

Board of Commissioners Meeting

Wednesday, October 17, 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

Board of Commissioners Meeting Wednesday, October 17, 2018

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

REVISED

October 17, 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

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.

II. APPROVAL OF MINUTES

- Board Meeting of August 15, 2018
- Board Meeting of September 26, 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 ~ [Jeny Rodriguez](#)
- Properties ~ [Javier Diaz](#)

V. SPECIAL PRESENTATIONS

- Landlords Retire, Donald and Gwen Hassinger ~ [Janice Justiniano](#)
- HCPS Deputy Superintendent Instructional, Van Ayres ~ [Stephanie Brown-Gilmore](#)
(Re: HCPS new policy and possible referendum on the upcoming ballot -10 min. allotted)

AGENDA FOR THE REGULAR BOARD MEETING

Of The Housing Authority of the City of Tampa, Florida

VI. RESOLUTIONS

2018-4096 Leroy Moore	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.
2018-4101 Margaret Jones	A RESOLUTION APPROVING THE REVISED UTILITY ALLOWANCE SCHEDULE FOR USE IN THE HOUSING CHOICE VOUCHER PROGRAM AND OTHER RELATED RENTAL ASSISTANCE PROGRAMS.
2018-4102 Susi Begazo-McGourty	A RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA, FLORIDA ("AUTHORITY") TO FUND A MEMBER LOAN TO CENTRAL PARK DEVELOPMENT GROUP, LLC FOR THE CONTINUATION OF SUPPORT IN FURTHERANCE OF THE REDEVELOPMENT OF ENCORE TAMPA.

VII. PRESIDENT / CEO's REPORT

Finance and Related Entities ~ [Susi Begazo-McGourty](#)

Operations and Real Estate Development ~ [Leroy Moore](#)

- Asset Management ~ [Leonard Burke](#)
- Facilities ~ [Terrance Brady](#)

VIII. NOTICES AND UPDATES

IX. LEGAL MATTERS

X. UNFINISHED BUSINESS

- Completion of President/CEO's 2017 Performance Evaluation

XI. NEW BUSINESS

XII. ADJOURNMENT

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

August 15, 2018

I. REGULAR MEETING

Chairwoman Susan Johnson-Velez called the regular meeting of the Tampa Housing Authority Board of Commissioners to order at 8:39 a.m. Other Board members present were Dr. Hazel Harvey, Rubin Padgett, James Cloar, Billi Johnson-Griffin and legal counsel Ricardo Gilmore. Commissioner Bemetra Simmons 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 July 18, 2018 was made by Commissioner Cloar and seconded by Commissioner Johnson-Griffin:

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

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

None to come before this forum

IV. EMPLOYEES OF THE MONTH

- Administration ~ Nelida Rodriguez
- Properties ~ Jose Colon

V. SPECIAL RECOGNITIONS

- Geraldine Barnes Award Recipients ~ Yvenette Ulysse (recipient was not present for this meeting)
- Tampa Police Department Retirement ~ Major Rocky Ratliff, III

VI. CHECK PRESENTATION

The Director of Community Affairs, Ms. Lillian Stringer welcomed the Chair and Vice President of HCI Group Foundation Mr. Paresh Patel and Mr. Michael Alexandrou to present a \$20,000 check for a family, whose home was ravaged by Chinese Drywall.

VII. RESOLUTIONS

The Sr. VP/COO, Mr. Leroy Moore asked that resolution 2018-4096 be tabled due to additional final tweaks. A motion by Commissioner Cloar to table resolution 2018-4096 was seconded by Commissioner Harvey. Attorney Ricardo Gilmore stated that the Board could agree to table the resolution (without a motion); Commissioner Cloar thereby withdrew his motion, as well as Commissioner Harvey and the Board agreed to table resolution 2018-4096.

2018-4096 <i>Tabled</i>	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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The COO proceeded to present the next two resolutions 2018-4098 and 2018-4099. A printed final version that included the changes read by Mr. Moore was provided to the Chair for signature.

2018-4098	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.
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Minutes of the Regular Meeting of the Board of Commissioners of the Housing Authority of the City of Tampa, Florida

A motion was made by Commissioner Cloar and seconded by Commissioner Johnson-Griffin:

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

The last resolution 2018-4099 presented by the COO included images. Commissioner Cloar stated that approval of this resolution was contingent on approval by the Board of Directors of the Tampa Housing Authority Development Corporation, Attorney Gilmore was in agreement.

2018-4099	RESOLUTIONS APPROVING THE RENAISSANCE AT WEST RIVER MIXED-FINANCE AND RAD CLOSING.
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A motion was made by Commissioner Cloar and seconded by Commissioner Harvey:

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

VIII. PRESIDENT/CEO'S REPORT

Finance and Related Entities

The Sr. VP/CFO, Ms. Susi Begazo-McGourty had a quick update, she stated that THA entities were financially sound and generating sufficient cash flow. There were currently two audits underway, the THA audit and the North Tampa Housing Development Corporation audit. Staff was also working on the two Rental Assistance Demonstration (RAD) closings for the Renaissance building with 160 units and the Mary Bethune High-Rise with 150 units. The CFO proceeded with the rest of her report; detailed information was included in the Board packet provided to Commissioners.

Operations and Real Estate Development

None to come before this forum

IX. NOTICES AND UPDATES

The President/CEO, Mr. Jerome Ryans referred to an updated calendar of events already provided to Commissioners in their Board packet information.

X. LEGAL MATTERS

Attorney Gilmore stated that he had compiled the results of the President/CEO's evaluation for last year, which he passed out to Board members. Additionally, the attorney made copies of the 2016 evaluation results and provided to the Board. In terms of receiving evaluations and compiling the results, that part of the attorney's responsibility was complete.

The new contract had been sent to Commissioners, said the attorney. The contract was the same as before with a three-year term and two one-year automatic renews unless either Mr. Ryans or the Board change that; the dates and the amount of Mr. Ryans' base compensation had been changed.

