach 16
 - Qualifications 18
 - Expertise & References (4.2.1.B) 21
 - Resources (4.2.2) 25
 - Acknowledgements 26
 - Ballard Partners in the News 27
 - Fee Proposal (4.2.3) 28
- Appendices 29**
 - 1. Florida Lobbyist Registration – Legislative (4.2.1.A) 30
 - 2. Florida Lobbyist Registration – Executive (4.2.1.A)..... 32
 - 3. Florida Business Registration – Sunbiz (4.2.1.A) 33
 - 4. Client List – Florida Lobbyist Compensation Report, Legislative Branch (4.2.1.A) 35
 - 5. Client List – Florida Lobbyist Compensation Report, Executive Branch (4.2.1.A) 51

PROPOSAL LETTER

**FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION
MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.**

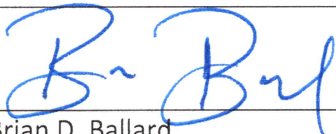
We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications ("RFQ") for the City of Belle Isle ("City") for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Council of Belle Isle, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City's specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City

PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal ("Proposer") for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

Authorized Signature of Proposer	
Print or Type Proposer's Name	Brian D. Ballard
Print or Type Name of Company	Ballard Partners, INC.
Date	2-24-2021

Scope of Work

Qualifications and Expertise (4.2.1.A)

Describe the nature and scope of the Proposer's experience in providing the Services described in Section 3 (Scope of Work).

About Us

Ballard Partners began operations in 1998 with one office located in the heart of downtown Tallahassee. Over the past 23 years, we have expanded our presence to include the state's major metropolitan areas with offices in West Palm Beach, Miami, Tampa Bay, Orlando and Ft. Lauderdale. Our most recent growth has expanded our reach into Washington, DC and Tel Aviv.

The Firm is comprised of 35 professional, full-time governmental consultants with substantial backgrounds in legislative and administrative issues. The Firm's continued success is the result of our team members' emergence from the senior ranks of both the legislative and executive branches of government.

The success of the Firm and that of our clients relies upon our ability to maintain important relationships within various levels of government, as well as our ability to grasp policies and priorities unique and important to our clients. All of our consultants spend time building working relationships with important legislative members and their staff. Broad relationships from both the legislative and executive branch of government have been cultivated by our staff prior to their joining the Firm, and these relationships allow us consistent interaction with government leaders and key staffers.

As a Firm, we have experienced over two decades of continuous growth and success at the state and local levels of government relations, routinely topping the list of governmental firms in Florida, and are working tirelessly to achieve the same scale of success in the federal arena. With unparalleled experience and knowledge of national and Florida politics, our Firm's proficiency and expertise in navigating the ins-and-outs of Washington and the halls of the Florida Capitol, is a distinct advantage to our clients. We believe it is our combined expertise and relationships at all levels of government that are uniquely beneficial to our clients. Legislative and executive branch advocacy is the cornerstone of our practice.



Our Team

Our distinct advantage comes from our highly-skilled, bipartisan team. Our Partners join our Firm after serving in senior positions at the highest levels of local and state government, business, politics, and media. They are experts in public policy and campaigns who have cultivated lifelong relationships with key leaders and decision makers throughout the state. Every member of our team is a passionate and persuasive advocate.

The key personnel assigned to the City of Belle Isle will be Brian Ballard, President, Chris Dorworth, Partner, and Christy Brodeur, Partner. Beyond the primary contacts, all of the Firm's principals will be utilized when necessary. We believe it is our combined expertise and relationships at all levels of government that will be uniquely beneficial. All representatives of the Firm may be contacted through our Tallahassee office.

Brian D. Ballard, President – Brian has earned a reputation as a tireless, persistent and effective advocate for his clients' interests. He has been recognized in *The Hill: Top Lobbyists / Hire Guns 2020*; *Florida Trend's 2020 Most Influential Business Leaders*; named a member of *Vanity Fair's "New Establishment for 2019"*, and listed among the 18 to watch in 2018 by Politico Playbook Power List. His accomplishments have spanned over 25 years and includes legislative successes on hundreds of policy and funding initiatives in Florida and Washington, DC.

Brian has taken his passion for politics and policy to the national scene, opening up Ballard Partners' Washington, DC office in February 2017. He is spearheading the firm's successful efforts with a first-class bi-partisan government relations team that represents clients across the federal landscape and impacting a myriad of domestic and foreign affairs issues.

As one of the top political insiders in Florida and Washington, Brian's political portfolio includes meaningful roles in several presidential and gubernatorial campaigns. He chaired the Florida Finance Committee of Republican presidential nominees John McCain in 2008, Mitt Romney in 2012 and Donald J. Trump in 2016. Additionally, Brian has served as vice chairman of the Presidential Inaugural Committee and was appointed as a member of the Presidential Transition Finance Committee. Recognizing his formidable fundraising and political skills, the Republican National Committee tapped Brian to serve as the Finance Vice Chairman to help build resources for key national races.

Brian and his wife Kathryn were honored to be selected by three Florida Governors to plan and execute their inaugural ceremony and events, serving as Co-Chairs of the inauguration for Governor Ron DeSantis, Governor Rick Scott and Governor Charlie Crist.

Among his important public service experience, Brian currently serves on the Board of Trustees for the John F. Kennedy Center for the Performing Arts. He previously served on the U.S. and Foreign Commercial Service Advisory Council, after appointment by the U.S.

Secretary of Commerce. He also directed the transition and assisted in the U.S. Senate confirmation of Governor Bob Martinez as the Director of the Office of National Drug Control Policy (Drug Czar) in the Executive Office of the President.

As chief of staff in the Executive Office of the Governor, Brian developed a special interest in environmental issues. Among his accomplishments, he served as chief architect of Preservation 2000, the largest public acquisition program for environmentally sensitive lands in the nation. He also served as Florida's chief negotiator with the U.S. Department of the Interior to end offshore drilling along the state's southeast coastline and the Florida Keys. The American Lawyer magazine rated Brian as one of America's top rated lawyers in the field of Energy, Environmental and Natural Resources law.

Committed to community service, Brian has been a member of the Council of 100, the Collins Center for Public Policy, Florida Governor's Mansion Foundation, and the City of Tallahassee Architectural Review Board. He has received Florida's highest award for historic preservation recognizing his efforts involving preservation of historic buildings. In 2016, Brian and Kathryn were inducted into Florida State University's Francis Eppes Society for their philanthropic support to the University.

Before establishing Ballard Partners, Brian served as managing shareholder for Bryant Miller Olive P.A. He currently serves as counsel to Panza, Maurer & Maynard, P.A. He received both his Bachelor of Science degree in Business Administration and his Juris Doctorate from the University of Florida, where he was later inducted into the University's Hall of Fame.

Chris Dorworth, Partner – Chris was elected to the Florida House of Representatives in a special election in 2007 and was re-elected in 2008 and 2010. His list of legislative accomplishments is extensive, having served as the chairman of the inaugural Rulemaking & Regulation Subcommittee, co-chairman of the once-a-decade Florida House Redistricting Subcommittee and as vice-chairman of the full House Appropriations Committee.

Prior to his election to the Florida Legislature, Chris established a record as a leader in the central Florida. He served twice as chairman of the Seminole State College Board of Trustees, as chairman of the Seminole Soil and Water Conservation District, and as vice-chairman of the Seminole Planning and Zoning Commission. In 2003, Chris served as president of the Seminole County Young Republicans.

Chris has an established record of success in complex land entitlements, deal structuring and finance. He has traveled throughout Europe, Asia and Middle East on behalf of his clients.

He is a graduate of the University of Florida, where he served as Student Body President. At UF, he received many honors; most notably he was named outstanding male leader

graduate of his class, was selected as a member of the University Hall of Fame and was inducted into Florida Blue Key. Chris was a two-term chairman of the Florida Student Association, Inc, the board of directors of all the student body presidents of public universities in Florida. He received his MBA from Duke University.

Christy Brodeur, Partner – Christy Daly Brodeur has two decades of experience working with the Florida Legislature and Executive Branch on public policy for children and families. Most recently she served as Secretary of the Department of Juvenile Justice where she played an integral role in the development and implementation of data-driven reform in the largest, most comprehensive, juvenile justice system in the country. The success of Florida’s reforms is evidenced by the dramatic drop in all major categories of crime during her tenure, leading to the lowest level of juvenile delinquency in more than 40 years. She has also contributed to the national movement of juvenile justice reform and is seen as a national leader in her field.

Christy is a passionate advocate for children and families and a known collaborator. She has successfully partnered with many stakeholder groups, such as law enforcement, the judiciary, and child welfare and is known to manage challenging issues and competing priorities.

Prior to becoming Secretary, Christy held numerous leadership positions at the Florida Department of Juvenile Justice and the Florida Network of Youth and Family Services. She has worked nationally with the Center for Juvenile Justice Reform at Georgetown University, the Annie E. Casey Foundation and the Council of Juvenile Correctional Administrators.

Christy currently serves on the board of directors at Inspire of Central Florida, a non-profit organization that provides employment opportunities and life skills training for adults with developmental disabilities.

Brian Ballard will oversee the Firm’s efforts on behalf of the City. His primary focus will be to advance the City’s agenda with key legislative, local, and state leaders, respective committee chairs, executive agencies and the Executive Office of the Governor.

Christy Brodeur and Chris Dorworth will lead the advocacy efforts for the City, communicating the City's agenda with the Florida Legislature and state government agencies. They will handle the day-to-day responsibilities in advancing the City's legislative agenda in Tallahassee, coordinating and attending meetings with members and staff of the Florida Legislature, respective House and Senate committees and the various state agency officials as well as the Governor's office.

Experience

We are proud of our reputation as the top firm in Florida and our long list of satisfied and successful clients. Whether it's passing industry changing legislation, securing hundreds of millions of dollars in appropriations, or navigating complex advocacy campaigns - our clients consistently achieve their goals.

Local Government

The Firm has long advocated for the needs of local governments and authorities and its professionals have represented dozens of local governments in Florida. Our experience in the municipal arena began in 1998 with the City of Boca Raton and Martin County, which we still represent. Since that time our local government practice has grown to include the Cities of Boynton Beach, Delray Beach, Palm Beach Gardens and the Towns of Palm Beach and Lantana. In addition to Martin County, our county government representation has included Miami-Dade, Charlotte, Osceola, Polk and Alachua counties. Major local government issues worked on by the Firm have included implementation of the Article V Constitutional Amendment; Everglades restoration; property tax reform initiatives; wetlands mitigation; public construction regulations; and beach re-nourishment projects.

We have been privileged to represent numerous local government clients, working in partnership to achieve many successes. We offer the following as a sample of the many accomplishments we have achieved on behalf of some of our local government clients.

Town of Palm Beach

We have represented the Town of Palm Beach for over a decade and have successfully advocated for them on numerous issues from historic preservation grants to dredging issues at the Palm Beach inlet. In 2017, we successfully amended legislation to carve out the Town from legislation that allowed for the co-location of micro wireless transmitters in the utility right of way.

That Session, legislation was passed that stated a municipality may not "prohibit, regulate, or charge for the collocation of small wireless facilities in the public rights-of-way, except as specified in the bill." We discussed the issue with the Town who felt it could interfere with the Town wide burial of utility lines. We drafted an exemption to the bill, determined similar towns that fit the same definition as Palm Beach, and then successfully advocated to the sponsors of the bill and Legislative leaders to amend the bill.

As a result, one of the few but very key exemptions in the statute is for a municipality that:

- Is located on a coastal barrier island as defined in s. 161.053(1)(b)3.;
- Has a land area of less than 5 square miles;
- Has less than 10,000 residents; and
- Has, before July 1, 2017, received referendum approval to issue debt to finance municipal-wide undergrounding of its utilities for electric transmission or distribution.

City of Palm Beach Gardens

We have been successful in multiple years to secure funds for the City of Palm Beach Gardens to reconstruct their stormwater system. Most recently they received an additional \$300,000 which allows them to complete another phase. In 2018, we secured another \$250,000 for phase III to provide stormwater attenuation and water quality treatment for the removal of nutrients prior to discharge into the C-17, C-18 and the Intracoastal drainage basins, which are impaired water bodies pursuant to section 303d of the Clean Water Act and have been verified as impaired water bodies by the Florida Department of Environmental Protection (FDEP). This phase of the project includes repairs and cleaning of existing stormwater pipes, canals, swales and detention/retention areas as needed.

City of Jacksonville

In addition to issues before the Legislature, we have also assisted the City of Jacksonville with unique issues that came before various State agencies. For example, in 2018 we assisted the City at the Department of Children and Families as they explored options to use land the Department has in the City of a possible rowing center and increased recreation options for area residents. We have also assisted with access to top agency staff at the Department of Transportation, Emergency Management and the Executive Office of the Governor when needed for multiple issues since we began our engagement. We have also successfully advocated for multiple appropriation projects each budget year including:

- Jacksonville Journey's Recidivism Reduction Program \$900,000
- Community-Oriented Policing Services (COPS) \$250,000
- Moncrief-Dinsmore Bridge Replacement \$500,000
- Pedestrian Safety Improvement Project \$1,100,000
- JP Small Park Museum Improvements \$500,000
- Crosswalk Countdown Head Improvement Plan \$631,072
- Freedom Park \$521,855

The Firm assisted the City of Jacksonville during the 2019 Session to obtain funding for Freedom Park. Freedom Park will be dedicated to two groups with strong ties to Jacksonville. The park will recognize Veterans with Post Traumatic Stress Disorder (PTSD) and the Gullah Geechee. Additionally, Freedom Park will create an entry feature into the National Heritage Corridor and Fort Caroline National Memorial. These locations are national assets and important to the history and culture of the area. The City received \$521,855 for the project.

Martin County

Martin County is one of the few counties in Florida that does not allow for the mitigation of wetlands, specifically prohibiting the destruction of any wetlands. This local policy is one of the strictest in the State and has come under fire on the legislative front for several years. The 2013 Session was no different. Language that would have preempted Martin County's ordinance was included in several important bills moving through the legislative process. Working with the Martin County delegation, and other concerned interest groups, we were able to have this language removed from all legislative vehicles ensuring defeat of this state pre-emption.

Miami-Dade County

Miami-Dade County sought for two sessions, a change in state law to authorize transfers of right-of-way between local governments by deed. When a new city incorporates or an area is annexed to an existing city, the County transfers neighborhood streets from being county unincorporated ownership and maintenance to city ownership and maintenance. The law at the time required the County to do right-of-way transfer by map, a costly process for local governments (a similar process to an individual surveying a house and property for purchase but on a larger scale). Current law allows the Florida Department of Transportation (DOT) to transfer road right-of-way by deed or map. We were successful in amending the omnibus DOT legislative package (HB 599) during the 2012 Session to include language that would give the County the same option to utilize a Right-of-Way deed transfer in lieu of mapping when transferring county roads to municipalities. This flexibility will result in a substantial cost savings to taxpayers.

City of Delray Beach

We assisted in passing HB 21 by Representative Bill Hager and Senator Jeff Clemens relating to Substance Abuse Services which will address the spread of sober homes in Florida. This issue was a priority for many of clients including the City of Delray Beach. This important bill establishes voluntary certification programs for recovery residence administrators and recovery residences, commonly referred to as Sober Homes.

Sober Homes certified under the new process will be inspected by a credentialing entity prior to the initial certification and during every subsequent renewal. It also requires certified recovery residences to be actively managed by a certified recovery residence administrator. Lastly it requires all owners, directors and chief financial officers of a sober home, as well as, individuals seeking certification as an administrator, to pass a Level 2 background screening.

Additionally, after a year of advocacy, in 2018 we secured \$300,000 for the Atlantic Dunes Park, located on the Coastal Dune in the City. The park area suffers from water quality issues created by hurricane / King Tide induced flooding and a low seawall on the Intracoastal Waterway that allows contaminants from the parking area to flow into the waterway. This project will design and implement solutions to resolve these issues and address invasive exotic plants on the dune.

City of Boca Raton

With around 825 miles of beaches in Florida, funds for beach re-nourishment is a very competitive funding area. In 2015 we were able to help one of the City of Boca Raton's projects stand out from the list of 31 ranked projects. The Central Boca Raton Beach Nourishment project was allocated \$1.7 million from the total \$32 million of beach projects statewide.

City of Boynton Beach

We successfully secured \$250,000 for the City of Boynton Beach for a water project in 2018. It will allow indirect withdrawals and treatment of canal water released from the Everglades Water Conservation Areas (WCAs) to provide additional reclaimed water during the peak irrigation demand while reducing the amount of canal water and nutrients sent to tide and reduce the potential for coastal algae blooms.

The City of Boynton Beach also received \$300,000 for a project that will replace an existing sewer treatment plant with a new energy-efficient advanced treatment sewer plant that will produce reusable water for the City's Beachfront Park. The City owns and maintains a beachfront park that has been closed several times due to high bacterial levels that can be traced to on-site sewage disposal and storm water discharge. The project will also add storm water treatment systems for the parking areas, roofs and sun shades to capture storm water, treat the water and combine with reuse water for on-site irrigation and grey water uses within the buildings.

Budget Appropriations

We have a great deal of experience in identifying and obtaining state financial support for our clients. The appropriations process is one that is constantly changing. Our Firm expends a great deal of effort on understanding this evolving process and developing relationships with the elected officials that oversee Florida's budget. The process of obtaining funding can be a vastly different process from year to year, and our involvement is a continual exercise. Obtaining positive results for our clients requires a constant presence among decision makers and staff members responsible for implementation.

Below is the list of appropriations items the Firm successfully secured for our clients during the three most recent legislative sessions:

2020-21 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
Seminole State College	Remodeling of Building L, Sanford/Lake Mary Campus	\$ 2,500,000
Seminole State College	Building G, Sanford/Lake Mary Campus - roof replacement	\$ 1,284,470
Seminole State College	Building V, Sanford/Lake Mary Campus - HVAC	\$ 717,438
Florida Atlantic University	AD Henderson Lab School	\$ 15,000,000
Florida Atlantic University	Jupiter STEM/Life Sciences Building	\$ 11,146,000
WMFE	Replace failing HVAC system	\$ 1,300,000
WMFE	Replace unsafe lighting and electrical panel	\$ 330,000
WMFE	Replace flame retardant curtains in community center	\$ 50,000
Hab Center of Boca Raton	Programmatic instruction, vocational training and other hands-on training for people with disabilities	\$ 200,000
UF Lastinger Center	Early Learning Florida Professional Development Program	\$ 3,000,000
Help Me Grow	Help Me Grow	\$ 1,808,957
UF Lastinger Center	Literacy Matrix (via Just Read Florida)	\$ 1,000,000
FAU	Max Planck Scientific Fellows (Base)	\$ 889,101
FAMU	Crestview Campus - Pharmacy Program	\$ 1,500,000

Council of Florida Medical School Deans	Florida Medical School Quality Network	\$ 2,000,000
DACCO	Graduate Medical Education	\$ 2,200,000
Citrus Health	Psychiatric GME	\$ 525,000
UF College of Dentistry	Supplemental Payments for Faculty Dentists	\$ 12,601,993
Camillus House	Phoenix Human Trafficking Recovery Program	\$ 200,000
Circles of Care	Circles of Care - Baker Act CSU Beds	\$ 700,000
MT. Sinai Medical Center	Brain Bank - Alzheimer's Disease Research	\$ 100,000
Epilepsy Florida	Florida Epilepsy Services Program	\$ 250,000
K-9s for Warriors	K-9s for Warriors	\$ 600,000
Re-Entry Alliance Pensacola	REAP Re-Entry Portal	\$ 300,000
Broward County	Nancy J. Cotterman Crisis Intervention Programs	\$ 175,000
Martin County	Savanna South Water Control Weir	\$ 100,000
City of Winter Haven	Dr. Martin Luther King Jr. Park ADA Improvements	\$ 200,000
WeatherSTEM	FDEM Mesonet - sever weather monitoring stations	\$ 970,000
	Transition Funding to Assist States with Implementation of Family First Prevention Services Act (Federal TF)	\$ 6,840,000
TOTAL		\$ 68,487,959

2019-20 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
FAMU	Center for Access and Student Success (CASS)	\$ 24,845,000
Florida Atlantic University	AD Henderson University Lab School	\$ 11,500,000
University of South Florida	Morsani College of Medicine and Heart Institute final year of funding /USF	\$ 13,400,000
Early Childhood Initiative	Help Me Grow Florida	\$ 1,808,957
FL SouthWestern State College	Operational Funding Increase	\$ 1,000,000
Florida Atlantic University	Max Planck Florida Scientific Fellows Program - NonRecurring	\$ 750,000
Florida Atlantic University	Max Planck Florida Scientific Fellows Program- Recurring	\$ 889,101
Florida Polytechnic University	Advanced Mobility Institute	\$ 500,000
UCF	Advanced Manufacturing Sensor Project	\$ 5,000,000
Florida Medical Schools Quality Network	FMSQN Development of Quality Metrics Contract	\$ 2,000,000

Citrus Health Network	Graduate Medical Education (GME) - Psychiatry	\$ 480,000
AWS	Florida Safe Families Network Cloud Maintenance and Operational Expenses	\$ 2,963,362
Camillus House	Human Trafficking Recovery Program	\$ 250,000
Sailfuture Campus	Specialized mental health, job training and private education campus for foster youth in crisis	\$ 100,000
Citrus Health Network	Safe Haven for Homeless Youth	\$ 140,800
Circles of Care	Harbor Pines and Cedar Village	\$ 500,000
City of Hallandale Beach	Senior Programming at the Hepburn Center	\$ 82,080
Nova Southeastern University	NSU Health: Clinic-based service outreach	\$ 5,000,000
University of Miami	HIV/AIDS Research at CFAR (Centers for AIDS Research)	\$ 850,000
K9s For Warriors	Training and Pairing of Veterans with service dogs	\$ 500,000
REAP	Re-Entry Alliance of Pensacola Re-Entry Portal Program Funding	\$ 200,000
DACCO	DOC Substance Abuse Treatment Beds	\$ 600,000
FJJA	DJJ - Price Level Increase Residential Programs	\$ 750,000
Broward County	Nancy Cotterman Center - Anti-Human Trafficking Coordination / Community Outreach	\$ 100,000
Broward County	Nancy Cotterman Center - State Attorney Liaison Program	\$ 100,000
Orange County	Historic Little Econ Land Preservation	\$ 250,000
Martin County	Palm Beach County Loxahatchee River Preservation Initiative	\$ 270,000
City of Palm Beach Gardens	Stormwater System Reconstruction	\$ 300,000
City of Marathon	Keys Stewardship Funding	\$ 6,000,000
City of Jacksonville	Freedom Park	\$ 521,855
Friends of the Underline	Miami Underline Project	\$ 1,500,000
Mt. Sinai	Road Improvements on Ring Road and Sullivan Drive	\$ 1,000,000
City of St. Cloud	Downtown Revitalization	\$ 300,000
Technology Foundation of the Americas	Emerge Americas Conference	\$ 250,000
WeatherSTEM	FDEM Mesonet - sever weather monitoring stations	\$ 970,000
Charlotte County	Southwest Florida Regional Emergency Shelter (Charlotte County)	\$ 8,000,000
Harris	Outstanding SLERS payment from DMS (\$902,197 for fiscal year 2016-17 and \$454,968 for fiscal year 2015-16)	\$ 1,357,165

City of Delray Beach	Small Matching Historical Preservation Grant - 5 District Historic Resource Survey	\$ 50,000
City of Delray Beach	Small Matching Historical Preservation Grant - Education and Outreach, Digitizing Historical Records	\$ 50,000
Martin County	Special Category Historical Preservation Grant Restoration of Old Martin County Court House	\$ 125,000
Lion's Eye Institute	Special Category Historical Preservation Grant	\$ 500,000
Florida Atlantic University	"FAU 100" recurring base funding increase	\$ 12,000,000
Harris Corp	Support the HSMV LBR to upgrade 40 MFN-2 locations across the state, recurring funding	\$ 670,000
TOTAL		\$ 108,423,320

2018-19 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
Pensacola State College	Baars Building #2 on BOG, will complete project	\$ 3,000,000
Florida SouthWestern College	Lee Campus - HVAC Chiller	\$ 1,000,000
Miami-Dade College	Complete West Campus facility #6 BOG	\$ 1,697,180
University of South Florida	Morsani School of Medicine #5 BOG	\$ 4,500,000
Early Childhood Initiative	Help Me Grow statewide system for developmental and behavioral health services	\$ 2,233,957
Hernando County School Board	Project SeaHORSE "Healing Opportunities and Resources in Secondary Education"	\$ 205,000
Miami-Dade College	Cybersecurity Training Center	\$ 700,000
Max Planck Institute	Florida Atlantic University -- Max Planck Florida Scientific Fellows Program - Recurring	\$ 1,639,101
FAMU	Crestview Education Center	\$ 1,500,000
Council of Florida Medical School Deans	FMSQN Contract with AHCA	\$ 1,000,000
Camillus House	Human Trafficking Recovery Program	\$ 500,000
Citrus Health Network	CHANCE Program - to serve Commercially Sexually Exploited Children	\$ 400,000
Citrus Health Network	Safe Haven for homeless children	\$ 140,800
DACCO	Brandon site	\$ 100,000
Circles of Care	Harbor Pines/Cedar Village	\$ 500,000
Circles of Care	Geropsychiatric Care Center	\$ 900,000
DACCO	Brandon site operations	\$ 200,000

Gateway	Project SAVING LIVES - Opioid overdose crisis treatment for Duval, Clay and Nassau counties	\$ 624,105
Phoenix Affiliates	Family stabilization for opioid addiction treatment patients	\$ 1,200,000
Hallandale Beach	Austin Hepburn Senior Mini Center	\$ 82,080
FAFCC	Free and Faith-based Charitable Clinics base funding	\$ 9,500,000
K9 for Warriors	Train and provide service dogs for veterans with PTSD	\$ 250,000
Re-Entry Alliance Pensacola (REAP)	Program funding for re-entry clients	\$ 200,000
DACCO	Substance abuse treatment/reentry beds	\$ 600,000
Florida Juvenile Justice Association	Staff Retention Plan - Direct Care JJ Professionals	\$ 2,000,000
Broward County	Nancy J. Cotterman Center - Human Trafficking Project	\$ 100,000
Florida Coalition Against Domestic Violence	FCADV Generator Project - State match for federal VOCA grant to install emergency generators in confidentially-located certified domestic violence centers	\$ 1,457,309
Broward County	Nancy J Cotterman Center - State Attorney Liaison Project	\$ 250,000
Boynton Beach	Alternative Reclaimed Water Supply Project	\$ 250,000
Palm Beach Gardens	Stormwater System Reconstruction Project	\$ 250,000
Delray Beach	Atlantic Dunes Park - Dune Restoration	\$ 300,000
City of Jacksonville	Crosswalk Countdown Head Improvement Plan	\$ 631,072
Dacra	Miami Design District - Public Right-of-Way improvements	\$ 500,000
Technology Foundation of the Americas	eMerge Conference	\$ 1,000,000
Seminole State College	Fire Marshal - Fire Safety Training Equipment	\$ 812,000
Seminole State College	Fire Marshal - Infrastructure Improvements	\$ 1,188,000
Harris	Competitive procurement of professional LiDAR mapping services for the production of a complete and accurate 3D map of the entire state	\$ 15,000,000
Harris	SLERS Contract Payment	\$ 20,231,476
FAMU	Operational Support	\$ 7,629,758
Miami-Dade College	Operational Support	\$ 900,000
Aramark	Mental Health Contract Extension	\$ 800,000
Seminole State College	Reappropriation of the lesser of the expended balance or \$1,602,283 for the renovation/remodeling of Building 300 on the Altamonte Springs Campus	\$ 1,602,283
Harris	Budget authority for outstanding SLERS payment from DMS	\$ 1,717,564
University of South Florida	Morsani School of Medicine - FEMA Reimbursement based funding	\$ 2,500,000
TOTAL		\$ 91,791,685

Engagement Approach

It has been our experience over many years of successfully representing our clients that establishing definitive expectations, timelines and work plans at the outset of any engagement is most effective. Upon engagement, the Firm highly encourages an audit of all areas of interest for the City, so that we can work to develop the strategies to achieve expected outcomes. Clearly defined legislative agendas eliminate confusion and redundancy with City legislative staff.

Because of our deep relationships in Tallahassee and our work with other public agencies, we are well acquainted with the importance of observing an established plan of work. Our clients hold us to the highest standards of responsiveness, accountability and excellence – and we hold ourselves to even higher standards.

As priorities and goals are established, we will devise and communicate an approach for accomplishing those legislative and policy needs. We are well versed in bill and amendment drafting, appropriations, and all other components of effective legislative and executive branch representation. The team will immediately begin to implement the strategy by identifying and working with key legislators and legislative committee staff. We will also maintain an active and ongoing engagement with committee chairs, key policymakers and staff of the legislative and executive branches at both the state and regional levels throughout the year. The team will coordinate with and assist the City to arrange legislative and agency meetings and appearances for City personnel, including but not limited to, legislative committee hearings, agency hearings, rule-making hearings and individual member or staff meetings.

We will work with the City staff to tailor suitable reporting styles and schedules for progress reports. Often while working an issue, more informal communication with the team's lead will occur on an as-needed, sometimes daily, basis. Through this constant communication, we will always be conscious of our compliance with the plans and specifications of the City.

Legislative and executive branch advocacy is the cornerstone of our practice. Once retained, our team will work with City staff to identify and review all areas of concern and interest, and establish the goals and priorities of the City. We will then develop an overall strategy, timelines and deliverables to address those issues and compile and produce the necessary supporting information. Beyond a list of identified action items, the team will track, monitor and report on all filed bills that may have an impact on the City. The team will have regular and ongoing communication with appropriate City staff to assure coordination of state, local and intergovernmental interests of the City.

It is critical to involve all members of the Orange Legislative Delegation in the plans, priorities and desired outcomes of each Legislative Session. Our methods will differ with the type of advocacy required, but the basis is the same; optimize the working relationships we have created to communicate the needs of the City. In addition to the Orange Delegation, we can coordinate legislative affairs and advocacy efforts with the League of Cities both locally and statewide, as well as any other appropriate entities while executing the City's legislative programs.

Brian Ballard will oversee the Firm's efforts on behalf of the City. His primary focus will be to advance the City's agenda with key legislative, local, and state leaders, respective committee chairs, executive agencies and the Executive Office of the Governor.

Christy Brodeur and Chris Dorworth will lead the advocacy efforts for the City, communicating the City's agenda with the Florida Legislature and state government agencies. They will handle the day-to-day responsibilities in advancing the City's legislative agenda in Tallahassee, coordinating and attending meetings with members and staff of the Florida Legislature, respective House and Senate committees and the various state agency officials as well as the Governor's office.

The Firm specializes in all aspects of governmental and public affairs, including legislative advocacy and administrative issues affecting agency decisions. Our philosophy is simple: We combine extensive government experience with unwavering advocacy to maximize clients' results. We bring a broad range of governmental and political expertise to meet the needs of its clients. Our lobbying success is grounded in our collective years of experience, a keen understanding of statewide and local politics, and effective representation in a myriad of policy areas, impacting a wide spectrum of state government.

We have diligently reviewed the Scope of Work requested in this RFQ and fully understand the requirements. We are passionate, persuasive advocates who maximize results for the clients we serve. The Firm is engaged at the highest levels of state government and will continue to meaningfully promote the City's legislative, budgetary and policy agenda.

Ballard Partners is confident that we can provide full-scale, comprehensive representation of the City in accordance with the stated requirements while in complete compliance with all applicable federal, state and local laws, statutes, ordinances, rules and regulations.

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Qualifications

Provide registration, certificates and other information related to adherence with Florida Lobbyist Requirements.

Lobbyists register as individuals and are required to list their firm on the registration form and maintain a current mailing address and firm at all times. Firms do not register to lobby the Legislative and Executive Branch of Florida government, only individuals. All of the Firm's consultants are registered with the Lobbyist Registration Office on behalf of the clients they represent. The Firm is listed in the directory of Registered Lobbying Firms with the Lobbyist Registration Office.

In **Appendix #1** and **Appendix #2**, please see copies of the Firm's listings in the 2021 Legislative and Executive Lobbying Firms directories from the Florida Office of Lobbyist Registration.

Name and business address of the entity(s) or individual(s) that will be the party to the proposed contract and the Proposer's business telephone number, and e-mail address.

