

## Board of Commissioners Meeting

Wednesday, August 15, 2018

LOCATION:

THA ADMINISTRATION OFFICES  
5301 WEST CYPRESS STREET  
TAMPA, FLORIDA 33607





**BOARD OF  
COMMISSIONERS**

Susan Johnson-Velez  
Chair

James A. Cloar  
Vice Chair

Hazel S. Harvey

Billi Johnson-Griffin

Rubin E. Padgett

Bemetra L. Simmons

**Jerome D. Ryans**  
President/CEO

5301 West Cypress Street  
Tampa, Florida 33607

P. O. Box 4766  
Tampa, Florida 33677

OFFICE: (813) 341-9101

[www.thafi.com](http://www.thafi.com)

## Board of Commissioners Meeting Wednesday, August 15, 2018

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**AGENDA FOR THE REGULAR BOARD MEETING**  
**Of The Housing Authority of the City of Tampa, Florida**

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August 15, 2018

**\*PLEASE APPROACH MICROPHONE TO SPEAK AND STATE YOUR NAME FOR THE RECORD, THANK YOU\***

**I. REGULAR MEETING**

- Call to Order
- Roll Call
- Moment of Silent Prayer and/or Personal Meditation
- Pledge of Allegiance to the Flag
- Reading of the Mission Statement

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**MISSION STATEMENT**

The Housing Authority of the City of Tampa promotes the development and professional management of a variety of affordable housing opportunities, facilities and supportive services, to nurture neighborhoods, provide economic development and self-sufficiency activities for residents, while assuring equal access to safe, quality housing for low and moderate income families, throughout the community.

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**II. APPROVAL OF MINUTES**

- Board Meeting of July 18, 2018

**III. PUBLIC FORUM**

- Maximum three-minute limit per speaker
- Speakers must register prior to the Board Meeting with the form available at the entrance to the meeting room.

**IV. EMPLOYEES OF THE MONTH (Central Administration/Properties)**

- Administration ~ [Nelida Rodriguez](#)
- Properties ~ [Jose Colon](#)

**V. SPECIAL RECOGNITIONS**

- Geraldine Barnes Award Recipients ~ [Yvenette Ulyse \(July\)](#)
- Tampa Police Department Retirement ~ [Major Rocky Ratliff](#)

**VI. PRESENTATION**

- **HCI Group Foundation** ~ [Chair Paresh Patel](#) and [VP Michael Alexandrou](#)

**AGENDA FOR THE REGULAR BOARD MEETING**

**Of The Housing Authority of the City of Tampa, Florida**

**VII. RESOLUTIONS**

2018-4096 <a href="#">Leroy Moore</a>	RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA (THA) TO NEGOTIATE AND AWARD AN INDEFINITE DELIVERY JOINT VENTURE PARTNERSHIP AGREEMENT FOR ENERGY PERFORMANCE CONTRACTING WITH JOHNSON CONTROLS, INC.
2018-4098 <a href="#">Leroy Moore</a>	A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA TO EXECUTE UTILITY EASEMENT GRANTED TO TAMPA ELECTRIC COMPANY (TECO) ALONG SPRUCE COVE EAST OF NORTH BOULEVARD.
2018-4099 <a href="#">Leroy Moore</a>	RESOLUTIONS APPROVING THE RENAISSANCE AT WEST RIVER MIXED-FINANCE AND RAD CLOSING.

**VIII. PRESIDENT / CEO's REPORT**

**Finance and Related Entities ~ [Susi Begazo-McGourty](#)**  
**Operations and Real Estate Development ~ [Leroy Moore](#)**

**IX. NOTICES AND UPDATES**

**X. LEGAL MATTERS**

**XI. UNFINISHED BUSINESS**

**XII. NEW BUSINESS**

**XIII. ADJOURNMENT**

\*Commissioners will reconvene for (a) Directors meeting(s) immediately following the regular meeting.

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# Minutes of the Regular Meeting of the Board of Commissioners of the Housing Authority of the City of Tampa, Florida

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July 18, 2018

## I. REGULAR MEETING

Chairwoman Susan Johnson-Velez called the regular meeting of the Tampa Housing Authority Board of Commissioners to order at 8:32 a.m. Other Board members present were Rubin Padgett, James Cloar, Bemetra Simmons, Billi Johnson-Griffin and legal counsel Ricardo Gilmore. Commissioner Dr. Hazel Harvey was not present for this meeting.

The Chair began by asking everyone for a moment of silent prayer and/or personal meditation; those in attendance were also asked to stand for the Pledge of Allegiance; recital of the agency's mission statement followed.

## II. MINUTES

A motion to approve the Minutes of the Regular Board Meeting of June 20, 2018 was made by Commissioner Cloar and seconded by Commissioner Johnson-Griffin:

Commissioner Padgett	Present	Commissioner Simmons	Yes
Commissioner Cloar	Yes	Commissioner Johnson-Griffin	Yes
Commissioner Johnson-Velez	Yes		

## III. PUBLIC FORUM (3 Minute limit allotted per speaker)

None to come before this forum

## IV. EMPLOYEES OF THE MONTH

- Administration ~ [LaDawn Gibson](#)
- Properties ~ [Jose Veloz](#)

## V. SPECIAL RECOGNITION (Geraldine Barnes Award Recipients)

- Recipient ~ [Iris Acosta and Yvenette Ulysse](#) (the later recipient was not present for this meeting)

## VI. RESOLUTIONS

The Sr. VP/COO, Mr. Leroy Moore stated that resolution 2018-4096 was a carryover from last month's meeting, at which time it was tabled. The COO asked that the resolution be tabled once again until all corrections to the contract of the resolution were completed.

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2018-4096 <a href="#">Tabled</a>	RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA (THA) TO NEGOTIATE AND AWARD AN INDEFINITE DELIVERY JOINT VENTURE PARTNERSHIP AGREEMENT FOR ENERGY PERFORMANCE CONTRACTING WITH JOHNSON CONTROLS, INC.
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A motion to *table* resolution 2018-4096 was made by Commissioner Cloar and seconded by Commissioner Simmons:

Commissioner Padgett	Yes	Commissioner Simmons	Yes
Commissioner Cloar	Yes	Commissioner Johnson-Griffin	Yes
Commissioner Johnson-Velez	Yes		

The next resolutions 2018-4097 was also presented by Mr. Moore, images were included in his presentation.

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2018-4097	A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA TO EXECUTE A PURCHASE AND SALE AGREEMENT WITH VERTICA PARTNERS, LLC FOR THE ACQUISITION OF A SINGLE FAMILY RESIDENTIAL PROPERTY LOCATED AT 1510 W. SPRUCE STREET.
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A motion was made by Commissioner Cloar and seconded by Commissioner Simmons:

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## Minutes of the Regular Meeting of the Board of Commissioners of the Housing Authority of the City of Tampa, Florida

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Commissioner Padgett	Yes	Commissioner Simmons	Yes
Commissioner Cloar	Yes	Commissioner Johnson-Griffin	Yes
Commissioner Johnson-Velez	Yes		

Mr. Moore also showed images for his final resolution 2018-4098. Indemnification language was not included in the documents for this resolution and after some discussion it was agreed to table this resolution until after Tampa Housing Authority met with the Hillsborough School District.

2018-4098 <span style="color: blue;">Tabled</span>	A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA TO EXECUTE UTILITY EASEMENT GRANTED TO TAMPA ELECTRIC COMPANY (TECO) ALONG SPRUCE COVE EAST OF NORTH BOULEVARD.
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A motion to *table* resolution 2018-4098 was made by Commissioner Johnson-Griffin and seconded by Commissioner Cloar:

Commissioner Padgett	Yes	Commissioner Simmons	Yes
Commissioner Cloar	Yes	Commissioner Johnson-Griffin	Yes
Commissioner Johnson-Velez	Yes		

### VII. PRESIDENT/CEO'S REPORT

#### Finance and Related Entities

The Sr. VP/CFO, Ms. Susi Begazo-McGourty began her report with a summary of the Rental Administration Demonstration properties for the month of July 2018. In response to an inquiry by the Board, Ms. Begazo-McGourty stated that the Reed at Encore had lower debt compare to the Ella and the Trio at Encore. Asset Manager, Mr. Leonard Burke added that the Reed had the most project-base units allowing for higher revenue. The per-unit per-month (PUM) was driving the net operating income, with the Reed leading at \$362 compare to the Ella at \$182 and the Trio at \$318, concluded the CFO.

#### Operations and Real Estate Development

Mr. Moore began with West River redevelopment updates, he stated that demolition continued ahead of schedule and all units south of Main Street will soon be down and cleared; concrete will be crushed and left on site, as previously done with Encore.

The primary reason for meeting with the school Board staff was for reinstatement of the School District Contract to swap land. The agreement was to move three fields off the Hillsborough River, these included Blake High School's Track field, Baseball field and Softball field to be rebuilt south of where currently located at THA and the City of Tampa's cost, said Mr. Moore; the City was currently seeking grant dollars. The agreement had expired in December and the School Board felt that after two years, they wanted to renegotiate some of the terms; negotiations had been ongoing since. Mr. Moore showed images of the land during his report.

The Renaissance closing will take place in the middle of August, the closing for Mary Bethune was still hopeful for the end of the year, while the Boulevard's closing will likely be around the first quarter of next year. The Florida Housing Finance Corporation was to begin releasing new requests for proposals in August. THA staff will target funding proposals for the balance of the T3 parcels during the rest of this year and into the beginning of next year.

The Tempo at Encore was continuing completion; notifications to applicants had been sent out to begin the move-in process. By the end of July, Mr. Moore hoped to have a proposal for operators to operate a stage theater on the ground floor of the Tempo building; 3,000 square feet had been designated for the theater.

Encore's lot 10 was committed once again through the end of December for a MetMin tent, said the COO. Although it will likely be the last time THA will commit with Metropolitan Ministries; staff was hoping to have a signed letter of intent (LOI) before the next Board meeting to have this land under contract by end of August.

A meeting with a prospective buyer interested in the last remaining lots at Encore had taken place recently. The commercial master developer was interested in lots 5, 9, 10, 11, and 12, as well as lot 8, though it was made clear that lot 8 was not to be put under contract at this time. The developer would get first right of purchase of lot 8 when, if ever, it was decided to sell, said Mr. Moore. A deposit of \$100,000 for each lot was made by this developer; a grocery store was included in their proposal.



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## Minutes of the Regular Meeting of the Board of Commissioners of the Housing Authority of the City of Tampa, Florida

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Commissioner Cloar added that this developer was motivated to have the project completed for Super Bowl 2021, while stressing outreach to the current residents and working with the community. The COO hoped to have more to share after the proposal goes under contract.

The Director of Public Safety, Mr. William (Bill) Jackson presented a summary of THA's Hurricane and Disaster Plan. A copy of this summary was available upon request.

The Program Manager of the Program and Property Services (PPS), Ms. Keara Thompson presented a summary of the Jobs Plus Initiative (JPI) she manages. Other details of the program were included in the PPS section of the Board packet information provided to Commissioners.

### VIII. NOTICES AND UPDATES

The Director of Human Resources, Mr. Kenneth Christie updated Commissioners on a completed Compensation and Classification Study by consultants from the Management Advisory Group (MAG). Observations and recommendations were offered regarding personnel policies and a unified structure for the positions included within the scope of the study. The objective of the study was to take the steps needed to attract, reward and retain qualified employees to help THA achieve its mission. Payroll adjustments identified by the study were valued at \$40,327; these were anticipated and budgeted accordingly and will be made within the next payroll cycle.

### IX. LEGAL MATTERS

Attorney Ricardo Gilmore stated that he did not have all the performance forms back yet and suggested that it be put on the agenda, once again for next month. Coincidentally, this was the anniversary month of Mr. Ryans contract; Board members received a proposed new contract with updated salary information. Attorney Gilmore asked that he be contacted if Commissioners had any questions or concerns on the terms of the contract.

A motion was made by Commissioner Cloar and seconded by Commissioner Simmons to extend the President/CEO's contract for another month:

Commissioner Padgett	Yes	Commissioner Simmons	Yes
Commissioner Cloar	Yes	Commissioner Johnson-Griffin	Yes
Commissioner Johnson-Velez	Yes		

### X. UNFINISHED BUSINESS

None to come before this forum

### XI. NEW BUSINESS

None to come before this forum

### XII. ADJOURNMENT

There being no further business to come before this Board, the Chair declared this meeting of the THA Board of Commissioners adjourned at 10:36 a.m.

Approved this 15<sup>th</sup> day of August 2018,

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Chairperson

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Secretary



**RESOLUTION 2018-4096**

**RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA (THA) TO NEGOTIATE AND AWARD AN INDEFINITE DELIVERY JOINT VENTURE PARTNERSHIP AGREEMENT FOR ENERGY PERFORMANCE CONTRACTING WITH JOHNSON CONTROLS, INC.**

**WHEREAS**, the Housing Authority of the City of Tampa solicited qualification-based proposals from energy and water conservation firms to furnish a full array of energy services contracting, professional services consulting, technical planning and design, as well as construction management necessary in the design and implementation of performance contracting or other energy and water conservation related services;

**WHEREAS**, a total of two (2) firms responded to the publicly advertised Request for Qualifications and the firm of *Johnson Controls, Inc.* was judged as the highest ranked and most qualified firm to provide the services and business partnership sought;

**WHEREAS**, Johnson Controls' proposal contained a comprehensive array of business services more than sufficient to supply THA's needs over the next five years, as well as being ideally suited as a business partner to contract with other entities as contemplated in the RFQ; and,

**WHEREAS**, the Housing Authority of the City of Tampa and Johnson Controls through this Agreement will also enter into multiple interagency agreements with other public agencies for similar services as contemplated in the RFQ.

**NOW, THEREFORE, BE IT RESOLVED THAT** the Board of Commissioners of the Housing Authority of the City of Tampa authorizes the President/CEO to negotiate, award, and administer an indefinite delivery joint venture partnership agreement for energy performance contracting and other related energy and water conservation services with Johnson Controls, Inc.

Adopted this 15<sup>th</sup> day of August 2018.

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Chairperson

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Secretary

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**MEMORANDUM**

Date: August 8, 2018

To: Board of Commissioners

Through: Jerome D. Ryans, President/CEO

From: Leroy Moore, Senior Vice-President/COO

Subject: **Resolution 2018-4096**  
**RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA (THA) TO NEGOTIATE AND AWARD AN INDEFINITE DELIVERY JOINT VENTURE PARTNERSHIP AGREEMENT FOR ENERGY PERFORMANCE CONTRACTING WITH JOHNSON CONTROLS, INC.**

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This Resolution is necessary to authorize the award of this agreement Johnson Controls Inc., for energy services contracting, professional services consulting, technical planning and design, as well as construction management necessary in the design and implementation of performance contracting or other energy and water conservation related services. This will be an indefinite delivery task-order based agreement. The actual amount of services under this agreement will vary based on need but is expected to exceed \$100,000 annually. Additionally this agreement will be structured in such a manner that it may be used by other Housing Authorities and public agencies to acquire similar services as through piggybacking or interagency/intergovernmental agreements.

On November 28, 2016 THA received qualification-based proposals in response to a publically advertised Request for Qualifications for this Indefinite Delivery Joint Venture Partnership contract. A total of two (2) proposals were received and evaluated. The proposal received from Johnson Controls, Inc., was judged as being the highest rated and best qualified firm to provide the services requested of this solicitation. Attached is a copy of the Final Proposal Evaluation Score Sheet depicting the scores received by each competing firm. This agreement has taken over 14 months to negotiate because of the need to meet and confer with HUD and develop a business marketing strategy to ensure the success of the partnership. The parties are now ready to proceed with this agreement and have worked through regulatory logistics to be able to permit other public entities to be able to acquire similar services through our agreement.

Staff therefore is now requesting Board authorization for the President/CEO to complete final negotiations, award an agreement and administer said contract in accordance with the THA procurement policies.

If you have any questions ahead of the scheduled Board Meeting please don't hesitate to call Leroy Moore, at 813/341-9101 ext. 3690



**FY2016-RFQ-06  
INDEFINITE DELIVERY  
CONTRACT  
JOINT VENTURE PARTNERSHIP**

Evaluation Criteria	Maximum %	ESG						JCI		
		MJ	DH	DJ				MJ	DH	DJ
FIRMS ABILITY	15	13.0	15.0	15.0				15.0	15.0	15.0
PROVIDE PROFESSIONAL SVS	15	13.0	14.0	15.0				15.0	14.0	15.0
PAST PERFORMANCE	10	8.0	9.0	10.0				9.0	9.0	10.0
PROPOSED BUSINESS PLAN	50	45.0	45.0	40.0				50.0	50.0	46.0
COMPLETENESS	10	7.0	5.0	9.0				10.0	10.0	10.0
		86.00	88.00	89.00				99.00	98.00	96.00
Total Score		<b>263.00</b>			<b>0.00</b>			<b>293.00</b>		
Rank Placement		<b>2ND</b>						<b>1ST</b>		

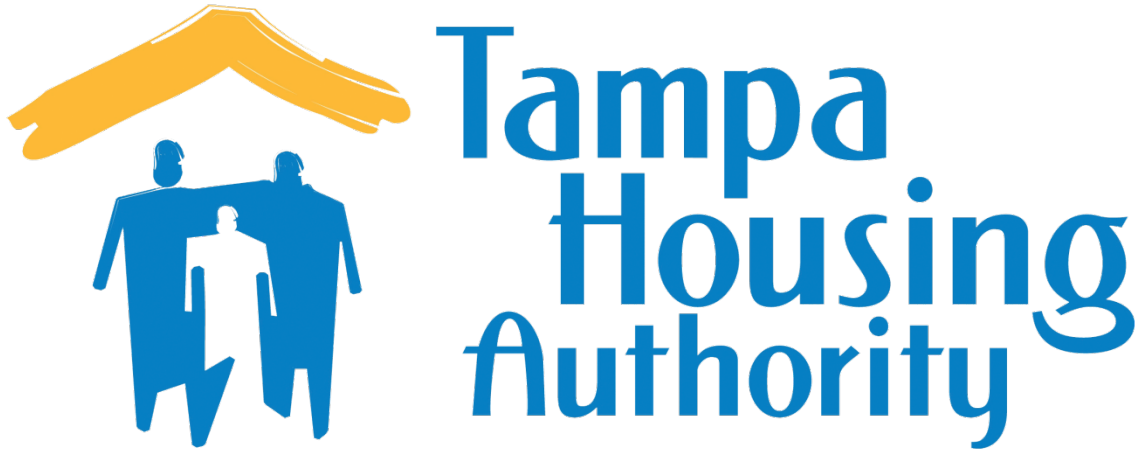
*Nicholas Dickerson*  
Contracting Officer's Signature

*[Signature]*  
Evaluator's Signature

*[Signature]*  
Evaluator's Signature

*[Signature]*  
Evaluator's Signature

**FY17-PBJ-01**



Indefinite Delivery Joint Venture Partnership Agreement for  
Energy Performance Contract

Between

Housing Authority of the City of Tampa

And

Johnson Controls, Inc.

August 15, 2018

Jerome D. Ryans, President/CEO THA  
Purchasing & Contracting Office  
5301 W. Cypress St.  
Tampa, FL 33607

**Indefinite Delivery Joint Venture Partnership Agreement for  
Energy Performance Contracting**

**FY17-PBJ-01**

This Joint Venture Partnership Agreement (“**Agreement**”) is entered into this 15th day of August, 2018 (the “**Effective Date**”) by and between Johnson Controls, Inc., a Wisconsin corporation with a place of business at 3802 Sugar Palm Drive, Tampa, Florida 33619 (hereinafter referred to as “**Contractor**”) and Housing Authority of the City, a corporation, with its principal place of business at 5301 West Cypress Street, Tampa, FL 33607 (hereinafter referred to as “**Authority**”).

**RECITALS**

**WHEREAS**, the Authority is authorized by 24 CFR § 85.36(b)5 to use inter-local government/inter agency contracting to achieve contractually specified services; and

**WHEREAS**, the Authority intends to enter into inter agency agreements with Multifamily Affordable Housing, State Agencies, Colleges, Universities, School Districts, Municipalities and Public Entities in all States and US Territories where applicable law allows the Authority to participate in the Statewide Services Detailed List of Services, as described in Attachment A hereto; and

**WHEREAS**, the Authority issued that certain Solicitation #FY2016-RFQ-06 (the “**Solicitation**”), seeking a partner to pursue such Energy Savings Performance based contracting, professional services, and prime retrofit contracting programs, as outlined in the original FY2016-RFQ-06, for the Office of Public and Indian Housing Authority, agencies and other public entities; and

**WHEREAS**, the Contractor provides energy professional and technical services intended to reduce energy consumption and costs, utility consumption and costs, and operation & maintenance (O&M) costs in buildings and facilities; and

**WHEREAS**, the Contractor may solicit subcontractors and equipment, when applicable, pursuant to 2 CFR 200.318 General Procurement Standards; and

**WHEREAS**, the Contractor provides other services as outlined in the Contractor’s response to the Solicitation dated November 28, 2016 in all types of buildings and facilities in Attachment C; and

**WHEREAS**, the Authority selected the Contractor pursuant to the Solicitation, and the Contractor agrees to contract with the Authority to provide services on a nationwide and a project basis to Multifamily Affordable Housing, State Agencies, Colleges, Universities, School Districts, Municipalities, and any Public Entity (collectively, “**Public Customers**”) pursuant to the terms and conditions of this Agreement; and

**WHEREAS**, the Authority selected the Contractor to meet all applicable guidance outlined in Notice: PIH-2011-36 (HA) that applies to Public Housing Operating Fund Program pursuant to 25 CFR 990 and Energy Performance Contracts (EPCs) pursuant to 24 CFR 965, Subpart C; and

**WHEREAS**, It is the understanding of the parties, when applicable, that the Authority desires that the Contractor guarantee the energy savings derived from individual projects, warranty the performance of Contractor-provided and installed equipment, and provide cost certainty on project costs, and that the Contractor provide ongoing measurement and verification (M&V) services on a per project basis; and

**WHEREAS**, the Contractor shall use good faith efforts to assist and cooperate with the Authority in finding, qualifying and developing multiple project financing channels for cost-effective projects, prime retrofits and/or professional services opportunities identified by the parties, including without limitation contingent payment arrangements, grants, private public partnerships, power purchase agreements, tax exempt lease/purchase arrangements and/or through Authority-arranged financing; and

**NOW, THEREFORE**, for good and valuable consideration, the receipt of which is hereby acknowledged, it is agreed that:

### **I. AUTHORIZATION**

The Contractor has been qualified and selected under the Solicitation for Energy Savings Performance based contracting, professional services, and prime retrofit contracting program, as outlined in Attachment A Detailed List of Services, for the Office of Public and Indian Housing Authority, related agencies and other public entities. Therefore, the Authority and the Contractor do hereby enter into this Agreement pursuant to the terms and conditions set forth below and as described in the following sections and in the component parts identified in Section III(N) below:

- I. Authorization
- II. Commencement
- III. Project Terms and Conditions

### **II. COMMENCEMENT**

The initial term of the Agreement shall be for a five (5) year period, commencing on June 20, 2018 and terminating June 20, 2023 (the “**Initial Term**”), unless terminated sooner as set forth in this Agreement.

### **III. PROJECT TERMS AND CONDITIONS**

**A. SCOPE OF SERVICES:** The Contractor shall provide the types of services requested in the Solicitation for the following types of projects: (1) Multifamily Affordable Housing, State Agencies, Colleges, Universities, School Districts, Municipalities, or Public Entities who have entered into an Interagency Agreement with the Authority; and (2) Projects in which the Contractor has signed a Task Order with the Authority to implement the project; provided, however, that the specific scope of the Contractor’s services for any project shall be as set forth in a completed “**Task Order**” in the form provided in Attachment C. Upon the Parties’ execution of a Task Order, the applicable project as well as the Task Order shall be incorporated into this Agreement by reference. The process for establishing such Task Orders between the Contractor and the Authority shall be as set forth in Attachment D attached hereto.



**B. COMPENSATION FOR ENERGY SERVICES:**

- 1) The Contractor's compensation for each project shall be as set forth in the applicable project Task Order, and shall consist of (a) the Contractor's fee provided from the fee schedule established for projects or services under each Task Order for specific services, plus (b) the Contractor's actual costs to complete the work and/or services.
- 2) Open book pricing for construction will be required, such that the Contractor shall fully disclose all costs of subcontractors and vendors within the approved Task Order Pricing form. The Contractor shall maintain cost accounting records on work performed and shall preserve them for a period of three (3) years after final payment.
- 3) Payments to the Contractor shall be based on the Contractor's professional services and construction costs and shall not exceed the guaranteed maximum price ("GMP") set forth in the Contractor's Task Order unless there are approved changes by the Authority.
- 4) All prices in the Agreement may be adjusted by the Contractor on the anniversary date of the Agreement, based on the annual change to the Consumer Price Index-Southern States, (or applicable location) under "All Urban Consumers, All Items", using the latest release available preceding the notice of adjustment. The Contractor must request an adjustment in writing, no more than thirty (30) calendar days after the anniversary date of this Agreement.
- 5) On a case by case basis, the Contractor will negotiate with the Authority a cost of development prior to entering into a Task Order.
- 6) Travel: Travel within a 50 mile radius of the Contractor's office stated herein is not reimbursable. Travel between a 50 and 350 mile radius may be negotiated as an additional service at not greater than the approved IRS Standard Mileage Rate (to be adjusted annually). Any cost reimbursement for travel beyond the 350 mile radius requires written justification and prior approval from the Authority unless agreed upon in the Task Order. Per Diem Rates shall be detailed in Task Order.
- 7) Payment requests for reimbursable expenses shall reference the original written authorization (or Amendment) and shall include an itemized breakdown of the billing indicating unit cost and quantity of each item billed, copies of any supporting invoices, and/or other supplemental data as may be required by the authorization. Also required will be a summary sheet showing accumulation of reimbursable expenses with a breakdown by each authorization.
- 8) Miscellaneous, routine overhead expenses such as telephone and cell phone costs, clerical and office supplies, computer, copying, fax, etc. incurred in the normal process of performing basic services are reimbursable when approved prior to task order authorization, to be considered on a case by case basis.
- 9) Emergency work will be performed on a time and material basis.
- 10) Payment for maintenance service contracts shall be paid according to the terms of each maintenance contract in compliance with the Authority purchasing Policy and Administrative Procedures in effect at the time such service are authorized.

**C. SCHEDULE CONTRACTED SERVICES TASK ORDER COMPLETION:** Notwithstanding Article II above, for projects entered into as a result of this Agreement, the term of the Agreement will be extended until the projects are completed, and shall terminate when all the parties' Task Order obligations have been completed, if necessary. Each Task Order shall run continuously from the date the parties execute the Task Order, and shall terminate as defined in the Task Order, unless the Task Order is terminated sooner under Section 34 (Termination for Convenience) of the General Conditions (as defined in Paragraph N below), or unless the Authority chooses to terminate the Authorization sooner by paying the Contractor the Termination Value (as set forth in Section 34 of the General Conditions) upon ninety (90) days prior written notice.

All transactions executed pursuant to this Agreement shall be bound by all of the terms, conditions, price discounts and rates set forth herein, notwithstanding the expiration of the initial term of this Agreement or any extension thereof. Further, the following portions of this Agreement shall survive the completion of the performance, cancellation or termination of this Agreement: the General Conditions, Warranty of Construction, Indemnification, Claims and Dispute Resolution, Anti-Kickback Provisions, Successors and Assigns, and Record Retention.

**D. OFFER EXTENDED TO OTHER PUBLIC ENTITIES:** The Authority encourages and agrees for the Contractor to extend the pricing, terms and conditions of this solicitation or resultant contract to other public entities at the discretion of the Contractor.

The Parties agree that offers extended to other public entities shall be written in detail that outline scope of services and associated fees prior to ratification.

The Parties acknowledge that the Task Order shall include a separate line item for Authority's 2% contract management fee, which fee shall be paid to the Authority directly by Johnson Controls.

It is further understood and agreed by and between the parties herein that this Agreement and any resulting Task Order may be subject to an appropriation of funds by the applicable Public Customer or agency that owns and/or administers the project as the "project owner."

**E. COST-EFFECTIVENESS:** It is the intent of the parties to maximize the value of projects by recommending or utilizing a wide range of project financing options based on type of public entity and project delivery approaches, as permitted by applicable laws, including without limitation as follows:

- a. Contractor financing
- b. Third Party financing;
- c. Contractor arranged municipal lease financing;
- d. State Treasurer's Lease/Purchase or LOCAL Program;
- e. Public Private Partnerships;
- f. Power Purchase Agreements;
- g. PACE;

- h. QECB's;
  - i. Energy cost savings, utility cost savings, and Authority approved O&M savings;
  - j. Grants, loans and/or incentives from utilities or other funding sources; and
  - k. Capital budget, operational budget and/or any other funds at the Authority's discretion.
1. Up to 100% of utility grants or incentives may be used to defray project costs or to repay the loan.
  2. The cost of the project will include the cost of the Audit and preparation of the Task Order; design; construction; the Contractor's construction and project administration; commissioning; bidding; bonding; overhead and profit; permits; taxes; training; M&V, the Authority's project management fee; and, other costs that may be agreed to by the Contractor and the Authority.
  3. The Authority's cash flow including savings, utility contributions, cost of M&V services, project costs, loan repayments, and debt service shall be neutral or positive with respect to the baseline cash flow and based on guaranteed savings when applicable.
  4. Current utility cost rates shall be used for the purpose of calculating energy and utility cost inflation factors shall not be used without the Authority's approval.

**F. TERMINATION:** The Authority may, at any time prior to completion of the work, terminate this Agreement for any reason, including, but not limited to, default by the Contractor, or circumstances beyond the control of the Contractor. Default by the Contractor for the purposes of this Agreement shall be actions and/or inactions by the Contractor that the Authority, in its sole discretion, determines to constitute a default pursuant to this Agreement. Upon termination, the Contractor shall complete all outstanding obligations to the Authority requested by the Authority, as well as any open contracted service task orders with third parties. The Authority shall complete any obligations to any third parties pursuant to this Agreement, and any other related agreements as it determines is appropriate, in its sole discretion. The Contractor shall submit an invoice to the Authority in an amount which represents the compensation and reimbursable expenses specified herein for services actually performed to the date of termination and for which Contractor has not been previously compensated or reimbursed. Upon payment of the sum found due, The Authority shall be under no further obligation to Contractor financial or otherwise. Any disputes in regard to this clause shall be addressed as outlined in Article R.

**G. SUSPENSION BY THE AUTHORITY:** The Authority may upon seven (7) days written notice to the Contractor suspend this Agreement in whole or in part at any time due to failure of the Contractor to perform or for The Authority's convenience. Upon receipt of such notice, the Contractor shall immediately discontinue all services affected. Upon resumption of work following a suspension, the payments received by the Contractor shall be credited as having been paid toward the compensation otherwise due under the terms of this agreement. If suspension exceeds three months, the parties shall seek to negotiate in good faith an equitable adjustment in compensation to compensate for increases in costs caused by the suspension except in such instance where the suspension was due to the Contractor's default, including but not necessarily limited to the Contractor's failure to perform.

- H. **NO DISCRIMINATION:** The parties agree that there shall be no discrimination as to race, sex, color, creed or national origin.
- I. **VOLUNTARY MBE UTILIZATION:** Any voluntary Minority and Business Enterprises (MBE) participation goals shall be established prior to entering into a Task Order.

The Contractor shall send written notification to the Authority's project manager within sixty (60) working days following execution of each Task Order of the MWBE firms intended for use, the tax identification number (TIN) for each firm and the anticipated dollar value of participation.

- J. **SALES TAX:** The Contractor shall pay all sales, consumer use and other similar taxes associated with the Work or portions thereof, which are applicable during the performance of the Work.
- K. **NOTICES:** All notices from the Authority to the Contractor shall be deemed duly served if mailed or faxed to the Contractor at the following address:

**Stephen P. Telo**  
**Johnson Controls, Inc.**  
**3802 Sugar Palm Drive**  
**Tampa, FL 33619**  
**Telephone: 813-635-2206**  
**Fax: 813-635-2276**

All notices from the Contractor to the Authority shall be deemed duly served if mailed or faxed to the Authority at the following address:

**Jerome Ryans, President/CEO**  
**Housing Authority of the City of Tampa**  
**5301 West Cypress Street**  
**Tampa FL 33607**  
**Telephone: 813-341-9101**

The Contractor and Authority may change the above addresses at any time upon giving the other party written notification. All notices under this Agreement must be in writing.

- L. **PERMITS- LICENCES/TAXES:** In compliance with Section 5730(C) of the General Conditions, all permits necessary for the performance of the Work shall be obtained by the Contractor. Payment for all such permits issued by the Authority shall be processed internally by the Authority. All non-Authority permits necessary for the performance of the Work shall be procured and paid for by the Contractor, The Contractor shall also be solely responsible for payment of any and all taxes levied on the Contractor. In additional, the Contractor shall comply with all rules, regulations and laws of the county, state of Florida or the U.S. government now in force or hereafter adopted. The Contractor agrees to comply with all laws governing the responsibility for an employer with the respect to person employed by the Contractor.

**M. INSURANCE:** The Contractor shall provide insurance as follows:

**1. Commercial General Liability:** Coverage shall have minimum limits of \$1,000,000 Per Occurrence, Combined Single Limit for Bodily Injury Liability and Property Damage Liability. This shall include Premises and Operations; Independent Contractors; Products and Completed Operations and Contractual Liability.

**2. Business Auto Liability:** Coverage shall have minimum limits of \$500,000 Per Occurrence, Combined Single Limit for Bodily Injury Liability and Property Damage Liability. This shall include: Owned Vehicles, Hired and Non-Owned Vehicles and Employee Non-Ownership.

**3. Workers' Compensation:** Insurance covering all employees meeting Statutory Limits in compliance with the applicable state and federal laws.

The coverage must include Employers' Liability with a minimum limit of \$500,000 for each accident.

**Special Requirements:** the Authority shall be listed as the Certificate Holder and as an Additional Insured on the Comprehensive General Liability Policy through the issuance of an additional insured policy endorsement.

Current, valid insurance policies meeting the requirement herein identified shall be maintained by Contractor during the duration of this Agreement. Renewal certificates shall be sent to the Authority ten (10) days prior to any expiration date. There shall be a thirty (30) day notification to the Authority in the event of cancellation or modification of any stipulated insurance coverage.

Contractor shall insure that all subcontractors comply with the same insurance requirements that Contractor is required to meet. Subcontractors shall provide the Authority with certificates of insurance meeting the required insurance provisions.

**N. INDEMNIFICATION:** To the maximum extent permitted by Florida law, the Contractor shall indemnify and hold harmless the Authority, its officers and employees from any and all liabilities, damages, losses and costs, including, but not limited to, reasonable attorneys' fees and paralegals' fees, to the extent caused by the negligence, recklessness, or intentionally wrongful conduct of the Contractor or anyone employed or utilized by the Contractor in the performance of this Agreement. This indemnification obligation shall not be construed to negate, abridge or reduce any other rights or remedies which otherwise may be available to an indemnified party or person described in this paragraph.

This section does not pertain to any incident arising from the sole gross negligence of the Authority.

**O. CONFLICT OF INTEREST:** The Contractor represents that it presently has no interest and shall acquire no interest, either direct or indirect, which would conflict in any manner with the performance of services required hereunder. The Contractor further represents that no persons having any such interest shall be employed to perform those services.

**P. COMPONENT PARTS OF THIS AGREEMENT:** This Agreement consists of the attached component parts, all of which are as fully a part of the Agreement as if herein set out verbatim:

- Detailed List of Services (Attachment A)
- RFQ: FY2016-RFQ-06 (Attachment B)
- Task Order Forms & Hourly Rates (Attachment C)
- Task Order Flow Procedure (Attachment D)
- Contractor's Response (Attachment E)

**Q. PROHIBITION OF GIFTS TO EMPLOYEES:** No organization or individual shall offer or give, either directly or indirectly, any favor, gift, loan, fee, service or other item of value to any Authority employee, as set forth in Chapter 112, Part III, Florida Statutes or the appropriate Statute by State. Violation of this provision may result in one or more of the following consequences: a. Prohibition by the individual, firm, and/ or any employee of the firm from contact with the Authority staff for a specified period of time; b. Prohibition by the individual and/ or firm from doing business with the Authority for a specified period of time, including but not limited to: submitting bids, RFP, and/ or quotes; and, c. immediate termination of any contract held by the individual and/ or firm for cause.

**R. AGREEMENT TERMS:** If any portion of this Agreement is held to be void, invalid, or otherwise unenforceable, in whole or in part, the remaining portion of this Agreement shall remain in effect.

**S. ADDITIONAL ITEMS/SERVICES:** Additional items and/ or services may be added to a Task Order upon satisfactory negotiation of price, schedule, guaranty and other related terms by the Contract Manager and Contractor, subject to approval by the Authority.

**T. DISPUTE RESOLUTION:** Prior to the initiation of any action or proceeding permitted by this Agreement to resolve disputes between the parties, the parties shall make a good faith effort to resolve any such disputes by negotiation. The negotiation shall be attended by representatives of Contractor with full decision-making authority and by the Authority staff person who would make the presentation of any settlement reached during negotiations to the Authority for approval. Failing resolution, and prior to the commencement of depositions in any litigation between the parties arising out of this Agreement, the parties shall attempt to resolve the dispute through Mediation before an agreed-upon Circuit Court Mediator certified by the State of Florida. The mediation shall be attended by representatives of the Contractor with full decision-making authority and by the Authority staff person who would make the presentation of any settlement reached at mediation to the Authority's board for approval. Should either party fail to submit to mediation as required hereunder, the other party may obtain a court order requiring mediation under section 44.102, Florida Statutes.

Any suit or action brought by either party to this Agreement against the other party relating to or arising out of this Agreement must be brought in the appropriate federal or state courts in Hillsborough County, Florida, which courts have sole and exclusive jurisdiction on all such matters.

- U. KEY PERSONNEL/PROTECT STAFFING:** The Contractor's personnel and management to be utilized for this project shall be knowledgeable in their areas of expertise. The Contractor shall complete the projects on a timely basis, and shall meet the dates set forth in the Project Schedule
- V. FEDERAL REQUIREMENTS:** The client agency shall provide the Contractor with any additional contract language necessary to comply with federal requirements. The Contractor and their subcontractors are required to comply with all applicable federal regulations and/or reporting procedures.
- W. LIMITATION OF LIABILITY:** NEITHER AUTHORITY NOT CONTRACTOR WILL BE RESPONSIBLE TO THE OTHER FOR ANY SPECIAL, INDIRECT, CONSEQUENTIAL, REMOTE, PUNITIVE, EXEMPLARY, LOSS OF PROFITS OR REVENUE, LOSS OF USE, OR SIMILAR DAMAGES, REGARDLESS OF HOW CHARACTERIZED AND REGARDLESS OF A PARTY HAVING BEEN ADVISED OF THE POSSIBILITY OF SUCH POTENTIAL LOSSES OR RELIEF, ARISING IN ANY MANNER FROM THIS AGREEMENT, A TASK ORDER, OR OTHERWISE. WITHOUT LIMITING CONTRACTOR'S EXPRESS OBLIGATIONS UNDER A PERFORMANCE GUARANTEE PROVIDED IN A TASK ORDER, CONTRACTOR'S LIABILITY UNDER A PARTICULAR TASK ORDER, REGARDLESS OF THE FORM OF ACTION, SHALL IN NO EVENT EXCEED THE AMOUNT OF THE PAYMENTS ACTUALLY RECEIVED BY CONTRACTOR PURSUANT TO THAT PARTICULAR TASK ORDER. If this Agreement or a Task Order covers fire safety or security equipment, Authority understands that Contractor is not an insurer regarding those services, and that Contractor shall not be responsible for any damage or loss that may result from fire safety or security equipment that fails to prevent a casualty loss. The foregoing waivers and limitations are fundamental elements of the basis for this Agreement and any resulting Task Orders between the Authority and the Contractor, and each party acknowledges that Contractor would not be able to provide the work and services contemplated by this Agreement or any resulting Change Orders on an economic basis in the absence of such waivers and limitations, and would not have entered into this Agreement without such waivers and limitations.
- X. Compliance with Public Records Law:** The Housing Authority of The City of Tampa is subject to applicable public records laws as provided by provisions of Florida Statutes Chapter 119, and Contractor must comply with such laws to the extent applicable to Contractor. Without limitation of the foregoing, Vendor may be considered a "contractor" as defined under Section 119.070 I, Florida Statutes, and if so it shall comply with the following requirements: (a) Keep and maintain public records that ordinarily and necessarily would be required by The Housing Authority of The City of Tampa in order to perform the service; (b) Provide the public with access to public records on the same terms and conditions that The Housing Authority of The City of Tampa would provide the records and at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law; (c) Ensure that public records are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law; and (d) Meet all requirements for retaining public records and transfer, at no cost, to The Housing Authority of The City of Tampa all public records in possession of the Vendor upon termination of this Agreement and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to The Housing Authority of The City of Tampa in a format that is compatible with the information technology systems of The Housing Authority of The City of Tampa. The Housing Authority of The City of Tampa will respond to such public records request without any duty to give the Vendor prior notice. The Housing Authority of The City of Tampa may unilaterally cancel this Agreement for

Vendor's refusal to allow public access to all public records that were made or received in conjunction with the Agreement. This provision shall survive termination or expiration of this Agreement. In the event any of the software is confidential or a trade secret, to the extent permitted by Florida law, The Housing Authority of The City of Tampa will not disclose to any third party any information it receives from Vendor in writing that is so clearly marked (unless otherwise authorized in writing by the Vendor).

**THE HOUSING AUTHORITY OF THE CITY OF TAMPA CANNOT PROVIDE LEGAL ADVICE TO VENDOR REGARDING ITS LEGAL DUTIES. HOWEVER, VENDOR MAY CONTACT THE HOUSING AUTHORITY OF THE CITY OF TAMPA'S CUSTODIAN OF PUBLIC RECORDS AT LILLIAN.STRINGER@THAFL.COM OR 813-625-5300. IF VENDOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES TO THE VENDOR'S DUTY TO PROVIDE AND MAINTAIN PUBLIC RECORDS RELATING TO THIS AGREEMENT**

**[SIGNATURES BEGIN ON FOLLOWING PAGE]**





**IN WITNESS WHEREOF**, the Contractor and the Authority, have each respectively, by an authorized person or agent, hereunder set their hands and seals on the date and year first above written.

Contractor:

7/29/2018      STEPHEN P. TELLO      *Stephen P. Tello*  
Date                      Printed Name                      Signature

*Noreta Bish*                      *Mac-Aurthy Ryan*  
First Witness                      Second Witness

Noreta Bish                      Mac-Aurthy Ryan  
Type/print witness name                      Type/print witness name

The Authority:

\_\_\_\_\_  
Date                      Printed Name                      Signature

Attest:

By: \_\_\_\_\_

Dated: \_\_\_\_\_

Initial \_\_\_\_\_

Date: \_\_\_\_\_

# ATTACHMENT A

## DETAILED LIST OF SERVICES



RFP Scope of Services: The Tampa Housing Authority (THA) is seeking to partner with a qualified firm for an Energy Services Business joint venture. Such firm must be capable of providing a full array **of energy services contracting, professional services, consulting, technical planning and design, as well as construction, and construction management** necessary in the design and implementation of HUD’s Energy Performance Contracting (EPC) program.

Johnson Controls, Inc. is providing within the Indefinite Delivery Contract that incorporates all minimum services as outlined in RFQ, professional services, energy services contracting, technical planning, construction services, construction management, products, financial options, and design/build offerings that provide unique solutions. Below is the list of services included in our RFP response. Greater detail of services can be found in Johnson Controls RFP response.

Line	Description	Line	Description
1	Annual Supportive Services for EPC Incentive Request	31	NEBB Certified Contractor
2	Building Wide Systems Integration	32	On-Site Building Operations
3	Code Blue Phone Systems	33	Operational & Maintenance Services
4	Construction Management	34	Performance Contracting
5	Consultative Services – Healthy Homes, Disaster Resilience	34	Planned and Preventative Service Maintenance
6	Cost Reasonableness	36	Plumbing Contracting
7	Development of Local/National HUD Relationships	37	PNA/GPNA
8	Electrical Contracting	38	Power Purchase Agreement
9	Energy Audit Services	39	Preliminary Assessments
10	Energy Performance Contracting/Solutions	40	Prime Retrofit
11	Energy Savings Measurement & Verification	41	Professional Services * see below
12	Energy Solutions/Engineering	42	Program Administration
13	EPC HUD Submissions	43	Project Management
14	EPC Program Optimization	44	Public - Private - Partnerships
15	Finance Evaluation	45	RAD / RPCA Planning
16	Fire Suppression & Extinguisher Services	46	Real Estate Services
17	Fire Systems & Detection	47	Recommissioning/Retro-Commissioning
18	Fire Systems Products	48	Renewable Energy Technologies



Line	Description	Line	Description
19	General Contracting	49	Safety Planning & Programs
20	Geo-Thermal Solutions	50	Security & Fire Systems Monitoring
21	Grant Writing	51	Security Gate & Fencing
22	Green Building Certified Contractor	52	Security Systems Products
23	HUD Waiver Writing and Policy Advocate	53	Sprinkler Systems
24	HVAC/Building Systems & Products	54	Start-up Commissioning
25	Johnson Control Complete Line Card of Products	55	Thermal Energy Solutions
26	Legal & Finance Supportive Services	56	Third Party Purchasing
27	Life Cycle Cost Analysis	57	Utility Allowance Calculations & Study
28	Mechanical Contracting	58	Utility Benchmarking
29	Lighting Design and Installation	59	UEL Review & Findings
30	MEP Specification Engineering	60	Utility Procurement- RRI Only
	* Professional Services (Subject Matter Experts, Contracting, Consulting, Technical, Planning, Resilience and Design)		

# **ATTACHMENT B**

**RFQ-FY2016-RFQ-06**

**Solicitation FY2016-RFQ-06**  
**Request for Qualifications**  
**Indefinite Delivery Contract**  
**Joint Venture Partnership**



**November 2, 2016**

Mr. Nicholas W. Dickerson, Director of Contracting  
THA Purchasing & Contracting Office  
5301 W. Cypress Street  
Tampa, FL 33607

## **Solicitation # FY2016-RFQ-06**

### **Request for Qualifications Indefinite Delivery Contract JOINT VENTURE PARTNERSHIP**

The Tampa Housing Authority (THA) is seeking to partner with a qualified firm for an Energy Services Business joint venture. Such firm must be capable of providing a full array of energy services contracting, professional services consulting, technical planning and design, as well as construction and construction management necessary in the design and implementation of HUD's Energy Performance Contracting (EPC) program. The firm will be partnering with the THA or one of its related entities in the pursuit of 3<sup>rd</sup> party contracting opportunities with Public and Indian Housing Authorities and other agencies. Through this business venture THA see a partner firm which has implemented similar projects in partnership with public or private clients. THA has implemented EPC programs as well as self-performed under its own EPC, so we feel ideally situated and experienced to be a strong partner with a private sector business in the pursuit of similar 3<sup>rd</sup> party business opportunities under a public-private partnership structure. The aim of this public-private partnership is to provide a more efficient PHA driven model enabling more PHA's around the State and throughout the Country to develop and deploy more successful, streamlined, and cost-effective EPC's and related HUD assisted energy conservation programs.

The basic services required by this solicitation shall include, but is not necessarily limited to the following:

1. Provision of professional consulting services in the area of designing energy conservation measures (ECM's), HUD regulations, programs, and incentives, DOE regulations, programs and incentives
2. Energy/Utility Auditing
3. Develop Scope of Work and Bid packages
4. Fuel procurement
5. Physical needs assessments (PNA's)
6. Cost reasonableness and life cycle analysis
7. Development of savings verification procedures, Measurement and verification protocols, and preventative maintenance schedules
8. Securing legal assistance
9. Soliciting and securing financing
10. Designing and packaging HUD submission documents
11. Marketing benefits of PHA-driven EPC's and developing relationships with various PHA's nationally
12. Development of procurement bid documents for construction and construction management.

Firms responding to this Request for Qualifications shall include qualifications and Contractor's License, and other pertinent information. Include all other firms comprising the team for this project proposal.

An expedient implementation will be required on all assignments. Only firms capable of demonstrating an ability to perform under tight schedules will be considered. Interested firms may respond to this request for proposals by submitting one (1) original and three (3) complete copies of their proposal in strict accordance herewith.

**SUBMISSION DEADLINE:**

Time: 2:00 P.M. (Prevailing Tampa, Florida Time)

Date: Monday, November 28, 2016

***Important:***

***Proposals received after this time will be rejected by the Tampa Housing Authority. Proposals which do not conform to the requirements, including organization of the proposal will receive reduced scores in accordance with the evaluation criteria.***

**MAIL OR HAND DELIVER PROPOSAL TO:**

Nicholas W. Dickerson, Director of Contracting  
Tampa Housing Authority  
5301 W. Cypress St.  
Tampa, Florida 33607

Proposals will be received only at the above address and shall contain the following identification clearly marked on the outside of the sealed envelope:

**Solicitation FY2016-RFQ-06**

Request for Qualifications  
Indefinite Delivery Contract  
**JOINT VENTURE PARTNERSHIP**

**PROPOSALS SHALL INCLUDE:**

All proposals shall include the following information in order to be considered responsive.

1. A Letter of Interest;
2. Documentation to substantiate each of the listed evaluation criteria;
3. Not less than five most recent references from clients which the firm has performed services of a similar nature. Include project name and value, contact person, address and telephone number along with a description of the work performed and the date completed;
4. Completed form HUD-5369C "Representations, Certifications and other Statements"; and,
5. Completed Non-collusive Affidavit.



**PROPOSAL EVALUATION:**

The following criteria will be used to evaluate all submissions. Proposals must be organized and tabbed in accordance with the below evaluation criteria:

<b>NO.</b>	<b>Criteria</b>	<b>Score</b>
<b>1</b>	Evidence of firm's ability to perform the work, as evidenced by profiles of the principles and staff's professional and technical experience and facilities.	15
<b>2</b>	Capability to provide professional service in a timely manner.	15
<b>3</b>	Past Performance in terms of quality of work and compliance with performance schedules.	10
<b>4</b>	Proposed business plan describing the nature of the business partnership, roles and responsibilities to be shared among the partners and fee sharing proposal.	50
<b>5</b>	Completeness and general response to this request for proposal.	10
	<b>Total</b>	<b>100</b>

**Questions regarding this request for proposal shall be directed to Nicholas Dickerson via email only at [nicholas.dickerson@thaf.com](mailto:nicholas.dickerson@thaf.com), no later than 12:00 noon on November 14, 2016. All questions received will be responded to in writing and shared with all registered as having received an official copy of the Request for Qualifications.**

**Proposal Packages:**

A complete official proposal package may be obtained from the Contracting Department of the Tampa Housing Authority located at 5301 W. Cypress St., Tampa, Florida 33607 or by visiting THA's website at <http://www.thaf.com/Departments/Contract-n-Procurement/Default.aspx>

THE HOUSING AUTHORITY OF THE CITY OF TAMPA RESERVES THE RIGHT TO REJECT ANY AND ALL SUBMISSIONS AND TO WAIVE ANY INFORMALITY IN THE SOLICITATION PROCESS.

THE HOUSING AUTHORITY OF THE CITY OF TAMPA IS AN EQUAL OPPORTUNITY EMPLOYER BY ORDER OF JEROME D. RYANS, PRESIDENT/CEO

## **FORMS**

- HUD-5369-B Instructions to Offerors, Non-Construction**
- D 6 C Certifications Representation of Offerors Non Construction**
- HUD-5370-C General Contract Conditions**
- Non-Collusive Affidavit**
- Section 3/MBE Compliance Certification Form**
- Section 3 Certification of Efforts to Comply**
- Sworn Statement Pursuant to Florida Statutes on Public Entity Crimes**

# Instructions to Offerors Non-Construction

U.S. Department of Housing  
and Urban Development  
Office of Public and Indian Housing



- 03291 -

## 1. Preparation of Offers

(a) Offerors are expected to examine the statement of work, the proposed contract terms and conditions, and all instructions. Failure to do so will be at the offeror's risk.

(b) Each offeror shall furnish the information required by the solicitation. The offeror shall sign the offer and print or type its name on the cover sheet and each continuation sheet on which it makes an entry. Erasures or other changes must be initialed by the person signing the offer. Offers signed by an agent shall be accompanied by evidence of that agent's authority, unless that evidence has been previously furnished to the HA.

(c) Offers for services other than those specified will not be considered.

## 2. Submission of Offers

(a) Offers and modifications thereof shall be submitted in sealed envelopes or packages (1) addressed to the office specified in the solicitation, and (2) showing the time specified for receipt, the solicitation number, and the name and address of the offeror.

(b) Telegraphic offers will not be considered unless authorized by the solicitation; however, offers may be modified by written or telegraphic notice.

(c) Facsimile offers, modifications or withdrawals will not be considered unless authorized by the solicitation.

## 3. Amendments to Solicitations

(a) If this solicitation is amended, then all terms and conditions which are not modified remain unchanged.

(b) Offerors shall acknowledge receipt of any amendments to this solicitation by

- (1) signing and returning the amendment;
- (2) identifying the amendment number and date in the space provided for this purpose on the form for submitting an offer,
- (3) letter or telegram, or
- (4) facsimile, if facsimile offers are authorized in the solicitation. The HA/HUD must receive the acknowledgment by the time specified for receipt of offers.

## 4. Explanation to Prospective Offerors

Any prospective offeror desiring an explanation or interpretation of the solicitation, statement of work, etc., must request it in writing soon enough to allow a reply to reach all prospective offerors before the submission of their offers. Oral explanations or instructions given before the award of the contract will not be binding. Any information given to a prospective offeror concerning a solicitation will be furnished promptly to all other prospective offerors as an amendment of the solicitation, if that information is necessary in submitting offers or if the lack of it would be prejudicial to any other prospective offerors.

## 5. Responsibility of Prospective Contractor

(a) The HA shall award a contract only to a responsible prospective contractor who is able to perform successfully under the terms and conditions of the proposed contract. To be determined responsible, a prospective contractor must -

- (1) Have adequate financial resources to perform the contract, or the ability to obtain them;

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- (2) Have a satisfactory performance record;
- (3) Have a satisfactory record of integrity and business ethics;
- (4) Have a satisfactory record of compliance with public policy (e.g., Equal Employment Opportunity); and
- (5) Not have been suspended, debarred, or otherwise determined to be ineligible for award of contracts by the Department of Housing and Urban Development or any other agency of the U.S. Government. Current lists of ineligible contractors are available for inspection at the HA/HUD.

(b) Before an offer is considered for award, the offeror may be requested by the HA to submit a statement or other documentation regarding any of the foregoing requirements. Failure by the offeror to provide such additional information may render the offeror ineligible for award.

## 6. Late Submissions, Modifications, and Withdrawal of Offers

(a) Any offer received at the place designated in the solicitation after the exact time specified for receipt will not be considered unless it is received before award is made and it -

- (1) Was sent by registered or certified mail not later than the fifth calendar day before the date specified for receipt of offers (e.g., an offer submitted in response to a solicitation requiring receipt of offers by the 20th of the month must have been mailed by the 15th);
- (2) Was sent by mail, or if authorized by the solicitation, was sent by telegram or via facsimile, and it is determined by the HA/ HUD that the late receipt was due solely to mishandling by the HA/ HUD after receipt at the HA;
- (3) Was sent by U.S. Postal Service Express Mail Next Day Service - Post Office to Addressee, not later than 5:00 p.m. at the place of mailing two working days prior to the date specified for receipt of proposals. The term "working days" excludes weekends and U.S. Federal holidays; or
- (4) Is the only offer received.

(b) Any modification of an offer, except a modification resulting from the HA's request for "best and final" offer (if this solicitation is a request for proposals), is subject to the same conditions as in subparagraphs (a)(1), (2), and (3) of this provision.

(c) A modification resulting from the HA's request for "best and final" offer received after the time and date specified in the request will not be considered unless received before award and the late receipt is due solely to mishandling by the HA after receipt at the HA.

(d) The only acceptable evidence to establish the date of mailing of a late offer, modification, or withdrawal sent either by registered or certified mail is the U.S. or Canadian Postal Service postmark both on the envelope or wrapper and on the original receipt from the U.S. or Canadian Postal Service. Both postmarks must show a legible date or the offer, modification, or withdrawal shall be processed as if mailed late. "Postmark" means a printed, stamped, or otherwise placed impression (exclusive of a postage meter machine impression) that is readily identifiable without further action as having been supplied and affixed by employees of the U.S. or Canadian Postal Service on the date of mailing. Therefore, offerors should request the postal clerk to place a hand cancellation bull's-eye postmark on both the receipt and the envelope or wrapper.

(e) The only acceptable evidence to establish the time of receipt at the HA is the time/date stamp of HA on the offer wrapper or other documentary evidence of receipt maintained by the HA.

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(f) The only acceptable evidence to establish the date of mailing of a late offer, modification, or withdrawal sent by Express Mail Next Day Service-Post Office to Addressee is the date entered by the post office receiving clerk on the "Express Mail Next Day Service-Post Office to Addressee" label and the postmark on both the envelope or wrapper and on the original receipt from the U.S. Postal Service. "Postmark" has the same meaning as defined in paragraph (c) of this provision, excluding postmarks of the Canadian Postal Service. Therefore, offerors should request the postal clerk to place a legible hand cancellation bull's eye postmark on both the receipt and the envelope or wrapper.

(g) Notwithstanding paragraph (a) of this provision, a late modification of an otherwise successful offer that makes its terms more favorable to the HA will be considered at any time it is received and may be accepted.

(h) If this solicitation is a request for proposals, proposals may be withdrawn by written notice, or if authorized by this solicitation, by telegram (including mailgram) or facsimile machine transmission received at any time before award. Proposals may be withdrawn in person by a offeror or its authorized representative if the identity of the person requesting withdrawal is established and the person signs a receipt for the offer before award. If this solicitation is an invitation for bids, bids may be withdrawn at any time prior to bid opening.

#### **7. Contract Award**

(a) The HA will award a contract resulting from this solicitation to the responsible offeror whose offer conforming to the solicitation will be most advantageous to the HA, cost or price and other factors, specified elsewhere in this solicitation, considered.

(b) The HA may

- (1) reject any or all offers if such action is in the HA's interest,
- (2) accept other than the lowest offer,
- (3) waive informalities and minor irregularities in offers received, and (4) award more than one contract for all or part of the requirements stated.

(c) If this solicitation is a request for proposals, the HA may award a contract on the basis of initial offers received, without discussions. Therefore, each initial offer should contain the offeror's best terms from a cost or price and technical standpoint.

(d) A written award or acceptance of offer mailed or otherwise furnished to the successful offeror within the time for acceptance specified in the offer shall result in a binding contract without further action by either party. If this solicitation is a request for proposals, before the offer's specified expiration time, the HA may accept an offer, whether or not there are negotiations after its receipt, unless a written notice of withdrawal is received before award. Negotiations conducted after receipt of an offer do not constitute a rejection or counteroffer by the HA.

(e) Neither financial data submitted with an offer, nor representations concerning facilities or financing, will form a part of the resulting contract.

#### **8. Service of Protest**

Any protest against the award of a contract pursuant to this solicitation shall be served on the HA by obtaining written and dated acknowledgment of receipt from the HA at the address shown on the cover of this solicitation. The determination of the HA with regard to such protest or to proceed to award notwithstanding such protest shall be final unless appealed by the protestor.

#### **9. Offer Submission**

Offers shall be submitted as follows and shall be enclosed in a sealed envelope and addressed to the office specified in the solicitation. The proposal shall show **the hour and date specified in the solicitation for receipt, the solicitation number, and the name and address of the offeror, on the face of the envelope.**

It is very important that the offer be properly identified on the face of the envelope as set forth above in order to insure that the date and time of receipt is stamped on the face of the offer envelope. Receiving procedures are: date and time stamp those envelopes identified as proposals and deliver them immediately to the appropriate contracting official, and only date stamp those envelopes which do not contain identification of the contents and deliver them to the appropriate procuring activity only through the routine mail delivery procedure.

[Describe bid or proposal preparation instructions here:]

# Certifications and Representations of Offerors Non-Construction Contract

Public reporting burden for this collection of information is estimated to average 5 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

This form includes clauses required by OMB's common rule on bidding/offering procedures, implemented by HUD in 24 CFR 85.36, and those requirements set forth in Executive Order 11625 for small, minority, women-owned businesses, and certifications for independent price determination, and conflict of interest. The form is required for nonconstruction contracts awarded by Housing Agencies (HAs). The form is used by bidders/offers to certify to the HA's Contracting Officer for contract compliance. If the form were not used, HAs would be unable to enforce their contracts. Responses to the collection of information are required to obtain a benefit or to retain a benefit. The information requested does not lend itself to confidentiality.

## 1. Contingent Fee Representation and Agreement

(a) The bidder/offeror represents and certifies as part of its bid/offer that, except for full-time bona fide employees working solely for the bidder/offeror, the bidder/offeror:

- (1)  has,  has not employed or retained any person or company to solicit or obtain this contract; and
- (2)  has,  has not paid or agreed to pay to any person or company employed or retained to solicit or obtain this contract any commission, percentage, brokerage, or other fee contingent upon or resulting from the award of this contract.

(b) If the answer to either (a)(1) or (a) (2) above is affirmative, the bidder/offeror shall make an immediate and full written disclosure to the PHA Contracting Officer.

(c) Any misrepresentation by the bidder/offeror shall give the PHA the right to (1) terminate the resultant contract; (2) at its discretion, to deduct from contract payments the amount of any commission, percentage, brokerage, or other contingent fee; or (3) take other remedy pursuant to the contract.

## 2. Small, Minority, Women-Owned Business Concern Representation

The bidder/offeror represents and certifies as part of its bid/offer that it:

- (a)  is,  is not a small business concern. "Small business concern," as used in this provision, means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding, and qualified as a small business under the criteria and size standards in 13 CFR 121.
- (b)  is,  is not a women-owned small business concern. "Women-owned," as used in this provision, means a small business that is at least 51 percent owned by a woman or women who are U.S. citizens and who also control and operate the business.
- (c)  is,  is not a minority enterprise which, pursuant to Executive Order 11625, is defined as a business which is at least 51 percent owned by one or more minority group members or, in the case of a publicly owned business, at least 51 percent of its voting stock is owned by one or more minority group members, and whose management and daily operations are controlled by one or more such individuals.

For the purpose of this definition, minority group members are:

(Check the block applicable to you)

- |   |   |
|---|---|
| <input type="checkbox"/> Black Americans    | <input type="checkbox"/> Asian Pacific Americans  |
| <input type="checkbox"/> Hispanic Americans | <input type="checkbox"/> Asian Indian Americans   |
| <input type="checkbox"/> Native Americans   | <input type="checkbox"/> Hasidic Jewish Americans |

## 3. Certificate of Independent Price Determination

(a) The bidder/offeror certifies that—

- (1) The prices in this bid/offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other bidder/offeror or competitor relating to (i) those prices, (ii) the intention to submit a bid/offer, or (iii) the methods or factors used to calculate the prices offered;
- (2) The prices in this bid/offer have not been and will not be knowingly disclosed by the bidder/offeror, directly or indirectly, to any other bidder/offeror or competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in the case of a negotiated solicitation) unless otherwise required by law; and
- (3) No attempt has been made or will be made by the bidder/offeror to induce any other concern to submit or not to submit a bid/offer for the purpose of restricting competition.

(b) Each signature on the bid/offer is considered to be a certification by the signatory that the signatory:

- (1) Is the person in the bidder/offeror's organization responsible for determining the prices being offered in this bid or proposal, and that the signatory has not participated and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; or
- (2) (i) Has been authorized, in writing, to act as agent for the following principals in certifying that those principals have not participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above (insert full name of person(s) in the bidder/offeror's organization responsible for determining the prices offered in this bid or proposal, and the title of his or her position in the bidder/offeror's organization);  
(ii) As an authorized agent, does certify that the principals named in subdivision (b)(2)(i) above have not participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above; and

(iii) As an agent, has not personally participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above.

(c) If the bidder/offeror deletes or modifies subparagraph (a)2 above, the bidder/offeror must furnish with its bid/offer a signed statement setting forth in detail the circumstances of the disclosure.

#### 4. Organizational Conflicts of Interest Certification

(a) The Contractor warrants that to the best of its knowledge and belief and except as otherwise disclosed, it does not have any organizational conflict of interest which is defined as a situation in which the nature of work under a proposed contract and a prospective contractor's organizational, financial, contractual or other interest are such that:

- (i) Award of the contract may result in an unfair competitive advantage;
- (ii) The Contractor's objectivity in performing the contract work may be impaired; or
- (iii) That the Contractor has disclosed all relevant information and requested the HA to make a determination with respect to this Contract.

(b) The Contractor agrees that if after award he or she discovers an organizational conflict of interest with respect to this contract, he or she shall make an immediate and full disclosure in writing to the HA which shall include a description of the action which the Contractor has taken or intends to eliminate or neutralize the conflict. The HA may, however, terminate the Contract for the convenience of HA if it would be in the best interest of HA.

(c) In the event the Contractor was aware of an organizational conflict of interest before the award of this Contract and intentionally did not disclose the conflict to the HA, the HA may terminate the Contract for default.

(d) The Contractor shall require a disclosure or representation from subcontractors and consultants who may be in a position to influence the advice or assistance rendered to the HA and shall include any necessary provisions to eliminate or neutralize conflicts of interest in consultant agreements or subcontracts involving performance or work under this Contract.

#### 5. Authorized Negotiators (RFPs only)

The offeror represents that the following persons are authorized to negotiate on its behalf with the PHA in connection with this request for proposals: (list names, titles, and telephone numbers of the authorized negotiators):

#### 6. Conflict of Interest

In the absence of any actual or apparent conflict, the offeror, by submission of a proposal, hereby warrants that to the best of its knowledge and belief, no actual or apparent conflict of interest exists with regard to my possible performance of this procurement, as described in the clause in this solicitation titled "Organizational Conflict of Interest."

#### 7. Offeror's Signature

The offeror hereby certifies that the information contained in these certifications and representations is accurate, complete, and current.

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Signature & Date:

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Typed or Printed Name:

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Title:

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# General Contract Conditions Non-Construction

U.S. Department of Housing  
and Urban Development  
Office of Public and Indian Housing

OMB Approval No. 2577-0180 (exp. 4/30/96)

Public Reporting Burden for this collection of information is estimated to average 0.08 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Reports Management Officer, Office of Information Policies and Systems, U.S. Department of Housing and Urban Development, Washington, D.C. 20410-3600; and to the Office of Management and Budget, Paperwork Reduction Project (2577-0180), Washington, D.C. 20503. Do not send this completed form to either of these addressees.

## 1. Definitions

The following definitions are applicable to this contract:

- (a) "Authority or Housing Authority (HA)" means the \_\_\_\_\_ Housing Authority.
- (b) "Contract" means the contract entered into between the Authority and the Contractor. It includes the contract form, the Certifications and Representations, these contract clauses, and the scope of work. It includes all formal changes to any of those documents by addendum, Change Order, or other modification.
- (c) "Contractor" means the person or other entity entering into the contract with the Authority to perform all of the work required under the contract.
- (d) "Day" means calendar days, unless otherwise stated.
- (e) "HUD" means the Secretary of Housing and Urban development, his delegates, successors, and assigns, and the officers and employees of the United States Department of Housing and Urban Development acting for and on behalf of the Secretary.

## 2. Changes

- (a) The HA may at any time, by written order, and without notice to the sureties, if any, make changes within the general scope of this contract in the services to be performed or supplies to be delivered.
- (b) If any such change causes an increase or decrease in the hourly rate, the not-to-exceed amount of the contract, or the time required for, performance of any part of the work under this contract, whether or not changed by the order, or otherwise affects the conditions of this contract, the HA shall make an equitable adjustment in the not-to-exceed amount, the hourly rate, the delivery schedule, or other affected terms, and shall modify the contract accordingly.
- (c) The Contractor must assert its right to an equitable adjustment under this clause within 30 days from the date of receipt of the written order. However, if the HA decides that the facts justify it, the HA may receive and act upon a proposal submitted before final payment of the contract.
- (d) Failure to agree to any adjustment shall be a dispute under clause **Disputes**, herein. However, nothing in this clause shall excuse the Contractor from proceeding with the contract as changed.
- (e) No services for which an additional cost or fee will be charged by the Contractor shall be furnished without the prior written consent of the HA.

## 3. Disputes

- (a) All disputes arising under or relating to this contract, including any claims for damages for the alleged breach thereof which are not disposed of by agreement, shall be resolved under this clause.
- (b) All claims by the Contractor shall be made in writing and submitted to the HA. A claim by the HA against the Contractor shall be subject to a written decision by the HA.
- (c) The HA shall, with reasonable promptness, but in no event in no more than 60 days, render a decision concerning any claim hereunder. Unless the Contractor, within 30 days after receipt of the HA's decision, shall notify the HA in writing that it takes exception to such

decision, the decision shall be final and conclusive.

(d) Provided the Contractor has (1) given the notice within the time stated in paragraph (c) above, and (2) excepted its claim relating to such decision from the final release, and (3) brought suit against the HA not later than one year after receipt of final payment, or if final payment has not been made, not later than one year after the Contractor has had a reasonable time to respond to a written request by the HA that it submit a final voucher and release, whichever is earlier, then the HA's decision shall not be final or conclusive, but the dispute shall be determined on the merits by a court of competent jurisdiction.

(e) The Contractor shall proceed diligently with performance of this contract, pending final resolution of any request for relief, claim, appeal, or action arising under the contract, and comply with any decision of the HA.

## 4. Termination for Convenience and Default

(a) The HA may terminate this contract in whole, or from time to time in part, for the HA's convenience or the failure of the Contractor to fulfill the contract obligations (default). The HA shall terminate by delivering to the Contractor a written Notice of Termination specifying the nature, extent, and effective date of the termination. Upon receipt of the notice, the Contractor shall: (1) immediately discontinue all services affected (unless the notice directs otherwise), and (2) deliver to the HA all information, reports, papers, and other materials accumulated or generated in performing this contract, whether completed or in process.

(b) If the termination is for the convenience of the HA, the HA shall be liable only for payment for services rendered before the effective date of the termination.

(c) If the termination is due to the failure of the Contractor to fulfill its obligations under the contract (default), the HA may (1) require the Contractor to deliver to it, in the manner and to the extent directed by the HA, any work as described in subparagraph (a)(2) above, and compensation be determined in accordance with the **Changes** clause; (2) take over the work and prosecute the same to completion by contract or otherwise, and the Contractor shall be liable for any additional cost incurred by the HA; and (3) withhold any payments to the Contractor, for the purpose of set-off or partial payment, as the case may be, of amounts owed the HA by the Contractor.

(d) If, after termination for failure to fulfill contract obligations (default), it is determined that the Contractor had not failed, the termination shall be deemed to have been effected for the convenience of the HA, and the Contractor shall be entitled to payment as described in paragraph (b) above.

(e) Any disputes with regard to this clause are expressly made subject to the terms of clause titled **Disputes** herein.

## 5. Assignment of Contract

The Contractor shall not assign or transfer any interest in this contract; *except* that claims for monies due or to become due from the HA under the contract may be assigned to a bank, trust company,

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or other financial institution. If the Contractor is a partnership, this contract shall inure to the benefit of the surviving or remaining member(s) of such partnership approved by the HA.

## 6. Certificate and Release

Prior to final payment under this contract, or prior to settlement upon termination of this contract, and as a condition precedent thereto, the Contractor shall execute and deliver to the HA a certificate and release, in a form acceptable to the HA, of all claims against the HA by the Contractor under and by virtue of this contract, other than such claims, if any, as may be specifically excepted by the Contractor in stated amounts set forth therein.

## 7. Examination and Retention of Contractor's Records

(a) The HA, HUD, or Comptroller General of the United States, or any of their duly authorized representatives shall, until 3 years after final payment under this contract, have access to and the right to examine any of the Contractor's directly pertinent books, documents, papers, or other records involving transactions related to this contract for the purpose of making audit, examination, excerpts, and transcriptions.

(b) The Contractor agrees to include in first-tier subcontracts under this contract a clause substantially the same as paragraph (a) above. "Subcontract," as used in this clause, excludes purchase orders not exceeding \$10,000.

(c) The periods of access and examination in paragraphs (a) and (b) above for records relating to (1) appeals under the clause titled **Disputes**, (2) litigation or settlement of claims arising from the performance of this contract, or (3) costs and expenses of this contract to which the HA, HUD, or Comptroller General or any of their duly authorized representatives has taken exception shall continue until disposition of such appeals, litigation, claims, or exceptions.

## 8. Organizational Conflicts of Interest

(a) The Contractor warrants that to the best of its knowledge and belief and except as otherwise disclosed, it does not have any organizational conflict of interest which is defined as a situation in which the nature of work under this contract and a Contractor's organizational, financial, contractual or other interests are such that:

- (1) Award of the contract may result in an unfair competitive advantage; or
- (2) The Contractor's objectivity in performing the contract work may be impaired.

(b) The Contractor agrees that if after award it discovers an organizational conflict of interest with respect to this contract or any task/delivery order under the contract, he or she shall make an immediate and full disclosure in writing to the Contracting Officer which shall include a description of the action which the Contractor has taken or intends to take to eliminate or neutralize the conflict. The HA may, however, terminate the contract or task/delivery order for the convenience of the HA if it would be in the best interest of the HA.

(c) In the event the Contractor was aware of an organizational conflict of interest before the award of this contract and intentionally did not disclose the conflict to the Contracting Officer, the HA may terminate the contract for default.

(d) The terms of this clause shall be included in all subcontracts and consulting agreements wherein the work to be performed is similar to the service provided by the prime Contractor. The Contractor shall include in such subcontracts and consulting agreements any necessary provisions to eliminate or neutralize conflicts of interest.

## 9. Inspection and Acceptance

(a) The HA has the right to review, require correction, if necessary, and accept the work products produced by the Contractor. Such review(s) shall be carried out within 30 days so as to not impede the work of the Contractor. Any product of work shall be deemed accepted as submitted if the HA does not issue written comments and/or required corrections within 30 days from the date of receipt of such product from the Contractor.

(b) The Contractor shall make any required corrections promptly at no additional charge and return a revised copy of the product to the HA within 7 days of notification or a later date if extended by the HA.

(c) Failure by the Contractor to proceed with reasonable promptness to make necessary corrections shall be a default. If the Contractor's submission of corrected work remains unacceptable, the HA may terminate this contract (or the task order involved) or reduce the contract price or cost to reflect the reduced value of services received.

## 10. Rights in Data (Ownership and Proprietary Interest)

The HA shall have exclusive ownership of, all proprietary interest in, and the right to full and exclusive possession of all information, materials and documents discovered or produced by Contractor pursuant to the terms of this Contract, including but not limited to reports, memoranda or letters concerning the research and reporting tasks of this Contract.

## 11. Interest of Members of Congress

No member of or delegate to the Congress of the United States of America or Resident Commissioner shall be admitted to any share or part of this contract or to any benefit to arise therefrom, but this provision shall not be construed to extend to this contract if made with a corporation for its general benefit.

## 12. Interest of Members, Officers, or Employees and Former Members, Officers, or Employees

No member, officer, or employee of the HA, no member of the governing body of the locality in which the project is situated, no member of the governing body in which the HA was activated, and no other public official of such locality or localities who exercises any functions or responsibilities with respect to the project, shall, during his or her tenure, or for one year thereafter, have any interest, direct or indirect, in this contract or the proceeds thereof.

## 13. Limitation on Payments to Influence Certain Federal Transactions

(a) Definitions. As used in this clause:

"Agency", as defined in 5 U.S.C. 552(f), includes Federal executive departments and agencies as well as independent regulatory commissions and Government corporations, as defined in 31 U.S.C. 9101(1).

"Covered Federal Action" means any of the following Federal actions:

- (1) The awarding of any Federal contract;
- (2) The making of any Federal grant;
- (3) The making of any Federal loan;
- (4) The entering into of any cooperative agreement; and,
- (5) The extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

Covered Federal action does not include receiving from an agency a commitment providing for the United States to insure or guarantee



a loan.

“Indian tribe” and “tribal organization” have the meaning provided in section 4 of the Indian Self-Determination and Education Assistance Act (25 U.S.C. 450B). Alaskan Natives are included under the definitions of Indian tribes in that Act.