A motion was made by Commissioner Cloar for approval of the President/CEO's new contract and seconded by Commissioner Johnson-Griffin:

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

Commissioner Cloar stated that the other two pieces, having now gotten the evaluation then the Chair would meet with the President/CEO for review and the President/CEO has an opportunity to respond.

In order to address the President/CEO's evaluation, Commissioner Johnson-Velez asked that it be added as a specific agenda item.

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

The attorney presented the Chair with three originals of Mr. Ryans' contract; one goes to Mr. Ryans once it is signed, one to the authority file and the attorney keeps the third original signed contract.

XI. UNFINISHED BUSINESS

None to come before this forum

XII. NEW BUSINESS

Dr. Harvey stated that last week at the FAHRO conference, she presented the book she had been working on for the last two years, A Home Remembered: The Story of the North Boulevard Homes. The book documents the North Boulevard Homes community in Tampa from 1937 to 2017. Dr. Harvey focused on the positives of the residents, where they were currently and what they had become. A letter from the U.S. Department of Housing and Urban Development (HUD) suggested that the national office would cite Tampa as being a great example of what should happen to former residents who lived in public housing. Dr. Harvey provided a signed book for each of the Commissioners.

XIII. ADJOURNMENT

There being no further business to come before this Board, the Chair declared this meeting of the THA Board of Commissioners adjourned at 9:44 a.m.

Approved this 19th day of October 2018,

Chairperson

Secretary

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

September 26, 2018

I. REGULAR MEETING

Chairwoman Susan Johnson-Velez called the regular meeting of the Tampa Housing Authority Board of Commissioners to order at 8:35 a.m. The Chair stated that no quorum of the Board was present and the meeting would proceed with only matters that could be handled without a quorum. Other Board members present were James Cloar, Bemetra Simmons and legal counsel Ricardo Gilmore. Hazel Harvey, Rubin Padgett and Billi Johnson-Griffin were 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. PUBLIC FORUM (3 Minute limit allotted per speaker)

Robles Park Resident Council President and current THA employee, Ms. Reva Iman stated that she had several items to bring to the Board. Regarding the Rental Assistance Demonstration (RAD), Ms. Iman asked the Director of Assisted Housing, Ms. Margaret Jones for the Administrative Plan to learn how RAD affects the residents. Secondly, Ms. Iman stated that there will be a meeting on Friday, September 28th regarding relocation; the meeting will be regarding demands that the residents will ask of THA to be presented early before relocation begins. She added that residents want to be involved in every aspect of the relocation process, such as the designs, third party involvement and all consultant firms that deal with THA concerning the relocation process at Robles Park. Lastly, Ms. Iman told a story regarding safety/security in which she found herself in the crossfire of bullets. She alleged that when she mentioned the matter to the Public Safety Director, Mr. Bill Jackson, she was told to ask the President/CEO, Mr. Jerome Ryans for more money for safety/security. Ms. Iman's response to Mr. Jackson was that she did not think more money was the answer and rather that he was "not the man for the job." Ms. Iman stated that she had been dealing with these safety issues and crime for three years and had been going back and forth between THA and the Tampa Police Department. Ms. Iman concluded her comments by asking for help.

III. CLOSED SESSION

Attorney Ricardo Gilmore referred to the revised agenda in which he requested a closed session to discuss financial consideration for THA vs. Alliance. The people that will be involved in this closed session will be Mr. Ryans, Chairwoman Johnson-Velez, Commissioners Cloar, Commissioner Simmons and attorney Gilmore. For rules concerning this matter, the attorney announced that he anticipated a maximum of 45 minutes for this closed session; he added that whenever there was a closed session, everyone other than the people named have to leave the Board room. The room will be locked, once locked, no one will be able to come in and as soon as the closed session is over everyone will be able to return to the regular meeting agenda.

The Board meeting resumed at 9:42 a.m.

Compliance Specialist, Ms. Althea Hicks was on hand on behalf of the Director of Human Resources, Mr. Kenneth Christie to proceed with the employees of the month.

IV. EMPLOYEES OF THE MONTH

- Administration ~ [Rosa Hill](#)
- Properties ~ [Gilberto Roque](#)

V. SPECIAL RECOGNITION (Recipients)

- Geraldine Barnes Award Recipient ~ [Deborah Barr](#)
- Retirement ~ [Rocio Avellan](#) (not present)

VI. RESOLUTIONS

There were no resolutions presented at this juncture.

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

VII. PRESIDENT/CEO'S REPORT

Finance and Related Entities

The Sr. VP/CFO, Ms. Susi Begazo-McGourty updated Commissioners with financials for the month of August. She stated that an audit will be conducted during the month of October and she hoped to bring the results to the Board in November.

Operations and Real Estate Development

The Director of Real Estate Development, Mr. David Iloanya updated Commissioners, representing the Sr. VP/COO, Mr. Leroy Moore. Mr. Iloanya began with an update on the Encore's Tempo, which was anticipated to be completed by the end of this year; this portion of the report included images from the agency's Facebook page. The inside of the St. James Church at Encore was approximately 88% complete. In accordance with its original design, if a museum operator is not in place, the St. James Church can operate as a computer training site for Encore residents. Commissioner Clear stated that the Church's interior design will not compromise its long-term use. The Director of Program and Property Services, Ms. Stephanie Brown-Gilmore was on hand to comment regarding the initial use of the St. James Church. The Commissioner also commented on the continued interest for purchasing the rest of the blocks within Encore, which was "very encouraging."

Following the director's report on Encore he next reported on West River. The Mary Bethune building is currently undergoing underwriting and will be finalized by the end of this year for construction to begin next year. The Renaissance was expected to close in October and was also undergoing underwriting. Other projects reported included T3A, T3B, T3C, T3D, an office building, T8, T7 and a land swap with the School Board. The Phase II demolition, 398 units, should conclude by the end of September.

Ms. Brown-Gilmore reported on the process for selection of the 8 students that attended the Black Caucus this year. Among many activities during the conference, the students visited the offices of Congresswoman Castor, Senator Rubio, Senator Nelson and Congressman Crist.