Ballard Partners, INC.
201 E Park Avenue, 5th Floor
Tallahassee, FL 32301
850.577.0444 | Main
850.577.0022 | Fax

Emails:
Brian Ballard | ballard@ballardpartners.com
Chris Dorworth | dorworth@ballardpartners.com
Christy Brodeur | christy@ballardpartners.com

Number of years that Proposer has served as a lobbyist (please include former firm names and year established, if applicable).

Ballard Partners began operations in 1998 with one office located in the heart of downtown Tallahassee. Over the past 23 years, we have expanded our presence to include the state's major metropolitan areas with offices in West Palm Beach, Miami, Tampa Bay, Orlando and Ft. Lauderdale. Our most recent growth has expanded our reach into Washington, DC and Tel Aviv.

Brian Ballard has served as a lobbyist since 1998. Chris Dorworth has served as a lobbyist since 2012. Christy Brodeur has served as a lobbyist since 2007, having served in various leadership roles at Department of Juvenile Justice prior to joining Ballard Partners in 2018.

Type of ownership (sole proprietorship, partnership, corporation, joint venture, or limited liability company—list state in which incorporated) and parent company, if any.

Ballard Partners, Inc. is a Florida Corporation. Please see the certificate of incorporation from the State of Florida in **Appendix #3** on page 33.

Disclose whether the proposing entity(s), or any shareholder, member, partner, or officer or employee thereof, is presently a party to any pending litigation or has received notice of any threatened litigation or claim; provided, however, that Proposer need not disclose minor traffic matters.

Neither the Firm nor any employee thereof is involved in any pending litigation or received notice of any threatened litigation or claim.

Proposals shall be signed by a person with actual authority to bind the Proposer. If it is made by a partnership, it shall be signed with the partnership name and by a general partner and the full name and address of the general partner shall be given. If it is made by a joint venture or limited liability company, it shall be signed with the full name and address of each member thereof.

Brian Ballard, President, is authorized to sign for Ballard Partners, Inc. Please find the authorized proposer signature on the **Proposal Letter** on page 3.

Explanation of any exceptions to this RFQ requested by the Proposer. If exceptions are requested, cite the activity involved, the exception taken, and alternate language. If no exceptions are requested, please state so.

The Firm does not request any exceptions to this RFQ.

Remainder of page is intentionally blank.

While it is understood that the Proposer may represent other entities, provide a copy of Proposer's current client list and a discussion of current or former clients represented by the Proposer whose interests may either coincide or conflict with the interests of the City. All proposers are advised that the City intends that any and all legislative agenda, priorities, actions, and needs of the City shall take precedence over any other obligations (contractual or otherwise, direct or indirect) of the Proposer. The City expects that the successful Proposer shall refrain from undertaking any representation of other parties concerning any legislative matter whose interests are adverse to the interests of the City. The City reserves the right to determine in its sole discretion the existence of a conflict of interest or a potential conflict of interest.

Please see **Appendix #4** and **Appendix #5** for our current clients as reported to Florida's Lobbyist Registration Office in the compensation report. As our client list changes often, it would be impossible to capture it completely accurately. The compensation reports are updated quarterly and provide a good representation of our client base and contract amounts.

General services for our state-level clients include, but are not limited to, the filing of specific legislation, tracking and reporting of general legislation, as well as all issues pertaining to State agencies, departments, and the Executive Office of the Governor. We are very active in obtaining State funding for a variety of projects and clients, as well as in facilitation of the political objectives of our clients.

Below is our firm's conflict of interest policy for all new and existing clients.

Legislative Clients

- Firm President, Brian Ballard personally reviews each new client and risk of a conflict with an existing client.
- Potential risk of conflict is discussed with the existing client prior to retaining the new client.
- In the event existing clients develop conflicting issues, we work with both clients prior to taking any public position on behalf of either client.

Local Government Clients

- From time to time we represent clients before local government entities.
- In all cases where the local government is also a client, we work with the local government to ensure that the representation is lawful and appropriate prior to retaining the local government client.
- Ballard Partners is NOT a law firm and does not provide legal representation for or against our clients.

Expertise & References (4.2.1.B)

4.2.1. B Complete in the following outline format a summary of Proposer’s expertise. The same reference may be listed for more than one area of expertise, if applicable. The format that must be used is shown below:

Per Addendum 1, *Sunshine Laws* and *Election Laws* have been omitted.

Area of Expertise	Description <i>Provide a brief summary of the work performed and final outcome)</i>	Reference <i>(Include name of entity, contact person’s name, address, phone number and email)</i>
Land Use and Zoning	<p>North Wynwood Re-Zoning</p> <p>The Firm represented out-of-state developer before the City of Miami Commission in the re-zoning of a large block in the North Wynwood community. The change will accommodate additional multi-family residential units and mixed-use commercial development. Our team coordinated all the local stakeholder meetings and received the support of community leaders, local non-profits, and important regional chambers of commerce. Additionally, we spent significant time working with staff and elected officials to accommodate their concerns, which resulted in one of the most significant affordable housing commitments in the history of the neighborhood.</p>	<p>Westdale Wynwood</p> <p>Yoni Bornstein, Founder</p> <p>92 SW 3rd ST 5211 Miami, FL 33130 (305) 432-0097</p> <p>YBinternational@gmail.com</p>
Home Rule Authority	<p>Charter Amendment & Home Rule Authority</p> <p>In 2016 we assisted our client, the City of Delray Beach with passage of a local bill to update a provision in the civil service code of their Charter. The City of Delray Beach was created by a special act of the Legislature in 1949 and the civil service code applied to all regular employees of the city. By removing it from the Charter, but maintaining it in the City’s ordinances, it provides flexibility for the City to make changes pursuant to its home rule authority.</p>	<p>City of Delray Beach</p> <p>Jason King, Intergovernmental Affairs Director</p> <p>100 NW First Avenue Delray Beach, FL 33444 (561) 243-7000</p> <p>king@mydelraybeach.com</p>
Transportation /Transit Initiatives	<p>State Transportation Trust Fund (STTF)</p> <p>Since 2015, on behalf of FTBA, we have continuously worked with all budget staff and legislative leadership to protect the State Transportation Trust Fund (STTF) from and possible sweeps, and to ensure that the STTF is fully funded. During this time, the STTF has remained intact and Florida has enjoyed record level investments in transportation infrastructure.</p>	<p>Florida Transportation Builders Association</p> <p>Ananth Prasad, President</p> <p>1007 E. DeSoto Park Drive Tallahassee, FL 32301 (850) 942-1404</p> <p>aprasad@ftba.com</p>

<p>State Budget/ Appropriations</p>	<p><i>Nancy J. Cotterman Center</i> The Nancy J. Cotterman Center (NJCC) is Broward County’s only Certified Rape Crisis and Accredited Children’s Advocacy Center. The programs at NJCC focus on providing best practice victim-centered, trauma-informed care, and individualized intervention services to victims of human trafficking, sexual assault, abuse, and child abuse. The Firm has successfully secured funding for NJCC by working with budget staff, the Governor’s Office of Policy and Budget, and Legislative leadership. Since 2015, the Firm has secured funding for numerous key projects for NJCC, including:</p> <ul style="list-style-type: none"> • Crisis Intervention Programs \$175,000 (FY 2020-21) • State Attorney Liaison Program \$100,000 (FY 2019-20) • Human Trafficking Outreach & Prevention \$100,000 (FY 2019-20) • State Attorney Liaison Program \$250,000 (FY 2018-19) • Human Trafficking Outreach & Prevention \$100,000 (FY 2018-19) • Rape Crisis Center – Services for Sexual Abuse Victims \$200,000 (FY 2017-18) • Rape Crisis Center \$250,000 (FY 2016-17) • Rape Crisis Center \$100,000 (FY 2015-16) 	<p>Broward County Devon West, Legislative Policy Advisor 100 S. Andrews Avenue Main Library, 8th Floor Fort Lauderdale, FL 33301 (954) 357-7575 DEWEST@broward.org</p>
<p>City Charters</p>	<p><i>Charter Amendment & Home Rule Authority</i> In 2016 we assisted our client, the City of Delray Beach with passage of a local bill to update a provision in the civil service code of their Charter. The City of Delray Beach was created by a special act of the Legislature in 1949 and the civil service code applied to all regular employees of the city. By removing it from the Charter, but maintaining it in the City’s ordinances, it provides flexibility for the City to make changes pursuant to its home rule authority.</p>	<p>City of Delray Beach Jason King, Intergovernmental Affairs Director 100 NW First Avenue Delray Beach, FL 33444 (561) 243-7000 king@mydelraybeach.com</p>
<p>FWC Issues</p>	<p><i>Anchoring and Mooring of Vessels</i> In 2017, HB 7043 implemented the recommendations of the Florida Fish & Wildlife Commission report on the state's Anchoring and Mooring Program. The Firm worked closely with the bill sponsors to successfully resolve the concerns of Marathon relating to new anchoring distance requirements for public mooring fields. The more restrictive provisions would have adversely impacted the City's Boot Key Mooring Field and its boating tenants.</p>	<p>City of Marathon George Garrett, City Manager 9805 Overseas Highway Marathon, FL 33050 (305) 289-4111 garretg@ci.marathon.fl.us</p>

<p>Public Safety</p>	<p><i>Inmate Portal System</i> The Firm helped secure \$500,000 for the Broward Sheriff's Office (BSO) to launch a new Inmate Portal System to reduce the recidivism rate in Broward County. In the fiscal year 2014-15, BSO determined that approximately 2,500 felony inmates would be released from the Florida State Prison system with plans on residing in Broward County. The recidivism rate for this population nationwide is 66% resulting in increased crime and victimization. Over 90% of these inmates do not possess ID cards, Birth Certificates, SS cards or other proper certifications making the reentry process extremely difficult. Most inmates have not been sufficiently linked with social service providers to ease the reentry to community process. Those issues may include: housing, substance abuse treatment, mental health needs and others. The new inmate portal office will help recently released inmates transition back into society, which is not only a public safety benefit, but a benefit for taxpayers as well.</p>	<p>Broward County Sheriff's Office Robin Rorapaugh, Director of Government Affairs 2601 West Broward Boulevard Fort Lauderdale, FL 33312 (954) 831-8290 robin_rorapaugh@sheriff.org</p>
<p>Environmental Initiatives</p>	<p><i>Water Policy Initiative & Environmental Conservation</i> Our Firm's work for Martin County during recent sessions has included a mix of policy and appropriations items. The County's focus included various environmental proposals such as the comprehensive water policy initiative and the Florida Water and Land Conservation Initiative/Amendment 1 implementation. The Firm was successful in helping the County secure funding for key projects including:</p> <ul style="list-style-type: none"> • Beach Renourishment – Bathtub/Sailfish Point: \$2,800,000 • North River Shores Phase 2 Vacuum Sewer System: \$1,500,000 • Leilani Heights Storm Water Improvement: \$50,000 • Coral Reef Monitoring Project: \$1,000,000 <p>In 2017 we were also successful in assisting the County to obtain \$1,000,000 in appropriations for the East Ridge Preserve – Hamm Parcel land acquisitions project. The funding will allow the County to acquire approximately 30 acres of globally impaired sand pine scrub habitat. The habitat will be managed as part of Martin County's environmental lands inventory, and as such would provide public access for passive recreational use including hiking, wildlife viewing and environmental education. The parcel has been part of the County's Land Acquisition Selection Committee's list since 2008.</p>	<p>Martin County Kloe Ciuperger, Legislative Coordinator 2401 SE Monterey Road Stuart, FL 34996 (772) 486-4134 kciuperger@martin.fl.us</p>

<p>Annexation</p>	<p>Annexation of Enclaves In addition to successfully advocating for multiple appropriations for the City of Palm Beach Gardens over the years including water projects and park grants, in 2016 we also passed a statutory change that will benefit them and all local governments in Florida. The City was looking at ways to address the 12 enclaves contained in the City. An enclave is any unincorporated improved or developed area that is enclosed within and bounded on all sides by a single municipality. Through the City’s leadership, enclaves that are 110 acres or less may now be annexed to the appropriate municipality by interlocal agreement with the county having jurisdiction of the enclave.</p>	<p>City of Palm Beach Gardens John Boehm, Assistant to the City Manager 10500 N Military Trail Palm Beach Gardens, FL 33410 (561) 799-4100 jboehm@pbgfl.com</p>
<p>Introduction of Legislation</p>	<p>Discretionary Sales Tax In 2016 we assisted the City of Jacksonville with the passage of State Legislation to address the City’s pension fund. The City’s three public pension funds were substantially underfunded, and if nothing were done, the City would be forced to contribute over 20% of the city’s operating budget towards pension. The City chose to seek a solution that did not raise taxes and kept the sales tax at 7% and also did not raise the ad valorem tax. Instead, with successful passage of the Legislation the City was able to extend an already existing ½ Penny Surtax to fund pension liability.</p>	<p>City of Jacksonville Jordan Elsbury, Director of Intergovernmental Affairs 117 W. Duval Street Jacksonville, FL 32202 (904) 630-7219 jelsbury@coj.net</p>

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Resources (4.2.2)

4.2.2 Resources

Describe the resources you will bring to this project. Include: A description of strategic relationships with other organizations (e.g., Florida League of Cities, etc.); a description of specific relationships with state elected officials demonstrating bipartisanship; and, other special, relevant resources.

At Ballard Partners we have 35 partners with offices in Tallahassee, Miami, Ft. Lauderdale, West Palm Beach, Orlando, Tampa, Washington DC, and Tel Aviv. The team is led by our resident and Founder, Brian Ballard, with over 30 years of experience in Florida Government and real friendships built from years of serving as Chairman for the Finance Committees and Inaugurations for President Trump, Governor DeSantis, Governor Scott, and Governor Crist. Additionally our bipartisan team includes leaders of both parties from every level of Florida Government including Former Congressman Robert Wexler, Former Florida Chief Financial Officer Jeff Atwater, Former Florida Attorney General Pam Bondi, Former Representative Chris Dorworth, Former Representative Jose "Pepi" Diaz, Former Representative Mike Abrams, Former Agency Directors Wansley Walter and Christy Daly Brodeur, Former Democratic Party Leaders Stephanie Grutman Zauder and Ana Cruz, Former Top Democratic Fundraiser Courtney Whitney, and many more. Each of our partners have deep relationships from years of service in their communities and government and work together as a team to leverage each other's relationships to support all of our clients.

Additionally, Ballard Partners has over 200 clients including Fortune 500 companies, public hospitals, universities, state colleges, technology companies, non-profits and dozens of municipalities. Often we can partner clients with similar legislative goals to enhance the results. For example, when the pandemic hit our communities we were able to work with our technology, health care, education, and government clients together to get quick information, expert support, and emergency resources to communities in need.

At Ballard Partners we are more than a government relations firm, we are a family. We live and work in our communities, we are dedicated to public service and we are committed to assisting all of our clients with achieving their goals.

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Acknowledgements

We believe that our capabilities in handling this work are clearly demonstrated in the strength of our team's background, experience and qualifications and the many clients that been with us for over 30 years. We would like to provide testament to those abilities and connections through the following comments and acknowledgements of clients, colleagues and industry insiders:

"Over the years, we have been involved in many complex legislative matters that require solid strategic counsel and knowledge of the issues. Ballard Partners has always been up to the challenge and has never failed to steer us in the right direction."

~ Ember Brillhart, Manager, State Relations, Honda North America, Inc.

"In a world where the size and number of clients matters, Ballard's roster of 108 tops them all: Cities, counties, hospitals, insurers, utilities, developers, drugmakers, parimutuels and pro sports teams..."

~ St. Petersburg Times

"Ballard Partners has been a critical partner in much of the progress we have made in Martin County as it relates to our state initiatives. Their counsel and efforts are second to none."

~ Commissioner Doug Smith, Martin County

"Equally important and less celebrated, is Ballard's talent for helping his clients land lucrative state contracts: \$938 million this year alone."

~The Miami Herald

"Ballard Partners. The powerhouse lobbying firm now has close ties to the governor and the next president. Firm partners Brian Ballard and Wiles were key Trump supporters in Florida."

~Tampa Bay Times, Winners and losers from Florida's 2016 election season

Ballard Partners in the News



8/1/2020

#1 Florida Lobbying Firm



3/2/2020

“Ballard Partners’ growth at the federal level hasn’t been to the detriment of their Florida operation. Newly filed lobbying compensation reports show Ballard Partners was **the top-earning firm** in the state last year...”



4/7/2020

“Ballard Partners, the powerhouse lobbying firm.”



3/31/2020

“Few lobbying shops have as much cache these days as Ballard Partners.”



5/13/2019

“Ballard is considered one of the most powerful lobbyists in the country.”



10/6/2017

“Ballard Partners is a powerhouse lobbying firm in Tallahassee, Miami, and other major Florida cities... Trump Organization's go-to lobbying wing when it needed.”

Fee Proposal (4.2.3)

4.2.3 Fee Proposal

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Council and encumbered for the purposes of this Agreement.

As instructed, enclosed with this proposal please find our *Fee Proposal* in a separate sealed envelope.

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Appendices

1. [Florida Lobbyist Registration – Legislative \(4.2.1.A\)](#)
2. [Florida Lobbyist Registration – Executive \(4.2.1.A\)](#)
3. [Florida Business Registration – Sunbiz \(4.2.1.A\)](#)
4. [Client List – Florida Lobbyist Compensation Report, Legislative Branch \(4.2.1.A\)](#)
5. [Client List – Florida Lobbyist Compensation Report, Executive Branch \(4.2.1.A\)](#)

In addition to the copies attached, all attachments have also been provided as links above.

Remainder of page is intentionally blank.

1. Florida Lobbyist Registration – Legislative (4.2.1.A)

02/09/21
06:00:03

2021 LEGISLATIVE LOBBYING FIRMS

Item d.

A. B. Dudley & Associates Inc	(850) 559-1139	Anna H Upton, PL	(850) 228-6360
PO Box 428, Tallahassee, FL 32302 <i>Dudley, Alison B.</i> Po Box 428, Tallahassee, FL 32302-0428		960 Live Oak Plantation Rd, Tallahassee, FL 32312 <i>Upton, Anna Holt</i> 960 Live Oak Plantation Rd, Tallahassee, FL 32312	
AB Governmental Affairs	(813) 361-4805	Ard Shirley & Rudolph PA	(850) 577-6500
761 Middlebrooks Court, Tallahassee, FL 32312 <i>Bisceglia, Amy C.</i> P. O. Box 3237, Tallahassee, Florida 32315		207 W Park Ave, Ste B, Tallahassee, FL 32301 <i>Ard, Samuel J.</i> Ard Shirley & Rudolph PA, PO Box 1874, Tallahassee, FL 32302-1874	
Acclaim Strategies Inc	(850) 570-5747	Ashton Advocacy Consulting, LLC.	(941) 773-2112
PO Box 923, Tallahassee, FL 32302-0923 <i>Kelly, Natalie</i> Po Box 923, Tallahassee, FL 32302-0923		2337 Lobelia Drive, Lake Mary, FL 32746 <i>Ashton, Jennifer H</i> 2337 Lobelia Dr, Lake Mary, FL 32746-2679	
Active Policy Solutions, LLC	(202) 540-0623	Baker & Hostetler LLP	(407) 649-4000
2254 Thistle Rd, Glenview, IL 60026-7780 <i>Key, Nicholas</i> 1008 N Glebe Rd, Apt. 1418, Arlington, VA 22201-5658 <i>Lakowski, Terri</i> 2254 Thistle Road, Glenview, IL 60026		200 S Orange Ave, 200 S Orange Ave, Orlando, FL 32801 <i>Gruber, Kurt P.</i> SunTrust Center Ste 2300, 200 S Orange Ave, Orlando, FL 32801	
Adams St. Advocates	(850) 445-0107	Baker Donelson	(850) 425-7500
205 S Adams St, Tallahassee, FL 32301 <i>Davant, Claudia</i> 205 S Adams St, Tallahassee, FL 32301 <i>Fraser, Amanda</i> 205 S Adams St, Tallahassee, FL 32301		101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549 <i>DeMeo, Ralph A</i> 101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549	
ADF Consulting LLC	(786) 586-7001	Ballard Partners	(850) 577-0444
8460 SW 184 St, Miami, FL 33157 <i>Figueroa, Andreina</i> 8460 SW 184th St, Miami, FL 33157		201 E Park Ave, 5th Floor, Tallahassee, FL 32301 <i>Abrams, Michael I.</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Atwater, Jeffrey</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Ballard, Brian D.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Benford, Brady J.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Bracy, Carol L.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Brodeur, Christina Daly</i> 201 East Park Avenue, 5th FL, Tallahassee, FL 32301 <i>Burleson, Bradley S.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Burleson, Robert G.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Cruz, Ana</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Diaz, Jose F.</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Dorworth, Chris</i> 618 E. South Street, Suite 500, Orlando, FL 32801 <i>Forrest, Mathew</i> 1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401 <i>Gorrie, Jan Johnson</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Hansen, Christopher K.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Johnston, John R.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Josko, Todd</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Payton, Donald J.</i> 618 E. South Street, Suite 500, Orlando, FL 32801 <i>Rodriguez, Monica L.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>San Pedro, Katherine</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Walters, Wansley</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Young, Amy J.</i> 1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401 <i>Zauder, Stephanie Grutman</i>	
Ai Advisory, Inc.	(786) 514-2965		
211 NW 102Nd St, Miami, FL 33150-1448 <i>Ibarra, Armando J</i> 211 NW 102nd St, Miami, FL 33150			
Akerman LLP	(850) 224-9634		
106 E College Ave, Ste 1200, Tallahassee, FL 32301 <i>Hale, Russell B.</i> Po Box 231, Orlando, FL 32802-0231 <i>Pinsky, Richard</i> 106 E College Ave, Tallahassee, FL 32301 <i>Tising, Ashlee R.</i> 201 E. Park Ave., Suite 300, Tallahassee, FL 32301 <i>Wozniak, Carrie Ann</i> 420 S Orange Ave, Suite 1200, Orlando, FL 32801			
All Florida Solutions Inc	(561) 997-9995		
PO Box 81-1433, Boca Raton, FL 33481-1433 <i>Handler, Henry B.</i> PO Box 81-1433, Boca Raton, FL 33481-1433			
Allegiant Strategies Group	(850) 545-1887		
3607 N. Monroe Street, Unit 180310, Tallahassee, FL 32318 <i>Clark, David A</i> 3607 North Monroe Street, Unit 180310, Tallahassee, FL 32318			
Anfield Consulting	(866) 960-5939		
201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Balido, Albert</i> 201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Bernardino, Frank S.</i> 201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Fausel, Natalie</i> 201 W Park Avenue, Suite 100, Tallahassee, FL 32301 <i>Fernandez, Edgar G.</i> 201 W Park Ave, Suite 100, Tallahassee, FL 32301			

401 E. Las Olas Blvd., Suite 1400, Ft. Lauderdale, FL 33301

Barbara A. DeVane & Associates (850) 222-3969

625 E Brevard St, Tallahassee, FL 32308

DeVane, Barbara

625 E Brevard St, Tallahassee, FL 32308

Barlow Consulting Inc (561) 706-5878

Po Box 1498, West Palm Beach, FL 33402-1498

Barlow, Thomas W.

Po Box 1498, West Palm Beach, FL 33402-1498

Barney Bishop Consulting LLC (850) 510-9922

2215 Thomasville Rd, Tallahassee, FL 32308-0737

Bishop, Barney T III

2215 Thomasville Rd, Tallahassee, Florida 32308-0737

Becker & Poliakoff PA (954) 985-4180

ATTN: Bernie J. Friedman, 1 E Broward Blvd Ste 1800, Ft Lauderdale, FL 33301

Alamo, Alex

121 Alhambra Plz # 10, 10th Floor, Coral Gables, FL 33134-4540

Bogdanoff, Ellyn

1 E Broward Blvd, Ste 1800, Fort Lauderdale, FL 33301

Friedman, Bernie J.

1 E Broward Blvd, Ste 1800, Fort Lauderdale, FL 33301

Fuentes, Jose K.

121 Alhambra Plz Fl 10, 121 Alhambra Plaza 10th Floor, Coral Gables, FL 33134-4540

Jackson, Yolanda Cash

1 E Broward Blvd, Ste 1800, Fort Lauderdale, FL 33301

Mathews, Nicholas G.

1 E Broward Blvd., Ste 1800, Fort Lauderdale, FL 33301

Sheals, LaToya

1 E Broward Blvd, Suite 1800, Ft Lauderdale, FL 33301-1876

Silver, Derek Grant

1 E. Broward Blvd., 18th Floor, Fort Lauderdale, Florida 33301

bg & associates international inc (850) 443-3663

Po Box 1054, Tallahassee, FL 32302-1054

Gosnell, Beth

Po Box 1054, Tallahassee, FL 32302-1054

BH & Associates Inc (850) 222-0191

Po Box 11094, Tallahassee, FL 32302

Jogerst, Brian B.

Po Box 11094, Tallahassee, FL 32302-3094

Black Consulting, LLC (850) 509-8022

1727 Highland Pl, Tallahassee, FL 32308

Black, Gregory K.

1727 Highland Place, Tallahassee, FL 32308

Boscan & Associates LLC (407) 383-4600

11655 Delwick Dr, Windermere, FL 34786

Boscan, Jose M.

11655 Delwick Dr, Windermere, FL 34786

Brad Ashwell (850) 294-1008

1536 Chuli Nene, Tallahassee, FL 32301

Ashwell, Brad

1536 Chuli Nene, Tallahassee, FL 32301

Bradford Group LLC (813) 833-5931

23200 Gracewood Circle, Land 'O Lakes, FL 34639

Bradford, Gary H.

3974 blue lantana lane, Land O' Lakes, FL 34638

Brandon D Tucker (772) 201-8722

104 NW 7th Avenue, Okeechobee, FL 34972

Tucker, Brandon Dwayne

104 NW 7Th Ave, Okeechobee, FL 34972-4102

Brenda D. Dickinson (850) 264-2184

PO Box 12563, Tallahassee, FL 32317

Dickinson, Brenda D.

Po Box 12563, Tallahassee, FL 32317-2563

Brewton Plante PA (850) 222-7718

215 S Monroe St, Suite 825, Tallahassee, FL 32301-1856

Brewton, Wilbur E.

215 S Monroe St, Suite 825, Tallahassee, FL 32301-1856

Labasky, Ronald A.

215 South Monroe Street, Suite 825, Tallahassee, FL 32301

Bronstein Consulting LLC (856) 720-0747

19 Narwyn Lane, Narberth, PA 19072

Bronstein, Michael

19 Narwyn Ln, Narberth, PA 19072

Buchanan Ingersoll & Rooney PC (850) 681-0411

101 N Monroe St, Ste 1090, Tallahassee, FL 32301

Bacot, Brett R.

Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301

George, Marnie L.

101 N Monroe St, Suite 1090, Tallahassee, FL 32301

Grissom, Mike

101 North Monroe Street, Suite 1090, Tallahassee, Florida 32301

Harrell, Michael P.

101 N Monroe St, Suite 1090, Tallahassee, FL 32301

Kruse, Mark Edwin

101 North Monroe Street, Suite 1090, Tallahassee, Florida 32301

Magill, James P. (Jim)

Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301

McGlynn, Kimberly F.

Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301

Buigas and Associates (850) 224-7946

713 E Park Ave, Tallahassee, FL 32301

Buigas, Pete J.

713 E Park Ave, Tallahassee, FL 32301

Butler Weihmuller Katz Craig LLP (850) 894-4111

3600 Maclay Boulevard, Suite 101, Tallahassee, Florida 32312

Maus, Kathleen J.

3600 Maclay Boulevard, Suite 101, Tallahassee, Florida 32301

Parker, Julius (Rick)

3600 Maclay Blvd, Suite 101, Tallahassee, FL 32312-1276

Calhoun Management & Consulting, LLC (850) 681-0496

PO Box 11026, Tallahassee, FL 32302

Calhoun, Barry Dale

Po Box 11026, Tallahassee, FL 32302-3026

Capital City Consulting LLC (850) 222-9075

124 W Jefferson St, Tallahassee, FL 32301-1713

Boxold, Jim

124 W. Jefferson St., Tallahassee, Florida 32301

Carvalho, Anthony P.

Po Box 1633, Tallahassee, FL 32302-1633

Day, R. Justin

701 S Howard Ave, Ste 106-326, Tampa, FL 33606

Fay, Megan

124 W. Jefferson St., Tallahassee, Florida 32301

Granger, Kenneth E.

124 W. Jefferson St., Tallahassee, Florida 32301

Iarossi, Nicholas V.

124 W. Jefferson St., Tallahassee, Florida 32301

Izzo, Dean M.

124 W. Jefferson St., Tallahassee, Florida 32301

Kalifeh, Ashley P.

124 W. Jefferson St., Tallahassee, Florida 32301

2. Florida Lobbyist Registration – Executive (4.2.1.A)

**02/09/21
06:00:06**

2021 EXECUTIVE LOBBYING FIRMS

Item d.

<p>A. B. Dudley & Associates Inc (850) 559-1139 PO Box 428, Tallahassee, FL 32302 <i>Dudley, Alison B.</i> Po Box 428, Tallahassee, FL 32302-0428</p>	<p>Automotive Industry Center for Excellence, LLC (727) 623-9075 1497 Main Street, Suite 344, Dunedin, Florida 34698 <i>Monello, Salvatore Allen</i> 1497 Main St, Ste 344, Dunedin, FL 34698</p>
<p>AB Governmental Affairs (813) 361-4805 761 Middlebrooks Court, Tallahassee, FL 32312 <i>Bisceglia, Amy C.</i> P. O. Box 3237, Tallahassee, Florida 32315</p>	<p>Baker & Hostetler LLP (407) 649-4000 200 S Orange Ave, 200 S Orange Ave, Orlando, FL 32801 <i>Gruber, Kurt P.</i> SunTrust Center Ste 2300, 200 S Orange Ave, Orlando, FL 32801</p>
<p>Acclaim Strategies Inc (850) 570-5747 PO Box 923, Tallahassee, FL 32302-0923 <i>Kelly, Natalie</i> Po Box 923, Tallahassee, FL 32302-0923</p>	<p>Baker Donelson (850) 425-7500 101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549 <i>DeMeo, Ralph A</i> 101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549</p>
<p>Adams St. Advocates (850) 445-0107 205 S Adams St, Tallahassee, FL 32301 <i>Davant, Claudia</i> 205 S Adams St, Tallahassee, FL 32301 <i>Fraser, Amanda</i> 205 S Adams St, Tallahassee, FL 32301</p>	<p>Ballard Partners (850) 577-0444 201 E Park Ave, 5th Floor, Tallahassee, FL 32301 <i>Abrams, Michael I.</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Atwater, Jeffrey</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Ballard, Brian D.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Benford, Brady J.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Bracy, Carol L.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Brodeur, Christina Daly</i> 201 East Park Avenue, 5th FL, Tallahassee, FL 32301 <i>Burleson, Bradley S.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Burleson, Robert G.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Cruz, Ana</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Diaz, Jose F.</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Dorworth, Chris</i> 618 E. South Street, Suite 500, Orlando, FL 32801 <i>Forrest, Mathew</i> 1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401 <i>Gorrie, Jan Johnson</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Hansen, Christopher K.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Johnston, John R.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Josko, Todd</i> 1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605 <i>Payton, Donald J.</i> 618 E. South Street, Suite 500, Orlando, FL 32801 <i>Rodriguez, Monica L.</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>San Pedro, Katherine</i> 2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134 <i>Vail, Abigail London</i> 201 East Park Avenue, 5th Floor, Tallahassee, Florida 32301 <i>Walters, Wansley</i> 201 East Park Avenue, 5th Floor, Tallahassee, FL 32301 <i>Young, Amy J.</i> 1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401 <i>Zauder, Stephanie Grutman</i> 401 E. Las Olas Blvd., Suite 1400, Ft. Lauderdale, FL 33301</p>
<p>ADF Consulting LLC (786) 586-7001 8460 SW 184 St, Miami, FL 33157 <i>Figueroa, Andreina</i> 8460 SW 184th St, Miami, FL 33157</p>	
<p>Akerman LLP (850) 224-9634 106 E College Ave, Ste 1200, Tallahassee, FL 32301 <i>Alderman, Silvia M.</i> 201 East Park Ave., Ste 300, Tallahassee, FL 32301 <i>Hale, Russell B.</i> Po Box 231, Orlando, FL 32802-0231 <i>Pinsky, Richard</i> 106 E College Ave, Tallahassee, FL 32301 <i>Tising, Ashlee R.</i> 201 E. Park Ave., Suite 300, Tallahassee, FL 32301 <i>Wozniak, Carrie Ann</i> 420 S Orange Ave, Suite 1200, Orlando, FL 32801</p>	
<p>All Florida Solutions Inc (561) 997-9995 PO Box 81-1433, Boca Raton, FL 33481-1433 <i>Handler, Henry B.</i> PO Box 81-1433, Boca Raton, FL 33481-1433</p>	
<p>Allegiant Strategies Group (850) 545-1887 3607 N. Monroe Street, Unit 180310, Tallahassee, FL 32318 <i>Clark, David A</i> 3607 North Monroe Street, Unit 180310, Tallahassee, FL 32318</p>	
<p>Anfield Consulting (866) 960-5939 201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Balido, Albert</i> 201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Bernardino, Frank S.</i> 201 W Park Ave, Ste 100, Tallahassee, FL 32301 <i>Fausel, Natalie</i> 201 W Park Avenue, Suite 100, Tallahassee, FL 32301 <i>Fernandez, Edgar G.</i> 201 W Park Ave, Suite 100, Tallahassee, FL 32301</p>	
<p>Anna H Upton, PL (850) 228-6360 960 Live Oak Plantation Rd, Tallahassee, FL 32312 <i>Upton, Anna Holt</i> 960 Live Oak Plantation Rd, Tallahassee, FL 32312</p>	
<p>Ard Shirley & Rudolph PA (850) 577-6500 207 W Park Ave, Ste B, Tallahassee, FL 32301 <i>Ard, Samuel J.</i> Ard Shirley & Rudolph PA, PO Box 1874, Tallahassee, FL 32302-1874</p>	
	<p>Becker & Poliakoff PA (954) 985-4180 ATTN: Bernie J. Friedman, 1 E Broward Blvd Ste 1800, Ft Lauderdale, FL 33301 <i>Alamo, Alex</i> 121 Alhambra Plz # 10, 10th Floor, Coral Gables, FL 33134-4540</p>

3. Florida Business Registration – Sunbiz (4.2.1.A)

Item d.