“Influencing or attempting to influence” means making, with the intent to influence, any communication to or appearance before an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any covered Federal action.

“Local government” means a unit of government in a State and, if chartered, established, or otherwise recognized by a State for the performance of a governmental duty, including a local public authority, a special district, an intrastate district, a council of governments, a sponsor group representative organization, and any other instrumentality of a local government.

“Officer or employee of an agency” includes the following individuals who are employed by an agency:

- (1) An individual who is appointed to a position in the Government under title 5, U.S.C., including a position under a temporary appointment;
- (2) A member of the uniformed services as defined in section 202, title 18, U.S.C.;
- (3) A special Government employee as defined in section 202, title 18, U.S.C.; and,
- (4) An individual who is a member of a Federal advisory committee, as defined by the Federal Advisory Committee Act, title 5, appendix 2.

“Person” means an individual, corporation, company, association, authority, firm, partnership, society, State, and local government, regardless of whether such entity is operated for profit or not for profit. This term excludes an Indian tribe, tribal organization, or other Indian organization with respect to expenditures specifically permitted by other Federal law.

consistent with the amount normally paid for such services in the private sector.

“Recipient” includes all contractors, subcontractors at any tier, and subgrantees at any tier of the recipient of funds received in connection with a Federal contract, grant, loan, or cooperative agreement. The term excludes an Indian tribe, tribal organization, or any other Indian organization with respect to expenditures specifically permitted by other Federal law.

“Regularly employed” means, with respect to an officer or employee of a person requesting or receiving a Federal contract, grant, loan, or cooperative agreement, an officer or employee who is employed by such person for at least 130 working days within one year immediately preceding the date of the submission that initiates agency consideration of such person for receipt of such contract, grant, loan, or cooperative agreement. An officer or employee who is employed by such person for less than 130 working days within one year immediately preceding the date of submission that initiates agency consideration of such person shall be considered to be regularly employed as soon as he or she is employed by such person for 130 working days.

“State” means a State of the United States, the District of Columbia, the Commonwealth of Puerto Rico, a territory of possession of the United States, an agency or instrumentality of a State, and a multi-State, regional, or interstate entity having governmental duties and powers.

(b). Prohibition.

- (1) Section 1352 of title 31, U.S.C. provides in part that no appropriate Resolution No. 2018-4096

ated funds may be expended by the recipient of a Federal contract, grant, loan, or cooperative agreement to pay any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any of the following covered Federal actions: the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) The prohibition does not apply as follows:

(i) Agency and legislative liaison by Own Employees.

(A) The prohibition on the use of appropriated funds, in paragraph (1) of this section, does not apply in the case of a payment of reasonable compensation made to an officer or employee of a person requesting or receiving a Federal contract, grant, loan, or cooperative agreement, if the payment is for agency and legislative activities not directly related to a covered Federal action.

(B) For purposes of paragraph (b)(2)(i)(A) of this clause, providing any information specifically requested by an agency or Congress is permitted at any time.

(C) The following agency and legislative liaison activities are permitted at any time only where they are not related to a specific solicitation for any covered Federal action:

- (1) Discussing with an agency (including individual demonstrations) the qualities and characteristics of the person’s products or services, conditions or terms of sale, and service capabilities; and,
- (2) Technical discussions and other activities regarding the application or adaptation of the person’s products or services for an agency’s use.

(D) The following agency and legislative liaison activities are permitted where they are prior to formal solicitation of any covered Federal action:

- (1) Providing any information not specifically requested but necessary for an agency to make an informed decision about initiation of a covered Federal action;
- (2) Technical discussions regarding the preparation of an unsolicited proposal prior to its official submission; and
- (3) Capability presentations by persons seeking awards from an agency pursuant to the provisions of the Small Business Act, as amended by Public Law 95-507 and other subsequent amendments.

(E) Only those activities expressly authorized by subdivision (b)(2)(i)(A) of this clause are permitted under this clause.

(ii) Professional and technical services.

(A) The prohibition on the use of appropriated funds, in subparagraph (b)(1) of this clause, does not apply in the case of-

- (1) A payment of reasonable compensation made to an officer or employee of a person requesting or receiving a covered Federal action or an extension, continuation, renewal, amendment, or modification of a covered Federal action, if payment is for professional or technical services rendered directly in the preparation, submission, or negotiation of any bid, proposal, or application for that Federal action or for meeting requirements imposed by or pursuant to law as a condition for receiving that Federal action.
- (2) Any reasonable payment to a person, other than an officer or employee of a person requesting or receiving a covered Federal action or an extension, continuation, renewal, amendment, or modification of a covered Federal action if the payment is for professional or technical services rendered directly in the preparation, submission, or negotiation of any bid, proposal, or appli-

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cation for that Federal action or for meeting requirements imposed by or pursuant to law as a condition for receiving that Federal action. Persons other than officers or employees of a person requesting or receiving a covered Federal action include consultants and trade associations.

(B) For purposes of subdivision (b)(2)(ii)(A) of clause, "professional and technical services" shall be limited to advice and analysis directly applying any professional or technical discipline.

(C) Requirements imposed by or pursuant to law as a condition for receiving a covered Federal award include those required by law or regulation, or reasonably expected to be required by law or regulation, and any other requirements in the actual award documents.

(D) Only those services expressly authorized by subdivisions (b)(2)(ii)(A)(1) and (2) of this section are permitted under this clause.

(iii) Selling activities by independent sales representatives.

The prohibition on the use of appropriated funds, in subparagraph (b)(1) of this clause, does not apply to the following selling activities before an agency by independent sales representatives, provided such activities are prior to formal solicitation by an agency and are specifically limited to the merits of the matter:

(A) Discussing with an agency (including individual demonstration) the qualities and characteristics of the person's products or services, conditions or terms of sale, and service capabilities; and

(B) Technical discussions and other activities regarding the application or adaptation of the person's products or services for an agency's use.

(c) Agreement. In accepting any contract, grant, cooperative agreement, or loan resulting from this solicitation, the person submitting the offer agrees not to make any payment prohibited by this clause.

(d) Penalties. Any person who makes an expenditure prohibited under paragraph (b) of this clause shall be subject to a civil penalties as provided for by 31 U.S.C. 1352. An imposition of a civil penalty does not prevent the Government from seeking any other remedy that may be applicable.

(e) Cost Allowability. Nothing in this clause is to be interpreted to make allowable or reasonable any costs which would be unallowable or unreasonable in accordance with Part 31 of the Federal Acquisition Regulation (FAR), or OMB Circulars dealing with cost allowability for recipients of assistance agreements. Conversely, costs made specifically unallowable by the requirements in this clause will not be made allowable under any of the provisions of FAR Part 31 or the relevant OMB Circulars.

#### 14. Equal Employment Opportunity

During the performance of this contract, the Contractor agrees as follows:

(a) The Contractor shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin.

(b) The Contractor shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to, (1) employment, (2) upgrading, (3) demotion, (4) transfer, (5) recruitment or recruitment advertising, (6) layoff or termination, (7) rates of pay or other forms of compensation, and (8) selection for training, including apprenticeship.

(c) The Contractor shall post in conspicuous places available to employees and applicants for employment the notices to be provided by the Contracting Officer that explain this clause.

(d) The Contractor shall, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.

(e) The Contractor shall send, to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, the notice to be provided by the Contracting Officer advising the labor union or workers' representative of the Contractor's commitments under this clause, and post copies of the notice in conspicuous places available to employees and applicants for employment.

(f) The Contractor shall comply with Executive Order 11246, as amended, and the rules, regulations, and orders of the Secretary of Labor.

(g) The Contractor shall furnish all information and reports required by Executive Order 11246, as amended and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto. The Contractor shall permit access to its books, records, and accounts by the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

(h) In the event of a determination that the Contractor is not in compliance with this clause or any rule, regulation, or order of the Secretary of Labor, this contract may be canceled, terminated, or suspended in whole or in part, and the Contractor may be declared ineligible for further Government contracts, or federally assisted construction contracts under the procedures authorized in Executive Order 11246, as amended. In addition, sanctions may be imposed and remedies invoked against the Contractor as provided in Executive Order 11246, as amended, the rules, regulations, and orders of the Secretary of Labor, or as otherwise provided by law.

(i) The Contractor shall include the terms and conditions of this clause in every subcontract or purchase order unless exempted by the rules, regulations, or orders of the Secretary of Labor issued under Executive Order 11246, as amended, so that these terms and conditions will be binding upon each subcontractor or vendor. The Contractor shall take such action with respect to any subcontract or purchase order as the Secretary of Housing and Urban Development or the Secretary of Labor may direct as a means of enforcing such provisions, including sanctions for noncompliance; provided that if the Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the Contractor may request the United States to enter into the litigation to protect the interests of the United States.

#### 15. Dissemination or Disclosure of Information

No information or material shall be disseminated or disclosed to the general public, the news media, or any person or organization without prior express written approval by the HA.

#### 16. Contractor's Status

It is understood that the Contractor is an independent contractor and is not to be considered an employee of the HA, or assume any right, privilege or duties of an employee, and shall save harmless the HA and its employees from claims suits, actions and costs of every description resulting from the Contractor's activities on behalf of the HA in connection with this Agreement.

#### 17. Other Contractors

HA may undertake or award other contracts Page 32 of 154

near the site(s) of the work under this contract. The contractor shall fully cooperate with the other contractors and with HA and HUD employees and shall carefully adapt scheduling and performing the work under this contract to accommodate the additional work, heeding any direction that may be provided by the Contracting Officer. The contractor shall not commit or permit any act that will interfere with the performance of work by any other contractor or HA employee.

#### **18. Liens**

The Contractor is prohibited from placing a lien on HA's property. This prohibition shall apply to all subcontractors.

#### **19. Training and Employment Opportunities for Residents in the Project Area** (Section 3, HUD Act of 1968; 24 CFR 135)(Applicable to contracts in excess of \$500,000)

(a) The work to be performed under this contract is on a project assisted under a program providing direct Federal financial assistance from HUD and is subject to the requirements of section 3 of the HUD Act of 1968, as amended, 12 U.S.C. 1701u. Section 3 requires that to the greatest extent feasible opportunities for training and employment be given lower income residents of the project area and contracts for work in connection with the project be awarded to business concerns which are located in, or owned in substantial part by persons residing in the area of the project.

(b) The parties to this contract will comply with the provisions of Section 3 and the regulations issued pursuant thereto by the Secretary of HUD set forth in 24 CFR part 135, and all applicable rules and orders of HUD issued thereunder prior to the execution of this contract. The parties to this contract certify and agree that they are under no contractual or other disability which would prevent them from complying with these requirements.

(c) The contractor will send to each labor organization or representative of workers with which the contractor has a collective bargaining agreement or other contract or understanding, if any, a notice advising the organization of the contractor's commitments under this clause and shall post copies of the notice in conspicuous places available to employees and applicants for employment or training.

(d) The contractor will include this clause in every subcontract for work in connection with the project and will, at the direction of the applicant for or recipient of Federal financial assistance, take appropriate action pursuant to the subcontract upon a finding that the subcontractor is in violation of regulations issued by the Secretary of HUD, 24 CFR part 135. The contractor will not subcontract with any subcontractor where it has notice or knowledge that the latter has been found in violation of these regulations and will not award any subcontract unless the subcontractor has first provided it with a preliminary statement of ability to comply with the requirements of these regulations.

(e) Compliance with the provisions of section 3, the regulations set forth at 24 CFR part 135, and all applicable rules and orders of HUD issued thereunder prior to the execution of the contract shall be a condition of the Federal financial assistance provided to the project, binding upon the applicant or recipient for such assistance, its successors, and assigns. Failure to fulfill these requirements shall subject the applicant or recipient, its contractors and subcontractors, its successors, and assigns to those sanctions specified by the grant or loan agreement or contract through which the Federal assistance is provided, and to such sanctions as are specified by 24 CFR part 135.



**Contractor Certification of Efforts to Fully Comply with Contracting, Employment and Training Provisions of Section 3**

The bidder represents and certifies that as part of its bid/offer it:

Is a Section 3 Business concern.

A Section 3 Business concern means a business concern:

- 1. That is 51% or more owned by Section 3 Resident(s); or
2. Whose permanent, full-time employees include person at least 30% of whom are current Section 3 residents, or within the last three years of the date of first employment with the business concern were Section 3 residents; or
3. That provides evidence of a commitment to subcontract in excess of 25% of the dollar value of all subcontracts to be awarded to business concerns that meet the qualifications set forth in paragraph 1 or 2 herein.

Is Not a Section 3 Business concern but who has and/or will continue to seek compliance with Section 3 by certifying to the following efforts as being undertaken.

EFFORTS TO AWARD SUBCONTRACTS TO SECTION 3 BUSINESS CONCERNS: (Check all that apply)

- By contacting business assistance agencies, minority contractors associations and community organizations to inform them of the contracting opportunities and requesting their assistance in identifying Section 3 businesses which may solicit bids for a portion of the work.
 By advertising contracting opportunities by posting notices, which provide general information about the work to be contracted and where to obtain additional information, the common areas of the applicable development(s) owned and managed by the Housing Authority.
 By providing written notice to all known Section 3 business concerns of contracting opportunities. This notice should be in sufficient time to allow the Section 3 business concerns to respond to bid invitations.
 By following up with Section 3 business concerns that have expressed interest in the contracting opportunities.

- By coordinating meetings at which Section 3 business concerns could be informed of specific elements of the work for which subcontract bids are being sought.
 By conducting workshops on contracting procedures and specific contracting opportunities in a timely manner so that Section 3 business concerns can take advantage of contracting opportunities.
 By advising Section 3 business concerns as to where they may seek assistance to overcome barriers such as inability to obtain bonding, lines of credit, financing, or insurance, and aiding Section 3 businesses in qualifying for such bonding, financing, insurance, etc.
 Where appropriate, by breaking out contract work into economically feasible units to facilitate participation by Section 3 business concerns.
 By developing and utilizing a list of eligible Section 3 business concerns.
 By actively supporting and undertaking joint ventures with Section 3 businesses

EFFORTS TO PROVIDE TRAINING AND EMPLOYMENT TO SECTION 3 RESIDENTS (Check all that apply)

- By entering into a "first source" hiring agreements with organizations representing Section 3 residents.
 By establishing training programs, which are consistent with the requirements of the Department of Labor, specifically for Section 3 residents in the building trades.
 By advertising employment and training positions to dwelling units occupied by Category 1 and 2 Section 3 residents.
 By contacting resident councils and other resident organizations in the affected housing development to request assistance in notifying residents of the training and employment positions to be filled.
 By arranging interviews and conducting interviews on the job site.
 By undertaking such continued job training efforts as may be necessary to ensure the continued employment of Section 3 residents previously hired for employment opportunities.

Authorized Signature of the Bidder & Date

**SECTION 3 AND MBE  
PRE-AWARD COMPLIANCE CERTIFICATION**

Housing Authority of the City of Tampa  
Contracting & Procurement  
1529 West Main Street, Suite 213  
Tampa, Florida 33607

1. Contractor Name & Address (street, city, state, zip):	2. Contract Number and Description:	3. Dollar Amount of Contract:
	4. Contact Person:	5. Phone Number:
	6. Contracting Period:	7. Date Report Submitted:

**Part I: Employment and Training of Section 3 Residents (If Prime Contractor is Section 3 Owned Check Here)**

The employment and training component of section 3 applies to the prime contractor and all sub-contractors providing construction services and professional services to the Tampa Housing Authority. It is the responsibility of the Prime Contractor to enforce these same requirements within any sub-contracts.

**Instructions: Complete items A, B and C and adjoining worksheet**

- A. Total Number of Current Employees? \_\_\_\_\_
- B. Total Number of Anticipated New Hires & Trainees? \_\_\_\_\_
- C. Total Number of Section 3 New Hires & Trainees?  
(the established goal is 30% of Line B) \_\_\_\_\_

<b>Adjoining worksheet</b>		
(A) Job Category	(B) Number of anticipated new hires and trainees	(C) Number of column (B) that will be Section 3 residents
Professional		
Technical		
Office/Clerical		
Construction by Trade (list)		
Other (List)		
Total		

**Part II: Subcontract awards – Section 3 and MBE (If Prime Contractor is Section 3 Owned Check Here)**

The contracting component of section 3 and minority-owned business participation apply to all prime contractors and sub-contractors providing construction services, professional services, and supplies to the Tampa Housing Authority’s project. It is the responsibility of the prime contractor to enforce the same requirements within any sub-contracts.

**Instructions: All contractors must complete item D. Complete item E for construction contracts only. Complete item F for professional service and supplier contracts only. All contractors must complete item G.**

D. Total dollar amount of all sub-contracts anticipated for this project? \$ \_\_\_\_\_

**Applies to construction contracts only:**

E. Total amount of anticipated Section 3 sub-contract awards?  
(The established goal is 10% of Line D) \$ \_\_\_\_\_

**Applies to professional service contracts and suppliers:**

F. Total amount of anticipated section 3 sub-contract awards?  
(The established goal is 3% of Line D) \$ \_\_\_\_\_

**Applies to all contracts:**

G. Total amount of anticipated minority-owned business contract awards? \$ \_\_\_\_\_  
(The established goal is 20% of Line D) **A minority-owned business is an entity that is 51% owned or controlled by one or more of the following minority group members: Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans, Asian Indian Americans and Hasidic Jewish Americans.**

**Part III: Certification**

As a duly authorized representative of the prime contractor, it is hereby agreed that the prime contractor and all sub-contractors will make every effort to achieve at least the minimum levels for compliance with Section 3 and Minority- Owned Business participation goals. It is further understood that the undersigned will enforce and ensure compliance within all sub-contracts.

<b>Signature:</b>	<b>Print Name and Title</b>	<b>Date</b>

## NON-COLLUSIVE AFFIDAVIT

State of \_\_\_\_\_

County of \_\_\_\_\_

Being first duly sworn, deposes and says that he/she is

\_\_\_\_\_ the party making the foregoing proposal or bid, that such proposal or bid is genuine and not collusive or sham; that said bidder had not colluded, conspired, connived or agreed, directly and indirectly, with any bidder or person to put in a sham bid or to refrain from bidding, and had not in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference, with any person, to fix the bid price or any other bidder, or to fix an overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against the Housing Authority of the City of Tampa or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

SIGNATURE \_\_\_\_\_

TITLE \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

Bidder, if the Bidder is an individual  
Partner, if the Bidder is a Partnership  
Officer, if the Bidder is a Corporation

Subscribed and sworn to before me

This \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

My Commission expires \_\_\_\_\_, 20\_\_\_\_\_.



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

(To be signed in the presence of notary public or other officer authorized to administer oaths.)

Before me, the undersigned authority, personally appeared \_\_\_\_\_ who, being by me first duly sworn, made the following statement:

1. The business address of (name of Offeror or business) is.
2. My relationship to \_\_\_\_\_ (name of Offeror or business) is \_\_\_\_\_ (Relationship such as sole proprietor, partner, president, vice president).
3. I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity in Florida or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any proposal or contract for goods or services to be provided to any public entity or such an agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentation.
4. I understand that "convicted" or "conviction" is defined by the Florida Statutes to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilt or no contest.
5. I understand that "affiliate" is defined by the Florida Statutes to mean (1) a predecessor or successor of a person or a corporation convicted of a public entity crime, or (2) an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime, or (3) those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.
6. Neither the Offeror or contractor, nor any officer, director, executive, partner, shareholder, employee, member or agent who is active in the management of the Offeror or contractor, nor any affiliate of the Offeror or contractor has been convicted of a public entity crime subsequent to July 1, 1989. (Draw a line through paragraph 6 if paragraph 7 below applies.)



7. There has been a conviction of a public entity crime by the Offeror or contractor, or an officer, director, executive, partner, shareholder, employee, member or agent of the Offeror or contractor who is active in the management of the Offeror or contractor or an affiliate of the Offeror or contractor. A determination has been made pursuant to Section 287.133(3) by order of the Division of Administrative Hearings that it is not in the public interest for the name of the convicted person or affiliate to appear on the convicted vendor list. The name of the convicted person or affiliate is \_\_\_\_\_ a copy of the order of the Division of Administrative Hearings is attached to this statement. (Draw a line through paragraph 7 if paragraph 6 above applies.)

\_\_\_\_\_

(Signature)

\_\_\_\_\_

(Print name)

STATE OF  
COUNTY OF

The foregoing instrument was acknowledged before me this \_\_\_\_\_ day of \_\_\_\_\_ by \_\_\_\_\_, who is personally known to me or who has produced \_\_\_\_\_ as identification and who did take an oath.

\_\_\_\_\_ Notary Public

My Commission Expires: \_\_\_\_\_



# **ATTACHMENT C**

## **TASK ORDER FORMS & HOURLY RATES**



TASK ORDER

Attachment C

<b>Invoice Date:</b>		<b>Task Order:</b>	
<b>Invoice #:</b>		<b>Contact</b>	
<b>Work Site:</b>			
<b>Description of Scope of Work:</b>			

Pricing and Terms & Conditions are as set forth in Energy Management RFP

<b>Construction Personnel</b>	<b>Regular Hrs.</b>	<b>Overtime Hrs.</b>	<b>Regular Rate</b>	<b>Overtime Rate</b>	<b>Total</b>
Lead System Specialist			\$ 112.20	\$ 168.30	\$ -
Project Manager			\$ 141.90	\$ 212.85	\$ -
Site Supervisor			\$ 99.00	\$ 148.50	\$ -
Application Engineer			\$ 82.50	\$ 123.75	\$ -
System Engineer			\$ 112.00	\$ 168.00	\$ -
System Representative			\$ 112.20	\$ 168.30	\$ -
Other Labor					
<b>HVAC Service Personnel</b>	<b>Regular Hrs.</b>	<b>Overtime Hrs.</b>	<b>Regular Rate</b>	<b>Overtime Rate</b>	<b>Total</b>
Chiller Mechanic			\$ 112.20	\$ 168.30	\$ -
Project Manager			\$ 141.90	\$ 212.85	\$ -
Service/HVAC Technician			\$ 94.60	\$ 141.90	\$ -
Service/Controls Technician			\$ 112.20	\$ 168.30	\$ -
Lead System Specialist			\$ 112.20	\$ 168.30	\$ -
Other Labor					
<b>Fire &amp; Security Services</b>	<b>Regular Hrs.</b>	<b>Overtime Hrs.</b>	<b>Regular Rate</b>	<b>Overtime Rate</b>	<b>Total</b>
Fire Inspector			\$ 200.00	\$ 300.00	\$ -
Project Manager			\$ 141.90	\$ 212.85	\$ -
System Technician			\$ 112.20	\$ 168.30	\$ -
Lead System Specialist			\$ 112.20	\$ 168.30	\$ -
Service Technkian			\$ 112.20	\$ 168.30	\$ -
Other Labor					
<b>Performance Infrastructure</b>	<b>Regular Hrs.</b>	<b>Overtime Hrs.</b>	<b>Regular Rate</b>	<b>Rate</b>	<b>Total</b>
Project Manager			\$ 141.90	\$ 212.85	\$ -
Project Development Engineer (PDE 1)			\$ 82.50	\$ 123.75	\$ -
Project Development Engineer (PDE 2)			\$ 115.50	\$ 173.25	\$ -
Project Development Engineer (PDE 3)			\$ 161.70	\$ 242.55	\$ -
System Design Lead (SOL)			\$ 141.90	\$ 212.85	\$ -
Performance Engineer			\$ 82.50	\$ 123.75	\$ -
Other Labor					
<b>Sub-Total</b>					<b>\$ -</b>

<b>Outside Vendor Materials:</b>						
<b>Part #/Description</b>	<b>Qty</b>	<b>Unit Cost</b>	<b>Multiplier</b>	<b>Unit Price</b>	<b>Ext Price</b>	
	-	\$ -	1.30	\$ -	\$ -	
	-	\$ -	1.30	\$ -	\$ -	
	-	\$ -	1.30	\$ -	\$ -	
	-	\$ -	1.30	\$ -	\$ -	
	-	\$ -	1.30	\$ -	\$ -	
	-	\$ -	1.30	\$ -	\$ -	
<b>Freight</b>						
<b>Sub-Total</b>						<b>\$ -</b>

<b>JCI Parts (In-House)</b>						
<b>Part #/Description</b>	<b>Qty</b>	<b>List</b>	<b>Multiplier</b>	<b>Unit Price</b>	<b>Ext Price</b>	
	-	\$ -	0.50	\$ -	\$ -	
	-	\$ -	0.50	\$ -	\$ -	
	-	\$ -	0.50	\$ -	\$ -	
	-	\$ -	0.50	\$ -	\$ -	
	-	\$ -	0.50	\$ -	\$ -	
<b>Freight</b>						
<b>Sub-Total</b>						<b>\$ -</b>



**TASK ORDER**

**ATTACHMENT C**

<b>Invoice Date:</b>	
<b>Invoice #:</b>	

<b>Task Order:</b>	
<b>Contact</b>	

<b>Subcontracted Services</b> (Includes communications Systems and other services provided through subcontractors)					
Description	Qty	Cost	Multiplier	Unit Price	Ext Price
	-	\$ -	1.10	\$ -	\$ -
	-	\$ -	1.10	\$ -	\$ -
	-	\$ -	1.10	\$ -	\$ -
<b>Sub-Total</b>					<b>\$ -</b>

<b>Other Charges</b>			
Description	Qty	Rate	Ext Price
Clerical		\$ 61.50	\$ -
Material Handling		\$ 56.10	\$ -
Design		\$ 61.50	\$ -
Mileage (50 to 350 miles)		\$ 0.57	\$ -
Travel (TBD)			
Legal (TBD)			
Services (TBD)			
Bonding (TBD)			
Other A (TBD)			
Other B (TBD)			
Other C (TBD)			
<b>Sub-Total</b>			<b>\$ -</b>

Sub-Total	Management Services 2%	Profit 10%	Total	Total Amount Due
\$ -	\$ -	\$ -	\$ -	\$ -

\* Items listed under Construction Personnel, HVAC Personnel, Fire and Security Services and Performance Infrastructure are based on Regional Rates

Attachment C

Solutions	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Public - Private - Partnerships			\$ 200.00	\$ 300.00	\$ -
Thermal Energy Solutions			\$ 141.90	\$ 212.85	\$ -
Performance Contracting			\$ 141.90	\$ 212.85	\$ -
Energy Solutions			\$ 141.90	\$ 212.85	\$ -
Geo-Thermal Solutions			\$ 141.90	\$ 212.85	\$ -
Utility Procurement			\$ 200.00	\$ 300.00	\$ -
Utility Bench Marking			\$ 141.90	\$ 212.85	\$ -
RAD / RPCA Planning			\$ 200.00	\$ 300.00	\$ -
HUD Waiver Writing			\$ 200.00	\$ 300.00	\$ -
Third Party Purchasing			\$ 141.90	\$ 212.85	\$ -
Green Building Certified Contractor			\$ 150.00	\$ 225.00	\$ -
Service	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Planned Service Maintenance			\$ 141.90	\$ 212.85	\$ -
Operational & Maintenance Services			\$ 141.90	\$ 212.85	\$ -
On-Site Building Operations			\$ 141.90	\$ 212.85	\$ -
Mechanical Retrofits			\$ 141.90	\$ 212.85	\$ -
Construction	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Mechanical Contracting			\$ 141.90	\$ 212.85	\$ -
Electrical Contracting			\$ 141.90	\$ 212.85	\$ -
Plumbing Contracting			\$ 141.90	\$ 212.85	\$ -
General Contracting			\$ 141.90	\$ 212.85	\$ -
Building Wide Systems Integration			\$ 141.90	\$ 212.85	\$ -
Construction Management			\$ 141.90	\$ 212.85	\$ -
Project Management			\$ 141.90	\$ 212.85	\$ -
Consultation/Professional	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
NEBB Certified Contractor			\$ 200.00	\$ 300.00	\$ -
Real Estate Services			\$ 200.00	\$ 300.00	\$ -
Grant Writing			\$ 200.00	\$ 300.00	\$ -
Program Administration			\$ 61.50	\$ 92.25	\$ -
Life Cycle Cost Analysis			\$ 82.50	\$ 123.75	\$ -
Safety Planning & Programs			\$ 61.50	\$ 92.25	\$ -
Consultative Services			\$ 200.00	\$ 300.00	\$ -
Legal & Finance Services			\$ 200.00	\$ 300.00	\$ -
MEP Specification Engineering			\$ 200.00	\$ 300.00	\$ -
Fire System and Detection	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Sprinkler Systems			\$ 112.20	\$ 168.30	\$ -
Fire Suppression & Extinguisher Services			\$ 112.20	\$ 168.30	\$ -
Security Systems Products			\$ 112.20	\$ 168.30	\$ -
Security & Fire Systems Monitoring			\$ 112.20	\$ 168.30	\$ -
HVAC Systems & Products			\$ 112.20	\$ 168.30	\$ -
Fire Systems Products			\$ 112.20	\$ 168.30	\$ -
Code Blue Phone Systems			\$ 112.20	\$ 168.30	\$ -
Security Gate & Fencing			\$ 112.20	\$ 168.30	\$ -

Rates are negotiable based on actual services to be provided.

**TASK ORDER**

Attachment C

Use for quotes and invoice detail submission  
(Pricing based on Energy Management RFP)

<b>Invoice Date:</b>		<b>Task Order:</b>	
<b>Invoice #:</b>		<b>PO#:</b>	
<b>Work Site:</b>	0		
<b>Comments:</b>	Page 2 - List of additional material		

<b>Outside Vendor Materials:</b>						
Part #/Description	Qty	Unit Cost	Multiplier	Unit Price	Ext Price	
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
			1.30	\$ -	\$ -	-
<b>Sub-Total</b>					\$ -	-

<b>JCI Parts (In-House)</b>						
Part #/Description	Qty	List	Freight	Multiplier	Unit Price	Ext Price
	-	\$ -		0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
				0.50	\$ -	\$ -
<b>Sub-Total</b>					\$ -	-

<b>Subcontracted Services</b> (Includes communications Systems and other services provided through subcontractors)						
Description	Qty	Cost	Multiplier	Unit Price	Ext Price	
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
			1.10	\$ -	\$ -	-
<b>Sub-Total</b>					\$ -	-

# **ATTACHMENT D**

## **TASK ORDER FLOW PROCEDURE**

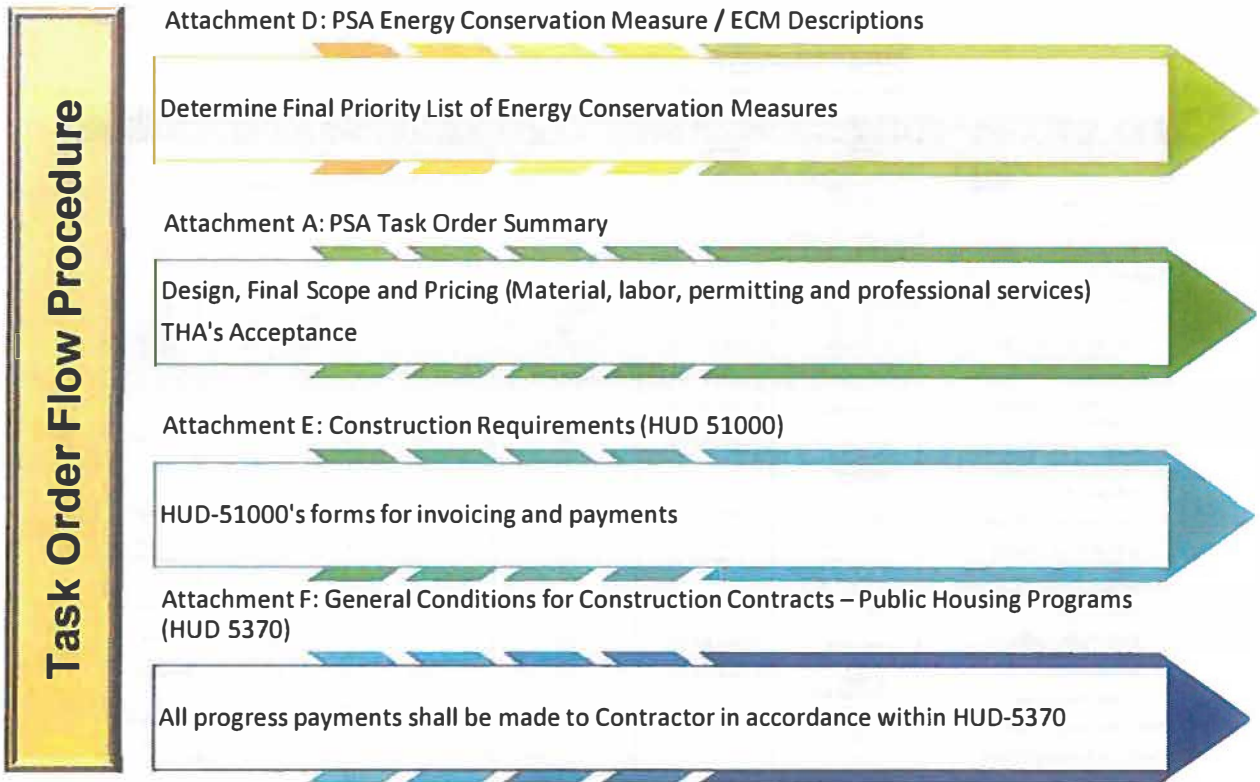
Attachment D: Task Order Flow Procedure

The preliminary scope of work described in Attachment D: PSA Energy Conservation Measure / ECM Descriptions, by priority, is subject to Contractor's submission and THA and Contractor approval in writing by both parties for each Attachment A: PSA Task Order Summary or such approved expense prior to implementation of each energy conservation measure.

Upon approval of Attachment A: PSA Task Order Summary, all pricing to be transferred to Attachment E: HUD-51000 Schedule of Amounts for Contract Payment. Thereafter, progress payments (including payment for materials delivered to Contractor and Work performed on and off-site) shall be made to Company in accordance of the requirements of Attachment A: General Conditions for Construction Contracts – Public Housing Programs (HUD 5370), including Section 27 of such HUD Form, and in accordance with the Requisition for Payment procedures.

The HUD forms 51000 series forms as provided herein shall be used for invoicing and payments.

HUD-51000	Schedule of Amounts for Contract Payments (07/1997)
HUD-51001	Periodic Estimate for Partial Payment (03/1992)
HUD-51002	Schedule of Change Orders (03/1992)
HUD-51003	Schedule of Materials Stored (03/1992)
HUD-51004	Summary of Materials Stored (03/1992)



# **ATTACHMENT E**

## **CONTRACTOR'S PROPOSAL**





Tampa Housing Authority  
Solicitation FY2016-RFQ-06  
Request for Qualifications  
Indefinite Delivery Contract  
Joint Venture Partnership

Johnson Controls, Inc.

Nicholas W. Dickerson  
Director of Contracting  
Tampa Housing Authority  
5301 W. Cypress Street  
Tampa, FL 33607

Dear Mr. Dickerson & Evaluation Committee Members:

The Johnson Controls Public Housing Team would like to extend our sincere thanks and appreciation to the Tampa Housing Authority (THA) for the opportunity to provide you with a detailed response to Solicitation #FY2016-RFQ-06, your Request for Qualifications (RFQ) for an Indefinite Delivery Contract Joint Venture Partnership. Because Johnson Controls maintains a national public housing team focused on providing solutions to public housing authorities, and as a trusted business partner to THA, we have the experience necessary to serve as your joint venture partner that will benefit your clients and their communities.

We believe Johnson Control's proposal for THA is compelling for the following reasons:

- **Forward Thinking Industry Leadership.** Over the years JCI has worked closely with numerous Housing Authorities across the country, including THA, as an Energy Services provider that specializes in the development of sustainable energy solutions that allows public housing agencies to maximize their energy efficiency, operational performance, and maximize subsidy levels, while reducing their carbon footprint. We have implemented energy efficiency improvements as well as much needed capital upgrades in order to facilitate the deployment of solutions that otherwise may not have been easily attainable. Johnson Controls has consistently demonstrated an ability to help agencies take advantage of new contracting opportunities by using innovative approaches to all Energy Services. Our services are continually expanding beyond traditional Energy Performance Contracting models and have branched out to include a holistic service offerings that include: prime retrofits, renewables, Private Public Partnerships, RAD, Utility Benchmarking, Better Building Challenge GPNA's, Facility Disaster Resilience, Healthy Home evaluations, and consultative services. We offer an all-encompassing portfolio of capital needs and renewal planning services because we understand that the needs of our housing authority clients continues to evolve. In short, we have made a commitment to assist clients with the provision of solutions that look at more than just energy conservation in an effort better prioritize financial decisions.
- **HUD Experience & Relationships.** Our extensive experience of working directly with more than housing authorities allows you to leverage the knowledge and resource strength we have attained to help lead you seamlessly through HUD and other regulatory requirements. Johnson Controls has developed and implemented more than \$197 million in infrastructure improvements for our public housing clients. These projects have produced savings in excess of \$21 million through annual energy and water savings while at the same time have provided significant infrastructure improvements, maximized HUD subsidies, and have helped overcome the challenges faced by limited capital funding. Mary Fox, the National Public Housing team's Director, has worked with HUD for 20 years, including being employed as the Director of Energy Services for THA. During this time, she was instrumental in helping the housing authority take advantage of both the rate reduction incentive as well as the air conditioning waiver in order to grow the scope of an EPC project to create a sustainable, safe, vibrant and healthy community. Mary has also been nominated to NAHRO's legislative committee, the only industry representative to hold such an honor.
- **Ability to close the transaction while ensuring long-term project alignment.** Johnson Controls has successfully developed and implemented 44 EPC contracts in addition to an extensive array of consultative and service projects for housing authorities nationally through both traditional RFP processes as well as interagency agreements. In addition to the public housing market, Johnson Controls has managed more than 3,000 performance-based energy projects and more than \$12 billion

in savings guarantees over the past 30 years. We currently manage 615 active performance contracts with more the \$6.2 billion in guarantees making us a world leader in this field. Our team offers new technologies and approaches to energy efficiency that could result in substantial savings over the term of the contract. Collectively, our team recognizes and embraces the benefits this joint venture opportunity would bring to both parties. It is our belief that our proven record of developing and implementing innovative solutions positions Johnson Controls to maximize the value for THA if we are chosen as your joint venture partner.

- **Ability to close the transaction & long term alignment.** Johnson Controls has successfully developed and implemented 44 EPC contracts as well as extensive consultative and service work for 60 housing authorities across the country through both traditional RFP processes and interagency agreements. In addition to the public housing market, Johnson Controls has also managed more than 3,000 performance-based energy projects, and more than \$12 billion in savings guarantees over the past 30 years. We currently manage 615 active performance contracts with more the \$6.2 billion in guarantees making us a world leader in this field. Our team offers new technologies and approaches to energy efficiency that could result in substantial savings over the term of the contract. Collectively, our team recognizes and embraces the benefits this joint venture opportunity and brings a proven record of innovative solutions that positions Johnson Controls to maximize the value for THA.
- **Strategic Offerings.** In addition to being an Energy Services provider, professional consultative partner and offering full range of technical services, Johnson Controls offers unparalleled access to our lineup of products and industry partnerships intended to provide comprehensive solutions to improve all aspects of building and infrastructure performance, energy conservation, and longevity.
- **National Presence.** Johnson Controls has a robust national presence and the proven ability to operate anywhere in the country given our listing of more than 476 locations within the U.S. alone. With a national geographic footprint of this magnitude, we have the resources, leadership, subject matter expertise, and organizational infrastructure needed to deploy a range of solutions at any given time and regardless of location.

Furthermore, our solutions and service teams work and live within close proximity to those we serve and those we may serve under this joint venture partnership, making them easily accessible, intimately knowledgeable of the local economic drivers, and keenly interested in the success of this endeavor.

Our objective in responding to this RFQ is not merely securing a project, but to extend the success and level of trust we have established with THA while working alongside you as innovative partners in the public housing and EPC market. We would be honored to collaborate with the THA team in developing a mutually joint venture partnership to serve those who have learned to trust and depend on your level of expertise. From the engineering design/investment grade audit process, through project implementation and into HUD reporting/support services, we are committed to providing THA and your clients with the best combination of products and services that not only meet your clients' needs, but exceed their expectations.

Thank you for allowing us to present our response to your RFQ. It is our intent to work diligently in an effort to continue to serve THA as true and trusted business partner just as we have over the past several years, and subsequently, under a joint venture partnership moving forward.

Sincerely,

Mary P Fox, CEM  
VM Director, Public Housing  
763-227-7709

Mary-Suzanne Powell  
Area GM Energy Solutions So. Region  
786-452-2862



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## Appendix Items

**HUD Form 5369-C  
Non-Collusive Affidavit  
Section 3 Provisions  
Sworn Statement under Section 287.133(3) (A)  
Qualifications Statement  
Johnson Controls National and Regional Maps  
Contractor's License and ESCO Certification**



Resolution No. 2018-4096

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## Mission Statement

“To be a leader in the housing industry providing innovated sustainable solutions that are comprehensive yet affordable to low income multifamily housing providing long term financial stability to preserve housing.”



### VISION

**A world where everything is safe, comfortable and sustainable.**

### VALUES

Johnson Controls takes ethics and integrity seriously shaping our culture and the way we conduct business ensuring corporate ethic, integrity and sustainability.

Our values will carry through to this Joint Venture with commitment of achieving shared goals, using all subject matter experts as a resource, can-do attitude, doing more with less, empowerment to do the right thing by embracing high ethical standards, and remaining a leader in the industry through innovative and smart solutions.



We were recently named a World’s Most Ethical Company and one of the 100 Best Corporate Citizens. Plus, we’re a member of the U.N. Global Compact, which recognizes corporate performance on environmental and social issues.

Johnson Controls is an Equal Opportunity Employer and does not discriminate because of age, color, disability, ethnicity, marital or family status, national origin, race, religion, sex, sexual orientation, military veteran status, or any other characteristic protected by law.



Johnson Controls is a diverse company that believes its employees are the foundation for investing in its future. Diversity and inclusion are key drivers to growing our business and providing a work environment that fosters contributions by all employees.



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## Executive Summary

Over time, the Tampa Housing Authority (THA) has demonstrated a deep commitment to its residents through the implementation of ongoing modernization, development, and renovation efforts – while maintaining a strong focus on social programs and resident services. As such, you have made it well known that your agency is an innovative provider of public housing within the PHA community, and you are prepared to take that expertise and share it with other Public and Indian Housing agencies by partnering with a proven and highly successful business partner under a proposed Partnership agreement.

By issuing a Request for Qualifications for Indefinite Delivery Contract for a Joint Venture Partnership, THA is again demonstrating its mission and commitment to supporting like-minded agencies that are in need of guidance as it relates to Performance Contracting programs. By combining forces and leveraging mutual success, we can work together to serve these agencies as a trusted partner and advisor as it relates to the design and deployment of innovative solutions that will lend themselves to the delivery of long-term success.

We have approached this RFQ with the understanding that THA is seeking an experienced public housing professional services partner that a proven team ready to expedite the business plan. We have the ability to bring creative and alternative services to a partnership that will move THA's strategic goals forward while enabling our team to maximize the strength of both of our organizations through the partnership while bringing unparalleled expertise to other public housing authorities. As an industry leader within the Energy Services industry, we know what it takes to succeed, and we fully understand that the success of this partnership is a direct reflection on our combined ability to put proven best practices and applications into place to drive success. Johnson Controls has the capability to provide a full array of energy services, contracting, professional services consulting, technical planning, and design, as well as construction and construction management, which are all vital components and necessary for the design and implementation of HUD's Energy Performance Contracting (EPC) program, as well as other HUD-approved programs. Within the Business Plan presented within our proposal, you'll find a full description of services that we are prepared to perform under this Indefinite Delivery Contract for Joint Venture Partnership.

As a current business partner to THA (as well as an extensive number of PHAs located throughout the U.S.), we believe that we are best positioned to partner with THA as your business partner based on a shared vision to enrich the lives of those living within the public housing community. Our mantra reads: "To be a leader in the housing industry providing innovated



**With more than 128 years of experience, (10 of which have been dedicated to public housing vertical market), Johnson Controls' Public Housing Energy Experts have over 150 years' combined housing experience. The core team has implemented performance contracts with project capital exceeding \$175 million, with an additional \$125 million in capital currently tied to ongoing development. We have directly helped to improve 28,000 households under performance-based energy and water services contracts, and have an additional 18,000 units in development.**



sustainable solutions that are comprehensive yet affordable to low income multi-family housing providing long term financial stability to preserve housing." We know that in order to best serve the communities and individuals residing within the public housing environment, we must help those agencies that serve these communities make the most of what they have and help them to transform their properties into rejuvenated living spaces while maintaining an eye on budgetary constraints. Under this partnership, we need to help form decisions and that can lead to the implementation of building and structural improvements necessary to preserve sustainable low-income housing for future generations.

**NATURE OF THE BUSINESS**

The nature of this Partnership would combine the unique strengths associated with THA (an innovated leader in the Public Housing Authority (PHA) industry), and those of Johnson Controls (the global leader in the energy industry with extensive experience in the realm of public housing). This partnership could provide an integrated procurement solution for the Public Housing industry that incorporates combined professional services, design and implementation of HUD-approved programs, long-term capital relief, procurement relief, financial options, and design/build offerings that provide a unique solution for the multi-family and public housing industry moving forward.

**ACHIEVING SUCCESS WITH JOHNSON CONTROLS**

		
<p style="text-align: center;"><b>Identify Areas of Growth</b></p> <ul style="list-style-type: none"> <li>•Market intelligence &amp; insights.</li> <li>•Portfolio assessment.</li> <li>•Guided ideation and messaging.</li> <li>•Open innovation for program offerings.</li> </ul>	<p style="text-align: center;"><b>Accelerate, Incubate and Commercialize</b></p> <ul style="list-style-type: none"> <li>•Business case validation.</li> <li>•Financial modeling.</li> <li>•Strategic partnerships.</li> <li>•Start-up incubator for business plan.</li> </ul>	<p style="text-align: center;"><b>Build Innovation Culture</b></p> <ul style="list-style-type: none"> <li>•Cross pollination.</li> <li>•Best Business Practices initiative.</li> <li>•Product design excellence.</li> <li>•Customer workshops.</li> </ul>

**PROVEN PUBLIC HOUSING EXPERTISE**

The collective experience of our Public Housing team coupled with their intimate knowledge of public housing programs (in addition to HUD legislation and regulations), give you a key advantage when implementing an EPC for clients under this Partnership.

Leveraging the skills and vast experience of our Public and Affordable Housing Solutions team, we are positioned to provide the following unique services that will help to reduce your clients' level of risk while maximizing their return on investment.



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- Complete and total documentation development and submission support through the HUD Field Office, as well as management of the approval process while leveraging our existing relationships with the local HUD Field Office, HUD Energy Office, and HUD Policy Administration.
- 100% support with relation to the procurement and securing of capital market financing for each EPC program by leveraging our existing relationships with financing partners that have competitively funded, 20-year programs.
- Annual assistance with client subsidy submission and baseline verification while incorporating EPC specifics.
- The provision of tools and methodologies for continuous validation of the Housing Authority's return on investment related to the EPC program.
- Continuous efficiency improvement identification and implementation to generate additional savings.
- Ongoing tenant allowances analysis.
- Assistance from an experienced team of dedicated grant writing and performance assurance professionals in an effort to seek any and all available grants and rebates to offset the capital costs for each project. We have secured grants and rebates for PHA's in excess of \$1M since 2012.

We proactively maintain awareness pertaining to local and national legislative and regulatory changes, and we maintain active memberships with many professional associations that also monitor these activities, including: the National Association of Housing and Redevelopment Officials (NAHRO), Public Housing Authority Directors Association (PHADA), and the Council of Large Public Housing Authorities (CLPHA).

#### LEVERAGING STRUCTURED FINANCE

Our history and success for finding and leveraging alternative sources of funding for our clients is unparalleled and is a monumental differentiator for our organization. In regards to financing projects, Johnson Controls has an in-house Structured Finance group that has executed some of the largest and most complex projects nationwide. We have a history of successfully engaging multiple lenders to provide various debt instruments as options for our clients. Our experience related to various vertical markets, projects of varying scope and scale, and history of serving clients across numerous organizational environments is unparalleled. This level of

#### **BENEFITS OF SELECTING JOHNSON CONTROLS**

**SOURCE OF NEW REVENUE** Provide THA a new source of revenue to support your missions and objectives.

**SERVICE DELIVERY** Improvement of service delivery by positioning Johnson Controls to take responsibility for program requirements that can deliver capital projects faster while making use of the private partner's increased flexibility and access to resources.

**TEAM & STAFFING** Johnson Controls' scale provides diverse and talented staff for all of Tampa Housing Authority's needs

**NETWORKING** Leverage our sales staff, regional and national memberships, and market intelligence and insights to make the connections you need.

**COST CONTROL** Services are provided at a predictable cost as determined in each interagency agreement. Doing so provides increased cost-effectiveness by taking advantage of Johnson Controls' innovation, experience, and flexibility. This approach delivers services more cost-effectively than traditional approaches with interagency agreements, and improves budget certainty.

**TRANSFER RISK** Reduce public sector performance risk by transferring those risks to a private partner that has a track record of managing said risk.

**RESIDENTS** Resident educational, engagement, and employment programs.





flexibility and scalability would prove to be yet another defining characteristic of this partnership - one that would not be matched by any other organization or team in the industry.

**SELECTING YOUR PARTNER**

Johnson Controls is excited to work with THA in the role of a business partner by leveraging our collective expertise and knowledge. Similarly, we believe that the scalable solutions we have developed, documented, and deployed for PHAs of all sizes are the envy of the industry, and we are prepared to bring them to a larger client population with the most appropriate business partner.

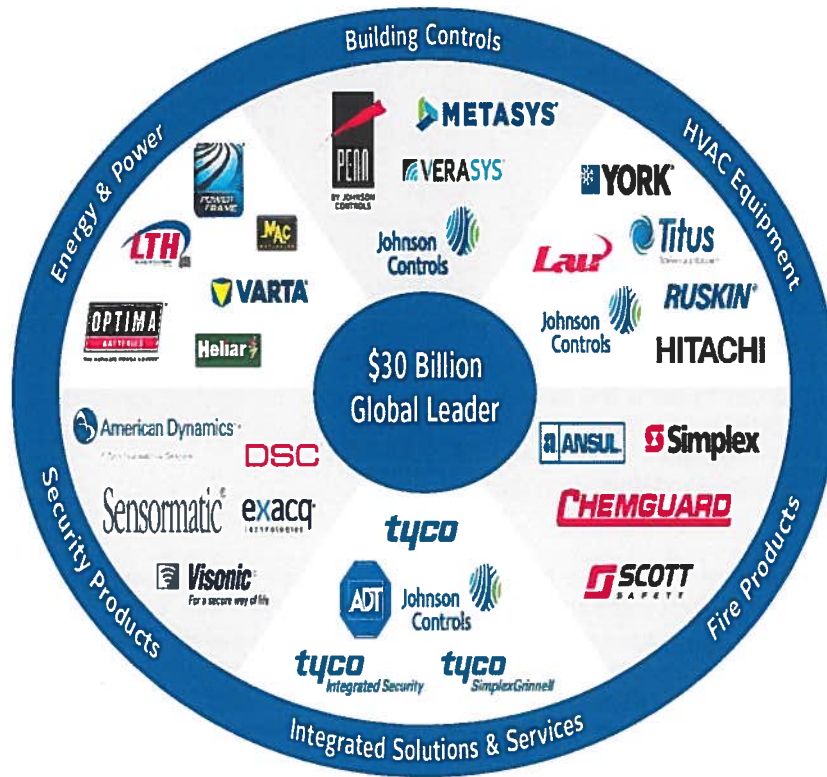
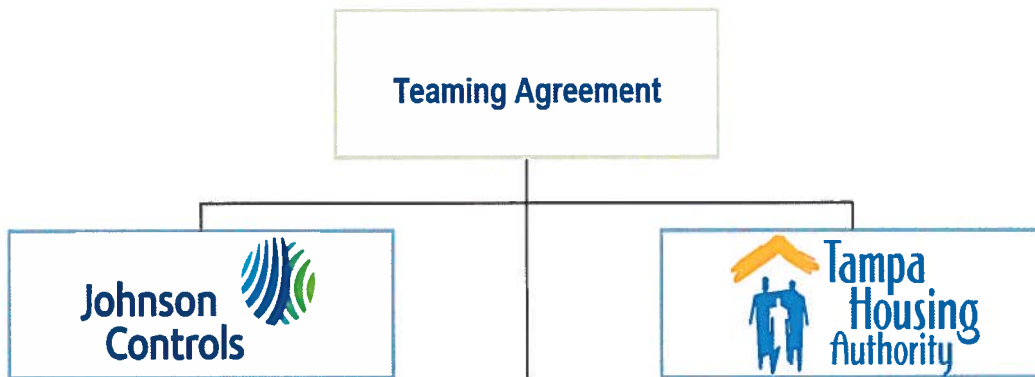
This partnership is a significant step toward advancing the strategic goals and mission of THA and its clients. Our collaborative process will result in offering creative solutions and recommendations necessary to make project decisions that will be made in cooperation with the larger PHA project team. On behalf of Johnson Controls, our local project teams, and our team of nationally-renowned subject matter experts, we are committed to delivering a solution that maximizes the benefits to our collective clients' residents under this agreement, just as we have for THA's residents. We would be honored to be chosen as your partner in this endeavor – and are fully committed to its success.



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# Section 1- Project Staffing Plan



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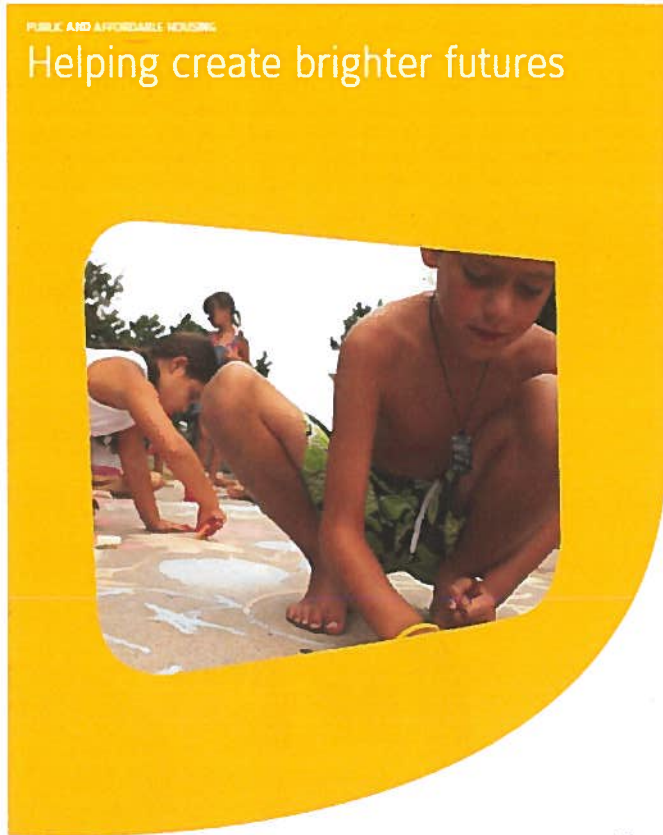
### HUD EXPERIENCED STAFF

Johnson Controls has a dedicated team focused on providing energy conservation solutions within the public housing sector. This ensures the people assigned to public housing project not only have technical expertise in performance contracting, but also understand public housing business. We recognize that public housing is unique in terms of facility use and operations, business operations, finance, and accounting. With HUD Energy Saving Performance Contracts in 19 states and counting, our model allows us to seamlessly transfer best practices from one successful project to another. Our extensive experience will help lead the approval processes seamlessly through HUD and other regulatory requirements.

Mary Fox, the team’s Director, has worked with HUD for 21 years, including working as the energy manager for the Tampa Housing Authority. She was instrumental in helping the first housing authority take advantage of both the rate reduction incentive and the air conditioning waiver in order to grow the scope of an EPC project. Mary has also been nominated to NAHRO’s legislative committee, the only industry representative to hold such an honor.

The collective experience of our public housing team and their intimate knowledge of public housing programs, HUD legislation, and regulations, give you a key advantage when implementing an energy efficiency program. We maintain awareness of local and national legislative and regulatory changes, and are active members of many professional associations that also monitor these activities, including the National Association of Housing and Redevelopment Officials (NAHRO), Public Housing Authority Directors Association (PHADA), and the Council of Large Public Housing Authorities (CLPHA).

Johnson Controls’ broader, more comprehensive approach to HUD programs enables us to provide more than just public housing, HUD-subsidized projects. We provide innovative financial solutions. Our programs maximize subsidies, and we will assist with subsidy submission to ensure that project cash flow is achieved.



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**TEAMING ADVANTAGE**

Advantage of partnering with Johnson Controls is related to our highly respected brand name, good reputation, professional staff, ethical, diverse, and financial strength

Executive Sponsors and Oversight				
Mary Fox – Public Housing Vertical Market Director	Maureen Blase – Regional General Manager South	Jenny Stentz – VP Products and Distribution North American	Jerome Ryans – Executive Director Tampa Housing Authority	
Account Management Marketing				
Lisa Menzies – PHA Business Development Director	Joe Pash, Jake Terzo, Nick Sracic, Colin Spady, – Account Executives	Stephen Telo – Branch General Manager	Paul Poblocki – Market Strategy Manager	
Financing Legal				
	Ben Speed – Director Structured Financing Americas	Eric Bolander – Senior Group Counsel	TDB – 3 <sup>rd</sup> Party Lending Institution – Will Vary By Project	
Design Mechanical Electrical Plumbing Controls BWSI Fire & Security				
Hal Geren – Public Housing Development Leader	Glen Heitkamp – Manager PHA Modernization & Innovation	Michael Parham – Director of Solutions Engineering, South	Harry Demetrulias – Network Integration Solutions Manager	Design Build Personnel – Strategic Partners
Project Management Safety Construction Procurement Service				
Hal Geren – Public Housing Development Leader	Richard Nadeau – Manager Regional Service Operation	Jason Voelzke – Market Team Operations Manager	Design Build Personnel – Strategic Partners	
Specialty Services				
	Walt Novash – Solar Program Manager	Claudio Andreetta – Director Business Development P3	Consulting Services – Strategic Partners	



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## Mary Fox, CEM National Public Housing Vertical Market Director

### AREAS OF EXPERTISE

With over 30 years in the energy industry, Mary has extensive experience in the design, engineering, procurement, construction, operations, measurement and verification, and management of energy performance contracts in the affordable housing sector. She also has a working knowledge of solar domestic water systems, photovoltaic and geothermal systems, wind generators and power purchase agreements.

Over the past 16 years, Mary has been closely involved with HUD's HQ Policy Department, and has assumed a leadership role in her work with several HUD entities, refining and improving program guidance to housing authorities and ESCOs for Energy Performance Contracting programs.

Mary successfully introduced a waiver to HUD for air conditioning as an allowable operating expense under EPC for humidity control, addressing mold control in elderly housing developments. This waiver was approved by the Miami Field Office during her tenure with the Tampa Housing Authority.

### RESPONSIBILITIES

Mary is responsible for overall HUD program guidance for the development and implementation of HUD EPC programs. She determines the viability of HUD incentives with oversight of updated resident paid allowances, normalization of baselines, metering strategies, regulatory issues, waiver requests, and utility rate strategies. Mary will advise and participate in the development and execution of customer-specific resident training programs, utility payment conversion and metering strategies, monitoring and verification solutions, the overall technical solution, and the project financial solution. She leads a staff of Solutions Development Engineers that determine the viability of new projects and implement best practices and oversight of all HUD EPC submissions.

### EDUCATION / CERTIFICATIONS/ MEMBERSHIPS

Associates Degree, Moorhead Area Vocational Technical Institute, Moorhead, MN: Mechanical and Electrical Design  
Certification in Principles of Refrigeration & Principles of Electronics

Minnesota State University, Moorhead, MN: Accounting Principles

Certified Energy Manager (CEM)  
Member of the Association of Energy Engineers  
Member of the National Association of Housing Redevelopment Organizations (NAHRO)  
Member of the NAHRO Legislative Committee (2013) – first representative from an ESCO to be appointed to this position

### INDUSTRY EXPERIENCE

2007 to Present: Johnson Controls, Minneapolis, MN, Solutions Design Manager - Social, Public and Affordable Housing Solutions  
2006 to 2007: Noresco, Minneapolis, MN, Senior Program Manager  
2005 to 2006: City of Tampa Housing Authority, Tampa, FL, Director, Energy Services Division  
1997 to 2005: Ameresco and Planergy International, Minneapolis, MN, Manager of Business Development and Director, Public Housing Program  
1989 to 1997: Egan Automation, Minneapolis, MN, Director, Energy Services Group  
1984 to 1989: Neutronics, Owner



## RELEVANT PROJECT EXPERIENCE

Philadelphia Housing Authority, Philadelphia, PA: Performance Contract  
King County Housing Authority, Seattle Washington: Performance Contract  
Stark County Metropolitan Housing Authority, OH Performance Contract  
Tampa Housing Authority, Tampa, FL: Performance Contract, Solar, Consulting  
GMAHA (Rock Island County), Silvis, IL: Performance Contract  
Pike County Housing Authority, Barry, IL: Performance Contract (in development)  
McDonough County Housing, Macomb, IL: Performance Contract  
Danville Housing Authority, Danville, IL: Performance Contract  
Bloomington Housing Authority, Bloomington IL, Performance Contract  
Rockford Housing Authority, Rockford, IL: Performance Contract  
Lake County Housing Authority, Grayslake, IL: Performance Contract  
Kokomo Housing Authority, Kokomo IN: Performance Contract  
Fort Wayne Housing Authority, Fort Wayne IN: Performance Contract  
Helena Housing Authority, Helena, MT: Performance Contract  
Missoula Housing Authority, Missoula, MT: Performance Contract  
Grand Junction Housing Authority, Grand Junction, CO: Performance Contract  
Boulder Housing Partners, Boulder, CO: Performance Contract  
Housing Authority of the City of Pueblo, Pueblo, CO – Performance Contract  
Kansas City Kansas Housing Authority, Kansas City, KS: Performance Contract  
South St. Paul Housing and Redevelopment Authority, South St. Paul, MN: Performance Contract  
Englewood Housing Authority, Englewood, CO – Performance Contract  
Housing Authority of the City of Pueblo, Pueblo, CO – Performance Contract  
Housing Authority of the County of Chester, West Chester, PA: Performance Contract  
Port Huron Housing Commission, Port Huron, MI: Performance Contract  
Tampa Housing Authority, Tampa, FL: Performance Contract  
Marin Housing Authority, San Rafael, CA: Performance Contract  
Utica Housing Authority, Utica, NY: Performance Contract  
East Hartford Housing Authority, East Hartford CT: Performance Contract  
Toronto Housing Authority, Toronto, Ontario Canada: Building Retrofit Performance Contract  
Pueblo Housing Authority, Pueblo CO: Performance Contract  
Atlanta Housing Authority, Atlanta, GA: Performance Contract  
Christian Care Communities, Louisville, KY: Performance Contract  
Darlington Housing Authority, Darlington, SC: Performance Contract  
Housing Authority of the City of San Buenaventura, Ventura, CA: Energy Audit  
Cincinnati Metropolitan Housing Authority, Cincinnati, OH: Consulting  
Fort Pierce Housing Authority, Fort Pierce, FL: Consulting  
Lucas Metropolitan Housing Authority, Toledo, OH: Performance Contract  
Virginia HRA, Virginia, MN: Performance Contract  
ELY HRA, Ely, MN: Performance Contract  
East Hartford Housing Authority, East Hartford, CT: Performance Contract  
Danbury Housing Authority, Danbury, CT: Performance Contract  
Waltham Housing Authority, Waltham, MA: Performance Contract  
Billings Housing Authority, Billings, MT: Performance Contract  
Manhattan Housing Authority, Manhattan, KS: Performance Contract





**Maureen Blase**  
Regional General Manager, Energy Solutions

**AREAS OF EXPERTISE**

Maureen specializes in the development of standards and best practices to consistently deliver customer satisfaction through Johnson Controls' focused Solution Business offerings.

**RESPONSIBILITIES**

Maureen's overall responsibilities include overseeing the strategic marketing, business development and sales planning for Johnson Controls K-12/ Public Sector in the South Region. Profit and loss responsibility for the Solution lines of business including Performance Contracting, Facility Asset Optimization, Results Oriented Solutions, Operations and Maintenance, Owner Direct Retrofits, Service, New Construction and Retrofit Construction.

**INDUSTRY EXPERIENCE**

- 2015 – Present: Regional General Manager, Energy Solutions, Johnson Controls, Irving, TX
- 2007 - 2015: Vertical Market Sales Manager, Johnson Controls, Inc. Irving, TX
- 2003 – 2007: Business Development Manager/Commercial Sales Manager, Frymire Engineering, Dallas, TX
- 1999 - 2001: Regional Business Specialist-Builder Market, Honeywell, Dallas, TX.
- 1993 – 1995: Sales Team Leader K-12 -NW Ohio/Michigan, Honeywell, Inc, Detroit, MI.
- 1991 – 1993: Performance Contracting Sales Leader K-12 Honeywell, Inc, Toledo, OH.
- 1988 -1991: Sales Representative, Honeywell, Inc., Toledo, OH

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Bachelor of Science in Business Administration, Marketing  
Bowling Green State University, Bowling Green, OH, 1988

Six Sigma, Green Belt

**MAJOR RELEVANT PROJECT EXPERIENCE**

- Dallas Independent School District, Dallas, TX
- Sylvania Public Schools, Toledo, OH
- Detroit Public Schools, Detroit, MI
- Catholic Diocese, Dallas Texas
- Hillsdale College, Hillsdale, MI
- Notre Dame, Toledo, OH
- Toledo Public Schools, Toledo, Ohio
- Sears Roebuck, Chicago, Il
- Bedford Public Schools, Bedford, Michigan
- Hamtramck School District, MI
- Tecumseh Hospital, Tecumseh, MI
- Kilgore College, Kilgore TX
- Lake Dallas Independent Schools District, Dallas, TX
- Denton Public Schools, Denton TX



**Jenny Stentz**  
Vice President of Products and Distribution, North America

**RESPONSIBILITIES**

Responsible for the growth and profitability of the Energy Solutions business at Johnson Controls across North America including Energy Performance Contracting.

**INDUSTRY EXPERIENCE**

- 2016 - Present: Vice President of Products and Distribution North America, Johnson Controls
- 2013 – 2016: Vice President and General Manager Energy Solutions, Lighting Solutions and Federal Solutions, Johnson Controls
- 2011 – 2013: Regional General Manager for the South Region Service Business, Johnson Controls
- 2009 – 2011: Vice President Building Efficiency Services Sales and Marketing North America, Johnson Controls
- 2005 – 2009: Director of Healthcare Solutions North America, Johnson Controls
- 2003 – 2005: Regional Sales Manager, Johnson Controls

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

- MBA, Finance, Management, Tulane University - A.B. Freeman School of Business
- Bachelor of Science, Electrical Engineering, Louisiana State University



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**Lisa A. Menzies**  
National Energy Solution Business Development Director, Public and Affordable Housing Solutions

**AREAS OF EXPERTISE**

Lisa has over 15 years' experience in the Energy Management Industry. Prior to joining the Public Housing team, Lisa worked with Local Government/K-12 and the Historically Black Colleges and Universities (HBCUs), helping implement student engagement programs and internships with Johnson Controls for HBCU students. Lisa serves as the Southeast Regional Leader for the African American Business Resource Group at Johnson Controls, focusing on developing business opportunities and community involvement.

**ROLE AND RESPONSIBILITIES**

Lisa is responsible for developing and building relationships with Public Housing Authorities and stakeholders in the public and affordable housing vertical market.

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Southern University at New Orleans/Marketing  
Delgado Community College/Marketing

Board of Directors - National Black College Alumni Hall of Fame (NBCAHOF)  
Board of Directors - Jarvis Christian College  
Board of Directors - Georgia Association of Minority Entrepreneurs (GAME)  
Business School Board - Southern University-Baton Rouge.

**INDUSTRY EXPERIENCE**

2014 – Present: Johnson Controls National Energy Solutions Business Development Director, Public and Affordable Housing Solutions  
2004 – 2014: Johnson Controls, Inc., National Business Development Director/HBCUs and Minority Business  
1994 – 2004 - ADT Security Systems/Tyco, Inc., Regional Sales Manager with over 30 security system sales executives. ( First black female to hold the position)

**RELEVANT PROJECT EXPERIENCE**

Philadelphia Housing Authority, PA  
Lucas County Metropolitan Housing Authority, OH  
Stark County Metropolitan Housing Authority, OH  
Delaware County Housing Authority, PA  
Delaware State University, Dover, DE  
Huston Tillotson University, Austin, TX  
Bowie State University, Bowie, MD  
Philaer Smith College, Little Rock, AR (Phase 1)  
Virginia State University, Petersburg, VA



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## Joe Pash

North Regional Senior Account Executive, Public and Affordable Housing Solutions

### AREAS OF EXPERTISE

Joe has sixteen (16) years' experience in the implementation of energy performance contract with customized scopes of work including heating, ventilating and air-conditioning (HVAC); water conservation; energy efficient lighting strategies; weatherization including windows, doors and roofing; temperature control systems; and renewables. He has helped Public Housing Authorities (PHAs) secure more than \$30M in Energy Performance Contracts over the last five years. In addition, Joe and his team have helped secure more than \$1M in grants and rebates for PHAs.

### RESPONSIBILITIES

Joe will lead the feasibility study and conceptual design, communicate with the Housing Authority, negotiate the contract, ensure HUD compliance including Section 3, plan and coordinate the design presentations, and manage the project through its final stage. He has worked closely with the Midwest HUD Field Offices as well as HUD's Energy Office in Buffalo, NY to expedite the energy performance contracting approval process.

### EDUCATION / CERTIFICATIONS/ MEMBERSHIPS

B.S., Finance, East Carolina University

### EMPLOYMENT HISTORY

2010 – Present: Johnson Controls, Regional Account Executive, Public Housing Solutions

2002 – 2010: Performance Services, Inc., Business Development Manager

2000 – 2002: Siemens Building Technologies, Government Account Executive

1994 – 2000: Kathabar Systems, Regional Sales Manager

### MAJOR RELEVANT PROJECT EXPERIENCE

Stark County Metropolitan Housing Authority, OH

Whiteside Housing Authority, IL

Bloomington Housing Authority, Bloomington, IL: Performance Contract

Danville Housing Authority, Danville, IL: Performance Contract

Rockford Housing Authority, Rockford IL, Performance Contract

Housing Authority of McDonough County, Macomb, IL, Performance Contract

Lake County Housing Authority, Grayslake, IL, Energy Audit

Greater Metropolitan Area Housing Authority, Rock Island, IL, Performance Contract

Fort Wayne Housing Authority, Fort Wayne IN, Performance Contract

Kokomo Housing Authority, Kokomo, IN: Performance Contract

Lucas Metropolitan Housing Authority, Toledo, OH: Performance Contract



## Jake Terzo

West Regional Senior Account Executive, Public and Affordable Housing Solutions

### AREAS OF EXPERTISE

Jake has over 18 years of experience implementing energy efficiency measures in the built environment. His experience includes residential, commercial, industrial and institutional applications of innovative energy conservation technologies. Jake is focused primarily on his Public Housing customers, and is committed to helping housing authorities provide safe, energy efficient housing for their residents.

### RESPONSIBILITIES

Jake is responsible for overall account management activities between the PHA and Johnson Controls. He will serve as the primary interface to ensure customer satisfaction and coordination of resources; contract development and negotiations activities; financing procurement and analysis, schedule development, and ongoing support through the life of the project.

### EDUCATION / CERTIFICATIONS/ MEMBERSHIPS

B.S., Mechanical Engineering, Texas A&M University  
M.Sc., Renewable Energy Engineering, Loughborough University, UK

### INDUSTRY EXPERIENCE

2011-Present: Johnson Controls, Regional Public Housing Account Executive  
*Also served as Operations Manager*  
2000-2011: Cleaspan Inc., General Manager  
1995-2000: Hoechst Celanese, Project Engineer

### MAJOR RELEVANT PROJECT EXPERIENCE

King County Housing Authority, Seattle WA: Performance Contract  
Pueblo Housing Authority, Pueblo, CO: Energy Performance Contract  
Cheyenne Housing Authority, Cheyenne, WY: Performance Contract  
Helena Housing Authority, Helena, MT: Performance Contract Phase II  
Missoula Housing Authority, Missoula, MT: Performance Contract Phase II  
Billings Housing Authority, Billings, MT: Performance Contract  
Rocky Mountain College, MT: Performance Contract  
Shepherd School District, Shepherd, MT: Performance Contract  
Harlem School District, Harlem, MT: Performance Contract



## Nick Sracic, LEED-AP

East Regional Senior Account Executive, Public and Affordable Housing Solutions

### AREAS OF EXPERTISE

Nick brings extensive experience in the Public Housing Market. Nick is currently working with the Housing Authority of Chester County to develop their second Phase with Johnson Controls. Nick also has experience managing team members, leading collaborative work sessions with clients, and presenting at public meetings. His work experience also includes estimating and planning, reviewing current technology options, and making recommendations based on costs and budget constraints.

### RESPONSIBILITIES

Nick will serve as Johnson Controls primary contact for the Delaware County Housing Authority. Nick is responsible for forming and maintaining the partnership between our two organizations, and for ensuring customer satisfaction with Johnson Controls throughout all project phases. He will remain dedicated and on-site several days a week throughout the duration of the project.

### INDUSTRY EXPERIENCE

2003 – Present: Johnson Controls Account executive, Energy Solutions

### EDUCATION / CERTIFICATIONS/ MEMBERSHIPS

M.S. Engineering in Technology Management Program, University of Pennsylvania Engineering and Wharton School of Business.

B.S. Mechanical Engineering, Carnegie Mellon University, Pittsburgh, PA.

LEED Accredited Professional

Philadelphia Chamber of Commerce

Energy Service Coalition of Pennsylvania

Pennsylvania Association of School Business Officials (PASBO)

### MAJOR RELEVANT PROJECT EXPERIENCE

Philadelphia Housing Authority, PA: Performance Contract Delaware County Housing Authority, PA: Performance Contract

Irvington Housing Authority, Irvington NJ: Performance Contract

Housing Authority of the County of Chester, Chester, PA: Performance Contract

Susquehanna County, Montrose, PA: Performance Contract

Pennsylvania State Police Headquarters, Harrisburg, PA: Performance Contract

Schuylkill Haven Area School District, Schuylkill Haven, PA: Performance Contract

Elk Lake School District, Dimock, PA: Performance Contract



## **Colin Spady**

**South Regional Senior Account Executive, Public and Affordable Housing Solutions**

### **AREAS OF EXPERTISE**

Colin Possess over 15 years of experience in Business Development and Sales Leadership within Public Housing, Higher Education and City, State and Federal government municipalities. Colin has a proven track record of developing and implementing effective sales strategies, penetrating new markets, and managing accounts to meet established revenue targets.

### **RESPONSIBILITIES**

Colin

### **EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Bachelor's Degree, Public Relations, North Carolina A&T State University

### **EMPLOYMENT HISTORY**

2016 – Present: Johnson Controls, Regional Account Executive, Public Housing Solutions

2013 – 2016: Quadel Consulting, Director of Business Development

2012 – 2013: Graduate School USA, Business Development Manager

2010 – 2012: MV Transportation, Vice President of Business Development

2006 – 2009: Sallie Mae, Senior Account Manager, Historically Black Colleges and Universities (HBCU) Initiative

2003 – 2006: College Loan Corporation, Regional Director of Business Development

1995 – 2003: Natural Rural Telecommunications Cooperative, Internet Market Development Manager



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**Stephen Telo**  
Branch General Manager

**AREAS OF EXPERTISE**

Stephen has a legacy of building high performing teams to serve the Tampa market by establishing trusted leadership, clear accountability, and highly engaged employees.

**ROLE AND RESPONSIBILITIES**

Stephen is responsible for profitable and sustainable growth, best in class customer satisfaction, and achieving Gold Safety Status.