The Director of Assisted Housing, Ms. Margaret Jones briefed Commissioners on her report, which included information regarding the process for moving families from Tampa Park Apartments. Other updates included the 5K Race scheduled for February 16, 2019.

VIII. NOTICES AND UPDATES

None to come before this forum

IX. LEGAL MATTERS

None to come before this forum

X. UNFINISHED BUSINESS

None to come before this forum

XI. NEW BUSINESS

Commissioner Clear asked if the Board meeting in November would still take place on the 21st as this was the day before Thanksgiving. Mr. Ryans stated that the meeting will likely be rescheduled for the second week of November.

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 10:28 a.m.

Approved this 17th day of October 2018,

Chairperson

Secretary



**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

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Memo

To: Board of Commissioners

From: Leonard Burke/Asset Management

Subject: Public Forum Response

Ref.: Speaker Reva Iman during 9/26/18 BOC meeting

Date: October 12, 2018

A meeting has been scheduled with Reva Iman regarding her comments during the September 26th board meeting; the outcome resulting from this meeting will be provided to Commissioners after the October 17th board meeting.

LB/gr

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 17th day of October 2018.

Chairperson

Secretary

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.

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 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		263.00			0.00			293.00		
Rank Placement		2ND						1ST		

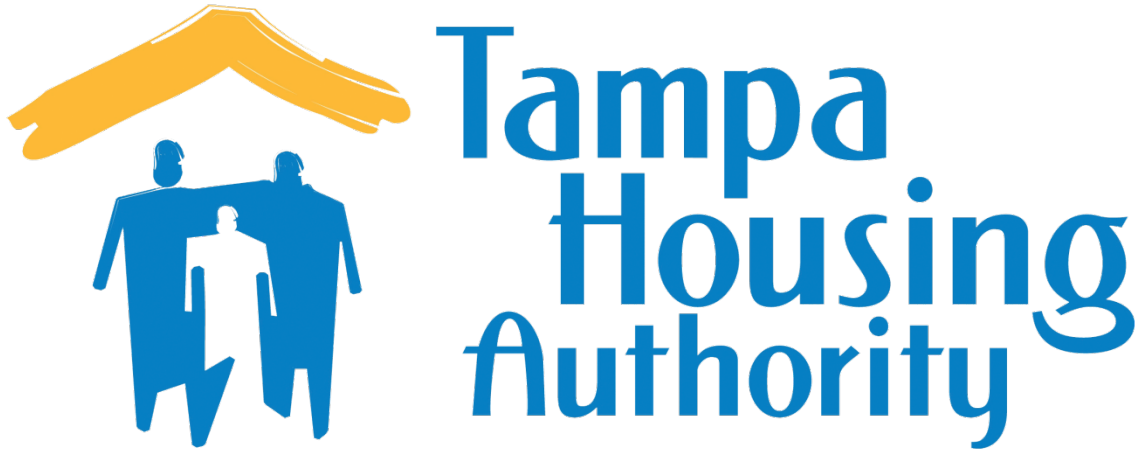
Nicholas Dickerson
Contracting Officer's Signature

[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.

October 17, 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 17th day of October, 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 October 17, 2018 and terminating October 17, 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)
- Product Offerings (Attachment E)
- Pricing Structure Sheet (Attachment F)
- Contractor's Proposal (Attachment G)
- Samples (Attachment H)

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. Vendor may contact the Housing Authority of the City of Tampa's Custodian of Public Records as indicated above.

[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:

Date Printed Name Signature

First Witness Second Witness

Type/print witness name Type/print witness name

The Authority:

Date Printed Name Signature

Attest:

By: _____

Dated: _____

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 3rd 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 3rd 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:

NO.	Criteria	Score
1	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
2	Capability to provide professional service in a timely manner.	15
3	Past Performance in terms of quality of work and compliance with performance schedules.	10
4	Proposed business plan describing the nature of the business partnership, roles and responsibilities to be shared among the partners and fee sharing proposal.	50
5	Completeness and general response to this request for proposal.	10
	Total	100

Questions regarding this request for proposal shall be directed to Nicholas Dickerson via email only at 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;

Resolution No. 2018-4096

- (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.

Signature & Date:

Typed or Printed Name:

Title:

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-

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 170

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) _____

Adjoining worksheet		
(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.

Signature:	Print Name and Title	Date

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

Schedule of Amounts for Contract Payments

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

OMB Approval No. 2577-0157
(Exp. 1/31/2017)

No progress payments shall be made to the contractor unless a schedule of amounts for contract payments in accordance with the construction contract is received.

Public reporting burden for this collection of information is estimated to average 1 hour 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 agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless that collection displays a valid OMB control number.

Construction practices and HUD administrative requirements establish the need that HAs maintain certain records or submit certain documents in conjunction with the oversight of the award of construction contracts for the construction of new low-income housing developments or modernization of existing developments. These forms are used by HAs to provide information on the construction progress schedule and schedule of amounts for contract payments. 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.

Project Name and Location	Project Number
---------------------------	----------------

Name, Address, and Zip Code of Contractor

Nature of Contract	Contract Number
--------------------	-----------------

Approved for Contractor by	Title	Date (mm/dd/yyyy)
----------------------------	-------	-------------------

Approved for Architect by	Title	Date (mm/dd/yyyy)
---------------------------	-------	-------------------

Approved for Owner by	Title	Date (mm/dd/yyyy)
-----------------------	-------	-------------------

Item No. (1)	Description of Item (2)	Quantity (3)	Unit of Measure (4)	Unit Price in Place (5)	Amount of Sub-Item (6)	Amount of Principal Item (7)

Total Amount of Contract or Carried Forward	\$
--	----

To the best of my knowledge, all the information stated herein, as well as any information provided in the accompaniment herewith, is true and accurate. **Warning:** HUD will prosecute false claims and statements. Conviction may result in criminal and/or civil penalties. (18 U.S.C. 1001, 1010, 1012; 31 U.S.C. 3729, 3802)