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[Events](#) [Name History](#)

Detail by Entity Name

Florida Profit Corporation
BALLARD PARTNERS, INC.

Filing Information

Document Number	P98000025501
FEI/EIN Number	59-3499504
Date Filed	03/18/1998
State	FL
Status	ACTIVE
Last Event	AMENDMENT
Event Date Filed	08/08/2011
Event Effective Date	NONE

Principal Address

201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Changed: 12/11/2017

Mailing Address

201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Changed: 12/11/2017

Registered Agent Name & Address

BALLARD, BRIAN D
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Name Changed: 05/01/2003

Address Changed: 01/18/2018

Officer/Director Detail

Name & Address

Title President

BALLARD, BRIAN D
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Title CFO

Green, Amanda
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Title Executive Secretary

Crawley, Shanna
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Annual Reports

Report Year	Filed Date
2019	01/24/2019
2020	02/26/2020
2021	01/22/2021

Document Images

01/22/2021 -- ANNUAL REPORT	View image in PDF format
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01/15/2014 -- ANNUAL REPORT	View image in PDF format
01/02/2014 -- Off/Dir Resignation	View image in PDF format
02/12/2013 -- ANNUAL REPORT	View image in PDF format
02/10/2012 -- ANNUAL REPORT	View image in PDF format
08/08/2011 -- Amendment	View image in PDF format
06/30/2011 -- Amendment and Name Change	View image in PDF format
06/30/2011 -- Off/Dir Resignation	View image in PDF format
01/18/2011 -- ANNUAL REPORT	View image in PDF format
02/19/2010 -- ANNUAL REPORT	View image in PDF format
01/07/2009 -- ANNUAL REPORT	View image in PDF format
01/11/2008 -- ANNUAL REPORT	View image in PDF format
02/08/2007 -- ANNUAL REPORT	View image in PDF format
02/09/2006 -- ANNUAL REPORT	View image in PDF format
01/27/2005 -- ANNUAL REPORT	View image in PDF format
02/17/2004 -- ANNUAL REPORT	View image in PDF format
05/27/2003 -- Amendment and Name Change	View image in PDF format
05/01/2003 -- ANNUAL REPORT	View image in PDF format
08/12/2002 -- Name Change	View image in PDF format
08/12/2002 -- Off/Dir Resignation	View image in PDF format
04/29/2002 -- ANNUAL REPORT	View image in PDF format
04/30/2001 -- ANNUAL REPORT	View image in PDF format
04/24/2000 -- ANNUAL REPORT	View image in PDF format
02/27/1999 -- ANNUAL REPORT	View image in PDF format
02/04/1999 -- Amendment and Name Change	View image in PDF format
03/18/1998 -- Domestic Profit	View image in PDF format



Ballard Partners - Firm Detail

[Back to list](#)

4. Client List – Florida Lobbyist Compensation Report, Legislative Branch (4.2.1.A)

This report was submitted to the Lobbyist Registration Office on 2/12/2021 2:29:37 PM Eastern Time.

Reporting Period

October 01, 2020 - December 31, 2020 Legislative Branch Lobbying

Firm Information

Ballard Partners
201 East Park Avenue
5th Floor
Tallahassee, FL 32301
(850) 577-0444

Firm Lobbyist

Abrams, Michael I.
Atwater, Jeffrey
Ballard, Brian D.
Benford, Brady J.
Bracy, Carol L.
Brodeur, Christina Daly
Burlison, Bradley S.
Burlison, Robert G.
Cruz, Ana
Diaz, Jose F.
Dorworth, Chris
Forrest, Mathew
Gorrie, Jan Johnson
Hansen, Christopher K.
Johnston, John R.
Josko, Todd
Payton, Donald J.
Rodriguez, Monica L.
San Pedro, Katherine
Sayfie, Justin J.
Walters, Wansley
Young, Amy J.
Zauder, Stephanie Grutman

Principals and Compensation

Principal	Information	Compensation
19 Enterprises, LLC	4431 S. Eastern Avenue	\$10,000.00 - \$19,999.00

	Suite2 Las Vegas NV 89119 (702) 860-8671	
3M Company	3M Center Building 0225-04-N-14 St Paul MN 55144-1000 (651) 736-3449	\$1.00 - \$9,999.00
AbbVie Inc.	311 Whitworth Way Nashville TN 37206 (615) 519-1176	\$1.00 - \$9,999.00
Alfred Benesch and Company	35 W. Wacker Drive Chicago IL 60601 (312) 565-0450	\$10,000.00 - \$19,999.00
Amazon.com, Inc.	601 New Jersey Avenue Suite 900 Washington DC 20001 (202) 442-2293	\$20,000.00 - \$29,999.00
American Congress of Obstetricians and Gynecologists, District XII	6816 Southpoint Pky Ste 1000 Jacksonville FL 32216 (904) 998-9738	\$20,000.00 - \$29,999.00
American Hotel and Lodging Association	1250 Eye St NW Suite 1100 Washington DC 20005 (202) 289-3130	\$0.00
American Investment Holdings, LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$10,000.00 - \$19,999.00
American Traffic Solutions, Inc	1150 N. Alma School Road Mesa AZ 85201 (480) 443-7000	\$1.00 - \$9,999.00
Animal Defense Coalition, Inc.	2621 NE 10th Street Hallandale Beach FL 33009 (305) 607-5683	\$1.00 - \$9,999.00
AstraZeneca Pharmaceuticals, LP	1800 Concord Pike Wilmington DE 19803 (302) 886-3369	\$0.00
Atlantic Sapphire USA, LLC	31 S.E. 5th Street Suite 214 Miami FL 33131 (786) 300-8991	\$10,000.00 - \$19,999.00
Audacious Inquiry	5523 Research Park Drive Suite 370 Baltimore MD 21228 (703) 625-9825	\$10,000.00 - \$19,999.00
Automated Healthcare Solutions	1401 NW 136th Avenue Suite 400 Sunrise FL 33323 (954) 416-8302	\$56,000
Babcock Property Holdings, LLC	4500 Pga Blvd Suite 400 Palm Beach Gardens FL 33418-3995 (561) 624-4000	\$0.00
Barry University	11300 NE 2nd Ave Miami Shores FL 33161-6695	\$1.00 - \$9,999.00

	(305) 899-3050	
Basketball Properties, LTD	American Airlines Arena 601 Biscayne Blvd Miami FL 33132 (786) 777-4306	\$10,000.00 - \$19,999.00
Bayer U.S. LLC	100 Bayer Boulevard Whippany NJ 07981 (862) 404-5037	\$1.00 - \$9,999.00
Bellini Better World Foundation	802 Taray de Avila Suite 300 Tampa FL 33613 (813) 251-0257	\$10,000.00 - \$19,999.00
bestbet	201 Monument Road Jacksonville FL 32225 (904) 646-0001 x4400	\$0.00
BetMGM, LLC	501 C Street NE Washington DC 20002 (202) 849-9002	\$10,000.00 - \$19,999.00
Big Bend Community Based Care	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 443-4460	\$10,000.00 - \$19,999.00
BioSpine Institute	4211 W Boy Scout Blvd. Suite 400 Tampa FL 33607 (813) 443-2108	\$1.00 - \$9,999.00
Bird Rides, Inc.	406 Broadway #369 Santa Monica CA 90401 (866) 205-2442	\$0.00
Blackstone Administrative Services Partnership L.P.	345 Park Avenue 10th Floor New York NY 10154 (646) 482-8953	\$20,000.00 - \$29,999.00
Blue Origin Florida, LLC	8910 Astronaut Blvd. Suite 206 Cape Canaveral FL 32920 (407) 453-4660	\$1.00 - \$9,999.00
BMG Money, Inc	1221 Brickell Ave Ste 1170 Miami FL 33131 (305) 851-6134	\$10,000.00 - \$19,999.00
Broward County	115 S Andrews Ave Suite 426 Fort Lauderdale FL 33301 (954) 357-7135	\$1.00 - \$9,999.00
Broward County Public Schools	600 SE Third Avenue Fort Lauderdale FL 33301 (754) 321-2608	\$1.00 - \$9,999.00
Broward County Sheriff's Office	2601 W Broward Blvd Ft Lauderdale FL 33312 (954) 831-8290	\$10,000.00 - \$19,999.00
Calder Casino	700 Central Avenue Louisville KY 40208-1212 (502) 432-8258	\$0.00

Item d.

Camilius House, Inc	336 NW Fifth St Miami FL 33128 (305) 374-1065 x.308	\$1.00 - \$9,999.00
CARCO Group, Inc	5000 Corporate Ct #203 Holtsville NY 11742 (631) 862-9300	\$1.00 - \$9,999.00
Churchill Downs, Inc	700 Central Ave Louisville KY 40208-1212 (502) 432-8258	\$30,000.00 - \$39,999.00
Circles of Care, Inc.	400 E. Sherian Road Melbourne FL 32901-3184 (321) 722-5200	\$1.00 - \$9,999.00
Citrus Health Network, Inc	4175 W 20th Ave Hialeah FL 33012 (305) 424-3100	\$20,000.00 - \$29,999.00
City of Boca Raton	201 W Palmetto Park Rd Boca Raton FL 33432 (561) 393-7700	\$1.00 - \$9,999.00
City of Boynton Beach	100 E Boynton Beach Blvd Boynton Beach FL 33435 (561) 742-6010	\$1.00 - \$9,999.00
City of Delray Beach	100 NW 1st Ave Delray Beach FL 33444 (561) 243-7144	\$1.00 - \$9,999.00
City of Hallandale Beach	400 S Federal Hwy Hallandale Beach FL 33009 (954) 457-1300	\$1.00 - \$9,999.00
City of Jacksonville	117 W Duval St Ste 400 Jacksonville FL 32202-3700 (904) 630-1825	\$10,000.00 - \$19,999.00
City of Marathon	9805 Overseas Hwy Marathon FL 33050 (305) 289-4130	\$10,000.00 - \$19,999.00
City of Palm Beach Gardens	10500 N Military Tr Palm Beach Gardens FL 33410 (561) 799-4112	\$10,000.00 - \$19,999.00
City of Pembroke Pines	10100 Pines Blvd Pembroke Pnes FL 33026-6037 (954) 450-1040	\$10,000.00 - \$19,999.00
City of Pensacola, Florida	222 West Main Street Pensacola FL 32502 (850) 435-1625	\$1.00 - \$9,999.00
City of Winter Haven	451 3rd Street NW Winter Haven FL 33881 (863) 291-5600	\$1.00 - \$9,999.00
CJS & Family, LLC	16500 Gulf Blvd. Unit 653 North Redington Beach FL 32798 (630) 664-8797	\$0.00
Clear Ballot Group, Inc.	2 Oliver Street Boston MA 02109 (857) 250-4961	\$1.00 - \$9,999.00
Colonial Management Group, LP	8529 Southpark Cir	\$10,000.00 - \$19,999.00

Item d.

	Ste 270 Orlando FL 32819-9017 (407) 351-7080 x103	
Colson Hicks Eidson P.A.	255 Alhambra Circle Penthouse Coral Gables FL 33134-7414 (305) 989-4125	\$0.00
Community Communications, Inc. d/b/a/ WMFE	11510 East Colonial Drive Orlando FL 32817 (407) 273-2300 x134	\$0.00
Consumer Healthcare Products Association (CHPA)	1625 Eye Street NW Suite 600 Washington DC 20006 (202) 429-3540	\$1.00 - \$9,999.00
Continental Heavy Civil Corp	13131 WW 132nd Street Suite 102 Miami FL 33186 (786) 250-5851	\$0.00
Cornerstone Group Partners, LLC	2100 Hollywood Blvd. Hollywood FL 33020 (786) 709-2231	\$0.00
Council of Florida Medical School Deans	1115 W Call St Tallahassee FL 32304-3556 (850) 644-1346	\$0.00
Crown Castle and its Affiliates	1220 Augusta Dr Suite 600 Houston TX 77057-6801 (713) 570-3000	\$10,000.00 - \$19,999.00
Cruise Lines International Association	1201 F Street NW Suite 250 Washington DC 20004 (202) 759-6762	\$10,000.00 - \$19,999.00
Curative, Inc.	430 South Cataract Avenue San Dimass CA 91773 (888) 702-9042	\$100,000
DACCO	4422 E Columbus Dr Tampa FL 33605 (813) 384-4200	\$1.00 - \$9,999.00
DACRA	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$0.00
DDA Development, LLC	1215 N. Franklin Street Tampa FL 33602 (813) 223-1307	\$1.00 - \$9,999.00
Dealer Services Network, LLC	3155 SW 10Th St Suite D Deerfield Bch FL 33442-5948 (708) 878-6875	\$10,000.00 - \$19,999.00
Delaware North Companies Gaming & Entertainment, Inc	250 Delaware Avenue Buffalo NY 14202 (716) 858-5289	\$10,000.00 - \$19,999.00
Destinations Florida	1400 Village Square Blvd. Suite 3-250 Tallahassee FL 32312 (850) 222-6000	\$1.00 - \$9,999.00

DISH Network LLC	1110 Vermont Ave NW Ste 750 Washington DC 20005-6322 (303) 723-2293	\$10,000.00 - \$19,999.00
DLRdmv, LLC	17060 Dallas Parkwasy Suite 105 Dallas TX 75248 (561) 309-2760	\$1.00 - \$9,999.00
DMF Employment Opportunities, Inc.	13131 SW 132nd Street Suite 101 Miami FL 33186 (305) 667-9112	\$0.00
Domain Homes, Inc.	5701 S MacDill Avenue Tampa FL 33611 (813) 309-4773	\$0.00
DraftKings, Inc.	222 Berkeley Street 5th Floor Boston MA 02116 (301) 980-2133	\$1.00 - \$9,999.00
Early Childhood Initiative Foundation, Inc, The	The Children's Movement of Florida 3250 SW 3rd Ave Miami FL 33129 (305) 646-7134	\$0.00
Edward Mansouri	3019 Shannon Lakes Drive N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$0.00
Eisai, Inc	100 Tice Blvd Woodcliff Lake NJ 07677 (201) 692-1100	\$1.00 - \$9,999.00
Electronic Transaction Consultants Corporation	1600 North Collins Blvd. Suite 4000 Richardson TX 75080 (214) 615-2002	\$0.00
Emerald Coast Striping LLC	1901 N. East Avenue Panama City FL 32405 (850) 215-4875	\$0.00
eMerge Americas, LLC	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134 (305) 340-2356	\$0.00
Environmental Conservation Solutions, LLC	PO Box 607356 Orlando FL 32860 (407) 298-5121	\$1.00 - \$9,999.00
Environmental Defense Fund	1875 Connecticut Ave NW Ste 600 Washington DC 20009 (321) 695-1223	\$10,000.00 - \$19,999.00
Envision Healthcare	7700 W. Sunrise Blvd. Plantation FL 33322 (303) 495-1245	\$10,000.00 - \$19,999.00
Epilepsy Florida	7300 N. Kendall Drive Suite 760 Miami FL 33156 (305) 670-4949	\$1.00 - \$9,999.00

Item d.

Item d.

FanDuel, Inc.	300 Park Ave S 14th Fl New York NY 10010-5349 (202) 849-9002	\$1.00 - \$9,999.00
FarmaceuticalRX LLC	1368 Lake Baldwin Lane Unit B Orlando FL 32814 (407) 256-5307	\$20,000.00 - \$29,999.00
Florida A & M University Foundation	625 E. Tennessee Street Suite 100 Tallahassee FL 32308-4933 (850) 599-3225	\$1.00 - \$9,999.00
Florida Association of Cosmetology & Technical Schools (FACTS)	2550 S Ridgewood Ave South Daytona FL 32119 (386) 405-2711	\$1.00 - \$9,999.00
Florida Association of Free and Charitable Clinics, Inc.	8095 NW 12 Street Suite 300 Doral FL 33126 (786) 520-6938	\$1.00 - \$9,999.00
Florida Atlantic University Foundation, Inc	777 Glades Rd ADM 295 Boca Raton FL 33431 (561) 297-2583	\$10,000.00 - \$19,999.00
Florida Businesses for a Competitive Workforce d/b/a Florida Competes	200 W. College Avenue Suite 210 Tallahassee FL 32301 (850) 391-5040	\$0.00
Florida Children's Services Council, Inc	1126 Lee Avenue Tallahassee FL 32303 (850) 577-3199 x102	\$1.00 - \$9,999.00
Florida Coalition for Modern Laws, Inc.	1200 South Pine Island Road Plantation FL 33324 (212) 474-1000	\$1.00 - \$9,999.00
Florida Family Fairness, Inc.	1103 Hays St Tallahassee FL 32301-2631 (813) 228-6688	\$0.00
Florida Health Club Association	14499 N Dale Mabry Ste 135 Tampa FL 33618 (352) 538-2889	\$0.00
Florida Network of Youth and Family Services, Inc	2850 Pablo Ave Tallahassee FL 32308-4211 (850) 922-4324	\$1.00 - \$9,999.00
Florida Peninsula Insurance Company	903 NW 65th St Suite 200 Boca Raton FL 33487 (561) 210-0377	\$10,000.00 - \$19,999.00
Florida Podiatric Medical Association	410 N Gadsden Tallahassee FL 32301-1242 (850) 224-4085	\$1.00 - \$9,999.00
Florida Police Benevolent Association, Inc	300 E Brevard St Tallahassee FL 32301-1226 (850) 222-3329	\$10,000.00 - \$19,999.00
Florida Polytechnic University Foundation, Inc	4700 Research Way Lakeland FL 33805-8531	\$1.00 - \$9,999.00

	(863) 874-8612	
Florida Power & Light Company	134 W Jefferson St Tallahassee FL 32301-1713 (850) 521-3928	\$10,000.00 - \$19,999.00
Florida Rural Water Association	2970 Wellington Cir Tallahassee FL 32309 (850) 668-2746	\$1.00 - \$9,999.00
Florida Society of Ophthalmology	6816 Southpoint Pky Ste 1000 Jacksonville FL 32216 (904) 998-0819	\$10,000.00 - \$19,999.00
Florida Society of Pathologists	2563 Capital Medical Blvd Tallahassee FL 32308 (904) 998-0819	\$20,000.00 - \$29,999.00
Florida Transportation Builders Association, Inc	1007 Desoto Park Dr Tallahassee FL 32301-4555 (850) 942-1405	\$10,000.00 - \$19,999.00
Foster Care Review, Inc	4500 Biscayne Blvd Ste 100 Miami FL 33137 (305) 679-2746	\$1.00 - \$9,999.00
Foundation for Seminole State College of Florida, Inc	1055 AAA Drive Heathrow FL 32746 (407) 708-2030	\$10,000.00 - \$19,999.00
Friends of Miami Dade College	1450 Brickell Avenue 18th Floor Miami FL 33131-3444 (305) 237-7563	\$10,000.00 - \$19,999.00
Friends of the Underline, Inc.	1172 South Dixie Highway PO Box 559 Coral Gables FL 33146 (305) 439-1199	\$0.00
G4S Secure Solutions (USA) Inc.	1395 University Blvd. Jupiter FL 33458 (561) 691-6434	\$1.00 - \$9,999.00
GCOM Software LLC	24 Madison Avenue Extension Albany NY 12203-5396 (518) 869-1671 x2369	\$0.00
Generational Capital Partners	777 Woodward Avenue Suite 300 Detroit MI 48226 (313) 220-6839	\$0.00
GEO Care, Inc./The Geo Group, Inc.	621 NW 53rd Street, One Park Place Suite 700 Boca Raton FL 33487 (561) 999-7308	\$10,000.00 - \$19,999.00
Getaround Inc.	1177 Harrison St San Francisco CA 94103-4508 (202) 417-3525	\$0.00
Give America Hope, Inc.	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Glam Squad	54 West 21st Street Suite 204	\$0.00

Item d.

	Suite 301 New York NY 10010 (646) 795-6470	
Global Tel*Link Corporation	3120 Fairview Park Drive Suite 300 Falls Church VA 22042 (615) 440-3080	\$1.00 - \$9,999.00
Google LLC and its Affiliates	28 Liberty Ship Way Suite 2815, c/o Politicom Law LLP Sausalito CA 94965-3321 (415) 903-2800	\$10,000.00 - \$19,999.00
Greyhound Lines, Inc	PO Box 660362 Dallas TX 75266-0362 (651) 338-0847	\$0.00
Habilitation Center for the Handicapped, Inc.	22313 Boca Rio Road Boca Raton FL 33433 (561) 483-4200	\$10,000.00 - \$19,999.00
Halifax Health	PO Box 2830 303 N Clyde Morris Blvd Daytona Beach FL 32120 (386) 322-4771	\$0.00
HCR-Manor Care	333 N Summit St Toledo OH 43604 (419) 252-5515	\$20,000.00 - \$29,999.00
Health Care District of Palm Beach County	1515 N. Flagler Drive Suite 100 West Palm Beach FL 33401-3429 (561) 804-5865	\$1.00 - \$9,999.00
Healthcare Distribution Alliance	901 North Glebe Road Suite 1000 Arlington VA 22203 (703) 885-0214	\$0.00
Hillsborough County Board of County Commissioners	601 E Kennedy Blvd PO Box 1110 Tampa FL 33602-4156 (813) 276-2640	\$0.00
HNTB Corporation	201 N. Franklin Street Suite 1200 Tampa FL 33602 (813) 402-4150	\$20,000.00 - \$29,999.00
Hope Statistics, LLC	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Housing Trust Group, LLC	3225 Aviation Avenue #602 Miami FL 33133 (305) 790-4466	\$20,000.00 - \$29,999.00
IGT and its Affiliates	10 Memorial Blvd Providence RI 02903 (401) 392-7387	\$10,000.00 - \$19,999.00
International Atlantic, LLC	One Meadowlands Plaza 3rd Floor East Rutherford NJ 07073 (305) 428-4536	\$10,000.00 - \$19,999.00
International Health, Racquet, and Sportsclub Association	263 Summer St	\$10,000.00 - \$19,999.00

Item d.

	Boston MA 02210 (617) 951-0055	
Inventure Holdings, LLC	1989 SW 19th Avenue Miami FL 33145 (305) 975-7794	\$1.00 - \$9,999.00
Investment Corporation of Palm Beach	1111 N Congress Ave West Palm Beach FL 33409 561-683-2222	\$30,000.00 - \$39,999.00
Jacksonville Greyhound Racing, Inc	PO Box 959 Orange Park FL 32067 (904) 646-0001	\$0.00
Jacksonville Port Authority	2831 Talleyrand Avenue Suite 200 Jacksonville FL 32202 (904) 357-3045	\$10,000.00 - \$19,999.00
K9s for Warriors	114 Camp K9 Road Ponte Vedra Beach FL 32082 (904) 686-7956	\$0.00
Kitson Evergreen LLC d/b/a Kitson & Partners	4500 PGA Blvd Ste 400 Palm Beach Gardens FL 33410 (561) 624-4000	\$1.00 - \$9,999.00
Kitson-Babcock, LLC	4500 PGA Blvd. Suite 400 Palm Beach Gardens FL 33418 (561) 624-4000	\$0.00
Kyra Solutions, Inc.	4454 Florida National Dr Lakeland FL 33813-1515 (863) 686-2271 x100	\$1.00 - \$9,999.00
L3Harris Technologies, Inc.	1025 W. Nasa Blvd. Melbourne FL 32919-0001 (202) 729-3709	\$20,000.00 - \$29,999.00
Lee County Sheriff's Office	14750 Six Mile Cypress Parkway Ft. Myers FL 33912 (239) 477-1000	\$10,000.00 - \$19,999.00
Liberty Dental Plan	340 Commerce Ste 100 Irvine CA 92602-1358 (949) 223-8928	\$1.00 - \$9,999.00
Lion Park West, LLC	301 West 41st Street Suite 406 Miami Beach FL 33140 (305) 803-9884	\$10,000.00 - \$19,999.00
Lions Eye Institute for Transplant and Research, Inc.	1410 North 21st Street Tampa FL 33605 (813) 289-1200	\$1.00 - \$9,999.00
Major League Baseball	245 Park Ave New York NY 10167-0002 (202) 861-1551	\$10,000.00 - \$19,999.00
Marine Towing of Tampa, LLC	908 S 20th St Tampa FL 33605 (813) 242-6500	\$1.00 - \$9,999.00
Martin County Board of County Commissioners	2401 SE Monterey Rd Stuart FL 34996 (772) 320-3095	\$1.00 - \$9,999.00

Item d.

Max Planck Florida Foundation, Inc	1 Max Planck Way Jupiter FL 33458 (561) 729-9023	\$10,000.00 - \$19,999.00
Maxim Healthcare Services, Inc	7227 Lee Deforest Dr Columbia MD 21046-3236 (410) 910-1500	\$1.00 - \$9,999.00
MCI, LC	2937 Sierra Court SW Iowa City IA 52240 (256) 783-3525	\$10,000.00 - \$19,999.00
Metropolitan Charities, Inc.	3251 3rd Avenue North St. Petersburg FL 33713 (727) 321-3854	\$1.00 - \$9,999.00
Miami Design District Associates, LLC	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$10,000.00 - \$19,999.00
Miami Lighthouse for the Blind and Visually Impaired, Inc	601 SW 8th Ave Miami FL 33130 (305) 856-4176	\$1.00 - \$9,999.00
Mosaic Fertilizer, LLC	215 South Monroe Street Suite 730 Tallahassee FL 32301-1804 (850) 205-3185	\$10,000.00 - \$19,999.00
Mount Sinai Medical Center	4300 Alton Rd Miami Beach FL 33140 (305) 302-4862	\$30,000.00 - \$39,999.00
NAIOP Tampa Bay	4205 W Bay Ave Tampa FL 33611 (813) 362-8202	\$1.00 - \$9,999.00
Nanobiosym Diagnostics, Inc.	245 First Street 18th Floor Cambridge MA 02142 (617) 669-0359	\$1.00 - \$9,999.00
National Basketball Association	645 5th Avenue New York NY 10022 (202) 849-9002	\$10,000.00 - \$19,999.00
Nationwide Retirement Solutions, Inc	PO Box 182797 Columbus OH 43218 (800) 432-0822	\$10,000.00 - \$19,999.00
Network of Florida Otolaryngologists	1601 Clint Moore Road Suite 170 Boca Raton FL 33487 (561) 939-0900	\$0.00
New York Yankees	One Steinbrenner Dr Tampa FL 33614 (813) 673-3016	\$1.00 - \$9,999.00
North Broward Hospital District (d/b/a Broward Health)	1800 NW 49Th St Ft Lauderdale FL 33309-3092 (954) 473-7274	\$10,000.00 - \$19,999.00
North Carolina Outward Bound School	2582 Riceville Road Asheville NC 28805 (828) 239-2120	\$0.00
North Springs Improvement District	9700 NW 52nd Street North Springs FL 33067	\$1.00 - \$9,999.00

Item d.

	Pompano Beach FL 33076 (954) 796-6603	
Northport Health Services of Florida, L.L.C.	931 Fairfax Park Tuscaloosa AL 35406 (205) 343-7310	\$20,000.00 - \$29,999.00
Northwest Florida Partnership for Better Communities	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 408-4583	\$0.00
Nova Southeastern University	3301 College Ave Ft Lauderdale FL 33314-7796 (954) 262-1508	\$30,000.00 - \$39,999.00
NTT Data, Inc.	1660 International Drive Suite 300 McLean VA 22102 (850) 766-6007	\$1.00 - \$9,999.00
Open Road Responders LLC	3681 West Oakland Park Blvd. Lauderdale Lakes FL 33311 (954) 684-4858	\$1.00 - \$9,999.00
Orange County Property Appraiser	200 South Orange Avenue Suite 1700 Orlando FL 32801 (407) 836-5021	\$10,000.00 - \$19,999.00
Orange County Tax Collector	200 S Orange Ave Ste 1500 Orlando FL 32801-3438 (407) 836-2705	\$0.00
Osceola Legislative Effort	1425 E Vine St Kissimmee FL 34744 (407) 847-4535	\$0.00
Palm Beach Aggregates, LLC	20125 Southern Blvd Loxahatchee FL 33470 (561) 795-6550	\$1.00 - \$9,999.00
Palm Beach County Sheriffs Office	3228 Gun Club Rd West Palm Bch FL 33406-3001 (561) 688-3027	\$0.00
Pensacola State College Foundation, Inc.	1000 College Blvd. Pensacola FL 32504 (850) 572-3279	\$10,000.00 - \$19,999.00
PGA TOUR, Inc.	1 PGA TOUR Blvd. Ponte Vedra Beach FL 32082 (202) 849-9002	\$1.00 - \$9,999.00
Phoenix Affiliates	3519 N. Ottawa Street Arlington VA 22213 (843) 343-8747	\$10,000.00 - \$19,999.00
Polk County Board of County Commissioners	330 W Church St Bartow FL 33830 863-534-6000	\$0.00
Prescient Medicine	1330 W. Fulton Market Suite 800 Chicago IL 60607 (717) 974-4444	\$1.00 - \$9,999.00
Public Health Trust	1611 NW 12th Ave W Wing 117 Miami FL 33172 (850) 766-0793	\$30,000.00 - \$39,999.00

Item d.

Item d.