**EDUCATION/CERTIFICATIONS/ MEMBERSHIPS**

University of Massachusetts (General Studies)  
University of Wisconsin - Madison (Leadership Program)

North American Association of Service Managers  
Mechanical Contractors Association  
Tampa Alliance Board Member

**INDUSTRY EXPERIENCE**

32 Years Mechanical / General Contracting Management Experience.

**MAJOR RELEVANT PROJECTS**

Tampa Housing Authority, FL  
Norwalk Hospital, Norwalk, CT  
Associated Catholic Hospitals, Boston, MA  
Service Growth Initiative, Milwaukee, WI







**Paul Poblocki**  
**Marketing Strategy Manager**

**AREAS OF EXPERTISE**

Paul helps develop and support the strategy for the business. In this role he helps drive offerings such as energy efficiency, water efficiency and renewable energy into the sales organization through market research and analysis, competitive intelligence and strategy development.

**RESPONSIBILITIES**

Paul is responsible for develop and supporting marketing strategy for the Energy Solutions business at Johnson Controls. His goal is to drive offerings such as energy efficiency, water efficiency and renewable energy into the sales organization through market research and analysis, market opportunity modeling, competitive intelligence, strategy development and field consulting.

**INDUSTRY EXPERIENCE**

- 2010 – Present: Marketing Strategy Manager, Johnson Controls
- 2001 – 2010: Vice President and General Manager, Poblocki Sign Company
- 2000 – 2001: Assistant Vice President and Director of Marketing, Mortgagebot
- 1998 – 1999: Marketing Manager, Electronic Banking Services, Metavante
- 1995 1995: Teaching Assistant, University of Colorado
- 1992 – 1994: Product Development Manager, P&S Sign Systems

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

- M.B.A., Marketing / Information Systems, University of Colorado
- B.S. College of Business Administration, Marquette University



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**Ben Speed**  
Executive Director, Financial Services

**RESPONSIBILITIES**

Ben uses innovative financing structures, relationships and asset management techniques to create financing solutions for Johnson Controls and our clients. He has expertise with project finance, project development, deal structuring and contract negotiations. In addition to his 15 years of finance experience, he has extensive experience with project sales, development, construction and operations. The following are a few of his previous transactions and relevant projects:

**Financing Transactions**

- Tax-Exempt Lease Purchase
- Certificates of Participation
- Installment Purchase Agreements
- General Obligation Bonds
- Revenue and Special Local Option Sales Tax Bonds
- Qualified Energy Conservation Bonds
- Qualified Zone Academy Bonds
- Qualified School Construction Bonds
- Solar and Central Utility Plant Power Purchase Agreements

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

M.B.A., Finance and Investments, George Washington University  
B.A., Political Science, Minor in Economics, Emory University

**INDUSTRY EXPERIENCE**

2016 – Present, Johnson Controls, Executive Director, Financial Services  
2010 – 2016, Johnson Controls, Director, Structured Finance  
2008 – 2010, New Prospect Capital, Owner  
2003 – 2008, SPF Group, Director of Financial Analysis  
2001 – 2003, ING Investment Management, Private Placement Analyst  
1999 – 2000, Mellon Financial, Bank Associate

**RELEVANT PROJECT EXPERIENCE**

King County Housing Authority, Seattle WA: Performance Contract  
Ely (Minnesota) Housing Authority: Performance Contract  
Manhattan (Kansas) Housing Authority: Performance Contract  
Utica (New York) Housing Authority: Performance Contract  
Danbury (Connecticut) Housing Authority: Performance Contract  
South Saint Paul (Minnesota) Housing Authority: Performance Contract  
McDonough County Housing Authority: Performance Contract





**Eric Bolander**  
**Senior Group Counsel**

**RESPONSIBILITIES**

Eric supports Johnson Controls business units in the negotiations and management of commercial transactions, with a focus on supporting Energy Solutions transactions.

**INDUSTRY EXPERIENCE**

Johnson Controls  
Godfrey & Kahn, SC, Milwaukee, WI  
Funkhouser, Vegosen, Liebman & Dunn Ltd, Chicago, IL  
James Cape & Sons, Inc., Racine WI  
Eric Bolander Construction Co., Inc., Libertyville, IL

**EDUCATION/ CERTIFICATIONS/ MEMBERSHIPS**

Juris Doctor, University of Illinois Urbana-Champaign College of Law  
B.S. Civil Engineering, University of Iowa

Licensed Attorney in Illinois and Wisconsin

**MAJOR RELEVANT PROJECT EXPERIENCE**

Lucas County Metropolitan Housing Authority, OH  
Hawaii Dept. of Transportation, Highways and Harbors Divisions  
Wyandotte School District, Wyandotte, Michigan  
Youngstown State University, Youngstown, Ohio  
King County Housing Authority, Seattle, Washington



## Hal T. Geren, CEM

Solutions Development Leader, Public and Affordable Housing Solutions

### AREAS OF EXPERTISE

Hal has helped successfully design and implement more than \$70 million of energy and water conservation projects resulting in over \$30 million of combined annual utility budget savings.

### RESPONSIBILITIES

Hal assists the local project development teams during the preliminary audit and the CEA to ensure all improvement measures meet HUD standards for EPC programs. He performs energy auditing, energy baseline and rate analysis, determination of energy and water efficient building solutions, and project costing for preparation of the HUD submission package.

### EDUCATION / CERTIFICATIONS/ MEMBERSHIPS

B.S. in Ecology, Iowa State University, Ames, IA  
Certified Energy Manager (CEM)

### INDUSTRY EXPERIENCE

2008-Present: Johnson Controls, Public Housing Solutions Development Leader  
2003-2008: Ameresco Energy Services, Senior Project Developer/Project Manager  
1998-2003: Planergy International, Subsidiary of Xcel Energy, Senior Energy Analyst

### RELEVANT PROJECT EXPERIENCE

Philadelphia Housing Authority, PA Performance Contract  
Stark County Metropolitan Housing Authority, OH Performance Contract  
Pike County Housing Authority, IL Performance Contract  
King County Housing Authority, WA Performance Contract  
Rockford Housing Authority, Rockford IL, Performance Contract  
Danville Housing Authority, IL: Performance Contract  
Greater Metro Housing Authority, IL: Performance Contract  
Billings Housing Authority, MT: Performance Contract  
Helena Housing Authority, MT: Performance Contract  
Missoula Housing Authority, MT: Performance Contract  
Cheyenne Housing Authority, WY: Performance Contract  
Kansas City Kansas Housing Authority, KS: Performance Contract  
Grand Junction Housing Authority, CO: Performance Contract  
Boulder Housing Partners, CO: Performance contract  
Housing and Redevelopment Authority of Virginia, MN: Performance Contract  
Atlanta Housing Authority, GA: Performance Contract  
Tampa Housing Authority, FL: Performance Contract  
Port Huron Housing Commission, MI: Performance Contract  
South St. Paul Housing and Redevelopment Authority, MN (Phase 2 & 3): Performance Contract  
East Hartford Housing Authority, CT: Performance Contract  
Danbury Housing Authority, CT: Performance Contract  
Lucas County Metropolitan Housing Authority, OH: Performance Contract  
Virginia Housing & Redevelopment Authority, MN: Performance Contract  
Ely Housing & Redevelopment Authority, MN: Performance Contract



**Glen Heitkamp, CEM, PHM**  
**Manager, Modernization and Innovation, Public and Affordable Housing Solutions**

**AREAS OF EXPERTISE**

Glen has expanded customer offerings and developed original ECMs, including renewable measures, power factor and electrical quality improvements, security improvements, water conservation, combined heat and power practices, and proper indoor air quality techniques. He is a frequent speaker at NAHRO events in the public housing and affordable housing topics of maintenance, renewables, energy efficiency and best practices.

**RESPONSIBILITIES**

Glen provides support to our local project team during preliminary and comprehensive energy audits. He assists in determining costs and savings for proposed energy conservation measures, and provides long-term support in terms of future technologies that will reduce energy and operational expenses. Glen also participates in workshops with customer personnel and the local Johnson Controls project development team.

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Master of Business Administration, Marquette University, Milwaukee, WI  
B.S. in Mechanical Engineering, State University of New York at Buffalo

Certified Energy Manager (CEM)  
Certified Public Housing Manager (PHM)  
Member of the Association of Energy Engineers  
Member of the National Association of Housing Redevelopment Organizations (NAHRO)

**INDUSTRY EXPERIENCE**

1994 - Present: Johnson Controls, Manager, Modernization and Innovation, Public Housing Solutions  
*Previous roles have included: Senior Energy Engineer, Lead Energy Engineer, Project Development Engineer III, and Solutions Design Specialist*  
1992-1993: Marquette University, Graduate Studies, worked while attending graduate school full-time  
1989-1992: Turner Construction Company, Assistant Superintendent of Mechanical, Electrical and Plumbing Trades

**RELEVANT PROJECT EXPERIENCE**

Rockford Housing Authority, Rockford, IL: Performance Contract  
Kokomo Housing Authority, Kokomo IN, Performance Contract  
Fort Wayne Housing Authority, Fort Wayne IN, Performance Contract  
Helena Housing Authority, Helena, MT: Performance Contract  
Missoula Housing Authority, Missoula, MT: Performance Contract  
Kansas City Kansas Housing Authority, Kansas City, KS: Performance Contract  
Boulder Housing Partners, Boulder, CO: Performance Contract  
Pueblo Housing Authority, Pueblo CO: Performance Contract  
Grand Junction Housing Authority, Grand Junction, CO: Performance Contract  
Housing Authority of the County of Chester, West Chester, PA: Performance Contract  
Atlanta Housing Authority, Atlanta, GA: Performance Contract  
Port Huron Housing Commission, Port Huron, MI: Performance Contract  
Christian Care Communities, Louisville, KY: Performance Contract



**Michael Parham**  
Director of Solutions Engineering, South Region

**AREAS OF EXPERTISE**

Mike is well-versed in establishing team objectives and manages team efforts to achieve Regional productivity, volume and gross margin goals. Mike is accountable for ensuring the development of viable projects, including the justification of projects through relevant quantification of value..

**RESPONSIBILITIES**

Mike is responsible for the management of Regional Project Development teams to a high utilization. Responsible for planning and staffing to the Regional Solution Sales Plan and Pipeline. Leads professional development and implements standardized tools and processes for the Regional PD team. Mike is also responsible for determining profitability of projects, assisting in market planning, assisting in developing sales strategies, and productivity improvements for the team. Leads the integration between project development, solution development and operations.

**INDUSTRY EXPERIENCE**

2016 – Present: Director of Solutions Engineering, Johnson Controls  
2006 – 2016: Regional Project Development Manager, Johnson Controls  
2004 – 2006: Regional Performance Assurance Manager, Johnson Controls  
1997 – 2004: Lead Performance Assurance Engineer, Johnson Controls  
1995 – 1997: Area Lead Engineer, Johnson Controls  
1993 – 1995: Energy Analyst, Johnson Controls  
1991 – 1993: Energy Services Consultant, Johnson Controls

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Cleveland Housing Authority, TN  
Darlington Housing Authority, SC  
Chattahoochee Valley State College--Phoenix City, Alabama; Pre-Engineering  
Columbus College--Columbus, Georgia; Pre-Engineering  
Louisiana State University--Baton Rouge, Louisiana; Mechanical Engineering  
Columbus Tech--Columbus, Georgia; Commercial Refrigeration, Commercial Heating, Ventilation and Air Conditioning, Industrial Electrical Distribution, and Industrial Drafting



**Harry Demetrulias, LEED AP**  
**Network Integrations Solutions Manager**

**AREAS OF EXPERTISE**

Harry has more than 25 years' experience in the construction industry as a network integration solutions manager, project manager and project engineer.

**RESPONSIBILITIES**

For the past 10+ years, his focus has been on integrated technologies in critical environments where he has participated in integrated technology projects with some of the largest health care/medical research systems, including BJC, WUSM, OSF, SSM, Sisters of Mercy and Tenet. Harry is also a LEED accredited professional. His national experience in network integration solutions illustrates his ability to effectively oversee this major task.

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

MA, Business and Public Policy, Ohio State University  
BA, Business and Political Science, University of Massachusetts

LEED Accredited Professional

**MAJOR RELEVANT PROJECT EXPERIENCE**

- BJC Data Center, O'Fallon, MO
- Sisters of Mercy Data Center, Washington, MO
- Edward Jones Production Data Center, Maryland Heights, MO
- OSF St. Francis Milestone Project, Peoria, IL
- Barnes-Jewish Hospital, St. Louis, MO
- St. Louis Children's Hospital, St. Louis, MO
- Washington University School of Medicine, St. Louis, MO
- St. John's Mercy Medical Center, St. Louis, MO
- Missouri Baptist Medical Center, St. Louis, MO
- Progress West Healthcare, O'Fallon, MO
- Ranken Jordan Pediatric Habilitation, St. Louis, MO
- Christian Hospital Northwest, St. Louis, MO



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**Richard Nadeau**  
**Manager, Regional Service Operations**

**AREAS OF EXPERTISE**

Richard has extensive HVAC product experience having worked out of Johnson Control's York PA engineering and manufacturing facility for 21 years as the Director of Product Technical Support and more recently as Director of Product Reliability and Service. Richard has over 30 years' experience in the HVAC industry.

**ROLE AND RESPONSIBILITIES**

Rick is presently responsible for driving growth and Operations Management Disciplines into the Truck Based Service Organization in the South Region.

**EDUCATION/CERTIFICATIONS/ MEMBERSHIPS**

AS Refrigeration/Air-Conditioning Heating Technology – New England Institute of Technology  
BS Mechanical Engineering – University of MA  
Professional Engineer – State of PA  
AHRI - Cooling Standards Subcommittee Member  
Member of American Society of Heating, Refrigeration, Air-conditioning Engineering (ASHRAE)  
Member of National Association of Corrosion Engineers (NACE)

**INDUSTRY EXPERIENCE**

July 2016 – Present: Johnson Controls, Region Service Operations Manager  
April 2012 – July 2016: Johnson Controls, Director, Product Reliability and Service  
April 2009 to April 2012: Johnson Controls, Director, Mechanical Services  
May 2006 to April 2009: Johnson Controls, Director, Technical Support







**Jason Voelzke**  
**Market Team Operations Manager**

**AREAS OF EXPERTISE**

Jason specializes in the overall planning, organization and directing of large-scale regional projects.

**RESPONSIBILITIES**

Jason plans, schedules, organizes, directs and controls all aspects of field engineering, installation and subcontracting of assigned facility improvement and energy performance contracting projects in the region.

**EDUCATION / CERTIFICATIONS/ MEMBERSHIPS**

Associates Degree in Business Management, University of Phoenix  
Associates Degree in Mechanical Engineering, University of Phoenix

Total Quality Management Certified  
U.S. Navy Dive School  
Multiple Technical Certifications on Military Hardware  
Numerous Technical Certifications on Johnson Controls equipment  
Quality Assurance Inspector

**INDUSTRY EXPERIENCE**

2001-Present: Johnson Controls, Operations Manager  
*Also served the company as a Solutions Design Leader*  
2000-2001: Inncom International, Service Manager  
1999-2000: Johnson Controls, Site Manager at Yale University  
1985-1999: U.S. Navy, Sonar Technician Lead Petty Officer

**RELEVANT PROJECT EXPERIENCE**

Broward County Schools, Florida: Two phases of performance contracting projects  
Tampa Housing Authority, Tampa, FL: Performance Contract  
Fort Buchanan, San Juan, Puerto Rico: Performance Contract  
Mohegan Sun Casino, Uncasville CT: Fuel cell installation  
Mohegan Sun Casino, Uncasville CT: Variable frequency drive installation



**ROLES AND RESPONSIBILITIES BASED ON AN ENERGY SERVICE PROJECT**

Activities	Responsibility		Notes
	THA	JCI	
HUD Submissions and Approvals	Support	Lead	EPC and Energy Programs
Procurement of Services	Support	Lead	Preform Cost Reasonableness
HUD Submissions and Approvals	Support	Lead	Special Applications Center (SAC) applications and support services
Mechanical, Electrical and Plumbing Services	Support	Lead	Full Mechanical Electrical and Plumbing Design and Services including Johnson Controls Products and buying power for factory direct products.
Supportive Services	Lead	Support	THA to manage section 3 requirements and education needs.
Grant Applications	Support	Lead	Identify grants, confirm grant eligibility requirements, review key grant guidelines, develop a responsibility matrix, and estimate cost for services. Grants provide a value-added resource to organization.
HUD Reporting	Lead	Support	Section 3 Compliance
Legal	Support	Lead	
Contract Negotiations	Support	Lead	
Preliminary Assessments	Support	Lead	
Branding/marketing	Support	Lead	Place making and branding through websites and social media shall be developed and continuously supported throughout the partnership.
Financing	Support	Lead	Strategy, modeling, funding pursuits, etc. to be a shared responsibility with Johnson Controls taking the lead. Failure to obtain financing for any of the interagency/intergovernmental agreements shall not be a default, but each party shall be required to make good faith efforts to assist clients to obtain such financing.
P3- Public Private Partnership	Support	Lead	A public private partnership providing an alternative delivery method for new facilities and renovations by transferring the risk of design, construction, finance and operations to the private sector. Best of all: Guaranteed fixed monthly payment terms and service levels. Could be used with both RAD, Mixed Finance Projects and LIHTC. (MEP Services)
P3-Developer	Support	Lead	HUD Approvals and Partnerships



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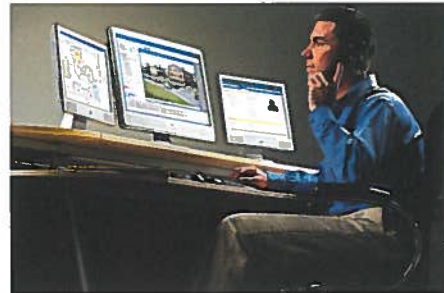
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## Section 2- Professional Services & Capabilities

### CAPABILITY TO PROVIDE PROFESSIONAL SERVICE IN A TIMELY MANNER

Effectively managing the complexities of the scope of work and multiple services described in the Tampa Housing Authority's RFQ requires the expertise of a team with exceptional professional skills, project management skills, technical skills and experience to be able to provide required services in a timely manner. Our team has the depth of experience to coordinate and manage all aspects of this a highly complex program endeavor, which includes a comprehensive array of Energy Services, as well as consultative services for other HUD programs.



Johnson Controls utilizes a unique market-based organizational structure, which provides the foundation for our approach to managing all the types' projects. Our fully staffed Branch office in Tampa has local employees who are proficient in all aspects of delivering services, systems, and solutions. We understand the importance of having a local presence in the communities we serve. This local presence allows us to provide local decision-making authority and respond to the needs of customers in a timely manner Johnson Controls understands our customers at the local level and is committed to being the best competitor in each local market. At any given time in the project, our proposed team can seek additional support from industry experts at Johnson Controls' global and local locations. Our Tampa office supporting this project can call on the other local branch offices near your facilities at any time.

Our network of branch offices are fully staffed and are available to provide design, implementation and ongoing service for all aspects of this project. Proximity is critical in terms of response time, backup expertise and the simple cost-effectiveness of servicing your facilities throughout a multi-year contract duration. In addition to adequate staffing levels, our teams use company-supported platforms for systems, processes, and procedures that are used in the development, implementation, and management of projects. Since all teams use the same tools and processes, it is relatively easy for someone to step in and support the project, should the need arise, such as an increase in project scope.



The Johnson Controls branch network is 100 percent company owned and operated bringing:

- Consistent processes and procedures
- Consistent service standards
- Consistent on-time delivery
- Consistent training
- Local Team and Corporate Resources

Having the benefit of local people supported by global resources, Johnson Controls has the strongest talent pool within the industry. Our organization holds more than 120 state licenses and employs more than 100 Professional Engineers, equivalent to the top five percent of engineering

firms in the nation. Our employees are dedicated to ensuring that your projects are delivered on time.

Our project manager, offers a single point of contact, which minimizes project risk, reduces project cost and ensures an on-time delivery schedule.

By following our established Johnson Controls Project Management Process, we will ensure that the work will be performed in a timely manner and that the work will meet the performance standards required by the contract documents and will exceed all your expectations. This process was developed and created by Johnson Controls based our extensive experience based on past project implementation experience and incorporates "lessons learned" from them.

The schedule is a flexible tool designed to assist with flushing out potential roadblocks and constraints. Significant time goes into developing the schedule, in coordination with our customers. We will meet with your team regularly to plan the installation, update the schedule and adopt any strategies to mitigate any delays, regardless of responsibility. If potential delays are identified, both parties will develop a method to mitigate the delays to keep the project on schedule.

This approach ensures that with each opportunity from project development, design, implementation and performance period services are all coordinated and managed by a team of professional Johnson Controls personnel, dedicated to this endeavor to ensure a services provided in a timely manner.



**PROFESSIONAL SERVICES**



Johnson Controls has the technical capabilities to provide a full array of services, including: access to subject matter experts, energy services contracting, professional services consulting, technical planning and design, as well as construction and construction management necessary as it relates to the design and implementation of HUD's Energy Services projects and supplemental HUD programs. Our references speak for themselves. Johnson Controls has implemented similar projects in partnership with both public and private clients. We understand that the aim

of this public-private partnership is to provide a more efficient PHA-driven model that enables more PHAs around the State and throughout the Country to develop and deploy more successful, streamlined, and cost-effective EPC's and related HUD-assisted energy conservation programs.

Some of the basic services include, but are not limited to:



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Grant Writing	Prime Retrofit
Preliminary Assessments	Utility Procurement - RRI
Program Program Administration	Utility Allowance Calculation
Energy Audit Services	Utility Benchmarking
Energy Solutions/Engineering	PNA/GPNA
Energy Performance Contracting	RAD/RPCA Planning
MEP Design & Specifications	HUD Waiver Writing and Policy Advocate
Life Cycle Cost Analysis	Development of Local/National HUD Relationships
Cost Reasonableness	Consultative Services - Healthy Homes, Disaster Resilience
Project/Construction Management	Energy Savings Measurement & Verification
Fire & Security Services	Legal Assistance
Building Wide Systems Integration	Finance Evaluation
Extensive HVAC/Building Systems Product Line	Public Private Partnerships
Planned & Preventative Maintenance	Renewable Energy Technologies
Safety Planning	EPC Program Optimization
Recommissioning/Retro-Commissioning	
Start-Up Commissioning	



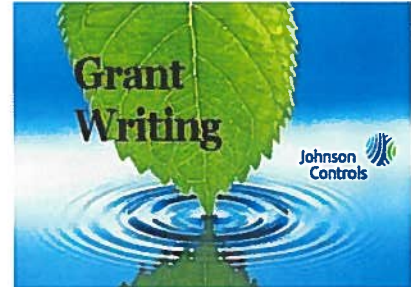
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### GRANT WRITING

Grant Services provide proactive funding strategies, opportunities for enhanced networking, and dismantles financial barriers to customers proceeding with projects. Grant research and application development are time-intensive and require specialized expertise to be successful. By partnering with Grant Services, your team can best utilize its resources by allowing our grant experts to manage the process, while your team continues focus on customer needs. The client is only charged for the actual cost of the services.

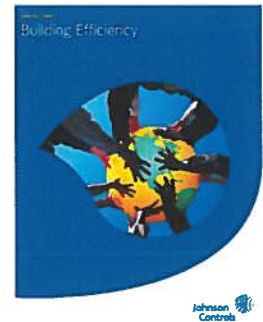


### Administration of Programs

All work associated with administering the EPC project includes obtaining all necessary permits and approvals, as well as compliance with PHA requirements relating to resident notices and the scheduling of work, including utility service interruptions, so as to minimize discomfort and inconvenience to residents. Additional administration tasks include: education, marketing and outreach, evaluation, billing, oversight, HUD review, approval and required reporting, and securing financing.

### Preliminary Assessments (ASHRAE Level I Audit)

Assessment of preliminary needs and data related to our target client base leads to potential opportunities that clearly lays out the options available to each PHA for energy savings and other desired services. Upon completions of the assessment, we will have a clear idea of the benefits available for each option, analyzed required services, the financial implications and fee schedules, and most importantly, alignment with client's long-term goals. Our experience has shown that this is a cost efficient method to qualify projects and build relationships.



### Administration of Programs

All work associated with administering the EPC project includes obtaining all necessary permits and approvals, as well as compliance with PHA requirements relating to resident notices and the scheduling of work, including utility service interruptions, so as to minimize discomfort and inconvenience to residents. Additional administration tasks include: education, marketing and outreach, evaluation, billing, oversight, HUD review, approval and required reporting, and securing financing.

### Energy Audits (ASHRAE level II & III Audit)

Johnson Controls is highly experienced with regards to energy audits and is staffed with the resources that fully understand the nuances associated with them. We have performed more than fifty (50) ASHRAE Level 3 energy audits at housing authorities over the past 8 years. Each energy audit includes:

- On-site inspection,
- Operations & Maintenance Staff Interviews,
- Analysis of all energy/water use end devices,
- Building and Integrated Systems Analysis
- Drawing/Plan Review
- Utility Billing, Baseline & Utility Allowance Analysis
- Building Energy Modeling
- Energy Conservation Measures Evaluation,
- Energy Savings Calculations



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- Energy Conservation Measure Scopes of Work and Costing
- Financial Modelling and Evaluation
- ECM Ranking and Cash Flow
- Project Implementation Plan.

Johnson Controls will evaluate how energy and water is used at each property. We will document prudent utility-related improvements (water and energy) for each property, the cost of the improvements, and a simple financial payback analysis and/or a more sophisticated analysis for systems with multiple components with varying estimated useful lives and where the full lifecycle cost analysis is useful. We have extensive experience evaluating in detail all of the following energy conservation measures (ECMs) relating to:

- Building envelope - ECMs including, but not limited to: wall or attic insulation, roofs, storm doors, weatherization, radiant barriers and windows.
- Heating, cooling and other mechanical equipment, systems and controls - ECMs including, but not limited to: energy efficient furnaces, air handlers, fans, condensers, boilers, hot water heaters, programmable thermostats, equipment refurbishment and commissioning, duct sealing, duct insulation, pipe insulation, water heating controls, and ventilation.
- Water conservation - ECMs including, but not limited to: low-flow toilets, faucets, showerheads and alternate irrigation.
- Power, lighting systems and controls - ECMs including, but not limited to: compact fluorescent lighting, LED fixtures and exit signage, photocell controls and motion controls.
- Appliances - ECMs including, but not limited to: Energy Star-rated refrigerators, clothes washers and dishwashers.
- Waste disposal - Including renegotiate/rebid private waste disposal contracts; renegotiate private waste disposal costs if recycling program is initiated; recycle aluminum, paper, glass and/or plastics; and build new or rebuild existing incinerator and/or trash compactors.

Advanced ECMs are alternative measures comprising advanced or experimental technology which, compared to Core ECMs, can be more challenging to evaluate and implement.

Johnson Controls can evaluate advanced measures that may be appropriate. Advanced ECMs may include, but are not limited to:

- Fuel conversions.
- Conservation technologies (e.g., green construction techniques, building energy management systems, and xeriscaping).
- Energy generating technologies and renewable energy systems - Photovoltaic for electricity, solar thermal for hot water heating, wind turbine, combined heat and power, geothermal heat pumps, and fuel cells.



## Energy Engineering

Energy engineering (or energy systems engineering), is a broad field of engineering dealing with: energy efficiency, energy services, facility management, central system engineering, environmental compliance and alternative energy technologies. We believe that solid energy engineering begins with an understanding of how a building uses energy.

Our whole systems approach accomplishes peak building performance by applying the latest in building science, alternative energy, performance data analysis, systems and construction technology, and post retrofit performance tracking. In practice, this often means reducing current consumption by investing in retrofits and new technologies and making changes in operation and maintenance.



This “big picture” perspective gives a solid foundation for more detailed analyses on building systems and components. A building’s energy overall consumption profile is measured and documented during the energy audit and benchmarking process. Our engineers can benchmark and compare all buildings in your property portfolio based on total energy, water usage, heating, and cooling and baseload energy usage. This screening highlights the buildings in most need an energy assessment and efficiency proposed upgrades.

## MEP (mechanical, electrical, plumbing) engineering system design & Specifications

Johnson Controls can provide mechanical, electrical, and plumbing (MEP) system design and implementation as a significant component of our offering for new and retrofit construction. MEP design is critical for design decision-making, accurate documentation, performance and cost-estimating, construction planning, managing, and operating the resulting facility. "MEP" is also known as "Architectural Engineering", "Design Build", or "Building Services Engineering".

This service includes engineering specifications, analysis, modeling, and detailed design during the comprehensive audit and construction phases of the project. Johnson Controls’ engineers utilize proven processes to examine numerous efficiency measures that will create the most value and benefit in terms of energy savings, improved occupant comfort, and/or reduced maintenance costs.

Our engineering team uses gathered data to perform the analysis and tasks required to normalize the data for occupancy, weather and code issues changes, as well as additional variables, to determine the appropriate pre-EPC baselines. Also included are: the costs to perform the building modeling, energy end-use analysis, determination of appropriate improvements, determination of savings and applicable rebates, and applicable professional engineering services comprehensive review of design documents.

Johnson Controls combines the information from the Preliminary Assessments, Energy Audit and the Design & Specification into a single package for a deliverable Investment Grade Energy Audit.



### Life Cycle Cost Analysis

Johnson Controls can perform services for what is known as lowest life cycle cost (LCC) which is the most straightforward and easy-to-interpret measure of economic evaluation. Some other commonly used measures by Johnson Controls are Net Savings, Net Benefits, Savings-to-Investment Ratio, Saving Benefit-to-Cost Ratio, Internal Rate of Return, and Payback Period. They are consistent with the Lowest LLC measure of evaluation if they are used with the same parameter and length of study period. Johnson Controls might use any or several of these techniques to evaluate a project.



The approach selected, Johnson Controls, is based on the making cost-effective choice for the building-related project. The type of analysis can be quite simple whether it is called cost estimating, value engineering or economic analysis. The intent of LCC is to estimate the overall cost of the project alternative and select the design that ensures the facility will provide the lowest overall cost of ownership consistent with its quality and function.

### Cost Reasonableness

Johnson Controls and our sub-consultants understand that verifying costs upfront is essential to ensuring that procurement activities comply with a housing authority's policies, HUD rules and Federal Regulations. Moreover, cost verification is necessary to mitigate the potential for change orders and cost overruns over the lifetime of a program.



Johnson Controls can provide bid-level construction cost estimating or RSM means when bid-level construction costs are not available and documentation to assist an Authority in determining cost reasonableness. Depending on the nature of the project, all cost breakdowns will conform to the Federal Cost Principles as defined in HUD Handbook 2210.18 and must be in sufficient detail to determine the allowability and allocability of costs. The cost principles are also contained in the Federal Acquisition Regulation or FAR, 48 CFR Chapter 1, Part 31.



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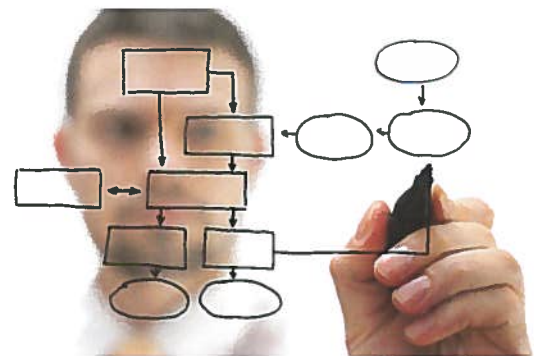
Our team utilizes a number of strategies to ensure the cost reasonableness of bids received and shall apply varying levels of control, based on the size of the procurement and the number and quality of bids.

In all situations, we can verify costs upfront by performing an internal estimate of the construction cost of each project and leveling the estimate with an independent estimate from three sources: (1) historical data from similar projects, (2) RSMMeans, or (3) bid-level construction costs through a complete process. The team will also ensure that the cost is generally recognized as ordinary and necessary to either the operation of the provider or the performance of the contract. We will also ensure that the cost is within what is considered sound business practice requirements of arm's length bargaining, Federal and State Laws and regulations, and contract terms and specifications.

Where Johnson Controls is not providing the product and installation requires a competitive process Johnson Controls would solicit bids. When two or more acceptable offers are received, response meets the intent of the bid documents, contractor has been prequalified by Johnson Controls, the price of the lowest offered can be concluded to be fair and reasonable. If the two offers differs by less than 15% then price competition is met. A price that is very low must be checked out to ensure the contractor/vendor understands what is being asked for and made no errors. Method of cost reasonableness would be documented and kept on file.

### Project/Construction Management

Johnson Controls utilizes a unique market-based organizational structure, which provides the foundation for our approach to managing all of our projects. This approach ensures the project development, design, implementation and performance period services are all coordinated and managed by a team of professional Johnson Controls personnel, dedicated to your project.



The responsibility of the project management team is to ensure that the project is delivered on time and on budget. That will be especially important during this project, as both the development phase and implementation phase can be complex, and complexity can increase with the size of the project. The project management responsibilities cover a number of key areas, as listed below and described in more detail on the following pages: Working together in a collaborative partnership, Johnson Controls will develop and implement sustainable energy conservation strategies with guaranteed results/outcomes. Together, we will seek ways to optimize your capital and operational investments by prolonging the life of its operational assets within the context of the total cost of ownership.

Johnson Controls' approach to project management integrates the Housing Authority's staff, our subcontractors and our own personnel into a project team focused on safety, engagement, quality control and minimal interruptions to residents. We apply lessons learned from previous installations to each new project, ensuring that your EPC will incorporate best practices from other housing authorities. Our team is experienced working in occupied environments, and will ensure that construction activities have minimal impact on day-to-life within housing authority facilities. Our concern for residents is incorporated during scope development, estimating, scheduling, and throughout the installation phase of the project.

Our project management process is structured to maintain control of all tasks involved in the implementation of your project. At the same time, continuous involvement of your personnel will minimize the impact on day-to-day facility operations. By leveraging our local relationships in the construction



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community – and our local project teams – we have the ability to deliver projects on time and within budget. Equipment and materials are ordered using our national agreements to obtain the best pricing and delivery.

### Fire & Security Safety Services

Johnson Controls is a global leader in the fire and security industry and offers a series of innovative, leading brands and technologies. We have 130 service branch offices specializing in fire and security and are well-versed in installation and service capabilities and have the comprehensive capability to design, install, and service fire and security solutions throughout the United States.



Johnson Controls can develop a service program built on a combination of predictive and preventive maintenance services that addresses the specific security and safety requirements unique to your organization. So while you maximize the return on your security system investment, you'll also minimize the safety risks in your building or facility.



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### Building Wide Systems Integration

Whether it's a new construction, retrofit, or technology refresh project, implementing a building wide systems integration plan helps use project dollars more effectively, prioritizes technology requirements, and delivers the best value to your organization. With our technology convergence approach, building, business and specialty systems can be managed on a unified, intelligent infrastructure: HVAC, building automation, security, lighting, information technology and communications, specialty, and more. By simplifying and optimizing, you'll enable more control and better automation. Operate more efficiently and sustainably while improving comfort and safety. And that means people are more productive and satisfied with their environment.

As the world's largest supplier of commercial building services, HVAC equipment and building control systems, Johnson Controls is making bold moves with innovative technologies. And nobody has more experience and expertise designing and delivering converged technology solutions to produce smarter buildings. From iconic new skyscrapers and museums, to schools, hospitals and municipal buildings, our resume of building wide systems integration projects is renowned across the globe.



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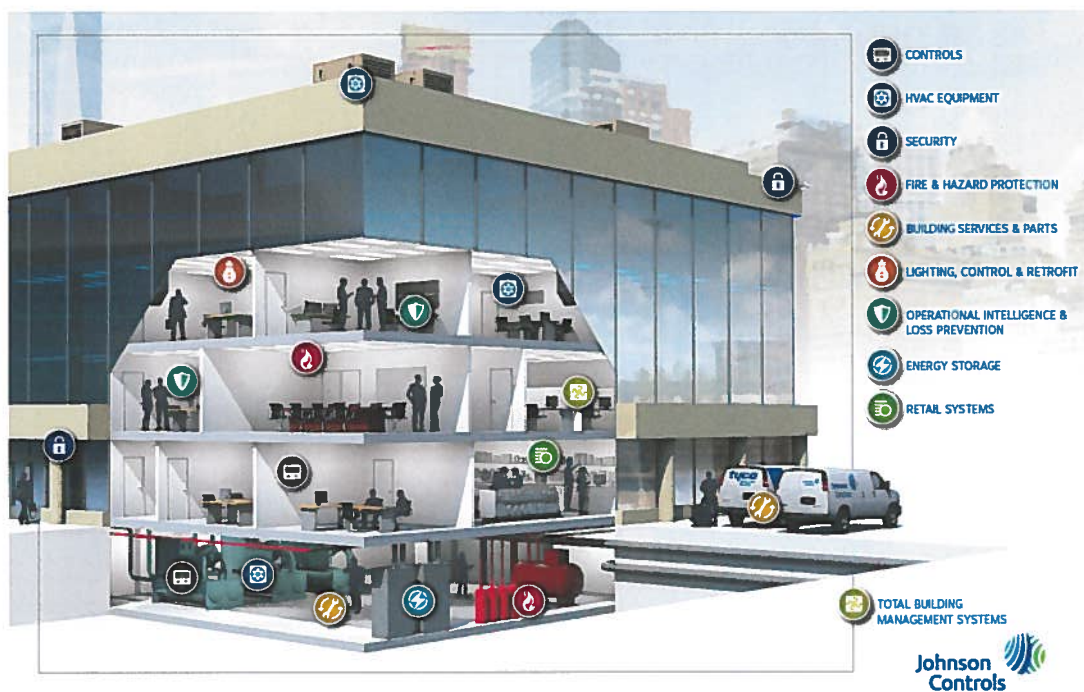
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**Full Line of Product Offerings**

Johnson Controls' competitive product offering edge extends beyond Metasys (building and temperature controls), and into the respected names of its other products. With nine heating and cooling brands (such as York and Coleman), three leading refrigeration brands, and 11 air distribution brands in its inventory, Johnson Controls offers its customers a variety of industry-leading products to pair with Metasys. With Johnson Controls' joint venture with Hitachi and merger with Tyco completed, we have added two more respected names to our portfolio with an extensive listing additional offerings available.

With this stated, Johnson Controls is uniquely positioned in that it has proficiency in building efficiency solutions, professional services, and a full line of product offerings. Because Johnson Controls provides more solutions, the partnership should have the ability to succeed in this rapidly growing market.

*We can provide more competitive pricing to customers buying blue.*



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# INTEGRATED SOLUTIONS TO OPTIMIZE YOUR BUILDING'S PERFORMANCE

## BUILDING SYSTEMS, SERVICES & SOLUTIONS

### SERVICES & SOLUTIONS

- MAINTENANCE & REPAIR SERVICES**  
 With 130 locations and more than 4,300 highly skilled technicians across North America, we help your facility perform at optimum levels, extend asset life, reduce repair costs, and realize energy savings.
- BUILDING WIDE SYSTEMS INTEGRATION (BWSI)**  
 We integrate building systems (HVAC, BAS, security), business systems (Finance, IT, communications) and specialty systems (name call, distance learning, scheduling) onto a unified, intelligent infrastructure.
- TECHNOLOGY CONTRACTING™**  
 We are responsible for managing design, integration, installation and service of all technology. Along with innovative partners, we reduce risk, minimize change orders and meet budgets and deadlines.
- ENERGY SOLUTIONS**  
 We assess your facilities and design a plan to prioritize repairs, upgrade equipment, reduce energy use and improve overall efficiency. Use tomorrow's energy savings to pay for today's upgrades.

### OPTIMIZATION

- CENTRAL PLANT OPTIMIZATION (CPO 3D / CPO 3D)**  
 CPO 3D uses standardized software in attempts to leverage ASHRAE standards, best practices & equipment data to save 5-15% in energy. CPO 3D uses engineered software to save 15-20% in energy (up to 60% when retrofitting) with real-time analytics to assure performance.
- DEMAND RESPONSE**  
 Optimize building energy usage to reduce load during key periods of high prices, high demand charges and electric grid events to maximize electric bill savings and incentive payments from grid and utility based programs.
- HEALTHCARE ENVIRONMENT OPTIMIZATION**  
 Optimize the operating room and improve the patient care environment by linking building automation with surgical scheduling.
- METASYS ENTERPRISE OPTIMIZATION**  
 Simplify data collection from a variety of building systems to provide a single, integrated view of building and system performance.

### METASYS® BUILDING AUTOMATION

- NETWORK SERVERS, ENGINES & CONTROLLERS**  
 Intuitive, mobile-optimized user interfaces. Adapts legacy and proprietary systems to current open system architecture. Support of IT standards and technologies.
- WIRELESS COMPONENTS**  
 Field buses and room environment sensing systems designed with the latest wireless technologies.
- VALVES, ACTUATORS & DAMPERS**  
 Global product family, broad selection, easy installation.
- SENSORS, THERMOSTATS & AIRFLOW MEASURING SYSTEM**  
 Temperature, humidity and CO<sub>2</sub> sensors including analog, network, wireless and pneumatic-to-digital.
- VARIABLE-SPEED DRIVES - 1-250 HP**  
 Open, enclosed and bypass drives, optional factory mounting.

### SECURITY & FIRE SAFETY

- SECURITY, FIRE & LIFE SAFETY INTEGRATION**  
 We are a security integrator with a vast product ecosystem specializing in the design, installation and service of security and life safety solutions for the most complex, mission critical environments.
- SECURITY MANAGEMENT SYSTEM (P2000)**  
 Open security management platform with integrated access control, embedded video management and industry-wide third-party integrations.
- FIRE ALARM (FAC) & MASS NOTIFICATION SYSTEMS**  
 Scalable UL\* approved systems that aid in fire detection and notification of critical events.
- INTRUSION ALARM SYSTEMS**  
 Sensors and control panels to protect against intrusion and burglary; UL approved central station monitoring.
- VIDEO SURVEILLANCE, VIDEO MANAGEMENT & STORAGE**  
 Scalable, integrated video surveillance solutions and advanced video analytics.

### CHILLED WATER SYSTEMS

#### YORK® WATER-COOLED CHILLERS

- ELECTRIC SCROLL (YCWJ) - 50-300 tons**  
 HFC-410A refrigerant
- VARIABLE-SPEED SCREW (YVMA) - 125-300 tons**  
 HFC-134a refrigerant
- MAGNETIC BEARING VARIABLE SPEED CENTRIFUGAL (YMAC) - 165-1,000 tons**  
 Permanent magnet motor, HFC-134a refrigerant
- VARIABLE SPEED CENTRIFUGAL (YV) - 250-3,000 tons**  
 HFC-134a refrigerant
- CENTRIFUGAL WITH ECONOMIZER (YK-EP) - 2,500-3,100 tons**  
 Variable-speed drive, HFC-134a refrigerant
- CENTRIFUGAL (YD) - 1,500-6,000 tons**  
 Smallest footprint per cooling ton, HFC-134a refrigerant, VSD
- COMPOUND CENTRIFUGAL (CYK) - 300-2,500 tons**  
 High-head, HFC-134a refrigerant
- CUSTOM-DESIGNED CENTRIFUGAL (OM) - 3,000-5,500 tons**  
 Electric-motor, steam-turbine or gas-engine drive, HFC-134a refrigerant
- THERMALLY DRIVEN STEAM-TURBINE DRIVEN CENTRIFUGAL (YST) - 700-2,800 tons**  
 HFC-134a refrigerant
- SINGLE-STAGE ABSORPTION (YIA) - 120-1,380 tons**  
 Low-pressure-steam or hot-water driven, water refrigerant
- TWO-STAGE ABSORPTION (YPC) - 300-700 tons**  
 Gas, oil, or high-pressure-steam driven, water refrigerant

#### YORK AIR-COOLED CHILLERS

- SCROLL (YCAL & YLAR) - 15-175 tons**  
 HFC-410A refrigerant
- HEAT PUMP SCROLL (YLRH) - 1,300-2,040 MBH**  
 HFC-410A refrigerant, chiller duty also available (115-170 tons)
- VARIABLE-SPEED SCREW (YVAW/YCV/YCAV) - 150-500 tons**  
 HFC-134a refrigerant, free cooling options available

### AIR SYSTEMS

#### YORK AIR HANDLING UNITS, COILS & FANS

- AIR HANDLING UNITS (SOLUTION™) - 2,000-130,000 CFM**  
 Indoor and outdoor, 2" foam double-wall panels with external frame, variable aspect, flexible factory-packaged controls
- CUSTOM AIR HANDLING UNITS - 2,000-300,000 CFM**  
 Indoor and outdoor, 2", 3" or 4" foam double-wall panels with integral frame, full thermal break options, fully customizable
- COILS - Maximum 96" Fined Height and 168" Fined Length**  
 Hot water, chilled water, glycol, steam, refrigerant, aluminum or copper fins, special coatings available
- BLOWER COILS - 800-4,000 CFM**  
 Small air handling and large fan coil applications; various configurations
- FANS - 75-100,000+ CFM**  
 Commercial and industrial supply and exhaust fans

#### UNDERFLOOR AIR DISTRIBUTION (UFAD) SYSTEMS

- UNDERFLOOR TERMINAL UNITS - 15-1,500 CFM**  
 VAV or manual diffusers, linear trough, UFAD fan powered terminal units, underfloor chilled beams

#### CHILLED BEAMS

- OVERHEAD CHILLED BEAMS - Up to 1,700 BTU/h and 40 CFM per LF**  
 Active and passive chilled beam products available in 2 - 30 foot lengths

#### TERMINAL UNITS

- FAN-COIL UNITS - 250-2,000 CFM**  
 Exposed and concealed, horizontal and vertical, vertical stack, variable cabinet sizing, direct-drive, flexible factory-packaged controls
- UNIT VENTILATORS - 500-2,000 CFM**  
 Horizontal and vertical units, flexible factory-packaged controls
- VAV TERMINAL BOXES - 75-6,000 CFM**  
 Single or dual-duct, series or parallel fan-powered, flexible factory-packaged controls, water and electric heat options

### PACKAGED & SPLIT DX SYSTEMS

- PACKAGED ROOFTOP UNITS - 2-150 tons**  
 VAV and single-zone VAV applications, direct replacement options
- DEDICATED OUTSIDE AIR SYSTEMS (DOAS) - 50-500+ outside air**  
 High efficiency DX, energy recovery wheel and hot gas reheat options
- COMMERCIAL SPLIT SYSTEMS - 1.5-50 tons**  
 Cooling only or heat pump outdoor units with matching cooling only, heat pump or electric heat indoor air handling units
- WATER SOURCE HEAT PUMPS - 0.5-30 tons**  
 Vertical and horizontal (standard, high and premium efficiency), console, vertical stacked (high and premium efficiency), geothermal capable
- REVERSIBLE CHILLERS - 2-50 tons**  
 Water-to-water heat pumps, (1-5 tons & 10-50 tons), modular application, geothermal capable
- WATER-COOLED SELF-CONTAINED UNITS - 5-105 tons**  
 Indoor, VAV application (> 8 tons), various heating options
- AIR-COOLED SELF-CONTAINED UNITS - 2-25 tons**  
 Indoor, VAV application (> 8 tons), rooftop alternative for dense building landscapes
- AIR-COOLED CONDENSES & FLUID COOLERS - 65-2,800 MBH**  
 Water or glycol, multiple refrigerant options

#### ENERGY RECOVERY SYSTEMS

- ENERGY RECOVERY VENTILATORS (ERV) - 200-12,000 CFM**  
 Energy efficient ventilation including many heating and cooling options
- HVAC LOAD REDUCTION UNITS (HLR) - Replaces up to 4,000 CFM of OA**  
 ASHRAE 62.1 compliant product, up to 80% reduction in outside air replacement

### DUCTLESS & VRF SYSTEMS

#### YORK VARIABLE REFRIGERANT FLOW (VRF) SYSTEMS

- OUTDOOR UNITS - 6-30 tons**  
 Both heat recovery and heat pump types, air cooled condensing units with inverter scroll compressors; up to 29.5 SEER and 25.2 EER
- INDOOR UNITS - 0.5-4 tons**  
 Fan coil units in multiple styles (concealed, wall mount, ceiling cassette), ducted and non-ducted, sensor options

#### YORK MINI-SPLIT SYSTEMS

- SINGLE ZONE - 0.75-4 tons**  
 A single condensing unit paired with a single wall mount indoor unit. Multiple styles, capacities, operating ranges and efficiency ratings. Wi-Fi capable, Energy Star® rated.
- MULTI ZONE - 1.5-15 tons**  
 Single condensing unit with 2-5 indoor units per system. Multiple styles, capacities, operating ranges and efficiency ratings. Wi-Fi capable, Energy Star® rated.



**Johnson Controls**  
[www.johnsoncontrols.com](http://www.johnsoncontrols.com)



**Planned & Preventive Maintenance**

Johnson Controls has 130 service branches throughout North America with direct support and backing of a global organization providing the support that projects require for consistent, sustainable service delivery. Through planned HVAC maintenance and predictive and diagnostic services, we help reduce risk, future costs and avoid breakdowns. We even provide a Remote Operations Center for monitoring security and systems on site. In the event of an emergency, our repair service experts provide swift response to get your facilities functioning again.



The average cost of maintenance is considerable. With an optimal maintenance strategy, one can expect reduction in downtime, maintenance and operating costs. Especially in a stringent cost-reduction environment – and with increasing demands placed upon facility managers and staff – it is more important than ever to find ways to simplify, expedite and improve one's job, while finding cost efficiencies along the way.



Downtime costs in conjunction with equipment condition and repair history helps us prioritize activities most effectively. Predictive and proactive strategies are very important in lowering costs, while increasing reliability and budget certainty.

<http://www.johnsoncontrols.com/buildings/services-and-support/operations-maintenance-and-repair-services>



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## Safety Planning

Johnson Controls will develop an effective training program structure for each implementation project that includes construction. As such, we would consider the following training offerings:

- Training topic(s) to be covered that meet clients' needs.
- The regulations involved and the elements of the regulation(s) the training will cover.
- The performance objectives and goals of the training.
- Who will be trained
- Frequency and development schedule of periodic training sessions.
- How the material will be presented (lecture, video, written handouts, demonstration) based on the topic and the people being trained.
- How employees and residents will participate (discussions, hands-on, written tests).



## Recommissioning / Retro-commissioning

Johnson Controls has extensive experience in recommissioning/retro-commissioning an existing building's equipment and systems. It is process used to improve the efficiency of equipment and systems with little to no cost to implement, yet can yield big results. It can often resolve problems that occurred during design or construction, address problems that have developed throughout the building's life as equipment has aged, or as building usage has changed. Retro-commissioning involves a systemic evaluation of opportunities to improve energy-using systems.



The kinds of problems that retro-commissioning will identify and fix include:

- Equipment or lighting that is on when it may not need to be.
- Systems that simultaneously heat and cool.
- Belts and valves that are not functioning properly.
- Thermostats and sensors that are out of calibration.
- Air balancing systems that are less than optimal.
- Economizers that are not working as designed.
- Controls sequences that are functioning incorrectly.
- Variable-frequency drives that operate at unnecessarily high speeds or that operate at a constant speed even though the load being served is variable.

## Commissioning

Commissioning is the process of assuring that all systems and components of a building or industrial plant are designed, installed, tested, operated, and maintained according to the operational requirements of the owner or final client. Johnson Controls will conduct or ensure that a final inspection has been completed to verify compliance to the contract documents. Johnson Controls will deliver or ensure that client receives all closeout records and as-built documents.



An alternative option would include having Johnson Controls complete all work associated with a full commissioning process to ensure that systems are designed, installed, functionally tested, and capable of being operated and maintained to perform as specified and in conformity with the project intent.

## Utility Procurement

Johnson Controls helps many public and private sector clients procure energy at best available prices, manage risk, and stabilize energy budgets in energy markets that have historically been quite volatile. This includes regulated and deregulated electricity, natural gas, and other fuels (fossil and renewable). Water and sewer service are commonly regulated services at the municipal level. We help clients with the pricing of water and sewer service, as well as the management of these systems to minimize billing charges. Proper metering can play a large role in minimizing water and sewer charges; for example, the avoidance of paying sewer charges on the evaporative losses from a cooling tower. Opportunities also exist to negotiate water and sewer rates when siting a new facility.



Our Energy Supply Professional Services are designed to help our clients manage the complex task of securing reliable, lowest-cost supplies of energy to operate their facilities today and in the future. Much of the focus is on energy price level, managing energy price volatility, and optimal energy utilization at the client's facilities. We focus on the client's energy portfolio so the client can focus on its core business.

Johnson Controls has helped clients procure 3.8 Billion kWhs of electricity and 45 Million MMBTU of natural gas in deregulated markets in the United States over the past several years. We are currently under contract to manage 457 Million kWhs per year of electricity and 1.6 Million MMTU/year of natural gas for U.S. clients.

We are a commodity-independent, fuel-neutral company accredited as an Energy Service Provider (ESP) by the National Association of Energy Services Companies (NAESCO). This means that we provide experienced, unbiased energy supply consulting services from the customer's side of the negotiating table. Johnson Controls is not an energy marketer, and as such, does not take title to energy, nor resell energy. Our only vested interest is that of securing the best possible deal terms for each client.



### Utility Allowances

24 CFR 965.502 Establishment of utility allowances by PHAs.

Johnson Controls will use the Engineering Based Methodology to perform the required allowances for all clients. The Engineering Based Methodology for establishing tenant paid utility allowances are based on engineering calculations, standardized consumption tables, unit energy audits, in-house information and actual utility rates to estimate reasonable electrical, natural gas and water/sewer consumption for particular units.

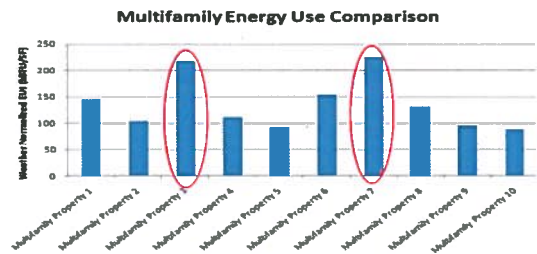
Annual updates of the dollar allowance for then current utility rate structures and tariffs. We can perform re-examination of the engineering-based allowance consumption due to change in use, modernization, and code compliance. The appropriate adjustments for the individual utility/end-use consumption levels would be made to provide a more accurate allowances for residents.

### Utility Benchmarking

Johnson Controls is experienced in implementing and maintaining utility benchmarking for public entities. Utility benchmarking is a fundamental asset management practice consisting of tracking, analyzing, and reporting the utility consumption and costs associated with a property or portfolio of properties. It allows building owners, as well as associated funding providers and governing agencies, to gain insight into the energy and water performance of buildings, the potential for improvement in those buildings, changes in performance over time, and the effectiveness of investments made to improve performance.



On October 4, 2016, HUD announced a proposed reporting requirement that will require all PHAs and owners of HUD-assisted multi-family housing to benchmark their portfolios' utility usage. Benchmarking will give affordable housing owners and operators a better understanding of the overall utility consumption and costs associated with their properties, and enable them to more efficiently and effectively manage their portfolios.



The program, administered by the Environmental Defense Fund, embeds twelve fellows with affordable housing organizations across the country in the summer of 2017, and will be offered at no cost to host institutions, which will be chosen on the basis of need. This free, full-time technical assistance will allow affordable housing organizations to get ahead of the curve on this upcoming HUD requirement.

We recommend that as part of this program that Tampa Housing Authority consider apply to be a host institution. By inserting ourselves into the industry and serving as a leader in the field it will lead to potential networking opportunities with similar housing authorities that may need our services.



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## PNA/GPNA

Following is a description of the Green Physical Needs Assessment (GPNA) services that we provide to PHAs and the approach and methodology used to accomplish the GPNA:

### Task 1 - Gather - Asset Management Group (AMP) Information

- Categories include, but are not limited to: Site, Gross Property Area Parking, Paved Pedestrian, Landscape and Playground, Building Exterior, Building Systems, Common Areas, 25% of Units, 100% of 504 Units, Building Mechanical, Electrical and Plumbing Equipment. Support building(s) and spaces are also included.
- Within these categories and under the guidance of a Certified GPNA Inspector(s), Unit Sets will be established by the like characteristics of each AMP site. This Unit Set information is gleaned through interviews with key PHA staff and review of documentation, maintenance records, previous PNA(s), previous energy audits, green initiatives and drawings. The information will be organized into a spreadsheet format that serves as a field "checklist." Green opportunities will also be discussed with PHA.
- Johnson Controls will work collaboratively with PHA on Task 1 to lay the groundwork for a successful GPNA.

### Task 2 – Confirm Task 1 Findings and Organize Field Inspection with PHA

- The Johnson Controls project team will review our findings and information with PHA for clarification and confirmation. Task 1 findings and organization will be checked against the HUD GPNA database format for completeness. A detailed schedule will be prepared with input from PHA for inspections and unit visitations. Existing and potential green initiatives will be included, as well as ADA conformance.

### Task 3 – Conduct Field Inspections and Assessments

- Prior to deployment and post inspection, the Johnson Controls project team will collectively "calibrate" how and what we are inspecting to assure consistency across AMP sites. Per the GPNA and sampling requirements, inspections will be completed for: 100% of site and site components; 100% of all building exteriors and components; 100% of all building system components including MEP and other systems; 100% of building(s) common areas; 25% of residential units pro-rated over unit types; and 100% of 504 residential units. Inspection of existing green initiatives and the observation for potential green initiatives will be included as well as ADA conditions

### Task 4 – Process Inspection and Assessment Information

- The information obtained from field inspections will be organized by Site Unit Sets and will include quantities, average useful life, replacement costs (based on a nationally recognized standard such as RSMeans or Marshall & Swift) and, with input from PHA, prioritization for implementation. This will first be formatted for the HUD GPNA database and will be presented in draft form to the PHA. Upon approval, digital and hard copies will be turned over to PHA for PHA's input/uploading into the HUD GPNA database.

## RAD/RPCA Planning

For Rental Assistance Demonstration (RAD) Physical Condition Assessments (RPCA), Johnson Controls provides the following services. In doing so, we will assess the long term financial sustainability for the conversion to RAD:

This assessment will include conducting and documenting site inspections of these units to be able to formulate an accurate estimate of repair, replacement and major maintenance needs to the units and also all offices, community space and common areas. The inspection will document individual building write-ups for all multi- building complexes. We will interview tenants and staff regarding the condition of the

property and known physical/equipment deficiencies. We will also conduct interviews with local officials regarding municipal zoning and code compliance.

Johnson Controls will prepare and submit a written report to include:

- Critical Items - Identify in detail, and report immediately to property management and the Lender/Owner, any repair item(s) that represents a critical repair.
- Repair/Rehab Items (Short-Term Physical Needs) - Identify and estimate the cost of the repairs, replacements, and significant deferred and other maintenance items that will need to be addressed within 12 months of closing. The items evaluated (both recommended and not recommended) are explained in the narrative report, and the recommended items are documented in the Cap Needs Input worksheet of the RPCA model.
- Market Comparable Improvements - After discussion with the Lender/Owner and the Lender's appraiser, we may include repairs or improvements that are necessary for marketability in the list of Repair/Rehab needs. The repairs/improvements identified should be those necessary for the project to retain its original market position as an affordable project in a decent, safe and sanitary condition.
- Long-Term Physical Needs/ Reserve Items - Identify and provide an estimate of the major maintenance and replacement items that are required to maintain the project's physical integrity over the next 20 years. The items evaluated (both recommended and not recommended) are explained in the narrative report, and the recommended items are documented in the Cap Needs Input worksheet of the RPCA model.
- Reserve Costs - Estimate the Initial Deposit to the Reserve for Replacement Account and the Annual Deposit to the Reserve for Replacement Account based on the cost of "Near Term" replacement and major maintenance needs of the project.
- Environmental Concerns - This applies to all existing properties constructed prior to 1978 that have not been demonstrated to be lead-based paint (LBP)- and/or asbestos-free. For projects that contain LBP and/or asbestos, we are responsible for engaging the services of a qualified LBP and/or asbestos abatement contractor(s) to prepare a scope of work for the abatement of LBP and/or asbestos. Where the scope of abatement work consists of permanent enclosure or encapsulation, but not removal, of LBP and/or asbestos, the qualified abatement contractor(s) must also prepare, separate from the scope of abatement work, an Operations and Maintenance (O&M) Plan for LBP and/or asbestos.
- Green Building Principles - An objective of the report is to identify all opportunities to improve energy efficiency, maximize water efficiency, use reused and recycled materials where practical, safeguard the indoor air quality of the property, be of less harm to the environment generally, and remove/re-use replaced materials and construction debris appropriately. We will evaluate all components in the building, all building systems, and all components on the property, and the property itself, to identify all opportunities to achieve the stated objective. We will consider the most promising types of improvements being used generally in applicable green buildings to identify all alternatives considered, to provide a justification for the green alternative recommended, and will briefly explain why the non-selected alternatives are less appropriate for the subject property.

The report will be prepared according to the Fannie Mae document: "Physical Needs Assessment Guidance to the Property Evaluator." The RPNA Tool will be used for the project.

### HUD Waiver and Policy Advocate

Johnson Controls has experience in writing regulations and other administrative waivers associated with program needs to enhance our offering to facilitate and delivery of decent, safe and sanitary housing governed by the federal government programs. Jointly we need to understand the continuous changes and stay well-informed of the conditions that could impact our business. We'll use the guidance found in Section 106 of the HUD Reform Act of the Department of Housing and Urban Development Act ([42 U.S.C. 3535\(q\)](#)) and work closely with your local HUD office of field operations.



## FEDERAL REGISTER

The Daily Journal of the United States Government

We'll also track waivers that have been approved, and published through a notice in the **Federal Register**. Tracking waiver may provide us an insight to new product offerings or methods to streamline our business. These notices (each covering the period since the most recent previous notification) shall:

- a. Identify the project, activity, or undertaking involved;
- b. Describe the nature of the provision waived and the designation of the provision;
- c. Indicate the name and title of the person who granted the waiver request;
- d. Describe briefly the grounds for approval of the request; and
- e. State how additional information about a particular waiver may be obtained.

Building off our past history of acquiring the first regulatory waiver in 2005 to include air conditioning as an acceptable energy conservation measure proves that working together we can succeed. Johnson Controls may consider in policy advocacy encompassing a wide range of activities that would influence HUD decision makers. The success of knowing how to get HUD approvals or policy changes can be attributed to our best practice of providing a Win for HUD, Win for Public Housing, and Win for Johnson Controls.

### Development of Local/National HUD Relationships

The complexity of United States Housing and Urban Development (HUD) departments necessitates a wide-range of outreach to build relationships to promote our goals and support our clients. Solid relationships can expedite project approvals, facilitate information sharing, and make HUD assistance available to develop more sophisticated program models where everything is safe, comfortable and sustainable.



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Our intent is to broaden our exposure and increase our dialog with both local and national HUD staff achieving strong internal and external relationships. As we cultivate our HUD relationship we'll work within the business plan to activate an aggressive plan based on locality of our target market, type of services and HUD shareholders.

**Consultative Services**

**Resiliency** - Johnson Controls will approach resiliency services for clients in two phases: a Risk Evaluation and a Preparedness Evaluation. During the Risk Evaluation, Johnson Controls will examine potential threats from climate change and other natural disasters that might affect each THA community in a bottom-up, Tier I analysis. These threats will be assessed based on their likelihood of occurring, and the severity of the damage they are likely to inflict. The severity of the damage will be evaluated based on the critical functions of the community, and the priorities of THA management. For example, if community managers have identified a certain building as an emergency shelter, then the protection of that facility and the utilities that serve it will be given higher priority when evaluating potential damage. The product of the likelihood an event and the severity or the resulting damage will be used to assign a risk quotient to each threat.

Those threats that rank highly in terms of risk will be studied in the second phase of the resiliency assessment, the Preparedness Evaluation. In this phase, Johnson Controls will conduct a detailed examination of the measures in place within each THA community to address its particular risks. The factors included in this evaluation will be specific to each site. If the risk evaluation indicates a particularly high risk of flooding, then the evaluation will place emphasis on the measures taken to prevent flood damage. If the risk evaluation indicates that power outages in the hottest and coldest months of the year present a high level of risk to community members, then the preparedness evaluation will give special attention to measures taken to ensure power resilience, and to provide residents with emergency heating or cooling. The Preparedness Evaluation will examine measures taken to mitigate the likely effects of each high risk threat, and measures to ensure a quick return to normal operation after a threat is realized.

## STRATEGIES FOR CLIMATE RESILIENCE

HUD SCI Grantees have employed the following strategies to enhance their capacity to withstand and recover from natural disasters. The path to resilience is a progression of steps, though communities can tailor their approach depending on local needs and resources.



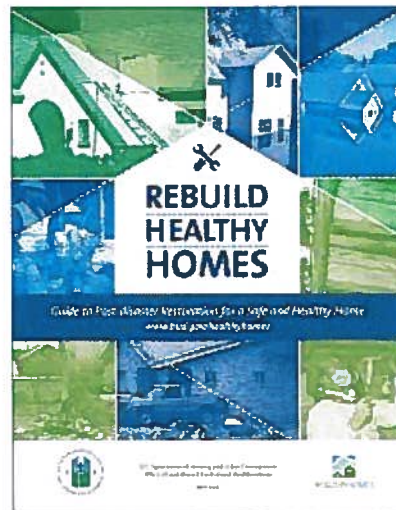
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**Healthy Homes** – Johnson Controls will prepare a Healthy Homes report in accordance with HUD's Healthy Homes Program.

The Healthy Homes Report shall include the following:

- Recommendations to health or safety risks identified by the Healthy Homes Audit.
- Recommendations for additional follow up items and specific testing and/or investigation to confirm the findings, determine the extent of the issue, identify its cause, and/or corrective actions to be taken.
- Recommendations for preventative maintenance programs to improve Healthy Homes.
- Recommendations for staff and/or resident training, including training for emergency response procedures.
- Cost Estimates shall be provided for all identified corrective actions recommended.



### Verifying Energy Savings and Reporting

Johnson Controls has years of experience in monitoring program performance of energy service contracts, providing timely feedback, and delivering annual measurement and verification reports related to whether or not they are meeting predicted performance expectations. If expectations are not being met, we'll help figure out why, and recommend corrective action to achieve the energy saving threshold required for program incentives.



Additional services offered over and above M&V reporting includes assisting housing authorities with each year of the performance term with EPC request for incentives. We'll assist housing authorities in the preparation of documentation necessary for them to complete its application to HUD, for the HUD incentives applicable to such period (i.e., Frozen Baseline Incentive, Resident Paid Allowances, and Rate Reduction Incentive, as applicable). The housing authority would be responsible for incorporating the information furnished by Johnson Controls into the annual operating subsidy application that it submits to HUD each fiscal year.

### Legal Assistance

JCI Legal welcomes cooperating with the Housing Authority's attorney and collaboratively pursuing projects. JCI Legal will represent the interest of JCI and Housing Authority attorney shall represent the interest of the Housing Authority. JCI lawyers are ethically bound to serve JCI only and will provide Legal support as determined by the Legal team and the JCI Solutions team. The Housing Authority should not be under the impression that JCI Legal would be the attorneys for the joint pursuits nor would JCI Legal represent the partnership.



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### Arranging Project Financing

We provide our clients with financial flexibility, competitive interest rates and assistance with any available third-party monetary assistance for superior financial performance. We will offer “pass through” financing (the finance rate from a selected third-party financing institution), to the Authority at no markup. As such, Johnson Controls has no financial interest in this area, other than providing the greatest value to the Authority in financing the project. We receive no commissions or finder’s fees for bringing financing institutions to the customer, only the actual cost to provide the services.



### Prime Retrofit

Johnson Controls’ would act as a single source to clients, and would be responsible for the design, installation, operation, and commissioning of the mechanical, electrical, fire and security, and plumbing systems required for the safe, comfortable, and environmentally-friendly operation of buildings.

### Public Private Partnerships

A public private partnership (P3) provides an alternative delivery method for new facilities and renovations by transferring the risk of design, construction, finance and operations to the private sector. Best of all, this offering provides guaranteed fixed monthly payment terms and service levels.

Johnson Controls is one of the leading providers of the Private Public Partnership in Canada and United States. P3s take a variety of forms, with varying degrees of public and private sector involvement and varying levels of public and private sector risk. In fact, risk transfer from the public to the private sector is a critical element of all P3s. The goal is to combine the best capabilities of the public and private sectors for mutual benefit.



Central Plant (CHP): Development and implementation of build/own/operate distributed generation, cogeneration, or combined heat and power (CHP) projects

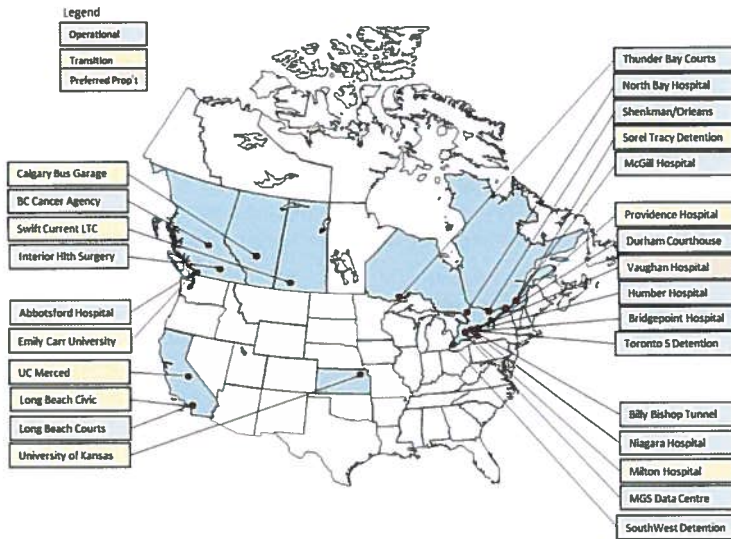
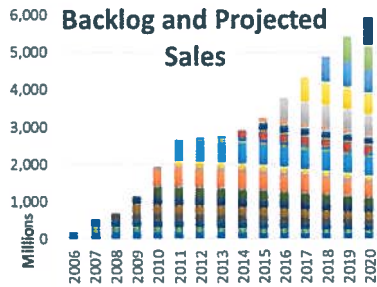
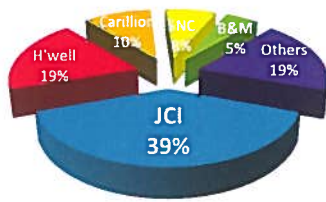
Johnson Controls holds 39% of the market share and can successful deliver this model to qualified clients.



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O&M Services - market share



Renewable Energy Technologies Expertise

Johnson Controls delivers technologies and services to create facilities that consume less energy, cause less pollution, and make efficient use of materials and resources – all while providing comfortable, safe, and healthy environments for your residents.



Johnson Controls has been involved in more than 500 renewable energy projects, and we are currently implementing more than \$100 million in solar, wind, biomass, geothermal, landfill gas-to-energy, cogeneration, and other related energy projects as part of existing performance contracting programs. Our solutions have reduced carbon dioxide emissions by 13.6 million metric tons and generated savings of \$7.5 billion since 2000.

Supporting our local professionals in this area, we have a team of renewable energy technical experts with a combined experience of more than 130 years developing projects such as:

- Solar Photovoltaic Systems
- Solar Thermal Systems
- Wind Energy Systems

- Geothermal
- Ground Source Heat Pumps
- Landfill and Digester Gas



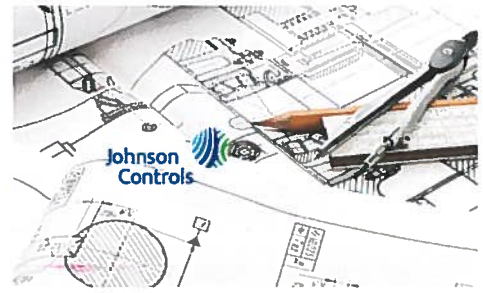
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### EPC Program Optimization Planning

Over the past several years, we have noticed that housing authorities may not have been optimizing the full potential of their EPCs due to circumstances outside their area of expertise or control. Johnson Controls has very successfully assisted several PHAs with a process we call "Optimization of EPC", where we do a complete analysis of the existing EPC to ensure that the agency is receiving all available incentives. This analysis includes, but is not limited to: baseline adjustments, modification of allowances, occupancy adjustments, change of building use, and recommissioning of existing Energy Conservation Measures (ECMs) to determine if the correct level of funding has been requested.



The service would provide an analysis and optimization recommendation of available EPC incentives and recommendation for HUD Operating Subsidy submission corrections. Johnson Controls recommendations would be based on the maximum benefit and minimum risk to the housing authorities. The scope of work would also include an analysis of the previous four years of savings reports based on HUD submissions, requested incentives, and actual utility spend.



For example, Johnson Controls implemented an Optimization program for Utica Municipal Housing Authority that resulted in the housing authority moving from a negative \$200,000 in savings to a positive savings of \$480,000.

Utica's Initial EPC Optimization Success	
Task Description	Benefit to UMHA
Phase 1 EPC Re-Approval: Change from Frozen Rolling Base to Add-on Subsidy for Adrian Terrace	Add-on \$232,889 (begins 2014) Loss of \$212,333 (removed frozen baseline) Net gain: \$445,222
Utility Rate Reduction Incentive	\$119,335 Annually
New PIH Notice	\$238,670 Annually
Utility allowances: marginal vs. average rate on 52722's	\$19,000 increased to \$47,000
Assembled accurate financial as-built of phase 1 (excess savings)	\$212,393



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**INITIAL EPC OPTIMIZATION PLANNING SESSION**

Pricing to be determined based on final scope.

**FINANCIAL**

- Work with Finance Department to maximize existing or proposed new incentives:
  - Rate Reduction Incentive
  - Frozen Baseline Incentive
  - Allowance Incentives
  - Conversion to Add-on Incentive
- Refinance Options (Phases 1 )
- Review all HUD submissions between 2004–2015
- Occupancy study for baseline adjustment
- Review the allowances and possibly convert to more defined engineering-based allowances
  - Are current allowances acceptable?
    - Yes → Move forward
    - No → Redo allowance study

**TECHNICAL**

- Accuracy of meters: Gather data, validate accuracy of meter, or model the building
  - Potential Benefits:**
    - Maximize baseline and incentives
  - Risks:**
    - Meters are reading low lack of subsidy vs. savings
    - HUD now questions all meters and the multiplier
- Review all historical M&V report
- Implementation schedule of ECMs to compare to actual savings
- Trend the consumption over the past three years
- Determine the success of existing ECMs
- Work with Modernization Department to determine what equipment was installed or made operational (baseline adjustments)
- Code compliance issues

**EXECUTIVE & LEGAL**

- Review, discuss and agree to baseline adjustments, adjustment of allowances, and actual dollar value of savings
- Request changes to EPC program
- Work with HUD to finalize acceptable baselines or allowances

**HUD**

- **Final outcome:** HUD approval of the Phase 1 project, incentives and baselines so you can move forward with Phase 2 EPC Extension



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## Section 3 – Past Performance & References

Within the pages that follow, we have provided five public housing references using the specified formatted. We have also included a detailed list of the public housing performance contracting projects that Johnson Controls is currently managing.

### Housing Authority of the City of Bloomington

**Project Highlights:** Although Bloomington Housing Authority (BHA) was a “high performer,” it was facing marketing and occupancy issues in the twin towers due to efficiency units. Johnson Controls and BHA collaborated to design a plan that takes advantage of Energy Performance Contracting and Capital Fund Financing Program (CFFP) to convert the living spaces from efficiencies to one-bedroom and two-bedroom units for better marketability. In addition, BHA was able to fund its robust Section 3 program in the amount of approximately \$100,000.



Johnson Controls procured approximately \$120,000 in grants and utility rebates for the Authority. Energy savings to date have exceeded the guarantee. The project utilized approximately 75% local contractors, and financing was procured locally.