Signature of authorized representative	Date signed (mm/dd/yyyy)
--	--------------------------

Instructions for Preparation of form HUD-51000

1. A separate breakdown is required for each project and prime contract instructions for preparation are given below.
 - a. **Heading.** Enter all identifying information required for both forms.
 - b. **Columns 1 and 2.** In column 1, enter the item numbers starting with No. 1, and in column 2 enter each principal division of work incorporated in the contract work.
 - (1) **Master List.** The Master list contains the basic items into which any construction contract may be subdivided for the purpose of preparing the Construction Progress Schedule and the Periodical Estimates for Partial Payments. Only those items shall be selected which apply to the particular contract. To ensure uniformity, no change shall be made in the item numbers. Generally, about 25 to 40 major items appear in a contract.
 - (2) **Items Subdivided.** In the Contractor's breakdown, against which all periodical estimates will be checked prior to payment, each major item must be subdivided into sub-items pertinent to the project involved and in agreement with the Contractor's intended basis for requesting monthly payments.
 - c. **Column 3.** Enter the total quantity for each sub-item of each principal division of work listed in the breakdown.
 - d. **Column 4.** Enter the appropriate unit of measure for each sub-item of work opposite the quantities described in column 3, such as "sq. ft.," "yds.," "tons," "lb.," "lumber per M/BM," "brickwork per M," etc., applicable to the particular sub-item. Items shown on "lump sum" or equivalent basis will be paid for only on completion of the whole item and not on a percentage of completion basis.
 - e. **Column 5.** Enter the unit price, in place, of each sub-item of work.
 - f. **Column 6.** Enter the amount of each sub-item obtained by multiplying the quantities in column 3 by the corresponding unit prices in column 5.
 - g. **Column 7.** Enter the amount of principal item only, obtained by adding the amounts of all sub-items of each principal division of work listed in column 6. Continue with the breakdown on form HUD-51000.
 - h. The "Schedule of Amounts for Contract Payments" shall be signed and dated in the space provided at the bottom of each sheet of the form by the individual who prepared the breakdown for the Contractor.
2. The minimum number of copies required for each submission for approval is an original and two copies. When approved, one fully approved copy will be returned to the Contractor.

Master List of Items

Item No.	Division of Work	Item No.	Division of Work	Item No.	Division of Work
	Bond	20	Rough Carpentry		Site Improvements
21	General Conditions \1	21	Metal Bucks	44	Retaining Walls
	Demolition & Clearing	22	Caulking	45	Storm Sewers
	Structures	23	Weatherstripping	46	Sanitary Sewers
	General Excavation	24	Lath & Plastering-Drywall	47	Water Distribution System
	Footing Excavation	25	Stucco	48	Gas Distribution System
	Backfill	26	Finish Carpentry	49	Electrical Distribution System
	Foundation Piles & Caissons	27	Finish Hardware	50	Street & Yard Lighting Fire &
	Concrete Foundations	28	Glass & Glazing	51	Police Alarm System Fire
	Concrete Superstructures	29	Metal Doors	52	Protection System Street
	Reinforcing Steel	30	Metal Base & Trim	53	Work
	Waterproofing & Dampproofing	31	Toilet Partitions	54	Yard Work
22	Spandrel Waterproofing	32	Floors	55	(Other)
	Structural Steel	33	Painting & Decorating	56	(Other)
	Masonry	34	Screens		Equipment
	Stonework	35	Plumbing	57	Shades & Drapery Rods
	Miscellaneous & Ornamental Metal	36	Heating	58	Ranges
23	Metal Windows	37	Ventilating System	59	Refrigerators
	Roofing	38	Electrical	60	Kitchen Cabinets & Work Tables
	Sheet Metal	39	Elevators	61	Laundry Equipment
		40	Elevator Enclosures—Metal	62	(Other)
		41	Incinerators—Masonry & Parts		Punch List \2
		42	(Other)	63	Lawns & Planting
		43	(Other)	64	

1 General Conditions should be 3% to 5% of contract amount.

2 Punch List should be approximately 1/2 of 1% or \$30 per dwelling unit, whichever is greater.



Tampa Housing Authority Itemized Detail Summary

Attachment C: Rev 1

Invoice Date:		Service Order:	
Invoice #:		Contact	
Work Site:			
Description of Scope of Work:			

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

Construction Personnel	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
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					
HVAC Service Personnel	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
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					
Fire & Security Services	Regular Hrs.	Overtime Hrs.	Regular Rate	Overtime Rate	Total
Fire Inspector			\$ 85.00	\$ 127.50	\$ -
Project Manager			\$ 141.90	\$ 212.85	\$ -
System Technician			\$ 112.20	\$ 168.30	\$ -
Lead System Specialist			\$ 112.20	\$ 168.30	\$ -
Service Technician			\$ 112.20	\$ 168.30	\$ -
Other Labor					
Performance Infrastructure	Regular Hrs.	Overtime Hrs.	Regular Rate	Rate	Total
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 (SDL)			\$ 141.90	\$ 212.85	\$ -
Performance Engineer			\$ 82.50	\$ 123.75	\$ -
Other Labor					
Sub-Total					\$ -

Vendor Materials:

Part #/Description	Qty	Unit Cost	Multiplier	Unit Price	Ext Price
	-	\$ -	1.30	\$ -	\$ -
	-	\$ -	1.30	\$ -	\$ -
	-	\$ -	1.30	\$ -	\$ -
	-	\$ -	1.30	\$ -	\$ -
	-	\$ -	1.30	\$ -	\$ -
	-	\$ -	1.30	\$ -	\$ -
Freight					
Sub-Total					\$ -

JCI Parts (Metasys® Building Automation System)

Part #/Description	Qty	List	Multiplier	Unit Price	Ext Price
	-	\$ -	0.50	\$ -	\$ -
	-	\$ -	0.50	\$ -	\$ -
	-	\$ -	0.50	\$ -	\$ -
	-	\$ -	0.50	\$ -	\$ -
	-	\$ -	0.50	\$ -	\$ -
Freight					
Sub-Total					\$ -



Tampa Housing Authority Itemized Detail Summary

Invoice Date:		Service Order:	
Invoice #:		Contact	

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

Other Charges			
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)			
Sub-Total		\$	-

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.