Pure Storage, Inc.	650 Castro Street Mt. View CA 94041 (850) 228-0756	\$1.00 - \$9,999.00
RADISE INTERNATIONAL LC	4152 W. Blue Heron Blvd. Suite 228 Riviera Beach FL 33404 (561) 841-0103	\$0.00
RAI Services Company	401 N Main St Winston-Salem NC 27101 (336) 741-0083	\$30,000.00 - \$39,999.00
Red Metrics LLC	8375 Dominion Parkway Plano TX 75024 (964) 325-2514	\$0.00
Re-Entry Alliance Pensacola, Inc.	220 West Garden Street SunTrust Tower, Suite 302B Pensacola FL 32502 (850) 516-7890	\$0.00
Renew Financial Group LLC	1221 Broadway # 4 4th FL Oakland CA 94612-1837 (510) 350-3778	\$10,000.00 - \$19,999.00
Rubenstein Law	9130 S Dadeland Blvd. Penthouse Suite Miami FL 33156 (305) 661-6000	\$0.00
SaferWatch, LLC	2200 NW Corporate Blvd Ste 412 Suite 412 Boca Raton FL 33431-7387 (561) 400-0907	\$1.00 - \$9,999.00
Safety Net Hospital Alliance of Florida	125 S Gadsden St Suite 300 Tallahassee FL 32301-1589 (850) 201-2096	\$10,000.00 - \$19,999.00
Saint Leo University	Post Office Box 6665 University Campus - MC2187 St. Leo FL 33574-6665 (352) 588-8242	\$0.00
SAS Institute, Inc	100 Sas Campus Dr Cary NC 27513-2414 (850) 510-9371	\$1.00 - \$9,999.00
Searcy, Denney, Scarola, Barnhart and Shipley, P.A.	2139 Palm Beach Lakes Blvd. West Palm Bch FL 33409 (561) 686-6300	\$10,000.00 - \$19,999.00
Secure Democracy	611 Pennsylvania Avenue, SE #143 Washington DC 20003 (612) 220-2070	\$1.00 - \$9,999.00
Sentry Data Systems	800 Fairway Drive Suite 400 Deerfield Beach FL 33441 (800) 411-4566	\$10,000.00 - \$19,999.00
Shands Teaching Hospital and Clinics, Inc.	P.O. Box 100326 Gainesville FL 32610-0326 (850) 264-5579	\$82,000
Shopping Center Management d/b/a Turnberry Associates	19501 Biscayne Blvd	\$10,000.00 - \$19,999.00

Company Name	Address	Phone	Value
	Suite 400 Aventura FL 33180	(305) 933-5583	
Solar Sportsystems, Inc	438 Main St Buffalo NY 14202	(716) 858-5207	\$10,000.00 - \$19,999.00
SOMA Global	203 N. Marion Street Tampa FL 33602	(727) 225-6591	\$0.00
South Central Florida Express, Inc	900 S W C Owen Ave Clewiston FL 33440-4901	(863) 902-2103	\$0.00
Southeast Highway, Guardrails & Attenuators	7760 Hooper Road West Palm Beach FL 33411	(561) 792-0040	\$0.00
Southern Glazers Wine and Spirits, LLC.	1600 NW 163rd Street Miami FL 33169	(305) 627-1102	\$30,000.00 - \$39,999.00
Space Coast Town Centre I, LLC	7485 Fairway Drive Suite 430 Miami Lakes FL 33014	(305) 556-4739	\$0.00
Spring Oaks Greenhouses, Inc.	17323 Lake Street Umatilla FL 32784	(850) 727-5009	\$0.00
Star Farms Corporation	5600 Kenilworth Blvd., Sebring FL 33870	(305) 775-9293	\$0.00
Sunfest Herbs LLC	2665 S Bayshore Dr Suite 605B Miami FL 33133-5401	(305) 859-4900	\$0.00
Talk of the Town, Inc.	1260 Central FL Parkway Orlando FL 32837	(863) 602-9639	\$0.00
Tampa Bay Lightning	401 Channelside Dr Tampa FL 33602	(813) 301-6561	\$0.00
Tampa Bay Sports & Entertainment, LLC	401 Channelside Dr Tampa FL 33602	(813) 301-6561	\$0.00
Tampa General Hospital	Po Box 1289 Tampa FL 33601-1289	(813) 844-7662	\$30,000.00 - \$39,999.00
Teach Florida	450 N Park Rd Suite 710 Hollywood FL 33021-6920	(954) 406-6336	\$1.00 - \$9,999.00
Technology Foundation of the Americas	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134	(305) 407-8568	\$0.00
The Faith Group	2627 NE 203rd Street Suite #202		\$10,000.00 - \$19,999.00

Item d.

	Aventura FL 3318U (305) 682-4991	
The Mega Company	2415 Foxhall Road, N.W. Washington DC 20007 (202) 679-2112	\$10,000.00 - \$19,999.00
The Presbytery of Tropical Florida, Inc.	1919 SE 5th Street Deerfield Beach FL 33441 (305) 815-2123	\$10,000.00 - \$19,999.00
Town of Palm Beach	Po Box 2029 Palm Beach FL 33480-2029 (561) 838-5410	\$1.00 - \$9,999.00
TRC Companies, Inc.	16350 Park Ten Plaza Suite 101 Houston TX 77084 (908) 988-1688	\$1.00 - \$9,999.00
TruGreen	860 Ridge Lake Blvd Memphis TN 38120 (901) 251-4242	\$20,000.00 - \$29,999.00
Trulieve, Inc.	6749 Ben Bostic Road Quincy FL 32351 (850) 508-0261	\$10,000.00 - \$19,999.00
Ultimate Health Plans, Inc.	12900 Cortez Blvd Ste 204 Brooksville FL 34613 (352) 835-7151	\$1.00 - \$9,999.00
Union Supply Company, Inc	2301 E Pacifica Pl Rancho Dominguez CA 90220-6210 (310) 604-4642	\$10,000.00 - \$19,999.00
United States Sugar Corporation	111 Ponce De Leon Ave Clewiston FL 33440-3032 (863) 902-2461	\$40,000.00 - \$49,999.00
University of Florida Foundation, Inc.	P.O. Box 113157 University of Florida Gainesville FL 32611-3175 (352) 392-4574	\$1.00 - \$9,999.00
University of Miami	PO Box 248006 Coral Gables FL 33124 (305) 284-2684	\$1.00 - \$9,999.00
Vinik Family Office LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$0.00
VitalMD Group Holding, LLC	PO Box 43-2040 Miami FL 33243-2040 (305) 273-4641 Ext. 9-114	\$10,000.00 - \$19,999.00
Voices for Children Foundation, Inc	1500 NW 12th Ave Ste 1117 Miami FL 33136 (305) 324-5687	\$1.00 - \$9,999.00
Walgreen Company	108 Wilmot Road MS# 1844 Deerfield IL 60015 (847) 858-2291	\$10,000.00 - \$19,999.00
WeatherSTEM	3019 Shannon Lakes Dr N Suite 203	\$10,000.00 - \$19,999.00

Item d.

	Tallahassee FL 32309 (850) 297-1800 x706	
Wendover Housing Partners, LLC	1105 Kensington Park Drive Suite 200 Altamonte Springs FL 32714 (407) 333-3233	\$0.00
Wesley Financial Group LLC	9009 Carothers Pkwy Ste B3 Suite B3 Franklin TN 37067-1704 (615) 265-0844	\$10,000.00 - \$19,999.00
Windstorm Mitigation, Inc	916 N. Monroe Street Tallahassee FL 32302 (850) 576-5113	\$10,000.00 - \$19,999.00
Women's Care Florida	5002 W Lemon St Tampa FL 33609 (813) 286-0033 x2043	\$10,000.00 - \$19,999.00
Worldwide Interactive Network, Inc. d/b/a WIN Learning	1000 Waterford Place Kingston TN 37763-2673 (865) 717-9461	\$1.00 - \$9,999.00
Youth Opportunity Investments	9800 4th Street North Suite 101 St. Petersburg FL 33702 (727) 800-3511 x1002	\$10,000.00 - \$19,999.00

Prime Contractor Firms			
Prime Contractor Firm	Firm Information	Operating Principal	Principal Information
Goren, Cherof, Doody & Exrol, P.A.	3099 East Commercial Blvd. Suite 200 Ft. Lauderdale FL 33308 (954) 771-4500 x5002	City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026-6037 (954) 450-1040

Total Compensation
Total Compensation: \$1,000,000.00

Certification

I hereby certify to the veracity and completeness of the information herein; that no reportable compensation has been omitted; and that no officer or employee of this lobbying firm has made an expenditure in violation of Section 11.045, F.S.

Senior Partner Brian D. Ballard, Senior Partner

[Back to list](#)



Ballard Partners - Firm Detail

[Back to list](#)

5. Client List – Florida Lobbyist Compensation Report, Executive Branch (4.2.1.A)

This report was submitted to the Lobbyist Registration Office on 2/12/2021 2:31:38 PM Eastern Time.

Reporting Period

October 01, 2020 - December 31, 2020 Executive Branch Lobbying

Firm Information

Ballard Partners
201 East Park Avenue
5th Floor
Tallahassee, FL 32301
(850) 577-0444

Firm Lobbyist

Abrams, Michael I.
Atwater, Jeffrey
Ballard, Brian D.
Benford, Brady J.
Bracy, Carol L.
Brodeur, Christina Daly
Burlison, Bradley S.
Burlison, Robert G.
Cruz, Ana
Diaz, Jose F.
Dorworth, Chris
Forrest, Mathew
Gorrie, Jan Johnson
Hansen, Christopher K.
Johnston, John R.
Josko, Todd
Payton, Donald J.
Rodriguez, Monica L.
San Pedro, Katherine
Sayfie, Justin J.
Vail, Abigail London
Walters, Wansley
Young, Amy J.
Zauder, Stephanie Grutman

Principals and Compensation

Principal	Information	Compensation
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19 Enterprises, LLC	4431 S. Eastern Avenue Suite2 Las Vegas NV 89119 (702) 860-8671	\$10,000.00 - \$19,999.00
3M Company	3M Center Building 0225-04-N-14 St Paul MN 55144-1000 (651) 736-3449	\$1.00 - \$9,999.00
AbbVie Inc.	311 Whitworth Way Nashville TN 37206 (615) 519-1176	\$1.00 - \$9,999.00
ActivStyle, Inc.	1701 Broadway Street Northeast Minneapolis MN 55413 (612) 638-0330	\$0.00
Alfred Benesch and Company	35 W. Wacker Drive Chicago IL 60601 (312) 565-0450	\$10,000.00 - \$19,999.00
Amazon.com, Inc.	601 New Jersey Avenue Suite 900 Washington DC 20001 (202) 442-2293	\$10,000.00 - \$19,999.00
American Congress of Obstetricians and Gynecologists District XII	6816 Southpoint Pkwy Ste 1000 Jacksonville FL 32216 904-998-9738	\$0.00
American Hotel and Lodging Association	1250 Eye St NW Suite 1100 Washington DC 20005 (202) 289-3130	\$0.00
American Investment Holdings, LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$10,000.00 - \$19,999.00
American Traffic Solutions	1150 N. Alma School Road Mesa AZ 85201 (480) 443-7000	\$1.00 - \$9,999.00
Animal Defense Coalition, Inc.	2621 NE 10th Street Hallandale Beach FL 33009 (305) 607-5683	\$1.00 - \$9,999.00
Archer Western - de Moya Joint Venture	14600 SW 136th Street Miami FL 33186-6762 (305) 255-5713	\$20,000.00 - \$29,999.00
AstraZeneca Pharmaceuticals, LP	801 Pennsylvania Ave NW Ste 830 Suite 830 Washington DC 20004-2615 (302) 886-3369	\$0.00
Atlantic Sapphire USA, LLC	31 S.E. 5th Street Suite 214 Miami FL 33131 (786) 300-8991	\$10,000.00 - \$19,999.00
Audacious Inquiry	5523 Research Park Drive Suite 370 Baltimore MD 21228 (703) 625-9825	\$10,000.00 - \$19,999.00
Automated Healthcare Solutions	1401 NW 136th Avenue Suite 400	\$56,000

Item d.

	Sunrise FL 33323 (954) 416-8302	
Babcock Property Holdings, LLC	4500 Pga Blvd Suite 400 Palm Bch Gdns FL 33418-3995 (561) 624-4000	\$0.00
Barry University	11300 NE 2Nd Ave Miami Shores FL 33161-6695 (305) 899-3050	\$1.00 - \$9,999.00
Basketball Properties, LTD	American Airlines Arena 601 Biscayne Blvd Miami FL 33132 (786) 777-4306	\$1.00 - \$9,999.00
Bayer U.S. LLC	100 Bayer Boulevard Whippany NJ 07981 (862) 404-5037	\$1.00 - \$9,999.00
Bellini Better World Foundation	802 Taray de Avila Suite 300 Tampa FL 33613 (813) 251-0257	\$10,000.00 - \$19,999.00
bestbet	201 Monument Road Jacksonville FL 32225 (904) 646-0001 x4400	\$0.00
BetMGM, LLC	Harborside Plaza 3, 210 Hudson St. Suite 602 Jersey City New Jersey 07311 (202) 849-9002	\$10,000.00 - \$19,999.00
Big Bend Community Based Care	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 443-4460	\$10,000.00 - \$19,999.00
BioSpine Institute	4211 W Boy Scout Blvd. Suite 400 Tampa FL 33607 (813) 443-2108	\$1.00 - \$9,999.00
Bird Rides, Inc.	406 Broadway #369 Santa Monica CA 90401 (866) 205-2442	\$0.00
Blackstone Administrative Services Partnership L.P.	345 Park Avenue 10th Floor New York NY 10154 (646) 482-8953	\$20,000.00 - \$29,999.00
Blue Origin Florida, LLC	8910 Astronaut Blvd. Suite 206 Cape Canaveral FL 32920 (407) 453-4660	\$1.00 - \$9,999.00
BMG Money, Inc	1221 Brickell Ave Ste 1170 Miami FL 33131 (305) 851-6134	\$10,000.00 - \$19,999.00
BrandsMart USA	3200 SW 42nd Street Fort Lauderdale FL 33312 (954) 249-5050	\$10,000.00 - \$19,999.00
Broward County	115 S Andrews Ave Suite 426	\$1.00 - \$9,999.00

Item d.

	Fort Lauderdale FL 33301 (954) 357-7135	
Broward County Public Schools	600 SE 3rd Ave Ft Lauderdale FL 33301-3125 (754) 321-2608	\$1.00 - \$9,999.00
Broward County Sheriff's Office	2601 W Broward Blvd Ft Lauderdale FL 33312-1308 (954) 831-8290	\$1.00 - \$9,999.00
Calder Casino	700 Central Avenue Louisville KY 40208-1212 (502) 432-8258	\$0.00
Camillus House, Inc	336 NW Fifth St Miami FL 33128 (305) 374-1065 x308	\$0.00
Carco Group, Inc	5000 Corporate Ct #203 Holtsville NY 11742 (631) 862-9300	\$1.00 - \$9,999.00
Churchill Downs, Inc	700 Central Ave Louisville KY 40208-1212 (502) 432-8258	\$0.00
Circles of Care, Inc.	400 E. Sherian Road Melbourne FL 32901-3184 (321) 722-5200	\$1.00 - \$9,999.00
Citrus Health Network, Inc	4175 W 20th ave Hialeah FL 33012 (305) 424-3100	\$1.00 - \$9,999.00
City of Boca Raton	201 W Palmetto Park Rd Boca Raton FL 33432 (561) 393-7700	\$1.00 - \$9,999.00
City of Boynton Beach	100 E Boynton Beach Blvd PO Box 310 Boynton Beach FL 33435 (561) 742-6010	\$1.00 - \$9,999.00
City of Delray Beach	100 NW 1st Ave Delray Beach FL 33444 (561) 243-7144	\$1.00 - \$9,999.00
City of Hallandale Beach	400 S Federal Hwy Hallandale Beach FL 33009 (954) 457-1300	\$1.00 - \$9,999.00
City of Jacksonville	117 W Duval St Ste 400 Jacksonville FL 32202-3700 (904) 630-1825	\$10,000.00 - \$19,999.00
City of Marathon	11090 Overseas Hwy Marathon FL 33050 (305) 289-4130	\$1.00 - \$9,999.00
City of Palm Beach Gardens	10500 N Military Trail Palm Beach Gardens FL 33410 (561) 799-4112	\$1.00 - \$9,999.00
City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026 (954) 431-4884	\$1.00 - \$9,999.00
City of Pensacola, Florida	222 West Main Street Pensacola FL 32502	\$1.00 - \$9,999.00

Item d.

	(850) 435-1625	
City of Winter Haven	451 3rd Street NW Winter Haven FL 33881 (863) 291-5600	\$1.00 - \$9,999.00
CJS & Family, LLC	16500 Gulf Blvd. Unit 653 North Redington Beach FL 32798 (630) 664-8797	\$0.00
Clear Ballot Group, Inc.	2 Oliver Street Boston MA 02109 (857) 250-4961	\$1.00 - \$9,999.00
Colonial Management Group, LP	8529 Southpark Cir Ste 270 Orlando FL 32819-9017 (407) 351-7080 x103	\$10,000.00 - \$19,999.00
Colson Hicks Eidson P.A.	255 Alhambra Circle Penthouse Coral Gables FL 33134-7414 (305) 989-4125	\$0.00
Community Communications, Inc. d/b/a/ WMFE	11510 East Colonial Drive Orlando FL 32817 (407) 273-2300 x134	\$0.00
Consumer Healthcare Products Association (CHPA)	1625 Eye Street NW Suite 600 Washington DC 20006 (202) 429-3540	\$1.00 - \$9,999.00
Continental Heavy Civil Corp	13131 WW 132nd Street Suite 102 Miami FL 33186 (786) 250-5851	\$0.00
Cornerstone Group Partners, LLC	2100 Hollywood Blvd. Hollywood FL 33020 (786) 709-2231	\$0.00
Council of Florida Medical School Deans	1115 W Call St Tallahassee FL 32306 (850) 644-1346	\$0.00
Crown Castle and its Affiliates	1220 Augusta Dr Suite 600 Houston TX 77057-6801 (713) 570-3000	\$10,000.00 - \$19,999.00
Cruise Lines International Association	1201 F Street NW Suite 250 Washington DC 20004 (202) 759-6762	\$1.00 - \$9,999.00
Curative, Inc.	430 South Cataract Avenue San Dimas CA 91773 (888) 702-9042	\$100,000
DACCO	4422 E Columbus Dr Tampa FL 33605 (813) 384-4200	\$1.00 - \$9,999.00
DACRA	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$0.00
DDA Development LLC	1215 N Franklin Street	\$1.00 - \$9,999.00

Item d.

Deer Development, LLC	1210 N. Franklin Street Tampa FL 33602 (813) 223-1307	\$1.00 - \$9,999.00
Dealer Services Network, LLC	3155 SW 10Th St Suite D Deerfield Bch FL 33442-5948 (708) 878-6875	\$10,000.00 - \$19,999.00
Delaware North Companies Gaming & Entertainment, Inc	40 Fountain Plaza Buffalo NY 14202-2285 (716) 858-5207	\$10,000.00 - \$19,999.00
Destinations Florida	1400 Village Square Blvd. Suite 3-250 Tallahassee FL 32312 (850) 222-6000	\$1.00 - \$9,999.00
DISH Network LLC	1110 Vermont Ave NW Ste 750 Washington DC 20005-6322 (303) 723-2293	\$10,000.00 - \$19,999.00
DLRdmv, LLC	17060 Dallas Parkway Suite 105 Dallas TX 75248 (561) 309-2760	\$1.00 - \$9,999.00
DMF Employment Opportunities, Inc.	13131 SW 132nd Street Suite 101 Miami FL 33186 (305) 667-9112	\$0.00
Domain Homes, Inc.	5701 S MacDill Avenue Tampa FL 33611 (813) 309-4773	\$0.00
DraftKings, Inc.	222 Berkeley Street 5th Floor Boston MA 02116 (301) 980-2133	\$1.00 - \$9,999.00
Early Childhood Initiative Foundation, Inc, The	3250 SW 3rd Ave Miami FL 33129 (305) 646-7134	\$0.00
Edward Mansouri	3019 Shannon Lakes Drive N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$0.00
Eisai, Inc	100 Tice Blvd Woodcliff Lake NJ 07677 (201) 692-1100	\$1.00 - \$9,999.00
Electronic Transaction Consultants Corporation	1600 North Collins Blvd. Suite 4000 Richardson TX 75080 (214) 615-2002	\$0.00
Emerald Coast Striping LLC	1901 N. East Avenue Panama City FL 32405 (850) 215-4875	\$20,000.00 - \$29,999.00
eMerge Americas, LLC	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134 (305) 340-2356	\$0.00
Environmental Conservation Solutions, LLC	PO Box 607356 Orlando FL 32860	\$1.00 - \$9,999.00

Item d.

	(407) 298-5121	
Environmental Defense Fund	1875 Connecticut Ave NW Ste 600 Washington DC 20009 (321) 695-1223	\$10,000.00 - \$19,999.00
Envision Healthcare	7700 W. Sunrise Blvd. Plantation FL 33322 (303) 495-1245	\$10,000.00 - \$19,999.00
Epilepsy Florida	7300 N. Kendall Drive Suite 760 Miami FL 33156 (305) 670-4949	\$1.00 - \$9,999.00
FanDuel, Inc.	300 Park Ave S 14th Fl New York NY 10010-5349 (202) 417-3525	\$1.00 - \$9,999.00
FarmaceuticalRX LLC	1368 Lake Baldwin Lane Unit B Orlando FL 32814 (407) 256-5307	\$20,000.00 - \$29,999.00
Florida A & M University Foundation	625 E. Tennessee Street Suite 100 Tallahassee FL 32308-4933 (850) 599-3225	\$1.00 - \$9,999.00
Florida Association of Cosmetology & Technical Schools (FACTS)	2550 S Ridgewood Ave South Daytona FL 32119 (386) 405-2711	\$0.00
Florida Association of Free and Charitable Clinics, Inc.	8095 NW 12 Street Suite 300 Doral FL 33126 (786) 520-6938	\$1.00 - \$9,999.00
Florida Atlantic University Foundation, Inc	777 Glades Rd ADM 295 Boca Raton FL 33431 (561) 297-2583	\$10,000.00 - \$19,999.00
Florida Businesses for a Competitive Workforce d/b/a Florida Competes	200 W. College Avenue Suite 210 Tallahassee FL 32301 (850) 391-5040	\$0.00
Florida Children's Services Council, Inc	1126 Lee Avenue Tallahassee FL 32301 (850) 577-9199 x102	\$1.00 - \$9,999.00
Florida Coalition for Modern Laws, Inc.	1200 South Pine Island Road Plantation FL 33324 (212) 474-1000	\$1.00 - \$9,999.00
Florida Family Fairness, Inc.	1103 Hays St Tallahassee FL 32301-2631 (813) 228-6688	\$0.00
Florida Network of Youth and Family Services, Inc	2850 Pablo Ave Tallahassee FL 32308-4211 (850) 922-4324	\$1.00 - \$9,999.00
Florida Peninsula Insurance Company	903 NW 65th St Suite 200 Boca Raton FL 33487 (561) 210-0377	\$10,000.00 - \$19,999.00

Item d.

Florida Podiatric Medical Association	410 N Gadsden St Tallahassee FL 32301-1242 (850) 224-4085	\$1.00 - \$9,999.00
Florida Police Benevolent Association, Inc	300 E Brevard St Tallahassee FL 32301-1226 (850) 222-3329	\$10,000.00 - \$19,999.00
Florida Polytechnic University Foundation, Inc	4700 Research Way Lakeland FL 33805-8531 (863) 874-8612	\$1.00 - \$9,999.00
Florida Power & Light Company	134 W Jefferson St Tallahassee FL 32301-1713 (850) 521-3934	\$10,000.00 - \$19,999.00
Florida Rural Water Association	2970 Wellington Cir Tallahassee FL 32309 (850) 668-2746	\$1.00 - \$9,999.00
Florida Society of Ophthalmology	6816 Southpoint Pkwy Ste 1000 Jacksonville FL 32216 (904) 998-0819	\$10,000.00 - \$19,999.00
Florida Society of Pathologists	2563 Capital Medical Blvd Tallahassee FL 32308 (904) 998-0819	\$0.00
Florida Transportation Builders Association, Inc	1007 DeSota Park Dr Ste 200 Tallahassee FL 32301 (850) 942-1405	\$10,000.00 - \$19,999.00
Foster Care Review, Inc	155 NW 3rd Street Suite 4338 Miami FL 33128 (305) 679-2746	\$0.00
Foundation for Seminole State College of Florida, Inc.	1055 AAA Drive Heathrow FL 32746 (407) 708-2030	\$10,000.00 - \$19,999.00
Friends of Miami Dade College	1450 Brickell Avenue 18th Floor Miami FL 33131-3444 (305) 237-7563	\$10,000.00 - \$19,999.00
Friends of the Underline, Inc.	1172 South Dixie Highway PO Box 559 Coral Gables FL 33146 (305) 439-1199	\$0.00
G4S Secure Solutions (USA) Inc.	1395 University Blvd. Jupiter FL 33458 (561) 691-6434	\$1.00 - \$9,999.00
GCOM Software LLC	24 Madison Avenue Extension Albany NY 12203-5396 (518) 869-1671 x2369	\$0.00
Generational Capital Partners	777 Woodward Avenue Suite 300 Detroit MI 48226 (313) 220-6839	\$0.00
GEO Care, Inc./The Geo Group, Inc.	621 NW 53rd Street, One Park Place Suite 700 Boca Raton FL 33487 (561) 999-7308	\$10,000.00 - \$19,999.00

Item d.

Getaround Inc.	1177 Harrison St San Francisco CA 94103-4508 (202) 417-3525	\$0.00
Give America Hope, Inc.	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Giam Squad	54 West 21st Street Suite 301 New York NY 10010 (646) 795-6470	\$0.00
Global Tel*Link Corporation	3120 Fairview Park Drive Suite 300 Falls Church VA 22042 (615) 440-3080	\$1.00 - \$9,999.00
Google LLC and its Affiliates	28 Liberty Ship Way Suite 2815, c/o Politicom Law LLP Sausalito CA 94965-3321 (415) 903-2800	\$10,000.00 - \$19,999.00
Greyhound Lines, Inc	PO Box 660362 Dallas TX 75266-0362 (651) 338-0847	\$0.00
Habilitation Center for the Handicapped, Inc.	22313 Boca Rio Road Boca Raton FL 33433 (561) 483-4200	\$10,000.00 - \$19,999.00
Halifax Health	303 N Clyde Morris Blvd Daytona Beach FL 32114 (386) 425-4771	\$0.00
Hardee County Industrial Development Authority	107 East Main Street PO Box 458 Wauchula FL 33873 (863) 773-3030	\$1.00 - \$9,999.00
HCR-Manor Care	333 N Summit St Toledo OH 43604 (419) 252-5515	\$10,000.00 - \$19,999.00
Health Care District of Palm Beach County	1515 N. Flagler Drive Suite 100 West Palm Beach FL 33401-3429 (561) 804-5865	\$1.00 - \$9,999.00
Healthcare Distribution Alliance	901 North Glebe Road Suite 1000 Arlington VA 22203 (703) 885-0214	\$0.00
Hillsborough County Board of County Commissioners	601 E Kennedy Blvd PO Box 1110 Tampa FL 33602-4156 (813) 276-2640	\$0.00
HNTB Corporation	300 Primera Blvd Ste 200 Lake Mary FL 32746 (813) 402-4150	\$20,000.00 - \$29,999.00
Hope Statistics, LLC	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00

Housing Trust Group, LLC	3225 Aviation Avenue #602 Miami FL 33133 (305) 790-4466	\$20,000.00 - \$29,999.00
IGT and its Affiliates	10 Memorial Blvd Providence RI 02903 (401) 392-7387	\$10,000.00 - \$19,999.00
International Atlantic, LLC	One Meadowlands Plaza 3rd Floor East Rutherford NJ 07073 (305) 428-4536	\$10,000.00 - \$19,999.00
International Health, Racquet & Sportsclub Assn	263 Summer St Boston MA 02210 (617) 951-0055	\$0.00
Inventure Holdings, LLC	1989 SW 19th Avenue Miami FL 33145 (305) 975-7794	\$1.00 - \$9,999.00
Investment Corporation of Palm Beach	1111 N Congress Ave West Palm Beach FL 33409 (561) 683-2222 x142	\$30,000.00 - \$39,999.00
Jacksonville Greyhound Racing, Inc	PO Box 959 Orange Park FL 32067 (904) 646-0001	\$0.00
Jacksonville Port Authority	2831 Talleyrand Avenue Suite 200 Jacksonville FL 32202 904-357-3045	\$1.00 - \$9,999.00
K9s for Warriors	114 Camp K9 Road Ponte Vedra Beach FL 32082 (904) 686-7956	\$0.00
Kitson Evergreen LLC d/b/a Kitson & Partners	4500 PGA Blvd Ste 400 Palm Beach Gardens FL 33410 (561) 624-4000	\$1.00 - \$9,999.00
Kitson-Babcock, LLC	4500 PGA Blvd. Suite 400 Palm Beach Gardens FL 33418 (561) 624-4000	\$0.00
KPMG LLP	345 Park Ave New York NY 10154-0004 (212) 872-6448	\$10,000.00 - \$19,999.00
Kyra Solutions, Inc.	4454 Florida National Dr Lakeland FL 33813-1515 (863) 686-2271 x100	\$1.00 - \$9,999.00
L3Harris Technologies, Inc.	1025 W. Nasa Blvd. Melbourne FL 32919-0001 (202) 729-3709	\$10,000.00 - \$19,999.00
Lee County Sheriff's Office	14750 Six Mile Cypress Parkway Ft. Myers FL 33912 (239) 477-1000	\$10,000.00 - \$19,999.00
Liberty Dental Plan	340 Commerce Ste 200 Irvine CA 92602 (949) 223-8928	\$1.00 - \$9,999.00
Linn Park West LLC	301 West 41st Street	\$10,000.00 - \$19,999.00

Item d.

Eastman Tech, LLC	301 West 7th Street Suite 406 Miami Beach FL 33140 (305) 803-9884	\$10,000.00 - \$19,999.00
Lions Eye Institute for Transplant and Research, Inc.	1410 North 21st Street Tampa FL 33605 (813) 289-1200	\$1.00 - \$9,999.00
Major League Baseball	245 Park Ave New York NY 10167-0002 (202) 861-1551	\$10,000.00 - \$19,999.00
Marine Towing of Tampa, LLC	908 S 20th St Tampa FL 33605 (813) 242-6500	\$1.00 - \$9,999.00
Martin County Board of County Commissioners	2401 SE Monterey Rd Stuart FL 34996-3322 (772) 320-3095	\$1.00 - \$9,999.00
Max Planck Florida Foundation, Inc	1 Max Planck Way Jupiter FL 33458 (561) 729-9023	\$1.00 - \$9,999.00
Maxim Healthcare Services, Inc	7227 Lee Deforest Dr Columbia MD 21046 (410) 910-1500	\$1.00 - \$9,999.00
MCI, LC	2937 Sierra Court SW Iowa City IA 52240 (256) 783-3525	\$10,000.00 - \$19,999.00
Mental Health Care, Inc. d/b/a Gracepoint Wellness	5707 N 22Nd St Tampa FL 33610-4350 (813) 239-8023	\$1.00 - \$9,999.00
Metropolitan Charities, Inc.	3251 3rd Avenue North St. Petersburg FL 33713 (727) 321-3854	\$1.00 - \$9,999.00
Miami Design District Associates, LLC	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$1.00 - \$9,999.00
Miami Lighthouse for the Blind and Visually Impaired, Inc	601 SW 8th Ave Miami FL 33130 (305) 856-4176	\$1.00 - \$9,999.00
Mosaic Fertilizer, LLC	215 South Monroe Street Suite 730 Tallahassee FL 32301-1804 (850) 205-3185	\$10,000.00 - \$19,999.00
Mount Sinai Medical Center	4300 Alton Rd Miami Beach FL 33140 (305) 302-4862	\$10,000.00 - \$19,999.00
NAIOP Tampa Bay	4205 W Bay Ave Tampa FL 33611 (813) 362-8202	\$1.00 - \$9,999.00
Nanobiosym Diagnostics, Inc.	245 First Street 18th Floor Cambridge MA 02142 (617) 669-0359	\$1.00 - \$9,999.00
National Basketball Association	645 5th Avenue New York NY 10022 (202) 417-3525	\$10,000.00 - \$19,999.00

Item d.

Nationwide Retirement Solutions, Inc	PO Box 182797 Columbus OH 43218 (800) 432-0822	\$10,000.00 - \$19,999.00
Network of Florida Otolaryngologists	1601 Clint Moore Road Suite 170 Boca Raton FL 33487 (561) 939-0900	\$0.00
New York Yankees	1 Steinbrenner Dr Tampa FL 33614 (813) 673-3016	\$1.00 - \$9,999.00
North Broward Hospital District (d/b/a Broward Health)	1800 NW 49Th St Ft Lauderdale FL 33309-3092 (954) 473-7024	\$10,000.00 - \$19,999.00
North Carolina Outward Bound School	2582 Riceville Road Asheville NC 28805 (828) 239-2120	\$0.00
North Springs Improvement District	9700 NW 52nd Street Pompano Beach FL 33076 (954) 796-6603	\$1.00 - \$9,999.00
Northport Health Services of Florida, L.L.C.	931 Fairfax Park Tuscaloosa AL 35406 (205) 343-7310	\$20,000.00 - \$29,999.00
Northwest Florida Partnership for Better Communities	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 408-4583	\$0.00
Nova Southeastern University	3301 College Ave Fort Lauderdale FL 33314-7796 (954) 262-1508	\$10,000.00 - \$19,999.00
NTT Data, Inc.	1660 International Drive Suite 300 McLean VA 22102 (850) 766-6007	\$1.00 - \$9,999.00
Open Road Responders LLC	3681 West Oakland Park Blvd. Lauderdale Lakes FL 33311 (954) 684-4858	\$1.00 - \$9,999.00
Orange County Property Appraiser	200 South Orange Avenue Suite 1700 Orlando FL 32801 (407) 836-5021	\$10,000.00 - \$19,999.00
Orange County Tax Collector	200 S Orange Ave Ste 1500 Orlando FL 32801-3438 (407) 863-2705	\$0.00
Osceola Legislative Effort	1425 E Vine St Kissimmee FL 34744 (407) 847-3174	\$0.00
Palm Beach Aggregates, LLC	20125 Southern Blvd Loxahatchee FL 33470 (561) 795-6550	\$1.00 - \$9,999.00
Palm Beach County Sheriff's Office	3228 Gun Club Rd West Palm Bch FL 33406-3001 (561) 688-3027	\$0.00
Pensacola State College Foundation, Inc.	1000 College Blvd. Pensacola FL 32504	\$10,000.00 - \$19,999.00

Item d.