<b>1. Customer's name and address.</b>	Bloomington Housing Authority 104 East Wood Street Bloomington, IL 61701
<b>2. Total contract cost.</b>	\$4,478,473
<b>3. Type of contract; guaranteed savings, no guarantee, etc.</b>	Energy Performance Contract: 20-year term Total Guaranteed Savings of \$10,097,088
<b>4. Name and telephone number of references for project.</b>	Kim Holman-Short Executive Director (309) 829-3360, ext. 204
<b>5. Brief description of project's scope of services and status.</b>	<p><b>Facility Type:</b> BHA operates approximately 640 units of conventional public housing. The properties consist of four family developments, twin towers designed for seniors, one garden style low-rise also designed for seniors, and three sites designed for disabled residents.</p> <p><b>Project Scope:</b> Improvements included:</p> <ul style="list-style-type: none"> <li>▪ New high-efficiency interior and exterior lighting</li> <li>▪ New water conservation systems</li> <li>▪ New Energy Star refrigerators</li> <li>▪ New heat recovery makeup air handling units</li> <li>▪ New high-efficiency boiler system and domestic hot water systems</li> <li>▪ New roofing system for tower</li> </ul> <p><b>Project Schedule:</b> The project was completed on schedule. Contingency dollars expanded the scope and timeline.</p> <p><b>Subcontractors:</b> Local financing and extensive use of local subcontractors have made this project an economic stimulus for the Bloomington/Normal community.</p>
<b>6. Energy use and costs prior to project implementation.</b>	Gas = 298,918 Therms / \$202,402.00 Electric = 1,023,061 Kwh / \$152,700.00 Water/Sewer = 3,875,900 CF / \$246,401.00



<p><b>7. Level of projected annual energy cost savings and annual levels actually achieved. This section should document the projected versus the actual cash flows of the contracts including the cost benefit to the Authority as related to the different HUD incentives. See table below.</b></p>	
<p><b>8. Identify members of the proposed project team involved with the sample projects and their current primary office location.</b>  <b>Mary Fox</b>, Solutions Design Manager – Public and Affordable Housing Solutions (Minneapolis, MN )  <b>Joe Pash</b>, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN)  <b>Hal Geren</b>, Solutions Development Leader, Affordable Housing Solutions (Minneapolis, MN)  <b>Dan Hose</b>, Energy Performance Engineer (Springfield, IL)  <b>Sigmund Self</b>, Project Manager (East Peoria, IL)  <b>Dan Hawk</b>, Performance Assurance Engineer (Springfield, IL)</p>	
<p><b>9. Type of HUD incentive utilized.</b></p>	<p>Frozen Rolling Base Resident Paid Utilities Add-on Subsidy</p>
<p><b>10. Type of verification methodology utilized: Describe the IPMVP methodology used along with a description of the yearly measurement and verification process for all stipulated (Option A) savings.</b></p>	<p><b>IPMVP Options A and C per HUD guidelines</b>  Option A is a one-time measurement of pre- and post-variables with assumed factors, multiplied by the current annual utility rate.  Option C is the actual annual utility bill comparison to Frozen Baselines, less actual consumption, multiplied by the current average rate.</p>

	Projected Annual Savings	Savings Actually Achieved				
		Year 1	Year 2	Year 3	Year 4	Year 5
<b>kWh</b>	<b>1,597,577</b>	1,328,182				
<b>Therms</b>	<b>61,279</b>	81,982				
<b>Water CF</b>	<b>1,310,033</b>	2,134,275				
<b>Dollars</b>	<b>\$375,770</b>	\$570,897				



## Rockford Housing Authority

**Project Highlights:** Over the last several years, Rockford Housing Authority (RHA) has been on the cutting edge of real estate development. The executive staff has been instrumental in developing creative community building initiatives throughout the RHA portfolio. Programs have included single-family and multi-family, retail and mixed commercial developed in both urban and rural markets; infill and green field developments; historic renovation; Rental Assistance Demonstration; and most recently Energy Performance Contracting (EPC).



This project was instrumental in making much needed long-term infrastructure upgrades to some of RHA's properties, improving the living environment for residents, and enhancing RHA's marketability. In addition to an array of high-efficiency lighting, mechanical and water conservation upgrades, RHA was able to invest in a solar photovoltaic system, and fund over \$200,000 for its Section 3 program. Johnson Controls did extensive legwork to secure \$595,000 in energy grants for RHA.

<b>1. Customer's name and address.</b>	Rockford Housing Authority, 223 S. Winnebago Street, Rockford, IL 61102
<b>2. Total contract cost.</b>	\$7,313,823
<b>3. Type of contract; guaranteed savings, no guarantee, etc.</b>	Energy Performance Contract: 15-year term. Total Guaranteed Savings of \$7,776,142.
<b>4. Name and telephone number of references for project.</b>	Jodi Stromberg, Manager, Redevelopment Project (815) 489-8578 Ron Clewer, Chief Executive Officer (815) 489-85700
<b>5. Brief description of project's scope of services and status.</b>	<p><b>Facility Type:</b> Rockford Housing Authority has more than 10 facilities and 1,900 resident apartments. This project involves upgrades to 1,293 units.</p> <p><b>Project Scope:</b> Improvements included interior and exterior lighting upgrades, water conservation systems, solar PV panels, new Energy Star appliances (including refrigerators and stoves), weatherization and building envelope improvements, building automation system upgrades, thermostat and valve replacements, and HVAC upgrades (including high-efficiency furnaces and make-up air units with heat recovery).</p> <p><b>Project Schedule:</b> This project is under construction.</p> <p><b>Financing:</b> Johnson Controls assisted RHA with financing for the project, which included a combination of funding sources: \$595,000 in utility program rebates and grants from SEDAC, capital funds and a municipal lease. With our unique understanding of how to apply the funding sources to the project Rockford did not have to forfeit any of the savings and or incentives.</p> <p><b>Subcontractors:</b> Approximately 65% of the subcontracting scope was performed by local firms, with over 30% of the local contracting to M/WBE firms.</p>
<b>6. Energy use and costs prior to project implementation.</b>	Gas = 896,913 Therms / \$769,927 Electric = 8,340,507 kWh / \$922,049 Water/Sewer = 106,696 CCF / \$461,993
<b>7. Level of projected annual energy cost savings and annual levels actually achieved. This section should document the projected versus the actual cash flows of the contracts including the cost benefit to the Authority as related to the different HUD incentives. See table below.</b>	
<b>8. Identify members of the proposed project team involved with the sample projects and their current primary office location.</b>	



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<p><b>Mary Fox</b>, Director, Public and Affordable Housing Solutions (Minneapolis, MN )  <b>Joe Pash</b>, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN)  <b>Glen Heitkamp</b>, Manager, Modernization &amp; Innovation, Public and Affordable Housing Solutions (Cleveland, OH)  <b>Hal Geren</b>, Solutions Development Leader, Public and Affordable Housing Solutions (Minneapolis, MN)</p>	
<p><b>9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.</b></p>	<p>Frozen Rolling Base          Resident Paid Utilities</p>
<p><b>10. Type of verification methodology utilized: Describe the IPMVP methodology used along with a description of the yearly measurement and verification process for all stipulated (Option A) savings.</b></p>	<p><b>IPMVP Option A</b> uses a combination of performance and stipulated usage parameters to measure and verify savings. It is used for the Resident Paid Utility Allowance Incentive.  <b>IPMVP Option C</b> is the actual annual utility bill comparison to Frozen Baselines, less actual consumption, multiplied by the current average rate used for the Frozen Baseline Incentive.</p>

**Level of projected annual energy cost savings and annual levels actually achieved.**

	Projected Annual Savings	Savings Actually Achieved				
		Year 1	Year 2	Year 3	Year 4	Year 5
<b>kWh</b>	2,327,356	TBD	TBD	TBD	TBD	TBD
<b>CCF</b>	123,409	TBD	TBD	TBD	TBD	TBD
<b>Gallons</b>	32,010,800	TBD	TBD	TBD	TBD	TBD
<b>Dollars</b>	\$434,547	TBD	TBD	TBD	TBD	TBD

Note: Johnson Controls is only guaranteeing total dollar savings, not a reduction in energy units.



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Request for Qualifications: Indefinite Delivery Contract – Joint Venture Partnership

## Fort Wayne Housing Authority

**Project Highlights:** Fort Wayne Housing Authority (FWHA) is a very proactive housing authority when it comes to energy savings. For years, FWHA had been using their capital fund to “piece meal” energy improvements throughout their properties. With continuous cuts to their capital fund, FWHA decided to partner with Johnson Controls to implement a deeper sustainable energy program utilizing energy performance contracting. FWHA had ample energy savings from lighting and water conservation upgrades to found new windows at River Cove Apartments (family site), new boiler system at Beacon Heights high rise, and new heat recovery make-up air unit at Tall Oaks high rise. Furthermore, FWHA updated their Section 3 compliance program, trained administrative personnel on Section 3 and conducted a resident employment readiness program. Project employment of approximately 70% local contractors.



<b>1. Customer's name and address.</b>	Fort Wayne Housing Authority 7315 Hanna Street Fort Wayne, IN 46816
<b>2. Total contract cost.</b>	\$2,736,105
<b>3. Type of contract; guaranteed savings, no guarantee, etc.</b>	Energy Performance Contract: 20-year term Total Guaranteed Savings of \$5,536,249
<b>4. Name and telephone number of references for project.</b>	Mr. Maynard Scales Executive Director (217) 444-3101
<b>5. Brief description of project's scope of services and status.</b>	
<p><b>Facility Type:</b> Fort Wayne Housing Authority consists of approximately 800 units including ten developments plus scattered sites. The developments include (7) family properties and (3) towers.</p> <p><b>Project Scope:</b> Improvements included:</p> <ul style="list-style-type: none"> <li>▪ New high efficiency boiler system</li> <li>▪ New heat recovery make-up air unit</li> <li>▪ New high efficiency interior and exterior lighting upgrades</li> <li>▪ New water conservation systems</li> <li>▪ New energy star laundry upgrades</li> <li>▪ New thermostats</li> <li>▪ New window systems</li> <li>▪ Weatherization</li> <li>▪ Section 3 funding</li> </ul> <p><b>Project Schedule:</b> This project is under commencement and will be completed in the summer of 2015.</p> <p><b>Subcontractors:</b> Extensive use of local subcontractors has made this project an economic stimulus for the Allen County community.</p>	
<b>6. Energy use and costs prior to project implementation.</b>	Gas = 294,232 Therms / \$239,829 Electric = 4,264,070kWh / \$427,686 Water/Sewer = 26,011,346CF / \$247,149



<p><b>7. Level of projected annual energy cost savings and annual levels actually achieved. This section should document the projected versus the actual cash flows of the contracts including the cost benefit to the Authority as related to the different HUD incentives. See table below.</b></p>	
<p><b>8. Identify members of the proposed project team involved with the sample projects and their current primary office location.</b></p> <p><b>Mary Fox</b>, Solutions Design Manager – Public and Affordable Housing Solutions (Minneapolis, MN )  <b>Glen Heitkamp</b>, Manager, Modernization and Innovation, Affordable Housing Solutions (Cleveland, OH)  <b>Joe Pash</b>, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN)  <b>Matt Thompson</b>, Project Development Engineer (Indianapolis, IN)  <b>Dick Honebrink</b>, Project Manager (Cincinnati, OH)  <b>Leonard Tarnow</b>, Site Superintendent (Valparaiso, IN)  <b>Aaron Dillon</b>, Performance Assurance Engineer (Arlington Heights, IL)  <b>Dan Hawk</b>, Performance Assurance Engineer (Springfield, IL)</p>	
<p><b>9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.</b></p>	<p>Resident Paid Utility Allowance          Frozen Rolling Base          Add-On Subsidy</p>
<p><b>10. Type of verification methodology utilized: Describe the IPMVP methodology used along with a description of the yearly measurement and verification process for all stipulated (Option A) savings.</b></p>	<p><b>IPMVP Options A &amp; C per HUD guidelines</b></p> <p>Option A is a one-time measurement of pre- and post-variables with assumed factors, multiplied by the current annual utility rate.</p> <p>Option C is the actual annual utility bill comparison to Frozen Baselines, less actual consumption, multiplied by the current average rate.</p>

	Projected Annual Savings	Guaranteed Annual Savings	Savings Actually Achieved				
			Year 1	Year 2	Year 3	Year 4	Year 5
<b>kWh</b>	1,064,059	1,064,059	TBD				
<b>Therms</b>	52,537	\$42,823	TBD				
<b>Water (CF)</b>	8,146,000	8,146,000	TBD				
<b>Dollars</b>	\$226,948	\$226,948	TBD				



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## Housing Authority of the County of Chester



**Project Highlights:** Phase 1: The Housing Authority of the County of Chester (HACC) contracted with Johnson Controls to harvest “low hanging fruit,” address significant deferred maintenance issues, and improve the living environment for residents. In addition to an array of high-efficiency lighting, mechanical and water conservation upgrades, HACC was able to invest in a solar thermal system, Energy Star appliances and a geothermal heat pump renovation at one property. Energy savings to date have exceeded the guarantee.

Phase 2: Johnson Controls continues to help clients long after construction. As part of our annual review of contract performance, we found that HACC was not optimizing its HUD incentives and that the Phase 1 contract could be 20 years. This discovery led to nearly \$2 million in extra funding from HUD, allowing the Authority to address long-awaited capital improvements for new elevators, windows and a renovated HVAC system for a high-rise property.

1. Customer's name and address.	Housing Authority of Chester County, 30 West Barnard St, West Chester, PA 19380
2. Total contract cost.	Phase 1 - \$3,070,418 Phase 2 Extension - \$3,000,000
3. Type of contract; guaranteed savings, no guarantee, etc.	With Phase 2 Extension, the contract term is 20 years and Total Guaranteed Savings are \$7,665,481.
4. Name and telephone number of references for project.	Dale Gravett, Executive Director (610) 496-1962
<p>5. Brief description of project's scope of services and status.</p> <p><b>Facility Type:</b> The Housing Authority of the County of Chester has five developments for families and elderly/disabled residents. Two of the properties are high-rise buildings.</p> <p><b>Phase 1 Project Scope:</b> Improvements included high-efficiency boilers and related equipment/controls, geothermal heating/cooling units, solar thermal heating system, interior and exterior lighting upgrades, water conservation systems, new Energy Star refrigerators, new programmable thermostats, and building envelope improvements.</p> <p><b>Phase 2 Project Scope:</b> New elevator systems at two high-rises, including life safety systems. New HVAC system for one high-rise building, including cooling (water source heat pumps). New windows for one high-rise, installed using forced labor account. Recommissioning of the solar system.</p> <p><b>Project Schedule:</b> Phase 1 was completed on schedule and without any change orders. Phase 2 is currently under construction.</p> <p><b>Financing:</b> As part of the Phase 1 project Johnson Controls worked with a local lender, Susquehanna Bank, to secure an innovate swap arrangement that produced a below average cost to borrow. During the development of Phase 2, Johnson Controls facilitated several strategic meetings with the existing and new lenders. We analyzed options to pay-off the first phase debt as part of phase two but ultimately found it in HACC's best interest to leave the first debt instrument in place and seek a new loan through a competitive section 30 RFP. This procurement lead to an offering from Grant Capital, a national minority firm that focuses on the Public Housing market.</p> <p><b>Subcontractors:</b> Subcontractors included a local firm, West Chester Mechanical (HVAC portion – most of job) and PowerSecure for window replacements.</p>	
6. Energy use and costs prior to project implementation.	<p><b>Phase 1</b> Electric = 2,127,872 kWh / \$268,686 Gas = 207,673 CCF / \$268,835 Water = 17,093,939 gallons / \$187,201</p> <p><b>Phase 2</b> Electric = 2,611,434 kWh / \$321,022</p>





	Gas = 184,795 CCF / \$174,281 Water = 15,824,561 gallons / \$256,403
7. Level of projected annual energy cost savings and annual levels actually achieved. This section should document the projected versus the actual cash flows of the contracts including the cost benefit to the Authority as related to the different HUD incentives. <b>See table below.</b>	
8. Identify members of the proposed project team involved with the sample projects and their current primary office location. <b>Mary Fox</b> , Director, Public and Affordable Housing Solutions (Minneapolis, MN ) <b>Glen Heitkamp</b> , Manager, Modernization & Innovation, Public & Affordable Housing Solutions (Cleveland, OH) <b>Nick Sracic</b> , Account Executive, (Plymouth Meeting, PA) <b>John Schmid</b> , Solutions Development Leader, (Edison, NJ) <b>Haiyan Zhao</b> , Energy Solutions Performance Engineer (Edison, NJ)	
9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.	All three apply to both phases: Resident Paid Utility Allowance, Frozen Rolling Base, and Add-On Subsidy. The Rate Reduction Incentive using Beyond Normal Business Practices was secured for Phase 2 so HACC could capture the RRI at 100%, which increased its financial benefits.
10. Type of verification methodology utilized: Describe the IPMVP methodology used along with a description of the yearly measurement and verification process for all stipulated (Option A) savings.	<b>IPMVP Option A</b> – Utilized only in Phase 1 only for the add-on incentive, which used a combination of performance and stipulated usage parameters to measure and verify savings. <b>IPMVP Option C</b> is being used for entire Phase 2 extension. Option C is the actual annual utility bill comparison to Frozen Baselines, less actual consumption, multiplied by the current average rate used for the Frozen Baseline Incentive.

**Level of projected annual energy cost savings and annual levels actually achieved.**

Phase 1	Projected Annual Savings	Savings Actually Achieved				
		Year 1	Year 2	Year 3	Year 4	Year 5
Electric (kWh)	392,949	1,233,149	1,092,960	1,380,341	1,373,441	1,416,675
Natural Gas (CCF)	89,629	113,782	117,282	143,151	138,891	115,130
Water (Gallons)	6,489,000	9,798,940	9,431,773	9,822,508	9,628,238	8,574,362
Dollars	\$ 235,546	\$ 479,590	\$ 459,988	\$ 568,153	\$ 475,097	\$ 438,907
Phases 1 & 2 Combined	Projected Annual Savings	Savings Actually Achieved				
		Year 1	Year 2	Year 3	Year 4	Year 5
Electric (kWh)	1,933,507	TBD	TBD	TBD	TBD	TBD
Natural Gas (CCF)	72,467	TBD	TBD	TBD	TBD	TBD
Water (Gallons)	3,864,481	TBD	TBD	TBD	TBD	TBD
Dollars	\$ 393,104	TBD	TBD	TBD	TBD	TBD



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## Missoula Housing Authority

**Project Highlights:** At Missoula Housing Authority, Energy Performance Contracting came to the rescue of the Vantage Villa senior/disabled apartment complex. When Vantage Villa suffered a damaging structural fire in 2013, funding from EPC incentives helped to rebuild it by providing the funds to replace nearly the entire mechanical, electrical and plumbing systems during reconstruction. In addition to Vantage Villa, Johnson Controls provided water conservations, lighting and heating upgrades across MHA's portfolio of Public Housing.



<b>1. Customer's name and address.</b>	Missoula Housing Authority 1235 34 <sup>th</sup> Street Missoula, MT 59801  154 Units
<b>2. Total contract cost.</b>	\$3,777,516
<b>3. Type of contract; guaranteed savings, no guarantee, etc.</b>	Energy Performance Contract with guaranteed savings.
<b>4. Name and telephone number of references for project.</b>	Ms. Lori Davidson, Executive Director Tel: (406) 549-4113, ext. 105 ldavidson@missoulahousing.org
<b>5. Brief description of project's scope of services and status.</b> Improvements included: <ul style="list-style-type: none"> <li>▪ High Efficiency Lighting</li> <li>▪ High Efficiency Heating Hot Water Systems</li> <li>▪ Temperature Controls</li> <li>▪ Water Conservation</li> <li>▪ Building Envelope Improvements</li> <li>▪ High Efficiency Appliances</li> <li>▪ Central Heating/Cooling</li> <li>▪ DDC Control Upgrades</li> <li>▪ DHW Upgrades</li> <li>▪ High Efficiency Chiller</li> <li>▪ Condensing Hot Water Boilers</li> </ul> <p>Johnson Controls is the prime contractor on this project responsible for the energy audit, construction management, installation of selected systems and ongoing measurement and verification of savings. This project was completed on schedule and is now in Year 4 of compliance</p>	
<b>6. Energy use and costs prior to project implementation.</b>	<ul style="list-style-type: none"> <li>▪ Gas = 1,031 deka Therms, \$12,158</li> <li>▪ Elect. = 484,972 kWh, \$50,669</li> <li>▪ Water/Sewer = 75,202 ccf, \$75,202</li> </ul>
<b>7. Level of projected annual energy cost savings and annual levels actually achieved. This section should document the projected versus the actual cash flows of the contracts including the cost benefit to the Authority as related to the different HUD incentives.</b>  <b>Projected Annual Savings:</b>	



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Frozen Baseline Incentive \$36,198 Resident Paid Utility Incentive \$59,218 Add-on Subsidy \$11,882  <b>Actual Annual Savings:</b> Frozen Baseline Incentive \$282,076 Resident Paid Utility Incentive \$67,877 <b>See table below.</b>	
<b>8. Identify members of the proposed project team involved with the sample projects and their current primary office location.</b>  <b>Jake Terzo</b> , Account Executive, Missoula MT (Served as Operations Manager on this project.) <b>Mary Fox</b> , Solutions Design and HUD Compliance Manager - Minneapolis, MN <b>Glen Heitkamp</b> , Manager, Modernization and Innovation, Public Housing Solutions - Cleveland, OH <b>Hal Geren</b> , Solutions Development Leader, Minneapolis, MN	
<b>9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.</b>	Frozen Rolling Base, and RPUI
<b>10. Type of verification methodology utilized: Describe the IPMVP methodology used along with a description of the yearly measurement and verification process for all stipulated (Option A) savings.</b>	<b>IPMVP Option C per HUD guidelines</b>  Option C is the actual annual utility bill comparison to Frozen Baselines, less actual consumption, multiplied by the current average rate.

	Projected Annual Savings	Achieved Energy Savings		
		Year 1	Year 2	Year 3
kWh	625,142	607,145	773,259	1,159,909
Therms	3,030	3,358	3,357	3,368
Gallons	21,956	20,426	22,663	27,005
Dollars	\$115,691	\$193,834	\$228,549	\$386,414



Johnson Controls Public Housing Projects					
#	Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded
<b>Projects in Repayment Phase</b>					
1	South St. Paul Housing and Redevelopment Authority – Ph.1, Ph. 2, grant	South St. Paul, MN	\$3,684,535	296	2002/2010
2	South St. Paul HRA Ph. 3	South St Paul, MN	\$714,000	296	2014
3	Lackawanna Municipal Housing Authority	Lackawanna, NY	\$5,761,537	491	2008
4	Housing Authority of the County of Chester	West Chester, PA	\$3,101,340	332	2008
5	Grand Junction Housing Authority	Grand Junction, CO	\$372,460	95	2008
6	Helena Housing Authority	Helena, MT	\$4,301,610	366	2008 / 2011
7	Toronto Housing Authority	Toronto, Ontario Canada	\$30,000,000	1,939	2009, various
8	Port Huron Housing Commission	Port Huron, MI	\$4,057,449	443	2009
9	Boulder Housing Partners	Boulder, CO	\$1,950,497	334	2010
10	Missoula Housing Authority	Missoula, MT	\$3,777,516	154	2014
11	Kansas City Kansas Housing Authority	Kansas City, KS	\$16,056,964	2,046	2010
12	Englewood Housing Authority	Englewood, CO	\$1,929,637	198	2010
13	Danville Housing Authority	Danville, IL	\$4,526,935	537	2010
14	Atlanta Housing Authority	Atlanta, GA	\$11,139,171	1953	2010
15	Christian Care Communities	Louisville, KY	\$2,584,129	484	2010
16	Marin Housing Authority	San Rafael, CA	\$2,126,775	449	2011
17	Pueblo Housing Authority	Pueblo, CO	\$4,131,566	1,200	2011
18	Bloomington Housing Authority	Bloomington, IL	\$4,189,561	640	2011
19	Darlington Housing Authority	Darlington, SC	\$1,058,399	168	2012
20	Kokomo Housing Authority	Kokomo, IN	\$3,370,392	551	2012



Johnson Controls Public Housing Projects					
	Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded
#	<b>Projects in Repayment Phase</b>				
21	Rockford Housing Authority	Rockford, IL	\$7,663,906	1,933	2013
22	Fort Wayne Housing Authority	Fort Wayne, IN	\$2,711,105	747	2013
23	Virginia Housing and Redevelopment Authority	Virginia, MN	\$1,762,622	250	2013
24	Housing Authority of the County of Chester, Phase II	West Chester, PA	\$2,839,471	332	2013
25	Cheyenne Housing Authority	Cheyenne, WY	\$2,217,243.00	341	2013
26	East Hartford Housing Authority	East Hartford, MA	\$2,508,988	490	2013
27	Tampa Housing Authority	Tampa, FL	\$2,087,524	2,865	2013
28	Housing and Redevelopment Authority of Ely MN	Ely, MN	\$961,980	120	2014
29	Housing Authority of McDonough County	McDonough County., IL	\$1,948,616	281	2013
30	Greater Metropolitan Housing Authority of Rock Island County	Silvis, IL	\$2,432,320	486	2014
31	Danbury Housing Authority	Danbury, CT	\$2,508,592	318	2014
32	Housing Authority of Billings	Billings, MT	\$1,770,552	274	2015
	<b>Subtotal</b>		<b>\$131,587,312</b>	<b>21409</b>	

Johnson Controls Public Housing Projects					
Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded	
<b>Projects in Construction Phase</b>					
33	Utica Housing Authority	Utica, NY	\$3,704,968	907	2013
34	Lucas Metropolitan Housing Authority	McDonough County., IL	\$1,948,616	281	2013
35	Tampa Housing Authority – Extension with Phase 2 Capital Improvements	Tampa, FL	\$10,677,000	2,865	2015
36	Alexandria Housing and Redevelopment Authority	Alexandria, MN	\$1,000,000	130	2015
37	Pike County	Barry, IL	\$1,930,000	228	2014
38	King County Housing Authority	Seattle, WA	\$21,584,978	2436	2016
39	Brazil Housing Authority	Brazil, IN	\$1,560,000	288	
	<b>Subtotal</b>		<b>\$42,405,562</b>	<b>7135</b>	
<b>Projects in Audit Phase</b>					
40	Philadelphia Housing Authority	Philadelphia, PA	\$98,000,000	14446	2016
41	Deleware Housing Authority	Woodlyn, PA	\$4,029,000	592	2016
42	Stark Metropolitan Housing Authority	Canton, Oh	\$15,450,000	2546	2016
43	Cleveland Housing Authority	Cleveland, TN	\$3,432,440	434	2016
44	Whiteside Housing Authority	Rock Falls, IL	\$1,500,000	265	2016
	<b>Subtotal</b>		<b>\$24,411,440</b>	<b>18283</b>	

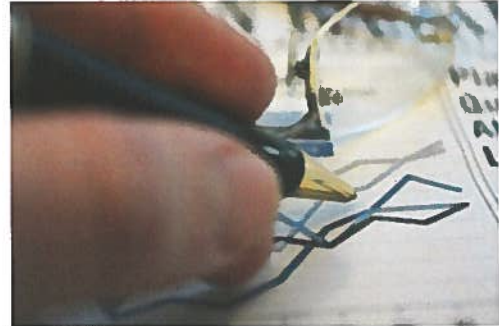
Johnson Controls Public Housing Projects					
Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded	
<b>Completed Non-EPC Energy Efficiency Projects</b>					
45	Tampa Housing Authority	Tampa, FL	\$2,650,000	450	2010
<b>Consulting Services Projects</b>					
46	Memphis Housing Authority	Memphis, TN	Grant Writing Services		
47	Housing Authority of the County of San Bernardino	San Bernardino, CA	Performance Contracting Consulting Services		
48	Fort Pierce Housing Authority	Fort Pierce, FL	Performance Contracting Consulting Services		
49	Dallas Housing Authority	Dallas, TX	Utility Allowance Preparation		
50	Housing Authority of the City of San Buenaventura	Ventura, CA	Rate Reduction Consulting Services		
51	Cincinnati Metro. Housing Authority	Cincinnati, OH	M & V Consulting Services		
52	Tampa Housing Authority	Tampa, FL	Utility Allowance Preparation		
53	Pocahontas Public Housing	Pocahontas, AR	Comprehensive Energy Audit		
54	Amsterdam Public Housing	Amsterdam, NY	Utility Allowance Preparation		
55	Tampa Housing Authority	Tampa, FL	EA for Green Physical Needs Assessment		
56	Kansas City Missouri Housing Authority	Kansas City, MO	Comprehensive Energy Audit		
57	Housing Authority of the City of San Buenaventura	Ventura, CA	Comprehensive Energy Audit		
58	Secaucus Housing Authority	Secaucus, NJ	Comprehensive Energy Audit		
59	Lake County Housing Authority	Lake County, IL	Comprehensive Energy Audit		
60	Villa Mercedes	Cleveland, OH	Comprehensive Energy Audit		

## Section 4 – Business Partnership Plan

This proposed Partnership, that includes fee sharing, can be seen as an opportunity to eliminate the high cost of doing business, shorten procurement time, and focus on providing services to other public entities in an expedient manner.

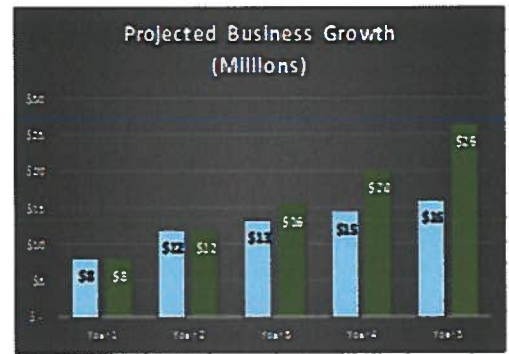
### OVERVIEW

We'll need to jointly create a business plan to help us manage our goals and objectives moving forward. The most reliable plans cover up to a five-year period. Working together, creating strategic branding with a robust product offering, and writing an effective five year business plan will help us manage the partnership and improve our chances of long-term success and business growth with a winning blueprint.



### GOALS & OBJECTIVES

Our **goal** is to secure \$8 million in business within 12 months, increasing our volume of business by 50% year two, and steady growth of 10% year-after-year (**Blue Bar** on chart). The business growth is based on our core business and does not include the introduction of additional offerings over the next five years. With a dedicated team assigned to this offering in year two, after proven results, we could see an annual growth of 30% year after year. (**Green Bar** on chart)



Our **Objective** is that our services are aligned with public housing needs and creates a positive and lasting impression of our business in the minds of customers.

### MAINTAINING BUSINESS STRUCTURE

This business structure is a unique partnership between THA and Johnson Controls and provides an integration procurement solution for the Public Housing industry where we have established roles and responsibilities with fee sharing. The roles and responsibilities with fee sharing should be reviewed periodically and adjustments made as required.



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**SELLING THE PARTNERSHIP**

The marketing approach is going to identify our services that are uniquely distinct from our competitors. Johnson Controls brings a distinguished lineup up of team members with very successful track records of bringing not only additional EPC opportunities to fruition, but have the insight and creativity to work outside the box and bring new opportunities to market.



**“Welcome to the Team!”** Mary P Fox, National VM Director, Public Housing.  
 You'll find that our diverse team has the resources and experience to find and communicate the offerings with our future multifamily and public housing customers.  
 Armed with a thorough understanding of the public housing aspirations, the customer’s needs and the changing landscape, we'll focus our joint efforts to sell our unique offerings.



Jake Terzo  
West



Joe Pash  
North



Nick Strack  
East



Lisa Menzies  
National



Colin Spady  
South



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**Affordable Housing Industry Affiliates**

Johnson Controls is actively engaged with key national and local affordable housing and community development organizations. We are proud to be affiliated with the following organizations as members, sponsors, exhibitors, event speakers, or board members:

- National Association of Housing and Redevelopment Officials (NAHRO)**  
[www.nahro.org](http://www.nahro.org)
- Public Housing Authorities Directors Association (PHADA)**  
[www.phada.org](http://www.phada.org)
- Council of Large Public Housing Authorities (CLPHA)**  
[www.clpha.org](http://www.clpha.org)
- North Central Regional Council of NAHRO (NCRC)**  
<https://www.housingcenter.com/ncrc-nahro>

**CURRENT PROPOSED PRODUCT OFFERINGS**

We need to stay focused with limiting our product offering in the first two years in order to be successful. We'll jointly agree on the current offerings to be marketed after selection of your partner.

<b>Johnson Controls</b>	<b>Tampa Housing</b>
Energy Services	Consultative Services (RAD, LIHTC, Mixed Financing)
Prime Retrofit & Service	Section 3, Resident Education & Grants

In our five-year business plan we'll outline current products/services that are marketable now with a plan to increase our offerings in coming years to address future challenges in the market.

**MARKET SHARE**

Within three years, we will need to have 50% of the market share of Energy Services interagency agreements with ongoing services providing our partnership with a continuous source of revenue. Each year, we'll need to review changes in market share, leadership, players, market shifts, costs, pricing, and most important, who our competitors are.

- Introduction of offering to twenty-one PHAs in South Region.
- Qualify ten potential clients for Preliminary Assessment.
- Bring two PHAs to contract in year one.
- Desired growth rate of 50% year one, 10% year over year
- Within five years, 30% of the market share relevant to consultant self-directed programs

**SWOT**

It is very common in our business to do a SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis to target the right market with the right product in order to secure wins.



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This is a tool that we'll use when the partnership contract has been ratified and we are preparing our market plan. If you have not previously used the SWOT analysis, it is a simple but useful framework for analyzing the partnership organization's strengths and weaknesses, and the opportunities and threats that we could face. It helps us focus on our strengths, minimize threats, and take the greatest possible advantage of opportunities available to the partnership. In short, it helps to increase our win ratio while developing healthy growth of the business.



**FEE SHARING**

**General Conditions, Fees, and Overhead.** The project shall pay overhead and fees as determined by the Entity for all associated services rendered. Such fees shall be within client's funding sources and shall be agreed to by the parties as part of the project budget prior to entering into an interagency agreement with clients. Overhead, general conditions, and fees shall be aligned with responsibilities and costs to complete such tasks and shall be paid, depending upon roles and responsibility of THA, Johnson Controls, or split between the parties in a manner to be determined by the members of the respective Entity.

Description	Fee
Energy Audit	Based on Cost per Unit
THA Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.
JCI Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.
JCI Materials & Vendor - Plus 25%	2%
JCI Installation Cost Plus 5%	2%
External Installation Cost Plus 8%	2%
Project Management	10%
General Conditions	8%
General Overhead	16%
Program Overhead (Section 3 Compliance, Marketing, Public Relations, Travel)	5%
Warranty/Risk	2%
Other Cost – Estimated (see attached example)	TBD

**SUBJECT TO CHANGE BASED ON SERVICES:** The fees are contingent on which the services rendered.

**Sample Fee Table for Energy Services**

This table would be built for each type of service being offered under the interagency agreements to other public entities based on roles and responsibilities.



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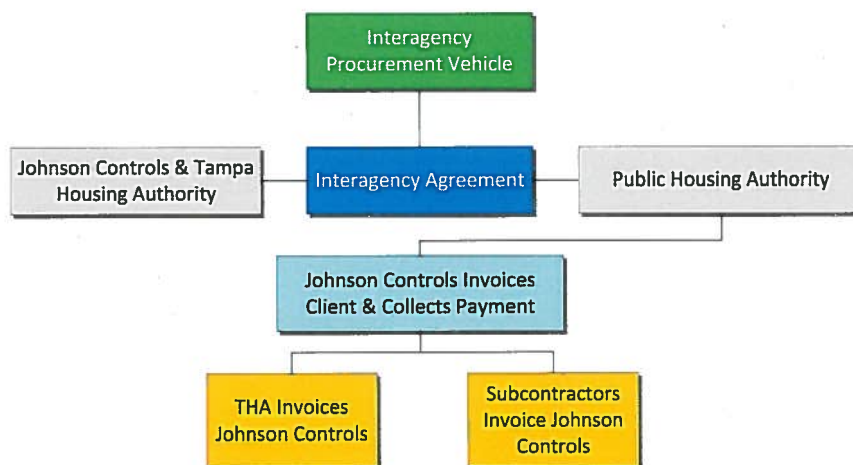
Description	Fee	THA	JCI
Energy Audit	Based on Cost per Unit		X
THA Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.	X	
JCI Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.		X
JCI Materials & Vendor - Plus 25%	2%	1%	1%
JCI Installation Cost Plus 5%	2%	1%	1%
External Installation Cost Plus 8%	2%	1%	1%
Project Management	10%	2%	8%
General Conditions	8%	2%	6%
General Overhead	16%	4%	12%
Program Overhead (Section 3 Compliance, Marketing, Public Relations, Travel)	5%	3%	3%
Warranty/Risk	2%	X	2%
Other Cost – Estimated (see attached example)	TBD	X	X

**COSTING**

After the project requirements have been sufficiently determined as part of the Initial Design Documents, the Entities shall prepare a preliminary opinion of the cost of the project. This opinion shall be made on the basis of assigned roles and responsibilities and used to fill in the fee schedule template. The cost of the project shall include, but is not limited to: the cost at current market rates of all labor, risk, services, materials, equipment, effort management, supervision, overhead, and general conditions. The cost of the project shall also include a reasonable allowance for market conditions at the time of preparing estimate and for any required changes in the services. The cost of the project shall also take into consideration the volume, area, character, and nature of the Project.

**PROJECT INVOICE & PAYMENT STRUCTURE**

The chart on the following page illustrates Johnson Controls anticipated invoice and payment distribution flow for all projects undertaken by this partnership agreement.



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**PROJECT SAMPLE TASK ORDER & RATES**

Johnson Controls and Tampa Housing Authority to develop costing sheet similar to Collier County Contract #10-5373 Energy Management Services Task Order pricing format with the Fee Share agreed upon for each service to be provided.



**Partnership Task Order Example**

(Rates based on Collier County Contract #10-5373 Energy Management Services - Subject to Market Conditions)

<b>Task Order Date:</b>		<b>Task Order Name:</b>	
<b>Task Order #:</b>		<b>PO#:</b>	
<b>Work Site:</b>			

Description of Scope of Work:				
Section 1		Units	Cost/Unit	Subtotal
Energy Audit Cost ASHREA Level 1	=>500 Units	500	\$75.00	\$37,500.00
Energy Audit Cost ASHREA Level 2	=>500 Units	500	\$225.00	\$112,500.00
				<b>\$150,000.00</b>

Section 2 A (same table used for THA Labor)					
Construction Personnel	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Lead System Specialist			\$102.00	\$153.00	\$-
Project Manager	0		\$129.00	\$193.50	\$-
Site Supervisor	0		\$90.00	\$135.00	\$-
System Design			\$90.00	\$135.00	\$-
System Engineer			\$102.00	\$153.00	\$-
System Technician			\$65.00	\$97.50	\$-
HVAC Service Personnel	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Lead Systems Support			\$102.00	\$149.50	\$-
Chiller Mechanic			\$100.00	\$150.00	\$-
Project Manager			\$129.00	\$193.50	\$-
Service/HVAC Technician			\$86.00	\$129.00	\$-
Service/Controls Technician			\$115.00	\$172.50	\$-
Professional Services	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Project Development			\$210.00	\$315.00	\$-
JCI Engineering			\$175.00	\$262.50	\$-
Commissioning			\$130.00	\$195.00	\$-
Training			\$150.00	\$225.00	\$-
TBD			\$-	\$-	\$-
					<b>Sub-Total \$-</b>

Section 2 B - Materials						
Part #/Description	Qty	Unit Cost	Multiplier	Unit Price	Ext Price	
			1.25	\$-	\$-	
			1.25	\$-	\$-	
					<b>Freight/Shipping</b>	0%
					\$-	
					<b>Sub-Total</b>	\$-

Section 2 B - Installation						
Part #/Description	Qty	Unit Cost	Multiplier	Discipline	Ext Price	
			1.05	\$-	\$-	
			1.05	\$-	\$-	
					<b>Freight/Shipping</b>	0%
					\$-	
					<b>Sub-Total</b>	\$-



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**FEE SHARE SUMMARY – SAMPLE PROJECT**

Section 1		Units	Cost/Unit	Subtotal
Energy Audit Cost ASHREA Level 1	=>500 Units	500	\$75.00	\$37,500
Energy Audit Cost ASHREA Level 2	=>500 Units	500	\$225.00	\$112,500
				<b>\$150,000</b>

Section 2 (estimated)		Multi	Subtotal	Fee	JCI	THA	Total
<b>Description</b>	<b>Cost</b>						
THA Technical/Professional Labor Services	\$25,000.00	1.00	\$25,000	0			\$25,000
JCI Technical/Professional Labor Services	\$100,000.00	1.00	\$100,000	0			\$100,000
Internal Price - Material Plus 25%	\$300,000.00	1.25	\$375,000	2%	\$3,750	\$3,750	\$382,500
Internal Pricing - Installation Labor Plus 5%	\$150,000.00	1.05	\$157,500	2%	\$1,575	\$1,575	\$160,650
			\$632,500		\$5,325	\$5,325	\$643,150

Section 3 (Based on Rates & Percentages)		Multi	Subtotal	Fee	JCI	THA	Total
<b>Description</b>	<b>Total PS/Material /Labor</b>						
Project Management	\$643,150.00	0.10	\$64,315	8/2	\$51,452	\$12,863	\$64,315
General Conditions	\$643,150.00	0.08	\$51,452	6/2	\$38,589	\$12,863	\$51,452
Program Overhead	\$643,150.00	0.05	\$32,158	3/2	\$19,295	\$12,863	\$32,158
			\$147,925		\$109,336	\$38,589	\$147,925

Section 4		Rate	Ext Price
<b>Other Cost</b>	<b>Qty</b>		
Clerical	34	\$55	\$1,870
Benchmarking	100	\$78	\$7,800
Material Handling	12	\$55	\$660
Travel	4	\$1,500	\$6,000
Bond / Insurance	Subtotal (Section 1 + Section 2)	\$0	\$23,732
Taxes	Subtotal (Section 1 + Section 2)	\$0	\$63,286
Permits		\$30	\$23,732
Demo / Disposal		\$0	\$18,000
Field Office (Months)	3	\$1,400	\$4,200
Legal		\$250	
THA Costs			\$14,000
Mileage	4500	\$1	\$4,500
		<b>Sub-Total</b>	<b>\$167,780</b>

(c)

Description	Mark-up	Totals
Section 1 - Audit		\$150,000
Section 2 - L&M		\$643,150
Section 3 - Markup		\$147,925
Section 4 - Other Cost		\$167,780
Subtotal		\$1,108,855
Risk/Warranty	2%	\$22,177
Subtotal		\$1,131,032
General Conditions	16%	\$180,965
Sell Price		\$1,311,997

	JCI	THA
	\$150,000	\$0
	\$612,825	\$30,325
	\$109,336	\$38,589
	\$153,780	\$14,000
	\$1,025,941	\$82,914
	\$22,177	\$0
	\$1,048,118	\$82,914
	\$135,724	\$45,241
	\$1,183,842	\$128,155



**WHAT DRIVES OPPORTUNITIES:**

Starting a partnership like this could be risky, if we did not understand what is driving this opportunity within the public housing vertical market. That's why we'll take an entrepreneur like vision looking at the needs and solutions for our potential client base. Add this up and you've got some pretty favorable business conditions for success.



**Reduction in HUD Subsidies**  
• Interagency agreements provide regulatory relief and self-funding energy efficiency programs.



**Risk of Long Term Sustainability**  
• Industry partners they trust with similar needs.



**Lack of internal staff expertise and resources to implement and maintain programs**  
• Joint Venture is fully-staffed as a single source provider.



**Cost to Procure and Long Time Duration**  
• Procurement relief with interagency agreements

**ADVANTAGE OF PARTNERING WITH JOHNSON CONTROLS:**

- Improved solution delivery by better positioning where Johnson Controls takes responsibility for program requirements.
- Improving cost-effectiveness by taking advantage of Johnson Controls innovation, experience, and flexibility, by delivering services more cost-effectively than traditional approaches with interagency agreements. The resulting savings can then be used to fund other needed services.
- Experience in using alternative financing and funding sources to increase capital needs and infrastructure investment and reducing the need capital funds.
- Reducing public sector performance risk by transferring those risks to a private partner that has a track record of managing said risk.
- Johnson Controls can deliver capital projects faster, making use of the private partner's increased flexibility and access to resources.
- Improve budget certainty. Transferring risk to the Johnson Controls reduces the potential for cost overruns from unforeseen circumstances during project development or service delivery. Roles and responsibility to determine amount of risk transferred to Johnson Controls.
- Services are provided at a predictable cost as determined in each interagency agreement.
- Johnson Controls shall either furnish the services or work with their extensive partners with an array of disciplines to ensure product quality.



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## MARKET SUMMARY

According to the Department of Housing and Urban Development (HUD), the average utility expenditures for today's public housing units can account for 30 percent of an authority's total budget. New energy and water efficient equipment could save thousands of capital dollars through reduced long-term energy and water bills.

The improvement of public housing energy use has become a top priority of HUD, with the U.S. Energy Policy Act of 2005 offering new opportunities for public housing agencies (PHAs) and multi-family housing facilities to implement, finance and track energy efficiency improvements. With rising utility costs, approximately 65% of U.S. public housing units built before 1970, and almost half of U.S. public housing in the second-coldest climate zone in the country, improving public housing energy efficiency presents significant challenges.

With over \$26 billion in deferred maintenance and energy costs being a top priority for HUD, Johnson Controls understands that the Capital Fund cannot sustain the management activities, including development, financing, and modernization of public housing projects. The partnership can work towards preserving public and low income housing by injecting private capital using various HUD programs for repayment of debt. The idea is to work with Johnson Controls, your trusted sustainability partner, to create valued, single-sourced, energy efficient solutions that will be delivered with passion, expertise, teamwork, and a relentless focus on customer satisfaction.

*A successful market strategy starts with good data. Johnson Controls Market Planning Process and Market Opportunity Tool helps us make solid, data-driven business decisions. We continuously conduct and evaluate our market research across the country and work with our regional teams to leverage market and competitive intelligence to best determine opportunities for energy savings projects, prime retrofits, consultative services, utility procurement, and private public partnerships.*

Through our current relationship at Memphis Housing Authority and Milwaukee Housing Authority we believe this partnership can be put to work immediately to provide valuable energy services to these authorities.

Map 1: Market Opportunities for PHAs Prequalified as Potential Energy Services Clients.

- 280 Accounts
- \$56,000,000 Market Opportunity

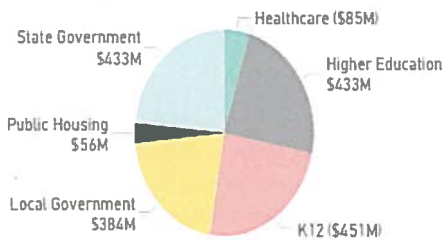


Market Opportunity

Market Team: AL/GA Market Team, DCVA Market Team  
Vertical Market: Public Housing  
Space: Blue  
JCI Priority: Maintained Acc...  
Last Refreshed: 11/2/2016 12:06:03 AM

Number of Accounts: 280  
Market Opportunity: \$56,000,000

Opportunity by Vertical Market



Map 2: Market Opportunities for PHAs within the South Region greater than 100 Units.

- 1,155 Number of Accounts
- \$311,000,000 Opportunity

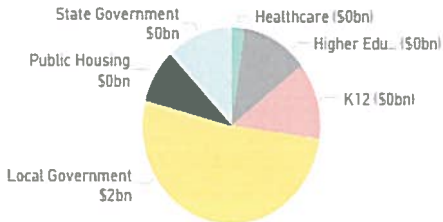


Market Opportunity

Market Team: AL/GA Market Team, DCVA Market Team  
Vertical Market: Public Housing  
Space: Blue  
JCI Priority: Maintained Acc...  
Last Refreshed: 11/2/2016 12:06:03 AM

Number of Accounts: 1555  
Market Opportunity: \$311,000,000

Opportunity by Vertical Market



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Additional opportunities that could be included in future market research:

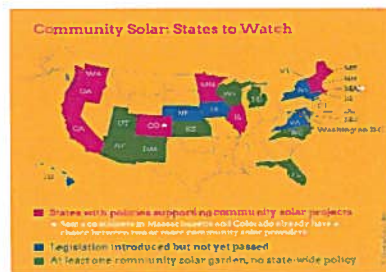
Utility Procurement

- Our procurement objective is the same as that of our public housing clients: to obtain the most economical supply arrangement available and to further reduce costs as we proactively identify new utility opportunities. This procurement method goes above and beyond the requirements of traditional procurements to qualify for Rate Reduction Incentives bringing new source of funds to agencies.

Developer for RAD, LIHTC and Mixed Income Services  
Support Developers with full MEP Services.

Solar Gardens

- A community supported solar array might be hosted by a public housing or third-party. Investors build the solar array and sell power at a discount to the host. Qualifies for RRI.



Power Purchase Agreements

A solar Power Purchase Agreement (PPA) is a financial agreement where a developer arranges for the design, permitting, financing, and installation of a solar energy system on a customer's property at little to no cost.

- Renewable Opportunities based on State Incentives
- <http://www.dsireusa.org/>.
- Database of State Incentive for Renewable & Efficiency.
- Policy and Incentives by State.

Sample Report for <http://www.dsireusa.org/>

Name	State/Territory	Category	Policy/Incentive Type	Created	Last Updated
JEA - Solar Incentive Program	FL	Financial Incentive	Rebate Program	5/1/2002	11/9/2016
JEA - Commercial Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	8/18/2009	11/9/2016
Miami-Dade County - Green Power Policy	FL	Regulatory Policy	Green Power Purchasing	10/25/2016	10/25/2016
Miami-Dade County - Solar System Permitting	FL	Regulatory Policy	Solar/Wind Permitting Standards	10/20/2016	10/20/2016
Hillsborough County - Solar and Wind Standards	FL	Regulatory Policy	Solar/Wind Permitting Standards	10/18/2016	10/18/2016
Broward County - Green Power Purchasing Policy	FL	Regulatory Policy	Green Power Purchasing	10/18/2016	10/18/2016



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Broward County - Rooftop Solar System Permit Standard	FL	Regulatory Policy	Solar/Wind Permitting Standards	10/13/2016	10/13/2016
City of Miami - Green Building Density Bonus	FL	Financial Incentive	Green Building Incentive	9/6/2016	9/6/2016
City of Jacksonville - Downtown Rooftop Regulations	FL	Regulatory Policy	Solar/Wind Access Policy	9/6/2016	9/6/2016
Miami-Dade County - Sustainable Buildings Program	FL	Regulatory Policy	Energy Standards for Public Buildings	7/22/2011	9/1/2016
City of Jacksonville - Sustainable Building Program Ordinance	FL	Regulatory Policy	Energy Standards for Public Buildings	8/30/2016	9/1/2016
U.S. Department of Energy - Loan Guarantee Program	US	Financial Incentive	Loan Program	9/12/2008	8/18/2016
Gainesville Regional Utilities - Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	5/2/2006	8/17/2016
Interconnection Standards for Small Generators	US	Regulatory Policy	Interconnection	10/30/2007	7/27/2016
Miami-Dade County - Green Corridor Property Assessed Clean Energy District	FL	Financial Incentive	PACE Financing	7/26/2011	7/21/2016
Lakeland Electric - Solar Water Heating Program	FL	Financial Incentive	Other Incentive	6/5/2005	7/7/2016
City of Tallahassee Utilities - Solar Loans	FL	Financial Incentive	Loan Program	7/13/2006	7/7/2016
Ocala Utility Services - Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	6/30/2010	6/22/2016
Fort Pierce Utilities Authority - Residential Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	8/18/2009	6/22/2016
Duke Energy Florida - Commercial Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	4/25/2006	6/17/2016
Duke Energy Florida - Home Energy Check Audit and Rebate Program	FL	Financial Incentive	Rebate Program	4/26/2006	6/17/2016
Qualified Energy Conservation Bonds (QECBs)	US	Financial Incentive	Loan Program	10/23/2008	6/16/2016
Low Income Home Energy Assistance Program (LIHEAP)	US	Financial Incentive	Grant Program	3/16/2015	6/16/2016
USDA - High Energy Cost Grant Program	US	Financial Incentive	Grant Program	9/27/2010	6/9/2016
Residential Energy Conservation Subsidy Exclusion (Corporate)	US	Financial Incentive	Corporate Tax Exemption	3/5/2002	5/26/2016
Residential Energy Conservation Subsidy Exclusion (Personal)	US	Financial Incentive	Personal Tax Exemption	3/5/2002	5/26/2016
Renewable Electricity Production Tax Credit (PTC)	US	Financial Incentive	Corporate Tax Credit	3/11/2002	5/24/2016
City of Tallahassee Utilities - Efficiency Loans	FL	Financial Incentive	Loan Program	6/25/2010	5/19/2016
Orlando Utilities Commission - Commercial Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	5/13/2013	5/19/2016
Orlando Utilities Commission - Residential Energy Efficiency Rebate Program	FL	Financial Incentive	Rebate Program	7/13/2006	5/19/2016
Residential Energy Efficiency Tax Credit	US	Financial Incentive	Personal Tax Credit	1/10/2006	3/22/2016
USDA - Repowering Assistance Biorefinery Program	US	Financial Incentive	Grant Program	10/8/2012	3/18/2016
FHA PowerSaver Loan Program	US	Financial Incentive	Loan Program	12/4/2014	3/7/2016
USDA - Rural Energy for America Program (REAP) Loan Guarantees	US	Financial Incentive	Loan Program	4/9/2003	2/11/2016



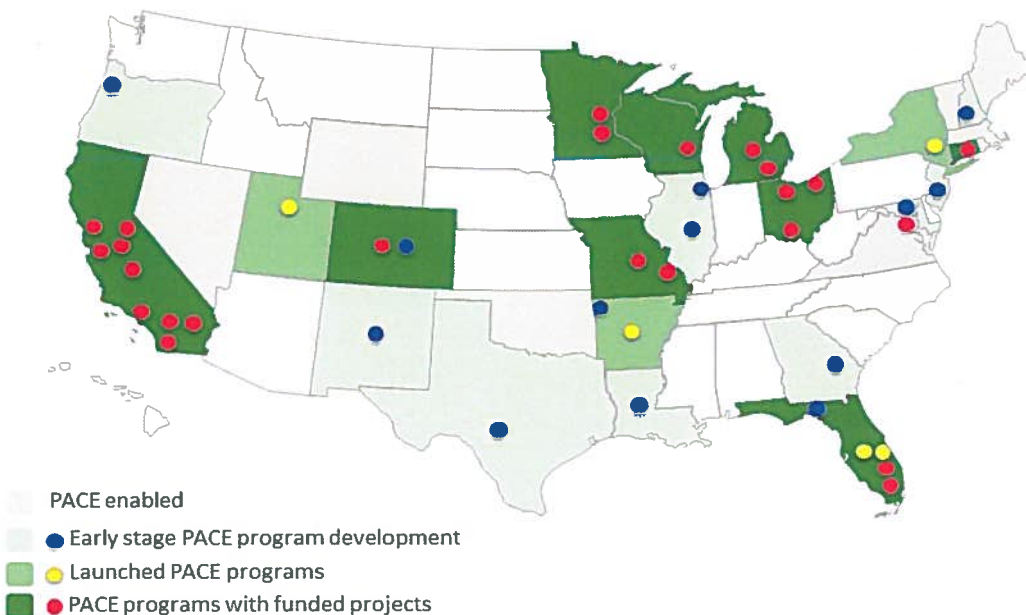
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USDA - Rural Energy for America Program (REAP) Energy Audit and Renewable Energy Development Assistance (EA/REDA) Program	US	Financial Incentive	Grant Program	2/18/2015	2/11/2016
USDA - Rural Energy for America Program (REAP) Grants	US	Financial Incentive	Grant Program	4/9/2003	2/11/2016

**PROPERTY ASSESSED CLEAN ENERGY (PACE)**

- The PACE model is an innovative mechanism for financing energy efficiency and renewable energy improvements.
- HUD Policy has been recently working to approve public housing properties to use PACE through the PILOT line item on the 52723. In 2016, DC Housing was approved to use PACE but with the low interest rates they found an alternative lender.
- In the State of Florida, the Public Housing the Public Housing Authorities have access to PACE program funding with enabled legislation.





# Certifications and Representations of Offerors Non-Construction Contract

Public reporting burden for this collection of information is estimated to average 5 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

This form includes clauses required by OMB's common rule on bidding/offering procedures, implemented by HUD in 24 CFR 85.36, and those requirements set forth in Executive Order 11625 for small, minority, women-owned businesses, and certifications for independent price determination, and conflict of interest. The form is required for nonconstruction contracts awarded by Housing Agencies (HAs). The form is used by bidders/offerors to certify to the HA's Contracting Officer for contract compliance. If the form were not used, HAs would be unable to enforce their contracts. Responses to the collection of information are required to obtain a benefit or to retain a benefit. The information requested does not lend itself to confidentiality.

## 1. Contingent Fee Representation and Agreement

(a) The bidder/offeror represents and certifies as part of its bid/offer that, except for full-time bona fide employees working solely for the bidder/offeror, the bidder/offeror:

- (1)  has,  has not employed or retained any person or company to solicit or obtain this contract; and
- (2)  has,  has not paid or agreed to pay to any person or company employed or retained to solicit or obtain this contract any commission, percentage, brokerage, or other fee contingent upon or resulting from the award of this contract.

(b) If the answer to either (a)(1) or (a) (2) above is affirmative, the bidder/offeror shall make an immediate and full written disclosure to the PHA Contracting Officer.

(c) Any misrepresentation by the bidder/offeror shall give the PHA the right to (1) terminate the resultant contract; (2) at its discretion, to deduct from contract payments the amount of any commission, percentage, brokerage, or other contingent fee; or (3) take other remedy pursuant to the contract.

## 2. Small, Minority, Women-Owned Business Concern Representation

The bidder/offeror represents and certifies as part of its bid/offer that it:

- (a)  is,  is not a small business concern. "Small business concern," as used in this provision, means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding, and qualified as a small business under the criteria and size standards in 13 CFR 121.
- (b)  is,  is not a women-owned small business concern. "Women-owned," as used in this provision, means a small business that is at least 51 percent owned by a woman or women who are U.S. citizens and who also control and operate the business.
- (c)  is,  is not a minority enterprise which, pursuant to Executive Order 11625, is defined as a business which is at least 51 percent owned by one or more minority group members or, in the case of a publicly owned business, at least 51 percent of its voting stock is owned by one or more minority group members, and whose management and daily operations are controlled by one or more such individuals.

For the purpose of this definition, minority group members are:

(Check the block applicable to you)

- |   |   |
|---|---|
| <input type="checkbox"/> Black Americans    | <input type="checkbox"/> Asian Pacific Americans  |
| <input type="checkbox"/> Hispanic Americans | <input type="checkbox"/> Asian Indian Americans   |
| <input type="checkbox"/> Native Americans   | <input type="checkbox"/> Hasidic Jewish Americans |

## 3. Certificate of Independent Price Determination

(a) The bidder/offeror certifies that—

- (1) The prices in this bid/offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other bidder/offeror or competitor relating to (i) those prices, (ii) the intention to submit a bid/offer, or (iii) the methods or factors used to calculate the prices offered;
- (2) The prices in this bid/offer have not been and will not be knowingly disclosed by the bidder/offeror, directly or indirectly, to any other bidder/offeror or competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in the case of a negotiated solicitation) unless otherwise required by law; and
- (3) No attempt has been made or will be made by the bidder/offeror to induce any other concern to submit or not to submit a bid/offer for the purpose of restricting competition.

(b) Each signature on the bid/offer is considered to be a certification by the signatory that the signatory:

- (1) Is the person in the bidder/offeror's organization responsible for determining the prices being offered in this bid or proposal, and that the signatory has not participated and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; or
- (2) (i) Has been authorized, in writing, to act as agent for the following principals in certifying that those principals have not participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above (insert full name of person(s) in the bidder/offeror's organization responsible for determining the prices offered in this bid or proposal, and the title of his or her position in the bidder/offeror's organization);  
(ii) As an authorized agent, does certify that the principals named in subdivision (b)(2)(i) above have not participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above; and

(iii) As an agent, has not personally participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above.

(c) If the bidder/offeror deletes or modifies subparagraph (a)2 above, the bidder/offeror must furnish with its bid/offer a signed statement setting forth in detail the circumstances of the disclosure.

#### 4. Organizational Conflicts of Interest Certification

(a) The Contractor warrants that to the best of its knowledge and belief and except as otherwise disclosed, it does not have any organizational conflict of interest which is defined as a situation in which the nature of work under a proposed contract and a prospective contractor's organizational, financial, contractual or other interest are such that:

(i) Award of the contract may result in an unfair competitive advantage;

(ii) The Contractor's objectivity in performing the contract work may be impaired; or

(iii) That the Contractor has disclosed all relevant information and requested the HA to make a determination with respect to this Contract.

(b) The Contractor agrees that if after award he or she discovers an organizational conflict of interest with respect to this contract, he or she shall make an immediate and full disclosure in writing to the HA which shall include a description of the action which the Contractor has taken or intends to eliminate or neutralize the conflict. The HA may, however, terminate the Contract for the convenience of HA if it would be in the best interest of HA.

(c) In the event the Contractor was aware of an organizational conflict of interest before the award of this Contract and intentionally did not disclose the conflict to the HA, the HA may terminate the Contract for default.

(d) The Contractor shall require a disclosure or representation from subcontractors and consultants who may be in a position to influence the advice or assistance rendered to the HA and shall include any necessary provisions to eliminate or neutralize conflicts of interest in consultant agreements or subcontracts involving performance or work under this Contract.

#### 5. Authorized Negotiators (RFPs only)

The offeror represents that the following persons are authorized to negotiate on its behalf with the PHA in connection with this request for proposals: (list names, titles, and telephone numbers of the authorized negotiators):

Maureen Blase  
Regional General Manager, Energy Solutions  
(972) 868-3601

#### 6. Conflict of Interest

In the absence of any actual or apparent conflict, the offeror, by submission of a proposal, hereby warrants that to the best of its knowledge and belief, no actual or apparent conflict of interest exists with regard to my possible performance of this procurement, as described in the clause in this solicitation titled "Organizational Conflict of Interest."

#### 7. Offeror's Signature

The offeror hereby certifies that the information contained in these certifications and representations is accurate, complete, and current.

 11.18.14  
Signature & Date:

Maureen Blase

Typed or Printed Name:

Regional General Manager, Energy Solutions

Title:

NON-COLLUSIVE AFFIDAVIT

State of Wisconsin

County of Milwaukee

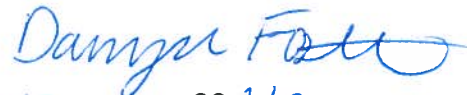
Being first duly sworn, deposes and says that he/she is

Maureen Blase, Regional General Manager, Energy Solutions the party making the foreseeing proposal or bid, that such proposal or bid is genuine and not collusive or sham; that said bidder had not colluded, conspired, connived or agreed, directly and indirectly, with any bidder or person to put in a sham bid or to refrain from bidding, and had not in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference, with any person, to fix the bid price or any other bidder, or to fix an overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against the Housing Authority of the City of Tampa or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

SIGNATURE 

TITLE Regional General Manager, Energy Solutions

COMPANY NAME Johnson Controls, Inc.  
Bidder, if the Bidder is an individual  
Partner, if the Bidder is a Partnership  
Officer, if the Bidder is a Corporation

Subscribed and sworn to before me 

This 22<sup>nd</sup> day of November, 2016.

My Commission expires May 30, 2016.

**DELEGATION OF AUTHORITY**

The undersigned, President of **Johnson Controls, Inc.**, a Wisconsin corporation (the "Company"), pursuant to the authority vested in him by a certain resolution adopted by the Board of Directors of the Company on January 23, 1980 hereby authorizes

**Maureen G. Blase**  
**Region General Manager**

(hereinafter, the "Delegate") to perform, on behalf of the Company, the acts described below:

To execute and deliver any and all contracts for the performance of work, sale of goods, and furnishing of services, and any other instruments in connection therewith and in the ordinary course of business.

This authority does not extend to:


- a. the execution of surety, performance or bid bonds;
- b. the collection, receipt and recovery of monies due or to become due to the Company and the issuance of receipts and releases for the payment thereof;
- c. the signing of any notes, contracts, or any other agreement to borrow money in the name of the Company, or any form of guaranty for the payment or performance of obligations of any subsidiary, affiliate, or joint venture of the Company; or
- d. the signing, on behalf of the Company, of any deeds, abstracts, offers to purchase or any other instruments pertaining to the purchase or sale of real property.

Any actions taken by such Delegate within the scope of acts authorized herein taken between the date of expiration of any prior delegation of authority and the date hereof are hereby ratified, confirmed and approved as the acts and deeds of this Company.

**This authority shall remain in full force and effect through September 19, 2017.**

Signed at Milwaukee, Wisconsin, this 20<sup>th</sup> day of September, 2016.

ATTEST:

  
\_\_\_\_\_  
Brian J. Cadwallader, *Secretary*



  
\_\_\_\_\_  
Alex A. Molinaroli, *President*



### Contractor Certification of Efforts to Fully Comply with Contracting, Employment and Training Provisions of Section 3

The bidder represents and certifies that as part of its bid/offer it:

Is a Section 3 Business concern.

A Section 3 Business concern means a business concern:

1. That is 51% or more owned by Section 3 Resident(s); or
2. Whose permanent, full-time employees include person at least 30% of whom are current Section 3 residents, or within the last three years of the date of first employment with the business concern were Section 3 residents; or
3. That provides evidence of a commitment to subcontract in excess of 25% of the dollar value of all subcontracts to be awarded to business concerns that meet the qualifications set forth in paragraph 1 or 2 herein.

Is Not a Section 3 Business concern but who has and/or will continue to seek compliance with Section 3 by certifying to the following efforts as being undertaken.

#### EFFORTS TO AWARD SUBCONTRACTS TO SECTION 3 BUSINESS CONCERNS: (Check all that apply)

- By contacting business assistance agencies, minority contractors associations and community organizations to inform them of the contracting opportunities and requesting their assistance in identifying Section 3 businesses which may solicit bids for a portion of the work.
- By advertising contracting opportunities by posting notices, which provide general information about the work to be contracted and where to obtain additional information, the common areas of the applicable development(s) owned and managed by the Housing Authority.
- By providing written notice to all known Section 3 business concerns of contracting opportunities. This notice should be in sufficient time to allow the Section 3 business concerns to respond to bid invitations.

By following up with Section 3 business concerns that have expressed interest in the contracting opportunities.

By coordinating meetings at which Section 3 business concerns could be informed of specific elements of the work for which subcontract bids are being sought.

By conducting workshops on contracting procedures and specific contracting opportunities in a timely manner so that Section 3 business concerns can take advantage of contracting opportunities.

By advising Section 3 business concerns as to where they may seek assistance to overcome barriers such as inability to obtain bonding, lines of credit, financing, or insurance, and aiding Section 3 businesses in qualifying for such bonding, financing, insurance, etc.

Where appropriate, by breaking out contract work into economically feasible units to facilitate participation by Section 3 business concerns.

By developing and utilizing a list of eligible Section 3 business concerns.

By actively supporting and undertaking joint ventures with Section 3 businesses

#### EFFORTS TO PROVIDE TRAINING AND EMPLOYMENT TO SECTION 3 RESIDENTS (Check all that apply)

By entering into a "first source" hiring agreements with organizations representing Section 3 residents.

By establishing training programs, which are consistent with the requirements of the Department of Labor, specifically for Section 3 residents in the building trades.

By advertising employment and training positions to dwelling units occupied by Category 1 and 2 Section 3 residents.

By contacting resident councils and other resident organizations in the affected housing development to request assistance in notifying residents of the training and employment positions to be filled.

By arranging interviews and conducting interviews on the job site.

By undertaking such continued job training efforts as may be necessary to ensure the continued employment of Section 3 residents previously hired for employment opportunities.

Authorized Signature of the Bidder & Date 11/23/16



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

(To be signed in the presence of notary public or other officer authorized to administer oaths.)

Before me, the undersigned authority, personally appeared Stephen Telo  
who, being by me first duly sworn, made the following statement:

1. The business address of 3802 Sugar Plum Drive  
(name of Offeror or business) is Tampa, FL 33619
2. My relationship to Johnson Controls, Inc. (name of Offeror or business) is  
Branch General Manager (Relationship such as sole proprietor, partner, president,  
vice president).
3. I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity in Florida or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any proposal or contract for goods or services to be provided to any public entity or such an agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentation.
4. I understand that "convicted" or "conviction" is defined by the Florida Statutes to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilt or no contest.
5. I understand that "affiliate" is defined by the Florida Statutes to mean (1) a predecessor or successor of a person or a corporation convicted of a public entity crime, or (2) an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime, or (3) those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.
6. Neither the Offeror or contractor, nor any officer, director, executive, partner, employee, member or agent who is active in the management of the Offeror or contractor, nor any affiliate of the Offeror or contractor has been convicted of a public entity crime subsequent to July 1, 1989. (Draw a line through paragraph 6 if paragraph 7 below applies.)



7. ~~There has been a conviction of a public entity crime by the Offeror or contractor, or an officer, director, executive, partner, shareholder, employee, member or agent of the Offeror or contractor who is active in the management of the Offeror or contractor or an affiliate of the Offeror or contractor. A determination has been made pursuant to Section 287.133(3) by order of the Division of Administrative Hearings that it is not in the public interest for the name of the convicted person or affiliate to appear on the convicted vendor list. The name of the convicted person or affiliate is \_\_\_\_\_ a copy of the order of the Division of Administrative Hearings is attached to this statement. (Draw a line through paragraph 7 if paragraph 6 above applies.)~~

*Stephen P. Telo*  
 (Signature)

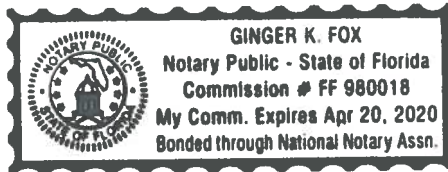
Stephen Telo  
 (Print name)

STATE OF Florida  
 COUNTY OF Hillsborough

The foregoing instrument was acknowledged before me this 23<sup>rd</sup> day of November by Stephen P. Telo, who is personally known to me or who has produced \_\_\_\_\_ as identification and who did take an oath.

*Ginger K. Fox* Notary Public

My Commission Expires: April 20, 2020



### QUALIFICATIONS STATEMENT

All questions must be answered completely and truthfully by the submitting firm for this Qualifying form to be properly completed. Failure by the respondent to complete any Question in whole or in part, or any deliberate attempt by the respondent to mislead the Authority, may be used as grounds to find the proposing firm ineligible. If any question Does not apply to your firm, please indicate that fact with the symbol "N/A." If you Require additional space in which to answer any question, please attach 8 1/2 "x 11" sheets clearly labeled with the name of your firm and number of the question to which the sheet refers.

1. Name of Firm: Johnson Controls, Inc.

Address: 3802 Sugar Plum Drive

City: Tampa State Florida Zip 33619

2. Names of two (2) contact persons

Mary Fox, VM Director, Public Housing Telephone: (763) 227-7709

Mary-Suzanne Powell, Area GM Energy Solutions, South Region Solutions  
Telephone: 786-452-2862

3. Date prepared Nov 21, 2016

4. Submission is for Parent Company  Division \_\_\_\_\_  
Subsidiary \_\_\_\_\_ Branch Office \_\_\_\_\_

Please list any division or branch offices which are to be included in the pre-qualification rating. Attach a separate sheet if more than one. N/A

Name of Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

5. Type of Firm Corporation  Partnership \_\_\_\_\_  
Sole Ownership \_\_\_\_\_ Joint Venture \_\_\_\_\_

6. Federal Employer Identification Number:  
39-0380010

7. Year firm was established: The company was established in 1885, and was incorporated in the State of Wisconsin in 1900. We have been working in the State of Florida since 1901.

8. Please indicate the name and address of the parent company, if applicable:

Name of Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_



N/A - Johnson Controls does not have a parent company. Our corporate headquarters facility is located at 5757 N. Green Bay Avenue, Milwaukee, Wisconsin, 53201.

9. Please indicate all former names of this organization, if applicable, and the length of time it was known by each.

Johnson Controls, Inc. has operated under two former names: Johnson Electric Service Company, from July 31, 1900 to July 10, 1902 (2 years); and Johnson Service Company, from July 10, 1902 to November 11, 1974 (72 years).

10. How long has this firm been in business under its current name? The company has been in business for 128 years, including 39 years under the Johnson Controls, Inc. name.

11. Is this firm a recognized Minority Business Enterprise? Yes \_\_\_ No X \_\_\_ If yes, please indicate the appropriate category

American Indian                      Female Owned                      Black  
Spanish Surname                      Asian American                      Other                      (please describe) \_\_\_\_\_

12. How long has your firm been providing services requested in the RFP? 34 years

13. Please fill in the index number that describes the annual value of your firm's contracts for each of the following years.

Year	Index Number	Index Number	Range of Values
2016	<u>6</u>	1	Less than \$100,000
2015	<u>6</u>	2	\$100,000 - \$250,000
2014	<u>6</u>	3	\$250,000 - \$500,000
2013	<u>6</u>	4	\$500,000 - \$1 Million
2012	<u>6</u>	5	\$1 Million - \$5 Million
2011	<u>6</u>	6	\$5 Million or greater

14. Please identify all states in which your firm is legally qualified to do business.

Johnson Controls, Inc. is a Wisconsin corporation, and is legally qualified to do business in all states in the United States, Canada, and numerous foreign countries, holding all necessary licenses and registrations to conduct business.

15. Please identify your surety company, including their name, address and telephone number, and indicate the current line of bonding credit that the company has extended your firm.

Liberty Mutual Surety  
2815 Forbs Avenue, Suite 102  
Hoffman Estates, IL 60192  
Telephone: 847-396-7131

The current line of bonding credit extended to our company is a single bond of \$100,000,000, and in the aggregate has a program of over \$500,000,000.

16. Has your firm been involved in a lawsuit (other than labor or personal litigation) during the past five (5) years? Yes X No \_\_\_\_\_

If yes, please attach an additional sheet immediately following this attachment that explains in detail the nature of the claim, the circumstances, the amount in dispute, the date the suit was filed and the outcome of the case (or the current status, if still ongoing).

17. Has your firm been involved in any arbitration demands during the past five (5) years?  
Yes  No

If yes, please attach an additional sheet immediately following this attachment that explains in detail the nature of the claim, the amount in dispute, the parties, and the ultimate resolution of the proceeding.

18. Has your firm been involved in any lawsuits, administrative proceedings, or hearings initiated by the National Labor Relations Board or a similar state or federal agency during the past five (5) years regarding your firm's safety practices?  
Yes  No

If yes, please attach an additional sheet immediately following this attachment that explains in detail the nature of the claim and the ultimate resolution of the proceeding.

19. Has your firm been involved in any lawsuits, administrative proceedings, or hearings initiated by the Occupational Safety and Health Administration or a similar state or federal agency during the past five (5) years regarding the safety of one of your firm's projects?  
Yes  No

If yes, please attach an additional sheet immediately following this attachment that explains in detail the nature of the claim and the ultimate resolution of the proceeding.

20. Has your firm, or any parents or subsidiaries, ever had a bankruptcy petition filed in its name voluntarily or involuntarily? Yes  No

If yes, please attach an additional sheet immediately following this attachment that explains in detail the circumstances, the date the protection order was filed, and the resolution of the case (or the current status, if still ongoing).

I hereby certify that all questions in this attachment have been answered truthfully and completely to the best of my knowledge and belief. I understand that failure to answer any question, in whole or in part, or any deliberate attempt to mislead the representatives of the Tampa Housing Authority or in answering any question on this attachment may result in disqualification of my firm from competition of the service required in this RFP to the Authority.

Mary-Suzanne Powell  
Signature

Nov 21, 2016  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Attachment to Qualifications Statement  
Johnson Controls, Inc.

The following responses supplement our answers to questions 16, 17, and 19 of the preceding Qualifications Statement.

**Items 16 and 17**

As a company with \$37.2 billion in annual sales and over 1,000 facilities around the world, Johnson Controls is involved in litigation or disputes concerning various aspects of the operation of the Company. Johnson Controls has been, may currently be and may in the future become subject to legal proceedings and commercial disputes. These are typically claims that arise in the normal course of business including, without limitation, commercial or contractual disputes with our suppliers, intellectual property matters, third-party liability and employment claims. Given the size and Bid Tool: A Guide to Standard Responses to Frequently Asked Questions Revised May 6, 2016 Page 26 breadth of the Company's operations, it would be difficult (if not impossible) to provide a definitive and comprehensive list of litigation relating to the Company. However, the Company's Form 10-K annual report identifies all litigation that is material to the financial condition of the Company. The Form 10-K annual report can be obtained through the Company's website: <http://www.johnsoncontrols.com/investors/financial-reports>.

Additional information concerning specific litigation can be obtained by contacting Margie Kupsik, Senior Paralegal at 414-524-2278 or by email: [Margie.Kupsik@jci.com](mailto:Margie.Kupsik@jci.com).

**Item 19**

The tables found on the following pages outline the nature of each OSHA claim within the past 5 years and its resolution.