THA Itemized Detail Summary

Attachment C

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

Invoice Date:		Service Order:	
Invoice #:		PO#:	
Work Site:	0		
Comments:	Page 2 - List of additional material		

Outside Vendor Materials:					
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	\$ -	\$ -
Sub-Total					\$ -

JCI Parts (In-House)						
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	\$ -	\$ -
Sub-Total						\$ -

Subcontracted Services					
(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	\$ -	\$ -
			1.10	\$ -	\$ -
Sub-Total					\$ -

ATTACHMENT D

TASK ORDER FLOW PROCEDURE

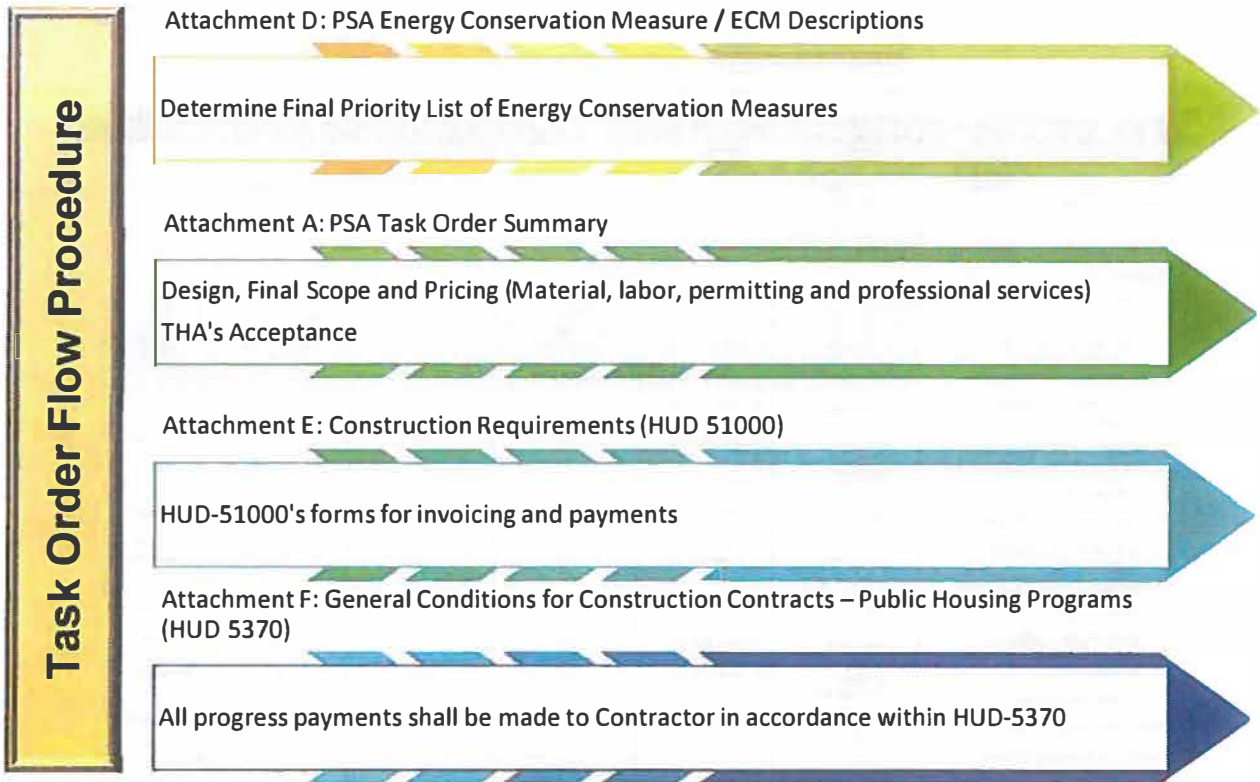
Attachment D: Task Order Flow Procedure

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

PRODUCT OFFERINGS

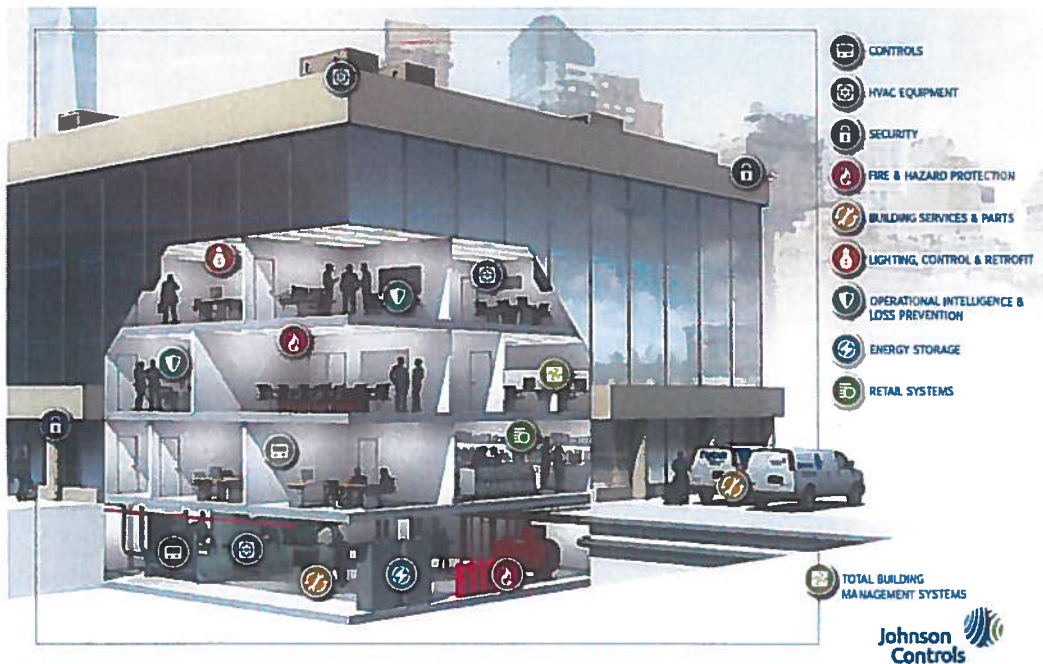


Full Line of Product Offerings

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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Request for Qualifications: Indefinite Delivery Contract - Joint Venture Partnership