	(850) 572-3279	
PGA TOUR, Inc.	1 PGA TOUR Blvd. Ponte Vedra Beach FL 32082 (202) 849-9002	\$1.00 - \$9,999.00
Phoenix Affiliates	3519 N. Ottawa Street Arlington VA 22213 (843) 343-8747	\$10,000.00 - \$19,999.00
Polk County Board of County Commissioners	330 W Church St Bartow FL 33830 (863) 534-6000	\$0.00
Prescient Medicine	1330 W. Fulton Market Suite 800 Chicago IL 60607 (717) 974-4444	\$1.00 - \$9,999.00
Public Health Trust	1611 NW 12th Ave W Wing 117 Miami FL 33172 (850) 766-0793	\$10,000.00 - \$19,999.00
Pure Storage, Inc.	650 Castro Street Mt. View CA 94041 (850) 228-0756	\$1.00 - \$9,999.00
RADISE INTERNATIONAL LC	4152 W. Blue Heron Blvd. Suite 228 Riviera Beach FL 33404 (561) 841-0103	\$0.00
RAI Services Company	401 N Main St Winston-Salem NC 27101 (336) 741-0083	\$30,000.00 - \$39,999.00
Red Metrics LLC	8375 Dominion Parkway Plano TX 75024 (964) 325-2514	\$0.00
Re-Entry Alliance Pensacola, Inc.	220 West Garden Street SunTrust Tower, Suite 302B Pensacola FL 32502 (850) 516-7890	\$0.00
Renew Financial Group LLC	1221 Broadway # 4 4th FL Oakland CA 94612-1837 (510) 350-3778	\$10,000.00 - \$19,999.00
Rubenstein Law	9130 S Dadeland Blvd. Penthouse Suite Miami FL 33156 (305) 661-6000	\$0.00
Sacyr Construccion S.A. Inc.	3191 Coral Way Suite 510 Miami FL 33145 (786) 857-6450	\$20,000.00 - \$29,999.00
Sacyr Construction USA LLC	3191 Coral Way Suite 510 Miami FL 33145 (786) 857-6450	\$0.00
SaferWatch, LLC	2200 NW Corporate Blvd Ste 412 Suite 412 Boca Raton FL 33431-7387 (561) 400-0907	\$1.00 - \$9,999.00

Item d.

Safety Net Hospital Alliance of Florida	101 N Gadsden St Tallahassee FL 32301 850-201-2096	\$10,000.00 - \$19,999.00
Saint Leo University	Post Office Box 6665 University Campus - MC2187 St. Leo FL 33574-6665 (352) 588-8242	\$0.00
SAS Institute, Inc	100 Sas Campus Dr Cary NC 27513-2414 (850) 510-9371	\$1.00 - \$9,999.00
Searcy, Denney, Scarola, Barnhart and Shipley, P.A.	2139 Palm Beach Lakes Blvd. West Palm Bch FL 33409 (561) 686-6300	\$10,000.00 - \$19,999.00
Secure Democracy	611 Pennsylvania Avenue, SE #143 Washington DC 20003 (612) 220-2070	\$1.00 - \$9,999.00
Sentry Data Systems	800 Fairway Drive Suite 400 Deerfield Beach FL 33441 (800) 411-4566	\$10,000.00 - \$19,999.00
Shands Teaching Hospital and Clinics, Inc.	P.O. Box 100326 Gainesville FL 32610-0326 (850) 264-5579	\$0.00
Shopping Center Management d/b/a Turnberry Associates	19501 Biscayne Blvd. Suite 400 Aventura FL 33180 (305) 933-5583	\$10,000.00 - \$19,999.00
Solar Sportsystems, Inc	438 Main St Buffalo NY 14202 (716) 858-5207	\$10,000.00 - \$19,999.00
SOMA Global	203 N. Marion Street Tampa FL 33602 (727) 225-6591	\$0.00
South Central Florida Express, Inc.	900 S W C Owen Ave Clewiston FL 33440 (863) 902-2103	\$0.00
Southeast Highway, Guardrails & Attenuators	7760 Hooper Road West Palm Beach FL 33411 (561) 792-0040	\$0.00
Southern Glazers Wine and Spirits, LLC.	1600 NW 163rd Street Miami FL 33169 (305) 627-1102	\$0.00
Space Coast Town Centre I, LLC	7485 Fairway Drive Suite 430 Miami Lakes FL 33014 (305) 556-4739	\$0.00
Spring Oaks Greenhouses, Inc.	17323 Lake Street Umatilla FL 32784 (850) 727-5009	\$0.00
Star Farms Corporation	5600 Kenilworth Blvd., Sebring FL 33870 (305) 775-9293	\$0.00
Sunfest Herbs LLC	2665 S Bayshore Dr Sarasota FL 34236 (941) 552-1111	\$0.00

Item d.

	Suite 605B Miami FL 33133-5401 (305) 859-4900	
Swire Properties, Inc.	Three Brickell City Centre 98 SW 7 Street, Ste. 500 Miami FL 33131 (305) 371-9223	\$20,000.00 - \$29,999.00
Talk of the Town, Inc.	1260 Central FL Parkway Orlando FL 32837 (863) 602-9639	\$0.00
Tampa Bay Lightning	401 Channelside Dr Tampa FL 33602 (813) 301-6561	\$0.00
Tampa Bay Sports & Entertainment, LLC	401 Channelside Dr Tampa FL 33602 (813) 301-6561	\$0.00
Tampa General Hospital	PO Box 1289 Tampa FL 33601 (813) 844-7662	\$10,000.00 - \$19,999.00
Teach Florida	450 N Park Rd Suite 710 Hollywood FL 33021-6920 (954) 406-6336	\$1.00 - \$9,999.00
Technology Foundation of the Americas	501 Brickell Key Dr Ste 200 Courvoisier Centre 1 Miami FL 33131 (305) 340-2356	\$0.00
The Faith Group	2627 NE 203rd Street Suite #202 Aventura FL 33180 (305) 682-4991	\$10,000.00 - \$19,999.00
The Mega Company	2415 Foxhall Road, N.W. Washington DC 20007 (202) 679-2112	\$10,000.00 - \$19,999.00
The Presbytery of Tropical Florida, Inc.	1919 SE 5th Street Deerfield Beach FL 33441 (305) 815-2123	\$10,000.00 - \$19,999.00
Town of Palm Beach	PO Box 2029 Palm Beach FL 33480 (561) 838-5410	\$1.00 - \$9,999.00
TRC Companies, Inc.	16350 Park Ten Plaza Suite 101 Houston TX 77084 (908) 988-1688	\$1.00 - \$9,999.00
TruGreen	860 Ridge Lake Blvd Memphis TN 38120 (901) 251-4242	\$20,000.00 - \$29,999.00
Trulieve, Inc.	6749 Ben Bostic Road Quincy FL 32351 (850) 508-0261	\$10,000.00 - \$19,999.00
Ultimate Health Plans, Inc.	12900 Cortez Blvd Ste 204 Brooksville FL 34613 (352) 835-7151	\$1.00 - \$9,999.00
Union Supply Company, Inc	2301 E Pacifica Pl	\$10,000.00 - \$19,999.00

Item d.

Rancho Dominguez CA 90220-6210
(310) 604-4642

Item d.

United States Sugar Corporation	111 Ponce De Leon Ave Clewiston FL 33440 (863) 902-2461	\$40,000.00 - \$49,999.00
University of Florida Foundation, Inc.	P.O. Box 113157 University of Florida Gainesville FL 32611-3175 (352) 273-4103	\$1.00 - \$9,999.00
University of Miami	6200 San Amaro Dr Suite 330 Coral Gables FL 33146-2401 (305) 284-2684	\$1.00 - \$9,999.00
Vinik Family Office LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$0.00
Voices for Children Foundation, Inc	1500 NW 12th Ave Ste 1117 Miami FL 33136 (305) 324-5687	\$0.00
Walgreen Company	108 Wilmot Road MS# 1844 Deerfield IL 60015 (847) 858-2291	\$10,000.00 - \$19,999.00
WeatherSTEM	3019 Shannon Lakes Dr N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$10,000.00 - \$19,999.00
Wendover Housing Partners, LLC	1105 Kensington Park Drive Suite 200 Altamonte Springs FL 32714 (407) 333-3233	\$0.00
Wesley Financial Group LLC	9009 Carothers Pkwy Ste B3 Suite B3 Franklin TN 37067-1704 (615) 265-0844	\$10,000.00 - \$19,999.00
Windstorm Mitigation, Inc	916 N. Monroe Street Tallahassee FL 32302 (850) 576-5113	\$10,000.00 - \$19,999.00
Worldwide Interactive Network, Inc. d/b/a WIN Learning	1000 Waterford Place Kingston TN 37763-2673 (865) 717-9461	\$1.00 - \$9,999.00
Youth Opportunity Investments	9800 4th Street North Suite 101 St. Petersburg FL 33702 (727) 800-3511 x1002	\$10,000.00 - \$19,999.00

Prime Contractor Firms

Prime Contractor Firm	Firm Information	Operating Principal	Principal Information
Goren, Cherof, Doody & Exrol, P.A.	3099 East Commercial Blvd. Suite 600	City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026

412

Suite 200
Ft. Lauderdale FL 33308
(954) 771-4500 x5002

PENROCK PINES FL 33026
(954) 431-4884

Item d.

Total Compensation

Total Compensation: \$1,000,000.00

Certification

I hereby certify to the veracity and completeness of the information herein; that no reportable compensation has been omitted; and that no officer or employee of this lobbying firm has made an expenditure in violation of Section 112.3215, F.S.

Senior Partner Brian D. Ballard, Senior Partner

[Back to list](#)

Contact Us

Lobbyist Registration Office
111 West Madison Street Room G68
Tallahassee, Florida 32399
Phone: (850) 922-4990
FAX: (850) 921-5345
help@floridalobbyist.gov

Related Websites

- myfloridahouse.gov
- flsenate.gov
- [Commission on Ethics](#)
- [Online Sunshine](#)
- [NAICS Codes](#)
- [Public Service Commission Nominating Council \(PSCNC\)](#)

Help / FAQ

- [FAQs for Lobbyists before The Florida Legislature](#)
- [FAQs for Lobbyists before Executive Branch Agencies](#)
- [Application User Guide](#)

[SSL Certificates](#)

I. PROPOSAL LETTER

Proposer's authorized representative(s) shall complete and sign the Proposal Letter on page 3 of this RFQ and return it with the proposal.

FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.


We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications ("RFQ") for the City of Belle Isle ("City") for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Council of Belle Isle, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City's specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City.

PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal ("Proposer") for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

Authorized Signature of Proposer	
Print or Type Proposer's Name	Christopher T. Dawson
Print or Type Name of Company	GrayRobinson, P.A.
Date	February 24, 2021

City of Belle Isle
Bob Francis, City Manager
1600 Nela Avenue
Belle Isle, FL 32809

February 24, 2021

Dear Mr. Francis,

On behalf of GrayRobinson, P.A. (the "Firm"), we are pleased to offer this proposal to provide lobbying and intergovernmental consulting services for the City of Belle Isle (the "City"). We present the enclosed qualifications, which outline in detail the firm's professional experience, accomplishments, and capabilities that make us uniquely qualified and prepared to provide these services.

Throughout the last several decades, GrayRobinson has served as counsel to the State of Florida, the House of Representatives, governors, legislators, cities, and counties. Due to our excellent relationships with elected and appointed officials at the local, state, and federal levels, we have successfully represented public sector clients before governmental entities on everything from legislative appropriations to procurement and land use matters.

Our state lobbying experience advocating for (and sometimes against) substantive legislation, pursuing worthy regulatory reforms, advocating within and successfully working the amendatory and appropriations processes, and our general understanding of legislative and executive lobbying makes GrayRobinson ideally suited to serve the City in this capacity. Our team of professionals provides a combination of specialized experience with local, state, and federal government issues, exclusive access to leaders in the legislative and executive branch, and deep-rooted connections throughout Florida.

At GrayRobinson, our professional and political acumen extends beyond Florida's capital. With 14 offices located across the State of Florida, we provide our clients with a local connection no matter where you are in the state. In our Washington, D.C. office, GrayRobinson's federal lobbying team includes experienced insiders who have served as senior staff to Members of the United States Congress. We put the relationships we have developed and the proficiencies we have gained throughout more than 50 years of federal representation to work on behalf of our clients' federal legislative agendas. We have established direct relationships with key federal agency officials in positions to guide funding levels, program decisions, advisory board appointments, and award processes.

Our team's strategic mindset to help navigate our clients to victory is evident by the recognition of GrayRobinson as the 2019 "Legal-Lobbying Firm of the Year" by *INFLUENCE Magazine*. Two of our federal lobbyists were named "Top Lobbyists of 2020" by *The Hill*; those who "stand out for delivering results for their clients in the halls of Congress and in the administration," and *Florida Politics* named GrayRobinson one of Florida's top-earning lobbying firms.

As the owner of a home on the beautiful shores of Lake Conway, the current and future prosperity of the City is extremely important to me. I am even more motivated to achieve success on behalf of the City, and I am confident the GrayRobinson team is ideally suited to collaborate with you to execute the scope of services as laid out in the City of Belle Isle RFQ.

I hope you will recognize the exclusive and beneficial assets of GrayRobinson's professionals and favorably consider this proposal. We look forward to hearing from you.

Regards,



Chris Dawson, Shareholder and Government Consultant
GrayRobinson, P.A.

ii. SCOPE OF WORK

Proposer shall respond comprehensively and clearly to the requirements of Section 3 and 4 and shall include all documents, information, exceptions, clarifications, etc., as requested therein. Number the responses so they are keyed to the paragraph of the RFQ that the response addresses. If the Proposer cross-references supplemental materials as enclosures or appendices or annexes to the proposal, be sure that this information is numbered in the supplemental materials showing exactly what paragraph in the RFQ the supplemental material is addressing.

Section 3. Scope of Work

3.1 Scope of Work

- GrayRobinson will, in accordance with the highest legal, ethical, and professional standards, provide at the direction of the City Manager, lobbying services to the City of Belle Isle. GrayRobinson will assist the City in preparing its annual legislative priorities and plan; advise, counsel, and represent the City in legislative matters; further the City's legislative priorities and may be called upon to pursue funding for municipal projects at the county, state and federal levels of government.
- GrayRobinson will be contracted with on an as needed/as required basis based on this Statement of Work and shall bill and be paid an all-inclusive flat rate by initiative or on an hourly rate in accordance with an agreed upon Pricing Sheet.
- Professional services to be provided by GrayRobinson will include, but not be limited to analysis, advice, advocacy, facilitation, and monitoring as outlined in the following statement of work:

3.1.1 Analysis, Advice and Advocacy

Identify, review, and analyze any and all relevant state legislative bills, resolutions, ballot issues, ballot questions, journals, votes, fiscal notes, and all relevant discourse pertaining to the Legislative Sessions of the Legislature of the State of Florida in a timely manner to assist the City in determining its policy positions. This work effort includes detecting introduction of pertinent legislation and regulations that may affect the City of Belle Isle.

GrayRobinson will work collaboratively at the local government level, the legislative and executive branches, and with the Cabinet in Tallahassee year-round. By leveraging our statewide presence and our decades of experience, GrayRobinson will maintain an ongoing, thorough knowledge of what is happening in the legislative and executive branches of state government at all times.

We will work with City leadership to ensure we understand the immediate and long-term goals vital to advancing the City's strategic plan. The team will schedule a legislative workshop to develop a legislative agenda for the upcoming session. For the City, and for us, the agenda should provide a clear articulation of goals and expectations that will serve as a roadmap in our representation when combined with the City's scope of services. The moment we set these agendas and strategies are set, our team will begin advocating on behalf of the City and developing special or general legislation to support this strategic plan and legislative program.

Regularly communicate with key legislative committee chairs, members, and staff to inform them of Belle Isle's interests and learn about potential legislative developments before they occur.

Throughout this engagement, GrayRobinson will provide direct advocacy efforts in Tallahassee, with a constant presence in the Capitol and Florida's legislative districts. During the months leading up to the legislative session, GrayRobinson team members will engage in regular meetings and work together with the House and Senate leadership to keep issues of importance to the City at the forefront of the upcoming legislative session. This ongoing effort will include regular meetings with the House Speaker and Senate President leadership teams and key House and Senate Committee chairs. Concurrently, the team will work with Florida's Governor and key staff to ensure their understanding and support of the City's legislative agenda and educate the members of the Legislature and key agencies on the City's priorities.

We will secure sponsors as needed and additional support from the appropriate committees to advance the interests identified in the City's legislative agenda. We will amend or oppose identified legislation as required by the City. We will work to achieve early support for any policy or appropriation issues as the Legislature develops them.

Track progress of pertinent legislation that has been introduced. The primary state subject areas include: (1) State financial and budget issues that have a potential impact on City of Belle Isle government operations and finances, (2) planning, zoning and land use issues, (3) State-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.

GrayRobinson will obtain and monitor all bills, resolutions, files, journals, histories, etc., that may impact the legislative or regulatory interests of the City. We will continuously monitor all legislative bill filings, appropriations requests, and amendment filings throughout our representation. We subscribe to LobbyTools and use this as our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We also monitor agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies. We will utilize these relationships to assist in monitoring all activity relevant to the identified subject areas including, (1) state financial and budget issues that have a potential impact on City of Belle Isle government operations and finances, (2) planning, zoning, and land use issues, (3) state-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.

Communicate on a regular basis with the City concerning the status, prospects, movement, opposition, support, etc., of pertinent legislation or proposed regulations. Upon request of the City Manager, coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor and Council, or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City. The successful Lobbyist will be available for such consultation on a regular basis as requested, and in accordance with the ebb and flow of legislative work over the course of the Legislative Sessions.

To help ensure a successful relationship, we propose an approach that includes frequent and ongoing communication with City leadership, including attending all applicable meetings pertaining to the City's legislative agenda.

GrayRobinson is prepared to notify the City immediately of any bills or amendments that are determined to impact the legislative and regulatory interests of the City. We will also modify the LobbyTools system to generate customized reports specific to the City to provide the most targeted, up-to-date information available.

We will provide regular written briefing reports during committee weeks and legislative sessions to the City Manager or designee. We will communicate the status of these reports regularly so the City will know when to expect delivery and will tailor these reports specifically to the City's needs and requests. The team will also provide the City with a Legislative Session Summary Report at the end of session, summarizing legislative activity and the effect that approved legislation will have on the City. The City also will be invited to attend pre- and post- "Session Wrap-Up" events we host across the state.

GrayRobinson will be available to coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor, Council, or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City on a regular basis as requested. Our goal is to provide exemplary legislative and client service. Team lead Chris Dawson will be on call and available for consultation, advice, and other services as requested by leadership and staff.

Provide advice and recommendations and assist with the development of support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze and respond to legislative matters.

GrayRobinson will develop support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries, and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze, and respond to legislative matters.

Our team has the knowledge and long-term experience essential to prepare and introduce legislation, both general bills and amendments, in favor of the City's activities and services through the House, Senate, and Governor's office. Our lobbyists and attorneys draft all manner of legislation ranging from major pieces of legislation to small but important amendments and everything in-between. We approach this task as early as possible to ensure we have time to achieve the desired results. Our team also has tremendous experience preparing, submitting, and securing timely approval of legislative budget requests, grant applications, and reviewing documents related to these funding request applications.

In addition to the various written summary mechanisms described above, GrayRobinson also publishes a weekly newsletter during committee weeks and legislative sessions for all clients, discussing the general political environment and process as a context for passing legislation. This communication product is suitable for forwarding as you see fit, and we are happy to tailor any other specific communication pieces and reports for the City based on identified strategic needs.

Represent and advocate, as designated, the City's position on legislative matters to elected members of the Florida Legislature, state organizations (FDOT, FWC, FDEP, etc.), policymakers, legislative support staff, other lobbyists, the Governor and staff, other municipal leaders, Florida League of Cities (FLC), community groups or any other designated entity engaging in efforts that may impact the operations or success of the City of Belle Isle.

We commit to identifying and coordinating relevant appointments and meetings with key state agencies, officers of the state government, and the Florida Legislature members related to specific funding sources. We will propose and implement lobbying and advocacy strategies for gaining their support for City projects. In addition to the capabilities of a team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads and strong relationships with the Cabinet.

The City’s first priority is for the Lobbyist to assist the City with issues regarding Lake Conway with the FWC.

The City has one of Orange County’s greatest assets in Lake Conway. The water body is a haven for boaters, skiers, and all water enthusiasts. However, as the City knows all too well, this treasure can also come with nuisances like dangerous boaters and litter/debris on its sandbar and shores. Further, there are also concerns with appropriate business interests in and around the lake.

The start and stop with most of these issues lie with the Florida Wildlife Commission (FWC). Members of the GrayRobinson team enjoy a strong relationship with the FWC, including as co-defendant with them on a matter regarding the Land Acquisition Trust Fund. Our firm represents the Florida House and Senate on this matter.

We have also successfully lobbied the FWC on matters such as Florida’s bear hunt laws, anchoring issues for the City of Hollywood, and fishing issues in the City of Key West. As one would expect, the FWC covers the gamut on issues, given the number of water bodies in Florida, and our team have important and lasting relationships with the commissioners, executive director, and general counsel to put the City of Belle Isle in a strong position.

Identify and assist the City in pursuing state and federal programs offering discretionary grant funds.

GrayRobinson is well versed in preparing state and federal grant requests and all necessary forms. As part of our daily engagement and with our key contacts in the administration, we monitor and track state and federal funding opportunities for our governmental clients. We will assist the City in researching grant funding opportunities and work with your team to assess whether or not the City is eligible to apply for the grant. Our assessment will help the City determine the viability of any proposal you consider submitting. We are well equipped to identify agencies or other local governments competing for specific grants or appropriations and will assist in aligning support for City projects. Our relationships are far-reaching, enabling us to work well with other lobbyists whose clients share a common goal.

Our team has experience securing timely approval of grant applications and reviewing documents related to these funding request applications. Below are examples of our assistance in the successful application and receipt of funds for our clients:

Year	Entity	Grant Amount	Description
State			
2019	Florida Library Association and Miami-Dade County	\$1,000,000	Worked to secure \$1 million in nonrecurring funds for the Library Construction Grants program in the Department of State.
2019	Florida Library Association	\$4,500,000	Worked to secure a \$4.5 million increase in State Aid to Public Libraries grant program through the Florida Department of State.
2019	Gulf County	\$25,000,000	Worked to secure a \$25 million appropriation to establish the Hurricane Michael Recovery Grants program to assist local governments with infrastructure repairs following the devastating 2018 storm. The grants will be administered through a competitive program administered by DEO and approved by the Legislative Budget Commission.

2018	City of Port St. Lucie	\$600,000	The firm worked to secure Outdoor Legacy Grants (federal funds) by working with Florida Department of Environmental Protection to find alternative sources of funds due to the state's inability to apply for federal grants.
2017/2018	Broward College	\$3,187,500	The firm worked to secure a \$3.18 million Florida Job Growth Workforce Training Grant from the Florida Department of Economic Opportunity.
2017/2018	Canaveral Port Authority	\$50,000,000	The firm successfully worked to have a grant application valued at over \$50 million included in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation, for consideration of an Infrastructure for Rebuilding America ("INFRA") grant.
2017/2018	Canaveral Port Authority	\$8,245,000	The firm worked to secure an \$8.2 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2017/2018	City of Port St. Lucie	\$3,003,247	The firm worked to secure a \$3 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2017/2018	Volusia County	\$1,961,564	The firm worked to secure a \$2 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.

Federal

- We have worked with USDOT leadership to ensure our client's success; therefore, we understand how important it is to collaborate with Congress and the agencies when pursuing grant funding for viable projects. For example, we have helped clients win Transportation Investment Generating Economic Recovery (TIGER) grants, a competitive and merit-based process to pick projects intended to improve the condition of existing facilities and systems, contribute to economic competitiveness, improve energy efficiency, and enhance public safety.
- Supporting, coordinating, and monitoring any application(s) submitted by St. Lucie County to access resources available under the Port Security Grant Program.
- Our lobbying efforts helped secure Kissimmee Gateway a \$2.6 million USDOT grant to replace their airport lighting vault.
- Successfully worked with Canaveral Port Authority to have a grant application valued at over \$50 million included in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation to consider for an Infrastructure for Rebuilding America ("INFRA") grant.
- Secured \$600,000 in federal Outdoor Legacy Grants for the City of Port St. Lucie by working with the Florida Department of Environmental Protection to find alternative sources of funds due to the inability of the state to apply for federal grants.

3.1.2 Facilitation

As needed, the successful Lobbyist, on behalf of the City, shall arrange meetings and meet with Florida state executive officials, legislative officials, and other parties to convey, advocate for, and engage in lobbying for the interests of the City.

We will provide important advocacy in advising and informing members of the Legislature and their staff of City priorities and objectives. We will focus on the House and Senate leadership, beginning with the Speaker and the President. We will spend considerable time and effort educating each chamber's respective chairs and their staff to ensure they know and fully understand the importance of the City's priorities. Lastly, we will educate the chairs and members of the subcommittees with jurisdiction over specific budget requests.

These steps are essential to achieving success, and GrayRobinson has critical relationships in both the executive and legislative branches of Florida's state government that will benefit the City and its priorities. If it is the City's direction, we will work collaboratively with stakeholder groups to jointly advocate for various objectives. In addition, we will be proactive in identifying funding opportunities throughout session.

When appropriate to advance the City's interests, the Lobbyist shall coordinate the attendance of elected officers, appointed officers, or employees of the City at the meetings at the County and/or State level. Organize and schedule visits and testimony by the City Manager and staff, the Mayor and Council, or City Attorney when in the best interest of Belle Isle.

We commit to identifying and arranging meetings between members of the executive branch, legislators, and legislative staff with the Mayor, City Commissioners, and the City Manager to promote the funding of City projects or discuss legislative issues affecting the City. In addition to the capabilities of a team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads in the DeSantis administration and have strong relationships with members of the Cabinet.

We will notify you and prepare you for when City representatives may be required to be in Tallahassee to address issues of interest. On an as-needed basis and consistent with the City's legislative strategy, GrayRobinson will secure opportunities for City leadership to testify at appropriate committee hearings and briefings before legislative and executive branch leadership on the impacts of its priorities. The timing for these meetings would begin with interim legislative committee meetings and continue through the legislative session.

GrayRobinson will prepare testimony and provide personal counsel to any City representatives who testify before a committee at any point during committee weeks and the legislative session. We will draft key talking points consistent with the City's strategy, discuss the committee's composition, tendencies, and legislative members, and be prepared to personally testify at a hearing as necessary and advisable to advance the City's position.

We will also work with the City to identify opportunities for its leadership to meet with state officials and legislators and speak on matters affecting local government to position City representatives as thought-leaders on issues impacting local governments.

Recommend development of appropriate coalitions and participation in joint association with other cities on common interests and of benefit to the City of Belle Isle. Attend key regional meetings of cities as needed.

GrayRobinson has a long history of working with third-party groups and like-minded coalitions to advocate for or against a legislative agenda to meet the needs of all parties involved. Further, GrayRobinson can bring opposing interests to the table for negotiation. This will include, but not be limited to, representing the City at meetings and conferences and coordinating legislative activities with advocacy groups. As a matter of practice, many of our team members attend the Florida League of Cities quarterly meetings to assist city clients in various policy issues the League addresses.

3.1.3 Monitoring

- **The successful Lobbyist will monitor the status of any pertinent rollover bills and any key studies being conducted by executive officials, legislative officials, or other state employees concerning any proposed action that may impact the City of Belle Isle.**
 - **The Lobbyist shall monitor the progress of the state budget to determine the potential and final fiscal impacts of the state budget on the City.**
 - **The Lobbyist shall monitor gubernatorial vetoes and special sessions of the Florida Legislature to determine their impact on the City.**
-

Throughout our representation, we will monitor all legislative bill filings, appropriations requests, and amendment filings. We subscribe to LobbyTools as our primary bill tracking and monitoring system. LobbyTools enables us to efficiently research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We modify the system to generate customized reports specific to the City to provide the most targeted, up-to-date information available. We also monitor all agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies, and we will utilize these relationships to assist in monitoring all activity relevant to the City. We will provide regular communication to the City on any relevant actions that may directly or indirectly impact the City.

Section 4. Proposer Qualification/Services

4.2.1 Proposer Qualification & Expertise

- GrayRobinson maintains the demonstrated skills to effectively advocate on behalf of the City as well as a commitment to maintain a reputation that will advance the recognition of the City as a fiscally responsible contemporary city that serves the interest of its residents.
- GrayRobinson has at least five years of recent experience in providing legislative and intergovernmental services before legislative and executive branches of government within the state of Florida.
- GrayRobinson agrees to comply with all applicable Florida Statutes regarding Lobbyist registration, reporting and related activities including but not limited to obtaining any and all required licenses, permits, certificates of registration, or other approvals necessary or required by law or necessary to provide the Services.
- GrayRobinson maintains the staff support and administrative resources to comply with all applicable laws, rules, regulations, ordinances, and policies of the State of Florida and any rules of the Florida Legislature.
- GrayRobinson will submit an annual report of accomplishments to the City Manager for use in determining the cost effectiveness of lobbying efforts.

4.2.1.A. Specific Information

Describe the nature and scope of the Proposer's experience in providing the Services described in Section 3 (Scope of Work).

GrayRobinson is a full-service lobbying and law firm with lobbyists, attorneys, and consultants throughout 15 offices spanning the State of Florida and Washington, D.C. Our lobbyists, attorneys, and consultants provide government affairs and legal services to our clients throughout Florida, our nation's capital, across the country, and all over the world. GrayRobinson provides lobbying and legal services to Fortune 100 companies, emerging businesses, lending institutions, local and state governments, developers, entrepreneurs, and individuals. We offer a broad range of services across numerous industries, and depth and proficiency in each one.

At GrayRobinson, our team is at the forefront of emerging legislative and legal issues, working expeditiously to respond to our client's needs. We help clients accomplish their goals and objectives and conduct post-matter reviews to determine if our team met those objectives. We maintain constant awareness of changes within and affecting our clients' industries and issue timely electronic updates advising of changing regulations and policy, including how changes might affect our clients' companies, industries, or municipalities. We have created a firm that serves our clients and our communities while counting creativity as a hallmark characteristic and insisting on ingenuity and innovation.

GrayRobinson's mission is to apply our lobbying, regulatory, and legal backgrounds and skills in ways that enable our clients to define and achieve their goals while supporting our communities as a matter of mission as well as passion. We do this while honoring and continuing an established tradition of serving our clients and communities through the cultivation of relationships based upon respect, loyalty, and integrity.

Government Affairs and Lobbying Practice

For more than 50 years, GrayRobinson has been heavily engaged in federal, state, and local government affairs consulting. Our dynamic and well-rounded lobbying and legal team has the extensive experience, invaluable relationships, and forward-thinking vision to meet and exceed our clients' legislative and regulatory goals before key stakeholders.

Many of GrayRobinson's consultants and attorneys began their careers or have invested portions of them inside the Florida Legislature, the Governor's Office, and state agencies. The GrayRobinson team includes two former Speakers of the Florida House of Representatives; a former State Senator; former Florida Governor, House, and Senate General Counsel; former Florida Governor Chief of Staff; former counsel to the Speaker of the Florida House; multiple local government finance and policy experts; and former political consultants. This inside experience enables GrayRobinson to provide clients with a unique perspective on the most efficient means of meeting their goals and objectives within the halls of government.