Health and Safety Violations 2011 to 2015  
Johnson Controls, Systems and Services North America

Agency/ Inspection No.	Date of Action	Citation/Violation Description	Corrective Action
OSHA Insp. No. 314898362	26 Oct 2010 – 8 Apr 2011	29 CFR 1910.147(c)(6)(i): The employer did not conduct a periodic inspection of the energy control procedure at least annually to ensure that the procedure and the requirement of this standard were being followed. 29 CFR 1910.147(c)(4)(i): Procedures were not developed, documented and utilized for the control of potentially hazardous energy. 29 CFR 1910.147(f)(2)(i): When outside personnel were engaged in activities covered by the scope and application of the standard, the onsite employer and outside employer did not inform each other of their respective lockout or tagout procedures.	<ul style="list-style-type: none"> <li>Through informal settlement agreement, the two Willful citations were reclassified as Serious.</li> <li>These citations were issued for an Operations and Maintenance contract that JCI lost to another contractor on 14 Jan 2011. At the time the citations were issued—8 Apr 2011, JCI no longer had the contract.</li> <li>The lessons learned from this incident led to changes in our Lockout/Tagout program around JCI's communication and review of applicable energy control procedures put in place by JCI for the customer's equipment, with contractors accessing that equipment but under contract with the customer.</li> <li>Program changes communicated during monthly safety call for O/M site leaders in July, 2011.</li> </ul>
NCDOL/ OSHA Insp. No. 315909747	5 Aug 2011	29 CFR 1926.501(B)(1): Employee signaling a crane operator was not protected from a 20 ft. fall from a rooftop. 29 CFR 1926.1425(C)(3): Materials being lifted were not rigged by qualified rigger. 29 CFR 1926.1428(a): Employer did not ensure the signal person was qualified in accordance with paragraph (c) prior to giving signals.	Branch employees involved in rigging received training on 5 and 25 Aug 2011, in accordance with 1926.250 Material Handling and Rigging, and 1926.1400 signal person requirements for rigging.
WA DOSE/ OSHA Insp. No. 315201566	10 Oct 2011	WAC 296-155-24510: The employer did not ensure that 1 of his employees on the jobsite that was working on the chiller unit on the top of a building, with a fall hazard measured at 10 feet and 3 inches from the top of the chiller unit to the top of the roof was protected by some proper type of fall protection system in case of an accidental fall to his worker.	<ul style="list-style-type: none"> <li>Violation was addressed during the inspection.</li> <li>All employees were retrained on fall protection and the correct use of ladders, and equipment was inspected and replaced as needed. New ladders were purchased by the branch to better address this issue.</li> </ul>
CAL OSHA Insp. No. 316610922	19 Nov 2012	§ CCR 3314(g): The employer failed to develop clear and utilize specific energy control procedures for each type of ventilation equipment in the work place i.e. exhaust fan. The employer had no specific written rules and techniques on lockout, tag out program for ventilation equipment.	Employees were re-trained in Jan., 2013 on JCI's Electrical Safety policy, and the Lockout/Tagout and Electrical Safety programs with emphasis on the process to be used to review and acknowledge equipment-specific procedures where available on customer sites.

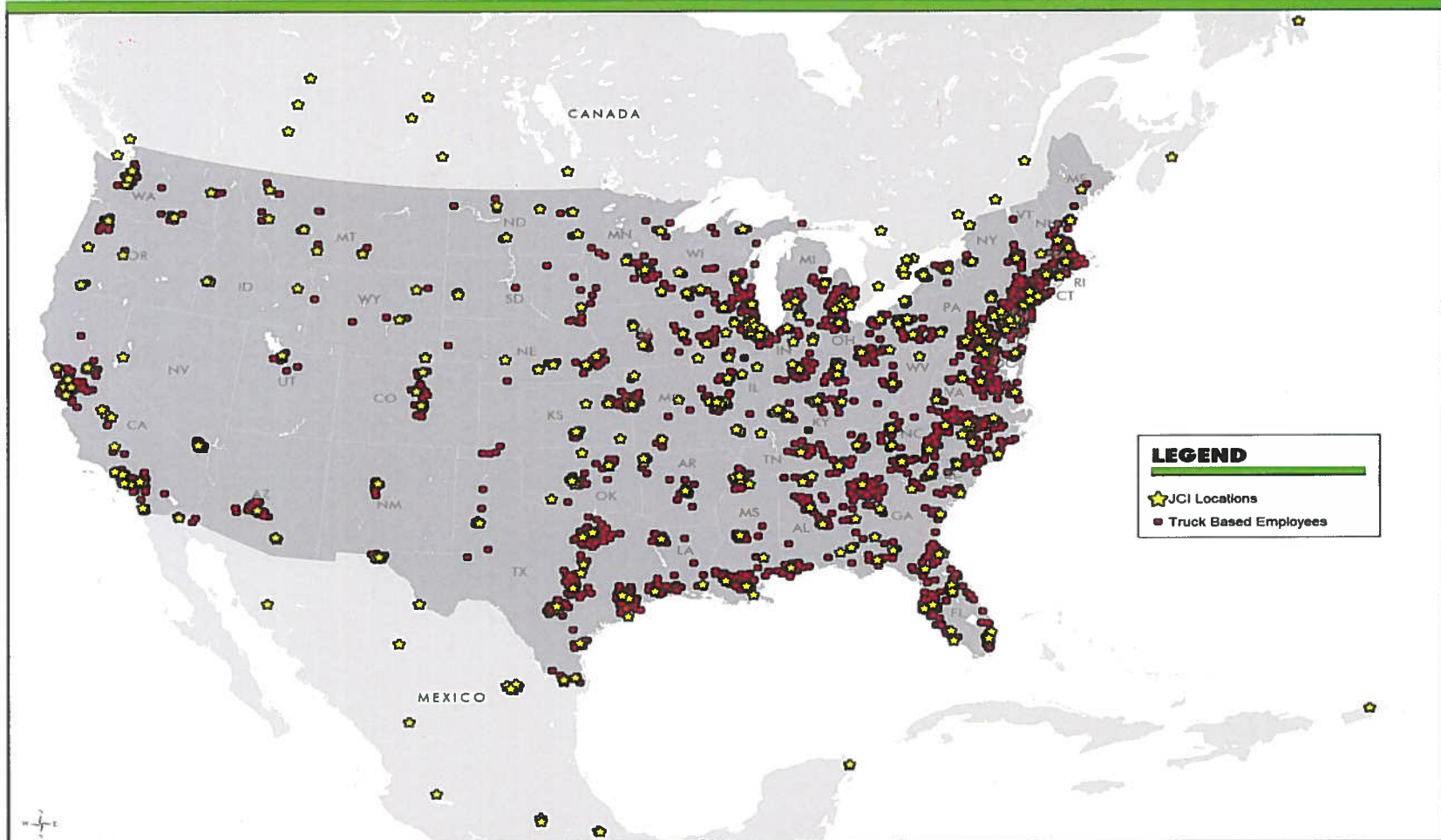
Attachment to Qualifications Statement  
Johnson Controls, Inc.

<p><b>OSHA Insp. No. 949449.015</b></p>	<p><b>10 Dec 2013</b></p>	<p>29-CFR 1926.1052©(1): Stairways having four or more risers or rising more than 30 inches (76 cm), whichever is less, were not equipped with at least one handrail.</p>	<ul style="list-style-type: none"> <li>• Violation was corrected during the inspection.</li> <li>• Reclassified to less than serious during informal conference.</li> <li>• A Safety Siren was used to re-communicate the safety specifications for safe stair and walkways to all JCI employees, and to reinforce when and how to use the Stop Work policy.</li> </ul>
<p><b>OSHA Insp. No. 317372084</b></p>	<p><b>4 Apr 2014</b></p>	<p>29 CFR 1910.23(c)(1): Every open-sided floor or platform 4 feet above adjacent floor or ground level shall be guarded by a standard railing (or the equivalent as specified in paragraph (e) (3) of this section) on all open sides except where there is an entrance to a ramp, stairway or fixed ladder. The railing shall be provided with a toe board wherever, beneath the open sides..</p>	<ul style="list-style-type: none"> <li>• Violation was corrected with the installation of the approved railing to walkway at customer location.</li> <li>• The branch used a Safety Stand-down to re-train employees on the Prevention of Falls from Elevated Surfaces with focus on fall restraint, and the use of the Stop Work policy.</li> </ul>
<p><b>WA DOSH/ OSHA Insp. No. 317385326</b></p>	<p><b>28 Aug 2014</b></p>	<p>29-CFR 1910.1200(b)(4)(ii): All general contractors, contractors and subcontractor employees are given a site orientation which includes chemical hazard communication regarding all chemical hazards on site including those chemicals contained in the host sites process piping.</p>	<p>Violation was immediately corrected by conducting a site orientation consistent with JCI requirements, with the on-site general contractor's, contractor s, and our subcontract employees. Site orientation included a review of the hazard communication program and policy as well as a review of the hazards associated with all on site chemicals including those contained in the host site's process piping.</p>



The map provided below provides an illustration of our local branch network as well as concentrations of truck-based technicians.

### JCI LOCATIONS



**LEGEND**

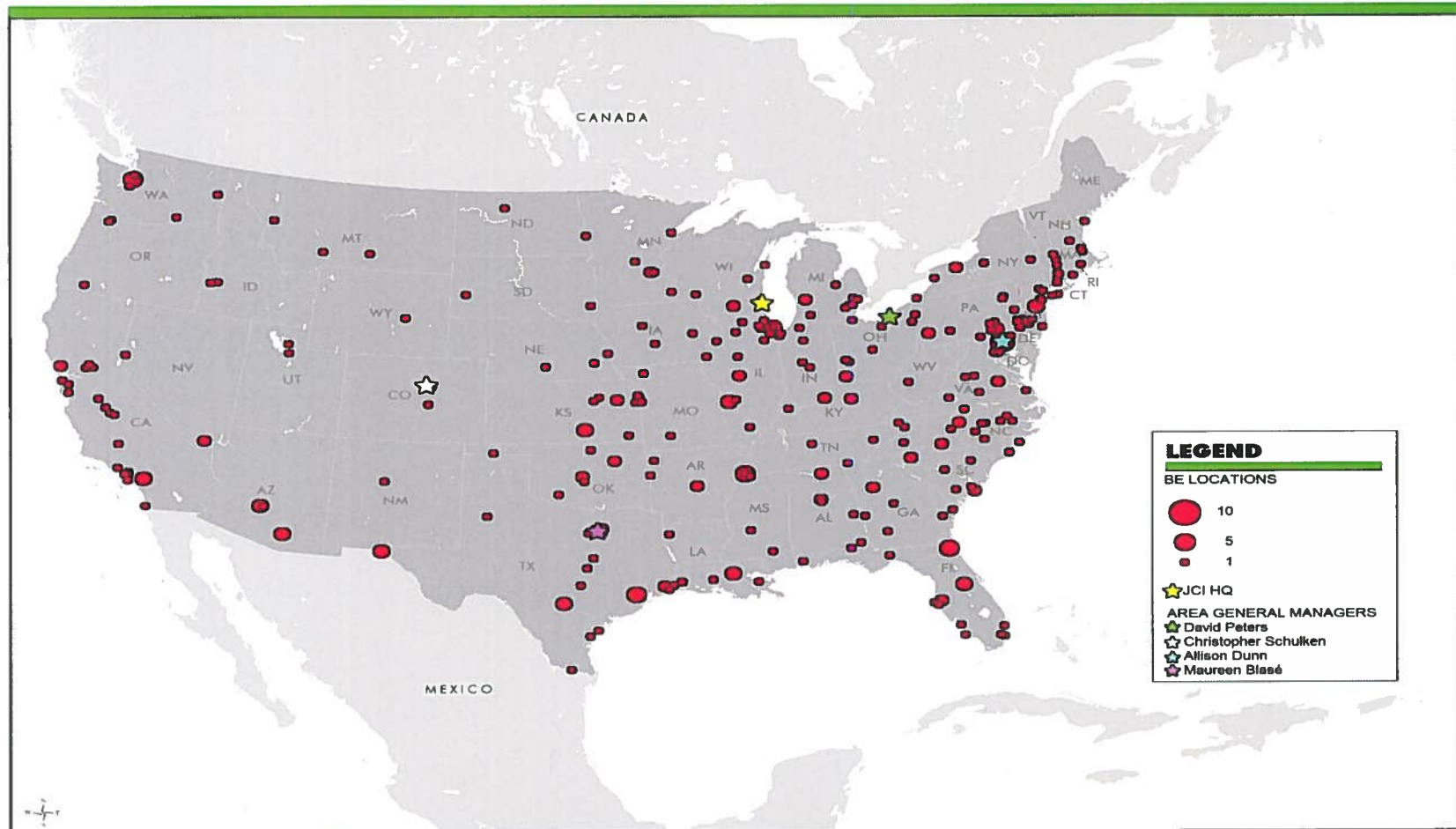
- ★ JCI Locations
- Truck Based Employees

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The map found directly below illustrates concentrations of our Building Efficiency locations coupled with the location of each of our Area General Managers.

## BE LOCATIONS



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Department of State Division of Corporations Search Records Detail By Document Number

**Detail by Entity Name**

Foreign Profit Corporation  
JOHNSON CONTROLS, INC.

Filing Information

<b>Document Number</b>	812316
<b>FEI/EIN Number</b>	39-0380010
<b>Date Filed</b>	11/07/1957
<b>State</b>	WI
<b>Status</b>	ACTIVE
<b>Last Event</b>	REINSTATEMENT
<b>Event Date Filed</b>	10/06/2011

Principal Address

5757 N. GREEN BAY AVE  
MILWAUKEE, WI 53209

Changed: 04/22/2009

Mailing Address

PO BOX 343  
LD33  
MILWAUKEE, WI 53201

Changed: 10/06/2011

Registered Agent Name & Address

CT CORPORATION SYSTEM  
1200 S. PINE ISLAND ROAD  
PLANTATION, FL 33324

Name Changed: 07/09/1992

Address Changed: 07/09/1992

Officer/Director Detail

**Name & Address**

Title EVP

STIEF, BRIAN  
5757 N. GREEN BAY AVE  
MILWAUKEE, WI 53209

Title EVP



DAVIS, SUSAN  
5757 N GREEN BAY AVE  
MILWAUKEE, WI 53209

Title P

ALEX, MOLINAROLI  
5757 N. GEEN BAY AVE.  
MILWAUKEE, WI 53209

Title T

VOLTOLINA, FRANK A  
5757 N. GREEN BAY AVE  
MILWAUKEE, WI 53209

Title S

cadwallader, Brian  
5757 N GREEN BAY AVE.  
MILWAUKEE, WI 53209

Title Director

Abney, David  
5757 N. GREEN BAY AVE  
MILWAUKEE, WI 53209

Title Director

Archer, Dennis  
5757 N. GREEN BAY AVE  
MILWAUKEE, WI 53209

Annual Reports

Report Year	Filed Date
2014	02/06/2014
2015	03/30/2015
2016	03/09/2016

Document Images

<a href="#">03/09/2016 -- ANNUAL REPORT</a>	<a href="#">View Image in PDF format</a>
<a href="#">03/30/2015 -- ANNUAL REPORT</a>	<a href="#">View Image in PDF format</a>
<a href="#">02/06/2014 -- ANNUAL REPORT</a>	<a href="#">View Image in PDF format</a>
<a href="#">02/20/2013 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/04/2012 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">10/06/2011 -- REINSTATEMENT</a>	<a href="#">View Image in PDF format</a>
<a href="#">04/06/2010 -- ANNUAL REPORT</a>	<a href="#">View Image in PDF format</a>
<a href="#">04/22/2009 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>

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05/04/2005 -- ANNUAL REPORT	View image in PDF format
04/07/2004 -- ANNUAL REPORT	View image in PDF format
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Florida Department of State, Division of Corporations



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<< Return

### Energy Savings 973-320-08-1

<b>Effective Period</b>	01/01/2008 through 12/31/2017
<b>Contract Type</b>	State Term Contract
<b>Contract Information</b>	<a href="#">Contractors</a> <a href="#">How to Use this Contract</a> <a href="#">Frequently Asked Questions</a>
<b>Contract Documents</b>	<a href="#">Microsoft Word</a> (Ⓜ) 1,000.00 KB <a href="#">PDF</a> (📄) 989.64 KB <a href="#">Amendments and Memorandums</a> <a href="#">Forms and Other Information</a>
<b>Contract Administration</b>	<a href="#">Leneka Williams</a> (850) 488-8357 <a href="mailto:Leneka.Williams@dms.myflorida.com">Leneka.Williams@dms.myflorida.com</a>
<b>Commodity Codes</b>	973-320, UNSPSC-81101516

#### Description

This state term contract enables contractors to perform work for eligible users under the Guaranteed Energy Performance Savings Contract Act, codified in Section 489.145 of the Florida Statutes (F.S.) (2001), and under section 235.215, F.S. (2001). Pursuant to section 489.145(6), the Office of the Comptroller has developed model agreements and related forms that affected state agencies shall use, and others may use, to effect a purchase under this contract.

#### Benefits

- Supports all energy conservation initiatives as detailed in Chapter 489.145, of the Florida Statutes
- Prequalified 10 of the largest ESCOs in the country
- Performance and savings guaranteed by vendor

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### Energy Savings 973-320-08-1

#### Contractors

Name	CBE Code	Florida Climate Friendly Preferred Products	Recycled Products	Utilizes Authorized Resellers	Coverage Area
<a href="#">Ameresco, Inc.</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">BGA, Inc., a ConEdison Solutions Company</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">OpTerra Energy Services</a>	A - Non-Minority	Yes	Yes	Yes	Statewide
<a href="#">Energy Systems Group SE, Inc.</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">FPL</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">Honeywell</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">Johnson Controls, Inc.</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">Siemens Industry, Inc.</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">Schneider Electric Buildings Americas, Inc.</a>	A - Non-Minority	No	No	No	Statewide
<a href="#">Trane</a>	A - Non-Minority	No	No	No	Statewide

#### Energy Savings

##### Contractors

- [Contractors - Ameresco, Inc.](#)
- [Contractors - BGA, Inc., a ConEdison Solutions Company](#)
- [Contractors - OpTerra Energy Services](#)
- [Contractors - Energy Systems Group SE, Inc.](#)
- [Contractors - FPL](#)
- [Contractors - Honeywell](#)
- [Contractors - Johnson Controls, Inc.](#)
- [Contractors - Siemens Industry, Inc.](#)
- [Contractors - Schneider Electric Buildings Americas, Inc.](#)
- [Contractors - Trane](#)

- [How to Use this Contract](#)
- [Frequently Asked Questions](#)
- [Complete Contract - Microsoft Word](#)
- [Complete Contract - PDF](#)
- [Amendments and Memorandums](#)



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- Energy Savings**
- Contractors
- [Contractors - Ameresco, Inc.](#)
  - [Contractors - BGA, Inc., a ConEdison Solutions Company](#)
  - [Contractors - OpTerra Energy Services](#)
  - [Contractors - Energy Systems Group SE, Inc.](#)
  - [Contractors - FPL](#)
  - [Contractors - Honeywell](#)
  - [Contractors - Johnson Controls, Inc.](#)
  - [Contractors - Siemens Industry, Inc.](#)
  - [Contractors - Schneider Electric Buildings Americas, Inc.](#)
  - [Contractors - Trane](#)

**Johnson Controls, Inc.**

CBE Code	Florida Climate Friendly Preferred Products	Recycled Products	Utilizes Authorized Resellers	Coverage Area
A - Non-Minority	No	No	No	Statewide

**ORDERING INSTRUCTIONS**

FEIN: 39-0380010  
 VENDOR: Johnson Controls, Inc  
 STREET ADDRESS OR P.O. BOX: 15901 SW 29th Street, Suite 801  
 CITY, STATE, ZIP: Miramar, FL, 33027  
 CONTACT: George Green  
 PHONE: (954) 605-5254  
 FAX: (954) 538-7903  
 EMAIL: [george.g.green@jci.com](mailto:george.g.green@jci.com)

**RESOLUTION NO. FY2018-4098**

**A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA TO EXECUTE UTILITY EASEMENT GRANTED TO TAMPA ELECTRIC COMPANY (TECO) ALONG SPRUCE COVE EAST OF NORTH BOULEVARD**

WHEREAS, the Housing Authority of the City of Tampa (Authority) is the owner of a 2.98 acre parcel of land east of North Boulevard and north of Spruce Cove near the Blake High School campus;

WHEREAS, Tampa Electric Company (TECO) is desiring to realign electric transmission lines higher crossing North Boulevard running along Spruce Cove and extending across the Hillsborough River to better serve the emerging client needs in Tampa Heights; and,

WHEREAS, the requested easement consist of a 10 foot wide strip of land running along Spruce Cove for aerial lines of wires and supporting structures including necessary appurtenances thereto and consisting of 3,890.5 square feet of area (0.09 acres).

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of the Housing Authority of the City of Tampa authorizes the President/CEO to execute this Utility Easement in favor of Tampa Electric Company.

Adopted this 15<sup>th</sup> day of August 2018.

\_\_\_\_\_  
Chairperson

\_\_\_\_\_  
Secretary

---

M E M O R A N D U M

Date: August 8, 2018  
To: Board of Commissioners  
Through: Jerome D. Ryans, President/CEO  
From: Leroy Moore, Senior Vice-President/COO  
Subject: **Resolution 2018-4098**

**A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA (THA) TO EXECUTE UTILITY EASEMENT GRANTED TO TAMPA ELECTRIC COMPANY (TECO) ALONG SPRUCE COVE EAST OF NORTH BOULEVARD.**

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This Resolution is necessary in order to allow TECO to continue and best serve the emerging needs of clients in Tampa Heights and West Tampa with electric service.

If you have any questions ahead of the scheduled Board Meeting please don't hesitate to call Leroy Moore, at 813/341-9101 ext. 3690.

**1 TITLE COMMITMENT**

THE LEGAL DESCRIPTION AND DOCUMENTS OF RECORD HEREON ARE BASED ON OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY OWNER AND ENCUMBRANCE REPORT #18056880, DATED MAY 22, 2018.

**2 LEGAL DESCRIPTION**

PART OF BLOCK 13 OF PROPOSED RIVERFRONT SUBDIVISION WEST IN THE CITY OF TAMPA, HILLSBOROUGH COUNTY, FLORIDA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS: FOR A POINT OF REFERENCE COMMENCE AT THE SOUTHWEST CORNER OF SECTION 13, TOWNSHIP 29 SOUTH, RANGE 18 EAST, HILLSBOROUGH COUNTY, FLORIDA, RUN NORTH 89°08'23" WEST, 0.37 FEET, TO THE CENTERLINE OF NORTH BOULEVARD; THENCE NORTH 00°53'07" EAST, 1279 FEET, ALONG SAID CENTERLINE; THENCE SOUTH 85°45'57" EAST, 29 FEET THENCE SOUTH 89°03'43" EAST, 19.02 FEET; THENCE NORTH 00°50'26" EAST, 315.76 FEET TO A POINT ON THE NORTH RIGHT-OF-WAY LINE OF INTERSTATE NO. 4, SAID POINT ALSO BEING THE SOUTHEAST RIGHT-OF-WAY CORNER OF NORTH BOULEVARD AND GREET STREET; THENCE NORTH 16°18'00" WEST, 63.06 FEET; THENCE NORTH 00°50'17" EAST, 213.41 FEET THENCE SOUTH 89°11'33" EAST, 33.80 FEET; TO A POINT OF CURVE ON THE NORTH RIGHT-OF-WAY LINE OF SPRUCE COVE FOR THE POINT OF BEGINNING OF THE TRACT HEREIN DESCRIBED; THENCE 39.28 FEET ALONG THE ARC OF A CURVE DEFLECTING TO THE RIGHT, HAVING A RADIUS OF 25.00 FEET AND A CHORD BEARING AND DISTANCE OF NORTH 44°10'38" WEST, 35.36 FEET; THENCE NORTH 00°50'17" EAST 97.61 FEET; THENCE 91.48 FEET, ALONG THE ARC OF A CURVE, DEFLECTING TO THE RIGHT, HAVING A RADIUS OF 300.00 FEET AND A CHORD BEARING AND DISTANCE OF NORTH 09°34'24.5" EAST 91.12 FEET; THENCE NORTH 18°18'32" EAST 105.00 FEET; THENCE SOUTH 89°12'18" EAST 414.07 FEET, TO A POINT ON THE WEST RIGHT-OF-WAY LINE OF SPRUCE COVE; THENCE ALONG THE WEST AND NORTH RIGHT-OF-WAY LINE OF SAID SPRUCE COVE THE THREE FOLLOWING COURSES AND DISTANCES: SOUTH 00°47'42" WEST, 92.89 FEET THENCE 345.62 FEET ALONG THE ARC OF A CURVE DEFLECTING TO THE RIGHT HAVING A RADIUS OF 220.00 FEET AND A CHORD BEARING AND DISTANCE OF SOUTH 45°48'04.5" WEST, 311.16 FEET; THENCE NORTH 89°11'33" WEST, 214.63 FEET TO THE POINT OF BEGINNING.

THE PROPERTY SHOWN ON THIS SURVEY IS THE SAME AS THAT REFERENCED IN OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY OWNER AND ENCUMBRANCE REPORT #18056880, DATED MAY 22, 2018.

**3 DOCUMENTS OF RECORD**

- CERTIFICATE OF TITLE AS RECORDED SEPTEMBER 14, 1976, IN OFFICIAL RECORDS BOOK 3158, PAGE 1733, PUBLIC RECORDS OF HILLSBOROUGH COUNTY, FLORIDA. BLANKET IN NATURE, NOTHING TO PLOT
- WARRANTY DEED AS RECORDED NOVEMBER 12, 1980, IN OFFICIAL RECORDS BOOK 3731, PAGE 207, PUBLIC RECORDS OF HILLSBOROUGH COUNTY, FLORIDA. BLANKET IN NATURE, NOTHING TO PLOT
- ALL MATTERS CONTAINED ON THE PLAT OF MAP OF RIVERVIEW PARK, AS RECORDED IN PLAT BOOK 5, PAGE 41, PUBLIC RECORDS OF HILLSBOROUGH COUNTY, FLORIDA. BLANKET IN NATURE, NOTHING TO PLOT
- INTENTIONALLY DELETED
- EASEMENT AND MEMORANDUM OF AGREEMENT AS RECORDED IN OFFICIAL RECORDS BOOK 18152, PAGE 1741, PUBLIC RECORDS OF HILLSBOROUGH COUNTY, FLORIDA. BLANKET IN NATURE, NOTHING TO PLOT
- RESOLUTION NO. 2018-140 AS RECORDED IN OFFICIAL RECORDS BOOK 25584, PAGE 213, PUBLIC RECORDS OF HILLSBOROUGH COUNTY, FLORIDA. DOES NOT TOUCH SUBJECT PROPERTY

**4 SURVEYOR'S NOTES**

- UNDERGROUND UTILITIES, INSTALLATIONS OR IMPROVEMENTS, LOCATED AS A PART OF THIS SURVEY, ARE SHOWN ONLY BY OBSERVED EVIDENCE AND NO REQUEST WAS SUBMITTED TO ANY UTILITY COMPANY, 611 UTILITY LOCATION, OR SIMILAR AUTHORITY.
- OWNERSHIP OF THIS PROPERTY IS SUBJECT TO OPINION OF TITLE AND IS NOT EXPRESSED OR IMPLIED BY THIS SURVEY.
- THIS SURVEY SHOWS ONLY DEDICATIONS, RESTRICTIONS AND EASEMENTS CONTAINED IN THE ABOVE-MENTIONED TITLE COMMITMENT AND PROVIDED TO THE SURVEYOR. IT IS POSSIBLE THERE ARE OTHER RECORDED INSTRUMENTS, WHICH MAY AFFECT THIS PROPERTY.
- BEARINGS AND DISTANCES ARE RECORDED AND MEASURED UNLESS OTHERWISE NOTED.
- THIS SURVEY WAS PREPARED EXPRESSLY FOR THE ENTITIES NAMED. NO OTHER PERSON OR ENTITY IS ENTITLED TO RELY UPON THIS SURVEY FOR ANY PURPOSE WHATSOEVER WITHOUT THE EXPRESS WRITTEN CONSENT OF AMERICAN SURVEYING, INC.
- ALL STATEMENTS WITHIN THE CERTIFICATION, AND OTHER REFERENCES LOCATED ELSEWHERE HEREON, RELATED TO: UTILITIES, IMPROVEMENTS, STRUCTURES, BUILDINGS, PARTY WALLS, PARKING, EASEMENTS, SERVITUDES, AND ENCROACHMENTS; ARE BASED SOLELY ON ABOVEGROUND, VISIBLE EVIDENCE, UNLESS ANOTHER SOURCE OF INFORMATION IS SPECIFICALLY REFERENCED HEREON.
- THE ZONING INFORMATION SHOWN HEREON WAS OBTAINED BY THIS SURVEYOR FROM THE CITY OF TAMPA WEBSITE. NO ZONING INFORMATION WAS SUPPLIED TO THIS SURVEYOR BY THE INSURER AS REQUIRED UNDER TABLE "A" ITEMS 6(A) AND 6(B). NO REPRESENTATION IS MADE FOR THE ACCURACY OR COMPLETENESS OF SAID THIRD PARTY INFORMATION. THIS FIRM IS NOT AN EXPERT IN THE INTERPRETATION OF COMPLEX ZONING ORDINANCES; COMPLIANCE IS BEYOND THE SCOPE OF THIS SURVEY. ANY USER OF SAID INFORMATION IS URGED TO CONTACT THE LOCAL AGENCY DIRECTLY.
- THE WORD "ENCROACHMENT" SHOWN ON THE FACE OF THE SURVEY OR NOTED IN THE SURVEYOR'S CERTIFICATION DOES NOT IMPLY THAT THIS SURVEYOR IS EXPRESSING A LEGAL OPINION, BUT MERELY NOTING THAT THE CONDITIONS EXIST THAT COULD BE CONSIDERED A POSSIBLE ENCROACHMENT BY THOSE AUTHORIZED TO MAKE SAID LEGAL OPINION.
- NO OBSERVABLE EVIDENCE OF EARTH MOVING WORK, BUILDING CONSTRUCTION OR BUILDING ADDITIONS WITHIN RECENT MONTHS.
- NO OBSERVABLE EVIDENCE OF CHANGES IN STREET RIGHT OF WAY LINES COMPLETED, AND AVAILABLE FROM THE CONTROLLING JURISDICTION AND NO OBSERVABLE EVIDENCE OF RECENT STREET OR SIDEWALK CONSTRUCTION OR REPAIRS.
- THE PROPERTY HAS INDIRECT ACCESS TO NORTH BOULEVARD, A DEDICATED PUBLIC STREET OR HIGHWAY, VIA WEST MAIN STREET, A PRIVATE STREET.

**5 INFORMATION BOX**

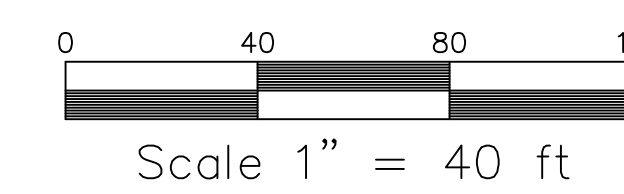
**ALTA/NSPS LAND TITLE SURVEY**

<b>AMERICAN SURVEYING INC.</b>		FIELD DATE	06/29/18
L.B. #7168		CREW CHIEF	DL
4847 NORTH FLORIDA AVENUE		DWN. BY	LCN
TAMPA, FLORIDA 33603		APRVD. BY	RJB
TELEPHONE (813)234-0103 · FAX (813)234-0108		DWG. NO.	06002218
Section	Township	Range	County, State
13	29S	18E	HILLSBOROUGH COUNTY, FLORIDA
Prepared For:	Project Name	SCALE	DATE
THE HOUSING AUTHORITY OF THE CITY OF TAMPA	COMMERCIAL PROPERTY	1"=40'	REVISIONS
	Project Address		
	723 WEST GREEN STREET		
	Project Location		
	TAMPA, FLORIDA		
Job Order Number	06002218		
Resolution No.	2018-4098		

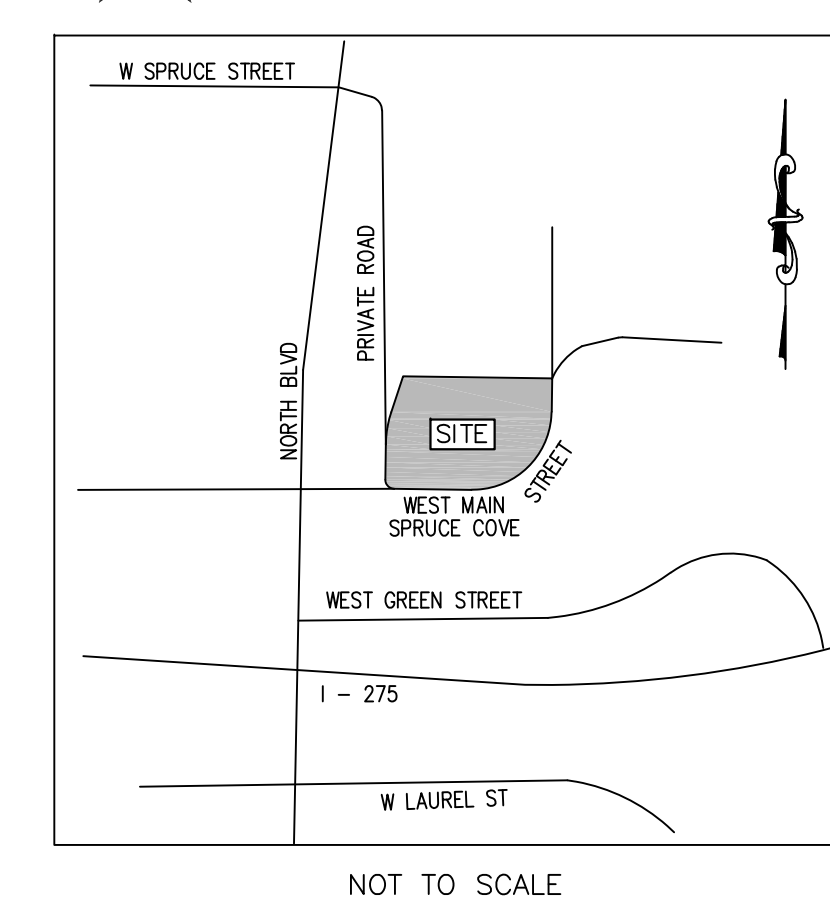
CURVE TABLE				
CURVE	ARC	RADIUS	CHORD	CHORD BEARING
C1	39.28'	25.00'	35.36'	N44° 10' 38"W
C2	91.48'	300.00'	91.12'	N09° 34' 24.5"E
C3	345.62'	220.00'	311.16'	S45° 48' 04.5"W

FOLIO NO. 192441-0000  
SCHOOL BOARD OF HILLSBOROUGH COUNTY

**18 DRAWING SCALE**



**17 VICINITY MAP**



**16 LEGEND**

- ⊙ = UNKNOWN MANHOLE
- ⊙ = SANITARY SEWER MANHOLE
- ⊙ = DRAINAGE MANHOLE
- ⊙ = TELEPHONE MANHOLE
- ⊙ = ELECTRIC MANHOLE
- ⊙ = WATER METER
- ⊙ = WATER VALVE
- ⊙ = GAS METER
- ⊙ = GAS VALVE
- ⊙ = TELECOMMUNICATIONS RISER
- ⊙ = GRATE TOP INLET
- ⊙ = TRAFFIC SIGN
- ⊙ = UTILITY POLE
- ⊙ = GUY WIRE
- ⊙ = LIGHT POLE
- ⊙ = FIRE HYDRANT
- ⊙ = ELECTRIC SWITCH BOX
- ⊙ = SEWER CLEAN OUT
- ⊙ = FIRE DEPARTMENT CONNECTION
- ⊙ = ELECTRIC METER
- ⊙ = IRRIGATION CONTROL VALVE
- ⊙ = TRAFFIC SIGNAL BOX
- ⊙ = WOODEN BOLLARD
- ⊙ = ELECTRIC TRANSFORMER
- ⊙ = BACKFLOW PREVENTER
- ⊙ = PARKING COUNTER
- ⊙ = OVERHEAD UTILITY LINE
- ⊙ = WOOD FENCE LINE
- ⊙ = CHAIN LINK FENCE LINE
- ⊙ = VINYL FENCE LINE
- ⊙ = METAL FENCE LINE
- ⊙ = CORNER, AS DESCRIBED
- ⊙ = NAIL, AS DESCRIBED
- P.O.C. = POINT OF COMMENCEMENT
- P.O.B. = POINT OF BEGINNING
- SCIR = SET 5/8" IRON ROD LB 7168
- FIP = FOUND IRON ROD
- SN&D = SET NAIL AND DISK LB 7168
- FN&D = FOUND NAIL AND DISK (TYP)
- COV = COVERED
- BLOG = BUILDING
- (D) = DEED DIMENSION
- (P) = PLAT DIMENSION
- (F) = FIELD MEASUREMENT
- O.R. = OFFICIAL RECORDS BOOK
- D.B. = DEED BOOK
- R/W = RIGHT OF WAY
- CONC = CONCRETE
- P.B. = PLAT BOOK
- P.G. = PAGE
- SQ. FT. = SQUARE FEET
- EOP = EDGE OF PAVEMENT
- TOB = TOP OF BANK
- WF = WOOD FENCE
- CLF = CHAIN LINK FENCE
- VF = VINYL FENCE
- MF = METAL FENCE
- ⊙ = ENCROACHMENT NOTE
- ⑦ = B-II EXCEPTION ITEM NUMBER

**15 PROPERTY AREA**

LAND AREA = 129,884± SQUARE FEET  
2.9817± ACRES

**12 BEARING BASIS**

BEARINGS ARE BASED ON THE WEST RIGHT-OF-WAY LINE OF SPRUCE COVE, WHICH BEARS S 00°47'42" W, PER DEED DESCRIPTION.

**11 SURVEYORS CERTIFICATION**

CERTIFIED TO:  
THE HOUSING AUTHORITY OF THE CITY OF TAMPA;  
OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY;  
SAXON GILMORE & CARRAWAY, P.A.  
THIS IS TO CERTIFY THAT THIS MAP OR PLAT AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE 2016 MINIMUM STANDARD DETAIL REQUIREMENTS FOR ALTA/NSPS LAND TITLE SURVEYS, JOINTLY ESTABLISHED AND ADOPTED BY ALTA AND NSPS, AND INCLUDES ITEMS 1, 2, 3, 4, 7(A)(B)(C), 8, 9, 13, 16, AND 17 OF TABLE A THEREOF. THE FIELD WORK WAS COMPLETED ON 06-29-2018.  
DATE OF PLAT OR MAP: 07-06-2018

**10 PARKING NOTES**

PARKING COUNT (STRIPED)  
7 REGULAR SPACES  
0 HANDICAP SPACES  
7 TOTAL SPACES

**14 BUILDING HEIGHT**

NONE TO NOTE

**13 BUILDING AREA**

NONE TO NOTE

**6 FLOOD ZONE INFORMATION**

BY GRAPHIC PLOTTING ONLY, THIS PROPERTY IS LOCATED IN ZONE "X" OF THE FLOOD INSURANCE RATE MAP, COMMUNITY PANEL NO. 12057C 0354H, WHICH BEARS AN EFFECTIVE DATE OF 08/28/2008. NO FIELD SURVEYING WAS PERFORMED TO DETERMINE THIS ZONE AND THIS SURVEYOR MAKES NO GUARANTEES AS TO THE ACCURACY OF THE ABOVE INFORMATION. THE LOCAL F.E.M.A. AGENT SHOULD BE CONTACTED FOR VERIFICATION.

**8 ZONING INFORMATION**

"SEE SURVEYOR'S NOTE #7"

ZONING DESIGNATION: RM-24 (RESIDENTIAL MULTIPLE FAMILY)

BULK RESTRICTIONS  
MINIMUM LOT AREA: 5,000 SQUARE FEET  
MINIMUM LOT WIDTH: 50'  
MAXIMUM FLOOR AREA RATIO: 11/1  
MAXIMUM BUILDING HEIGHT: 60'

BUILDING SETBACKS  
FRONT: 25'  
SIDE: 7'  
REAR: 20'

PER CITY OF TAMPA BUILDING AND ZONING DEPARTMENT  
813-274-8405

**7 CEMETERY NOTE**

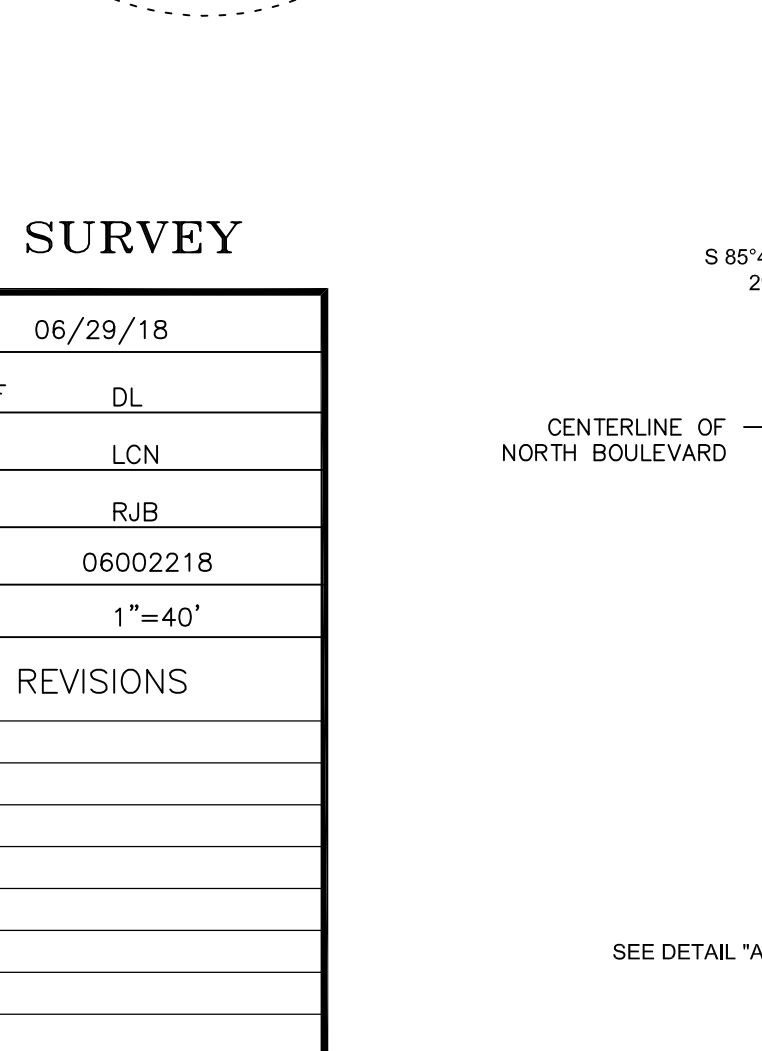
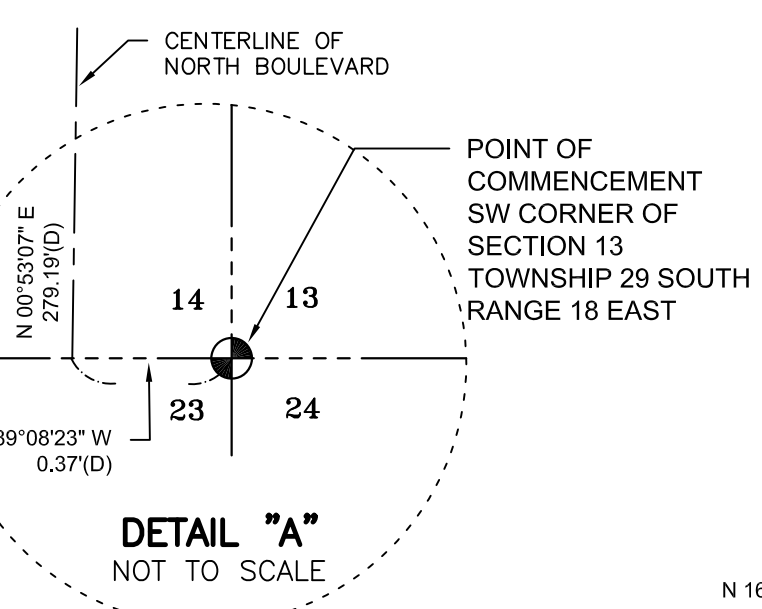
NO VISIBLE EVIDENCE OF HUMAN CEMETERIES OR BURIAL GROUNDS WAS FOUND ON SITE AT TIME OF SURVEY.

**9 POSSIBLE ENCROACHMENTS**

NONE TO NOTE AT TIME OF SURVEY

**ALTA SURVEY KEY**

- 1 TITLE COMMITMENT
- 2 LEGAL DESCRIPTION
- 3 SCHEDULE B-II ITEMS
- 4 SURVEYOR'S NOTES
- 5 INFORMATION BOX
- 6 FLOOD ZONE INFORMATION
- 7 CEMETERY NOTE
- 8 ZONING INFORMATION
- 9 POSSIBLE ENCROACHMENT
- 10 PARKING NOTES
- 11 SURVEYORS CERTIFICATION
- 12 BEARING BASIS
- 13 BUILDING AREA
- 14 BUILDING HEIGHT
- 15 PROPERTY AREA
- 16 LEGEND
- 17 VICINITY MAP
- 18 DRAWING SCALE



**RECORDING REQUESTED BY AND  
WHEN RECORDED MAIL TO:**

Saxon Gilmore & Carraway. P.A.  
201 E. Kennedy Boulevard, Suite 600  
Tampa, FL 33602  
Attention: Bernice S. Saxon, Esq.

SEC. 13 TWP. 29 S. RGE.18 E. TRANS R/W SW 29-18  
FOLIO# 192455-0000 (Hillsborough County)

**EASEMENT**

T-2018-08

KNOW ALL MEN BY THESE PRESENTS that HOUSING AUTHORITY OF THE CITY OF TAMPA, Florida, a public body corporate and politic organized pursuant to Chapter 421, Florida Statutes, herein called Grantor, in consideration of One Dollar and other valuable considerations paid to Grantor by TAMPA ELECTRIC COMPANY, a Florida corporation, herein called Company, receipt whereof is hereby acknowledged, has given and granted unto Company, its successors and assigns, a perpetual non-exclusive easement (the "Easement") over and the right to enter upon the land in Hillsborough County, Florida, described as follows:

See Exhibit "A" attached hereto and by reference made a part hereof (the "Land").

together with the right of ingress and egress to and from the Land, and all rights therein and all privileges thereon which are or may be necessary or convenient for the full use and enjoyment of the Easement, which is for the purposes of placing, constructing, operating, maintaining, replacing on, and removing from the Land, installations described as follows:

*Aerial lines of wires supporting structures and necessary appurtenances thereto.*

The aforesaid rights and privileges granted shall include the right and privilege of Company, at its cost, to trim and remove any and all trees or shrubs upon the Land, and Company shall also have the right and privilege, at its cost, to trim or remove any and all trees or shrubs upon Grantor's lands adjacent to the Land, wherever Company may deem it reasonably necessary or desirable to do so for the protection of said installations.

Grantor shall not use the Land in any manner or for any purpose that will interfere or conflict with the use of the Land by Company for the purposes enumerated above or which will endanger any person or property, and in no event shall Grantor construct or install any improvement or structure thereon without written approval of Company, which shall not be unreasonably withheld, conditioned or delayed.

Company agrees to indemnify Grantor and its commissioners, employees, officers, agents, and invitees (collectively, "Grantor's Parties") and hold Grantor and Grantor's Parties harmless from and against any and all loss, cost, expense, claims or damages suffered by Grantor and/or Grantor's Parties as a result of the negligent or willful act or omission of Company, its



employees, agents, and contractors arising from Company's exercise of this Easement.

The terms "Grantor" and "Company" herein employed shall be construed to include the words "successors and assigns" of the respective parties hereto, wherever the context so admits or requires.

In the event it becomes necessary for either party to defend or institute legal proceedings as a result of the failure of the other party to comply with the terms, covenants, and conditions of this Easement, the prevailing party in such litigation shall recover from non-prevailing party all costs and expenses incurred or expended in connection therewith, including, without limitation, reasonable attorneys' fees and costs at all levels.

This Easement may be executed in counterparts, each of which shall be deemed an original and both of which, taken together, shall constitute a single document.

IN WITNESS WHEREOF Grantor and Grantee have caused this instrument to be executed in due form required by law, this \_\_\_\_ day of \_\_\_\_\_, 2018.

SIGNED, SEALED, AND DELIVERED GRANTOR:  
IN THE PRESENCE OF:

HOUSING AUTHORITY OF THE CITY OF  
TAMPA, Florida, a public body corporate and  
politic organized pursuant to Chapter 421, Florida  
Statutes

\_\_\_\_\_  
Print Name: \_\_\_\_\_

By: \_\_\_\_\_  
Jerome D. Ryans, President/CEO

\_\_\_\_\_  
Print Name: \_\_\_\_\_

STATE OF FLORIDA  
COUNTY OF HILLSBOROUGH

The foregoing instrument was acknowledged before me this \_\_\_\_\_ day of \_\_\_\_\_, 2018, by Jerome D. Ryans, President/CEO of the HOUSING AUTHORITY OF THE CITY OF TAMPA, FLORIDA, a public body corporate and politic organized pursuant to Chapter 421, Florida Statutes, who is personally known to me or who has produced \_\_\_\_\_ as identification.

\_\_\_\_\_  
Notary Public, State of Florida at Large

\_\_\_\_\_  
Notary: Print or Type Name  
My Commission Expires:

GRANTEE:

TAMPA ELECTRIC COMPANY, a Florida corporation

\_\_\_\_\_  
Print Name: \_\_\_\_\_

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

\_\_\_\_\_  
Print Name: \_\_\_\_\_

STATE OF FLORIDA  
COUNTY OF HILLSBOROUGH

The foregoing instrument was acknowledged before me this \_\_\_\_\_ day of \_\_\_\_\_, 2018, by \_\_\_\_\_, \_\_\_\_\_ of the TAMPA ELECTRIC COMPANY, a Florida corporation, who is personally know to me or who has produced \_\_\_\_\_ as identification.

\_\_\_\_\_  
Notary Public, State of Florida at Large

\_\_\_\_\_  
Notary: Print or Type Name  
My Commission Expires:

e:\tamphous\teco\teco easement\tha heights project easement bss 07.30.2018 v2.docx

**EXHIBIT "A" 1 OF 2**

**LEGAL DESCRIPTION:**

A 10.00 foot wide strip of land in Section 13, Township 29 South, Range 18 East, Hillsborough County, Florida, described as follows;

Commence at the west quarter corner of said Section 13; thence S 00°50'43" W along the west line of said Section 13 a distance of 773.70 feet; thence S 89°09'17" E a distance of 38.18 feet to the Point of Beginning being on the east right of way line of vacated North Boulevard as described in Official Records Book 8274, page 638 of the public records of Hillsborough County, Florida; thence N 78°58'47" E a distance of 94.27 feet; thence N 88°35'09" E a distance of 301.85 feet to a point on the centerline of vacated Spruce Cove right of way as described in said Official Records Book 8274, page 938, said point being on a non-tangent curve concave to the northwest and having a radius of 249.92 feet; thence along said centerline and curve to the right through a central angle of 4°07'08", an arc distance of 17.97 feet (chord bearing = S 54°45'28" W, chord = 17.96 feet); thence S 88°35'09" W a distance of 286.09 feet; thence S 78°58'47" W a distance of 95.52 feet to the east right of way line of said vacated North Boulevard; thence N 00°49'57" E along said right of way a distance of 10.22 feet to the Point of Beginning.

Containing 3890.5 square feet (0.09 acre)

**SURVEYOR'S NOTES:**

1.) North and the bearings shown hereon are referenced to the West Zone of the Florida State Plane Coordinate System, NAD 83, 2011 adjustment. All measurements are in U.S. Survey Feet.

The basis of all bearings shown hereon is referenced to the grid bearing of South 00°50'43" West along the west boundary of the southwest quarter of Section 13, Township 29 South, Range 18 East

6/21/18  
DATE

GREGORY A. PRATHER, P.S.M. - FL. REGISTRATION No. 5135  
PICKETT & ASSOCIATES, INC. - FL. REGISTRATION No. LB 364

SHEET 1 OF 2


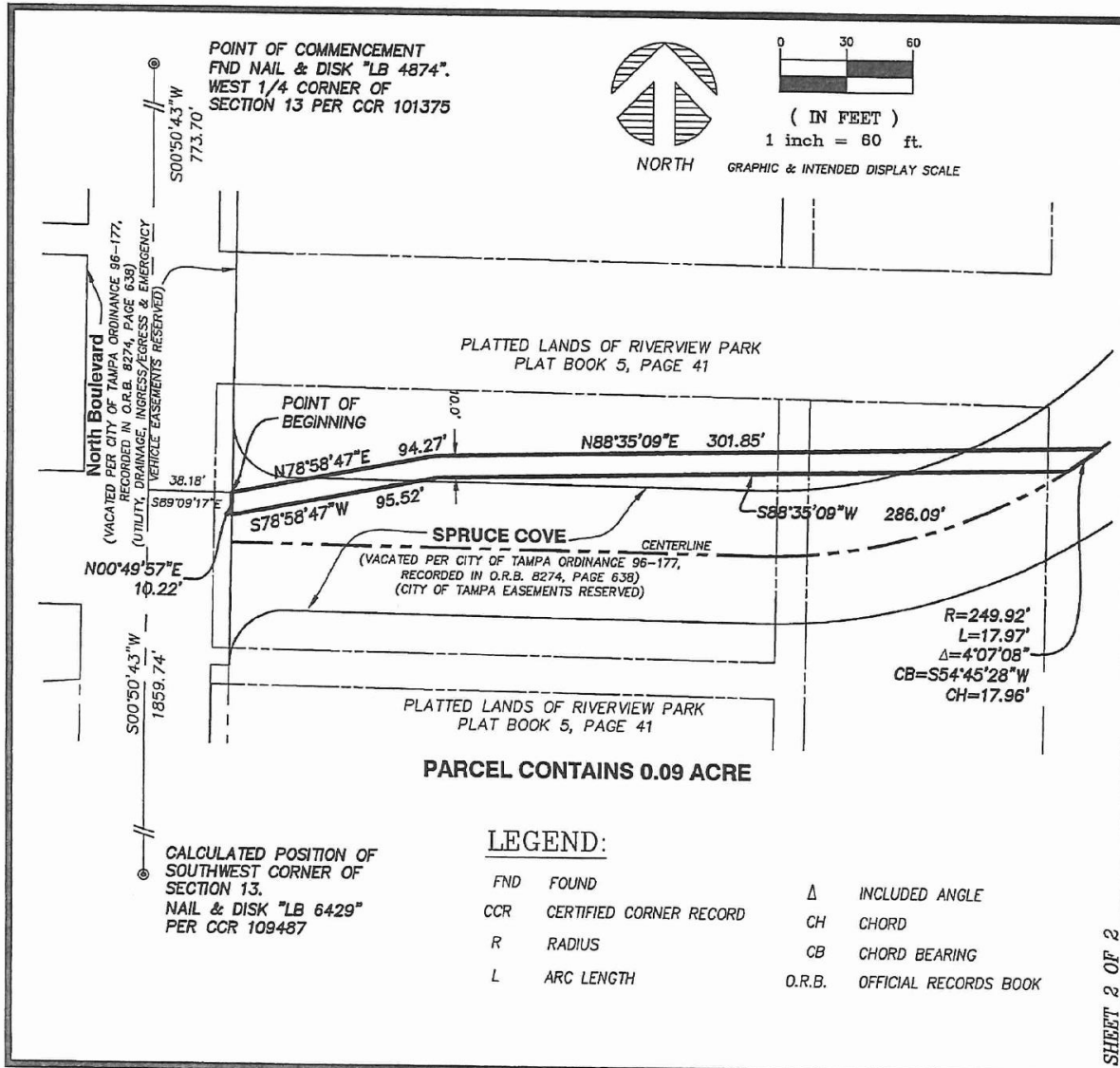
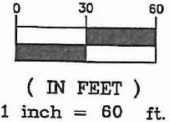
<p align="center"><b>DESCRIPTION SKETCH</b> A PORTION OF SECTION 13, TOWNSHIP 29 SOUTH, RANGE 18 EAST, HILLSBOROUGH COUNTY, FL. PREPARED FOR: TECO</p>					 <p><b>PICKETT</b> SURVEYING • ENGINEERING</p>	<p><small>PICKETT AND ASSOCIATES, INC. 475 SOUTH FIRST AVENUE BARTON FLORIDA 32639 PHONE: (904)-535-8295 FAX: (904)-534-1444 LICENSED BUSINESS No. 10394</small></p>
Project No.:	18552	No.	Date	Approved	REVISION	<p>NOT VALID WITHOUT THE SIGNATURE AND THE ORIGINAL RAISED SEAL OF A FLORIDA LICENSED SURVEYOR AND MAPPER.</p>
Horiz. Scale:	1" = 60'	O.R.	6/21/18	GAP	Original Release	
DWG. Name:	18552_Ease_01					
Drawn By:	EMP					
Field Bk / Pg.:	N/A					
Drawing No.:	SD 4600					

EXHIBIT "A" 2 OF 2



POINT OF COMMENCEMENT  
FND NAIL & DISK "LB 4874".  
WEST 1/4 CORNER OF  
SECTION 13 PER CCR 101375



GRAPHIC & INTENDED DISPLAY SCALE

PLATTED LANDS OF RIVERVIEW PARK  
PLAT BOOK 5, PAGE 41

North Boulevard  
(VACATED PER CITY OF TAMPA ORDINANCE 96-177,  
RECORDED IN O.R.B. 8274, PAGE 638)  
(UTILITY, DRAINAGE, INGRESS/EGRESS & EMERGENCY  
VEHICLE EASEMENTS RESERVED)

N00°49'57"E  
10.22'

S00°50'43"W  
1859.74'

POINT OF BEGINNING  
N78°58'47"E 94.27'

S78°58'47"W 95.52'

SPRUCE COVE  
CENTERLINE  
(VACATED PER CITY OF TAMPA ORDINANCE 96-177,  
RECORDED IN O.R.B. 8274, PAGE 638)  
(CITY OF TAMPA EASEMENTS RESERVED)

N88°35'09"E 301.85'

S88°35'09"W 286.09'

R=249.92'  
L=17.97'  
Δ=4°07'08"  
CB=S54°45'28"W  
CH=17.96'

PARCEL CONTAINS 0.09 ACRE

LEGEND:

- FND FOUND
- CCR CERTIFIED CORNER RECORD
- R RADIUS
- L ARC LENGTH
- Δ INCLUDED ANGLE
- CH CHORD
- CB CHORD BEARING
- O.R.B. OFFICIAL RECORDS BOOK

CALCULATED POSITION OF  
SOUTHWEST CORNER OF  
SECTION 13.  
NAIL & DISK "LB 6429"  
PER CCR 109487

SHEET 2 OF 2

DESCRIPTION SKETCH  
A PORTION OF SECTION 13, TOWNSHIP 29 SOUTH,  
RANGE 18 EAST, HILLSBOROUGH COUNTY, FL  
PREPARED FOR: TECO



PICKETT AND ASSOCIATES, INC.  
478 SOUTH FIRST AVENUE, SUITE 200  
TAMPA, FLORIDA 33602  
PHONE: (813) 233-4000  
FAX: (813) 233-4001  
LIC. NO. 12533 IN FLORIDA

Project No.:	18552	No.	Date	Approved	REVISION
Horiz. Scale:	1" = 60'	O.R.	6/21/18	GAP	Original Release
DWG. Name:	18552-Ease_01				
Drawn By:	EMP				
Field Bk / Pg.:	N/A				
Drawing No.:	SD 4600				

NOT VALID WITHOUT  
THE SIGNATURE AND  
THE ORIGINAL RAISED  
SEAL OF A FLORIDA  
LICENSED SURVEYOR  
AND MAPPER.

## **RESOLUTION 2018-4099**

### **RESOLUTIONS APPROVING THE RENAISSANCE AT WEST RIVER MIXED-FINANCE AND RAD CLOSING**

RESOLVED that the actions of the HOUSING AUTHORITY OF THE CITY OF TAMPA, FLORIDA (“THA”) in forming Tampa Housing Authority Development Corp., a Florida not for profit (“THADC”), which is the sole member and manager of THA West River Phase 1A, LLC, a Florida limited liability company (the “General Partner”), which is the sole general partner of West River Phase 1A, LP, a Florida limited partnership (the “Partnership”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the actions of THA in forming THA West River Retail, LLC, a Florida limited liability company (“THA Retail”), which will be the owner of the retail unit in The Renaissance at West River (the “Project”), and THA, as the sole member and manager, entering into the Operating Agreement for THA Retail, are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the equity closing and with respect to the admission to the Partnership of BANC OF AMERICA COMMUNITY DEVELOPMENT CORPORATION, a North Carolina corporation, as Class B Limited Partner (the “Class B Limited Partner”); BANK OF AMERICA, N.A., a national banking association, as Investor Limited Partner (the “Investor Limited Partner”); BANC OF AMERICA CDC SPECIAL HOLDING COMPANY, INC., a North Carolina corporation, as Special Limited Partner (the “Special Limited Partner”); and in substantial accordance with the terms of the Amended and Restated Agreement of Limited Partnership of the Partnership, the Development Agreement, the Right of First Refusal Agreement, the Purchase Option Agreement, the Memorandum of Right of First Refusal Agreement and Purchase Option Agreement, the Guaranty Agreement, the Partnership Management Agreement, and such other documents as contemplated thereby (collectively, the “Equity Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the mortgage construction and permanent loan closings are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the Project Loan Agreement; the Construction Phase Project Loan Agreement; the Funding Loan Agreement; the Construction Phase Financing Agreement; the Construction Disbursement Agreement; the Promissory Note; the Allonge (Promissory Note); the Amended and Restated Project Note; the Mortgage, Assignment of Rents, Security Agreement and Fixture Filing; the Assignment of Mortgage and Related Documents; the Amended and Restated Multifamily Mortgage, Assignment of Rents and Security Agreement; the Land Use Restriction Agreement; the Guaranty; the Security Agreement (Assignment of Partnership Interests and Capital Obligations); the Absolute and Unconditional Guaranty of Completion; the Guaranty Agreement; the Absolute and Unconditional Guaranty of Operating Deficits; the Continuing, Absolute and Unconditional Guaranty of Recourse Obligations; the Environmental Indemnification and Release Agreement; the Environmental Indemnity Agreement; the Continuing

Covenant Agreement; the Assignment of Management Agreement and Subordination of Management Fees; the Compliance Monitoring Agreement; the Construction Loan and Mortgage Servicing Agreement; and such other documents as contemplated thereby (collectively, the “Construction and Permanent Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the Florida Housing Finance Corporation (“Florida Housing”) State Apartment Incentive Loan Program mortgage loan closing are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the Construction Loan Agreement; the Land Use Restriction Agreement; the Promissory Note; the Mortgage and Security Agreement; the Assignment of Leases, Rents and Contract Rights; the Compliance Monitoring and Servicing Agreement; the Completion and Operating Deficit Guaranty; the Continuing, Absolute and Unconditional Guaranty of Recourse Obligations; the Environmental Indemnity Agreement; the Further Assurance Agreement; and such other documents as contemplated thereby (collectively, the “SAIL Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the Florida Housing Extremely Low Income Program mortgage loan closing are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the Construction Loan Agreement; the Promissory Note; the Mortgage and Security Agreement; the Assignment of Leases, Rents and Contract Rights; the Compliance Monitoring and Servicing Agreement; the Completion and Operating Deficit Guaranty; the Continuing, Absolute and Unconditional Guaranty of Recourse Obligations; the Environmental Indemnity Agreement; the Further Assurance Agreement; and such other documents as contemplated thereby (collectively, the “ELI Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the THA mortgage loan closing are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the Authority Mortgage Loan Agreement, the Mortgage Note (THA Land), the Mortgage Note (THA Equity), the Mortgage Note (THA RHF), the Authority Mortgage, the Assignment of Leases, and such other documents as contemplated thereby (collectively, the “THA Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the Federal Home Loan Bank Affordable Housing Program mortgage loan closing are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the Affordable Housing Program Recapture Agreement; the Promissory Note (AHP Program-Rental); the Promissory Note (AHP Program-Rental); the Mortgage, Assignment of Rents, Security Agreement and Fixture Filing (AHP Rental Project) and Rider to Mortgage; the Clarification of Certain Terms of Promissory Note

(AHP Program-Rental); the Restrictive Covenants and Retention Agreement (Direct Subsidy Retention Agreement); the Collateral Assignment of Loan, Loan Rights, Mortgage, and Loan Documents; and such other documents as contemplated thereby (collectively, the “AHP Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that the forms, terms, and provisions of the documents in connection with the HOME mortgage loan closing are hereby in each and every respect approved, ratified, and confirmed, and each and every transaction effected or to be effected pursuant to, and in substantial accordance with, the terms of the HOME Funds Agreement, the HOME Funds Mortgage, the Promissory Note, and such other documents as contemplated thereby (collectively, the “HOME Loan Documents”), are hereby in each and every respect authorized, approved, ratified, and confirmed; and it is further

RESOLVED that, also in connection with the Project, the Limited Liability Company Operating Agreement of WRDG Bethune I, LLC and any amendments thereto, the Contract for Purchase and Sale of Real Property and any amendments thereto, the Contribution and Indemnity Agreement, the Non-Negotiable Capital Demand Note, the Declaration of Condominium for the Renaissance at West River Condominium, the Special Warranty Deed (Unit 1), the Special Warranty Deed (Unit 2), the Property Management Agreement for the Renaissance at West River, the Rental Conversion Commitment and any amendments thereto, the Rental Assistance Demonstration Use Agreement, the PBV Housing Assistance Payments Contract and Addendum, the Partial Release of Property from Declarations of Trust, the Certification and Assurances, the Consolidated Owner Certification, the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River/HFA], the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River/FHFC], the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River /THA], the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River /AHP], the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River /HOME], the Agreement to Subordinate to Rental Assistance Demonstration Use Agreement [The Renaissance at West River /Condo], and any and all other security agreements, guaranties, indemnities, financing statements, notices, requests, demands, directions, consents, approvals, waivers, acceptances, appointments, applications, certificates, agreements, supplements, amendments, further assurances or other instruments or communications in connection with the Rental Assistance Demonstration program and mixed-finance closing of the Project (collectively, the “Other Documents”), are hereby in each and every respect approved, ratified, and confirmed; and it is further

RESOLVED that THA is hereby authorized to enter into the Equity Documents, the Construction and Permanent Loan Documents, the SAIL Loan Documents, the ELI Loan Documents, the THA Loan Documents, the AHP Loan Documents, the HOME Loan Documents, and the Other Documents, as applicable, and that execution and delivery of such documents in its name by Jerome D. Ryans, as President/CEO of THA; Leroy Moore, as Sr. Vice President/COO of THA; Susi Begazo-McGourty, as Sr. Vice President/CFO of THA; or any such other officer of THA as may be

elected in accordance with the Bylaws of THA, as amended from time to time (each an “Officer” and collectively, the “Officers”), are hereby approved, ratified, and confirmed; and it is further

RESOLVED that action by the Officers and any person or persons designated and authorized so to act by any such respective Officer, to do and perform, or cause to be done and performed, in the name and on behalf of THA, or the execution and delivery, or causing to be executed and delivered, such other security agreements, financing statements, notices, requests, demands, directions, consents, approvals, waivers, acceptances, appointments, applications, certificates, agreements, supplements, amendments, further assurances or other instruments or communications, in the name and on behalf of THA, as they, or any of them, may deem to be necessary or advisable in order to carry into effect the intent of the foregoing resolutions or to comply with the requirements of the instruments approved or authorized by the foregoing resolutions (including any past action) is hereby approved, ratified, and confirmed; and it is further

RESOLVED that the execution and delivery by any authorized Officer of any of the aforesaid agreements, documents, and instruments authorized in the foregoing resolutions and the taking by any Officer of any acts in any way related to the transactions contemplated by the foregoing resolutions, and such other agreements, documents, and instruments shall be conclusive evidence of such Officer’s approval thereof and of such Officer’s authority to execute and deliver such agreements, documents, and instruments and to take and perform such acts in the name and on behalf of THA; and it is further

RESOLVED that the Class B Limited Partner; the Investor Limited Partner; the Special Limited Partner; Housing Finance Authority of Hillsborough County, Florida, a public body corporate and politic organized and existing under the laws of the State of Florida; U.S. Bank National Association, a national banking association; Federal Home Loan Mortgage Corporation, a shareholder-owned government-sponsored enterprise organized and existing under the laws of the United States of America; Bank of America, N.A., a national banking association; Greystone Servicing Corporation, Inc., a Georgia corporation; Florida Housing; Bank of America California, N.A., a national banking association; City of Tampa, a municipal corporation organized and existing under the laws of the State of Florida; First American Title Insurance Company, a Nebraska corporation; and their respective successors and assigns are hereby authorized to rely upon these resolutions, and upon any certificate of any Officer with respect thereto until receipt of actual written notice of the revocation thereof, and may conclusively presume that the persons designated as Officers in any certificates signed by any Officer continue to hold office until actual receipt of a certificate from the President/CEO of THA to the contrary.



**CERTIFICATE OF COMPLIANCE**

This is to certify that the THA’s Board of Commissioners has approved and adopted these Resolutions numbered: 2018-4099 dated August 15, 2018.

\_\_\_\_\_  
Jerome D. Ryans, Secretary

\_\_\_\_\_  
Susan Johnson-Velez, Chairperson

e:\tamphous\west river\the renaissance\closing\sg\resolutions tha 080218 jvc.doc



**HOUSING AUTHORITY OF THE CITY OF TAMPA**  
**DEPARTMENT OF HUMAN RESOURCES,**  
**PROFESSIONAL DEVELOPMENT & COMPLIANCE**  
**EMPLOYEE DEMOGRAPHICS**  
July 2018

Regular Full-Time Employees	188
Temporary Full-Time Employees	27
Temporary Part-Time Employees	10
<b>Total Employees</b>	<b>225</b>

***GENDER***

Male	89
Female	136
<b>Total Employees</b>	<b>225</b>

***ETHNIC ORIGIN***

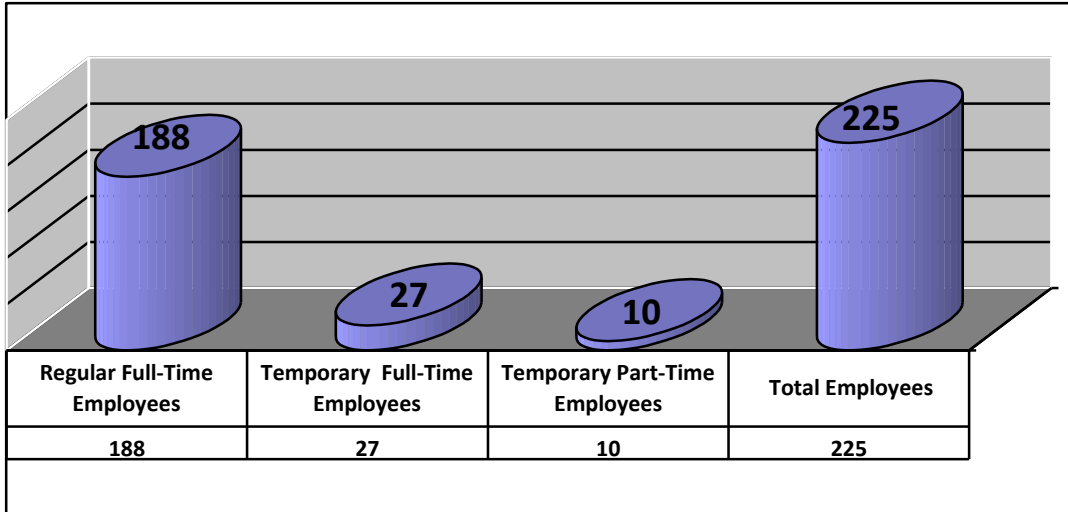
African American	124
Caucasian	31
Hispanic	65
Other	5
<b>Total Employees</b>	<b>225</b>
<b>Residents Employment</b>	<b>(14) = 6.2%</b>

	<b>July</b>	<b>FY18</b>
<b>NEW HIRES</b>	4	14
<b>PROMOTIONS</b>	1	7
<b>TERMINATIONS</b>	0	2
<b>RESIGNATIONS</b>	1	6
<b>RETIREMENTS</b>	0	2

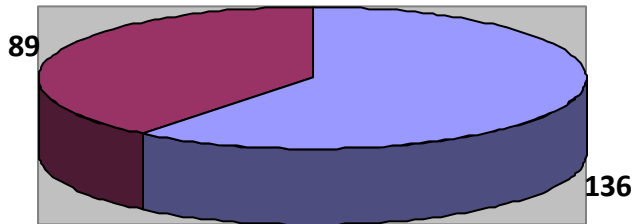
**DEPARTMENT OF HUMAN RESOURCES, PROFESSIONAL DEVELOPMENT &  
COMPLIANCE**

<b>DEPARTMENT</b>	<b>PROPERTY</b>	<b>TITLE</b>	<b>D-O-H</b>
<b><u>Assisted Housing</u></b>			
	Section 8	Homeownership Counselor	12/2/13
	Section 8	Customer Care Representative	10/2/17
	Shimberg	Support Specialist	6/25/12
	Section 8	Support Specialist	6/19/17
<b><u>Program &amp; Property Svcs.</u></b>			
	Section 8	Youth Program Manager	11/5/03
	Moses White	Youth Counselor	2/14/11
	ORCC	ORCC Service Coordinator	7/18/11
	Robles Park	Jobs Plus Community Coach	6/5/17
	Robles Park	Jobs Plus Community Coach	6/19/17
	Section 8	Sustainability Ambassador Coach	4/30/18
		Prodigy Instructor Assistant	5/7/18
<b><u>Asset Management</u></b>			
	Seminole Apartments	Maintenance Mechanic II	3/8/01
	Section 8	Property Associate	7/24/06
	Belmont Heights	Maintenance Mechanic I	9/20/10
<b>TOTAL THA EMPLOYED PUBLIC HOUSING RESIDENTS</b>			<b>14</b>

## TOTAL STAFFING



## GENDER

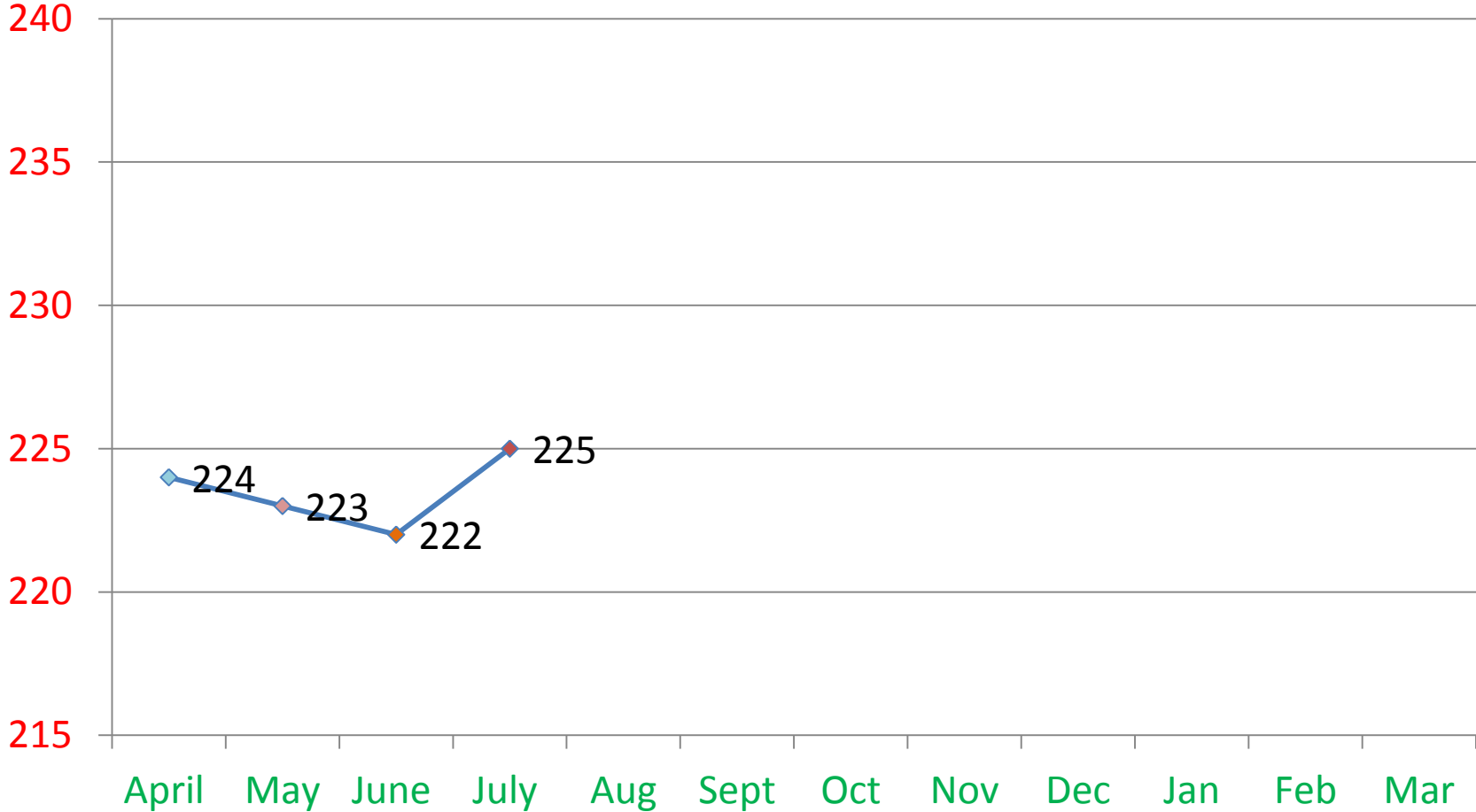


Female Male

# Total Employees at Tampa Housing Fiscal Year 2019

Total  
Employees

## Total Employees Fiscal Year 2019



# AUGUST Employee of the Month

## Administration: Human Resources



Nelida Rodriguez

Human Resources Specialist, Ms. Nelida Rodriguez has been with the Tampa Housing Authority since January of 2016. As THA's *greeter*, Nelida reaches out to applicants and responds to many queries about working at THA. From the pleasant voices she encounters from applicants overjoyed by their selection to serve as a THA member, to the solemn queries and voices of those disappointed because they were not selected, Nelida keeps it upbeat and professional.