INTEGRATED SOLUTIONS TO OPTIMIZE YOUR BUILDING'S PERFORMANCE

BUILDING SYSTEMS, SERVICES & SOLUTIONS

SERVICES & SOLUTIONS

MAINTENANCE & REPAIR SERVICES
 With 130 facilities 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, BMS, security, business systems (VoIP, IT, communications) and specialty systems (source call, distance learning, scheduling) into 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. The contractor's energy savings to pay for today's upgrades.

OPTIMIZATION

CENTRAL PLANT OPTIMIZATION (CPO 10 / CPO 30)
 CPO 30 uses standardized software to identify leverage ASHRAE standards, best practices & equipment data to save 5-15% in energy. CPO 10 uses engineered software to save 15-30% 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 being 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, DIMMERS & CONTROLLERS
 Intuitive, multi-application user interface. Adapts legacy and proprietary systems to current open system architecture. Support of IT standards and technologies.

WIRELESS COMPONENTS
 Field buses and room environment zoning systems designed with the latest wireless technologies.

VALVES, ACTUATORS & DAMPERS
 Global product family, broad selection, easy installation.

SENSORS, THERMOSTATS & AIRFLOW MEASUREMENT SYSTEM
 Temperature, humidity and CO₂ 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 (SPSS)
 Open security management platform with integrated access control, embedded video management and industry-wide third-party video stream.

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 control 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 (YCW) - 50-200 tons**
 49C-430A refrigerant
- VARIABLE-SPEED SCREW (YVWS) - 125-300 tons**
 49C-134a refrigerant
- MAGNETIC BEARING VARIABLE SPEED CENTRIFUGAL (YVAC) - 150-1,000 tons**
 Permanent magnet motor, HFC-134a refrigerant
- VARIABLE SPEED CENTRIFUGAL (YV) - 250-2,000 tons**
 49C-134a refrigerant
- CENTRIFUGAL WITH ECONOMIZER (YV-E) - 1,500-1,500 tons**
 Variable-speed drive, HFC-134a refrigerant
- CENTRIFUGAL (YV) - 1,000-6,000 tons**
 Smallest footprint per cooling ton, HFC-134a refrigerant, VSD
- COMPOUND CENTRIFUGAL (CYC) - 200-2,500 tons**
 Higher head, HFC-134a refrigerant
- CUSTOM-DESIGNED CENTRIFUGAL (OAG) - 2,000-1,800 tons**
 If electric motor, water turbine or gas-engine drive, HFC-134a refrigerant
- THERMALLY DRIVEN STEAM-TURBINE DRIVEN CENTRIFUGAL (YTD) - 700-1,800 tons**
 HFC-134a refrigerant
- SINGLE-STAGE ABSORPTION (YTA) - 100-1,800 tons**
 Low-pressure steam or hot-water drive, water refrigerant
- TWO-STAGE ABSORPTION (YTC) - 200-700 tons**
 Gas, oil, or high-pressure steam drive, water refrigerant

YORK AIR-COOLED CHILLERS

- SCROLL (YCAL & YLAA) - 15-175 tons**
 49C-430A refrigerant
- HEAT PUMP SCROLL (YHAA) - 1,100-2,000 MBH**
 49C-430A refrigerant, chiller duty also available (115-170 tons)
- VARIABLE-SPEED SCREW (YVAA/YVYCA/Y) - 150-500 tons**
 49C-134a refrigerant, free cooling options available

AIR SYSTEMS

YORK AIR HANDLING UNITS, COILS & FANS

- AIR HANDLING UNITS (SOLUTION™) - 2,000-100,000 CFM**
 Indoor and outdoor, 7' from ductwork all panels in 16 standard frames, variable speed, flexible factory-packaged controls
- CUSTOM AIR HANDLING UNITS - 2,000-300,000 CFM**
 Indoor and outdoor, 7', 7' or 4' from ductwork all panels with integral frame, full ductwork break options, fully customizable
- COILS - Maximum 90° Faced Height and 180° Faced Length**
 Hot water, chilled water, glycol, steam, refrigerant, aluminum or copper fin, 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 - 10-1,500 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**
 Expanded and convoluted, horizontal and vertical, vertical stack, variable cabinet swing, 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-face, series or parallel fan-powered, flexible factory-packaged controls, water and electric heat systems

PACKAGED & SPLIT DX SYSTEMS

- PACKAGED ROOFTOP UNITS - 2-150 tons**
 VAV and constant-volume VAV applications, duct replacement options
- DEDICATED OUTSIDE AIR SYSTEMS (DOAS) - 10-100% outside air**
 High efficiency DX, energy recovery wheel and hot gas reheat options
- COMMERCIAL SPLIT SYSTEMS - 1.5-10 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 - 0.5-4 tons**
 Vertical and horizontal (horizontal, high and pressure efficiency), economizer, vertical stacked (high and pressure efficiency), geothermal capable
- REVERSIBLE CHILLERS - 2-10 tons**
 Water-to-water heat pumps, 2-4 tons & 10-10 tons, residential application, geothermal capable
- WATER-COOLED SELF-CONTAINED UNITS - 5-105 tons**
 Indoor, VAV application (2-6 tons), constant heating options
- AIR-COOLED SELF-CONTAINED UNITS - 2-25 tons**
 Indoor, VAV application (2-8 tons), cooling alternative for dense building landscapes
- AIR-COOLED CONDENSERS & 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
- FINAC LOAD REDUCTION UNITS (FLRU) - Replaces up to 4,000 CFM of CA**
 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**
 Dual heat recovery and heat pump types, air cooled condensing units with inverter scroll compressors; up to 295 SCHE and 26.2 EER
- INDOOR UNITS - 0.5-4 tons**
 Fan coil units in multiple styles (concealed, wall mount, ceiling cassette), ducted and non-ducted, various options

YORK MINI-SPLIT SYSTEMS

- MINI 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 - 1.5-21 tons**
 Single condensing unit with 2-1 indoor units per system. Multiple styles, capacities, operating ranges and efficiency ratings. Wi-Fi capable, Energy Star rated.