We understand success requires working as a team, providing innovative and creative consulting on a year-round basis, and assessing and adapting strategies throughout the process to deliver results for our clients. At GrayRobinson, we are unrelenting in our commitment to serving our clients' needs, undeterred by the complexity of the issues we face, and unwavering in our support of the communities where we work. As such, we believe GrayRobinson is ideally suited to provide the City with the most diverse legal, policy, budgetary, and political backgrounds and skillsets, working in tandem to meet and exceed your goals in Florida.

Local Delegation

With everything, we start local - including when we advocate for client priorities. Your local delegation will be the strongest champions for the City's priorities. Fortunately, GrayRobinson has excellent relationships with Orange County's delegation and the greater Central Florida region. To cite a few examples, our team has been working with **SENATOR LINDA STEWART** since her days on the Orange County Commission, when we collectively lobbied for Sunrail. Members of our team served on **REPRESENTATIVE RENE PLASENCIA**'s first host committee when he ran for the House and have supported him ever since. **REPRESENTATIVE ANNA ESKAMANI** is a representative to many on the team, and we all maintain a strong relationship with her. Whether it is newly elected **REPRESENTATIVES KEITH TRUENOW AND TRAVARIS MCCURDY** or veteran legislators like **SENATOR RANDOLPH BRACY AND REPRESENTATIVE KAMIA BROWN**, our team has been with them since day one and enjoys strong relationships with all.

We look forward to extending the goodwill of those years-formed partnerships to the City to help achieve legislative success.

Nonpartisan Approach

GrayRobinson, as a firm of over 250 professionals, enjoys a diversity of political views and as such seeks to work with all members of the Florida Legislature, regardless of party affiliation. Most firms will claim the same, but our firm can demonstrate this commitment in our legislative successes.

In the 2020 legislative session, on behalf of the Orange County Sheriff's Office, the firm successfully amended Florida's criminal statutes in regards to indecent exposure. In a Republican-led Legislature, the firm sought Democratic sponsors Representative Amy Mercado (now Orange County Property Appraiser,) and Senator Linda Stewart to run the legislation. It is rare for Democratic legislation to reach the finish line in either chamber, due to the nature of politics. However, our team understood the unique offering of having local Democrats run a bill of importance. The ultimate result was a unanimous House vote (117-0) and near unanimous Senate vote (37-2) followed by the Governor's approval. We achieved this result by positioning this bill as bi-partisan.

We champion causes and make relationships on both "sides of the aisle" and believe a diversity of perspectives brings a diversity of thought and approach, resulting in the best outcomes for our clients.

Methodology

To provide representation for the City as detailed in the State Lobbying RFQ, GrayRobinson will engage in a team-oriented, tailored approach to meet the City's specific needs. While there are traditional government affairs strategies that we will practice as a team in general, we know in the world of politics things are always changing and you have to be ready to adapt to that change and overcome it at any moment.

At GrayRobinson, we start by identifying the end goal, analyzing the big picture, and then mapping out the best-laid plan for our client and our team to collectively obtain the desired outcomes. For the City, we foresee that plan to resemble the following: To advocate for or against any position, whether it be something new, a reform, etc., you must first have a deep understanding of the issue, know all the players involved, and hear what has worked and what hasn't worked for that particular entity or initiative in the past. So, we will first sit down with the team and obtain a keen understanding of the City's legislative and financial goals, discuss any opposition or obstacles, and collectively begin to develop a plan.

From there, we will be in constant communication with the City, including through conference calls, virtual meetings, and attendance at appropriate meetings. In order to be the voice of the City, we must remain in frequent communication to stay up-to-speed on current events as they pertain to the agenda. The bottom line is the more information we can exchange, the better communicators we can be on your behalf.

In terms of our communication management systems, the team has all of the latest advancements in e-mail, audio, web, and video conferencing, intranet, and extranet technologies, allowing us to work as one team with instantaneous access to vital data and documents. This same “virtual office” environment will be extended to each applicable member of the City – giving you access to your team and the information you need from any location in the world. If desired, the extranet is also a resource where designated clients can have secure access to documents and the opportunity to communicate and collaborate in a safe environment. It is important to us that our team and our clients have access to critical services by providing a compliant technology infrastructure that is safe, reliable, sustainable, and efficient around the clock.

Overall, it will be our primary focus to keep the identified issues of importance to the City at the forefront of the upcoming legislative session by working together with the House and Senate leadership, including the House Speaker and Senate President leadership teams, and the chairs of key House and Senate Committees. Concurrently, the team will work with Florida’s Governor and key staff to ensure their understanding and support of the City’s legislative agenda and educate the members of the Legislature and key agencies on the City’s priorities.

In terms of navigating your way to success in the legislative arena, it is important to have a team with the historical and working knowledge and experience essential to preparing legislation, both general bills and amendments, identifying funding sources, and successfully shepherding specific appropriations through the House, Senate, and Governor’s office. At GrayRobinson, not only are we equipped with the professionals to do just that, but we are also skilled in defeating unfriendly legislation, attempts to reduce or eliminate appropriations line-items and proviso language, and any other actions which are detrimental to the City.

Below, please find the specific services we have preliminarily identified for our team to provide if given the opportunity to represent the City:

FIRST THINGS FIRST: TACKLE THE LAKE CONWAY ISSUES WITH THE FLORIDA WILDLIFE COMMISSION /DEVELOP AN ANNUAL STATE LEGISLATIVE AGENDA

The GrayRobinson team will immediately schedule a workshop to develop a legislative agenda for the upcoming session, primarily taking this time to gain a full understanding of the issues surrounding Lake Conway. Once our team has a better understanding of the issue(s), we will leverage our strong relationships and arrange for the appropriate discussions with the Florida Wildlife Commission (FWC). If necessary and/or appropriate, we will include the assistance of the City’s legislators to encourage favorable results from the FWC.

In addition to the game plan for addressing Lake Conway, out of this workshop we will also develop a legislative agenda to include any additional goals, interests, or specific projects we will address at the state level for the City. This agenda will provide a clear articulation of goals and expectations, which will serve as a roadmap in our representation when combined with the City’s scope of services. We will include agreed-upon strategies for which our team will begin advocating for on behalf of the City and proposed special or general legislation to support the strategic plan.

IDENTIFYING ISSUES AND ADVOCATES

Once the legislative priorities for the year are outlined, the team will diligently monitor and work to identify activities and issues of potential interest to the City. We will work with key legislators and with the City to identify other legislators who may be champions/advocates for your goals, as well as those who may oppose your legislative priorities. We will also identify third parties who may support the City’s agenda and collaborate with them on an as-needed basis.

TRACKING AND ANALYZING STATE LEGISLATION

The GrayRobinson team will continuously monitor all developing, proposing, promulgating, or administering policies, rules, regulations, and laws that impact the City through LobbyTools, our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars, Florida and national news, press releases, and other essential information relating to the City. We will generate customized reports that will include the most targeted, up-to-date information available and provide them regularly to the City. Additionally, we have strong relationships with staff and various members of Florida's state agencies, and we will continue to utilize these relationships to assist in monitoring and reporting all activity relevant to the City.

PERFORMANCE BENCHMARKS AND PLANS

Before and during the legislative session, GrayRobinson will provide legislative drafting, strategy development, one-on-one lobbying, committee presentations, and other services to meet the City's needs. This also includes effectively coordinating with City grassroots organizations and like-minded coalitions and utilizing technology to ensure our advocacy message is resonating among key stakeholders. The team maintains excellent relationships with key legislators and staff that will advocate on behalf of the City on policy issues and established relationships with current and future leadership in the Senate and the House. Throughout the effort, the team will proactively measure the position of the initiative and consult the City on any plans that need to take a different course of action to obtain the overall goal and objective. Once the 60-day session is over, GrayRobinson will work with the City to assess what passed or did not pass and determine if a veto effort is necessary. We will also help guide the City through implementation if necessary and stand ready to assist with any executive agencies throughout the year.

TIMELINE

The team has found a post-engagement timeline of benchmarks helps position the team for legislative success. Below, please find our recommended government affairs strategies for the City:

- With the start of session underway as of March 2, it is imperative that our work on behalf of the City begin in earnest immediately upon our selection. We will want to, as quickly as possible, foster a **real and in-depth understanding** of the City's needs and issues. We will hold meetings with City leadership, the GrayRobinson team, and designated staff to develop strategy, tactics, and messaging during this period. This is especially important as the Legislature, while in session, can prove to be a very strong motivator to state agencies, including the FWC, in changing course on various policy or policing issues.
- Following these meetings, GrayRobinson proposes the **development of a legislative agenda**. Simultaneously, our team will reach out to key legislative committee members and executive branch agency staff.
- **Concurrently we will identify champions and supporters** of each of the City's goals, as well as avenues to enact these changes. Legislative strategy on both budget and policy issues will continue through the end of legislative session.
- After legislative session concludes, we will ensure appropriate **follow-through** on bills impacting the City and strategies/issues for the next legislative session and will remain engaged on agency/regulatory matters as necessary to push the City's agenda forward.

Provide registration, certificates and other information related to adherence with Florida Lobbyist Requirements.

Please find confirmation of registered lobbyists at the state and federal level on the following pages.

REGISTERED LOBBYIST VERIFICATION (FLORIDALOBBYIST.GOV)

02/12/21
06:00:03

2021 LEGISLATIVE LOBBYING FIRMS

GrayRobinson PA (239) 552-4802
301 East Pine Street, Ste 600, Orlando, Florida 32801
Cannon, Roy Dean Jr.
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Carmody, Christopher L.
301 E Pine St, 301 E Pine St Ste 1400, Orlando, FL 32801-2741
Collins, Carlecia
301 South Bronough Street, Suite 600, Tallahassee, FL 32301
Cretul, Larry
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Dawson, Christopher T.
GrayRobinson PA, 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Flury, Katie
301 East Pine Street, Suite 1400, Orlando, Florida 32801
Goodson, Allison
301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Harbison, Rheb
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Harris, John J.
GrayRobinson PA, PO Box 11189, Tallahassee, FL 32302
Huey, J. Michael
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Jackson, D. Ty
301 S Bronough St, Ste 600, Tallahassee, FL 32301

Lenhart, Laura L.
401 East Jackson Street, Suite 2700, Tampa, FL 33602
Levesque, George
301 S Bronough St, 600, Tallahassee, FL 32301
Love, Jessica F.
301 S Bronough St, 301 S Bronough St Ste 600, Tallahassee, FL 32301-1724
Lukis, Ashley Hoffman
GrayRobinson, P.A., 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
McDougal, Mary Kim
301 S Bronough St, 600, Tallahassee, FL 32301
Pepper, Kirk
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Plotkin, Richard J
301 E. Pine Street, Suite 1400, Orlando, FL 32308-3068
Salzverg, Joseph R.
301 S Bronough St, Suite 600, Tallahassee, FL 32301
Sewell, Suzanne
1113 E TENNESSEE ST., STE 100, TALLAHASSEE, FL 32308
Stuart, Robert F. Jr.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301
Unger, Jason L.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301

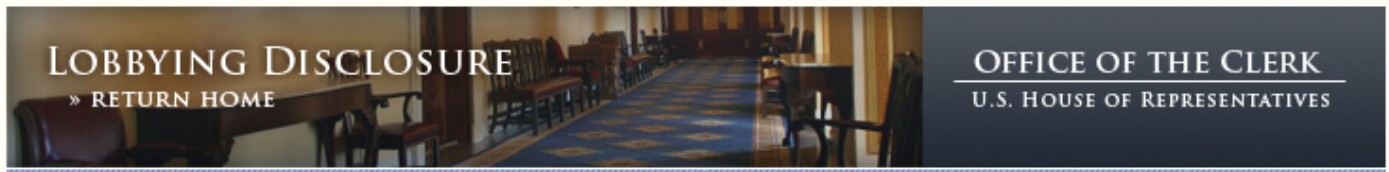
02/12/21
06:00:07

2021 EXECUTIVE LOBBYING FIRMS

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301 East Pine Street, Ste 600, Orlando, Florida 32801
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Stuart, Robert F. Jr.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301
Unger, Jason L.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301

REGISTERED FEDERAL LOBBYIST REGISTRATION (LOBBYINGDISCLOSURE.HOUSE.GOV)



Registrant Name	Registrant ID
GrayRobinson PA	42278
Client Name	House ID
98point6 Inc.	422780049
Angel Capital Association	422780010
Asian American Hotel Owners Association	422780014
Associated Equipment Dealers	422780057
Atlantic Housing Partners LLLP	422780056
Broadmark Capital LLC	422780035
City of Kissimmee FL	422780040
City of St. Cloud FL	422780047
Community Financial Services Association of America	422780011
EJF Capital LLC	422780053
Etihad Airways PJSC	422780004
Federal Home Loan Bank of Atlanta	422780018
Green Dot Corporation	422780019
Institute for Portfolio Alternatives	422780036
Kasasa Ltd.	422780048
Manufactured Housing Institute	422780020
National Association of Federally-Insured Credit Unions	422780051
National Association of Industrial Bankers	422780022
National Association of Truck Stop Operators	422780037
NIKE, Inc.	422780023
Ocwen Financial Corporation	422780043
Omeros Corporation	422780054
PayPal, Inc.	422780024
Rakuten Bank America	422780044
St. Lucie County FL	422780005
Stellar Development Foundation	422780055
The Payroll Group	422780045
U. S. Travel Association	422780031
United Postmasters and Managers of America	422780034
Western Union Company	422780033

FLORIDA SUNBIZ REGISTRATION



Detail by Entity Name

Florida Profit Corporation
GRAYROBINSON, P.A.

Filing Information

Document Number	602357
FEI/EIN Number	59-1300132
Date Filed	08/26/1970
State	FL
Status	ACTIVE
Last Event	NAME CHANGE AMENDMENT
Event Date Filed	11/10/2003
Event Effective Date	NONE

Principal Address

301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Changed: 01/11/2001

Mailing Address

P.O. BOX 3068
ORLANDO, FL 32802-3068

Changed: 10/13/2016

Registered Agent Name & Address

Cannon, R. DEAN
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Name Changed: 09/26/2019

Address Changed: 09/26/2019

Officer/Director Detail

Name & Address

Title Director, Chairman

MARSHALL, BYRD F., Jr.
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, Chairman Emeritus

GRAY, J. Charles
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, Treasurer

Neukamm, Michael E.
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, President & CEO

Cannon, R. Dean
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Title Director, Secretary

SCHELLHASE, MARK D.
225 E. MIZNER BOULEVARD, SUITE 500
BOCA RATON, FL 33432

Title Director, Assistant Treasurer

UNGER, JASON
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Title Director, Assistant Secretary

OWEN, BORRON
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

FLORIDA & DC BAR MEMBERS IN GOOD STANDING



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Christopher Thomas Dawson

Member in Good Standing

Eligible to Practice Law in Florida

Bar Number: 105841

Mail Address: GrayRobinson, P.A.
301 E Pine St Ste 1400
Orlando, FL 32801-2741
Office: 407-843-8880
Fax: 407-244-5690

Email: chris.dawson@gray-robinson.com

Personal Bar URL: <https://www.floridabar.org/mybarprofile/105841>

vCard:

County: Orange

Circuit: 09

Admitted: 10/01/2013

10-Year Discipline History: None

Law School: University of Alabama School of Law, 2013

Sections: Administrative Law
City, County & Local Govt Law
Environmental & Land Use Law
Government Lawyer
Real Property, Probate & Trust
Young Lawyers

Firm: GrayRobinson, P.A.

Firm Size: >100

Firm Position: Partner/Shareholder

Firm Website: <http://gray-robinson.com>



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Doyle C Bartlett

99 M ST SE Ste 725
Washington DC 20003-3977
UNITED STATES
Email: ✉
Phone: (202)257-6055
Fax: 2025466480

Membership Status: GOOD STANDING
Membership Type: ACTIVE ATTORNEY
Date of Admission: 11/07/1994

R Dean Cannon Jr.

Member in Good Standing

Eligible to Practice Law in Florida



Bar Number: 973149

Mail Address: GrayRobinson, P.A.
301 S Bronough St Ste 600
Tallahassee, FL 32301-1724
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Cell: **407-808-1053**
Fax: 850-577-3311

Email: dean.cannon@gray-robinson.com 

Personal Bar URL: <https://www.floridabar.org/mybarprofile/973149>

vCard: 

County: Leon

Circuit: 02

Admitted: 04/22/1993

10-Year Discipline History: None

Law School: University of Florida, Fredric G. Levin College of Law

Sections: City, County & Local Govt Law
Government Lawyer

Firm: GrayRobinson, P.A.

Firm Size: >100

Firm Position: Managing Partner

Firm Website: <http://www.gray-robinson.com> 



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Find a Lawyer

Christopher Lee Carmody Jr.

Member in Good Standing

Eligible to Practice Law in Florida

Bar Number: 21492

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Office: 407-843-8880
Fax: 407-244-5690



Email: chris.carmody@gray-robinson.com ✉

Personal Bar URL: <https://www.floridabar.org/mybarprofile/21492>

vCard:

County: Orange

Circuit: 09

Admitted: 04/26/2006

10-Year Discipline History: None

Law School: University of Florida, Fredric G. Levin College of Law, 2005

Sections: Administrative Law
City, County & Local Govt Law
Government Lawyer
Real Property, Probate & Trust

Name and business address of the entity(s) or individual(s) that will be the party to the proposed contract and the Proposer's business telephone number, and e-mail address.

CHRISTOPHER T. DAWSON – TEAM LEAD

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JASON UNGER – TEAM MEMBER

Tallahassee Managing Shareholder
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Tallahassee, Florida 32301
Phone: 850-577-5489
jason.unger@gray-robinson.com

Number of years that Proposer has served as a lobbyist (please include former firm names and year established, if applicable).

GrayRobinson professionals have provided lobbying services to our clients for more than 30 years. The firm was founded in Orlando and incorporated in the State of Florida in 1970 as Gray, Harris, Adams & Robinson, P.A. In 1981, the name changed to Gray, Harris & Robinson, P.A. and in 2003, it changed to its present name, GrayRobinson, P.A.

Type of ownership (sole proprietorship, partnership, corporation, joint venture, or limited liability company—list state in which incorporated) and parent company, if any.

GrayRobinson, P.A. is a corporation of which all equity shareholders own equal shares yielding less than 1% per equity shareholder.

Disclose whether the proposing entity(s), or any shareholder, member, partner, or officer or employee thereof, is presently a party to any pending litigation or has received notice of any threatened litigation or claim; provided, however, that Proposer need not disclose minor traffic matters.

There will inevitably be an occasional dispute between the firm and a client in any firm with hundreds of clients and more than 260 attorneys and consultants throughout 15 offices. GrayRobinson and its professionals have a few disputes involving matters

that would be entirely irrelevant to the City's operational and legislative needs. GrayRobinson is contesting each of the disputes vigorously and expects to prevail on each or, in the worst case, settle on reasonable terms that will not jeopardize the firm's financial viability. The firm is also fully insured with respect to any pending claims. The GrayRobinson team is proud of its reputation for honest, straightforward, ethical dealings with its respective clients. That is our culture, and we will be pleased to bring that culture to the table in the course of representing the City.

Proposals shall be signed by a person with actual authority to bind the Proposer. If it is made by a partnership, it shall be signed with the partnership name and by a general partner and the full name and address of the general partner shall be given. If it is made by a joint venture or limited liability company, it shall be signed with the full name and address of each member thereof.

Proposed team lead and firm Shareholder Christopher Dawson has signed this proposal and provided his full name and address as requested.

Explanation of any exceptions to this RFQ requested by the Proposer. If exceptions are requested, cite the activity involved, the exception taken, and alternate language. If no exceptions are requested, please state so.

GrayRobinson does not request any exceptions to the RFQ.

While it is understood that the Proposer may represent other entities, provide a copy of Proposer's current client list and a discussion of current or former clients represented by the Proposer whose interests may either coincide or conflict with the interests of the City. All proposers are advised that the City intends that any and all legislative agenda, priorities, actions, and needs of the City shall take precedence over any other obligations (contractual or otherwise, direct or indirect) of the Proposer. The City expects that the successful Proposer shall refrain from undertaking any representation of other parties concerning any legislative matter whose interests are adverse to the interests of the City. The City reserves the right to determine in its sole discretion the existence of a conflict of interest or a potential conflict of interest.

GrayRobinson is not aware of any current potential conflict of interest that might arise from our representation of the City. The firm will take the necessary steps to avoid conflicts of interest in the future. If a potential conflict arises, we will seek a waiver from one or both parties. If we cannot obtain a waiver or agreement for some reason, we will address the issue and withdraw if that is necessary. The honor of representing the City is one that we take seriously. We will do all that is necessary to ensure our concurrent representation of other clients does not malign the City's interests.

Members of the GrayRobinson Government Affairs and Lobbying Group provide **state** legislative and/or executive branch lobbying services to all entities listed below.

- 1245 West Eau Gallie Partners
- 4Tellus, LLC
- AAA Scholarship Foundation
- Access USA Shopping
- Alliance for Safety and Justice, a Project of the Tides Center
- ALS Education
- Aramark Correctional
- Aramark Educational
- Arnold & Winnie Palmer Foundation, Inc.
- Ariss Medical
- AshBritt
- Associated Builders & Contractors of Florida, Inc.
- Atlantic Housing Partners, LLLP
- Automated Health Systems, Inc.
- AVMed, Inc.
- Brown & Brown, Inc.
- Brown and Caldwell

- Camelot Community Care, Inc.
- Canaveral Port Authority
- Career Source Tampa Bay
- Casa Valentina
- Cassidy Holdings, LLC
- Cellebrite Inc.
- Centene Corporation on behalf of its affiliates and subsidiaries
- Central Florida Council, BSA
- Central Florida Hotel & Lodging Association
- Central Florida Regional Workforce Development Board
- Central Florida Zoo & Botanical Gardens
- ChildNet, Inc.
- Citizens for Lower Electric Rates
- City of Clermont
- City of Ft. Myers
- City of Ft. Pierce
- City of Greenacres
- City of Groveland
- City of Hollywood
- City of Key West
- City of Kissimmee
- City of Lakeland
- City of Orlando
- City of Oviedo
- City of Port St. Lucie
- City of St. Cloud
- City of Tallahassee
- City of West Palm Beach
- City of Winter Park
- Clay County Utility Authority
- College of Central Florida Foundation, Inc.
- Conservation Florida
- Contact Network d/b/a InLine
- Coreview
- DDER Holdings, LLC dba Birdsong Housing Partners
- Deloitte Consulting, LLP
- Devereux Foundation, Inc.
- Dewberry Engineers, Inc.
- Diligent Services
- Disasters, Strategies, & Ideas Group, LLC
- Dosal Tobacco Corporation
- Eskimo Hut Worldwide
- Federal Home Loan Bank of Atlanta
- Florida Agencies Serving the Blind
- Florida Association of Counties
- Florida Association of Insurance Agents
- Florida Association of Rehabilitation Facilities, Inc.
- Florida Association of the American Institute of Architects
- Florida League of Cities
- Florida Library Association
- Florida Logos
- Florida Municipal Electric Association
- Florida Municipal Power Agency
- Florida Outdoor Advertising Association
- Florida Roofing & Sheet Metal Association
- Florida School Board Association
- Florida Society of Health-System Pharmacists
- Florida Society of Oral and Maxillofacial Surgeons
- Florida Surety Association
- Florida's Vision Quest
- FMSbonds, Inc.
- Focus School Software, LLC
- Frito-Lay, Inc.
- Frontier
- FRSA-SIF
- Gannett Fleming, Inc.
- Gatorade
- GrayRobinson, P.A.
- Greater Tampa Bay Area Council, BSA
- Gulf Coast Council, BSA
- Gulf County
- Gulf Stream Council, BSA
- Hendry County Board of County Commissioners
- Hendry County Economic Development Council
- Hillsborough County Aviation Authority
- Hillsborough County Public Schools
- IMG
- Interstate Logos
- Islamorada Village of Islands
- JEA
- JPMorgan Chase Holdings, LLC
- Kalera
- Kologik
- Laboratory Corporation of America
- Lake County
- Lake County School Board
- Lake Monroe Waterfront and Downtown Sanford CRA
- LifeLink Foundation, Inc.
- Lockheed Martin Corporation
- MACTown, Inc.
- Management & Training Corp
- Melbourne Airport Authority
- Miami Bridge Youth and Family Services, Inc.
- Miami Dolphins
- Miami Downtown Development Authority
- Miami-Dade County
- Miami-Dade Expressway Authority
- Monroe County
- Murphy USA, Inc.
- National Association of Industrial & Office Properties
- National Lightning Protection Corp.
- New Venture Fund
- Non Profit Insurance Services, Inc.
- Noresco, LLC
- North Florida Council, BSA
- On Street Media Florida, Inc
- OneBlood, Inc.
- Oracle America, Inc.
- Orange County Clerk of Courts
- Orange County Government
- Orange County Library District
- Orange County Sheriff
- Orlando Economic Partnership, Inc.
- Orlando Magic
- Pepsi Bottling Company
- Pepsi Cola North America
- PepsiCo
- Project Opioid
- Public Consulting Group
- Quaker Foods & Beverages
- Rave Mobile Safety
- River Region Human Services
- Rx Development Associates

- Santa Fe College Foundation
- SantaFe Senior Living, Inc.
- Sarasota Memorial Healthcare System
- SAS Institute, Inc.
- School Board of Broward County
- School Board of Levy County
- Seavin, Inc.
- Self Storage Association
- Shands Teaching Hospitals and Clinics Inc.
- Sodexo, Inc.
- South Broward Hospital District
- South Central Florida Express, Inc.
- South Florida Council, BSA
- Southern Gardens Citrus Groves Corporation
- Southern Gardens Citrus Holding Corporation
- Southern Gardens Citrus Nursery Corporation
- Southwest Florida Council, BSA
- St. Augustine Distillery
- St. Lucie County BoCC
- St. Lucie School District
- STEPS, Inc. (Specialized Treatment, Education and Prevention Services, Inc.)
- Study Edge
- Sunshine Fitness Management, LLC
- Suwannee River Area Council, BSA
- Synagro Technologies, Inc.
- Sysco Corporation
- Target Corporation
- The American Law Institute
- Transition House, Inc., The
- Tropicana Products, Inc.
- Twin Creeks Development
- Uber Technologies, Inc. and Affiliates
- United States Sugar Corporation
- University of Central Florida Foundation, Inc.
- University of Central Florida Student Government Association
- Verde Technologies
- Verify4 Inc.
- Village of Indiantown
- Villages, The
- Walt Disney Parks and Resorts, U.S.
- Washington County Board of County Commissioners
- Woodard & Curran, Inc.
- Wyndham Destinations

Members of the GrayRobinson Government Affairs and Lobbying Group provide **federal** lobbying services to all entities listed below.

- 98point6 Inc.
- Angel Capital Association
- Asian American Hotel Owners Association
- Associated Equipment Dealers
- Atlantic Housing Partners LLLP
- Broadmark Capital LLC
- City of Kissimmee FL
- City of St. Cloud FL
- Community Financial Services Association of America
- EJF Capital LLC
- Etihad Airways PJSC
- Federal Home Loan Bank of Atlanta
- Institute for Portfolio Alternatives
- Kasasa Ltd.
- LifeLink Foundation
- Manufactured Housing Institute
- National Association of Federally-Insured Credit Unions
- National Association of Industrial Bankers
- National Association of Truck Stop Operators
- NIKE, Inc.
- Ocwen Financial Corporation
- Omeros Corporation
- PayPal, Inc.
- Rakuten Bank America
- St. Cloud, FL
- St. Lucie County, FL
- Stellar Development Foundation
- The Payroll Group
- U. S. Travel Association
- United Postmasters and Managers of America
- Western Union Company

4.2.1.B. Expertise Summary

Complete in the following outline format a summary of Proposer’s expertise. The same reference may be listed for more than one area of expertise, if applicable. The format that must be used is shown below.

The following descriptions and references are representative of the services and successes the GrayRobinson team regularly delivers for our clients. Below the formatted table, we have provided additional exemplary successes the team has achieved for public sector clients.