A more exuberant and nicer person than Nelida, would be hard to find. Nelida has given of her time during the entire transitional period to assist the entire Humans Resources team in the former Director's retirement. Juggling personal and familial issues last month, she was at work daily addressing issues in the HR department as they arose and new staff was properly oriented.

So much more can be said on why she deserves this recognition. We appreciate Ms. Rodriguez's service and her sunny disposition and recommend that she receive the recognition as our Employee of the Month.

# AUGUST Employee of the Month

## Field Technician: Measurement & Verification, EPC



Jose Colon

Mr. Jose Colon has been with Tampa Housing Authority for seven years. He has done EPC repairs and inspections, assisted with facility repairs and now works as a Preventative Maintenance Repair Inspector.

When in the field, he has taken on the leadership role with staff and residents. Being bilingual has helped with advising residence of the work the team does.

Recently, he has filled the gap for repairs at Cypress and other facilities.

We have seen much growth in Jose through the years. He will be attending training for the EPA Freon classes to start learning how to repair AC units. We believe in Jose's potential and see a bright future from him here at THA.





# HOUSING AUTHORITY OF THE CITY OF TAMPA BOARD OF COMMISSIONERS MONTHLY REPORT

**Department of Program and Property Services**  
**Stephanie Brown-Gilmore, Director**  
**July 2018**

The Department of Program and Property Services monthly board report will consist of evaluating its departments programs. The Department of Program and Property Services is responsible for service delivery, health and wellness, social, recreational, and self-sufficiency of our residents.

The programs listed below are outlined in detail on the following pages:

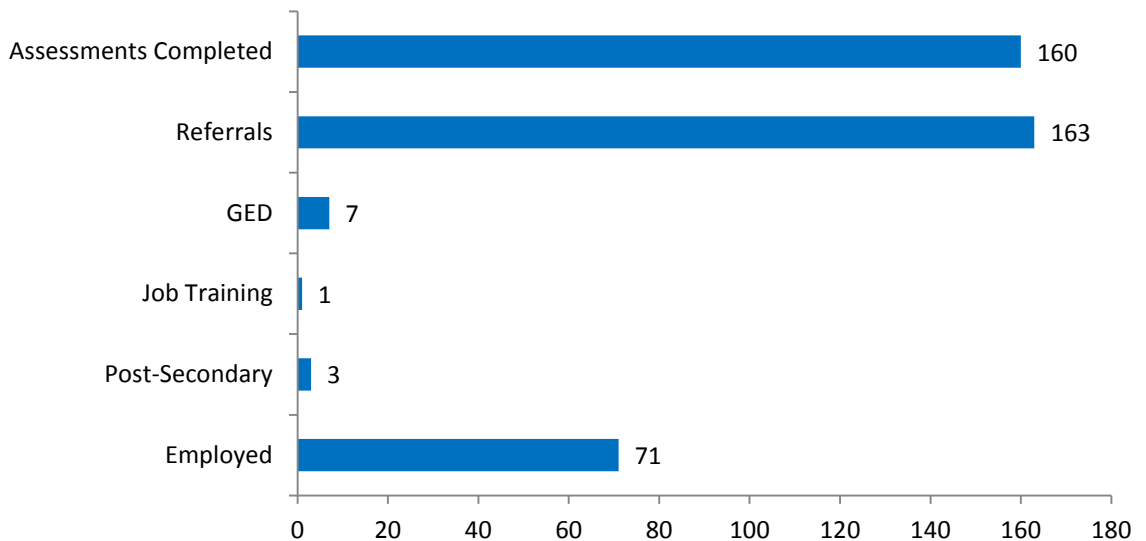
<b>Program</b>	<b>Award Amount</b>
ROSS Service Coordinator	\$682,560
Elderly Services	N/A
Choice Neighborhood Initiative <b>(CNI)</b>	\$30,000,000
YouthBuild <b>(YB)</b>	\$1,068,849
Florida Network of Youth and Family Services <b>(FLNET)</b>	\$192,753
Oaks at Riverview Community Center <b>(ORCC)</b>	N/A
Jobs Plus Initiative <b>(JPI)</b>	\$2,500,000
PRODIGY	\$45,954
DJJ Afterschool Program	\$61,377
City of Tampa Housing Counseling	CDBG 17/18 - \$45,000 CDBG 18/19 - \$60,000
Project Reinvest: Financial Capability	\$12,960

**RESIDENT OPPORTUNITIES FOR SELF-SUFFICIENCY (ROSS)  
SERVICE COORDINATORS (SC)  
JULY 2018**

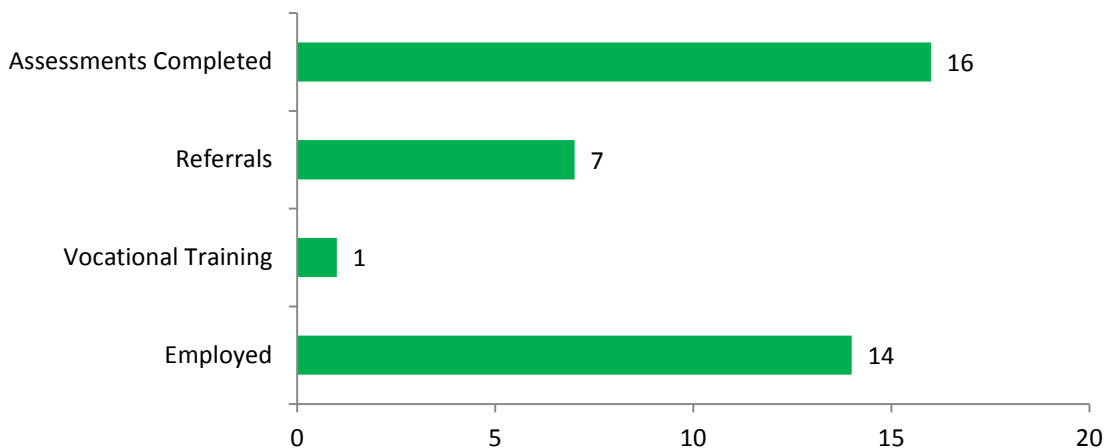
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The ROSS SC Program is designed to assist public housing residents to comply with their lease, to become economically independent and free from welfare assistance. The program embraces the entire family structure by offering supportive services to residents. These services are coordinated through various community agencies to assist residents with educational, financial and emotional stability and help them become self-sufficient. Furthermore, case management services give the residents opportunities to obtain job skills training, vocational training, remedial assistance, and opportunities for entrepreneurship and homeownership. The ROSS Service Coordinators are located: Robles Park Village, C. Blythe Andrews, Arbors at Padgett, Seminole, and Moses White.

**Robles Park Village**



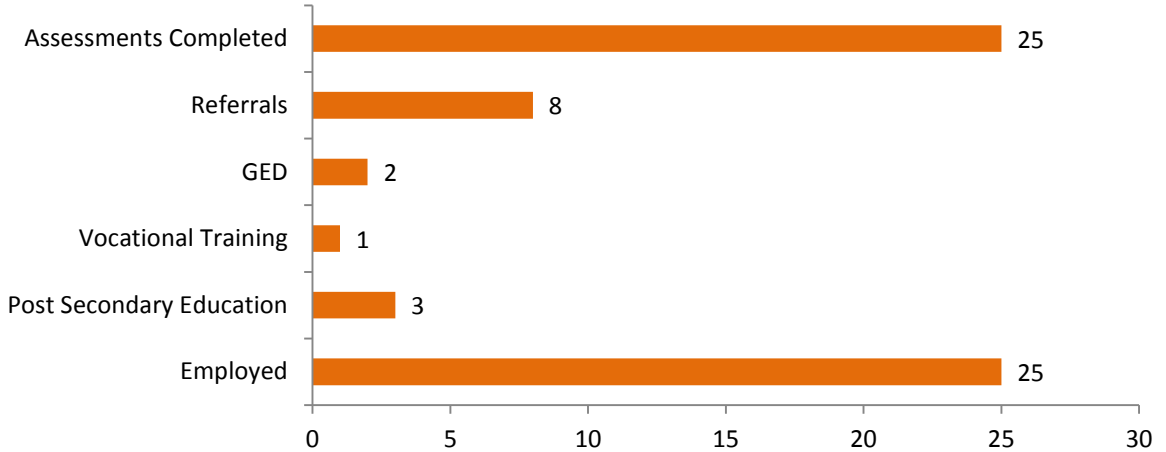
**Arbors at Padgett Estates**



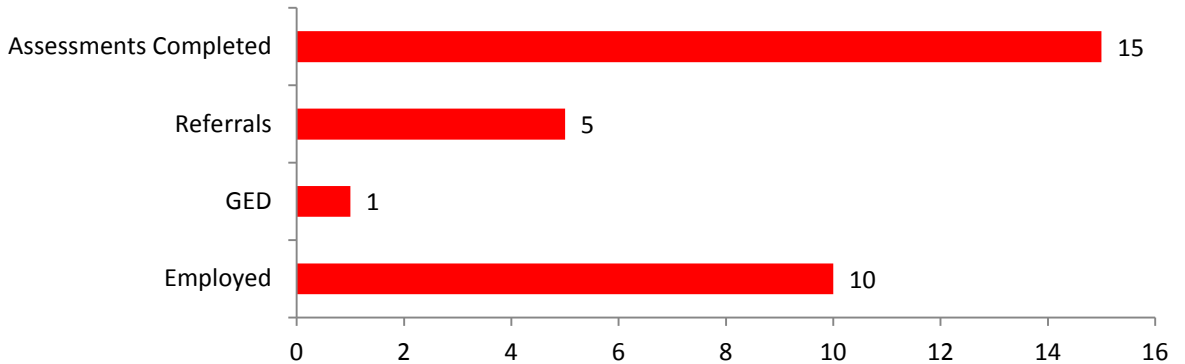
**RESIDENT OPPORTUNITIES FOR SELF-SUFFICIENCY (ROSS)  
SERVICE COORDINATORS (SC)  
JULY 2018**

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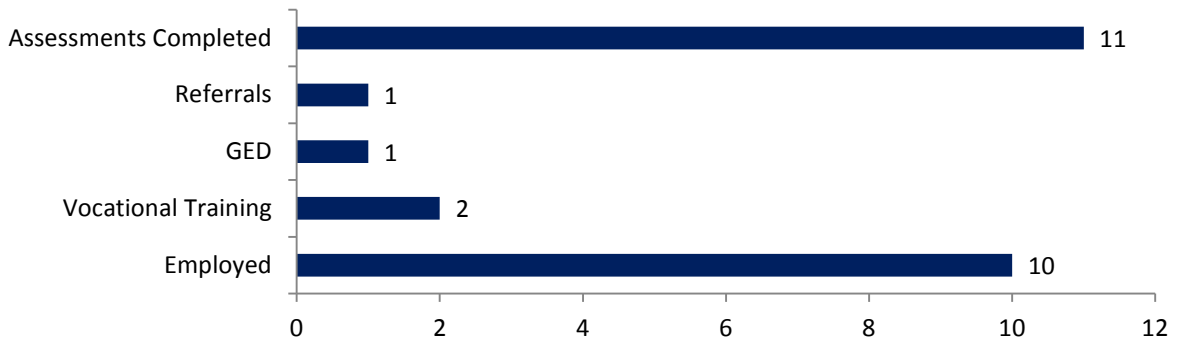
**C. Blythe Andrews**



**Seminole**



**Moses White**



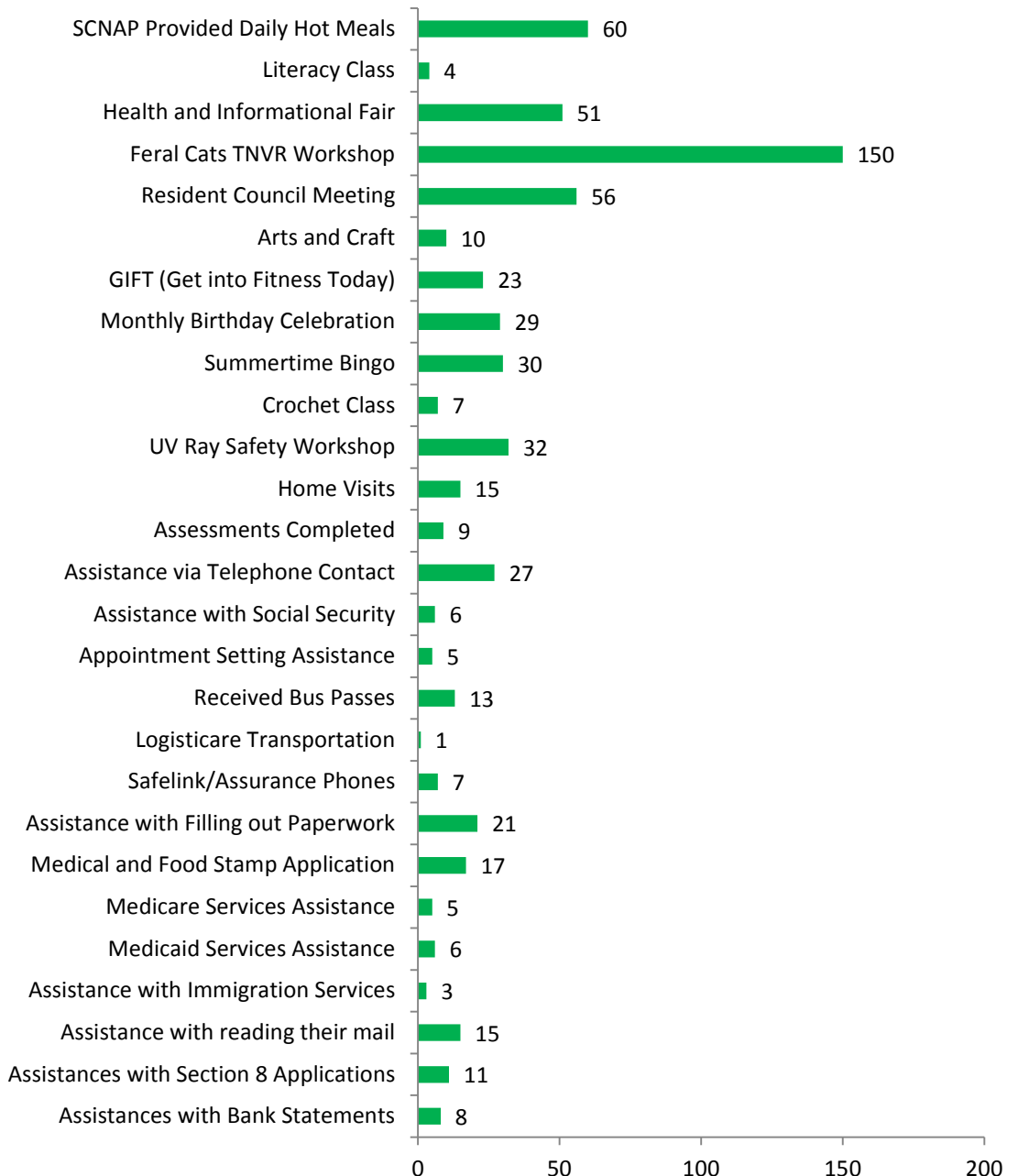
## ELDERLY SERVICES

JULY 2018

The Elderly Services Program is designed to assist seniors and persons with disabilities with educational, social, recreational, cultural, health, and wellness-related program activities. Elderly Services help the elderly and disabled residents with their daily average living skills. Many residents are on fixed incomes; therefore services and activities are provided throughout the year for the seniors at JL Young.

### Monthly Activities and Resident Participation

**JL Young - 450 Units, 78 Office Visits**



# COMMUNITY AND SUPPORTIVE SERVICES (CSS) PROGRAM

## JULY 2018

The Central Park Village Community and Supportive Services (CSS) Program is comprised of three phases, (1) Family Needs Assessments/Development of Case Plans, (2) Referral and Service Delivery, (3) Monitoring and Re-Assessments. Case Managers provide referral and assistance to the former residents who lived at Central Park Village and current ENCORE residents. This case management service offers specific programs that are designed, modified and tailored to fit the resident's individual lifestyle.

### Choice Neighborhood Initiative (CNI)

#### Participant Enrollment

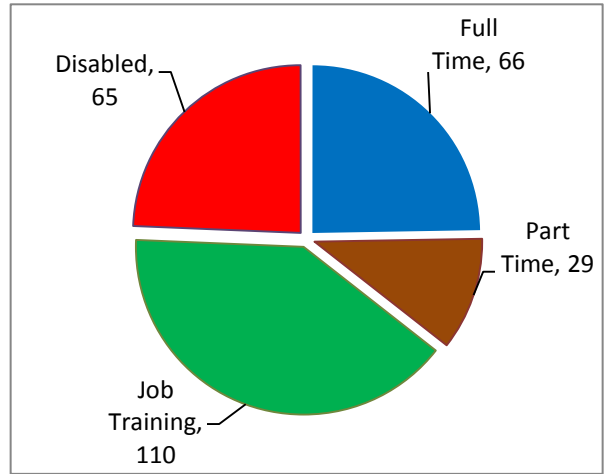
680 Participants Enrolled

188 Active Families

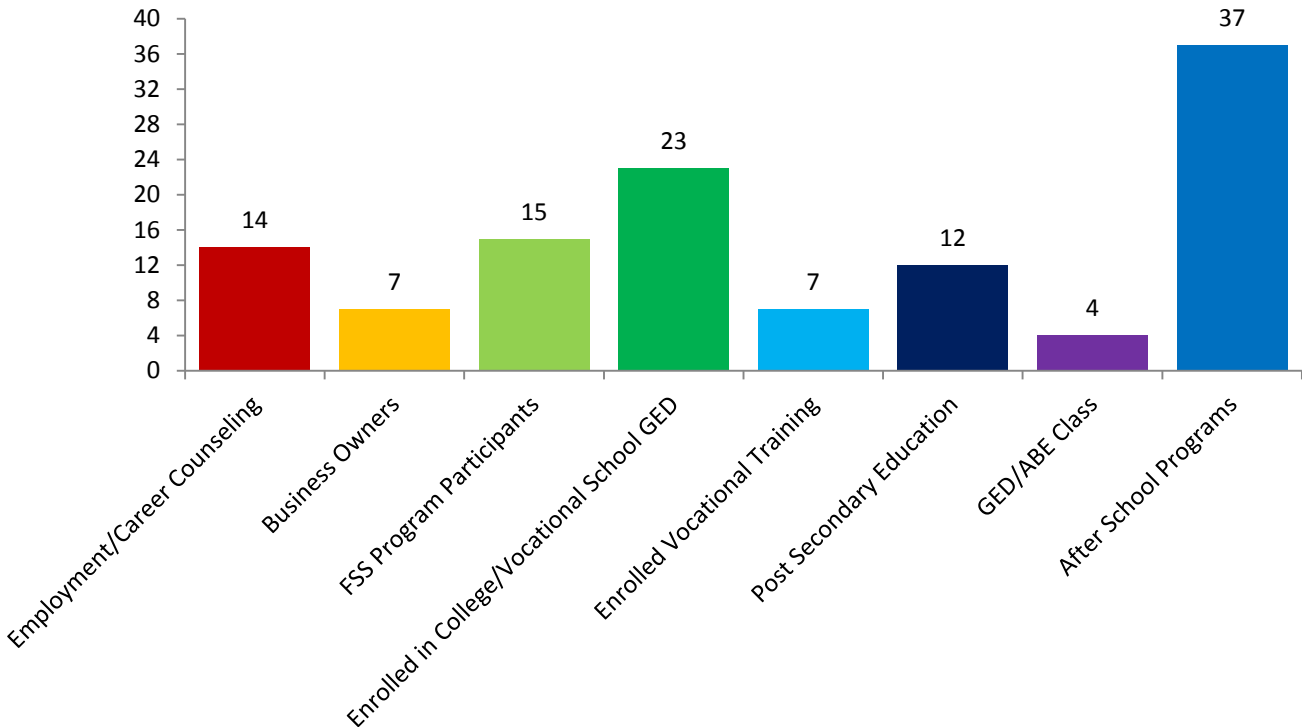
Original Residents who moved back to Encore (26)

Newly Targeted Residents at the Encore (550)

- Ella – 125
- Reed – 203
- Trio - 222



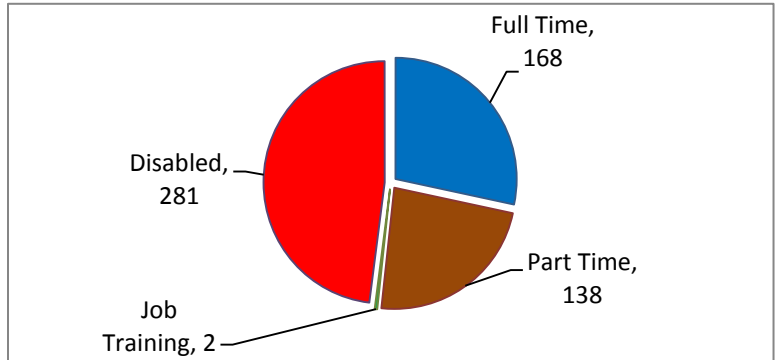
#### Participant Services



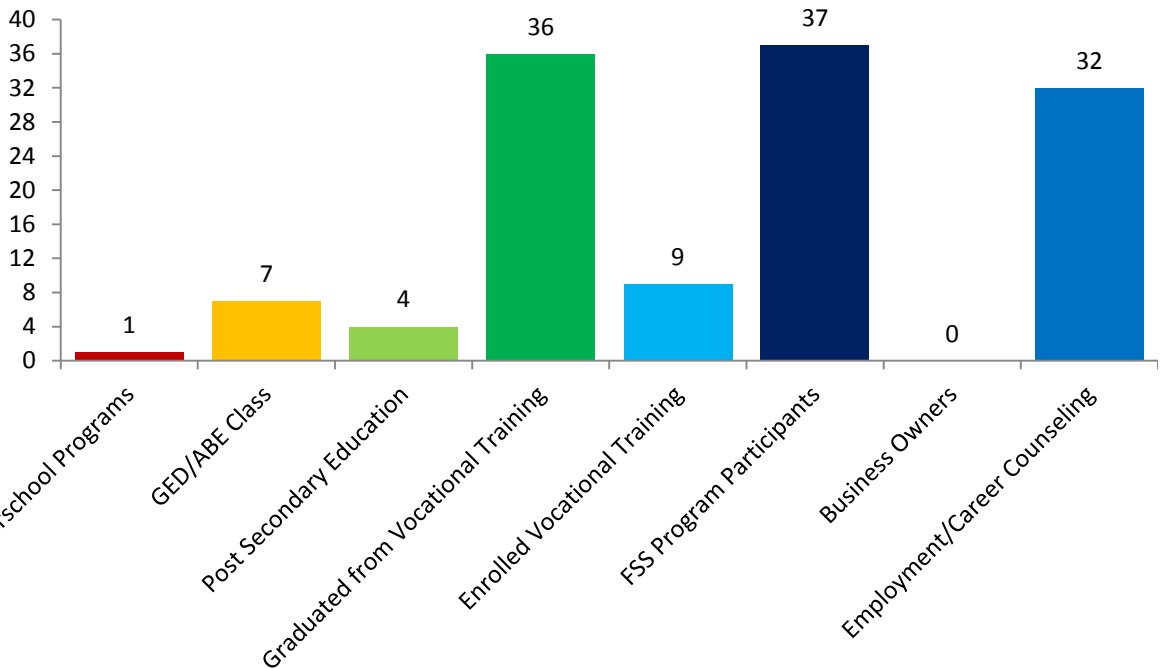
**COMMUNITY AND SUPPORTIVE SERVICES (CSS) PROGRAM  
JULY 2018**

**West River Initiative**

**Participant Enrollment**  
1713 Participants Enrolled  
681 Active Families



**Participant Services**



**III. SCHEDULED EVENTS/ACTIVITIES**

- Individual and Family case management and referral services are still being provided
- Weekly workshops: Assisting residents with registering on CareerSource Tampa Bay for employment.
- Ongoing assistance is provided for afterschool program through the Boys & Girls Club, Robles Park Resource Center and various afterschool programs.
- Ongoing assistance is provided to individuals in need of Employability Skills Training and Resume Development
- Ongoing referrals are provided to families seeking employment, mental health, food, clothing, utility and other supportive services

# JOB DEVELOPMENT AND PLACEMENT PROGRAM (JDPP)

## JULY 2018

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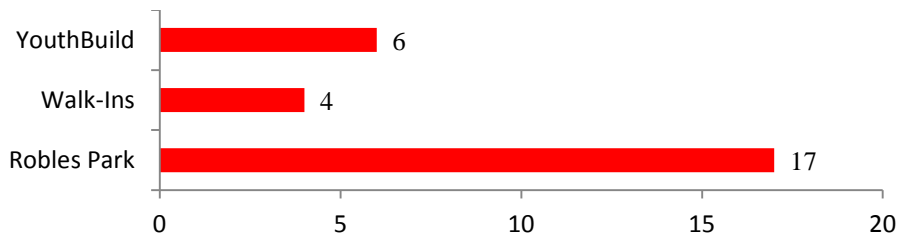
The Job Development and Placement Program (JDPP) will provide direct services by partnering with a variety of community-based agencies, schools, and other non-profit organizations to provide employment training, education services, and job placement services to residents.

Total Number of Residents Served: **1,378** with **323** receiving employment since the start of the program.

Business met with to create a guaranteed hiring partnership based on our job preparation:

- Coca-Cola Bottling Company, Florida State Fairgrounds, Verizon, Bloomin' Brand, City of Tampa Fire and Rescue, Enterprise Rental Car, Rooms to Go Warehouse, T-Mobile, Citi Bank, Amalie Arena, Double Tree Hotel, Dress for Success, City of Tampa – Water Department, Seminole Hard Rock Hotel and Casino, and Hillsborough County Public Schools.

### **Job Development Workshop Attendance**



### **Monthly Highlights:**

- Mise En Place hired 3 residents this month
- Hosted a T-Mobile job readiness workshop at Robles Park JPI
- 1 resident was employed by Starbucks at The Westin
- Sent 5 residents to Wawa store #5151 for job interview
- Hosted a Resume Workshop for YB
- Met with Progressive and Hillsborough County Schools to host a Job Readiness Workshop at Robles Park JPI
- Attended HSS sponsored community leaders and partners luncheon
- Attended TAAG Training
- Attended HUD Workshop for JPI

### **Upcoming Events:**

- Hosting a Progressive Job Readiness Training (JPI)
- Hosting a Hillsborough County Schools Job Readiness Training (JPI)

Evaluating Employment Characteristics of the Residents  
(Every Tuesday @ Robles Park Villages 11:30 – 12:30):

# YOUTHBUILD JULY 2018

**Program Description:**

The THA YouthBuild Program is an initiative with the primary purpose of establishing employable job skills for at-risk and high school drop outs, ages 16-24. The Tampa Housing Authority is partnering with YouthBuild USA, which will assist in the administration of the Construction training of THA participants.

The YouthBuild USA program is comprised of five (5) components: Leadership, Education, Case Management, Construction Training, and Career Development.

Goals	Program Goals	Cohort 1 Actuals	Cohort 2 Actuals	Current Cohort	Monthly Totals	% Total or number
Enrollees	100% 60 Students	26	16	24	2	66
GED/H.S Attainments	75%	15	8	4	1	27
Literacy and Numeracy Gains	65%	45%	41%	60%		60%
Attainment of Degree/ Certification	85%	23	11	20	2	54
Placements Employment/ Secondary Education	74%	23	10	12	6	45
Additional Certifications:		23	14			37

**Monthly Highlights:**

- YB Coordinator attended the NCCER Training in Oakland, CA
- THA YB Staff met with HCC to discuss to partnerships with the upcoming grants
- THA YB Staff met with Hendry's Training in reference to training, internships and possible employment in welding for our students
- K. Myles began working at Busch Gardens

**Upcoming Events:**

- Mentorship Meet and Greet August 2, 2018
- Complete YB Application for new round of Funding
- Complete YB Full Affiliation Application
- Region 3 Peer to Peer: YB Coordinator and YB Program Manager will be attending in September



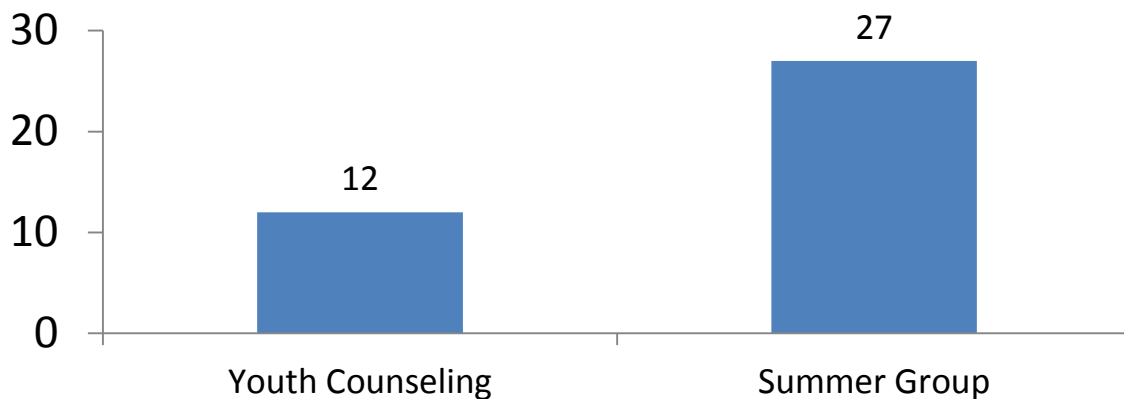
The purpose of the program is to offer Mental Health services to public housing residents and surrounding communities in Hillsborough County. The program will target youth that are most at-risk of becoming delinquent. Services are offered to eligible youth and families who possess multiple risk factors and reside in the high-risk zip codes as determined by the Florida Department of Juvenile Justice. Through clinical case management, group counseling, school and home visits, outreach, screenings and assessments, troubled youth and their families will be engaged in ongoing services to prevent delinquency, truancy and broken homes. Currently, there are seven (5) staff (Program Manager, Contracted Case Manager, Data Specialist, and two interns).

**Service Goal:**

- One hundred fifty-six (**156**) youth and their families by June 30, 2019

**Accomplishments:**

- One hundred thirty-nine (**139**) active cases in 2018-2019 Fiscal Year.



**Monthly Highlights:**

- C. Blythe Andrews weekly youth group (ages 6-9) – July 3 – August 7
- Youth camp at C. Blythe Andrews property (ages 10 – 17) – July 9 – July 13
- July 20 – DJJ Circuit Advisory Board Meeting
- July 27 – Anger Management Class – YouthBuild Program

**Upcoming Events:**

- Quality Improvement Committee – Clearwater, FL - August 8 – August 10, 2018
- Fall Executive Advisory Retreat – Key Largo, FL - September 19 – 21, 2018
- August 20th – Fall Semester Interns begin – (3) Master’s level students, (2) Associate’s level students, (2) Bachelor’s level students

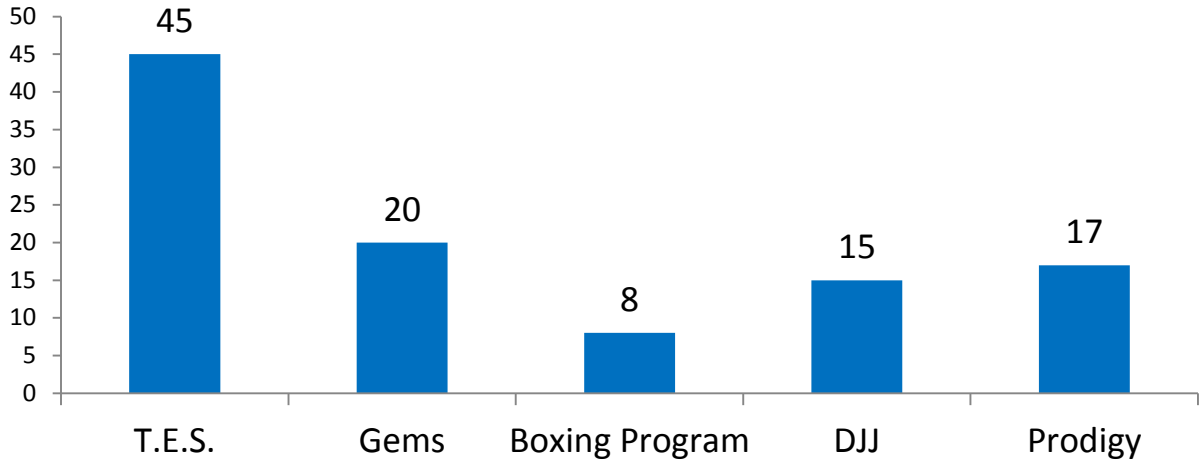
## OAKS AT RIVERVIEW COMMUNITY CENTER JULY 2018

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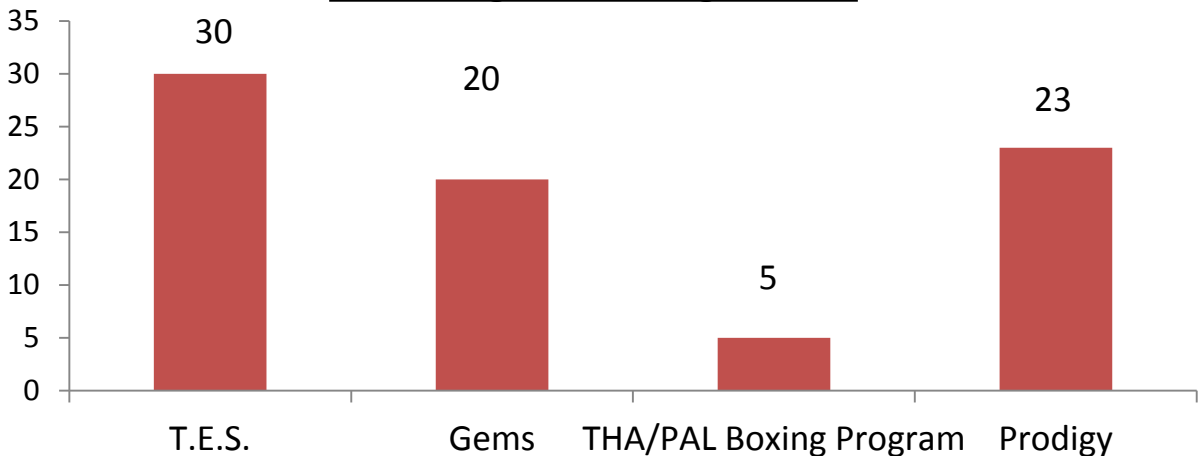
The Oaks at Riverview Community Center (ORCC) provides services relating youth development that includes: tutorial services, artistic expressions, recreational and academic games, computer learning, supportive services, cultural arts, multi-purpose (events, lunch/snack, and presentations), a sound proof media room for movie viewing, gallery, and a patio for outdoor activities. Adjacent to the ORCC is a City of Tampa playground that offers playtime activities that includes an outdoor basketball court, an open field for other activities such as flag football, dodge ball, kickball, and soccer.

### **Oaks at Riverview Community Center Participation – Total Attendance – 183**

#### **Elementary Afterschool Programs - 105**



#### **Middle/High School Programs - 78**



## JOBS PLUS INITIATIVE JULY 2018

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The Jobs Plus program is a 4-year grant provided by HUD to support job development, training, employment, supportive services, income incentives and community support for residents of the Robles Park Village development.

**The Jobs Plus Initiative program consists of the following three core components:**

- 1) Employment-Related Service
- 2) Financial Incentives
- 3) Community Support for Work

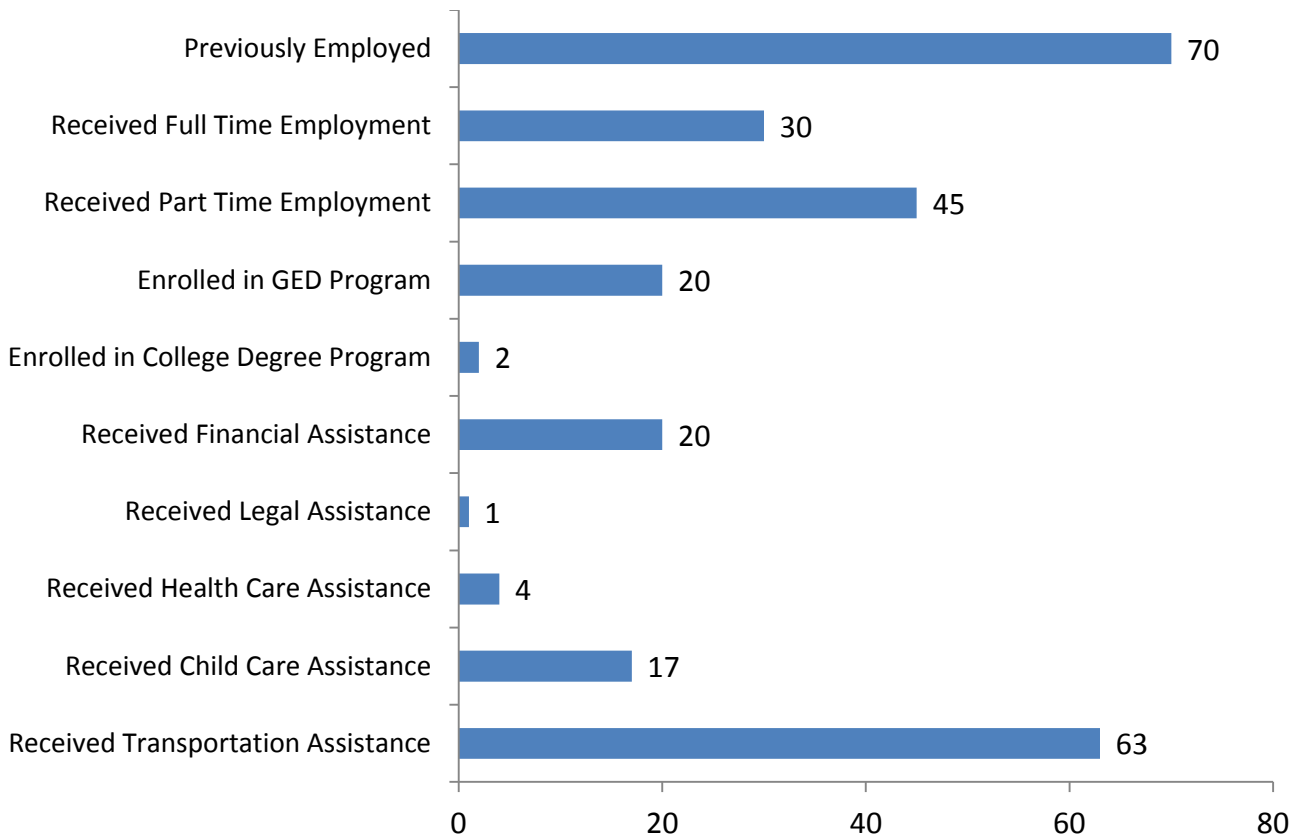
### **Participant Enrollment**

204 Adult Participants enrolled since the beginning of the Program (12 Left Development)

10 Participants enrolled in July

9 Youths are participating in the JPI Program

### **Participant Services**





Jobs Plus Initiative in collaboration with Connect Home:

Four (4) residents have completed the Microsoft Word Specialist Prep class and will begin the “Exam Cram” for their certification.

ConnectHome is currently requiring Robles Park residence for the next certification class in Digital Literacy. Upon completion, the residence will receive a certification from Microsoft in Digital Literacy.

Seven (7) students have successfully completed the Internet Blog Course.

ConnectHome Nation will be providing additional assistance with ideas and resources on device distribution and raising funds.

## Local Partners

- Boys & Girls Club of Tampa Bay
- CareerSource for Tampa Bay
- Champions for Children
- Children’s Board of Hillsborough County
- City of Tampa – EECBG
- Community Stepping Stones
- Community Training Works
- Corporation of Community and National Services (CNCS)
- Environmental Protection Commission of Hillsborough County
- Hillsborough Community College (HCC)
- Hillsborough County Library Services
- Hillsborough Public School District
- Hillsborough Education Foundation
- Hillsborough Extension Services
- Johnson Control
- Limitless Vistas (Corps Network)
- Lowry Park Zoo
- Museum of Science and Industry (MOSI)
- Pinellas County Urban League
- Remixing Education through Entertainment, Inc.
- Tampa Bay Technical Forum
- Tampa Heights Junior Civic Association
- Tampa Housing Authority
- Tampa Electric Company (TECO)
- The Centre for Women
- The Florida Aquarium
- The Skills Center
- U.S. Department of Housing and Urban Development (HUD)
- University of South Florida (USF)

## National Partners

- Association of Science-Technology Centers (ASTC)
- Boys and Girls Club
- Corporation of National and Community Services/AmeriCorps
- National Center for Women & IT (NCWIT)
- The Corps Network
- U.S. Department of Energy
- U.S. Department of Housing and Urban Development (HUD)
- US 2020/Citizen Schools.

**HOUSING AUTHORITY of the CITY OF TAMPA  
BOARD SUMMARY REPORT  
JULY 2018**

**Center for Affordable Homeownership (CFAH)**

**Homebuyer Education**

For the month of July, the CFAH had Twenty-Nine (29) complete Homebuyer Education class.

First-Time Homebuyer Education Training is an 8-hour Saturday class from 8:00am-5:00pm held at the Cypress office monthly. All participants who successfully complete either class will receive a Certificate of Completion, which is valid for 1 year. The certificate is required if participants are seeking down payment assistance funds.

**Pre-Purchase, Credit and Budget Counseling**

Upon completion of the First-Time Homebuyer Education Training, participants receive pre-purchase one-on-one counseling as they pursue their goal of homeownership. Counselors review credit, develop action plans, set goals and create budget and saving plans. In addition, follow-up counseling sessions and constant communication is provided until final closing.

For the month of July, Thirty-One (31) people received pre-purchase counseling.

**Foreclosure Intervention and Default Counseling**

The Foreclosure Intervention & Default Counseling program provides assistance to residents facing difficulty making their mortgage payments due to loss of income or other financial hardship. Counselors act as a liaison on behalf of the client to mediate with the lending industry. Through education and counseling sessions, options are identified to determine the best alternative available for the client to avoid foreclosure.

For the month of July, there were no foreclosure prevention counseling clients.

2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
FTHB* Registrants	18	33	28	41	19	46	31						216
FTHB* Graduates	15	30	19	30	16	42	29						181
FTHB* Counseling	10	17	12	22	36	38	31						166
Foreclosure Counseling	0	0	0	0	0	0	0						0
Total Clients Served	10	17	12	22	36	38	31						166
FTHB New Clients	10	17	12	22	36	38	31						166
Foreclosure New Clients	0	0	0	0	0	0	0						0
Total New Clients	10	17	12	22	36	38	31						166
Non-Section 8 Purchased Home	2	0	0	1	6	0	1						10
Public Housing FTHB Attendees	0	0	0	0	0	0	1						1
Section 8 FTHB Attendees	3	2	0	1	2	1	0						9
Outreach and Distribution	43	56	44	60	40	55	42						340



## JULY 2018

The THA Prodigy Cultural Arts program is funded by Hillsborough County as of January 1<sup>st</sup> and is the product of the University Area Community Development Corporation, Inc. (UACDC), a non-profit advocate. This prevention program is for students between the ages of six (6) to nineteen (19) years old to improve the lives of at-risk youth by exploring the extent to which community based organizations can engage youth successfully in artistic endeavors through art instruction. The purpose of the program is to improve the quality of life, promote community involvement, and the school performance of program participants. The participants are registered with an application, a pre/post survey, and an Individualized Goal Plan Sheet.

**Subcontract Grant Period: January 1, 2018 – September 30, 2018**

**Programming Location: Oaks at Riverview Community Center (ORCC)**

**Staff: Site Manager, Program Assistant, Instructor Assistant, Visual Arts Instructor, Music Production Instructor, and ORCC Staff**

**Classes Offered – (Provided for 6 weeks):**

- **Food Staging Class (04/10/2018-05/17/2018)** - grade levels include Middle/High School (**Tuesdays & Thursdays – 10:00am – 11:30am**)
- **Music Production Class (04/10/2018-05/17/2018)** –grade levels include Elementary School (**Tuesdays & Thursdays – 9:30am – 10:00pm**)

Month	Number of Students Enrolled
January	0
February	0
March	0
April	40
May	16
June	40
July	11
Total	107

**Summer/After School Services Program  
Oaks at Riverview Community Center  
JULY 2018**

The ORCC/ DJJ program is funded by Department of Juvenile Justice as of August 31<sup>st</sup>. This prevention program is for students between the ages of five (5) to seventeen (17) years old who have been identified as Potential at-risk youth. The purpose of the program is to prevent delinquency; divert children from the traditional juvenile justice system:. The goal of the program is to take these youths that pose no real threat to public safety away from the juvenile system through programming that will support a safe environment and provide youth and their families’ positive alternative for delinquent behavior.

**Subcontract Grant Period: August 31, 2017 – July 31, 2020.**

**Programming Location: Oaks at Riverview Community Center (ORCC)**

**Staff: ORCC DJJ Youth Counselor, ORCC/DJJ Youth and Family Service Intern, Florida Sheriff’s Youth Instructor (One Week), More Health Safety Instructor (3 Workshops per year)**

Month	Total Number of Students Enrolled
August	0
September	0
October	4
November	10
December	15
January	15
February	15
March	15
April	15
May	15
June	15
July	15



The Greater Tampa Bay Area Council provides staff and program assistance for weekly meetings at the 5 locations for all interested boys. We are expanding the program to include girls in the Cub Scout program starting in August of 2018 and to include a girls' Scouting Program in February of 2019. We plan one off-site trip day trip per month in which the registered youth for any of the developments may participate. During the summer, we give the youth the opportunity for a week of Day Camp for Cub Scouts (elementary aged youth) and a week of overnight Summer Camp for Boy Scouts (middle and high school youth).

## Monthly Participation – July 2018

	Property	# Registered Scouts	# Attended
Pack 803	Trio	12	3
Crew 803	Trio	9	9
Pack 804	Robles	21	9
Troop 804	Robles	13	7
Pack 805	North Blvd	24	3
Troop 805	North Blvd	19	4
Pack 806	C. Blythe Andrews	25	1
Troop 806	C. Blythe Andrews	7	3
Pack 807	ORCC	23	4
Troop 807	ORCC	6	0
Total		159	43

### Looking Forward

- Scout Bowling Tournament – August 3<sup>rd</sup>
- Day Trip to Weeki Wachee – Early August
- Cub Scout Recruiting - August
- We are gearing up to welcome girls in Cub Scouting!
- Cubfest – September 29





## Johnson Control's Foundation Sustainability Ambassadors Grant Program

In September 2016 the Tampa Housing Authority was awarded a grant to support the Sustainability Ambassadors Program. The Tampa Housing Johnson Controls Sustainability Ambassadors Program is a resident driven initiative to provide training and education on water and energy saving practices. THA will identify 10 resident volunteers each year who will participate in National Energy Foundation train the trainer energy patrol workshop. The ambassadors will then engage their fellow residents through workshops, one-on-one consumption audits, field trips, and linkages to job training opportunities. This program will take place at 3 different THA properties each grant year. The Housing Authority will receive \$50,000 to run the program for 3 years. The program is funded through December 2019. Through these funds we have hired a part-time Sustainability Ambassador Coach, who will facilitate resident training and education and recruit our resident sustainability ambassadors.

### **Program Goals:**

- Identify 3 properties each year to target for resident training and education on energy saving measures.
- Recruit 10 resident volunteers each year
- Reduce energy and water consumption on our target properties
- Facilitate resident training and job placement in the fields of energy, water, and conservation.

### **July Highlights**

An energy saving workshop was held at the Ella at Encore. Senior residents received tips on how to save energy and water in their apartments.

Two more Sustainability Ambassadors were recruited to help teach their neighbors about the importance of saving energy and water.





## **Geraldine Barnes Award Winner: Yvenette Ulysse**

### Success without Boundaries

Ms. Ulysse's dream of independency and buying her own home came to fruition three weeks ago. Today, she and her two children are living in a 3 bed 2 bath house in Valrico.

A prior resident of N Boulevard Homes, Ms. Ulysse made use of the FSS program, diligently managed her savings, fully utilized her tax returns, and worked hard by maintaining continued employment to achieve this goal. She has been relentless in pursuing this dream while overcoming a number of setbacks, and did not give up even when losing \$2,000 when trying to close on a previous property.

Nominator's Name: Norlan McKenzie

Occupation: Case Manager

# Back to School Event – July 20<sup>th</sup>, 2018





# Memorandum



**TO:** Board of Commissioners  
**FM:** Susi Begazo-McGourty, SVP / CFO  
**CC:** Jerome D. Ryans, President / CEO  
**DATE:** August 15, 2018  
**RE:** Financial Reporting for the Month of July 31, 2018

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## Financial Highlights

July 31, 2018

### Rental Assistance Demonstration (RAD)

- **For the Four Months Ended July 31, 2018**
- As of July 31, 2018 the RAD properties generated net cash from operations in the amount of \$569,804 after deducting the Operating Reserves in the amount of \$228,393; PPS funding in the amount of \$113,932; Transfers to the Corporate Overhead in the amount of \$309,487 and Replacement Reserves of \$275,592.
- The total RAD rents and other revenue budgeted for this period was \$3,831,522. The \$306,645 positive variance is primarily attributable to higher occupancy and property vacancy payments. The Year-to-date expenses total is \$2,334,315. This is approximately 5.3% less than budgeted, or with a positive variance of \$130,806.
- In conjunction with the Physical Condition Assessment (PCA) at the RAD closing, these properties have \$636,568 in Capital Improvements projects included in the FY2019 Budget.

### Assisted Housing

#### For the Four Months Ended July 31, 2018

- The Voucher utilization for July 31, 2018 remains excellent near 100%; additionally HUD increased administrative fee subsidy in July. A final 2018 budget has not been set by HUD.
- The Assisted Housing Program YTD Administrative Revenue is \$163,530 thousand over plan and expenditures are \$79,180 thousand over plan. This is attributable to higher professional services, specifically inspection costs. The annual income is \$84,350.
- In August 2017 the agency has been asked to provide RAD leased unit and HAP costs information for each of the RAD LLCs. Forecasted payments have been reduced due to lower than expected utilization on the RAD properties. This information will also help HUD determine the impact of the year-end benchmarking which adjusts payments to actual utilization. Additionally, HUD requested updated information on RAD utilization in September 2017 resulting in a reduction of the HUD payment to \$655 thousand; which is near utilization. Furthermore, the 2018 HUD RAD budget is not finalized resulting in only \$235K paid monthly January through July.

## **Business Activities**

### **Palm Terrace ALF (PALM)**

#### **For the Two Month Ended June 30, 2018**

- Palm Terrace is an assisted living facility for the elderly, consisting of 73 private and semi-private beds and was 95.9 % occupied.
- The Statement of Operations was \$(29,932)
- Operating Cash Balance was \$227,937.
- Replacement Reserves Cash Balance was \$63,053.

### **Cedar Pointe (CPNT)**

#### **For the Four Months Ended July 31, 2018**

- Operates 60 units. 8 Low Income Public Housing units, 20 Market units, and 32 Affordable Housing Units.
- The Statement of Operations \$47,223
- Replacement Reserve was \$171,500.



## **Blended Components**

### **North Tampa Housing Development Corporation (NTHDC)**

#### **For the Four Months Ended July 31, 2018**

In 2004, the U.S. Department of Housing and Urban Development (HUD) contracted with the North Tampa Housing Development Corporation (NTHDC) to handle the Performance Based Contract Administration (“PBCA”). The contract includes the administration of 470 contract properties covering approximately 40,188 assisted housing units. NTHDC earns administrative fees for managing the Section 8 Housing Vouchers throughout the State of Florida.

- The Statement of Operations (after donations to affiliated entities) was \$460,656
- Operating Cash Balance was \$9,646,963.

### **Meridian River Development Corporation (MRDC)**

#### **For the Five Months Ended July 31, 2018**

- MRDC’s communities are Meridian River, River Place and River Pines. A substantial capital improvement plan was implemented in 2012 for the MRDC properties. MRDC was 97.6% occupied.
- The Statement of Operations after debt service was \$509,623.
- Operating Cash Balance was \$2,906,647.
- Replacement Reserves Cash Balance was \$378,684.

## **Related Entities**

### **The Ella at Encore (ELLA)**

#### **For the Five Months Ended May 31, 2018**

- The Ella at Encore operates 32 Low Income Public Housing units, 64 Project Based Section 8 units, and 64 Affordable Housing Units and was 99.4% occupied.
- The Statement of Operations was \$38,958.
- Operating Cash Balance was \$101,606.
- Replacement Reserve Cash Balance was \$247,422.

### **The Trio at Encore (TRIO)**

#### **For the Five Months Ended May 31, 2018**

- The Trio at Encore operates 32 Low Income Public Housing units, 67 Project Based Section 8 units, and 42 Market Rate Units and was 99.3% occupied.
- The Statement of Operations was \$31,516
- Operating Cash Balance was \$329,551.
- Replacement Reserve Cash Balance was \$152,215.

*“Building a World-Class Community, One Family and One Neighborhood at a Time”*

### **The Reed at Encore (REED)**

#### **For the Five Months Ended May 31, 2018**

- The Reed at Encore operates 14 Low Income Public Housing units, 144 Project Based Section 8 units, and was 100.0% occupied.
- The Statement of Operations after debt and replacement reserves was \$162,891.
- Operating Cash Balance was \$594,392.
- Replacement Reserve Cash Balance was \$119,829.

### **The Gardens at South Bay**

#### **For the Five Months Ended May 31, 2018**

- The Gardens at South Bay, LTD is a mixed finance project consisting of 216 apartment units and was 98.6% occupied.
- The Statement of Operations after Debt and Replacement Reserves was (\$212,531).
- Approximately \$207,907 was utilized on water intrusion repair
- Operating Cash Balance was \$237,910.
- Replacement Reserves Cash Balance was \$412,680.

### **Osborne Landing LTD (OSB)**

#### **For the Six Months Ended July 31, 2018**

- Osborne Landing operates a 43 unit affordable housing apartment development in Tampa, Florida.
- The Statement of Operations was \$11,318



**Tampa Housing Authority**  
RAD Properties Summary (1,519 Units)  
Net Operating Income

For the Four Months Ended July 31, 2018

<b>Occupancy Percentage:</b>	<b>97.63%</b>
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	Robles Park, LLC	Arbors Estate, LLC	Seminole Park, LLC	Shimberg Estates, LLC	Scruggs Manor, LLC	YTD Actual	4 Month Budget	Variance	Annual Budget
<b>Total Revenue</b>	\$ 1,560,197	\$ 667,446	\$ 570,413	\$ 577,864	\$ 455,601	\$ 3,831,522	\$ 2,643,658	\$ 1,187,864	\$ 10,574,631
Admin Salaries / Benefits	166,468	63,574	55,773	70,288	49,935	406,039	368,309	(37,730)	1,104,927
Administrative Expenses	63,172	26,505	11,327	15,261	6,416	122,681	145,256	22,575	435,767
Management Fees	129,986	48,232	39,568	42,214	33,614	293,615	293,615	(0)	880,844
Tenant Services Salary / Benefits	8,262	1,889	7,983	7,251	4,497	29,882	30,639	757	91,917
Tenant Service Expenses	3,294	1,593	2,111	1,818	1,171	9,987	36,326	26,339	108,977
Utilities	66,293	28,999	52,690	33,116	18,362	199,460	203,972	4,512	611,917
Maintenance Salary / Benefits	240,957	96,028	69,198	69,588	49,229	525,000	536,258	11,258	1,608,773
Maintenance Expenses	88,981	23,670	33,159	18,099	17,258	181,166	223,033	41,868	669,100
Contracted Maintenance Services	136,387	63,195	68,324	58,855	38,457	365,218	423,908	58,689	1,271,723
Protective Services Salary and Benefits	10,104	4,116	3,742	3,742	2,620	24,325	31,057	6,732	93,171
General Expenses	58,757	39,077	40,046	20,327	18,735	176,942	170,915	(6,027)	512,745
Other Expenses	-	-					1,833		5,500
<b>Total Expenses</b>	\$ 972,663	\$ 396,878	\$ 383,921	\$ 340,558	\$ 240,294	\$ 2,334,315	\$ 2,465,120	\$ 130,806	\$ 7,395,361
<b>Net Operating Income</b>	\$ 587,534	\$ 270,568	\$ 186,492	\$ 237,306	\$ 215,308	\$ 1,497,207	\$ 178,537	\$ 1,318,670	\$ 3,179,270
Operating Reserves	96,605	38,228	34,267	34,135	25,158	228,393	228,393	-	685,178
PPS Funding	71,619		28,018		14,295	113,932	119,719	(5,787)	359,158
Transfer to Corporate Overhead	56,924	100,758	9,809	70,001	71,995	309,487	309,487	-	928,460
Replacement Reserves	167,904	32,088	28,392	27,720	19,488	275,592	275,592	-	826,776
<b>Total Other Out Flows</b>	\$ 393,052	\$ 171,074	\$ 100,485	\$ 131,856	\$ 130,936	\$ 927,403	\$ 933,191	\$ (5,787)	\$ 2,799,572
<b>Net Cash From Operations</b>	\$ 194,482	\$ 99,494	\$ 86,006	\$ 105,450	\$ 84,372	\$ 569,804	\$ (754,653)	\$ 1,324,458	\$ 379,698

# Tampa Housing Authority

Robles Park, LLC (431 Units)

Net Operating Income

For the Four Months Ended July 31, 2018

**Occupancy Percentage: 96.52%**

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 365,481</b>	<b>\$ 362,035</b>	<b>\$ 3,445</b>	<b>\$ 1,560,197</b>	<b>\$ 1,448,141</b>	<b>\$ 112,056</b>	<b>\$ 4,344,424</b>
Admin Salaries / Benefits	47,745	36,208	(11,537)	166,468	144,833	(21,635)	434,498.03
Administrative Expenses	7,352	13,769	6,417	63,172	55,077	(8,095)	165,230.94
Management Fees	32,497	32,497	-	129,986	129,986	-	389,959.00
Tenant Services Salary / Benefits	1,997	2,114	117	8,262	8,457	195	25,370.97
Tenant Service Expenses	813	3,645	2,832	3,294	14,580	11,286	43,740.21
Utilities	17,561	15,802	(1,759)	66,293	63,209	(3,084)	211,174.67
Maintenance Salary / Benefits	60,839	62,210	1,371	240,957	248,842	7,884	746,524.61
Maintenance Expenses	18,389	26,225	7,836	88,981	104,900	15,919	314,700.00
Contracted Maintenance Services	20,480	36,804	16,324	136,387	147,217	10,830	441,650.57
Protective Services Salary and Benefits	-	2,804	2,804	10,104	11,214	1,110	33,642.49
General Expenses	12,750	13,964	1,214	58,757	55,854	(2,903)	167,561.86
Other Expenses	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 220,422</b>	<b>\$ 246,042</b>	<b>\$ 25,620</b>	<b>\$ 972,663</b>	<b>\$ 984,168</b>	<b>\$ 11,505</b>	<b>\$ 2,974,053</b>
<b>Net Operating Income</b>	<b>\$ 145,059</b>	<b>\$ 115,993</b>	<b>\$ 29,066</b>	<b>\$ 587,534</b>	<b>\$ 463,973</b>	<b>\$ 123,561</b>	<b>\$ 1,370,371</b>
Operating Reserves	24,151	24,151	-	96,605	96,605	-	289,814
PPS Funding	17,905	17,905	-	71,619	71,620	-	230,708
Transfer to Corporate Overhead	14,231	14,231	-	56,924	56,924	-	170,771
Replacement Reserves	41,976	41,976	-	167,904	167,904	-	503,712
<b>Total Other Out Flows</b>	<b>\$ 98,263</b>	<b>\$ 98,263</b>	<b>\$ -</b>	<b>\$ 393,052</b>	<b>\$ 393,052</b>	<b>\$ -</b>	<b>\$ 1,195,005</b>
<b>Net Cash From Operations</b>	<b>\$ 46,796</b>	<b>\$ 17,730</b>	<b>\$ 29,066</b>	<b>\$ 194,482</b>	<b>\$ 70,921</b>	<b>\$ 123,562</b>	<b>\$ 175,366</b>

# Tampa Housing Authority

Arbors Estate, LLC (191 units)

Net Operating Income

For the Four Months Ended July 31, 2018

<b>Occupancy Percentage:</b>	<b>97.33%</b>
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 157,900</b>	<b>\$ 152,684</b>	<b>\$ 5,217</b>	<b>\$ 667,446</b>	<b>\$ 610,734</b>	<b>\$ 56,712</b>	<b>1,832,203.00</b>
Admin Salaries / Benefits	19,351	17,305	(2,045)	63,574	62,750	(824)	188,249.22
Administrative Expenses	1,483	7,581	6,098	26,505	30,322	3,818	90,966.49
Management Fees	12,058	12,058	-	48,232	48,232	-	144,697.00
Tenant Services Salary / Benefits	468	487	19	1,889	1,947	58	5,840.41
Tenant Service Expenses	337	1,634	1,297	1,593	6,537	4,944	19,609.99
Utilities	12,225	7,151	(5,074)	28,999	28,605	(394)	92,349.41
Maintenance Salary / Benefits	25,760	24,451	(1,309)	96,028	97,804	1,776	293,411.66
Maintenance Expenses	11,845	8,883	(2,962)	23,670	35,532	11,862	106,595.00
Contracted Maintenance Services	22,164	17,361	(4,803)	63,195	69,442	6,247	208,326.88
General Expenses	8,432	8,789	357	39,077	35,157	(3,920)	105,470.06
Other Expenses	-	417	417	-	1,667	1,667	5,000.00
<b>Total Expenses</b>	<b>\$ 114,124</b>	<b>\$ 106,117</b>	<b>\$ (8,007)</b>	<b>\$ 396,878</b>	<b>\$ 424,466</b>	<b>\$ 27,588</b>	<b>\$ 1,279,933</b>
<b>Net Operating Income</b>	<b>\$ 43,777</b>	<b>\$ 46,567</b>	<b>\$ (2,790)</b>	<b>\$ 270,568</b>	<b>\$ 186,268</b>	<b>\$ 84,300</b>	<b>\$ 552,270</b>
Operating Reserves	9,557	9,557	-	38,228	38,228	-	114,683
PPS Funding	-	-	-	-	-	-	-
Transfer to Corporate Overhead	25,190	25,190	-	100,758	100,758	-	302,275
Replacement Reserves	8,022	8,022	-	32,088	32,088	-	96,264
<b>Total Other Out Flows</b>	<b>\$ 42,769</b>	<b>\$ 42,769</b>	<b>\$ -</b>	<b>\$ 171,074</b>	<b>\$ 171,074</b>	<b>\$ -</b>	<b>\$ 513,222</b>
<b>Net Cash From Operations</b>	<b>\$ 1,008</b>	<b>\$ 3,798</b>	<b>\$ (2,790)</b>	<b>\$ 99,494</b>	<b>\$ 15,194</b>	<b>\$ 84,300</b>	<b>\$ 39,048</b>

**Tampa Housing Authority**  
 Seminole Park Apartments, LLC (169 Units)  
 Net Operating Income  
 For the Four Months Ended July 31, 2018

**Occupancy Percentage: 98.50%**

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 132,540</b>	<b>\$ 126,163</b>	<b>\$ 6,377</b>	<b>\$ 570,413</b>	<b>\$ 504,653</b>	<b>\$ 65,760</b>	<b>\$ 1,513,959</b>
Admin Salaries / Benefits	15,840	12,885	(2,955)	55,773	51,541	(4,233)	154,621.46
Administrative Expenses	1,347	5,617	4,270	11,327	22,468	11,140	67,402.74
Management Fees	9,892	9,892	-	39,568	39,568	-	118,705.00
Tenant Services Salary / Benefits	1,954	2,049	95	7,983	8,197	214	24,589.97
Tenant Service Expenses	298	1,445	1,147	2,111	5,780	3,669	17,340.74
Utilities	18,657	11,373	(7,284)	52,690	45,491	(7,199)	139,514.87
Maintenance Salary / Benefits	17,335	17,500	165	69,198	70,000	802	210,000.59
Maintenance Expenses	7,195	7,508	314	33,159	30,033	(3,126)	90,100.00
Contracted Maintenance Services	11,972	19,253	7,281	68,324	77,013	8,690	231,040.25
Protective Services Salary and Benefits	888	1,294	406	3,742	5,176	1,433	15,526.99
General Expenses	9,840	6,633	(3,207)	40,046	26,533	(13,513)	79,598.53
<b>Total Expenses</b>	<b>\$ 95,218</b>	<b>\$ 95,450</b>	<b>\$ 232</b>	<b>\$ 383,921</b>	<b>\$ 381,800</b>	<b>\$ (2,122)</b>	<b>\$ 1,148,441</b>
<b>Net Operating Income</b>	<b>\$ 37,322</b>	<b>\$ 30,713</b>	<b>\$ 6,608</b>	<b>\$ 186,492</b>	<b>\$ 122,853</b>	<b>\$ 63,638</b>	<b>\$ 365,518</b>
Operating Reserves	8,567	8,567	-	34,267	34,267	-	102,801
PPS Funding	7,004	7,004	-	28,018	28,018	-	85,566
Transfer to Corporate Overhead	2,452	2,452	-	9,809	9,809	-	29,426
Replacement Reserves	7,098	7,098	-	28,392	28,392	-	85,176
<b>Total Other Out Flows</b>	<b>\$ 25,121</b>	<b>\$ 25,121</b>	<b>\$ -</b>	<b>\$ 100,485</b>	<b>\$ 100,485</b>	<b>\$ -</b>	<b>\$ 302,969</b>
<b>Net Cash From Operations</b>	<b>\$ 12,200</b>	<b>\$ 5,592</b>	<b>\$ 6,608</b>	<b>\$ 86,006</b>	<b>\$ 22,368</b>	<b>\$ 63,638</b>	<b>\$ 62,549</b>

# Tampa Housing Authority

Shimberg Estate, LLC (165 Units)

Net Operating Income

For the Four Months Ended July 31, 2018

<b>Occupancy Percentage:</b>	<b>97.88%</b>
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 140,598</b>	<b>\$ 133,751</b>	<b>\$ 6,847</b>	<b>\$ 577,864</b>	<b>\$ 535,003</b>	<b>\$ 42,861</b>	<b>\$ 1,605,009</b>
Admin Salaries / Benefits	19,292	16,024	(3,268)	70,288	64,096	(6,192)	192,288
Administrative Expenses	606	5,437	4,831	15,261	21,748	6,487	65,244
Management Fees	10,553	10,553	-	42,214	42,214	-	126,641
Tenant Services Salary / Benefits	1,761	1,857	96	7,251	7,428	177	22,284
Tenant Service Expenses	291	1,373	1,082	1,818	5,492	3,674	16,476
Utilities	11,608	7,495	(4,114)	33,116	29,979	(3,138)	96,282
Maintenance Salary / Benefits	17,466	17,375	(90)	69,588	69,502	(86)	208,505
Maintenance Expenses	5,274	7,527	2,253	18,099	30,107	12,008	90,320
Contracted Maintenance Services	9,615	19,431	9,816	58,855	77,724	18,869	233,172
Protective Services and Benefits	888	1,186	298	3,742	4,744	1,002	14,233
General Expenses	4,913	6,689	1,776	20,327	26,754	6,427	80,262
<b>Total Expenses</b>	<b>\$ 82,267</b>	<b>\$ 94,947</b>	<b>\$ 12,680</b>	<b>\$ 340,558</b>	<b>\$ 379,788</b>	<b>\$ 39,229</b>	<b>\$ 1,145,707</b>
<b>Net Operating Income</b>	<b>\$ 58,331</b>	<b>\$ 38,804</b>	<b>\$ 19,527</b>	<b>\$ 237,306</b>	<b>\$ 155,215</b>	<b>\$ 82,090</b>	<b>\$ 459,302</b>
Operating Reserves	8,534	8,534	-	34,135	34,135	-	102,406
PPS Funding	-	-	-	-	-	-	-
Transfer to Corporate Overhead	17,500	17,500	-	70,001	70,001	-	210,002
Replacement Reserves	6,930	6,930	-	27,720	27,720	-	83,160
<b>Total Other Out Flows</b>	<b>\$ 32,964</b>	<b>\$ 32,964</b>	<b>\$ -</b>	<b>\$ 131,856</b>	<b>\$ 131,856</b>	<b>\$ -</b>	<b>\$ 395,568</b>
<b>Net Cash From Operations</b>	<b>\$ 25,367</b>	<b>\$ 5,840</b>	<b>\$ 19,527</b>	<b>\$ 105,450</b>	<b>\$ 23,360</b>	<b>\$ 82,090</b>	<b>\$ 63,734</b>

**Tampa Housing Authority**  
Scruggs Manor Estate, LLC (116 Units)

Net Operating Income

For the Four Months Ended July 31, 2018

Occupancy Percentage:	<b>99.42%</b>
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 109,900</b>	<b>\$ 106,586</b>	<b>\$ 3,314</b>	<b>\$ 455,601</b>	<b>\$ 426,345</b>	<b>\$ 29,256</b>	<b>\$ 1,279,036</b>
Admin Salaries / Benefits	12,569	11,273	(1,297)	49,935	45,090	(4,845)	135,271
Administrative Expenses	289	3,910	3,621	6,416	15,641	9,225	46,922
Management Fees	8,404	8,404	-	33,614	33,614	-	100,842
Tenant Services Salary / Benefits	1,095	1,153	57	4,497	4,611	114	13,832
Tenant Service Expenses	205	984	779	1,171	3,937	2,766	11,810
Utilities	6,493	5,710	(783)	18,362	22,839	4,477	72,596
Maintenance Salary / Benefits	12,181	12,528	347	49,229	50,110	882	150,331
Maintenance Expenses	5,248	5,615	367	17,258	22,462	5,204	67,385
Contracted Maintenance Services	5,088	13,128	8,039	38,457	52,511	14,054	157,533
Protective Services and Benefits	621	863	241	2,620	3,451	831	10,352
General Expenses	4,557	6,654	2,097	18,735	26,618	7,883	79,853
Other Expenses		41.67	42	-	167	167	500
<b>Total Expenses</b>	<b>\$ 56,750</b>	<b>\$ 70,262</b>	<b>\$ 13,512</b>	<b>\$ 240,294</b>	<b>\$ 281,049</b>	<b>\$ 40,755</b>	<b>\$ 847,226</b>
<b>Net Operating Income</b>	<b>\$ 53,150</b>	<b>\$ 36,324</b>	<b>\$ 16,826</b>	<b>\$ 215,308</b>	<b>\$ 145,296</b>	<b>\$ 70,011</b>	<b>\$ 431,810</b>
Operating Reserves	6,289	6,289	-	25,158	25,158	-	75,474
PPS Funding	3,574	3,574	-	14,295	14,295	-	42,884
Transfer to Corporate Overhead	17,999	17,999	-	71,995	71,995	-	215,986
Replacement Reserves	4,872	4,872	-	19,488	19,488	-	58,464
<b>Total Other Out Flows</b>	<b>\$ 32,734</b>	<b>\$ 32,734</b>	<b>\$ -</b>	<b>\$ 130,936</b>	<b>\$ 130,936</b>	<b>\$ -</b>	<b>\$ 392,808</b>
<b>Net Cash From Operations</b>	<b>\$ 20,416</b>	<b>\$ 3,590</b>	<b>\$ 16,826</b>	<b>\$ 84,372</b>	<b>\$ 14,360</b>	<b>\$ 70,011</b>	<b>\$ 39,002</b>

# Tampa Housing Authority

JL YOUNG, INC (447 Units)

Net Operating Income

For the Seven Months Ended July 31, 2018

<b>Occupancy Percentage:</b>	<b>97.54%</b>
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Total Revenue</b>	<b>\$ 308,789</b>	<b>\$ 299,685</b>	<b>\$ 9,104</b>	<b>\$ 2,181,758</b>	<b>\$ 2,097,794</b>	<b>\$ 83,964</b>	<b>\$ 3,596,218</b>
Admin Salaries / Benefits	43,975	32,142	(11,834)	237,651	224,991	(12,660)	385,699
Administrative Expenses	3,420	13,612	10,191	30,027	95,282	65,255	163,340
Management Fees	24,677	24,677	0	191,782	172,742	(19,040)	296,129
Tenant Services Salary / Benefits	6,472	6,427	(45)	43,696	44,990	1,294	77,126
Tenant Service Expenses	1,055	998	(57)	12,048	6,986	(5,062)	11,976
Utilities	20,104	23,395	3,290	120,224	169,973	49,750	286,946
Maintenance Salary / Benefits	55,195	57,865	2,670	375,601	405,055	29,455	694,380
Maintenance Expenses	10,297	16,478	6,181	45,476	115,349	69,872	197,741
Contracted Maintenance Services	27,987	42,695	14,708	188,410	298,866	110,456	512,342
Protective Services Salary and Benefits	2,486	2,672	186	18,433	18,703	270	32,063
Protective Service Expenses	5,664	8,333	2,669	47,436	58,333	10,897	100,000
General Expenses	6,720	6,921	202	51,309	48,449	(2,860)	83,056
Other Expenses	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>\$ 208,051</b>	<b>\$ 236,215</b>	<b>\$ 28,164</b>	<b>\$ 1,362,093</b>	<b>\$ 1,659,720</b>	<b>\$ 297,627</b>	<b>\$ 2,840,797</b>
<b>Net Operating Income</b>	<b>\$ 100,738</b>	<b>\$ 63,469</b>	<b>\$ 37,268</b>	<b>\$ 819,665</b>	<b>\$ 438,074</b>	<b>\$ 381,590</b>	<b>\$ 755,422</b>
Operating Reserves	21,292	21,292	-	149,041	149,041	-	255,499
PPS Funding	3,334	3,334	-	23,338	23,338	-	40,008
Transfer to Corporate Overhead	12,063	12,063	-	84,441	84,441	-	144,756
Replacement Reserves	18,774	18,774	-	131,418	131,418	-	225,288
<b>Total Other Out Flows</b>	<b>\$ 55,463</b>	<b>\$ 55,463</b>	<b>\$ -</b>	<b>\$ 388,238</b>	<b>\$ 388,238</b>	<b>\$ -</b>	<b>\$ 665,551</b>
<b>Net Cash From Operations</b>	<b>\$ 45,275</b>	<b>\$ 8,007</b>	<b>\$ 37,268</b>	<b>\$ 431,427</b>	<b>\$ 49,837</b>	<b>\$ 381,590</b>	<b>\$ 89,871</b>