ATTACHMENT F

PRICING STRUCTURE SHEET

Pricing Table (Not to exceed pricing, can be priced lower and remain in compliance with contract)

The following table describes Johnson Controls pricing for the services products and services offered:

Product/Service	Discount Type	Discount
Non-Johnson Controls HVAC control, security, fire and equipment products: includes subcontracts, non- Johnson Controls, controls, assessments, tools, management & engineering services and surveys	Mark up over cost	Cost + 30%
Miscellaneous parts	Mark up over cost	Cost + 30%
York Chillers (air-cooled and water cooled)	Discounts from North America List Price (NALP)	NALP less 55%
York Air Handling Equipment	Discounts from North America List Price (NALP)	NALP less 55%
Johnson Controls Terminal Units (VAV & FCU)	Discounts from North America List Price (NALP)	NALP less 55%
Johnson Controls Commercial Unitary Equipment (Series 5-40)	Discounts from North America List Price (NALP)	NALP less 55%
Johnson Controls Large Commercial Unitary Equipment (Series 100)	Discounts from North America List Price (NALP)	NALP less 55%
Johnson Controls DDC controls & Johnson Controls Security products	Discounts from North America List Price (NALP)	NALP less 55%
Fire Alarm Systems	Discount from list price	List less 15%
Johnson Controls Labor	Local Branch Published Street Labor Rates	Local Branch Published Street Rate less 10%
Packaged Central Plant (400-4500 tons)	Pricing varies depending upon complexity, but customers will receive a minimum of a 5% discount	
Performance Infrastructure Only		
Energy Efficient Projects with General Requirements and internal/external Purchase Orders for Construction Related	All Related Services and Products	Cost Plus 30%
<p>Non-JCI products and services are limited to a 30% markup over cost. JCI products purchased through the branch are required to be discounted 55% off list price. The PI team is able to apply an additional 30% product mark up. Service purchases from the branch is required to be discounted 10% off street labor rates and can be marked up an additional 30%.</p>		

Pricing Notes:

1. All labor rates are based upon standard hours located in task order pricing form.
2. Overtime rates (afterhours, Saturday, Sunday): 1.5 x standard labor rates
3. Overtime rates (Holidays): 2 x standard labor rates
4. Per diem rates: Based upon location and job role to be provided
5. Minimum charge of 4 hours for all overtime work

Quoting, Booking, and Registering in Salesforce.com

1. Johnson Controls to build quotes using standard commercial quote tool and estimating practices. Make certain applicable contract hourly rates and product discounts are applied.
2. Include clients name and contract number within Johnson Controls proposal
3. Copy of proposal may be viewed by Tampa upon request.

FAQ

1. **FV17-PBJ-01 contract administration fees:** (Note: These cannot be passed onto the customer - the percentages below are the amount paid to the Tampa Housing Authority based on the total value of the award)
 - a. Tampa Housing Authority- 2%
2. **Can the offer be extended to other public entities:** Page 8 of the "Energy Partnership Agreement" Contract #FY17-PBJ-01
 - a. 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.
3. **What customer qualify to use "Energy Partnership Agreement" Contract #FV17-PBJ-01?**
 - a. State and Local Government Entities
 - b. Public Housing and Multifamily Affordable Housing
 - c. School Districts, Colleges and Universities
 - d. Municipalities
 - e. US Territories
 - f. Non Profits (tax exempt organizations)
4. **ESPC/EPC opportunities can be awarded utilizing "Energy Partnership Agreement" Contract #FV17-PBJ-01 :** All customer listed under 3 above are allowed the utilization of our awarded contracts to pursue ESPC and ESP opportunities.
5. **Who do I call for assistance?**

Mary Beth Alexander, Business Development Manager (HVAC / Fire) - West Coast
Mary.Alexander@jci.com
262.226.9808

Diane Drapos, Business Development Manager (HVAC / Fire) - East Coast
Diane.Drapos@jci.com
781.603.7824

Tom Staves, National Manager, State Cooperative Contracts (HVAC / Fire)
Thomas.Staves@jci.com
443.676.8813

Jeff Cappel, National Manager, State Cooperative Contracts (Security)
Jeffrey.Cappel@jci.com
571.213.0842

Andrew Pergande, Group Purchasing Org Mgr. (HVAC / Fire)
Andrew.Pergande@jci.com
414 524 6937

ATTACHMENT G

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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Request for Qualifications: Indefinite Delivery Contract – Joint Venture Partnership- Business Plan

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**

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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Request for Qualifications: Indefinite Delivery Contract – Joint Venture Partnership- Business Plan

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

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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Request for Qualifications: Indefinite Delivery Contract – Joint Venture Partnership- Business Plan

- 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.