AREA OF EXPERTISE	DESCRIPTION brief summary of the work performed and final outcome	REFERENCE name of entity, contact person’s name, address, phone number, and email
Land Use and Zoning	GrayRobinson provides state lobbying and government affairs services for the City of Oviedo. A land use and zoning success we achieved on behalf of the City was the 2018 defeat of legislation aimed at reclassifying rural settlement districts located within three miles of State University System Institutions. This legislation would have greatly undercut the City’s local control of land use classifications and regulations.	City of Oviedo Bryan Cobb, City Manager 400 Alexandria Boulevard Oviedo, FL 32765 407-971-5555 bcobb@cityofoviedo.net
Land Use and Zoning	GrayRobinson provides state lobbying and government affairs services for Islamorada, Village of Islands. A land use and zoning success we achieved on behalf of Islamorada was the 2019 successful exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and handicapped their planning, zoning, and building departments.	Islamorada, Village of Islands Roget Bryan, Village Attorney 86800 Overseas Highway Islamorada, FL 33036 305-664-6418 roget.bryan@islamorada.fl.us
Home Rule Authority	GrayRobinson provides state and federal lobbying and government affairs services for the City of St. Cloud. A home rule authority success we achieved on behalf of the City was the 2019 passage of a local alcohol licensing bill to allow restaurants in the City’s downtown entertainment district to provide liquor service without having to obtain a full liquor license.	City of St. Cloud Bill Sturgeon, City Manager 1300 9th Street St. Cloud, FL 34769 407-957-7301 wsturgeon@stcloud.org
Home Rule Authority	GrayRobinson provides state lobbying and government affairs services for Orange County. A home rule authority success we achieved on behalf of the County was the 2019 defeat of an effort to require a two-thirds vote to pass all future county surtax referendums during final negotiations between the House and Senate. The bill’s final version instead requires that any county referendums happen on the general election date, but passage only requires a simple majority.	Orange County Kelley Teague, Government Affairs Director 201 S Rosalind Ave., 3rd Floor Orlando, FL 32801 407-836-5423 kelley.teague@ocfl.net

<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. A transportation /transit initiative success we achieved was the \$1.5 million appropriation we secured for the Port in the FY 2019-2020 budget for a new fire suppression boat for Canaveral Fire Rescue that, because of existing guidelines in the industry, is a requirement for the Port to welcome new cruise ships powered by Liquid Natural Gas (LNG). These LNG ships require a higher capability of fire suppression in the event of an accident making the fire boat a critical factor in continuing to lead the world in cruise.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. An additional example of successful transportation/transit initiatives we have achieved on behalf of the Port was the 2019 full funding of seaport infrastructure grants through the Florida Department of Transportation and the Florida Seaport Transportation Economic Development Grant (FSTED) Program. GrayRobinson achieved this success in partnership with the Florida Ports Council.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. An additional example of successful transportation/transit initiatives we have achieved on behalf of the Port includes our successful work with the Florida Legislature, the Executive Office of the Governor, and the Florida Department of Transportation to insert a multi-million dollar full PD&E study for the SR 401 Bridge into the Department's 5-year work plan for FY 2019-2020.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Ft. Myers. A state budget/appropriations success we achieved on behalf of the City was the \$1.5 million appropriation we secured for the Fort Myers/Cape Coral Reclaimed Water Project. This critical infrastructure project benefited both cities and was the result of years of negotiation to redirect Fort Myers reclaimed water away from the Caloosahatchee River to supplement Cape Coral's irrigation needs. The success was a "win-win" for local governments and the environment.</p>	<p>City of Fort Myers Saeed Kazemi, City Manager 2200 Second Street Fort Myers, FL 33901 239-321-7022 skazemi@cityftmyers.com</p>
<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Oviedo. A state budget/appropriations success we achieved on behalf of the City was the \$500,000 appropriation we secured for a regional stormwater pond that both alleviates flooding issues within the City as well as assists in the reduction of total maximum daily load (TMDL) deposit into Lake Jessup.</p>	<p>City of Oviedo Bryan Cobb, City Manager 400 Alexandria Boulevard Oviedo, FL 32765 407-971-5555 bcobb@cityofoviedo.net</p>

<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state and federal lobbying and government affairs services for the City of St. Cloud. A state budget/appropriations success we achieved on behalf of the City was the \$300,000 appropriation we secured for the Downtown Revitalization Project to support streetscape improvements and a much-needed upgrade of the pipe infrastructure for the City's downtown district.</p>	<p>City of St. Cloud Bill Sturgeon, City Manager 1300 9th Street St. Cloud, FL 34769 407-957-7301 wsturgeon@stcloud.org</p>
<p>City Charters</p>	<p>Starting with the GrayRobinson's founding partner Charlie Gray, who served as solicitor for the City of Orlando and later as the Orange County Attorney, the firm's deep bench of municipal government attorneys give us great knowledge in both the legal ups and downs of city charter reviews and annexations. This experience covers several successful city incorporations, including the recent legislative incorporation of the Village of Estero in southwest Florida. The firm assisted in the legislative bill that ultimately approved this incorporation and still acts as the Village's legal counsel.</p> <p>Whether the City of Belle Isle is seeking to amend its charter, pursuant to section 166.031, Florida Statutes, or to annex around Lake Conway and other areas, pursuant to Chapter 177, Florida Statutes, GrayRobinson can provide you with the right guidance and support.</p> <p>A specific example of lobbying efforts that successfully supported charter revision is our state lobbying and government affairs services for Canaveral Port Authority. An example of successful charter initiatives we have achieved on behalf of the Port includes the passage of legislation that revised and updated the Port's charter.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Orlando. A public safety success we achieved on behalf of the City was the \$100,000 we secured for a Rapid DNA project. This appropriation provided the Orlando Police Department and surrounding jurisdictions with the means to test rape kits quickly, addressing both the backlog of untested kits and expediting future investigations.</p>	<p>City of Orlando Kyle Shephard, Director of Intergovernmental Relations 400 South Orange Avenue Orlando, FL 32801 407-246-3475 kyle.shephard@orlando.gov</p>
<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff's Office. A public safety success we achieved on behalf of the Sheriff's office was the 2019 passage of legislation that added a misdemeanor exception to the street racing statute, which created an additional tool for law enforcement to curb the growing crime of street racing.</p>	<p>Orange County Sheriff's Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>

<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff’s Office. As an additional example of public safety successes achieved on behalf of the Sheriff’s office, our team successfully inserted favorable "hands free" language into the texting while driving legislation (when driving through school or work zones) that passed during the 2019 legislative session.</p>	<p>Orange County Sheriff’s Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>
<p>Environmental Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Islamorada, Village of Islands. An environmental initiative we achieved on behalf of Islamorada was securing \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County received their portion of funding via inter-local agreements with the County.</p>	<p>Islamorada, Village of Islands Roget Bryan, Village Attorney 86800 Overseas Highway Islamorada, FL 33036 305-664-6418 roget.bryan@islamorada.fl.us</p>
<p>Environmental Initiatives</p>	<p>GrayRobinson provides state and federal lobbying and government affairs services for the City of Port St. Lucie. An environmental initiative we achieved on behalf of the City was the \$180,000 appropriation we secured from the Florida Jobs Growth Grant Fund for the design of the McCarty Ranch phase 3 water reservoir. Coupled with previous legislative successes the team had on behalf of the city, this brought the total funding secured for this reservoir project to relieve nutrient flow in the C-23 Canal to over \$3 million.</p>	<p>City of Port St. Lucie Ella Gilbert, Deputy City Attorney 121 S.W. Port St. Lucie Blvd. Port St. Lucie, FL 34984 772-871-5294 egilbert@cityofpsl.com</p>
<p>Annexation</p>	<p>Starting with the GrayRobinson’s founding partner Charlie Gray, who served as solicitor for the City of Orlando and later as the Orange County Attorney, the firm’s deep bench of municipal government attorneys give us great knowledge in both the legal ups and downs of city charter reviews and annexations. This experience covers several successful city incorporations, including the recent legislative incorporation of the Village of Estero in southwest Florida. The firm assisted in the legislative bill that ultimately approved this incorporation and still acts as the Village’s legal counsel.</p> <p>Whether the City of Belle Isle is seeking to amend its charter, pursuant to section 166.031, Florida Statutes, or to annex around Lake Conway and other areas, pursuant to Chapter 177, Florida Statutes, GrayRobinson can provide you with the right guidance and support.</p>	<p>Village of Estero Nick Batos, Councilman 9401 Corkscrew Palms Circle Estero, FL 33928 239-287-4708 batos@estero-fl.gov</p>

<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Canaveral Port Authority. An example of introduction of legislation we achieved on behalf of the Port was the language we successfully added into legislation preempting local regulations of autonomous vehicle technology. The added language allowed airports and seaports to charge reasonable fees for facility usage.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for Orange County. An example of the successful introduction of legislation we achieved on behalf of the County was the passage of the 2019 legislation introducing cell phones (or other electronic communication devices) as contraband in county jails. This legislation solved an ongoing safety and security issue within the jail system.</p>	<p>Orange County Kelley Teague, Government Affairs Director 201 S Rosalind Ave., 3rd Floor Orlando, FL 32801 407-836-5423 kelley.teague@ocfl.net</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff's Office. An example of the successful introduction of legislation we have achieved on behalf of the Sheriff's Office was the passage of legislation providing guaranteed death benefits to the surviving families of first responders killed in the line of duty regardless of the retirement plan they selected at the time of employment. The "Scott Pine Bill" is a critically important piece of legislation for Florida's law enforcement and first responders. We also successfully lobbied for and amended a bill related to civil asset forfeiture in a way that was more favorable to law enforcement than as originally drafted. The changes we were able to make to the bill maintain important tools used by law enforcement during investigations.</p>	<p>Orange County Sheriff's Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Canaveral Port Authority. An example of the successful introduction of legislation we have achieved on behalf of the Port was the passage of legislation that softened unnecessary regulations on Florida's deep-water ports and created a pool of \$10 million to help all of Florida's ports prepare for the imminent completion of the Panama Canal expansion.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>

Additional Client Successes

CANAVERAL PORT AUTHORITY

- Secured a personal visit including a tour of the Port by new Visit Florida CEO Dana Young. (2019)
- Successfully amended HB 221, Relating to Transportation Network Companies, to include an exemption for Florida's seaports from an otherwise state preemption of local regulations of Transnational Corporations (TNCs). (2017)
- Successfully advocated for nearly \$25 million in expedited state funding for Port Canaveral's critical channel widening and dredging project, jumpstarting major statewide and regional economic development priorities. (2017)

- Passed the Freight Logistics Zones legislation giving Florida seaports further flexibility in establishing zones for economic development and regional/statewide impact. (2017)

CITY OF APOPKA

- Secured \$1 million from the Legislature in capital funds for the extension of Harmon Road in the City of Apopka. (2018)

CITY OF CLERMONT

- Secured \$450,000 to equip the City's world-famous bike trail network with Wi-Fi coverage to enhance public safety and tourism marketability. (2018)

CITY OF FORT MYERS

- Secured \$750,000 for the Fort Myers Reentry Initiative, a job training initiative of the City focused on recently released former inmates who have settled in the City. The program works to transition recovering offenders into full-time employment either with the City or with other private employer partners following the development of necessary skills. (2019)
- Secured \$1 million for rehabilitation and replacement of playground equipment at Centennial Park, Fort Myers' premier public space. The funding allows for an expansion of the play area as well as creating an accessible space for children with special needs in accordance with the Park's master plan. (2019)
- Secured \$1 million for STARS Complex Expansion Phase 1. (2018)
- Secured \$500,000 for Billy's Creek Restoration. (2018)

CITY OF GREENACRES

- Successfully amended childcare licensing legislation that would have cost the City over \$450,000 in current childcare funding. (2020)

CITY OF GROVELAND

- Successfully elevated SR 50 project to the top of the local Metropolitan Planning Organization list for funding in 2020 and beyond. The team coordinated this effort with legislative support, local industry champions (primarily trucking association), and high-level Florida Department of Transportation (FDOT) support, including the Secretary. (2019)

CITY OF HOLLYWOOD

- Successfully worked to defeat the vacation rental preemption bill after proponents refused to add "party house" language, which was vital to the interests of the City. (2018)
- Successfully defeated two harmful amendments that would have preempted the sale of domestic animals. (2018)
- Successfully lobbied the Constitutional Revision Commission to defeat Proposal 95 preemption on the local regulation of commerce, trade, and labor. (2018)
- Successfully advocated for the extension of the current authorization to use TDTs on beach nourishment and expanded the use of TDTs to include the development and operation of capital improvements to public facilities (such as transportation and water projects). (2018)
- Successfully worked with Broward County and other stakeholders to secure more than \$50 million for the traditional beach management program and more than \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines. (2018)

- Successfully worked with the Florida Department of Highway Safety and Motor Vehicles on the renaming of City streets resulting in revisions of resident documents. (2018)

CITY OF KEY WEST

- Secured two-hour meeting with Division of Emergency Management Director Moskowitz and senior staff to rectify Keys Electric reimbursement issues stemming from Hurricane Irma. (2019)
- Successfully lobbied the Governor's office to help secure a veto of House Bill 771, which among other provisions, would have preempted a local government's authority to prohibit the use of single-use plastic straws. (2019)
- Successfully lobbied to defeat a Senate proposal that would have barred Visit Florida from promoting communities that have banned certain sunscreens, such as the City of Key West. (2019)
- Secured \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County received their portion of funding via inter-local agreements with the County. (2019)
- Successfully secured exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and handicapped their planning, zoning, and building departments. (2019)
- Successfully amended the tree trimming preemption bill to exempt the delegated authority for mangrove protection and worked to defeat the bill after the Senate would not concur with the House language. (2018)
- Successfully lobbied the Constitutional Revision Commission to defeat Proposal 95 (preemption on the local regulation of commerce, trade, and labor). (2018)
- Successfully helped defeat Senate Bill 1828, which would have handicapped the City's emergency operations and increased liability to the City and Keys Electric. (2018)
- Secured \$277,650 for a Reef Pumpout Program. (2018)
- Secured \$5 million in Florida Forever funding for Areas of Critical State Concern. (2018)
- Successfully argued that based on geography and other unique factors, the Legislature should disregard the Supreme Court in a recommendation that the Legislature decertify a Monroe County Judge. Doing so would have left one of Monroe County's courthouses with no county judge since the two outside Key West only have one county judge each. The impact on the Key West courthouse dockets and additional travel in and out of the City was a huge concern. The decertification was eliminated in both the House and Senate Bills. (2018)

CITY OF KISSIMMEE

- Secured \$965,000 for a Public Safety Training Facility named after two officers killed in the line of duty. (2019)
- Helped secure passage of a local alcohol licensing bill that loosened the traditional requirements on liquor licenses in restaurants. This change in law will allow restaurants in the City's downtown entertainment district to provide liquor service without having to obtain a full liquor license. (2019)

CITY OF NEPTUNE BEACH

- Worked successfully with FDOT to line up funding for the City's priority stormwater project through a five-year workplan. (2019)

CITY OF ORLANDO

- Secured \$650,000 for 4Roots Urban Farm. This project, pioneered by the 4Rivers restaurant group, will redevelop a portion of Orlando's packing district to serve as an urban farm to educate and train future farmers from the area and provide a sustainable food source for the Pine Hills community of Orlando. (2019)
- Defeated legislation aimed at restructuring Metropolitan Planning Organizations and legislation targeting the structure, allowable expenditures, reporting requirements, and length of existence of Community Redevelopment Agencies. (2018)

CITY OF PORT ST. LUCIE

- Secured \$987,000 for Hegener Road Extension. This economic development project will serve as a catalyst to continued development of the City's Tradition Center for Commerce. (2019)

CITY OF WEST PALM BEACH

- Successfully amended a claim bill to rewrite the entire whereas clauses section to comply with the City's settlement agreement. (2019)
- Successfully passed a local bill pertaining to the City's firefighter pension program included securing \$150,000 for a Command Incident Vehicle. (2019)
- Secured a \$300,000 appropriation for enhancements to the City's critical incident response, including emergency vehicles and a police patrol boat. (2019)
- Successfully worked to pass a local bill relating to the City's police pension fund. (2019)
- Successfully lobbied Constitutional Revision Commission commissioners to defeat Proposal 95 (preemption on the local regulation of commerce, trade, and labor). (2019)
- Secured a \$400,000 appropriation for road improvements to the Rosemary Corridor. (2018)

HILLSBOROUGH COUNTY AVIATION AUTHORITY

- Secured a visit to Tampa International Airport by Governor Ron DeSantis that included a press conference on the economic impact of international flights at TPA and the importance of Visit Florida funding and investment. The event also included a small roundtable discussion with the Governor and key airport stakeholders, staff, and board members. (2019)
- Successfully fought for the reauthorization of Visit Florida for one additional year and for \$50 million in funding. This effort included direct lobbying of the Governor, Senate, and House, as well as many stakeholders engaged in Florida's tourism industry. (2019)
- Successfully inserted language into legislation preempting local regulations of Autonomous Vehicle Technology allowing airports and seaports to charge reasonable fees for facility usage. (2019)

4.2.2 Resources

Describe the resources you will bring to this project. Include: A description of strategic relationships with other organizations (e.g., Florida League of Cities, etc.); a description of specific relationships with state elected officials demonstrating bipartisanship; and, other special, relevant resources.

Strategic Relationships with Organizations

As GrayRobinson is the state lobbying firm for the Florida League of Cities, we will work in conjunction with the League and the City to support mutually beneficial budget appropriations, legislation, and agency rules or regulations. In addition, GrayRobinson's Tallahassee office is in the same building as the League, so our Tallahassee lobbyists have direct access for in-person communication at any time and regularly interact with League officers, directors, and staff.

In addition, GrayRobinson is a founding member of Floridians for Better Transportation and has a long-held gubernatorial-appointed seat on the board of Enterprise Florida, Inc. (the state's public-private-partnership economic development arm). The firm represents and is very active with the Florida Association of Counties and partners and obtains an active membership with the Florida Airports Council.

GrayRobinson also represents several Florida associations in their lobbying efforts that may help serve the City's interests. These include Associated Builders and Contractors of Florida, Central Florida Hotel and Lodging Association, Florida Association of Agencies Serving the Blind, Florida Association of American Institute of Architects, Florida Association of Blood Banks, Florida Association of Counties, Florida Association of Insurance Agents, Florida Craft Distillers Guild, Florida League of Cities, Florida Library Association, Florida Municipal Electrical Association, Florida Rural Water Association, Florida Solar Energy Industries Association, and NAIOP.

Specific Relationships with State Elected Officials

GrayRobinson is well known and respected in the legislative and executive branches, including state agencies, and has a broad network of personal and professional relationships with key decision-makers and their staff. With 14 offices throughout the state of Florida and an office in Washington, D.C., we get to know legislators, agency heads, key staff, and other elected officials in their hometowns. We support their causes, are involved in the same civic organizations, and we are their neighbors and friends. Given our size, scope, and growth strategy over the years, rarely does a local leader ascend to a state government role without some significant familiarity with GrayRobinson as a firm or a direct relationship with one or more of our professionals throughout the state. One cannot effectively advocate without the ability to interact and work with legislators, members of the governor's staff, and the heads of Florida's many agencies in many different venues and circumstances.

GrayRobinson is prepared to utilize these relationships built on trust and honest and forthright interactions over several years on behalf of the City and its priorities. GrayRobinson has decades of experience in lobbying the Florida Legislature, both offensively and defensively, on behalf of private and public entities. Many of our attorneys and consultants began their careers as staff to the Florida Legislature, Governor's Office, and state agencies, providing our clients with a unique perspective on the most efficient means of meeting their legislative goals.

In addition, we have decades of experience successfully representing our clients before the regulatory agencies of Florida, including but not limited to: the Department of Financial Services; the Office of Insurance Regulation; the Attorney General; the Department of Transportation; the Department of Environmental Protection; the Department of Business and Professional Regulation; the Agency for Health Care Administration; the Department of Health; and the Department of Economic

Opportunity. Firm members are active in the political process and maintain close relationships with legislators and influential statewide and local political leaders.

Our relationships with legislative leaders will be vital to the success of the City's efforts. The GrayRobinson Government Affairs and Lobbying Group includes two former speakers of the Florida House, the immediate past chief of staff and the immediate past general counsel to the governor, former state representatives, and members that act as policy advisors, strategic consultants, and advocates for multiple public and commercial entities and related statewide associations. Through these experiences, the team has developed close relationships with legislative leadership, influential committee chairs, and their staff.

In addition to our legislative branch capabilities, with members that have collectively served and advocated under five governors, our team maintains excellent working relationships with all of the agency heads in the current DeSantis administration and Cabinet. Our team will advise the City on the political outlook of the Governor and Legislators as well as the impacts of key policies and programs within Florida as they apply to you.

Below you will find descriptions of some of GrayRobinson's specific relationships. We will use all of these relationships to gain support for the City's priorities. We will utilize our experience and inside knowledge and relationships to guide us in drafting appropriate correspondence and scheduling briefings and meetings as needed to further garner support.

Our team has strong working relationship with the minority leadership teams including House Minority Leader **BOBBY B. DUBOSE** and Senate Minority Leader **GARY M. FARMER, JR.** Members of our team were early supporters of House Speaker **CHRIS SPROWLS**, and we have been working closely with Senate President **WILTON SIMPSON** since well before he was appointed by his class to lead his chamber. We know their priorities and leadership styles, and our team has developed and sustained excellent relationships with leadership teams and their top lieutenants on both sides of the aisle. We have worked diligently to forge these relationships based on common interests, trust, and reliability.

Perhaps the best way to better establish the trust and confidence we are asking the City to place in the GrayRobinson team is to point to times when others, similarly situated, put their trust and confidence in us. What follows is a snapshot of the experience and expertise that our firm brings to the table for our clients:

GRAYROBINSON PRESIDENT AND CEO AND CHAIR OF GOVERNMENT AFFAIRS DEAN CANNON served in the Florida House of Representatives from 2004 until 2012. He served as chair and member of the Transportation and Economic Development Appropriations Committee from 2006 to 2008 and chaired the influential Economic Expansion and Infrastructure Committee from 2008 to 2010. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term. Through his public service, he formed valued relationships throughout Tallahassee and across the state. These relationships continue to this day with the current legislative leadership, legislators, executive branch agency heads and their staff, cabinet members, and other elected officials.

GRAYROBINSON SHAREHOLDER ANDY BARDOS served as special counsel to the president of the Florida Senate, assisting in the development of legislation, and served as policy coordinator to the Judiciary Committee, the Health Regulation Committee, and the Ethics and Elections Subcommittee.

GRAYROBINSON OF COUNSEL ATTORNEY TIM CERIO served as General Counsel to Florida Governor Rick Scott. As General Counsel, Tim was the chief legal advisor to the Governor and the Executive Office of the Governor's legal liaison to all state and local agencies. Tim previously served as general counsel and subsequently Chief of Staff of the Florida Department of Health.

GRAYROBINSON SENIOR GOVERNMENT AFFAIRS CONSULTANT LARRY CRETUL served on the Marion County Commission from 1994 to 2002, including two years as Chairman. In 2002, he was elected to the Florida House of Representatives and was selected by his peers in 2009 to serve as Speaker of the House from 2009 to 2010.

GRAYROBINSON SHAREHOLDER GEORGE LEVESQUE served as Special Counsel and policy advisor to the Florida Speaker of the House, General Counsel to the Florida House of Representatives, and most recently, as General Counsel to the Florida Senate.

GRAYROBINSON SENIOR GOVERNMENT AFFAIRS CONSULTANT KIM MCDUGAL, PH.D. served as Chief of Staff to Florida Governor Rick Scott, where she was responsible for directly serving and advising the Governor on issues pertaining to more than 100,000 executive branch employees and administered an \$83 billion state budget. Kim also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.

GRAYROBINSON OF COUNSEL ATTORNEY BURT SAUNDERS served as a Florida Senator for District 37 from 1998 to 2008; a Florida Representative from 1994 to 1998; a Collier County Commissioner from 1986 to 1994; and as Collier County Attorney from 1982 to 1986. Burt is currently serving as a Collier County Commissioner.

GRAYROBINSON TALLAHASSEE MANAGING SHAREHOLDER AND LOBBYIST JASON UNGER served on the Florida Supreme Court Judicial Nominating Commission (JNC) during the Charlie Crist, Rick Scott, and Ron DeSantis gubernatorial administrations. Originally appointed to the Florida Supreme Court JNC by Governor Crist in 2008, he was subsequently reappointed by Governor Scott in 2011 and 2016. Jason served as Chair of the Florida Supreme Court JNC from 2009 to 2010 and from 2016 to 2019.

As evidenced throughout this response, central to our growth throughout the last 50 years is GrayRobinson's civic, community, and political activism culture. Our significant lobbying practice, combined with this culture of activism, has resulted in strong relationships across the state with members and professional staff of Florida's Congressional Delegation. Moreover, in this age of state term-limits, inevitably state and local elected officials with whom we work on a daily basis become members of Congress, and our relationships and connectivity to these leaders continue. All told, we are confident that the GrayRobinson relationships with and connectivity to the Florida Congressional Delegation are unsurpassed amongst Florida law and lobbying firms.

The City of Belle Isle Team

GrayRobinson will utilize a team approach designed to maximize communication and responsiveness to the City's needs. The team lead for all work done on behalf of the City will be Chris Dawson. Chris will direct the efforts of the group and be accountable for all work executed. In addition to Chris, Doyle Bartlett (federal), Dean Cannon, Chris Carmody, Katie Flury, Blair Hancock (federal), Laura Lenhart, and Jason Unger will serve as the primary team for the City's representation.

GrayRobinson is distinctive among lobbying firms in its approach to client service and staffing. Team members work together in a fully integrated dynamic to achieve a client's goals. This maximizes individual team member strengths, provides effective organizational communication, and amplifies our effectiveness on behalf of our clients. For that reason, with the City's approval, any member of our Government Affairs and Lobbying Group may be utilized as situations dictate. However, oversight of and accountability for the City's matters will rest with Chris.

Please see Section 3. Appendix for complete biographies for all team members.

4.2.3 Fee Proposal

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Council and encumbered for the purposes of this Agreement.

Please see the corresponding document, City of Belle Isle RFQ #21-03 - Fee Proposal, submitted in a separate sealed envelope marked “Fee Proposal.”

iii. APPENDIX

Team Biographies

Christopher T. Dawson

Shareholder/Government Consultant
Orlando/Tallahassee
chris.dawson@gray-robinson.com

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Experience

Chris is an attorney and professional lobbyist in the firm's Orlando office licensed to practice law in both Florida and Alabama. He primarily focuses on lobbying and government relations for public and private sector clients at the executive and legislative levels of state government, as well as before political subdivisions of the state, including counties, cities, airport authorities, transportation authorities, port authorities, school districts, and water management districts. He is credentialed as a Designated Professional Lobbyist by the Florida Association of Professional Lobbyists.

Chris also holds two degrees in civil engineering and has experience in construction litigation and design professional malpractice defense.

Areas of Practice

- Government Affairs & Lobbying
- Government
- Environmental & Sustainability Law
- Construction
- Land Use Law

Background

Chris is a sixth-generation Floridian. He was born in Pensacola, Florida, and raised in nearby Santa Rosa County. Chris graduated from Pace High School, where he served as student body president. Five years later, he received his undergraduate

degree in civil engineering from the University of Florida. While at UF, Chris was active in student government, Florida Blue Key, Dance Marathon benefitting Shands Children's Hospital at UF, and Tau Kappa Epsilon fraternity. Upon graduation, he passed the fundamentals of engineering exam and received the designation of Engineer in Training (EIT) from the Florida Board of Professional Engineers.

In 2013, Chris graduated *magna cum laude* from the University of Alabama School of Law. He pursued a joint degree at UA, also obtaining his master's degree in civil engineering with a focus on construction methods and management. While at Alabama, Chris was active in the Student Bar Association, Competition Trial Advocacy, Law School Ambassadors and Alabama's *Journal of the Legal Profession*. In spring 2012, he served as a legal intern in the D.C. office of Congressman Mario Diaz-Balart. Additionally, he was a summer associate in the Legal Services Bureau of the Alabama Department of Transportation. Chris also worked as a graduate assistant in the University of Alabama College of Engineering and served as adviser to the University of Alabama Dance Marathon benefitting Children's Hospital of Alabama. Though a Gator at heart, he has occasionally been known to utter "Roll Tide!"

Education

- **University of Florida, B.S.**, civil engineering (2010)
 - Honors Program Graduate
 - Florida Blue Key
 - Student Government, Cabinet Secretary
 - UF Dance Marathon, Overall for Community Events
 - Tau Kappa Epsilon, International Board of Directors & UF Chapter President
- **University of Alabama School of Law, J.D./M.S. Eng.**, civil engineering (*magna cum laude*, 2013)
 - *Journal of the Legal Profession*, Executive Editor
 - Student Bar Association, Senator
 - Law Republicans, President
 - Law School Ambassador
 - Competition Trial Advocacy Team
 - Bench & Bar Legal Honor Society
 - UA Dance Marathon, Adviser
 - UA College of Engineering, Graduate Assistant
 - Alabama Department of Transportation, Summer Associate
 - Office of Congressman Diaz-Balart, Law Intern
 - Book Awards: Civil Procedure, Environmental Law Seminar, Family Law, Alternative Dispute Resolution (ADR)

Admissions

- Florida
- U.S. District Court, Middle District of Florida
- Alabama
- U.S. District Court, Northern District of Alabama

Professional Associations & Memberships

- The Florida Bar
 - Governmental and Public Policy Advocacy Committee
- Florida Association of Professional Lobbyists, Designated Professional Lobbyist
- Florida House on Capitol Hill
 - Young Ambassadors Council
- Florida Chamber Political Institute
- Associated Industries of Florida
 - Association Advisory Group
 - Environmental Sustainability & Agriculture Council
 - Workers' Comp Coalition
- University of Alabama Farrah Law Alumni Society
- Florida Board of Professional Engineers, Licensed Engineer in Training (EIT)
- Alabama State Bar
 - Executive Council, Non-Resident Lawyers Section

Presentations & Seminars

- Presenter, "Inside the Winners Circle: Covering Florida's Election Results," November 4, 2020
- Moderator, "Purple State Politics: Discussing Florida's Unique Geographical and Political Diversity," October 8, 2020
- Presenter, Legislative Update, Florida Surety Association Quarterly Meeting, September 1, 2020
- Presenter, "Who's in and Who's Out?" Post-Election Pop-Up Forum, August 19, 2020
- Moderator, Virtual Community Leader Forum on the current state of the construction industry, August 13, 2020
- Emcee, Seminole County Regional Chamber of Commerce, Seminole Hob Nob, July 31, 2020
- Presenter, "2020 Florida Election Overview," Greater Pensacola Chamber, July 28, 2020
- Presenter, "Update on Federal COVID-19 Employment and Business Programs," Seminole County Chamber and the Apopka Area Chamber, April 15, 2020
- Presenter, "2020 Virtual Legislative Wrap Up," Greater Pensacola Chamber, April 14, 2020
- Presenter, "2020 Legislative Session Wrap Up," Oviedo Winter Springs Regional Chamber of Commerce webinar, April 9, 2020
- Presenter, Greater Orlando Builders Association webinar, April 6, 2020
- Presenter, Northwest Florida Days Business Leader's Breakfast, February 25, 2020
- Keynote Speaker, "2020 Legislative Session and Elections Update," Southwest Florida Roofing Contractors Association Annual Meeting, January 8, 2020
- Moderator, Apopka Area Chamber of Commerce Legislative Preview Breakfast, January 9, 2020
- Host, UF Community Speaker Series, Orlando, FL, October 1, 2019
- Presenter, Florida Surety Association 3rd Quarter Meeting, Tampa, FL, August 15, 2019
- Moderator, Lake County 2019 Post Session Town Hall Meeting, Tavares, FL, August 13, 2019
- Moderator, Oviedo Winter Springs Chamber Monthly Luncheon, Winter Springs, FL, July 11, 2019

- Presenter, Public Risk Management of Florida 2019 Educational Conference, Naples, FL, June 19-21, 2019
- Presenter, Pensacola Chamber of Commerce's Gopher Club Meeting, June 2, 2019
- Panelist, "2019 Florida Legislative Review," Fort Lauderdale Session Wrap Up, May 22, 2019
- Panelist, "2019 Florida Legislative Review," Orlando Session Wrap Up, May 15, 2019
- Moderator, "Legislative Preview Panel," Apopka Area Chamber of Commerce, January 14, 2019
- North Florida Chapter of Associated Builders and Contractors, Inc., October 2, 2018
- "State Economic and Customer Building Trends," 2018 Florida Natural Gas Association Operations & Marketing Conference & Tradeshow, September 19, 2018
- Panelist, "2018 Florida Legislative Review," Orlando Session Wrap Up, March 29, 2018
- Panelist, "2017 Florida Legislative Review," Jacksonville Session Wrap Up, June 8, 2017
- Panelist, "2016 Florida Legislative Review," Jacksonville Session Wrap Up, May 18, 2016
- Panelist, "2016 Florida Legislative Review," Orlando Session Wrap Up, April 16, 2016
- Panelist, "2016 Florida Legislative Review," Fort Lauderdale Session Wrap Up, April 14, 2016
- Panelist, "2016 Florida Legislative Review," Tampa Session Wrap Up, April 11, 2016

Articles & Publications

- "Goodbye, Election! What Comes Next in the Florida Legislative Process," *Florida Roofing*, November 2020
- "Upset Alert! Incumbent Losses During the 2020 Primary Election," *Florida Roofing*, October 2020
- "Where Are They Now? Tracked Bills of the 2020 Session," *Florida Roofing*, September 2020
- "From Curves to Cones: Hurricane Season in the COVID-19 World," *Florida Roofing*, June 2020
- "Keeping Roofing 'Essential'," *Florida Roofing*, May 2020
- "Local Government Contracting Bills on the Move!" *Florida Roofing*, February 2020
- "Legislative Session Preview," *Florida Roofing*, January 2020
- "Tricks & Treats in Tallahassee," *Florida Roofing*, November 2019
- "Session 2019: A Mixed (Plastic!) Bag for Florida Environmental Policy," GrayRobinson Government Relations & Lobbying E-Alert (2019)
- "Truth or Treason: Engineers As Expert Witnesses," 37 *J. Legal Prof.* 265 (2013)

Media Mentions

- Just Vote Episode 8, WFBD/Blab TV, August 2020
- "Purple Florida: Lawmakers Prepare to Navigate COVID-19 in Politically Divided State," *Florida Politics*, October 8, 2020
- Florida House on Capitol Hill Trustee Newsletter, April 2020
- "Law360 Names Attys Who Moved Up the Firm Ranks in Q1," *Law360*, April 2020
- "GrayRobinson Promotes Dawson," *INFLUENCE Magazine*, April 2020
- "FRSA Working Hard to Make Roofing an Essential Business with Government Agencies," Florida's Association of Roofing Professionals (FRSA), March 2020
- "Legislative Update on Essential Consideration for Roofing and Construction FRSA's," Florida's Association of Roofing Professionals (FRSA), March 2020

- "Annual Meeting Hits Political Highlights and Elects 2020 New Officers and Board Members," Southwest Florida Roofing Contractors Association (SWFRCA) Newsletter, February 2020
- "FRSA Hires Chris Dawson as New Legislative Counsel," *Florida Roofing*, November 2019
- Florida State Legislators' Town Hall & 2019 Legislation, Tavares, Florida, August 13, 2019
- Hurricane Michael Relief Drive interview, WFTV ABC Orlando, October 15, 2018
- Hurricane Michael Relief Drive interview, WESH NBC Orlando, October 14, 2018
- Hurricane Michael Relief Drive interview, WFTV ABC Orlando, October 14, 2018
- "Monday's Mover and Shaker," *Pulptown* Newsletter, July 16, 2018
- "Meet Chris Dawson - One of the 30-under-30 Rising Stars of Florida Politics," *Florida Politics*, May 12, 2016

Civic

- Greater Orlando Builders Association, Political Action Committee, Member
- Florida Farm Bureau
- Central Florida Partnership, Young Professionals Advisory Council, 2016-2017
- Connect Florida, East Central Regional Committee, 2016
- James Madison Institute
 - Central Florida Board of Advisors
 - Leaders Fellowship, 2015-2016
- Apopka Area Chamber of Commerce, Board of Directors, 2018-2021
- Greater Pensacola Chamber of Commerce
- Connect Florida Leadership Institute, Class VI
- Central Florida Dance Marathon, Founder
 - Co-Overall Chair, 2018
 - Chair, 2015 - 2017
- Children's Movement of Florida, Board of Advisors
- Leadership Seminole, Class 29
- Leadership Orlando, Class 93
- Leadership Florida
 - Special Council on Equity, Equality and Justice
 - East Regional Council
 - Team London Task Force
 - Selection Committee, 2020-2021
 - Annual Meeting Committee, 2019
- College Leadership Florida, Class XIV
- Orange County Young Republicans
- Pensacola Young Professionals
- Tiger Bay Club of Central Florida
- Florida Citrus Sports

- Greater Orlando Sports Commission (GO Sports)
 - 2019 NFL Pro Bowl Local Organizing Committee
 - 2019 Monster Jam World Finals XX Local Organizing Committee
 - 2019 MLS All-Star Game Local Organizing Committee

Awards & Recognitions

- *Best Lawyers in America*, "Ones to Watch," 2021
 - Government Relations Practice
- "40 Under 40," *Orlando Business Journal*, 2019
- "30 Under 30 Rising Star," *Florida Politics*, 2016

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Experience

Doyle is a member of the Firm's government affairs and lobbying group and leads the federal lobbying arm of GrayRobinson. In his early career, Doyle served for five years as Chief of Staff to Representative Bill McCollum, supporting Congressman McCollum's work as vice chair of the House Banking Committee and chair of the House Judiciary Committee's Crime Subcommittee. He oversaw Bill McCollum's race for the U.S. Senate in 1999-2000 and his successful campaign for Florida Attorney General in 2006. Doyle cofounded the Eris Group in 2003, which was acquired by GrayRobinson in 2019.