**Tampa Housing Authority**  
**Central Office Cost Center Income And Operating Expenses**  
**For the Four Months Ended July 31, 2018**

	YTD Actual	YTD Budget	Variance	Annual
Management Fees Rad	\$ 392,324	\$ 392,324	\$ -	\$ 1,176,973
Management Fees Assisted Housing	442,216	442,216	-	1,326,647
Other Fees	206,797	206,797	-	620,391
<b>Total Revenue</b>	<b>\$ 1,041,337</b>	<b>\$ 1,041,337</b>	<b>\$ -</b>	<b>\$ 3,124,011</b>
Admin Salaries / Benefits	\$ 1,069,788	\$ 1,089,988	\$ 20,200	\$ 3,269,963
Administrative Expenses	\$ 179,930	\$ 180,680	750	\$ 542,040
Tenant and Social Services	430	\$ 667	237	2,000
Utilities	24,624	\$ 31,012	6,388	93,036
Ord Maint & Operation	159,219	\$ 164,329	5,110	492,987
Protective Services	53,488	\$ 53,570	81	160,709
General Expenses	27,330	\$ 26,900	(430)	80,701
Other Expenses	153	\$ 5,000	4,847	15,000
<b>Total Expenses</b>	<b>\$ 1,514,961</b>	<b>\$ 1,552,145</b>	<b>\$ 37,184</b>	<b>\$ 4,656,436</b>
<b>Net Operating Income or (Loss)</b>	<b>\$ (473,624)</b>	<b>\$ (510,808)</b>	<b>\$ (37,184)</b>	<b>\$ (1,532,425)</b>
<b>Other In Flows</b>				
Transfer In - NTHD	146,043	146,043	-	438,129
Transfers from RAD Properties	357,739	357,739	-	1,073,216
Transfer In - EPC Savings	6,977	6,977	-	21,080
<b>Total Other In Flows</b>	<b>510,758</b>	<b>510,758</b>	<b>-</b>	<b>1,532,425</b>
<b>Net Cash Flow From Operations</b>	<b>\$ 37,134</b>	<b>\$ (50)</b>	<b>\$ (37,184)</b>	<b>\$ (0)</b>



**Tampa Housing Authority**  
 Assisted Housing Voucher Program  
 Statement of Operations - Vouchers  
 For the Four Months Ended July 31, 2018

5.3 - vms s8

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Subsidies / Grant Income	6,892,351	6,585,631	306,720	27,078,690	26,342,523	736,167	79,027,569
Other Revenue	41,756	41,667	89	174,346	166,667	7,679	500,000
<b>Total Revenue</b>	<b>\$ 6,934,107</b>	<b>\$ 6,627,297</b>	<b>\$ 306,810</b>	<b>\$ 27,253,036</b>	<b>\$ 26,509,190</b>	<b>\$ 743,846</b>	<b>\$ 79,527,569</b>
Other Expenses	7,000,256	6,627,297	(372,959)	28,778,234	26,509,190	(2,269,044)	79,527,569
<b>Total Expenses</b>	<b>\$ 7,000,256</b>	<b>\$ 6,627,297</b>	<b>\$ (372,959)</b>	<b>\$ 28,778,234</b>	<b>\$ 26,509,190</b>	<b>\$ (2,269,044)</b>	<b>\$ 79,527,569</b>
<b>Net Operating Income</b>	<b>\$ (66,149)</b>	<b>\$ -</b>	<b>\$ (66,149)</b>	<b>\$ (1,525,198)</b>	<b>\$ -</b>	<b>\$ (1,525,198)</b>	<b>\$ -</b>

**Tampa Housing Authority**  
 Assisted Housing Voucher Program  
 Statement of Operations-Administration  
 For the Four Months Ended July 31, 2018

5.2 - vadm

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Subsidy / Grant Income	\$ 542,773	\$ 528,168	\$ 14,605	\$ 2,314,630	\$ 2,112,673	\$ 201,957	\$ 6,338,019
Other Revenue	5,069	16,260	(11,191)	26,613	65,040	(38,427)	195,119
<b>Total Revenue</b>	<b>\$ 547,842</b>	<b>\$ 544,428</b>	<b>\$ 3,414</b>	<b>\$ 2,341,243</b>	<b>\$ 2,177,713</b>	<b>\$ 163,530</b>	<b>\$ 6,533,138</b>
Admin Salaries / Benefits	331,321	345,817	14,496	1,355,706	1,383,269	27,563	4,149,806
Administrative Expenses	123,113	71,079	(52,034)	434,412	284,314	(150,098)	852,943
Management Fees	110,554	110,554	(0)	442,216	442,216	(0)	1,326,647
Tenant Service Expenses	-	833	833	-	3,333	3,333	10,000
Maintenance Expenses	293	417	124	1,619	1,667	48	5,000
Contracted Maintenance Services	-	1,233	1,233	3,280	4,934	1,654	14,801
General Expenses	3,811	14,495	10,684	19,660	57,980	38,320	173,941
<b>Total Expenses</b>	<b>\$ 569,092</b>	<b>\$ 544,428</b>	<b>\$ (24,664)</b>	<b>\$ 2,256,893</b>	<b>\$ 2,177,713</b>	<b>\$ (79,180)</b>	<b>\$ 6,533,138</b>
<b>Net Income</b>	<b>\$ (21,250)</b>	<b>\$ -</b>	<b>\$ (21,250)</b>	<b>\$ 84,350</b>	<b>\$ -</b>	<b>\$ 84,350</b>	<b>\$ -</b>

# Tampa Housing Authority

## Palm Terrace Assisted Living Facility

Statement of Operations for the One and Three Months Ended June 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Rental Income / Long term Care / Other Income	\$ 117,588	\$ 106,520	\$ 11,068	\$ 332,032	\$ 319,560	\$ 12,472	\$ 1,271,640
Adult Daycare Services	7,721	9,075	(1,354)	\$26,997	27,225	(228)	141,000
Section 8 HAP	41,180	34,500	6,680	\$115,351	100,500	14,851	414,000
<b>Total Tenant Revenues</b>	<b>\$ 166,489</b>	<b>\$ 150,095</b>	<b>\$ 16,394</b>	<b>\$ 474,379</b>	<b>\$ 447,285</b>	<b>\$ 27,094</b>	<b>\$ 1,826,640</b>
Other Non-Rental Income	457	977	(520)	1,019	2,932	(1,913)	1,819
<b>Total Revenues</b>	<b>\$ 166,945</b>	<b>\$ 151,072</b>	<b>\$ 15,873</b>	<b>\$ 475,398</b>	<b>\$ 450,217</b>	<b>\$ 25,181</b>	<b>\$ 1,828,459</b>
<b>Expenses</b>							
Salaries Expense	119,705	113,161	(6,544)	290,823	264,177	(26,646)	1,039,172
Administration	2,795	4,783	1,988	13,998	14,349	351	66,098
Utilities	11,070	12,945	1,875	33,396	38,835	5,439	156,603
Maintenance	16,936	10,075	(6,861)	49,009	30,025	(18,984)	119,700
Advertising and Marketing	2,925	1,115	(1,810)	4,404	3,345	(1,059)	6,228
Management Fee	8,170	7,554	(616)	23,277	22,519	(758)	91,423
Asset Management Fee	1,863	1,917	54	5,590	5,751	161	23,004
Audit / Accounting Fees	1,950	3,200	1,250	5,850	9,600	3,750	38,400
Legal Fees	4,000	150	(3,850)	4,000	450	(3,550)	1,800
Insurance	4,029	5,100	1,071	12,086	15,300	3,214	61,200
Food Service	13,701	12,250	(1,451)	43,231	37,750	(5,481)	150,500
Adult Day Care Expenses	235	1,345	1,110	247	4,035	3,788	16,940
Residential Programs	1,076	2,730	1,654	6,559	8,090	1,531	31,400
Bad Debt	-	-	-	3,408	-	(3,408)	-
<b>Total Expenses</b>	<b>\$ 188,455</b>	<b>\$ 176,325</b>	<b>\$ (12,130)</b>	<b>\$ 495,880</b>	<b>\$ 454,226</b>	<b>\$ (41,654)</b>	<b>\$ 1,802,468</b>
<b>Net Operating Income</b>	<b>\$ (21,510)</b>	<b>\$ (25,253)</b>	<b>\$ 3,743</b>	<b>\$ (20,482)</b>	<b>\$ (4,009)</b>	<b>\$ (16,473)</b>	<b>\$ 25,991</b>
Replacement Reserves	2,150	2,150	-	6,450	6,450	-	25,800
<b>Cash Flow from Operations</b>	<b>\$ (23,660)</b>	<b>\$ (27,403)</b>	<b>\$ 3,743</b>	<b>\$ (26,932)</b>	<b>\$ (10,459)</b>	<b>\$ (16,473)</b>	<b>\$ 191</b>

# Tampa Housing Authority

## Cedar Pointe Apartments

### Statement of Operations for the One and Four Months Ended July 31, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Tenant Revenue	\$ 39,335	\$ 35,228	\$ 4,107	\$ 154,474	\$ 140,911	\$ 13,563	\$ 422,733
Subsidy / Grant Income	4,622	4,811	(189)	17,505	19,243	(1,738)	57,730
<b>Total Revenue</b>	<b>\$ 43,957</b>	<b>\$ 40,039</b>	<b>\$ 3,919</b>	<b>\$ 171,979</b>	<b>\$ 160,154</b>	<b>\$ 11,825</b>	<b>\$ 480,463</b>
<b>Expenses</b>							
Admin Salaries / Benefits	9,965	2,700	(7,265)	31,721	10,800	(20,921)	32,400
Administrative Expenses	1,941	6,556	4,615	11,289	26,223	14,934	78,669
Management Fees	2,275	2,275	0	9,100	9,101	1	27,302
Asset Management Fees	379	379	-	1,516	1,516	-	4,548
Utilities	3,043	4,208	1,165	9,410	16,833	7,424	50,500
Maintenance Salary and Benefits	5,553	5,846	293	23,816	23,384	(432)	70,151
Maintenance Expenses	2,960	3,048	87	7,223	12,190	4,967	36,570
Contracted Maintenance services	5,049	5,382	333	12,007	21,527	9,520	64,580
General Expenses	2,169	6,098	3,929	8,674	24,390	15,716	55,588
<b>Total Expense</b>	<b>\$ 33,333</b>	<b>\$ 36,491</b>	<b>\$ 3,158</b>	<b>\$ 114,756</b>	<b>\$ 145,964</b>	<b>\$ 31,208</b>	<b>\$ 420,308</b>
<b>Net Income</b>	<b>\$ 10,624</b>	<b>\$ 3,548</b>	<b>\$ 7,076</b>	<b>\$ 57,223</b>	<b>\$ 14,190</b>	<b>\$ 43,033</b>	<b>\$ 60,155</b>
Replacement Reserve	2,500	2,500	-	10,000	10,000	-	30,000
<b>Cash Flow</b>	<b>\$ 8,124</b>	<b>\$ 1,048</b>	<b>\$ 7,076</b>	<b>\$ 47,223</b>	<b>\$ 4,190</b>	<b>\$ 43,033</b>	<b>\$ 30,155</b>

# Tampa Housing Authority

## North Tampa Housing Development Corporation (NTHDC)

### Statement of Operations for the One and Four Months Ended July 31, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
HUD Administrative Fees	\$ 938,218	\$ 897,255	\$ 40,963	\$ 3,822,688	\$ 3,589,021	\$ 233,667	\$ 10,767,064
Interest Income	-	-	-	-	-	-	-
<b>Total Revenue</b>	<b>\$ 938,218</b>	<b>\$ 897,255</b>	<b>\$ 40,963</b>	<b>\$ 3,822,688</b>	<b>\$ 3,589,021</b>	<b>\$ 233,667</b>	<b>\$ 10,767,064</b>
<b>Expenses</b>							
Administrative Salaries	21,376	21,944	568	90,625	87,776	(2,849)	263,327
Admin Operating Costs	(20)	4,719	4,739	4,628	18,877	14,249	56,632
Management Fees	8,333	8,333	0	33,332	33,333	1	100,000
Audit Fees	-	1,625	1,625	3,000	6,500	3,500	19,500
Legal Fees	-	4,583	4,583	-	13,750	13,750	55,000
Insurance Costs	11,853	11,853	-	47,410	47,410	-	142,230
Service Provider Contract Costs	613,111	583,216	(29,895)	2,332,864	2,332,864	-	6,998,592
<b>Total Expenses</b>	<b>\$ 654,652</b>	<b>\$ 636,273</b>	<b>\$ (18,379)</b>	<b>\$ 2,511,859</b>	<b>\$ 2,540,510</b>	<b>\$ 28,651</b>	<b>\$ 7,635,281</b>
<b>Net Operating Income</b>	<b>\$ 283,566</b>	<b>\$ 260,982</b>	<b>\$ 22,584</b>	<b>\$ 1,310,829</b>	<b>\$ 1,048,511</b>	<b>\$ 262,318</b>	<b>\$ 3,131,783</b>
<b>Affiliated Entities Operational Funding</b>							
THA - Other Operational Funding Pending*	107,127	110,473	3,347	850,173	929,194	79,021	3,769,143
<b>Affiliated Entities Operational Funding</b>	<b>\$ 107,127</b>	<b>\$ 110,473</b>	<b>\$ 3,347</b>	<b>\$ 850,173</b>	<b>\$ 929,194</b>	<b>\$ 79,021</b>	<b>\$ 3,769,143</b>
<b>Net Income after Affiliated Funding</b>	<b>\$ 176,439</b>	<b>\$ 150,509</b>	<b>\$ 25,931</b>	<b>\$ 460,656</b>	<b>\$ 119,317</b>	<b>\$ 341,339</b>	<b>\$ (637,360)</b>

# Tampa Housing Authority

## North Tampa Housing Development Corporation (NTHDC)

### Statement of Operations for the One and Four Months Ended July 31, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Affiliated Entities Operational Funding</b>							
THA - THA Employee Programs	\$ 1,458	\$ 3,708	\$ 2,251	\$ 7,970	\$ 14,833	\$ 6,863	\$ 44,500
THA - Executive Salaries and Benefits Funding	24,127	24,127	-	96,507	96,507	-	289,522
THA - Funding of Boys Club Building	11,253	11,253	-	45,011	45,012	0.66	135,036
THA - Funding of Corporate Overhead	12,384	12,384	-	49,536	49,536	-	148,607
THA - Funding Property Guest Artists	-	-	-	6,000	-	(6,000)	-
THA - Funding of ORCC	33,669	33,669	-	134,678	134,678	-	404,033
THA - Funding of PPS	14,682	14,682	-	58,727	58,727	-	176,180
THA - Encore Chiller Plant Reserve & Deficit Funding	-	-	-	100,000	100,000	-	300,000
THA - Encore Reed - Wellness Center	-	-	-	-	-	-	450,000
THA - Encore Ella - Art Project	-	-	-	-	-	-	608,894
THA - Encore Ella - Technology Park	-	-	-	-	-	-	300,000
THA - Encore Reed - Wellness Clinic Equipment	-	-	-	-	-	-	150,000
THA - Belmont Height Homes	5,000	5,000	-	20,000	20,000	-	60,000
Transfer to AHDC	-	-	-	-	-	-	48,871
THA - Encore - Member Loans CPDG LLC	-	-	-	300,000	300,000	-	300,000
THA - Black Caucus Trip (Washington D.C.)	-	1,000	1,000	-	3,000	3,000	12,000
THA - Senior Cabaret, Elder Affairs, Fatherhood, Myon	4,554	4,650	96	30,745	34,401	3,657	46,500
THA - MLK Parade	-	-	-	1,000	-	(1,000)	5,000
THA - Encore CDD Funding	-	-	-	-	72,500	72,500.00	290,000
<b>Affiliated Entities Operational Funding</b>	<b>\$ 107,127</b>	<b>\$ 110,473</b>	<b>\$ 3,347</b>	<b>\$ 850,173</b>	<b>\$ 929,194</b>	<b>\$ 79,021</b>	<b>\$ 3,769,143</b>

**Tampa Housing Authority**  
 Meridian River Development Corporation - Consolidated  
 Statement of Operations For The One and Six Months Ended June 30, 2018

	Current Month			Fiscal YTD			Annual Budget 2018	PUM
	Actual	Budget	Variance	Actual	Budget	Variance		
<b>Revenues:</b>								
Gross Potential Rent	\$431,249	\$419,344	\$11,905	\$2,575,387	\$2,516,064	\$59,323	\$5,032,128	\$616
(Loss) Gain to Lease	3,157	(75)	3,232	(1,542)	(450)	(1,092)	(900)	(0)
Vacancy	(19,918)	(21,844)	1,926	(79,668)	(131,064)	51,396	(262,128)	(19)
Bad Debt	417	(5,100)	5,517	(7,416)	(30,600)	23,184	(61,200)	(2)
Concessions	-	-	-	-	-	-	-	-
Other Income	16,188	8,533	7,655	87,308	51,373	35,935	102,546	21
<b>Total Revenues</b>	<b>\$431,093</b>	<b>\$400,858</b>	<b>\$30,235</b>	<b>\$2,574,069</b>	<b>\$2,405,323</b>	<b>\$168,746</b>	<b>\$4,810,446</b>	<b>\$616</b>
<b>Expenses:</b>								
Administrative Salaries	31,162	40,197	9,035	185,801	241,182	55,381	482,364	44
Advertising & Promotion	3,992	7,440	3,448	29,040	47,090	18,050	94,530	7
Maintenance	82,043	97,644	15,601	431,965	465,664	33,699	975,358	103
Turnover Expense	35,567	33,486	(2,081)	157,282	279,441	122,159	483,707	38
Administrative	6,476	8,705	2,229	43,351	56,890	13,539	117,165	10
Utilities	28,831	34,930	6,099	172,017	211,780	39,763	423,260	41
Management Fees	30,509	29,653	(856)	135,751	177,918	42,167	355,836	32
Professional Fees	19,869	8,364	(11,505)	100,696	50,434	(50,262)	100,618	24
Insurance and Taxes	36,116	38,286	2,170	218,194	229,716	11,522	459,432	52
<b>Total Expenses</b>	<b>\$274,565</b>	<b>\$298,705</b>	<b>\$24,140</b>	<b>\$1,474,097</b>	<b>\$1,760,115</b>	<b>\$286,018</b>	<b>\$3,492,270</b>	<b>\$352</b>
<b>Net Operating Income</b>	<b>\$156,528</b>	<b>\$102,153</b>	<b>\$54,375</b>	<b>\$1,099,972</b>	<b>\$645,208</b>	<b>\$454,764</b>	<b>\$1,318,176</b>	<b>\$263</b>
Capitalized Improvements	48,552	8,750	(39,802)	177,941	254,650	76,709	509,300	43
	-	-	-	-	-	-	-	-
<b>Income After Improvements</b>	<b>\$107,976</b>	<b>\$93,403</b>	<b>\$14,573</b>	<b>\$922,031</b>	<b>\$390,558</b>	<b>\$531,473</b>	<b>\$808,876</b>	<b>\$220</b>
Debt Services	68,735	68,746	11	412,408	412,476	68	824,952	99
<b>Income After Debt Services</b>	<b>\$39,241</b>	<b>\$24,657</b>	<b>(\$14,584)</b>	<b>\$509,623</b>	<b>(\$21,918)</b>	<b>(\$531,541)</b>	<b>(\$16,076)</b>	<b>\$122</b>

**Tampa Housing Authority**  
 Meridian River Development Corporation - Meridian  
 Statement of Operations For The One and Six Months Ended June 30, 2018

	Current Month			Fiscal YTD			Annual Budget 2018
	Actual	Budget	Variance	Actual	Budget	Variance	
<b>Revenues:</b>							
Gross Potential Rent	\$200,189	\$196,539	\$3,650	\$1,194,478	\$1,179,234	\$15,244	\$2,358,468
(Loss) Gain to Lease	1,887	-	1,887	4,203	-	4,203	-
Vacancy	(7,821)	(10,637)	2,816	(26,337)	(63,822)	37,485	(127,644)
Bad Debt	-	(900)	900	(4,986)	(5,400)	414	(10,800)
Concessions	-	-	-	-	-	-	-
Other Income	7,651	4,225	3,426	46,273	25,650	20,623	51,300
<b>Total Revenues</b>	<b>\$201,906</b>	<b>\$189,227</b>	<b>\$12,679</b>	<b>\$1,213,631</b>	<b>\$1,135,662</b>	<b>\$77,969</b>	<b>\$2,271,324</b>
<b>Expenses:</b>							
Administrative Salaries	11,263	14,916	3,653	63,937	89,496	25,559	178,992
Advertising & Promotion	2,008	2,730	722	12,386	17,080	4,694	34,160
Maintenance	35,704	34,492	(1,212)	187,263	194,472	7,209	383,624
Turnover Expense	19,822	23,675	3,853	77,365	142,050	64,685	284,100
Administrative	2,595	3,463	868	20,515	22,963	2,448	52,041
Utilities	9,382	11,380	1,998	53,207	68,280	15,073	136,560
Management Fees	13,103	12,700	(403)	58,509	76,200	17,691	152,400
Professional Fees	6,588	3,648	(2,940)	33,668	21,888	(11,780)	43,776
Insurance and Taxes	18,021	17,692	(329)	108,126	106,152	(1,974)	212,304
<b>Total Expenses</b>	<b>\$118,486</b>	<b>\$124,696</b>	<b>\$6,210</b>	<b>\$614,976</b>	<b>\$738,581</b>	<b>\$123,605</b>	<b>\$1,477,957</b>
<b>Net Operating Income</b>	<b>\$83,420</b>	<b>\$64,531</b>	<b>\$18,889</b>	<b>\$598,655</b>	<b>\$397,081</b>	<b>\$201,574</b>	<b>\$793,367</b>
Capitalized Improvements	38,152	8,750	(29,402)	101,712	90,800	(10,912)	181,600
Non-Capitalized Improvements	-	-	-	-	-	-	-
<b>Income After Improvements</b>	<b>\$45,268</b>	<b>\$55,781</b>	<b>(\$10,513)</b>	<b>\$496,943</b>	<b>\$306,281</b>	<b>\$190,662</b>	<b>\$611,767</b>
Debt Services	48,103	48,109	6	288,621	288,654	33	577,308
<b>Income After Debt Services</b>	<b>(\$2,835)</b>	<b>\$7,672</b>	<b>\$10,507</b>	<b>\$208,322</b>	<b>\$17,627</b>	<b>(\$190,695)</b>	<b>\$34,459</b>



# Tampa Housing Authority

Meridian River Development Corporation - River Pines

Statement of Operations For The One and Six Months Ended June 30, 2018

	Current Month			Fiscal YTD			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	2018
<b>Revenues:</b>							
Gross Potential Rent	\$149,695	\$143,405	\$6,290	\$888,689	\$860,430	\$28,259	\$1,720,860
(Loss) Gain to Lease	-	(75)	75	-	(450)	450	(900)
Vacancy	(5,782)	(8,207)	2,425	(33,366)	(49,242)	15,876	(98,484)
Bad Debt	181	(3,900)	4,081	(2,095)	(23,400)	21,305	(46,800)
Concessions	-	-	-	-	-	-	-
Other Income	2,447	2,575	(128)	14,630	15,450	(820)	30,900
<b>Total Revenues</b>	<b>\$146,541</b>	<b>\$133,798</b>	<b>\$12,743</b>	<b>\$867,858</b>	<b>\$802,788</b>	<b>\$65,070</b>	<b>\$1,605,576</b>
<b>Expenses:</b>							
Administrative Salaries	9,609	13,834	4,225	57,663	83,004	25,341	166,008
Advertising & Promotion	1,572	2,810	1,238	12,540	18,210	5,670	36,270
Maintenance	27,503	45,941	18,438	143,372	168,196	24,824	396,592
Turnover Expense	10,249	8,111	(2,138)	69,236	124,416	55,180	173,832
Administrative	2,173	2,883	710	12,382	18,723	6,341	35,546
Utilities	17,124	19,450	2,326	102,135	116,700	14,565	233,400
Management Fees	11,926	11,613	(313)	48,955	69,678	20,723	139,356
Professional Fees	6,693	3,383	(3,310)	28,284	20,298	(7,986)	40,596
Insurance and Taxes	8,370	8,452	82	50,220	50,712	492	101,424
<b>Total Expenses</b>	<b>\$95,219</b>	<b>\$116,477</b>	<b>\$21,258</b>	<b>\$524,787</b>	<b>\$669,937</b>	<b>\$145,150</b>	<b>\$1,323,024</b>
<b>Net Operating Income</b>	<b>\$51,322</b>	<b>\$17,321</b>	<b>\$34,001</b>	<b>\$343,071</b>	<b>\$132,851</b>	<b>\$210,220</b>	<b>\$282,552</b>
Capitalized Improvements	6,400	-	(6,400)	32,069	68,100	36,031	136,200
Non-Capitalized Improvements	-	-	-	-	-	-	-
<b>Income After Improvements</b>	<b>\$44,922</b>	<b>\$17,321</b>	<b>\$27,601</b>	<b>\$311,002</b>	<b>\$64,751</b>	<b>\$246,251</b>	<b>\$146,352</b>
Debt Services	11,472	11,474	2	68,830	68,844	14	137,688
<b>Income After Debt Services</b>	<b>\$33,450</b>	<b>\$5,847</b>	<b>(\$27,603)</b>	<b>\$242,172</b>	<b>(\$4,093)</b>	<b>(\$246,265)</b>	<b>\$8,664</b>

# Tampa Housing Authority

Meridian River Development Corporation - River Place

Statement of Operations For The One and Six Months Ended June 30, 2018

	Current Month			Fiscal YTD			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	2018
<b>Revenues:</b>							
Gross Potential Rent	\$81,365	\$79,400	\$1,965	\$492,220	\$476,400	\$15,820	\$952,800
(Loss) Gain to Lease	1,270	-	1,270	(5,745)	-	(5,745)	-
Vacancy	(6,315)	(3,000)	(3,315)	(19,965)	(18,000)	(1,965)	(36,000)
Bad Debt	236	(300)	536	(335)	(1,800)	1,465	(3,600)
Concessions	-	-	-	-	-	-	-
Other Income	6,090	1,733	4,357	26,405	10,273	16,132	20,346
<b>Total Revenues</b>	<b>\$82,646</b>	<b>\$77,833</b>	<b>\$4,813</b>	<b>\$492,580</b>	<b>\$466,873</b>	<b>\$25,707</b>	<b>\$933,546</b>
<b>Expenses:</b>							
Administrative Salaries	10,290	11,447	1,157	64,201	68,682	4,481	137,364
Advertising & Promotion	412	1,900	1,488	4,114	11,800	7,686	24,100
Maintenance	18,836	17,211	(1,625)	101,330	102,996	1,666	195,142
Turnover Expense	5,496	1,700	(3,796)	10,681	12,975	2,294	25,775
Administrative	1,708	2,359	651	10,454	15,204	4,750	29,578
Utilities	2,325	4,100	1,775	16,675	26,800	10,125	53,300
Management Fees	5,480	5,340	(140)	28,287	32,040	3,753	64,080
Professional Fees	6,588	1,333	(5,255)	38,744	8,248	(30,496)	16,246
Insurance and Taxes	9,725	12,142	2,417	59,848	72,852	13,004	145,704
<b>Total Expenses</b>	<b>\$60,860</b>	<b>\$57,532</b>	<b>(\$3,328)</b>	<b>\$334,334</b>	<b>\$351,597</b>	<b>\$17,263</b>	<b>\$691,289</b>
<b>Net Operating Income</b>	<b>\$21,786</b>	<b>\$20,301</b>	<b>\$1,485</b>	<b>\$158,246</b>	<b>\$115,276</b>	<b>\$42,970</b>	<b>\$242,257</b>
Capitalized Improvements	4,000	-	(4,000)	44,160	95,750	51,590	191,500
Non-Capitalized Improvements	-	-	-	-	-	-	-
<b>Income After Improvements</b>	<b>\$17,786</b>	<b>\$20,301</b>	<b>(\$2,515)</b>	<b>\$114,086</b>	<b>\$19,526</b>	<b>\$94,560</b>	<b>\$50,757</b>
Debt Services	9,160	9,163	3	54,957	54,978	21	109,956
<b>Income After Debt Services</b>	<b>\$8,626</b>	<b>\$11,138</b>	<b>\$2,512</b>	<b>\$59,129</b>	<b>(\$35,452)</b>	<b>(\$94,581)</b>	<b>(\$59,199)</b>

# Tampa Housing Authority

## The Encore Properties - Consolidated

### Statement of Operations for the One and Six Months Ended June 30, 2018

	Ella - 160 Units		Trio - 141 Units		Reed - 158 Units		Consolidated	
	YTD Actual	PUM	YTD Actual	PUM	YTD Actual	PUM	Annual	PUM
<b>Revenues</b>								
Rental Revenue	\$ 733,865	\$ 764	\$ 820,634	\$ 970	\$ 791,080	\$ 834	\$ 2,345,579	\$ 852
HUD Subsidy (at 85% funding level)	(37,098)	(39)	(13,546)	(16)	(2,112)	(2)	(52,756)	(19)
Vacancy	(27,498)	(29)	(28,679)	(34)	(10,157)	(11)	(66,334)	(24)
Rent Concessions	-	-	(1,622)	(2)	(126)	(0)	(1,748)	(1)
<b>Total Rental Revenue</b>	<b>\$ 669,269</b>	<b>\$ 697</b>	<b>\$ 776,787</b>	<b>\$ 918</b>	<b>\$ 778,685</b>	<b>\$ 918</b>	<b>\$ 2,224,741</b>	<b>\$ 808</b>
Other Non-Rental Income	8,578	9	54,552	64	9,507	10	72,637	26
<b>Total Revenue</b>	<b>\$ 677,847</b>	<b>\$ 706</b>	<b>\$ 831,339</b>	<b>\$ 983</b>	<b>\$ 788,192</b>	<b>\$ 831</b>	<b>\$ 2,297,378</b>	<b>\$ 834</b>
<b>Expenses</b>								
Salaries Expense	99,200	103	84,016	99	90,757	96	273,972	99
Administration	65,757	68	62,975	74	37,620	40	166,352	60
Utilities	131,755	137	122,250	145	114,101	120	368,106	134
Maintenance	72,704	76	81,782	97	71,238	75	225,724	82
Contract Services	51,127	53	43,943	52	34,512	36	129,581	47
Management Fee	26,925	28	33,961	40	31,456	33	92,343	34
Audit / Accounting Fees	10,530	11	11,081	13	10,509	11	32,120	12
Legal Fees	-	-	719	1	684	1	1,403	1
Taxes and Insurance	49,226	51	132,475	157	57,702	61	239,403	87
<b>Total Expenses</b>	<b>\$ 507,223</b>	<b>\$ 528</b>	<b>\$ 573,202</b>	<b>\$ 678</b>	<b>\$ 448,578</b>	<b>\$ 473</b>	<b>\$ 1,529,004</b>	<b>\$ 555</b>
<b>Net Operating Income</b>	<b>\$ 170,623</b>	<b>\$ 178</b>	<b>\$ 258,137</b>	<b>\$ 305</b>	<b>\$ 339,614</b>	<b>\$ 358</b>	<b>\$ 768,374</b>	<b>\$ 279</b>
Bond / Mortgage Interest	36,980	39	82,878	98	99,654	105	219,512	80
THA - Land, Equity, NSP, RHF, AHP Interest	46,871	49	75,916	90	77,069	81	199,856	73
City Home Funds - Interest	124	0	9,204	11	-	-	9,328	3
Bond - Facility, Issuer, Servicing Fee and Other	34,698	36	58,623	69	-	-	93,321	34
<b>Total Non-Operating - Revenue and Expenses</b>	<b>\$ 118,672</b>	<b>\$ 124</b>	<b>\$ 226,621</b>	<b>\$ 268</b>	<b>\$ 176,723</b>	<b>\$ 186</b>	<b>\$ 522,016</b>	<b>\$ 190</b>
Corp/Partnership Revenue & Expense	\$ 12,993	\$ 14	\$ 4,000	\$ 5	\$ 4,000	\$ 4	20,993	\$ 8
<b>Net Income after Non-Operating Expenses</b>	<b>\$ 38,958</b>	<b>\$ 41</b>	<b>\$ 31,516</b>	<b>\$ 37</b>	<b>\$ 162,891</b>	<b>\$ 172</b>	<b>\$ 233,365</b>	<b>\$ 85</b>

# Tampa Housing Authority

## The Ella at Encore

### Statement of Operations for the One and Six Months Ended June 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Rental Revenue	\$ 147,812	\$ 111,246	\$ 36,566	\$ 733,865	\$ 667,476	\$ 66,389	\$ 1,334,952
Rent Revenue-Foregone Rent & Excess Income	(30,928)	3,977	(34,905)	(37,098)	20,341	(57,439)	44,513
Vacancy	(4,161)	(3,335)	(826)	(27,498)	(19,905)	(7,593)	(39,924)
<b>Total Rental Revenue</b>	<b>\$ 112,723</b>	<b>\$ 111,888</b>	<b>\$ 835</b>	<b>\$ 669,269</b>	<b>\$ 667,912</b>	<b>\$ 1,357</b>	<b>\$ 1,339,541</b>
Other Non-Rental Income	1,734	1,300	434	8,578	6,740	1,838	13,480
<b>Total Revenue</b>	<b>\$ 114,457</b>	<b>\$ 113,188</b>	<b>\$ 1,269</b>	<b>\$ 677,847</b>	<b>\$ 674,652</b>	<b>\$ 3,195</b>	<b>\$ 1,353,021</b>
<b>Expenses</b>							
Salaries Expense	16,893	18,745	1,852	99,200	108,500	9,300	213,610
Administration	11,312	7,696	(3,616)	65,757	55,793	(9,964)	107,661
Utilities	26,488	26,849	361	131,755	136,382	4,627	304,260
Maintenance	12,191	12,235	44	72,704	76,630	3,926	150,855
Contract Services	9,228	9,317	89	51,127	46,474	(4,653)	83,591
Management Fee	4,601	4,528	(73)	26,925	26,986	61	54,121
Audit / Accounting Fees	280	280	-	10,530	13,200	2,670	14,880
Legal Fees	-	-	-	-	464	464	928
Taxes and Insurance	8,262	9,729	1,467	49,226	55,374	6,148	108,316
<b>Total Expenses</b>	<b>\$ 89,255</b>	<b>\$ 89,379</b>	<b>\$ 124</b>	<b>\$ 507,223</b>	<b>\$ 519,803</b>	<b>\$ 12,580</b>	<b>\$ 1,038,222</b>
<b>Net Operating Income</b>	<b>\$ 25,202</b>	<b>\$ 23,809</b>	<b>\$ 1,393</b>	<b>\$ 170,623</b>	<b>\$ 154,849</b>	<b>\$ 15,774</b>	<b>\$ 314,799</b>
Bond / Mortgage Interest	6,163	6,252	89	36,980	37,535	556	74,961
THA - Land, Equity, NSP, RHF, AHP Interest	7,769	7,768	(1)	46,871	46,866	(5)	96,714
City Home Funds - Interest	21	21	0	124	124	0	250
Bond - Facility, Issuer, Servicing Fee and Other	5,783	5,823	40	34,698	34,949	251	69,829
<b>Total Non-Operating - Revenue and Expenses</b>	<b>\$ 19,735</b>	<b>\$ 19,864</b>	<b>\$ 129</b>	<b>\$ 118,672</b>	<b>\$ 119,474</b>	<b>\$ 802</b>	<b>\$ 241,754</b>
Corp/Partnership Revenue & Expense	\$ 1,000	\$ 1,000	\$ -	\$ 12,993	\$ 6,000	\$ -	
<b>Net Income after Non-Operating Expenses</b>	<b>\$ 4,466</b>	<b>\$ 2,945</b>	<b>\$ 1,264</b>	<b>\$ 38,958</b>	<b>\$ 29,375</b>	<b>\$ 14,973</b>	<b>\$ 73,045</b>

# Tampa Housing Authority

## The Trio at Encore

### Statement of Operations for the One and Six Months Ended June 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Rental Revenue	\$ 135,848	\$ 137,809	\$ (1,961)	\$ 820,634	\$ 826,854	\$ (6,220)	\$ 1,653,708
Rent Revenue-Foregone Rent & Excess Income	(2,051)	(2,290)	239	(13,546)	(21,685)	8,139	(25,236)
Vacancy	(2,703)	(7,401)	4,699	(28,679)	(44,009)	15,330	(88,925)
Rent Concessions	(13)	-	(13)	(1,622)	\$ -	(1,622)	-
<b>Total Rental Revenue</b>	<b>\$ 131,082</b>	<b>\$ 128,118</b>	<b>\$ 2,964</b>	<b>\$ 776,787</b>	<b>\$ 761,160</b>	<b>\$ 15,627</b>	<b>\$ 1,539,547</b>
Other Non-Rental Income	3,622	13,160	(9,538)	54,552	79,305	(24,753)	161,712
<b>Total Revenue</b>	<b>\$ 134,704</b>	<b>\$ 141,278</b>	<b>\$ (6,574)</b>	<b>\$ 831,339</b>	<b>\$ 840,465</b>	<b>\$ (9,126)</b>	<b>\$ 1,701,259</b>
<b>Expenses</b>							
Salaries Expense	15,667	18,326	2,659	84,016	105,584	21,568	215,722
Administration	8,457	10,057	1,600	62,975	51,303	(11,672)	94,685
Utilities	23,310	29,191	5,881	122,250	145,104	22,854	320,963
Maintenance	14,637	16,012	1,375	81,782	90,077	8,295	177,552
Contract Services	9,933	9,955	22	43,943	42,621	(1,322)	93,731
Management Fee	5,796	5,651	(145)	33,961	33,618	(343)	68,049
Audit / Accounting Fees	997	247	(750)	11,081	13,002	1,922	14,484
Legal Fees	225	494	269	719	988	269	1,976
Taxes and Insurance	21,652	20,723	(929)	132,475	125,791	(6,684)	250,264
<b>Total Expenses</b>	<b>\$ 100,673</b>	<b>\$ 110,656</b>	<b>\$ 9,983</b>	<b>\$ 573,202</b>	<b>\$ 608,088</b>	<b>\$ 34,886</b>	<b>\$ 1,237,426</b>
<b>Net Operating Income</b>	<b>\$ 34,030</b>	<b>\$ 30,622</b>	<b>\$ 3,408</b>	<b>\$ 258,137</b>	<b>\$ 232,377</b>	<b>\$ 25,760</b>	<b>\$ 463,833</b>
Bond / Mortgage Interest	13,768	14,008	241	82,878	84,048	1,170	168,096
THA - Land, Equity, NSP, RHF, AHP Interest	12,647	13,901	1,254	75,916	83,866	7,950	169,108
City Home Funds - Interest	1,534	1,644	110	9,204	9,919	715	20,003
Bond - Facility, Issuer, Servicing Fee and Other	9,348	9,388	40	58,623	56,328	(2,295)	112,656
<b>Total Non-Operating - Revenue and Expenses</b>	<b>\$ 37,296</b>	<b>\$ 38,941</b>	<b>\$ 1,645</b>	<b>\$ 226,621</b>	<b>\$ 234,161</b>	<b>\$ 7,540</b>	<b>\$ 469,863</b>
Corp/Partnership Revenue & Expense	1,000	1,000	-	4,000	6,000	2,000	12,000
Total Property Insurable Losses	-	-	-	(97,774)	-	97,774	-
<b>Net Income after Non-Operating Expenses</b>	<b>\$ (4,266)</b>	<b>\$ (9,319)</b>	<b>\$ 5,053</b>	<b>\$ 125,290</b>	<b>\$ (7,784)</b>	<b>\$ 133,074</b>	<b>\$ (18,030)</b>

# Tampa Housing Authority

## The Reed at Encore

### Statement of Operations for the One and Six Months Ended June 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Rental Revenue	\$ 131,463	\$ 131,463	\$ -	\$ 791,080	\$ 788,778	\$ 2,302	\$ 1,577,556
Rent Revenue-Forgone Rent & Excess Income	372	-	372	(2,112)	(283)	(1,829)	(283)
Vacancy	(915)	(3,944)	3,029	(10,157)	(23,655)	13,498	(47,319)
Rent Concessions	-	-	-	(126)	\$ -	(126)	-
<b>Total Rental Revenue</b>	<b>\$ 130,920</b>	<b>\$ 127,519</b>	<b>\$ 3,401</b>	<b>\$ 778,685</b>	<b>\$ 764,840</b>	<b>\$ 13,845</b>	<b>\$ 1,529,954</b>
Other Non-Rental Income	2,236	1,250	986	9,507	6,442	3,065	12,934
<b>Total Revenue</b>	<b>\$ 133,156</b>	<b>\$ 128,769</b>	<b>\$ 4,387</b>	<b>\$ 788,192</b>	<b>\$ 771,282</b>	<b>\$ 16,910</b>	<b>\$ 1,542,888</b>
<b>Expenses</b>							
Salaries Expense	17,107	17,593	486	90,757	106,986	16,229	213,305
Administration	4,554	6,384	1,830	37,620	40,387	2,767	77,032
Utilities	20,672	23,348	2,676	114,101	120,880	6,779	273,169
Maintenance	13,872	13,391	(481)	71,238	74,766	3,528	146,987
Contract Services	8,053	7,351	(702)	34,512	34,137	(375)	74,943
Management Fee	5,261	5,151	(110)	31,456	30,852	(604)	61,716
Audit / Accounting Fees	277	277	0	10,509	13,182	2,673	14,844
Legal Fees	-	-	-	684	464	(220)	928
Taxes and Insurance	10,070	10,191	121	57,702	58,222	520	120,694
<b>Total Expenses</b>	<b>\$ 79,865</b>	<b>\$ 83,686</b>	<b>\$ 3,821</b>	<b>\$ 448,578</b>	<b>\$ 479,876</b>	<b>\$ 31,298</b>	<b>\$ 983,618</b>
<b>Net Operating Income</b>	<b>\$ 53,291</b>	<b>\$ 45,083</b>	<b>\$ 8,208</b>	<b>\$ 339,614</b>	<b>\$ 291,406</b>	<b>\$ 48,208</b>	<b>\$ 559,270</b>
Bond / Mortgage Interest	16,913	17,194	281	99,654	101,289	1,635	203,885
THA - Land, Equity, NSP, RHF, AHP Interest	12,774	38,311	25,537	77,069	226,111	149,042	454,950
<b>Total Non-Operating - Revenue and Expenses</b>	<b>\$ 29,687</b>	<b>\$ 55,505</b>	<b>\$ 25,819</b>	<b>\$ 176,723</b>	<b>\$ 327,400</b>	<b>\$ 150,677</b>	<b>\$ 658,835</b>
Corp/Partnership Revenue & Expense	1,000	1,000	-	4,000	6,000	(2,000)	-
Mitigation Expense - Property Insurable Losses	-	-	-	6,850	-	6,850	-
<b>Net Income after Non-Operating Expenses</b>	<b>\$ 22,604</b>	<b>\$ (11,422)</b>	<b>\$ (17,611)</b>	<b>\$ 152,041</b>	<b>\$ (41,994)</b>	<b>\$ (107,319)</b>	<b>\$ (99,565)</b>

# Tampa Housing Authority

## The Gardens at Southbay

### Statement of Operations for The One and Six Months Ended June 30, 2018

	Current Month			Fiscal YTD			Budget 2018	PUM
	Actual	Budget	Variance	Actual	Budget	Variance		
<b>Revenues</b>								
Gross Potential Rent	\$ 176,558	174,265	\$ 2,293	\$ 1,057,408	1,045,590	\$ 11,818	\$ 2,091,180	\$ 816
Vacancy Budget	(2,207)	(8,900)	6,693	(13,175)	(53,400)	40,225	(106,800)	(10)
<b>Economic Rent</b>	<b>\$ 174,351</b>	<b>165,365</b>	<b>8,986</b>	<b>1,044,233</b>	<b>992,190</b>	<b>52,043</b>	<b>1,984,380</b>	<b>806</b>
HUD Public Housing Subsidy	8,008	9,000	(992)	48,256	54,000	(5,744)	108,000	37
Concessions	(265)	(750)	485	(1,615)	(4,500)	2,885	(9,000)	(1)
Other Non-Rental Income	11,172	5,820	5,352	43,384	34,920	8,464	69,840	33
Bad Debt	(6,703)	(1,800)	(4,903)	(16,469)	(10,000)	(6,469)	(20,000)	(13)
<b>Total Rental Revenue</b>	<b>\$ 186,563</b>	<b>\$ 177,635</b>	<b>\$ 8,928</b>	<b>\$ 1,117,789</b>	<b>\$ 1,066,610</b>	<b>\$ 51,179</b>	<b>\$2,133,220</b>	<b>\$ 862</b>
Interest Income	508	-	508	2,570	-	2,570	-	2
<b>Total Revenue</b>	<b>\$ 187,071</b>	<b>\$ 177,635</b>	<b>\$ 9,436</b>	<b>\$ 1,120,359</b>	<b>\$ 1,066,610</b>	<b>\$ 53,749</b>	<b>\$2,133,220</b>	<b>\$ 864</b>
<b>Expenses</b>								
Salaries	13,256	15,800	2,544	75,501	94,800	19,299	189,600	58
Advertising & Promotion	945	705	(240)	10,586	10,692	106	16,822	8
Maintenance	39,792	36,636	(3,156)	167,603	169,811	2,208	354,057	129
Administrative	5,977	8,182	2,205	38,727	42,423	3,696	81,455	30
Turnover Expenses	19,720	12,785	(6,935)	61,177	72,545	11,368	108,865	47
Utilities	7,026	9,180	2,154	34,998	53,080	18,082	108,160	27
Professional Fees	1,922	4,000	2,078	28,021	24,000	(4,021)	48,000	22
Insurance and Taxes	11,550	15,582	4,032	69,300	93,492	24,192	186,984	53
Management Fee	8,568	8,070	(498)	51,831	48,420	(3,411)	96,840	40
<b>Total Expenses</b>	<b>\$ 108,756</b>	<b>\$ 110,940</b>	<b>\$ 2,184</b>	<b>\$ 537,744</b>	<b>\$ 609,263</b>	<b>\$ 71,519</b>	<b>\$1,190,783</b>	<b>\$ 415</b>
<b>Net Operating Income</b>	<b>\$ 78,315</b>	<b>\$ 66,695</b>	<b>\$ 11,620</b>	<b>\$ 582,615</b>	<b>\$ 457,347</b>	<b>\$ 125,268</b>	<b>\$ 942,437</b>	<b>\$ 450</b>
Debt Service - (Mortgage Principle)	18,134	18,719	585	108,804	112,314	3,510	224,628	84
Interest	52,623	51,899	(724)	317,171	311,394	(5,777)	622,788	245
Interest Accrual Dfd Devel. Fee and Le	23,088	25,630	2,542	138,528	153,780	15,252	307,560	107
Replacement Reserves	3,790	3,790	-	22,740	22,740	-	45,480	18
Building Improvements	50,730	25,000	(25,730)	207,903	208,500	597	370,100	160
<b>Cash Flow from Operations after Mortgage Principle Payment and Replacement Reserves</b>	<b>\$ (70,050)</b>	<b>\$ (58,343)</b>	<b>\$ 34,947</b>	<b>\$ (212,531)</b>	<b>\$ (351,381)</b>	<b>\$ 138,850</b>	<b>\$ (628,119)</b>	<b>\$ (164)</b>

# Tampa Housing Authority

Osborne Landing, LTD.

Statement of Operations for the One and Seven Months Ended July 31, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
<b>Revenues</b>							
Tenant Revenue	\$ 21,924	\$ 20,015	\$ 1,909	\$ 143,919	\$ 140,106	\$ 3,813	\$ 240,181
Subsidies / Grant Income	9,354	10,000	(646)	68,656	70,000	(1,344)	120,000
Other Revenue	1,431	-	1,431	11,417	-	11,417	-
<b>Total Revenue</b>	<b>\$ 32,709</b>	<b>\$ 30,015</b>	<b>\$ 2,694</b>	<b>\$ 223,992</b>	<b>\$ 210,106</b>	<b>\$ 13,886</b>	<b>\$ 360,181</b>
<b>Expenses</b>							
Admin Salaries / Benefits	4,914	3,520	(1,394)	32,180	24,642	(7,538)	42,243
Administrative Expenses	1,054	2,907	1,853	22,793	20,347	(2,447)	34,880
Management Fees	1,333	1,333	-	9,337	9,333	(4)	16,000
Utilities	2,195	1,575	(620)	15,086	11,025	(4,061)	18,900
Maintenance Salary / Benefits	4,183	4,359	176	29,224	30,511	1,287	52,304
Maintenance Expenses	1,447	1,846	399	8,547	12,921	4,373	22,150
Contracted Maintenance Services	3,279	4,358	1,079	28,900	30,508	1,608	52,300
General Expenses	8,017	8,405	388	57,827	58,837	1,010	100,863
<b>Total Expenses</b>	<b>\$ 26,422</b>	<b>\$ 28,303</b>	<b>\$ 1,881</b>	<b>\$ 203,894</b>	<b>\$ 198,123</b>	<b>\$ (5,771)</b>	<b>\$ 339,640</b>
<b>Net Operating Income</b>	<b>\$ 6,287</b>	<b>\$ 1,712</b>	<b>\$ 4,575</b>	<b>\$ 20,097</b>	<b>\$ 11,983</b>	<b>\$ 8,115</b>	<b>\$ 20,541</b>
Replacement Reserve	1,254	1,254	-	8,779	8,779	-	15,050
<b>Operating Income after Reserves</b>	<b>\$ 5,033</b>	<b>\$ 458</b>	<b>\$ 4,575</b>	<b>\$ 11,318</b>	<b>\$ 3,204</b>	<b>\$ 8,115</b>	<b>\$ 5,491</b>



**HOUSING AUTHORITY of the CITY OF TAMPA**  
**BOARD REPORT SUMMARY**  
**July 2018**

**Department of Asset Management**  
**Leonard Burke, Senior Asset Manager**

**Tampa Housing Authority RAD Project Based Properties**

During the month of July 2018, the Asset Management Department hosted a farewell luncheon for Debbie Joyce, Director of Asset Management. Ms. Joyce last day with the agency was July 13, 2018.

The new washers and dryers installation in the community laundry room was completed at the Arbors Estates and Bay Ceia Apartments.

Representatives of the U.S. Department of HUD visited Robles Park Apartment on July 24, 2018, to conduct a resident focus group with the participants of the Jobs Plus Initiative administered by Program Property Services. HUD's intent was to receive an update on the program and the residents' involvement in the program.

With the assistance of the Public Safety Department, Tampa Police Department approved the installation of 2-eye in the sky cameras at Robles Park Apartment. These cameras will allow for TPD greater visibility to monitor the activity within the community. Installation is scheduled to begin January 2019.

**Encore Properties**

There was a kitchen fire in unit 2211 at the Trio at Encore on July 6, 2018. No one was injured or displaced because of the fire but the sprinklers caused water damage to the second floor corridors and the fire panels underneath the apartment. An insurance claim has been submitted to cover the damages.

FDOT conducted an open house town hall meeting for the Encore residents on July 17, 2018, to discuss concept design options for the Downtown Tampa Interchange (I-275/I-4).

The Ella hosted a water conservation information workshop by Program Property Services for all the residents within the Encore community on July 19, 2018. The workshop was designed to teach the residents about ways to conserve energy and water within their apartment.

**Cedar Pointe Apartments**

The construction turnover date for Cedar Pointe Phase II to the property management team has been rescheduled to the middle of September. Management has notified all the applicants of the revised delivery date. Cedar Pointe Phase II will consist of 24 one, two and three bedroom units.

**Belmont Heights Estates**

The Wilbert Davis Boys & Girls Club located within Belmont Heights Estates Phase II has received a grant to renovate both the girls and boys locker rooms into a dance studio for the children.

The replacement of the B&G club's roof by THA, is scheduled for August 27, 2018.

## ASSET MANAGEMENT PROPERTY MANAGEMENT REPORT CARD

MANAGEMENT ASSESSMENT FOR FY 2019

Jul-18

MANAGEMENT OPERATIONS	RENT/OTHER COLLECTED	OCCUPANCY
PROPERTY	PERCENT	PERCENT
<b>J. L. Young, Inc.</b>	<b>99.35%</b>	<b>97.54%</b>
<b>Robles, LLC</b>	<b>88.70%</b>	<b>96.52%</b>
<b>Azzarelli, LLC</b>	<b>100.00%</b>	<b>99.42%</b>
Azzarelli	100.00%	100.00%
Scruggs Manor	100.00%	98.84%
<b>Seminole, LLC</b>	<b>95.77%</b>	<b>98.50%</b>
Seminole Park	95.21%	97.00%
Moses White Estates	96.32%	100.00%
<b>Shimberg, LLC</b>	<b>96.99%</b>	<b>97.88%</b>
Shimberg Estates	97.48%	98.72%
Squire Villa	99.01%	96.67%
C. Blythe Andrews	94.49%	98.25%
<b>Arbors, LLC</b>	<b>98.71%</b>	<b>97.33%</b>
Arbors at Padgett Estates	96.63%	99.16%
Azeele	100.00%	90.00%
Bay Ceia Apartments	100.00%	97.50%
Soho Place Apartments	99.75%	100.00%
St. Louis/St. Conrad	97.19%	100.00%
<b>Overall Average</b>	<b>96.59%</b>	<b>97.63%</b>

**July-18**

**Tenant Accounts Receivable**

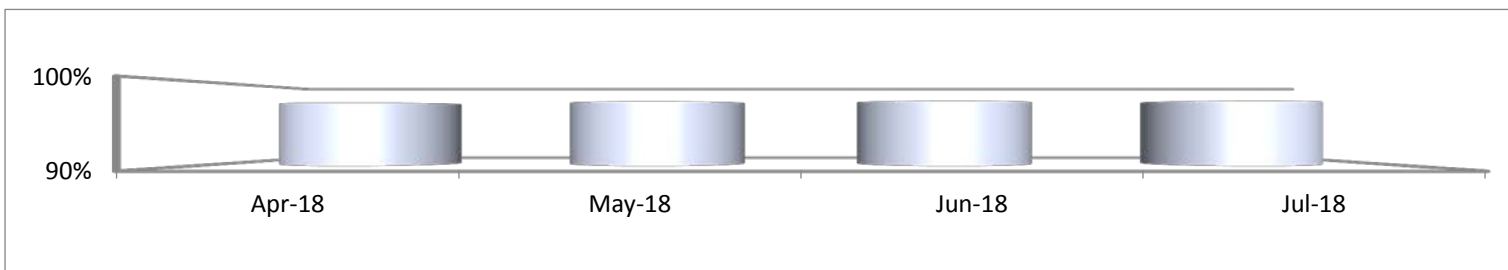
Property	Total Tenant Revenue	Accts Receivable	Bad Debt Write-offs	Fraud	Future Legal Adjustments to TARs	Adjusted Receivables	%
<b>J L Young, Inc.</b>	<b>\$485,028.00</b>	<b>\$9,865.00</b>	<b>\$6,674.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,191.00</b>	<b>99.35%</b>
<b>Robles Park, LLC</b>	<b>\$200,581.00</b>	<b>\$51,036.00</b>	<b>\$6,194.00</b>	<b>\$0.00</b>	<b>\$22,169.00</b>	<b>\$22,673.00</b>	<b>88.70%</b>
<b>Azzarelli, LLC</b>	<b>\$117,274.00</b>	<b>\$609.00</b>	<b>\$609.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>100.00%</b>
Azzarelli	\$32,925.00	\$609.00	\$609.00	\$0.00	\$0.00	\$0.00	100.00%
Scruggs Manor	\$84,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
<b>Seminole Park, LLC</b>	<b>\$169,139.00</b>	<b>\$7,499.00</b>	<b>\$198.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$7,301.00</b>	<b>95.77%</b>
Seminole Park	\$97,065.00	\$4,845.00	\$198.00	\$0.00	\$0.00	\$4,647.00	95.21%
Moses White Estates	\$72,074.00	\$2,654.00	\$0.00	\$0.00	\$0.00	\$2,654.00	96.32%
<b>Shimberg, LLC</b>	<b>\$165,307.00</b>	<b>\$8,508.00</b>	<b>\$2,537.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,971.00</b>	<b>96.99%</b>
Shimberg Estates	\$73,928.00	\$4,401.00	\$2,537.00	\$0.00	\$0.00	\$1,864.00	97.48%
Squire Villa	\$20,626.00	\$205.00	\$0.00	\$0.00	\$0.00	\$205.00	99.01%
C.B. Andrews	\$70,753.00	\$3,902.00	\$0.00	\$0.00	\$0.00	\$3,902.00	94.49%
<b>Arbors, LLC</b>	<b>\$177,231.00</b>	<b>\$6,978.00</b>	<b>\$1,613.00</b>	<b>\$0.00</b>	<b>\$1,445.00</b>	<b>\$3,920.00</b>	<b>98.71%</b>
Arbors at Padgett	\$105,426.00	\$6,243.00	\$1,249.00	\$0.00	\$1,445.00	\$3,549.00	96.63%
Azeele	\$8,741.00	\$87.00	\$87.00	\$0.00	\$0.00	\$0.00	100.00%
Bay Ceia Apartments	\$40,125.00	\$277.00	\$277.00	\$0.00	\$0.00	\$0.00	100.00%
Soho Place	\$10,705.00	\$27.00	\$0.00	\$0.00	\$0.00	\$27.00	99.75%
St. Louis/St. Conrad	\$12,234.00	\$344.00	\$0.00	\$0.00	\$0.00	\$344.00	97.19%
<b>Totals</b>	<b>\$1,314,560.00</b>	<b>\$84,495.00</b>	<b>\$17,825.00</b>	<b>\$0.00</b>	<b>\$23,614.00</b>	<b>\$43,056.00</b>	<b>96.59%</b>

**Reporting Month: July 2018  
Occupancy Report**

Property	Avail Units	Service Units	Demo/ Fire Casualty	MOD	Adjusted	Leased Units	Vacant Units	Assigned Units	%
<b>J L Young, Inc.</b>	<b>450</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>447</b>	<b>436</b>	<b>11</b>	<b>11</b>	<b>97.54%</b>
<b>Robles, LLC</b>	<b>433</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>431</b>	<b>416</b>	<b>15</b>	<b>6</b>	<b>96.52%</b>
<b>Azzarelli, LLC</b>	<b>116</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>116</b>	<b>115</b>	<b>1</b>	<b>1</b>	<b>99.42%</b>
Azzarelli	30	0	0	0	30	30	0	0	100.00%
Scruggs Manor	86	0	0	0	86	85	1	1	98.84%
<b>Seminole Park, LLC</b>	<b>169</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>169</b>	<b>166</b>	<b>3</b>	<b>3</b>	<b>98.50%</b>
Seminole Park	100	0	0	0	100	97	3	3	97.00%
Moses White Estates	69	0	0	0	69	69	0	0	100.00%
<b>Shimberg, LLC</b>	<b>165</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>165</b>	<b>162</b>	<b>3</b>	<b>3</b>	<b>97.88%</b>
Shimberg Estates	78	0	0	0	78	77	1	1	98.72%
Squire Villa	30	0	0	0	30	29	1	1	96.67%
C.B. Andrews	57	0	0	0	57	56	1	1	98.25%
<b>Arbors, LLC</b>	<b>191</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>191</b>	<b>188</b>	<b>3</b>	<b>3</b>	<b>97.33%</b>
Arbors at Padgett	119	0	0	0	119	118	1	1	99.16%
Azeele	10	0	0	0	10	9	1	1	90.00%
Bay Ceia Apartments	40	0	0	0	40	39	1	1	97.50%
Soho Place	14	0	0	0	14	14	0	0	100.00%
St. Louis/Conrad	8	0	0	0	8	8	0	0	100.00%
<b>Total</b>	<b>1,524</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>1,519</b>	<b>1,483</b>	<b>36</b>	<b>27</b>	<b>97.63%</b>

**AGENCY WIDE YTD AVERAGE OCCUPANCY RATE SCORING**

**97.63%**



Agency Wide	Apr-18	May-18	Jun-18	Jul-18
Total Units	3,043	3,043	3,043	3,043
Service/Non-Dwelling	2	2	2	2
Fire Casualty	1	1	1	1
Conversion units	0	0	0	0
Demolition units	821	821	821	821
Modernization	2	2	2	2
Available	1,519	1,519	1,519	1,519
Occupied	1,480	1,482	1,483	1,483
Vacant	39	37	36	36
% Occupancy Rate	<b>97.43%</b>	<b>97.56%</b>	<b>97.63%</b>	<b>97.63%</b>

## Resident Retention

Property Name	Monthly Recertifications	Completed Recertifications
<b>J L Young, Inc.</b>	<b>27</b>	<b>27</b>
<b>Robles Park Village, LLC</b>	<b>11</b>	<b>11</b>
<b>Azzarelli, LLC</b>	<b>4</b>	<b>4</b>
Azzarelli	1	1
Scruggs Manor	3	3
<b>Seminole Park, LLC</b>	<b>2</b>	<b>2</b>
Seminole Park	1	1
Moses White	1	1
<b>Shimberg Estates, LLC</b>	<b>5</b>	<b>5</b>
Shimberg Estates	5	5
Squire Villa	0	0
C.B. Andrews	0	0
<b>Arbors at Padgett, LLC</b>	<b>3</b>	<b>3</b>
Arbors at Padgett	3	3
Azeele	0	0
Bay Ceia Apts.	0	0
Soho Place	0	0
St. Louis/St. Conrad	0	0
<b>TOTAL</b>	<b>52</b>	<b>52</b>



**HOUSING AUTHORITY of the CITY OF TAMPA**  
**BOARD REPORT SUMMARY**  
**July 2018**

**Department of Assisted Housing**  
**Margaret Jones, Director**

THA has moved forward on determining eligibility for the Tampa Park Apartment families. The relocation specialists will be on site starting the week of August 13<sup>th</sup>. The first briefing with the families will be August 15<sup>th</sup> at 6 pm. The first voucher issuance will be Monday, August 20<sup>th</sup> at 9am. Goal is to issue all vouchers in the month of August. Approximately, 167 will be eligible to receive vouchers. This will increase our baseline to 10,101.

THA is starting the pre-leasing activities for the TEMPO which contains 122 project based units. It is anticipated that leasing will be effective for October 2018.

The Section 8 Management Assessment has been submitted to HUD for scoring for FY 2017/2018. The agency is considered a High Performer.

Two Notices of Funding Availability (NOFAS) are out for Mainstream Vouchers and Family Unification Vouchers. Mainstream vouchers will be for non-elderly disabled and the FUP vouchers will be for those individuals/families that would lose their children without a housing option. THA has applied for 100 vouchers for each grant.

THA has received a NAHRO award of Merit for the Landlord Guidebook and an award of Excellence for the Mass Housing Choice Voucher Briefing. Staff members were in California in July to receive the awards.

The agency will be moving forward with Yard's Rent Café. This Yardi module will allow the agency to conduct business through tenant and landlord portals. The most exciting feature will be the ability to conduct re-certifications online.

The Permanent Supportive Housing Grant is due to be submitted July 18<sup>th</sup> for 2019.

**FAMILY SELF- SUFFICIENCY PROGRAM/HOMEOWNERSHIP**

Participants	452
Workshops	2
Escrows	255
Graduates	4
Homeownership	1
Escrow	56%
<b>Graduates</b>	Elonda \$8,861
	Crystal Taylor \$16,617
<b>New Homeowner</b>	Corinna Bacon \$3,991
Ozzie Rubin	Chiquita Johnson \$944.

**SPECIAL GRANT PROGRAMS**

The department also operates two grant funded programs: **HOPWA** (Housing Opportunity for Persons with AIDS) and **Permanent Supportive Housing**. The HOPWA program is a rental assistance program for persons with AIDS with a supportive service aspect. The Tampa Housing Authority was awarded \$575,347 through the City to operate the HOPWA program for fiscal year 2017. This grant will afford about 75 families rental assistance throughout Hillsborough County. This will be a three year grant instead of one year as previously awarded.

Permanent Supportive Housing grants were successfully submitted 10/2017 to HUD through the Continuum of Care which provides rental assistance for 54 homeless disabled individuals and families.

**PROGRAMS FUNDED UNDER THE HCV PROGRAM**

**FUP**

The Family Unification Program (FUP) is a program under which Housing Choice Vouchers (HCVs) are provided to two different populations:

Families for whom the lack of adequate housing is a primary factor in:

- a. The imminent placement of the family’s child or children in out-of-home care, or
- b. The delay in the discharge of the child or children to the family from out-of-home care.

The baseline for the FUP program is 405 vouchers.



## **HUD-VASH**

The HUDVASH program is administered to assist 783 homeless veterans. This program began July 1, 2008 with 105 vouchers and was increased by 35 vouchers October 1, 2009. June 1, 2010 THA was awarded an additional 150 VASH vouchers. August 1, 2011 the agency was awarded an additional 75 vouchers. THA was awarded another 75 effective April 1, 2012. THA received another award of 205 HUD-VASH Vouchers effective August 1, 2013. Another increment of 22 vouchers was received October 1, 2014 and another 12 December 2014. We have partnered with the Department of Veterans Affairs which is responsible to refer families to the agency. THA then proceeds with the necessary steps to determine eligibility. THA received an additional 45 HUDVASH vouchers effective May 1, 2015. THA was approved for an additional HUDVASH project based vouchers November 1, 2015. THA received an additional 39 vouchers effective June 2016. November 1<sup>st</sup>, 2016 an additional 20 were added to the Project Based HUDVASH voucher inventory.

## **NED**

250 designated housing vouchers enable non-elderly disabled families, who would have been eligible for a public housing unit if occupancy of the unit or entire project had not been restricted to elderly families only through an approved Designated Housing Plan, to receive rental assistance. These vouchers may also assist non-elderly disabled families living in a designated unit/project/building to move from that project if they so choose. The family does not have to be listed on the PHA's voucher waiting list. Instead they may be admitted to the program as a special admission. Once the impacted families have been served, the PHA may begin issuing these vouchers to non-elderly disabled families from their HCV waiting list. Upon turnover, these vouchers must be issued to non-elderly disabled families from the PHA's HCV waiting list.

## **PORTABILITY**

The agency currently administers **182** families from other agencies. This program allows other families to move to our jurisdiction and the initial housing agency pays for their expenses while also providing us with a fee for administering the paperwork.

## LEASING AND FUNDING

The current attrition rate is 48 families a month and the average HAP is \$682

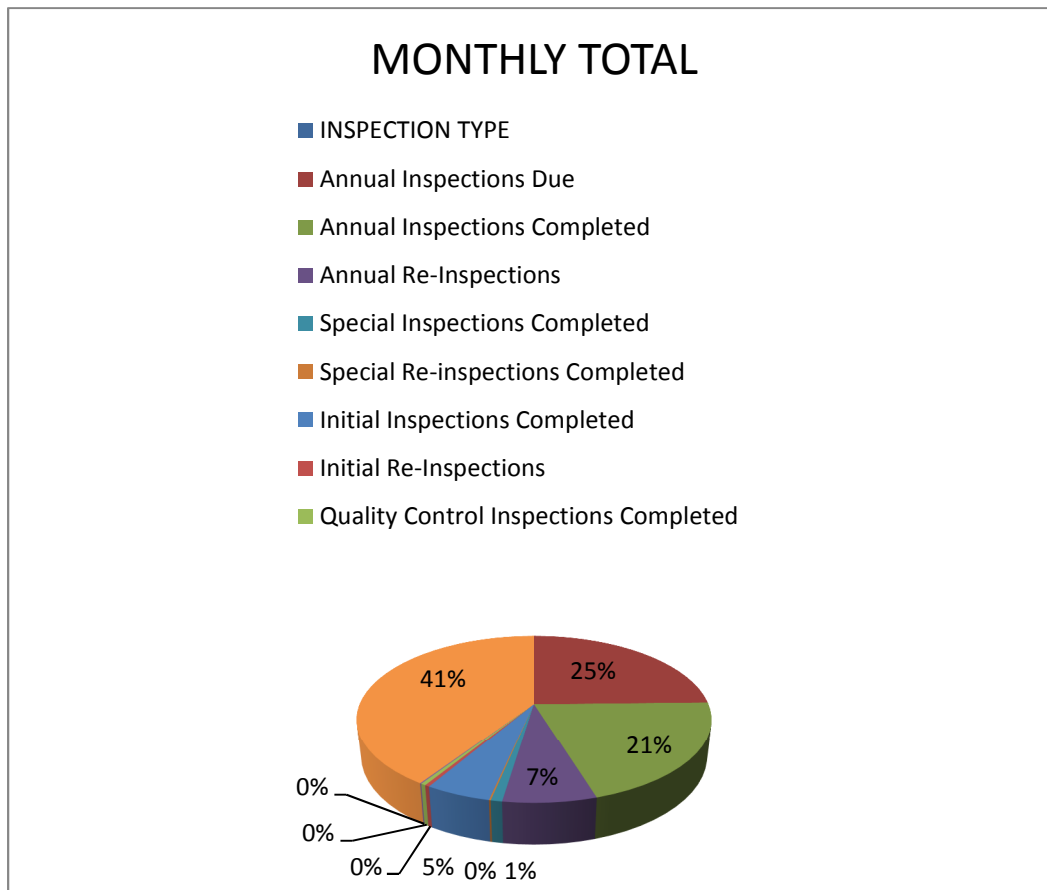
<i>PROGRAM</i>	<i>BUDGETED UNITS</i>	<i>LEASED UNITS</i>	<i>UTILIZATION RATE</i>	
HCV/VASH PROGRAM	8,330	8,344	100% Monthly	
RAD	1,601	1,515	95% Monthly	
<i>PROGRAM</i>	<i>AUTHORIZED ACC</i>	<i>UTILIZED ACC</i>	<i>MONTHLY</i>	<i>ANNUAL</i>
HCV/VASH/RAD PROGRAM	\$6,625,674	\$ 6,523,840	98%	100%

## SEMAP REVIEW

	Possible	FY2017-18	April	May
	Points	Actual		
<b>Indicator 1: Selection from the Waiting List</b>	15	15	15	15
<b>Indicator 2: Rent Reasonableness</b>	20	20	20	20
<b>Indicator 3: Determination of Adjusted Income</b>	20	20	20	15
<b>Indicator 4: Utility Allowance Schedule</b>	5	5	5	5
<b>Indicator 5: HQS Quality Control Inspections</b>	5	0	5	5
<b>Indicator 6: HQS Enforcement</b>	10	10	10	10
<b>Indicator 7: Expanding Housing Opportunities</b>	5	5	5	5
<b>BONUS Indicator: Deconcentration</b>	0	0	0	0
<b>Indicator 8: Payment Standards</b>	5	5	5	5
<b>Indicator 9: Annual Reexaminations</b>	10	10	10	10
<b>Indicator 10: Correct Tenant Rent Calculations</b>	5	5	5	5
<b>Indicator 11: Pre-Contract HQS Inspections</b>	5	5	5	5
<b>Indicator 12: Annual HQS Inspections</b>	10	10	5	5
<b>Indicator 13: Lease-Up</b>	20	20	20	20
<b>Indicator 14: Family Self-Sufficiency (FSS)</b>	10	10	10	10
<b>TOTALS</b>	<b>145</b>	<b>140</b>	<b>140</b>	<b>135</b>
		<b>96.6%</b>	<b>96.6%</b>	<b>93.1%</b>

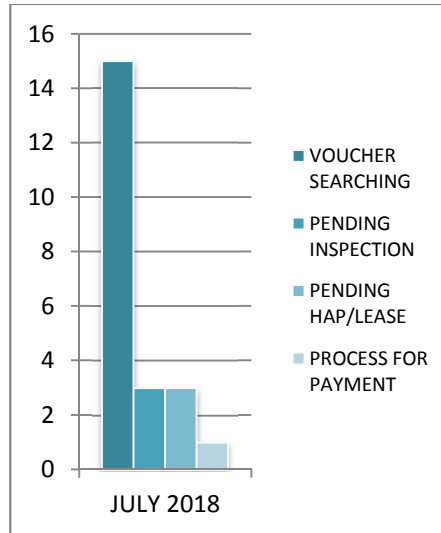
	MONTHLY TOTAL
INSPECTION TYPE	
Annual Inspections Due	878
Annual Inspections Completed	1039
Annual Re-Inspections	222
Special Inspections Completed	23
Special Re-inspections Completed	12
Initial Inspections Completed	185
Initial Re-Inspections	7
Quality Control Inspections Completed	14
Quality Control Re- inspections Completed	4
Homeownership Inspection Completed	1
Total Inspections Completed	1516

# July 2018

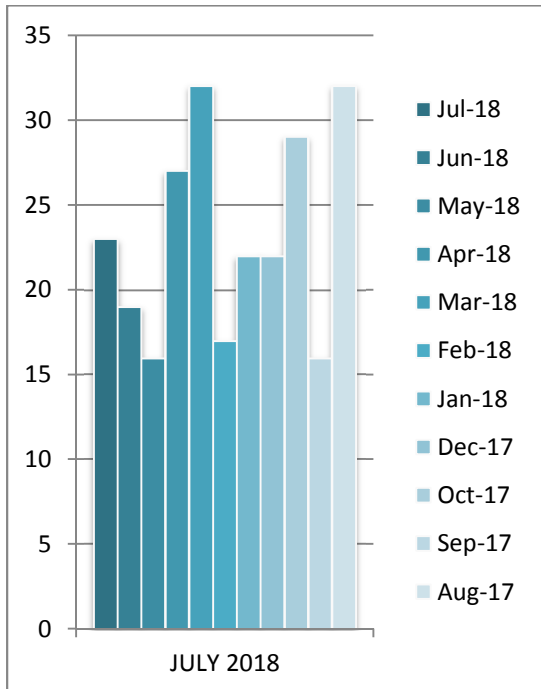


## WAITING LIST REPORT JUNE 2018

VOUCHER SEARCHING	15
PENDING INSPECTION	3
PENDING HAP/LEASE	3
PROCESS FOR PAYMENT	1
To issue in 8/2018	

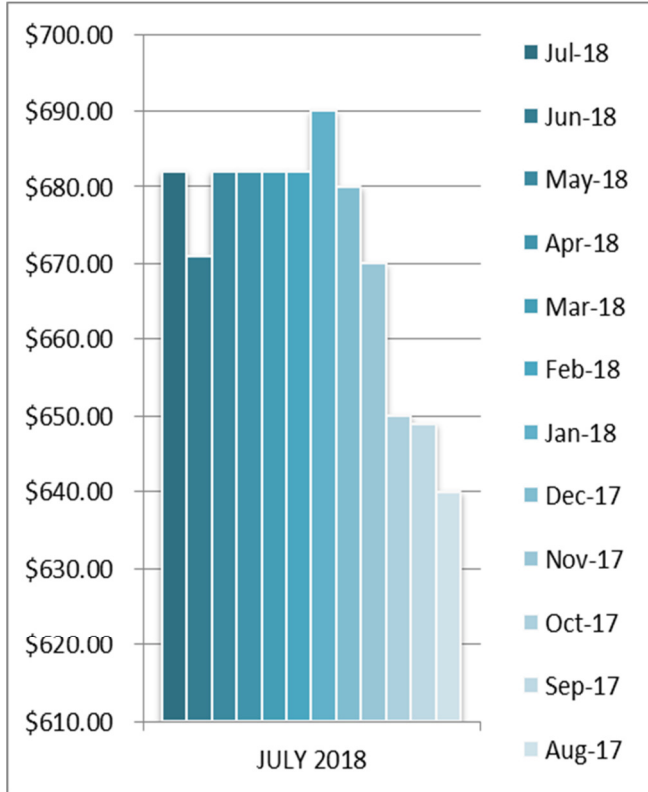


## NEW PARTICIPATING OWNERS



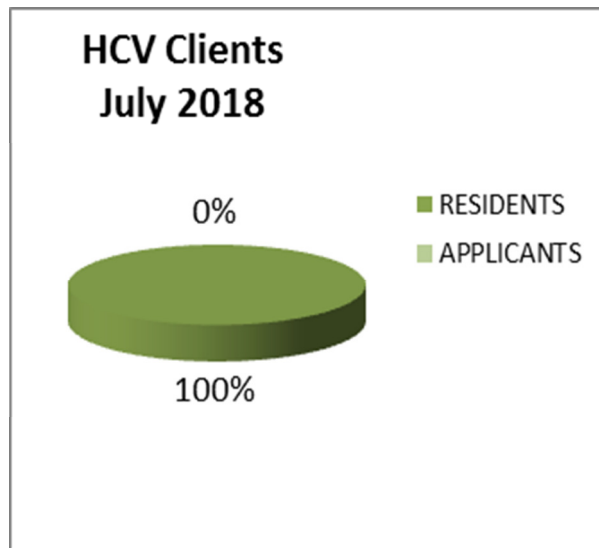
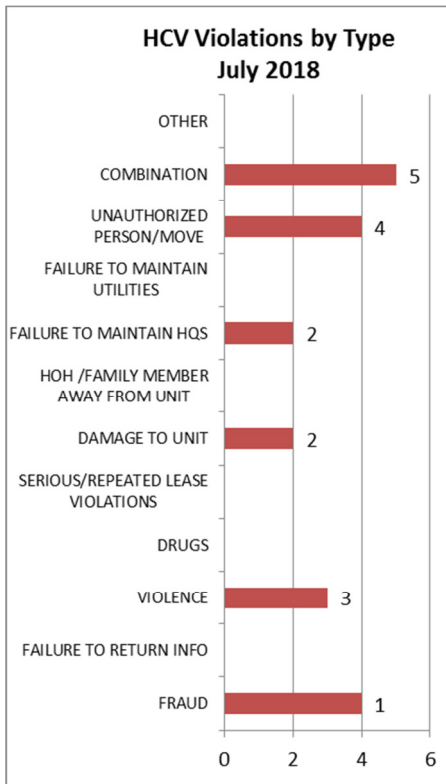
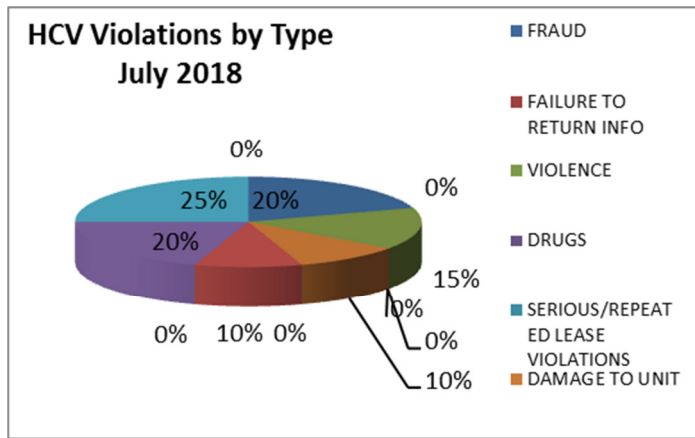
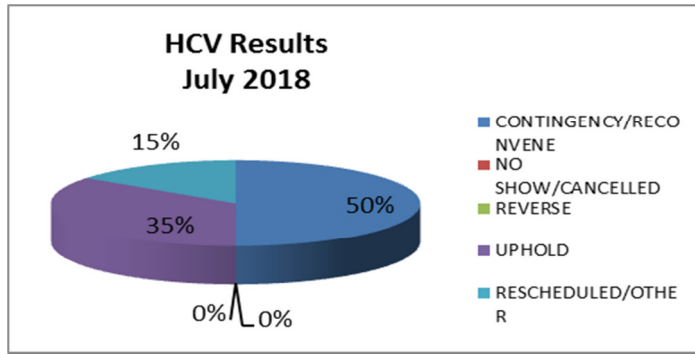
<b>JULY 2018</b>	<b>23</b>
<b>JUNE 2018</b>	<b>19</b>
<b>MAY 2018</b>	<b>16</b>
<b>APRIL 2018</b>	<b>27</b>
<b>MARCH 2018</b>	<b>32</b>
<b>FEBRUARY 2018</b>	<b>17</b>
<b>JANUARY 2018</b>	<b>22</b>
<b>DECEMBER 2017</b>	<b>22</b>
<b>OCTOBER 2017</b>	<b>29</b>
<b>SEPTEMBER 2017</b>	<b>16</b>
<b>AUGUST 2017</b>	<b>32</b>

## HOUSING ASSISTANCE PAYMENTS JUNE 2018



<b>JULY 2018</b>	<b>\$682.00</b>
<b>JUNE 2018</b>	<b>\$671.00</b>
<b>MAY 2018</b>	<b>\$682.00</b>
<b>APRIL 2018</b>	<b>\$682.00</b>
<b>MARCH 2018</b>	<b>\$682.00</b>
<b>FEBRUARY 2018</b>	<b>\$682.00</b>
<b>JANUARY 2018</b>	<b>\$690.00</b>
<b>DECEMBER 2017</b>	<b>\$680.00</b>
<b>NOVEMBER 2017</b>	<b>\$670.00</b>
<b>OCTOBER 2017</b>	<b>\$650.00</b>
<b>SEPTEMBER 2017</b>	<b>\$649.00</b>
<b>AUGUST 2017</b>	<b>\$640.00</b>

HCV HEARINGS	
CONTINGENCY/RECONVENE	10
NO SHOW/CANCELLED	0
REVERSE	0
UPHOLD	7
RESCHEDULED/OTHER	3
<b>TOTAL</b>	<b>20</b>
FRAUD	4
FAILURE TO RETURN INFO	
VIOLENCE	3
DRUGS	
SERIOUS/REPEATED LEASE VIOLATIONS	
DAMAGE TO UNIT	2
HOH /FAMILY MEMBER AWAY FROM UNIT	
FAILURE TO MAINTAIN HQS	2
FAILURE TO MAINTAIN UTILITIES	
UNAUTHORIZED PERSON/MOVE	4
COMBINATION	5
OTHER	
<b>TOTAL</b>	<b>20</b>
RESIDENTS	20
APPLICANTS	
<b>TOTAL</b>	<b>20</b>



**HOUSING AUTHORITY OF THE CITY OF TAMPA**  
**BOARD SUMMARY REPORT**  
**July 2018**

**Department of Public Safety**  
**Bill Jackson, Director**

**Public Safety Department Updates**

A complete hurricane and disaster operations manual has been put together by the Public Safety Director, Bill Jackson and reviewed and approved by the Human Resource and Compliance Director, Kenneth Christie. Hard copies of the approved manual were distributed to all Senior Executive Staff, Directors and to each property. The manual was electronically downloaded onto our safety and security app, Facility Dude and onto the public drive, under file folder 2018-19 HURRICANE AND DISASTER for all THA staff's review.

Zenith is one of our major insurance carriers. On Thursday, July 20, 2018 the Tampa Housing Authority Risk Management Committee visited their regional office located in Sarasota, Florida. We were given a tour of their facility and provided a walkthrough on how they address each workers compensation injury claim they receive.

Our Risk Management Committee is made up of representatives from all our departments. Our HR & Compliance Director, Mr. Kenneth Christie, Facilities Director, Mr. Terrance Brady and Public Safety Director, Mr. William (Bill) Jackson are the senior members of the committee. We meet on the first Thursday of each month. During the meetings we identify and discuss current safety concerns, develop ways to address those concerns and provide status reports on the plans of action we currently have in place.

During our tour of the Zenith Regional Office we found several safety initiatives that they currently have in place at their facility that we have now implemented, or will be. They are as followed:

1. Photographs of our current Emergency Floor Coordinators are now included in the emergency evacuation floor maps for their specific area of responsibility. This will help others easy identify the person they can go to during an emergency situation.
2. Reflection tape on all emergency stairwell banisters which will help someone clearly identify during low light level evacuations.
3. Employee Safety Recognition Award Board. This is to recognize those employees that have shown exemplary safety habits, or have come up with an outstanding safety idea for the agency.

Through the cooperative efforts of Zenith, Mr. Kenneth Christie and the Tampa Housing Authority Risk Management Committee, we have been able to create a safer working environment for our employees, reduce injury claims and significantly reduced our overall premiums.

**POLICE REPORT REQUEST**

The Public Safety Department receives court orders from various agencies and departments requesting we conduct a diligent search of our data bases in an attempt to try and locate parents and/or guardians, or obtain police reports from various jurisdictions as a follow up to cases currently being investigated.

## **FRAUD HOT LINE**

Our Human Resource Department and the Public Safety Department work hand-in-hand to reduce program fraud by operating the "Fraud Hotline," conducting follow up investigations, making referrals for criminal prosecution and restitution.

## **PARKING POLICY ENFORCEMENT**

The Public Safety Departments continues to work with THA Property Management to reduce the unauthorized and junk vehicles parked in our communities. Vehicles that do not have a THA parking sticker are subject to be towed at the expense of the owner. Vehicles are also removed from the properties that are inoperable, have no valid registration, and are parked on the grass or other illegal parking.

## **TAMPA POLICE DEPARTMENT AND THE HILLSBOROUGH COUNTY SHERIFF OFFICE**

The Tampa Police Department and The Hillsborough County Sheriff's Office continue to work very closely with the Tampa Housing Authority. Both departments continue to have officers assigned to our properties and they work very hard to combat crime in our communities. Officers that have been assigned to our properties conduct their own investigation and make arrests. The Public Safety Department has also been meeting with residents to help form Crime Watch Communities in an effort to help combat crime in our communities.

The Tampa Police Department ROC officers working all of our public housing communities continue to arrest individuals using and selling illegal narcotics. Persons arrested on public housing properties for drugs are also trespassed at that time. Arrests of individuals both in and around all public housing properties are reported to the Public Safety Department. Residents, residents' family members and residents' guests arrested on public housing properties are subject to the "One Strike, You're out" HUD policy.

<b>POLICE REPORT REQUEST</b>				
<b>NAME OF SUSPECT</b>	<b>DATE OF REQUEST</b>	<b>DATE RECEIVED</b>	<b>POLICE REPORT #</b>	<b>PERSON REQUESTING</b>
Aaron D. Rogers	7/6/2018	7/9/2018	18-332044	PSD
Christopher Reddick	7/6/2018	7/9/2018	18-295091	PSD
FelipeTaveras,Franuet Miguel	7/6/2018	7/12/2018	16-080896	PSD
Sarah Sanders	7/11/2018	7/18/2018	18-038839	PSD
Juan Delos Santos	7/12/2018	7/12/2018	18-280182	PSD
Evelyn Liboy	7/12/2018	Under Investigation	18-355216	PSD
Nikkie	7/14/2018	7/16/2018	18-332041	PSD
Jahquez Simmons	7/14/2018	Under investigation	18-341508	PSD
Kevontrae Collier	7/16/2018	7/16/2018	18-227317	PSD
Billy Collier	7/16/2018	7/16/2018	18-197132	PSD
Tekevis Collier	7/16/2018	7/16/2018	18-307916	PSD
Kewonnda Smart	7/20/2018	Under investigation	18-156847	PSD
1712 N Alexander Rd. Tampa, FL	7/20/2018	7/24/2018	18-335905	PSD
Andre Canady	7/25/2018	7/27/2018	18-330937	PSD
Christopher Cole	7/26/2018	7/27/2018	18-321371	PSD
Sunshine Cole	7/26/2018	7/27/2018	17-557103	PSD
Jana Gant	7/27/2018	7/27/2018	18-162308	PSD



DILIGENT SEARCHES FOR PROTECTIVE SERVICES CASES				
NAME	DATE OF REQUEST	DATE RECEIVED	INFORMATION FOUND	AGENCY
Marcellos Williams	6/26/2018	7/11/2018	No record found	Eckerd
Brandy Mathon	6/29/2018	7/11/2018	No record found	Eckerd
Odalys Rivera	6/25/2018	7/11/2018	Was on waiting list, status canceled	Eckerd
Allen Howard	6/26/2018	7/18/2018	No record found	HCSO
Antwan Brown Sr.	7/13/2018	7/13/201/	No record found	Eckerd
Trinity Stewart	7/25/2018	7/25/2018	No record found	HCSO
Jeffrey Alan	6/29/2018	7/25/2018	No record found	HCSO
Jason Dean Bowlin	7/2/2018	7/25/2018	No record found	HCSO
Kavin Holloway	7/25/2018	7/25/2018	No record found	HCSO
Trinity Stewart	7/2/2018	7/25/2018	No record Found	HCSO
Kavin Holloway	6/26/2018	7/25/2018	No record Found	HCSO
Jeffrey Alan Findley	07/13/2018	7/31/2018	No record Found	HCSO
Bruce Pressley	7/18/2019	7/31/2018	No record Found	HCSO
Daryl Gardner	7/12/2018	7/31/2018	No record Found	HCSO
David Hill	7/18/2018	7/31/2018	No record Found	HCSO
Amanda Thurston	5/14/2018	7/31/2018	No record Found	HCSO
Amber Hicks	7/13/2018	7/31/2018	4703 E. Citrus Cir. Apt 4 Tampa FL 33617	HCSO

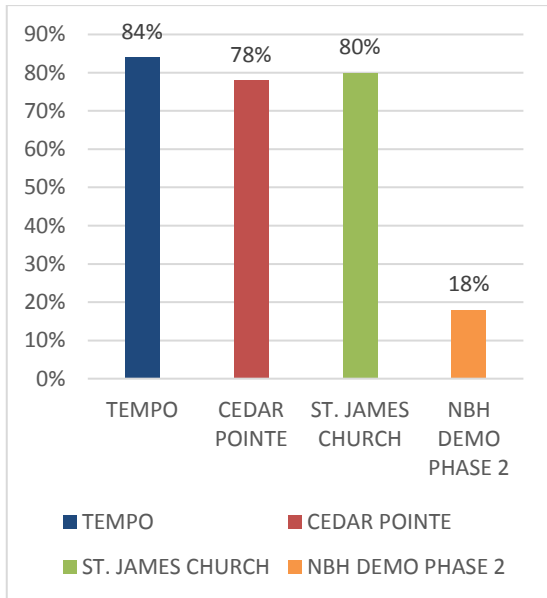
TAG & TOW PROGRAM							
PROPERTY	MAKE	YEARS	COLOR	TAG	REASON/AREA	TAGGED	TOW
Arbor @Padget	Ford	2004	Blue	XSN4471	Flat tire	7/15/2018	7/19/2018
Scruggs	Hyundai		Maroon	No tag		7/11/180	Removed by owner
Scruggs	Diamante		White	9081QB	Expired Tag	7/11/2018	Removed By owner
Scruggs	Chevy		Maroon		Requested By manager	7/11/2018	Removed by owner
Azeele	Chevy		Maroon	GIBM36	Unauthorized Parking	7/09/2018	7/09/2018
Seminole Park	Lexus		White	AULA54	Exp/Tag Broken Window	7/27/2018	7/27/2018



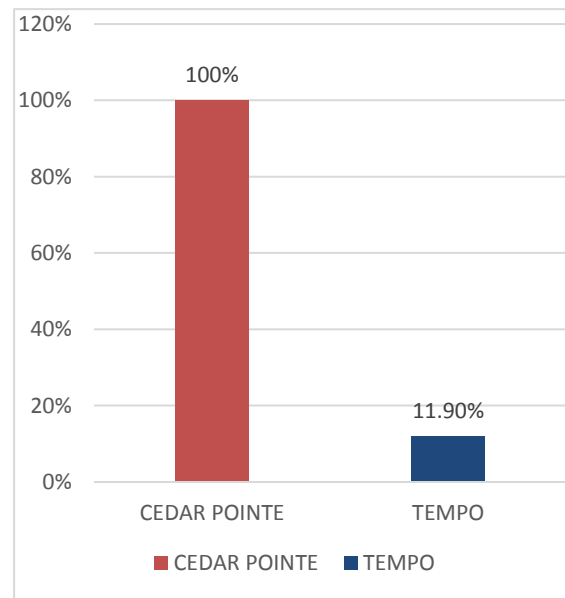
**HOUSING AUTHORITY of the CITY OF TAMPA  
BOARD SUMMARY REPORT  
July 2018**

**Department of Real Estate Development  
David Iloanya, Director**

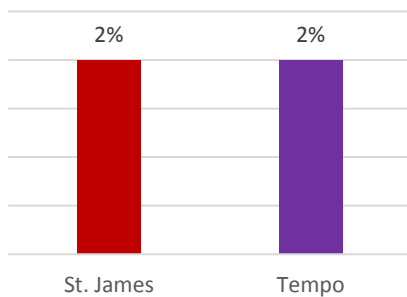
**Major Active Projects in Progress**



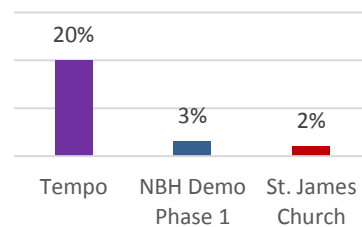
**MBE Contracts**



**Section 3 Business Contracts**



**Section 3 Individual New Hires**



**CNI / ENCORE DEVELOPMENTS:**



**Tempo at Encore LP –**  
Is approximately 84% complete. The two completed unit mockups have appliances, electrical meters and power.



**St. James Church Historic Preservation** Is 80% complete.

**RETAIL SPACE AT ENCORE:**

- **REED - Medical Center / BayCare – Urgent Care Center -**

Baycare has submitted questions regarding the lease agreement language, which are currently being reviewed by THA. Baycare is also working with their construction team to submit a timeline for the design and buildout of the facility.

**URBAN FARM -**

The final plans are scheduled for submission to The City of Tampa Permit Department no later than the end of August 2018.

**LEARNING CENTER –**

Hillsborough County School Board, by way of the Adult Education Department, will be the primary operator. Collaboration with HCC will include planning for education and training opportunities.

**SOLAR TECHNOLOGY PARK**

The artist, Buster Simpson, has delivered the final scope of work and budget. THA's attorney will draw up the contract.

**34<sup>th</sup> STREET REDEVELOPMENT:**

In January of this year, new building standards went into effect. Updated plans were submitted to the City for review and approval. On July 6, 2018, CDC received confirmation of the approved building plans on file. CDC have the updated approved plans on file. The City approved 5 of the 6 site plans. The final site plan requires a site visit from City Natural Resources to make certain the new construction will not harm the grand trees on the adjacent lot. Our attorney is currently putting together the construction contract for the remaining homes. CDC is anticipating breaking ground in about 30 days or so – depending on mobilization and the City site inspection.

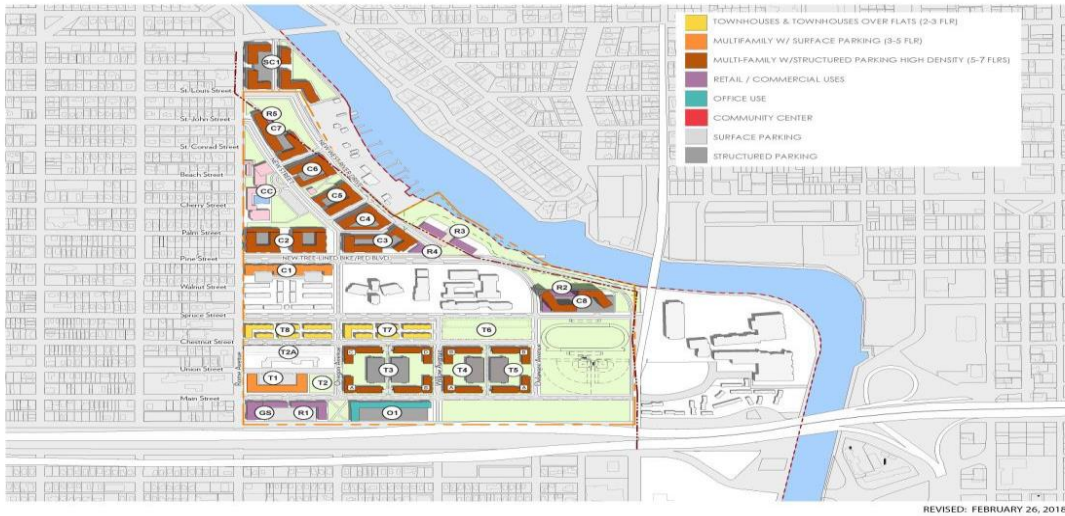
**WEST RIVER REDEVELOPMENT:**

Mary Bethune High Rise Comprehensive Modernization -

A meeting with the residents will be scheduled to review the final design for approval.

The Renaissance at West River -

A Pre-construction meeting was held July 19, 2018. Project is in mobilization phase.



The Boulevard at West River (Parcel T3) will be developed in four phases.

**Parcel T3A - Funded (9% Tax Credit Award)**

- 118 multi-family units at 80% affordable and 20% market

**Parcel T3B - In funding pursuit**

- Submitted funding application in March 2018 for 118 multi-family units at 80% affordable and 20% market

**Parcel T3C - In funding pursuit**

**Parcel T3D - In funding pursuit**

- North Blvd Demolition Phase 1 is 100% complete and in close-out phase. THA is reviewing pending credits for crushed concrete, TECO's transformer repair and water usage.
- North Blvd Demolition Phase 2, Contract was awarded to General Contractor Howard Jimmie. This project is 18% complete.



NBH Demo Phase 2 underway.

**MODERNIZATION & CONSTRUCTION PROJECTS:**



**Cedar Pointe Apartments Phase 2 –**

Construction of two buildings with 24 units. The project is 78% complete. The General Contractor is being liquidated. The end of August is now the anticipated date of completion.

**Palm Terrace HVAC Upgrades -**

Test and Balance results submitted. Test and Balance results are under review.





**HOUSING AUTHORITY of the CITY OF TAMPA  
BOARD SUMMARY REPORT**

**July 2018**

**Submitted by: Facilities**  
Terrance Brady: Director

**Energy Services Department Activities:**

The Preventive Maintenance visits each property to ensure energy conservation measure are operating properly, inspect the unit and perform minor repairs and schedule other required repairs through the work order process. Preventive maintenance team is currently working at J L Young Apartments. The Tampa Housing Authority (THA) continues to work with the Better Buildings, a joint partnership with HUD and DOE to reduce utility consumption in our buildings; this also positions THA to receive additional grant opportunities.

**Encore Chiller Plant**

When Tempo goes on line we will reevaluate our EnerNOC agreement with TECO.

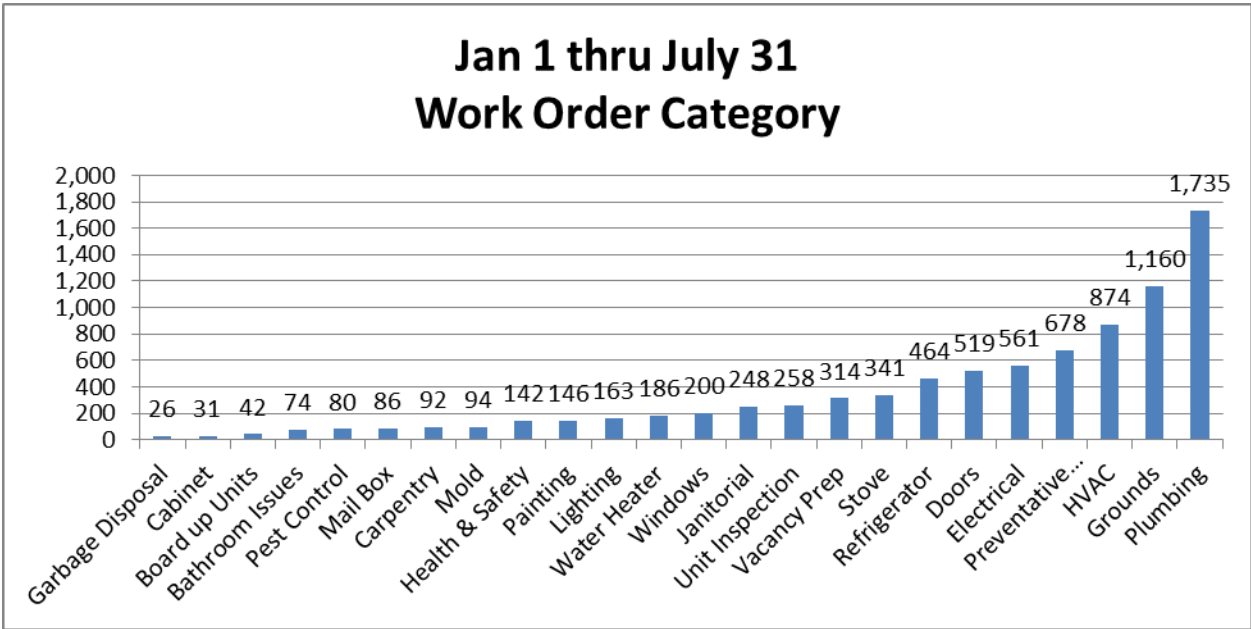
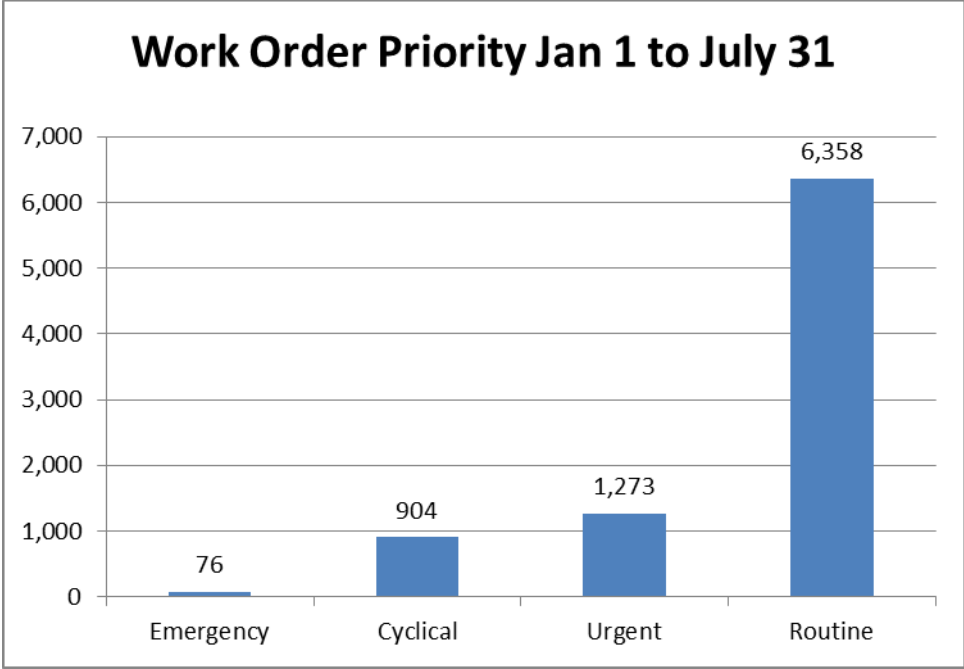
**Educating Residents & Staff:** A monthly report of utility consumption and expenses are emailed to each of the Property Managers. These reports help determine where to schedule educational training to reduce consumption and to educate residents on reducing their energy bills. When properties show an increase in utility consumption or residents ask for more information on energy costs, additional meetings are scheduled to address these issues. The Sustainability Ambassadors Grant Program also provides training and education to our residents; see *Sustainability Ambassadors Grant Program* in section 06PPS.

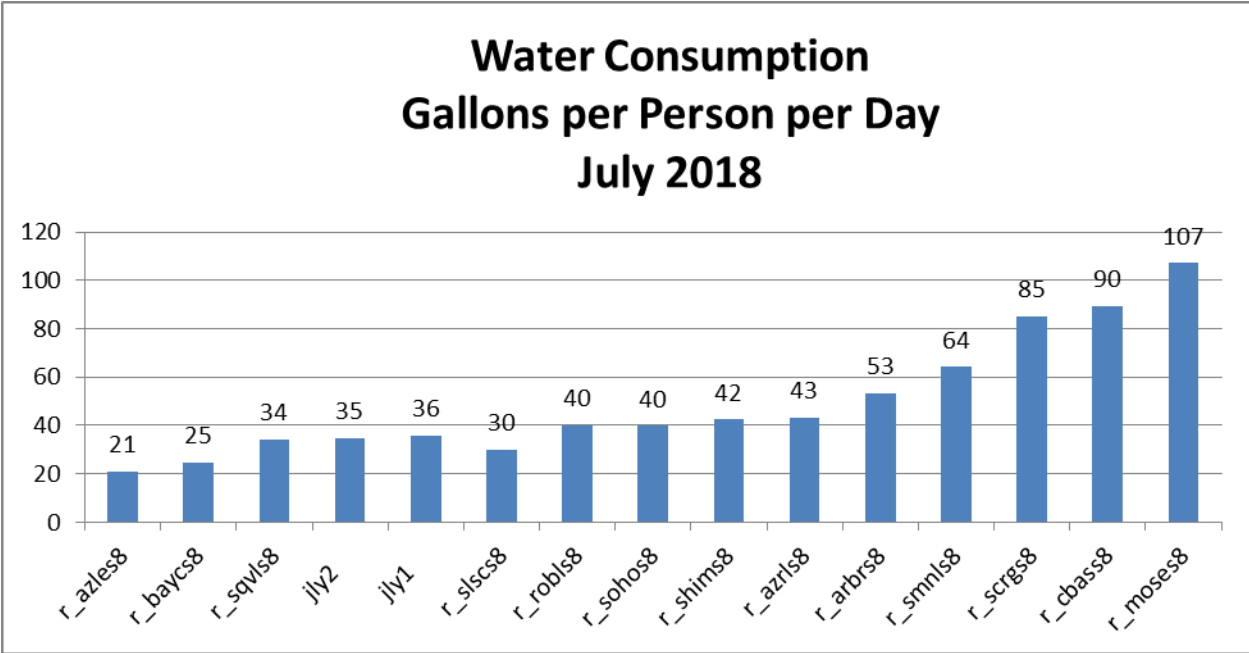
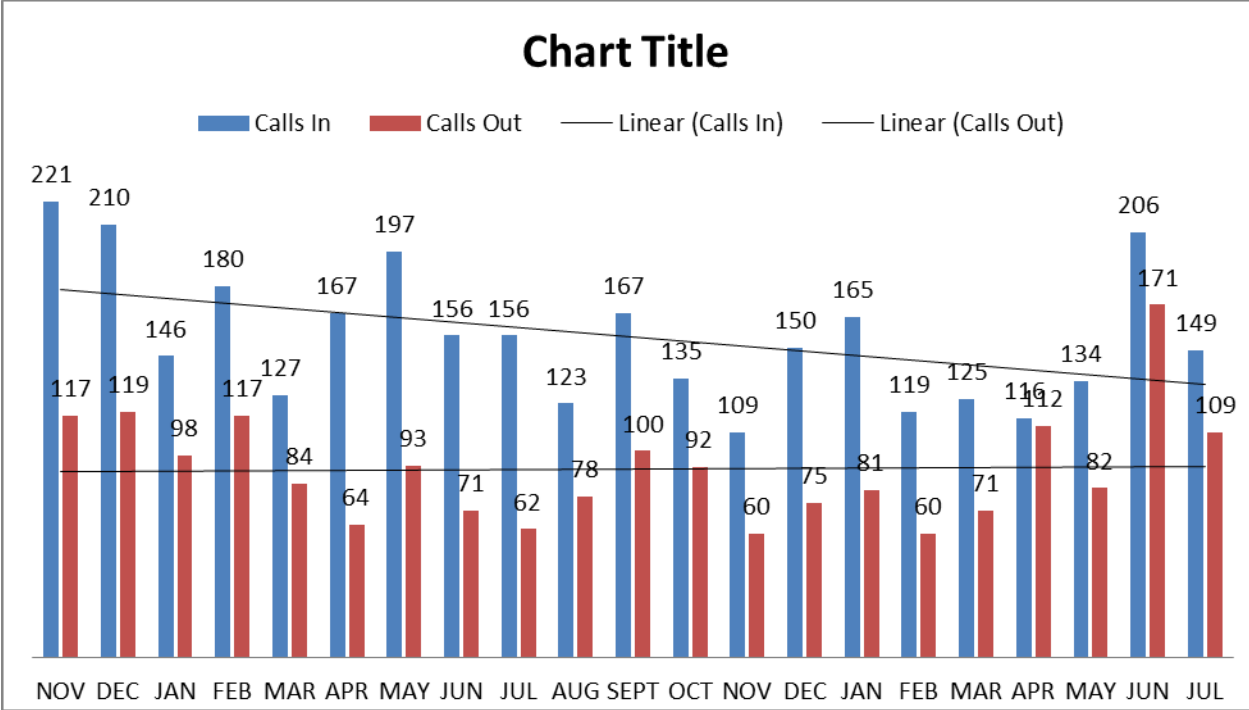
**Special Project Activities:**

In 1999 THA began a pro-active policy to control and eliminate elevated blood lead levels on our properties. THA began the development of a strong partnership with Hillsborough County Public Health consisting of training of residents and explaining the importance of testing of children under 7 years of age for environmental intervention blood lead levels (EIBLL) as well as testing and abatement of their apartments should test results identify lead levels that require action. HUD has recently lowered the EBL level to match the Center for Disease Control and Prevention (CDC) at 5µg/dl.

**Facilities:**

Our Focus is on improving data collection from work orders to measure and control costs and inventory. The Work Order after hour calls is showing a favorable trend downward. Work Order call ins from Nov. 2016 to Aug 2017 were an average of 168; call ins from Sept 2017 to July 2018 were 143: a 14.9 % reduction. Work Order call outs remained consistent at 92.

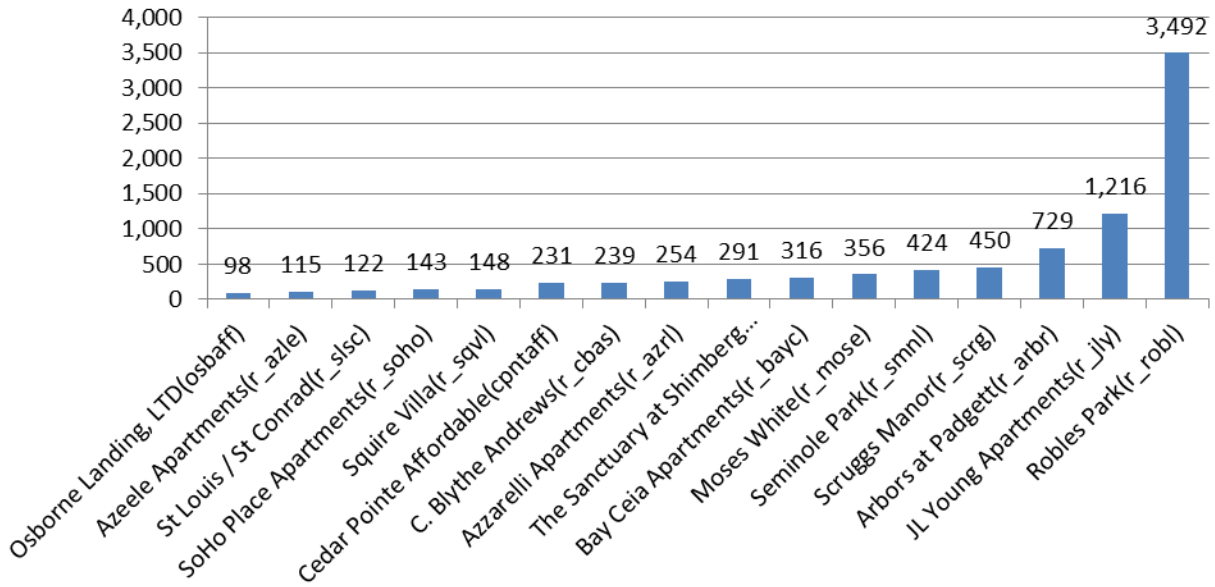




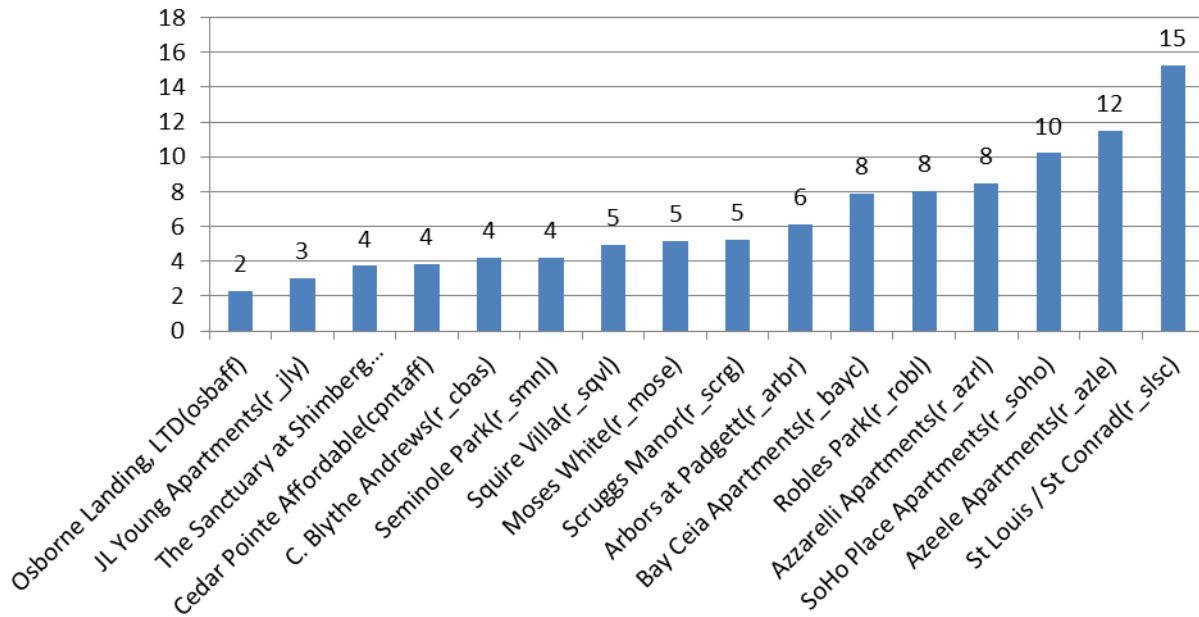
THA average number of Gallons per Person per Day (GPD) for June is 50

The average Tampa Single-family residential customer uses an estimated 76 GPD

## Work Orders per Property Jan 1 thru July 31, 2018



## Work Orders per Unit Jan 1 thru July 31, 2018



Contract Register July 2018

Contract Listing

Solicitation #	Description	Start Date	End Date	Vendor	Contract Amount
Trio @ Encore	The Trio at Encore	7/18/2012	12/30/2013	The Trio at Encore, LP	\$5,336,374.00
Tempo @ Encore	The Tempo at Encore	7/9/2018		The Tempo at Encore, LP	\$18,527,530.00
Fair Housing	Fair Hsg Asmt 17/21	8/22/2016	4/1/2020	City Of Tampa-Land Development Coordinat	\$21,150.00
Choice-Partners-A	Choice Partnership Agreement	12/18/2014	9/30/2018	City of Tampa Revenue & Finance	\$1,000,000.00
Choice-Partners-A	Choice Partnership Agreement	5/13/2014	9/30/2018	St. Peter Claver Catholic Church	\$100,000.00
fy12-ifb-02bcni	FY12-IFB-02B Task 1/CNI	12/13/2013	1/31/2019	Cooper Johnson Smith Architects & Town P	\$89,932.00
fy14-moa-09	FY14-MOA-09/CNI	9/30/2018	9/30/2018	Florida Education Fund, Inc.	\$375,000.00
fy14-rfp-04	FY14-RFP-04/VADM	10/31/2017	10/30/2018	CGI Federal Inc.	\$475,000.00
fy14-rfp-05d	FY14-RFP-05D	8/10/2018		Cooper Johnson Smith Architects & Town P	\$83,865.00
fy14-rfp-10	FY14-RFP-10/RED	5/31/2018	5/31/2018	Lambert Advisory, LLC	\$173,277.29
fy16-ifb-19	FY16-IFB-19/RED	12/8/2016	2/7/2017	Brennick Brothers, Inc.	\$53,159.67
fy16-ifb-29_red	FY16-IFB-29/RED	5/22/2017	9/29/2017	Howard Jimmie LLC	\$1,337,204.00
fy16-moa-04	FY16-MOA-04/CNI	10/1/2016	9/30/2017	Success 4 Kids & Families	\$259,177.00
fy16-rfp-01	FY16-RFP-01/ACCT	4/27/2016	4/26/2018	Berman Hopkins Wright & Laham, LLP	\$175,415.00
fy16-rfp-02	FY16-RFP-02/MEDI	8/1/2016	7/31/2018	Vistra Communications, LLC	\$120,000.00
fy16-rfp-04	FY16-RFP-04/RED	6/1/2017	11/15/2017	Solar Source	\$200,000.00
fy16-rfq-04	FY16-RFQ-04/RED	8/12/2016	1/2/2018	The Hayes Construction Co	\$1,150,000.00
fy16-rfq-08	FY16-RFQ-08/ACCT	3/24/2017	3/23/2019	Fallon Advisory LLC	\$100,000.00
fy17.rfq.03b	Enviornmental Consulating	2/15/2018	2/14/2019	Cardno, Inc.	\$300,000.00
fy17-ifb-01	FY17-IFB-01/RED	7/3/2017	7/2/2018	Pro-Fit Development Inc.	\$2,500,000.00
fy17-ifb-03a	FY17-IFB-03A	8/1/2017	7/31/2018	Atlas Eco Pest Control Lawn and Termite	\$2,880.00

Contract Register July 2018

Solicitation #	Description	Start Date	End Date	Vendor	Contract Amount
fy17-ifb-03b	FY17-IFB-03B	8/1/2017	7/31/2018	Florida Pest Control & Chemical Co.	\$61,140.00
fy17-ifb-07	FY17-IFB-07-RED	5/7/2018	12/31/2018	Howard Jimmie LLC	\$1,920,000.00
fy17-moa-04	FY17-MOA-04/PPS	8/31/2017	8/16/2018	Dainara Acevedo	\$42,500.00
fy17-moa-05	FY17-MOA-05/PPS	8/15/2017	3/31/2021	CareerSource Tampa Bay	\$148,275.00
fy17-moa-06	FY17-MOA-06/YB	10/1/2017	6/30/2018	BONA5D Credit Consultants, LLC	\$500.00
fy17-moa-08	FY17-MOA-08/PPS	4/1/2017	3/31/2019	Project Link, Inc.	\$20,000.00
fy17-moa-14	FY17-MOA-14/PPS	9/1/2017	9/30/2018	Iraida V. Carrion	\$8,400.00
fy17-moa-18	FY17-MOA-18/PPS	9/1/2017	9/30/2018	Iraida V. Carrion	\$3,600.00
fy17-moa-20	FY17-MOA-20/PPS	4/1/2018	3/31/2019	City Plan, Inc.	\$18,916.00
fy17-rfp-03	FY17-RFP-03	4/1/2018	3/31/2022	CVR Associates Inc	\$136,900.02
fy17-rfp-03a		2/15/2018	2/14/2019	GLE Associates, Inc	\$300,000.00
fy17-rfp-04_pps	fy17-rfp-04/PPS	5/2/2018	5/3/2019	Abbie J. Weist, Inc.	\$10,000.00
fy17-rfq-02	FY17-RFQ-02/CNI	1/9/2018	1/8/2023	Meacham Urban Farmers LLC	\$341,162.00
fy18-moa-01	FY18-MOA-01	5/21/2018	5/21/2019	Dainara Acevedo	\$3,600.00
fy18-moa-02_2	Janitorial Services	4/24/2018	4/24/2019	Michelle Henry co Faithful Cleaning Service	\$27,820.00
fy18-sc-001	FY18-SC-001/YARDIRENTCAFE	7/25/2016	8/31/2018	Yardi System, Inc.	\$22,737.98

## HOUSING AUTHORITY OF THE CITY OF TAMPA BOARD OF COMMISSIONERS MONTHLY REPORT

**Department of Community Affairs**  
**Lillian C. Stringer, Director**  
**July, 2018**

*Keeping the agency involved with our community is a key element in terms of engagement. By participating in community activities, events, meetings and others, we are demonstrating that we are concerned regarding what is going on in the overall community, not just housing functions, but also those activities that involve and provide services for our residents and their families are important to us. We are proud to lend our voice, participation, time and energy towards improving the role of the Tampa Housing Authority in the community.*

### **Community Engagement for the Month of July**

#### **Executive staff and Commissioners attends the NAHRO Summer Conference**

Vice-President and Chief Operating Officer, Leroy Moore as well as the Board of Commissioners Chair, Susan Johnson-Velez were part of the panel at the National Association of Housing and Redevelopment Officials conference, which took place in San Francisco California. One of the highlights of the event was the COO's presentation regarding redevelopment at Tampa Housing Authority.

#### **THA receives four national awards with one nominated for an Award of Excellence from NAHRO\***

The Assisted Housing/Section 8 Department led by Margaret Jones received an award in the Administrative Innovation category for their Landlord Guidebook. The guidebook was created as a tool to supplement orientations for landlords to become familiar with program requirements, regulations, processes and procedures. The guidebook is printed and left in the lobby to view while landlords wait for appointments and it is also available to download from THA's website.

The Assisted Housing was awarded a second award in the Administrative Innovation category for their Mass Housing Choice Voucher Briefing/Issuance and was nominated for a NAHRO\* Award of Excellence. To streamline processes THA opted to institute a mass issuance of vouchers for its participants. Using a mass briefing allows distribution of information on a larger scale and reduces time spent briefing each client separately.

The Public Safety Department led by William "Bill" Jackson received an award in the Resident and Client Services category for their Calls for Service Safety Program. The program allows for identification of safety issues affecting families prior to escalating to criminal situations. Crime has been reduced by 32% and in return has made safer communities for families to enjoy.

The Program and Property Service department led by Stephanie Brown-Gilmore received an award also in the Resident and Client Services category for their Jobs Plus Initiative (JPI). The initiative expands locally to families residing in the Robles Park Village community. Services are employment driven and tailored to address work readiness training, employer linkages, job placement, educational advancement, technology skills, computer literacy, community leadership and financial literacy.

### THA Calendar of Events

2018	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
August				1st Mission Slim-Possible (WC)	2nd	3rd Executive & Mgmt Training	4th
	5th	6th	7th	8th	9th	10th	11th
	3 Days - FAHRO Annual Convention & Trade Show (Orlando, FL)				Mission Slim-Possible (WC)		CBC Mtg
	12th	13th	14th Homebuyers Ed. Financial Coach Training (PPS)	15th Board Mtg	16th Homebuyers Ed. Mission Slim-Possible (WC)	17th YouthBuild Graduation	18th
	19th	20th	21st West Tampa Chamber Luncheon EPA Test	22nd GTE Financial Literacy Landlord Orientation	23rd 2 Days - Belmont Phase II Mission Slim-Possible (WC)	24th REAC Inspection Housing Fair	25th Homebuyers Ed. CBC Mtg
	26th	27th Resident Mtg	28th HUD REAC Inspection Tampa Bay Buccaneers Forum	29th Maint. Risk Mgmt Training	30th Bay Area Apt Assoc BOD Mtg Mission Slim-Possible (WC)	31st	

September							1st
	2nd	3rd Labor Day	4th	5th	6th Mission Slim-Possible (WC)	7th	8th Jazz Fundraiser CBC Mtg
	9th	10th	11th Homebuyers Ed. Bay Area Apt Assoc BOD Mtg	12th	13th Homebuyers Ed. Mission Slim-Possible (WC)	14th	15th
	6 Days - 48th Annual Legislative Conference, Congressional Black Caucus Foundation Meeting, Washington DC						
	16th 48th ACL-CBCF Mtg, DC	17th	18th	19th Board Mtg	20th Mission Slim-Possible (WC)	21st	22nd Homebuyers Ed.
	23rd	24th	25th	26th Landlord Orientation	27th Mission Slim-Possible (WC) HEART Awards	28th	29th
	30th						

October		1st	2nd	3rd	4th	5th	6th
	7th	8th Columbus Day	9th CDC of Tampa Luncheon	10th	11th Breast Cancer Awareness Walk (WC)	12th	13th
	14th	15th	16th Homebuyers Ed. Bay Area Apt Assoc BOD Mtg	17th Board Meeting	18th Homebuyers Ed.	19th	20th
	21st	22nd Mammogram Bus	23rd	24th Landlord Orientation (AH)	25th	26th	27th Homebuyers Ed.
	28th	29th	30th	31st Halloween			





## PUBLIC NOTICE

### BOARD OF COMMISSIONERS

Susan Johnson-Velez  
Chair

James A. Cloar  
Vice Chair

Hazel S. Harvey

Billi Johnson-Griffin

Rubin E. Padgett

Bemetra L. Simmons

Jerome D. Ryans  
President/CEO

5301 West Cypress Street  
Tampa, Florida 33607

P. O. Box 4766  
Tampa, Florida 33677

OFFICE: (813) 341-9101

[www.thafi.com](http://www.thafi.com)

### OF THE REGULAR MEETING OF THE BOARD OF COMMISSIONERS OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA

**NOTICE IS HEREBY GIVEN** that the Regular Meeting of the Board of Commissioners of the above identified Authority is scheduled for **Wednesday, August 15, 2018 at 8:30 a.m.** at the **Administration Offices, 5301 West Cypress Street, Tampa Florida 33607.**

The following Meeting of the **Board of Directors** *will* take place immediately following above meeting:

***Tampa Housing Authority Development Corporation***

The following Meetings of the **Board of Directors** *may* take place immediately following above meetings:

***Affordable Housing Development Corporation***

***Encore Affordable Housing Development Corporation***

***JL Young Apartments Incorporated***

***Mary Bethune Development Corporation***

***Meridian River Development Corporation***

***North Tampa Housing Development Corporation***

***Tampa Housing Funding Corporation***

**Dated this 8<sup>th</sup> day of August 2018**

***All board meetings are open to the public.***

**NOTICE:** Any person, who might wish to appeal any decision made by the Board of Commissioners, with respect to any matter considered at this meeting, is advised that he/she will need a record of the proceedings; for such purpose, he/she may need to ensure that a verbatim record of the proceedings be made, which will include the testimony and evidence upon which the appeal is to be asked.

# Smoking banned in public housing nationwide, effective today

By Caitlin O'Kane, CBS News | July 31, 2018, 11:48 AM



A federal ban passed in 2016, taking effect on July 31, 2018, bans smoking in nearly a million public housing units around the country. ERIC FEFERBERG/AFP/GettyImages

Smokers can no longer light up in or near public housing facilities in the U.S. due to a new rule that went into effect July 31. The nationwide ban on smoking in public housing was implemented nearly two years after the rule was passed by the Obama administration in 2016.

The Department of Housing and Urban Development (HUD) now prohibits the use of cigarettes, cigars and pipes in all public housing units and common areas, as well as any outdoor areas up to 25 feet from public housing and administrative office buildings. The ban does not apply to e-cigarettes, snuff and chewing tobacco, although there may be restrictions on those in some areas.

HUD says about 228,000 public housing units under more than 600 local agencies were already smoke-free, and the new rule wipes out smoking in more than 940,000 other units. The ban is expected to save government housing agencies \$153 million a year in repairs and health care costs, including \$16 million for costs tied to smoking-related fires, the Centers for Disease Control and Prevention estimated in 2014.

HUD said the new policy would reduce health hazards from secondhand smoke and encourage residents to quit smoking.

The ban on smoking products must be included in public housing tenants' leases, HUD says. Tenants will not be evicted for a single instance of smoking, but could face eviction after several smoking violations.

For those who want help to quit smoking, officials recommend calling 1-800-QUIT-NOW (1-800-784-8669) toll-free to talk to a trained coach, or go to [www.smokefree.gov](http://www.smokefree.gov).

# HUD implements nationwide smoking ban in public housing

The Hill, By Aris Folley - 07/31/18 03:07 PM EDT



© Getty Images

The Department of Housing and Urban Development (HUD) implemented a nationwide ban on smoking inside or near public housing facilities into effect on Tuesday.

Under the terms of the ban, which was passed by the Obama administration in 2016, the use of cigarettes, cigars and pipes is prohibited in all government subsidized housing units. Electronic cigarettes, or e-cigarettes, have not been banned but may be in the future.

The ban also prohibits smoking in areas up to 25 feet away from public housing units and administrative office buildings, according to a brochure from the department.

“Eliminating smoking indoors and close to buildings is the only way to fully protect people from secondhand smoke,” the department states in the release.

“In addition to protecting residents and employees from secondhand smoke, smoke-free policies create healthy environments that encourage people who smoke to quit or attempt to reduce smoking,” the department continued.

According to the release, smoking in any area where it is not allowed will be treated as a “lease violation.” Tenants could also face eviction after several smoking violations.

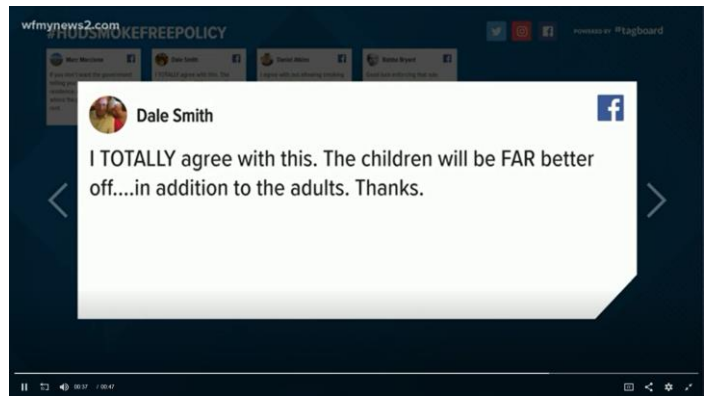
HUD notes that people “do not have to quit smoking” to live in government housing, but need to follow the new ban.

Prior to the ban’s enactment, roughly 228,000 public housing units were already smoke-free, CBS News reported. The new ban is expected to eliminate smoking in over 940,000 more units.

The Centers for Disease Control and Prevention also estimated in 2014 that the new ban is expected yield \$153 million per year in savings for government housing agencies in health-care costs and repairs.

# HUD Smoking Ban Starts

WFMY News 2 | Published: 11:08 PM EDT July 30, 2018 | Updated: 7:08 PM EDT July 30, 2018



## Tampa Park Residents begging for more time to move out before subsidies end

ABC Action News | Heather\_Leigh | 4:49 PM, Jul 26, 2018 | 5:36 PM, Jul 26, 2018



TAMPA, Fla. — Time is ticking down for 171 families about to lose their housing subsidies that help pay for rent at Tampa Park Apartments. "Every day I'm checking my mail, am I next? How long do I have?" she asked.

Claire Jackson only pays 30 percent of her rent. She brings her kids to Greater New Salem Primitive Baptist Church every day for lunch. That may end if her subsidies stop. "If I leave I'm going to have no money," said Jackson. "So how am I going to survive here?" She and 170 other families have no clue, and neither does the Department of Housing and Urban Development.

August 1 is when HUD told management it would stop paying portions of their rent. When ABC Action News asked the management when these people would have to leave if they couldn't afford their rent, they said that was up to HUD. "Well you probably will find most of them become homeless," said Tampa City Council Chairman Frank Reddick.

Reddick met with concerned activists Thursday and is also demanding more time. "It bothered me so much that I said somethings got to be done," Reddick said. He says it'll take the **Tampa Housing Authority** 8-9 months to issue housing vouchers, which will leave people like Clarise with very little options. "They have to go through a process. Application, background checks and all of these different things," said Reddick. He's also worried there aren't enough homes for people in need.

The Tampa Housing Authority told ABC Action News there are 0 section 8 properties available — and 10,000 people on the waitlist. A new study shows Tampa is getting 17 percent fewer apartments this year than last. The study predicts there will be 4,000 new apartments built this year. "I'm looking like, is that gonna be us? Am I going to have my children out on the street?" Jackson asked. They're also asking the community to pay attention and help these people find new homes if they can.

Chairman Reddick and the Tampa City Council sent a letter to HUD asking for an extension. He says they will reach out to HUD Friday to get a status update. HUD told ABC Action News it would meet this week to talk about an extension. We also reached out to the Tampa Housing Authority but haven't heard back.

## West Tampa attracts young families, next-gen homebuyers

83 Degrees | Marty Clear | Tuesday, July 24, 2018



Jorge and Maria Castillo drink café con leche and eat Cuban breakfast sandwiches with their two girls at Alessi Bakery.

When Maria Castillo was growing up in West Tampa, her grandparents lived right next door. It wasn't an unusual arrangement in that era. West Tampa was a close-knit neighborhood of close-knit families who often lived with or near each other through several generations. Castillo went away to college, and when she and her husband Jorge moved back to Tampa, they chose to settle in Tampa's northern suburban areas. But the pull of West Tampa proved irresistible. Maria and Jorge Castillo have recently moved back to West Tampa with their two children, 4-year-old Mia and 3-year-old Maite.

"I love that there is still a Cuban influence," she says. "I can still go a couple of blocks and get a cafe con leche, just like I used to, and we still have places like Alessi Bakery

that I grew up with." Not only has Castillo moved back to West Tampa, but her family will soon be living right next door to the house she grew up in. She and her husband are building a new home on the lot where her grandparents once lived. Her parents still live in the house she grew up in, their grandchildren will be right next door. Her story is not unique.

West Tampa, one of Tampa's oldest and most historic neighborhoods, is experiencing a renaissance as a new generation of home buyers are discovering, or re-discovering, the area's appeal. Castillo and her family have been living with her parents until their new home is ready. She's finding that while much of West Tampa is familiar, the neighborhood and the surrounding areas are evolving in exciting ways.

"Yes, I like living in my old neighborhood," she says. "But I also like that we have Target and Starbucks right nearby now. Every day I see something new. The other day I was coming down, I don't remember if it was Howard or Armenia, and there was a little pastry shop. We never had anything like that when I was growing up."

### The boomerang effect

Another West Tampa ex-pat who has returned to the neighborhood is Sam Militello, a former New York Yankees pitcher who is now associate head baseball coach at the University of Tampa, his alma mater. Like Castillo, his new West Tampa home is essentially his old West Tampa home. He's had the home where he grew up torn down and has rebuilt on the same property. He's been back for almost two years now.



Mia and Maite experiment with sounds in the children's playground at MacFarlane Park.

"We're loving it," he says. "I checked with the rest of my siblings before I tore down the family's house. I made sure I had their blessing." Militello's 7-year-old daughter Alyssa is entering second grade at MacFarlane Park Elementary Magnet School. It's a highly rated IT magnet school that gets exceptional ratings on reviews on several websites, and Alyssa and her parents are thrilled with her experience there.

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Castillo's older daughter Mia is now in VPK at Tampa Bay Elementary, but they hope to enroll her in MacFarlane Park when the time comes. MacFarlane Park is Maria Castillo's mother's alma mater, though Maria herself attended Christ the King Catholic School.

Both Militello and Castillo say that, after living in other parts of the Tampa Bay Area, they realize that West Tampa's location is unsurpassed. Downtown Tampa is just a few minutes away, even during the most hectic rush hour. Interstate 275 makes the West Shore business district and even the Pinellas Country beaches easily accessible, and several major north-south roads that cut through West Tampa make most other areas of Tampa easy to get to.

And they both say they love seeing their old neighbors who have chosen to stay in West Tampa. Their childhood friends also have families of their own now, and all their kids will play together.

### Changing for the better

For the moment, West Tampa still maintains the historic charm that has caused families to stay, and younger generations to return. And so far, Castillo and Militello said, the changes in the area have been positive. There are new mom-and-pop businesses, a few welcome chain stores and restaurants, and an exciting ethnic diversity in a neighborhood traditionally dominated by Hispanic, Italian and African-American families.

But the frantic pace of new home development has some people who love West Tampa a bit apprehensive.

Castillo says she's excited that so many people are discovering West Tampa. "It seems like every day I see another new home getting started," she says.

But she hopes that builders and new residents will appreciate what gives West Tampa its soul, and that the influx of younger people will enhance the neighborhood rather than change it. She's hoping West Tampa will follow a path similar to that of Seminole Heights, which has maintained its character while becoming a prime dining destination.

She says it's disappointing to see a sameness in some of the new homes that are being constructed, and she's afraid it won't quite fit well with the architectural richness of the neighborhood she grew up in.

Of course, it's more than just history and location that are drawing younger home buyers to West Tampa. At least for the moment, West Tampa remains extremely affordable for home buyers.

Claudio Menzerotolo, who works alongside his brother Renzo at Renzo's Argentine Steakhouse on the fringes of West Tampa, lived in South Tampa for many years and thought he'd never leave. But he eventually realized he could get much more home for his money by moving just a couple of miles north into West Tampa.

"I lived in South Tampa, but I wanted a garden," he says. "So now I live in West Tampa and I have a big (expletive) garden, man."



The Castillos drink café con leche at MacFarlane Park in West Tampa. "I love that our families are here, that it's centrally located, and that there's a sense of community here," Maria said.

## Tenants told to relocate from Tampa Park Apartments after HUD terminates contract with property

ABC Action News, By Heather Leigh | 5:45 PM, Jul 19, 2018 | 5:57 PM, Jul 20, 2018

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TAMPA — Dozens of families living in Tampa Park Apartments are being forced to relocate to new housing beginning in August.

The complex currently has about 370 units. More than half of those families, who are getting subsidies to help pay for rent, were given notices from the Department of Housing and Urban Development they must relocate to new housing by August because that's when it will stop subsidizing rent. HUD says it's because the apartment complex failed 4 inspections.

"I'm trying to hurry up and move, find somewhere comfortable and safe in a nice environment for me and my kids," said Cameshia King, who has lived in her apartment a year and a half.

According to the **Tampa Housing Authority**, housing choice vouchers will be given to those residents so they can find a complex that accepts them.

Some residents believe they have least 90 days to find a new home, but Tampa City Council members and other tenants are of the understanding they must be out of their apartments by August 1st.

The notices stated inspection reports of Tampa Park 1 showed, "serious deficiencies, including health and safety deficiencies, that demonstrate the owner is continually in default of the HAP (Housing Assistance Payments) contract."

They say infestations and faulty door and window locks were reasons for the failed inspections.

The HAP contract is dependent upon the owner's ability to maintain the property in a decent, safe, and sanitary condition. The first inspection violations were in November of 2015. The Housing Authority says the owners did nothing to correct the violations, even after 3 more visits.

"We repaired those items and notified HUD we repaired them, and HUD didn't respond to any of those letters," said Malcolm Cunningham, an attorney for Tampa Park Apartments.

King says her apartment doesn't have any of those issues.

"I don't have rats and roaches and all that out of control stuff like that," she said.

Cunningham says Tampa Park 2 units are mixed in with Tampa Park 1 units and haven't failed any inspections. He wonders how officials were able to distinguish between the two projects.

"HUD failed to notify us of the specific items that caused us to be in default and failed to give us reasonable time to repair those items," said Cunningham.

He believes HUD is terminating its contract because of a 2014 lawsuit they filed against them.

City council members expressed concerns over a lack of affordable housing in the city.



## Tenants told to relocate from Tampa Park Apartments after HUD terminates contract with property

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During public comment Thursday at the Tampa City Council meeting, some people expressed concern over being pushed farther out into the county. They say because many of them don't have adequate transportation, it would keep them from getting around.

Metesnot, a community activist, says while the city is seeing progress, he feels it's not supporting the African-American community.

"Everything these people talk about, Channelside, Harbor Island, Davis Islands, development here, development there, West Tampa, Riverwalk have nothing to do with black people: have nothing to do with poor and working-class people," said Metesnot.

Connie Burton lives in the apartments. She says the complex has a history of being one of the oldest settlements for the black community. She says many residents have been there long before redevelopment plans were put into action downtown.

She believes historical land sites for working class people are being flipped.

City Council Chairman Frank Reddick agrees two weeks isn't enough time for these people to find new homes. The council passed a motion to send a letter to the Housing Authority and HUD requesting a 60-day extension.

We also contacted the chairman of the Tampa Park Apartments board, James Harrell, who says he has no comment.

In an e-mail Friday, the Tampa Housing Authority told ABC Action News HUD is having a meeting next week to determine whether it will extend the subsidies while people find new homes. Margaret Jones, the director of the Assisted Housing department said she doesn't feel HUD would put the residents in that kind of bind by telling them they have to be out by August 1st.

# Senators Introduce Bipartisan Legislation to Create Affordable Housing Task Force

NCSHA.org | July 19, 2018 by Katelynn Harris

 [ncsha.org/ncsha\\_blog/senators-introduce-bipartisan-legislation-to-create-affordable-housing-task-force](https://ncsha.org/ncsha_blog/senators-introduce-bipartisan-legislation-to-create-affordable-housing-task-force)

On July 18, Senator Todd Young (R-IN) introduced [S.3231](#), the *Task Force on the Impact of Affordable Housing Crisis Act*. The bill establishes an 18-member task force charged with evaluating and quantifying the impact of affordable housing on other government programs and making recommendations to Congress on how to use affordable housing to improve the effectiveness of other federal programs and improve life outcomes. Cosponsoring Senators include Maria Cantwell (D-WA), Angus King (I-ME), Dean Heller (R-NV), Tim Kaine (D-VA), Doug Jones (D-AL), Cory Gardner (R-CO), Marco Rubio (R-FL), and Chris Coons (D-DE). The Senate Majority Leader, the Senate Minority Leader, the Speaker of the House, and the House Minority Leader will each appoint members of the task force.

Specifically, the Task Force will:

1. Evaluate and quantify the impact that a lack of affordable housing has on other areas of life and life outcomes for individuals living in the United States, including education, employment, income level, health, nutrition, access to transportation, and poverty level in the neighborhood in which individuals live.
2. Evaluate and quantify the costs incurred by other federal, state, and local programs due to a lack of affordable housing.
3. Make recommendations to Congress on how to use affordable housing to improve the effectiveness of other Federal programs and improve life outcomes for individuals living in the United States.

Senator Young's [press release](#) and his [one pager describing the bill](#) note, "For millions of individuals and families, a lack of affordable housing has negative, profound, and lasting consequences. Research shows that an inability to access safe, decent, and affordable homes jeopardizes educational performance and economic mobility and leaves families with fewer dollars to spend on health care, groceries, and other important expenses—further ingraining families in the cycle of poverty."

The task force will have two years from the date of its members' appointments to report its findings and recommendations to the Senate Banking, Housing, and Urban Affairs and Finance Committees and the House Financial Services and Ways and Means Committees.

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# Smoking now banned in public housing nationwide

News Channel 8, By: Lila Gross | **Posted:** Aug 01, 2018 07:57 AM EDT | **Updated:** Aug 01, 2018 07:57 AM EDT



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TAMPA, Fla. (WCMH) - Residents who live in **public housing** anywhere in the United States must now adhere to a new smoke-free housing rule from the U.S. Department of Housing and Urban Development (HUD) that went into effect on July 30, 2018.

"Everyone deserves the opportunity to lead a healthy life, and ensuring homes are free from the risks of secondhand smoke is a critical step for the health of residents," said American Lung Association Health Promotion Specialist Julian Collins MS, CHES. "This is especially true for children and those who are more vulnerable to the impact of secondhand smoke, such as those living with asthma and chronic obstructive pulmonary disease. Today we're making a healthier future for Ohio and our nation."

In November 2016, the U.S. Department of Housing and Urban Development (HUD) announced a rule requiring all federally-owned public housing to become smoke-free by July 30, 2018. This rule will protect close to two million Americans nationwide from being exposed to secondhand smoke in their homes, including 690,000 children.

The ban applies to any kind of lighted pipe, cigar, vapor device, cigarette or other lighted smoking devices. It applies to all Housing Authority employees, residents, guests and visitors. Violators will be warned. A fourth violation will result in a notice to vacate.

# Smoking, tobacco products banned at Raymond James Stadium

By: Ken Suarez, FOX 13 News | Posted: Aug 01 2018 09:51AM EDT | Video Posted: Aug 01 2018 05:17PM EDT |

Updated: Aug 01 2018 09:32PM EDT



**TAMPA (FOX 13)** - The Tampa Sports Authority announced that it is banning smoking at Raymond James Stadium, starting immediately.

The authority says a smoke-free environment will make the fan experience more enjoyable.

“The need for this healthier environment was evident from fan feedback, national trends, and feedback from our tenants such as the Buccaneers and USF,” said Eric Hart, Tampa Sports Authority CEO.

It is not going over well with everyone.

“I like to smoke cigars,” Harold McCall told FOX 13. “I think [the ban] is terrible.”

There were designated smoking areas which have now been eliminated. Smokers have to finish puffing before going inside. If you leave to smoke, you’re not going to be allowed back in.

The ban includes all tobacco products, as well as vaping or e-cigarettes.

The new policy should not come as a surprise. It comes in the wake of a growing trend towards smoke-free environments.

USF went smoke-free about two years ago. Recently, a federal mandate, passed under the Obama administration, kicked in, banning smoking in and near **public housing** complexes.

The first event where the smoking ban will be in effect is the Taylor Swift concert August 4.

# Smoke-Free Public Housing

Navigate Housing, August 2018 Issue, by Charles Rowe

## Smoke-Free Public Housing

BY CHARLES ROWE

*"...each PHA must implement a "smoke-free" policy banning the use of prohibited tobacco products in all public housing living units, indoor common areas in public housing, and in PHA administrative office buildings. The smoke-free policy must also extend to all outdoor areas up to 25 feet from the public housing and administrative office buildings."* -HUD

The smoke-free public housing mandate is now in effect. At first glance, some may think, "This is great! It discourages smoking within 25 feet of public housing and offices." It is quite a bit more complicated than that. Some support the policy. Others have minor issues with it. Perhaps you, like some, are not confident in its enforcing powers. A few of your residents (and possibly staff) may see no reason for it.

Comments expressed online are proof.

Take the comment section of the National Center for Housing Management (NCHM) [website](#) for example.

*"I do not know why I must go 25 feet from the building to smoke a cigarette."*

-Michael Eubanks

*"What good are house rules if they are not enforced?"*

-Sandy

*"Many of the tenants have expressed that they have NO intention of stopping. They won't."*

-Edith Alkire

*"HUD buildings in warm climates have the same rules as ones where it is freezing. Palm trees swaying, not icicles falling. This new rule was not well thought out as to regional conditions or the stamina of the elderly in HUD senior housing."*

-Carolyn Martarano

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JOIN THE CONVO

What have your residents said about the Smoke-Free Mandate?

Let me know here:

<https://www.navigatehousing.com>

## NAVIGATE AFFORDABLE HOUSING PARTNERS

Many PHAs implemented this rule before the deadline. Some of those PHAs witnessed first-hand the complications and struggles that come with making these adjustments.

### → Arkansas

KAIT8 in Arkansas reports: "...the Poinsett County Housing Authority sent out 270 letters to residents explaining policy changes that would ban smoking in the units and affect some people's rent."

Tenants expressed their concerns on social media. Interim Director of Poinsett County Housing Authority, David Lange responded, "Social media goes a little bit crazy at times, and as I told them tonight, I'm not the two-headed monster that they're hearing about, we're here to help them and make nicer units."

### → Illinois

In Illinois, Linda Jones, the Morgan County Housing Authority Director, says they will work with their elderly and disabled residents, who are unable to easily access the new designated smoking areas. The PHA will allow these residents to request a reasonable accommodation. The agency will also allow more time for residents to take advantage of provided resources to break the habit.

### → D.C.

The Washington Inquirer reports "D.C. is now among the nation's municipalities that bar public-housing residents from smoking within 25 feet of their homes."

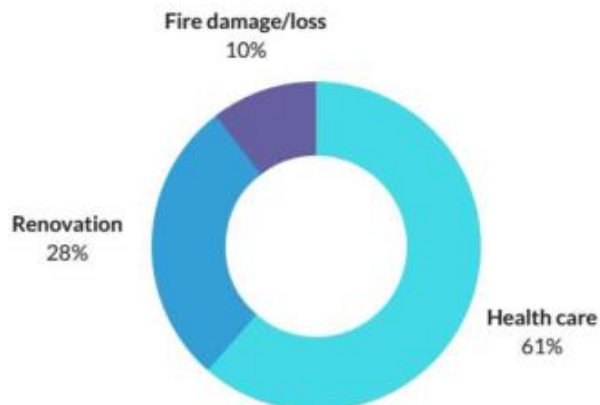


# Smoke-free money-saver

BY CHARLES ROWE

HUD's smoke-free policy could save PHAs millions. The Centers for Disease Control and Prevention (CDC) estimates a \$153 million in savings for agencies nationwide.

- Renovations of smoking units: \$43 million
- Smoking-related fire losses: \$16 million
- Secondhand smoke-related health care expenditures: \$94 million



Download every government resource linked in this issue from the

**High-speed rail firm scouting land for station and development around proposed Rays ballpark site**

By Christopher O'Donnell, codonnell@tampabay.com or (813) 226-3446, Times Staff Writer | Published: August 4, 2018



Brightline, a Miami railroad and development firm, is looking for sites in downtown Tampa where it could build a station for a Tampa-Orlando high-speed railroad. The sites include Tampa Park Apartments, a privately owned low-cost housing complex, according to local officials who met recently with Brightline. [BRONTE WITTPENN | Times]

TAMPA — Brightline, the firm behind the passenger rail system between Miami and West Palm Beach, doesn't yet know if it will win a state bid to build a high-speed rail link between Tampa and Orlando.

But the company is already scouting sites for a terminus in downtown Tampa, according to local officials.

Among the sites that have caught the interest of Brightline are Tampa Union Station, Tampa Park Apartments and the old jail site on North Morgan Street, officials said.

That could put a new rail terminus within walking distance of a new Tampa Bay Rays ballpark proposed for Ybor City. And with Brightline subsidizing railroad cost by cashing in on development around stations,

it could make the area just north of the Channel District a potential new hub of downtown's expansion.

"They're real estate developers," said Bob McDonough, Tampa's administrator for economic opportunity, who recently met with Brightline officials. "If a station is well-sited, it does create real estate opportunities."

Florida Gov. Rick Scott announced last month that the state will consider bids to revive the rail project that was considered dormant after Scott in 2011 turned down \$2.4 billion in federal funding for the same project.

It came after Brightline submitted an unsolicited bid to build and run the service from the Orlando International Airport Intermodal Terminal into downtown Tampa.

Bidders must use a route that runs along Interstate 4 on land owned by the state and the Central Florida Expressway Authority. How it would make its way into downtown Tampa is less clear.

"They have spent a lot of time with alignment along the highway and where to come off of it," McDonough said.

Brightline officials also recently met with Tampa Housing Authority officials seeking information about Tampa Park Apartments, a privately owned housing complex, and the authority's plans for the nearby Encore redevelopment project, which is home to close to 1,000 residents and still has several vacant lots.

"They asked me about the habits of our residents and other uses to get a feel for the massing that will take place at Encore that would facilitate the urban densities needed to support rail," said Leroy Moore, the Housing Authority's Chief Operating Officer. "All of those locations would serve and be quite close to Encore. Our folks there would be able to have easy access."

Tampa Park Apartments is owned by a nonprofit group that is led by Florida Sentinel Bulletin newspaper publisher S. Kay Andrews. Other officers of the nonprofit corporation include James Harrell, former president of the Local No. 1402 of the International Longshoremen's Union.

**High-speed rail firm scouting land for station and development around proposed Rays ballpark site**

By Christopher O'Donnell, [codonnell@tampabay.com](mailto:codonnell@tampabay.com) or (813) 226-3446, Times Staff Writer | Published: August 4, 2018

They might have an incentive to sell to Brightline.

After a fourth failed inspection in four years, the U.S. Department of Housing and Urban Development last month sent letters to about 170 families informing them they will be moved out of the complex and into Section 8 housing beginning in August. It also sent a notice of default to the owners informing them that it will no longer subsidize rents in more than half of the complex's roughly 370 apartments.

An attorney representing the owners is disputing the notice. He declined to comment.

The old jail site on Morgan Street has already had two brief flirtations with rail. It was considered a potential station site for a cross-bay rail network between Tampa and St. Petersburg that state officials briefly floated in 2007. That happened again in 2010 when City of Tampa officials talked about a high-speed rail system between Tampa, Lakeland and Orlando that would be completed by 2015. It is owned by the Florida Department of Transportation.

Tampa Union Station was originally built in 1912 to serve the Atlantic Coast Line, the Seaboard Air Line and the Tampa Northern Railroad. It was restored and reopened in 1998. It is served by Amtrak's Silver Service between New York and Miami. It is owned by the city of Tampa.

Brightline officials declined an interview request but released the following statement from Ben Porritt, Brightline senior vice president of corporate affairs: "We're focused on finding the best station location that will improve mobility for residents and visitors. We're analyzing a set of options that will work with the alignment of the proposed route and offer unique development opportunities, which will help establish this as a destination."



Tampa Union Station at 601 N. Nebraska Avenue is one of several sites that local officials say has attracted the interest of Brightline, a Miami railroad and development firm, expected to bid on a state contract to develop high-speed rail between downtown Tampa and Orlando.