From 1988 to 1994, Doyle was general counsel and senior vice president for legislative services with the Conference of State Bank Supervisors, the professional association of state banking regulators. Before his time there, he was Manager of State Government Relations at Freddie Mac. Doyle came to Washington in 1984 as staff to the House Banking Committee, supporting Congressman Bill McCollum in his position as ranking member of the Subcommittee on Domestic Monetary Policy. He had previously served as McCollum's district representative in Orlando, Florida.

Areas of Practice

- COVID-19 Task Force
- Election Law
- Government
- Government Affairs & Lobbying
- Latin America Capital Flight

Background

A Florida native, Doyle holds a degree in finance from the University of Florida and a law degree from the National Law Center at George Washington University. Doyle is a member of the Bar in both Oklahoma and the District of Columbia. He is an adjunct professor at the University of Florida's Department of Political Science where he teaches a graduate level seminar of federal advocacy.

Education

- University of Florida, B.S.
- George Washington University, J.D.

Admissions

- Oklahoma
- Washington, DC

Professional Associations & Memberships

- The Oklahoma Bar
- The District of Columbia Bar

Awards & Recognitions

- Top Lobbyist, *The Hill*, 2019-2020
- DC's top "Hired Guns," *The Hill*

Civic

- Adjunct Professor, University of Florida

Presentations & Seminars

- Speaker, "New Year = New Biden Administration: What Should We Expect?" GrayRobinson Webinar, January 13, 2021
- Speaker, "Recapping One of the Most Historic Elections in the History of the United States," GrayRobinson Webinar, November 12, 2020
- Speaker, "Don't Get Spooked: 2020 Elections and the law," Association of Corporate Counsel (ACC) Virtual Event, October 29, 2020
- Speaker, "Preview of the 2020 Federal Election," October 20, 2020
- Speaker, "IPA Election Coverage – Part 1," Institute for Portfolio Alternatives (IPA) Webinar, October 1, 2020
- Speaker, "The Hong Kong Autonomy Act," China General Chamber of Commerce E-Connects Webinar, July 30, 2020
- Panelist, "Political Priorities and Threats Facing the Banking Industry," 2019 Utah Association of Financial Services (UAFS) and National Association of Industrial Bankers (NAIB) Convention, Park City, UT, August 14-16, 2019
- Speaker, "Federal and State Government Affairs Update," GrayRobinson's Community Leader Forum, Gainesville, FL, May 14, 2019
- Panelist, Community Financial Services Association of America (CFSA) 2019 Annual Conference & Expo, Miami, FL, March 18-21, 2019

Dean Cannon

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Chair of Government Affairs
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Experience

A fifth-generation Floridian, Dean Cannon began his career as a lawyer in Orlando, practicing state and local government law since 1995. From the Panhandle to the Keys, he has represented sophisticated clients before local, regional, and state government entities. He has also represented cities and counties and quasi-governmental authorities, as well as local governments on issues ranging from electric and wastewater utilities to land-use and administrative law.

Dean served in the Florida House of Representatives from 2004 until 2012. During his eight-year tenure, he played pivotal roles in property tax reform, growth management reform, health care and Medicaid reform, and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political challenge.

Dean's legislative and executive branch lobbying experience includes representing private clients and local government entities on issues including transportation, education, health care, insurance and appropriations matters. He has also handled civil litigation, administrative law, and regulatory matters before the Division of Administrative Hearings, and appellate matters before district courts of appeal and the Florida Supreme Court.

Because of his background as a local government lawyer, Dean developed particular expertise lobbying on behalf of local governments, regional government entities, and local government-related associations. His first lobbying clients in the mid-1990s were municipalities in Central Florida, and after leaving the House of Representatives in 2012, he resumed his lobbying practice with an emphasis on representing local governments as part of his overall lobbying practice. He currently represents the cities of Orlando and West Palm Beach, Monroe County, the Florida Municipal Electric Association and the Central Florida Expressway, to name a few.

Areas of Practice

- Administrative & Regulatory
- Insurance Transactional & Regulatory
- Election Law
- Government
- Government Affairs & Lobbying
- Litigation
- COVID-19 Task Force

Background

Dean served as general counsel to the Orange County Charter Review Commission in 2000 and previously represented the City of Orlando before the Florida Legislature and the executive branch.

Dean lives in Tallahassee with his wife, Ellen, and their three children, Dean III, Katherine and Sarah.

Education

- **University of Florida, B.S.** telecommunications management (1989)
 - UF Student Senate, 1987-1988
 - UF Hall of Fame, 1989
- University of Florida Levin College of Law, J.D. (1992)
 - Florida Blue Key, Vice President, 1990
 - Student Body President, 1991-1992

Admissions

- Florida

Professional Associations & Memberships

- The Florida Bar
- Florida Association of Professional Lobbyists

Awards & Recognitions

- AV Preeminent® rated by *Martindale-Hubbell*
- *Florida Politics*, Florida Politician of the Decade, 2010-2020
- *Florida Trend*, Legal Elite, Government & Administrative, 2020
- *Best Lawyers in America*, Government Relations Practice, 2021
- *Florida Trend*, Florida's 500: Florida's Most Influential Business Leaders, 2019-2020

Civic

- Kissimmee/Osceola County Chamber of Commerce

Christopher L. Carmody, Jr.

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Experience

Chris earned his certification as a Designated Professional Lobbyist from the Florida Association of Professional Lobbyists and is an attorney admitted to practice in all Florida state courts. He has substantial experience handling government relations matters, including representation before the Florida legislative and executive branches, purchasing and procurement appeals, and professional licensing. Chris' clients range from small cities to Fortune 500 companies, and his experience runs the gamut of state-level needs and issues, from the passing of landmark legislation to proficiency on the appropriations process.

Chris also practices in litigation, land use, construction, and sports law. His practice includes obtaining state and local government regulatory approvals as well as matters related to the acquisition, development, and utilization of real property. He has represented contractors, engineers, architects, developers, owners, subcontractors, and suppliers in issues relating to land use and construction law. Chris provides legal services to the Central Florida Sports Commission and has handled numerous high-level sports matters at the legislative level, including tax exemptions, workers' compensation, and other matters that affect sports franchises.

Areas of Practice

- Government Affairs & Lobbying
- Government
- Election Law
- Higher Education
- Land Use Law
- Litigation
- Restaurant
- Environmental & Sustainability Law
- Construction
- COVID-19 Task Force

Background

Chris was born and raised in Orlando, Florida. He graduated from Bishop Moore Catholic High School in 1998. Four years later, he received his undergraduate degree in political science from the University of Florida, with a minor in human nutrition. While at UF, Chris was active in student government activities and regularly attended both football and basketball games.

In 2005, Chris graduated from the University of Florida Levin College of Law. During law school, Chris interned at the Florida Supreme Court for The Honorable Raoul G. Cantero. He also researched under Dean Jon Mills in the Center for Governmental Responsibility. He was a member of the Justice Campbell Thornal Moot Court Board and in his final semester served as president.

Education

- **University of Florida, B.A. (2002)**
 - Senate President, Student Government
 - Florida Blue Key
 - Hall of Fame
 - Phi Beta Kappa
- **University of Florida Levin College of Law, J.D. (2005)**
 - Justice Campbell Thornal Moot Court Board
 - President
 - Regional Champion, Thomas Tang National Moot Court Competition
 - Vice President, Florida Blue Key
 - Intern, Honorable Raoul G. Cantero, Florida Supreme Court
 - Research Assistant, Center for Governmental Responsibility
 - Order of the Barristers
 - Chair, Class Gift Committee

Admissions

- Florida
- U.S. District Court, Middle District of Florida
- U.S. Court of Appeals, 11th Circuit

Professional Associations & Memberships

- The Florida Bar
- Judicial Nominating Commission, 9th Judicial Circuit, 2013-2016, 2016-2019
 - Chair, 2016-2017
- Orange County Bar Association
- Inns of Court
- Florida Association of Professional Lobbyists, Designated Professional Lobbyist

Awards & Recognitions

- Florida *Super Lawyers*, Rising Star, 2009-2020
- Florida *Trend*, Legal Elite, 2015-2016, 2020
 - Up and Comer, 2011-2013
- Insight 100: Central Florida's Most Powerful, *East Orlando Post*, 2016
- Central Florida 100, *Orlando Sentinel*, 2015
- *Orlando Business Journal's* "40 Under 40," 2010, 2014
- University of Florida Alumni Association "Leader of the Year," 2012-2013
- Eagle Scout Award, Troop 76, Orlando, Florida

Civic

- Kissimmee/Osceola County Chamber of Commerce, Board of Directors, 2013-present
- Seminole County Chamber of Commerce, Board of Directors, 2013-present
- Central Florida Gator Club, President, 2012-2014
- City of Orlando, Certification Board, 2012-2015
- IDignity, Board Member, Chair, 2015-present
- Frederick Leadership Initiative, Co-Chair
- Junior Achievement Professional Connection, Classroom Teacher
- Tiger Bay, Board Member, President, 2014
- Business Force, Board Member
- University of Florida Law Alumni Council, Member
 - Regional Vice President, 2014-present
- Connect Florida Leadership Institute, Class I
- College Leadership Florida, Class VII
- Orange County Young Republicans, Former President
- Central Florida Boy Scout Council, Vice Chair, Golden Eagle Dinner
- Central Florida Partnership, Young Professionals Advisory Board, Co-Founder; Former Chair
- Leadership Seminole, Class 19
- Leadership Orlando, Class 73

Media Mentions

- "Politics of the Sadowski Fund," *Wesh2*, October 2019
- "Criticized Law Brings About Fairness," *South Florida Business and Wealth*, September 2019
- "E-Scooter Surge Kicks Up Cloud Of Legal Issues," *Law360*, August 2019
- "Inaugural list of Central Florida's Top 25 Most Powerful Politicians," *Florida Politics*, July 2019
- "Winners and Losers Emerging from the 2019 Legislative Session," *Florida Politics*, May 2019
- "The Role of Lobbyists in Crafting Legislation," 90.7 WMFE Radio, April 2019
- "Deja Vu: Recount Veterans Back At It In Florida," *Law360*, November 2018

- "Rick Scott Files Recount Lawsuit Against Hillsborough Elections Supervisor," *Florida Politics*, November 2018
- "Melbourne Airport Gets \$4M Job Creation Grant," *Orlando Business Journal*, October 2018
- "Election Analysis: Races and Amendments Breakdown," WUCF TV, Metro Center Outlook, October 2018
- The I-4CAST Interview, September 2018
- "After New Hampshire, What's Next for Bush & Rubio in South Carolina?" 90.7 WMFE, February 2016

Articles & Publications

- "Central Florida 100: COVID-19, Unemployment and Seminole Land," *Orlando Sentinel*, May 2020
- "Central Florida 100: Move-in day, Opioids and Universal Neighbors," *Orlando Sentinel*, August 2019
- "Central Florida 100: Guns, Elections and Skyscrapers," *Orlando Sentinel*, August 2019
- "Central Florida 100: Universal, Education and Gun Control," *Orlando Sentinel*, August 2019
- "Central Florida 100: Boeing, Trump's Visit and the State of the City," *Orlando Sentinel*, June 2019
- "Central Florida 100: Hurricane Aid, Tourist Numbers and Nurses Week," *Orlando Sentinel*, May 2019
- "Central Florida 100: Legislature, Osceola Taxes, and Believing in Magic," *Orlando Sentinel*, April 2019
- "Central Florida 100: Eatonville, Election Equipment and Housing," *Orlando Sentinel*, March 2019
- "Central Florida 100: Housing, UCF and Mourning New Zealand," *Orlando Sentinel*, March 2019
- "Central Florida 100: Rites of Spring -- March Madness, Baseball and the Legislature," *Orlando Sentinel*, March 2019
- "Central Florida 100: Legislature, Lions and Lynx," *Orlando Sentinel*, March 2019
- "Central Florida 100: Whittaker, Lake Nona Buses and the Space Force," *Orlando Sentinel*, February 2019
- "Central Florida 100: ALICE, HUD and Hope for the Magic," *Orlando Sentinel*, February 2019
- "Central Florida 100: 'Emanuel,' Holocaust Remembrance and Helping Needy Children," *Orlando Sentinel*, February 2019
- "Central Florida 100: Traffic, Jobs and Policy Shifts," *Orlando Sentinel*, January 2019
- "Central Florida 100: DeSantis, the Shutdown and Dogs | Commentary," *Orlando Sentinel*, January 2019
- "Police protection, Robots and Ping Pong Paddles: Central Florida 100 | Commentary," *Orlando Sentinel*, December 2018
- "'Hamilton' Unites; Mayor Jacobs Creates a Culture of Compassion; and Maurice Allen Drives to the Moon," *Orlando Sentinel*, November 2018
- "Election Fatigue and Cancer Awareness: Why Do Breasts Get All the Attention?" *Orlando Sentinel*, October 2018
- "Pride Week, New OPD Chief, Hurricane Michael: Central Florida 100," *Orlando Sentinel*, October 2018
- "\$15 an Hour Jobs, Raw Politics from Kavanaugh: Central Florida 100," *Orlando Sentinel*, October 2018
- "Green Algae, Red Tide: Florida's Summer Colors," *Orlando Sentinel* Central Florida 100, August 2018
- "Right Formula for Economic Incentives Grows Florida Economy: Front Burner," *Orlando Sentinel*, December 21, 2016

Presentations & Seminars

- Presenter, "Don't Get Spooked: 2020 Elections and the law," Association of Corporate Counsel (ACC) Virtual Event, October 29, 2020

- Presenter, "How has the pandemic affected legislative enactments?" National Association of Industrial and Office Properties South Florida Chapter Webinar, October 22, 2020
- Presenter, Legislative Update, Florida Insurance Trust Virtual Conference, October 15, 2020
- Presenter, "2020 Legislative Session Overview & The Path Ahead," Project Opioid, September 18, 2020
- Presenter, Legislative Update, Florida Planning and Zoning Association (FPZA) Surfcoast Chapter, September 18, 2020
- Moderator, Preparing for the September 18 Value Adjustment Boards Deadline Webinar, August 20, 2020
- Presenter, Legislative Update CLE, Executive Council Meeting for the Real Property, Probate and Trust Law Section of The Florida Bar, August 20, 2020
- Presenter, "Who's in and Who's Out?" Post-Election Pop-Up Forum, August 19, 2020
- Moderator, "Policy, Politics and Purpose: Leading During a Pandemic," Virtual Community Leader Forum, August 4, 2020
- Presenter, "Virtual Legislative Update," World Risk Management: A Ballator Company, July 8, 2020
- Presenter, "2020 Virtual Legislative Wrap Up," Greater Pensacola Chamber, April 14, 2020
- Presenter, "2020 Legislative Session Wrap Up," Oviedo Winter Springs Regional Chamber of Commerce webinar, April 9, 2020
- Presenter, Federal and State Stimulus Programs for Small Business Webinar, March 24, 2020
- Presenter, NAIOP Northeast Florida Legislative Update, January 28, 2020
- Presenter, 2019 Leadership Florida Annual Meeting, June 20, 2019
- Presenter, NAIOP South Florida Board of Directors Open House Meeting, June 12, 2019
- Panelist, "2019 Florida Legislative Review," Orlando Session Wrap Up, May 15, 2019
- Panelist, "2019 Florida Legislative Review," Jacksonville Session Wrap Up, May 13, 2019
- Emcee, "Legislative Update," Seminole County Regional Chamber of Commerce, May 16, 2019
- Panelist, "Get Ready for the 2018 Election – What's on the 2018 Ballot and What Does it Mean?" Orlando Regional Chamber's Business Leadership Roundtable, September 25, 2018
- Presenter, Seminole County Regional Chamber of Commerce, Good Morning Seminole, August 2, 2018
- Panelist, "2018 Florida Legislative Review," Jacksonville Session Wrap Up, April 18, 2018
- Panelist, "2018 Florida Legislative Review," Orlando Session Wrap Up, March 29, 2018
- Panelist, "2017 Florida Legislative Review," Jacksonville Session Wrap Up, June 8, 2017
- Presenter, The Florida Bar Environmental & Land Use Law Section Webcast Series, February 23, 2017
- Panelist, "Florida Politics in 2017: Regional Business Issues," East Orlando Chamber of Commerce and Oviedo Winter Springs Regional Chamber of Commerce, January 31, 2017
- Panelist, "2016 Florida Legislative Review," Jacksonville Session Wrap Up, May 18, 2016
- Panelist, "2016 Florida Legislative Review," Orlando Session Wrap Up, April 16, 2016
- Panelist, "2016 Florida Legislative Review," Fort Lauderdale Session Wrap Up, April 14, 2016
- Panelist, "2016 Florida Legislative Review," Tampa Session Wrap Up, April 11, 2016
- Presenter, Developers Council Annual Legislative Update, Greater Orlando Builders Association (GOBA), Orlando, Florida, June 25, 2015
- "Sales Tax Update on Commercial Leases," National Association of Industrial and Office Products (NAIOP) Central Florida Chapter, Orlando, Florida, January 16, 2014

Katherin Flury*

Government Consultant

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Phone: 850-577-9090

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Experience

Katherin "Katie" Flury is a government consultant in GrayRobinson's Orlando office, where she focuses her practice on a myriad of issues before state and local government. Known for her expertise in emerging technology, health care, sports, and transportation, Katie is frequently asked to speak on issues related to autonomous vehicles and other emerging technologies.

Prior to joining GrayRobinson, Katie served as a political and campaign consultant to key members in leadership in the Florida House of Representatives, including Representatives Jason Brodeur, Mike Miller, and Scott Plakon. Additionally, Katie served as chief legislative aide to Representative Brodeur. During her time with the Florida House, Katie gained invaluable knowledge of health care policy and navigating contentious bills through the Florida Legislature.

Katie is a member of the Leadership Orlando Class of 1996, member of Connect Florida Leadership Institute Class VIII, board member of the Florida Symphony Youth Orchestra, and board member of the Friends of the Orange County Library. She holds an MBA and a Bachelor of Science in Interpersonal and Organizational Communications from the University of Central Florida.

While Katie resides in Orlando, she also calls Tallahassee home during committee weeks and legislative session.

Areas of Practice

- Government Affairs & Lobbying

Education

- University of Central Florida, B.S., Interpersonal and Organizational Communications
- University of Central Florida, M.B.A.

* Denotes non-attorney professional

Civic

- Leadership Orlando, Class 96
- Connect Florida Leadership Institute, Class VIII
- Florida Symphony Youth Orchestra, Board Member

Presentations & Seminars

- Presenter, "Who's in and Who's Out?" Post-Election Pop-Up Forum, August 19, 2020
- Presenter, 2020 Virtual Legislative Wrap Up, Greater Pensacola Chamber, April 14, 2020
- Panelist, "The New Regulatory Environment and its Contributing Factors," 2019 ADAS & Autonomous Vehicles USA Conference, September 25, 2019
- Panelist, "2019 Florida Legislative Review," Orlando Session Wrap Up, May 15, 2019
- Moderator, "Preparing for Autonomous Vehicles - Be in the Know!" GrayRobinson Community Leader Forum, September 18, 2018
- Panelist, "2018 Florida Legislative Review," Orlando Session Wrap Up, March 29, 2018

Elizabeth Blair Hancock*

Federal Legislative Consultant

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Experience

Blair is a federal legislative consultant in GrayRobinson's Washington, DC office with experience developing government relations strategies at both the state and federal level. A connector who has built a network of key relationships, Blair ensures transparency and effective problem solving through engagement with key government officials and staff.

Blair started her career at the Federal Office of the Florida Governor in Washington, DC, and returned to Florida to serve as a Legislative Fellow for the Florida House of Representatives Economic Affairs Committee. Prior to joining GrayRobinson, Blair worked for the University of Florida Office of Federal Relations. In this role, she collaborated with Congressional members and staff to develop actionable items that positively impacted the University of Florida and higher education community. Most recently, she worked for the U.S. Dept. of Housing & Urban Development, Office of Congressional & Intergovernmental Relations in Washington, DC, where she ensured the accurate presentation of the Department's views before 300+ congressional offices.

Areas of Practice

- Government Affairs & Lobbying

Background

Blair grew up in St. Petersburg, FL and graduated from the University of Florida where she majored in business administration, management and minored in geography and leadership. She earned her masters of science in public administration and policy from Florida State University.

Education

- **University of Florida, B.S.**, Business Administration, Management (2015)
 - Minors in Geography and Leadership
- **Florida State University, M.S.**, Public Administration and Policy (2016)

* Denotes non-attorney professional

Civic

- UF Health Shands Children's Hospital, Junior Board of Directors, Vice Chairman, 2018
- James Madison Institute, Leaders Fellow, Class IV, 2017
- Florida Gubernatorial Fellow, Class XII, 2016

Professional Associations & Memberships

- Florida House on Capitol Hill, Board of Trustees, Congressional Outreach Director, 2018

Presentations & Seminars

- Panelist, Association of Public and Land Grant Universities, Council on Government Affairs Conference, July 2019

Laura L. Lenhart*

Government Consultant

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Experience

Laura, a government consultant in GrayRobinson's Tampa law firm office, boasts over a decade of experience in multifaceted political and legislative environments. She has comprehensive knowledge and experience in Florida legislative procedures and possesses a strong background in advocating legislative issues at the State level, tracking legislation, and researching and interpreting rules and regulations.

Laura previously served as a Government & Regulatory Affairs Manager for a communications company where she gained experience developing and executing an annual legislative agenda, effectively communicating legislative and regulatory opportunities and threats internally, and managing the efforts of the external lobbying team.

Areas of Practice

- Government Affairs & Lobbying

Background

In 2009, Laura graduated from Florida State University with a bachelor's degree in political science. Subsequently, she earned her master's degree in political science with a concentration in applied American politics and policy from Florida State University. After completing her master's degree, Laura continued on to become the government relations contractor for the Moffitt Cancer Center and liaison for Florida's Cancer Control and Research Advisory Council (CCRAB). In 2012 she worked for the Florida Chamber of Commerce, tracking legislation throughout the committee process, lobbying members and staff on issues of priority to the Florida Chamber, and disseminating and communicating information to the organizations external lobby core. She continued her work at the Moffitt Cancer Center in 2014 when she became the public affairs strategist, immersing herself in all levels of Moffitt's Government Relations Departmental efforts, which included local, state, and federal coordination. Prior to joining GrayRobinson, she was the government and regulatory affairs manager at a large corporation, responsible for developing and successfully executing their annual legislative agenda.

* Denotes non-attorney professional

Education

- **Florida State University, B.S.**, Political Science (2009)
- **Florida State University, M.S.**, Political Science (2010)
 - Concentration in Applied American Politics and Policy

Professional Associations & Memberships

- Emerge Tampa Young Professional Network
 - Member, 2014-2019

Civic

- The Junior League of Tampa
 - Public Affairs Committee Member, 2020 - 2021
 - Leadership Council, Advocacy Advisory Committee, 2019-2020
 - Public Affairs Committee, Chair, 2019-2020
 - State Public Affairs Committee, Coordinator, 2018-2019
 - Provisional Member, 2017-2018
- Florida Telecommunications Relay, Inc.
 - Board Member, 2017-Present
- City of Tampa, Mayor Jane Castor's Mayor's University Program, Class of 2019
- Greater Tampa Chamber of Commerce, Leadership Tampa, Class of 2019
- Girl Scouts of West Central Florida
 - Camp CEO Advisor, 2017-2019

Presentations & Seminars

- Presenter, "Inside the Winners Circle: Covering Florida's Election Results," November 4, 2020

Jason L. Unger

Tallahassee Managing Shareholder

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Experience

Jason concentrates his practice in the areas of governmental affairs and administrative law matters, and regularly works with the executive branch agencies and the Legislature on behalf of his clients. Jason has successfully defended cities, counties, sheriffs, school boards, and/or their insurers in the claim bill process.

Prior to joining GrayRobinson, Jason served as Special Counsel to the Speaker of the Florida House of Representatives. While at GrayRobinson, he represented George W. Bush and Richard Cheney in the 2000 presidential election contest; the Florida House of Representatives in the 2002 and 2012 redistricting cycles; the Republican Party of Florida; and members of the Legislature in election law matters. In 2001, Jason was appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw, Jr. to the Florida Federal Judicial Nominating Commission. In 2005, Gov. Bush appointed Jason to the Florida Sports Foundation.

Jason served on the Florida Supreme Court Judicial Nominating Commission (JNC) during the Charlie Crist, Rick Scott, and Ron DeSantis gubernatorial administrations. Originally appointed to the Florida Supreme Court JNC by Governor Crist in 2008, he was subsequently reappointed by Governor Scott in 2011 and 2016. Jason served as the Chair of Florida Supreme Court JNC from 2009 to 2010 and from 2016 to 2019.

Areas of Practice

- Administrative & Regulatory
- Attorney General Defense
- Election Law
- Insurance Transactional & Regulatory
- Transportation
- Alcohol Beverage
- Health Care
- Government
- Government Affairs & Lobbying
- COVID-19 Task Force

Background

Jason was born in New Jersey and has lived in Florida since 1982. He received his bachelor's degree from the University of Florida in 1990 and then went on to receive his juris doctor from the University of Florida College of Law in 1993. He moved to Tallahassee from Fort Lauderdale in 1998.

Education

- **University of Florida, B.S.B.A.** (1990)
- **University of Florida, J.D.** (1993)

Admissions

- Florida
- U.S. District Court, Southern District of Florida

Professional Associations & Memberships

- Judicial Nominating Commission
 - Florida Supreme Court, 2008-2011, appointed by Gov. Charlie Crist; 2011-2019, reappointed by Gov. Rick Scott
 - Chair, 2009-2010
 - Chair, 2016-2019
 - Florida Federal, 2001-2005, appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw
- National Republican Congressional Committee, Florida Counsel, 2010 and 2016 elections
- Florida House of Representatives, Redistricting Counsel, 2002 and 2012 cycles
- Rudy Giuliani Presidential Campaign, Florida Counsel, 2007-2008
- Republican Party of Florida, Election Law Counsel, 2002
- Litigation Counsel to George W. Bush and Richard Cheney, 2000 Presidential Election Contest
- Speaker, Florida House of Representatives, Special Counsel, 2000
- Appointed by Gov. Jeb Bush to the Boards and Commissions Review Panel, 1999-2000
- The Florida Bar
 - Governmental and Public Policy Advocacy Committee

Media Mentions

- "Trump's List of Potential Supreme Court Nominees Includes a Cuban-American Miami Native," *6 South Florida*
- "Judicial Nominating Commission Chair Resigns, Claims Governor's Office Interfered with Independence," *Florida Today*, June 2019
- "Florida Attorneys Joining Governor on Trade Mission to Israel," *Daily Business Review*, May 2019
- "More than 90 people are traveling to Israel with Gov. Ron DeSantis. Who's on the list?" *SunSentinel*, May 2019
- "UNF Delegation Joining Gov. DeSantis On Trip To Israel," *WJCT Public Media*, May 2019
- "See the Names of the Delegation Members Accompanying Gov. DeSantis to Israel," *Tallahassee Democrat*, May 2019
- "Lawmakers, Lobbyists Join DeSantis on Israel Trip," *Daily Commercial*, May 2019

- "Florida Prepaid 'Tuition Differential Fee' Doesn't Entitle Out-of-State Students to Tuition 'Windfall:' Appeals Panel," *Florida Record*, March 2019
- "New Florida Governor Moves Quickly With Supreme Court Pick, Environmental Plan," *The Wall Street Journal*, January 2019
- "11 Names Sent To Fla. Gov.-Elect For 3 High Court Seats," *Law360*, November 2018
- "Fla. High Court Nominee Process Can Continue, Justices Say," *Law360*, November 2018
- "Trouble Getting Sake in Florida? Law Could Soon Change for the Better," *Tampa Bay Times*, June 2017
- "Legislating Libations: What Comes Next for the Craft Distillery Movement," *Jacksonville Business Journal*, September 2016
- "Publix, ABC Fighting Supermarket Liquor Sales Bill," *Daily Business Review*, October 2015
- "Publix, Liquor Stores Unite to Keep Walls Between Groceries, Booze," *Orlando Sentinel*, October 2015
- "Backroom Briefing: Liquor Dispute Could be a Wallbanger," *Sunshine State News*, October 2015
- "Federal Medical Marijuana Bill Backed by Senate Trio," *Examiner*, March 2015
- "Publix, Wal-Mart at Odds Over Separating Liquor, Groceries," *News Service of Florida*, February 2015
- "Florida Legislation and Regulation to Watch in 2015," *Law360*, January 2015
- "Craft Beer Brewers Go Head to Head With Beer Distributors," *Florida Trend*, January 2014
- "Casino Resort Fight Creates Windfall for Lobbyists," *Daily Business Review*, December 2011
- "Smooth Operators," *AmericanLawyer.com*, November 2011
- Interview on Fox News Channel, October 2010
- Interview on Fox News Channel, Election Day, November 2010

Civic

- University of Florida College of Law, Trustee, 2020-current
- UF Health Shands Leadership Council Tallahassee, 2018-current
- Florida Sports Foundation, Board of Directors, 2005-2007, appointed by Gov. Jeb Bush
- Florida Tax Watch, Board of Trustees, 2004-2006
- National Jewish Coalition, South Florida Chair, 1996-1998
- Florida Blue Key

Reported Cases

Significant reported cases include:

- *Advisory Opinion to the Attorney General re: Prohibits Possession of Defined Assault Weapons*, --- So. 3d ----, No. SC19-1266, 2020 WL 2960236 (Fla. June 4, 2020)
- *In re Senate Joint Resolution of Legislative Apportionment 1176*, 83 So.3d 597 (Fla. 2012)
- *Martinez v. Bush*, 2002 WL 31740366 (S.D. Fla. 2002)
- *Florida Senate v. Forman*, 826 So.2d 279 (Fla. 2002)
- *In re: Constitutionality of House Joint Resolution 1987*, 817 So.2d 819 (Fla. 2002)
- *Palm Beach County Canvassing Board v. Harris*, 772 So.2d 1273 (Fla. 2000)
- *Gore v. Harris*, 2000 WL 1770257 (Fla. Cir. Ct. 2000)
- *In re: Constitutionality of House Joint Resolution 25E*, 863 So.2d 1176 (Fla. 2003) (NO.SC03-1912)

Signed Addenda

**ADDENDUM 1
TO
REQUEST FOR QUALIFICATIONS
LOBBYING AND INTERGOVERNMENTAL
CONSULTANT SERVICES
RFQ #21-03**

This Addendum is issued on February 11, 2021. The issuance of this addendum does not change the submission dates.

Section 4.2.1. B. under "Areas of Expertise", delete Sunshine Laws and Election Laws.

Section I. General Information:

Addendum received by GrayRobinson on February 11, 2021. Signed:



Chris Dawson
Shareholder
GrayRobinson, P.A.

4.2.3 FEE PROPOSAL

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Council and encumbered for the purposes of this Agreement.

For state lobbying services only, GrayRobinson proposes a flat annual fee of \$54,000 broken up into equal monthly increments of \$4,500.

Should the City require federal lobbying services in Washington, D.C., we will adjust the flat rate of compensation proposed above to an amount mutually agreed upon by both parties.

Any additional out-of-pocket expenses incurred or advanced on behalf of the City will be itemized on our billing invoice and, in the aggregate, will not exceed \$500 per month without preapproval by the City.