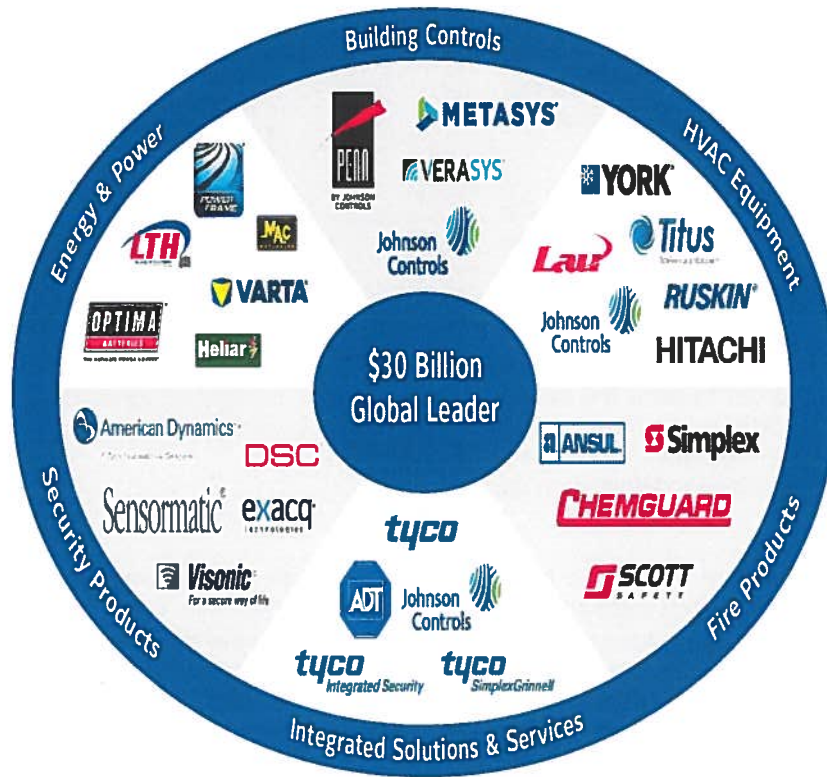
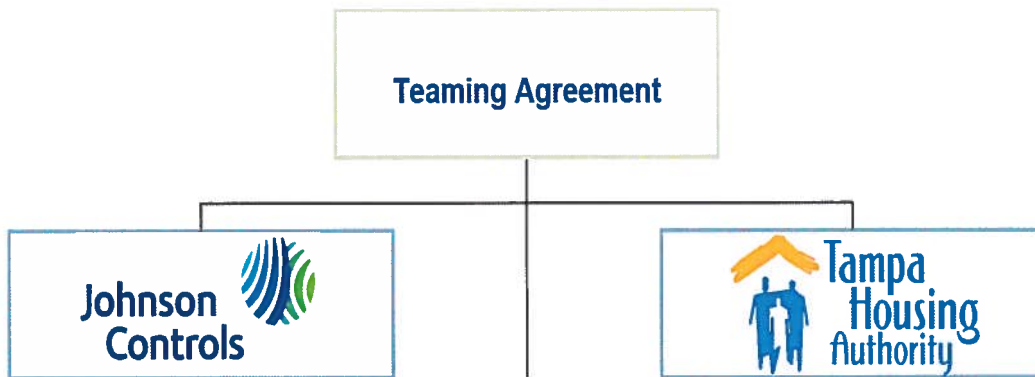
This partnership is a significant step toward advancing the strategic goals and mission of THA and its clients. Our collaborative process will result in offering creative solutions and recommendations necessary to make project decisions that will be made in cooperation with the larger PHA project team. 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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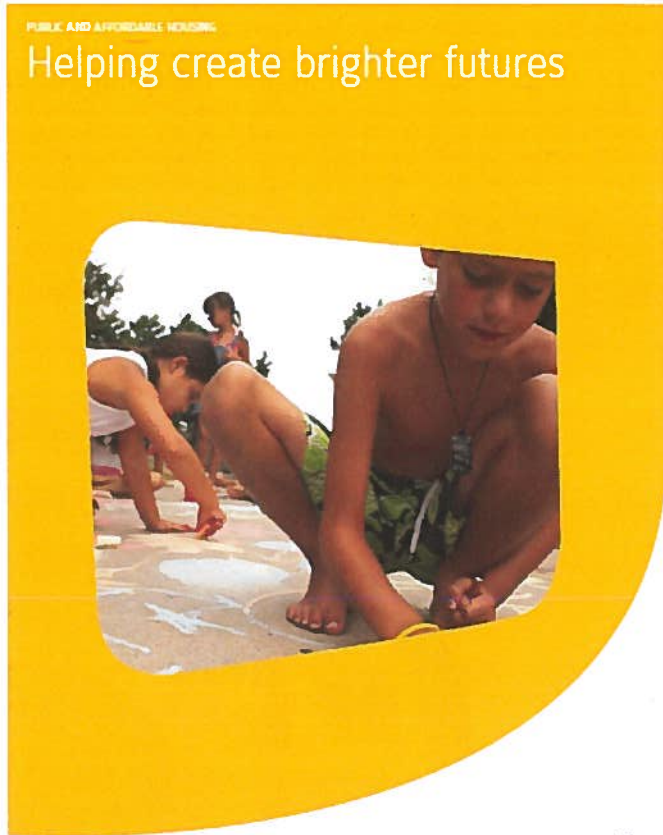
HUD EXPERIENCED STAFF

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 rd 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



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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



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



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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



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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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	



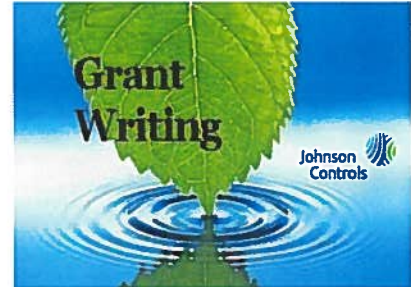
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GRANT WRITING

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.



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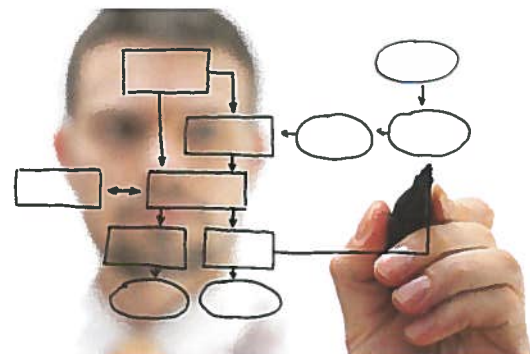
Our team utilizes a number of strategies to ensure the cost reasonableness of bids received and shall apply varying levels of control, based on the size of the procurement and the number and quality of bids.

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 competitive 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 conclude 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 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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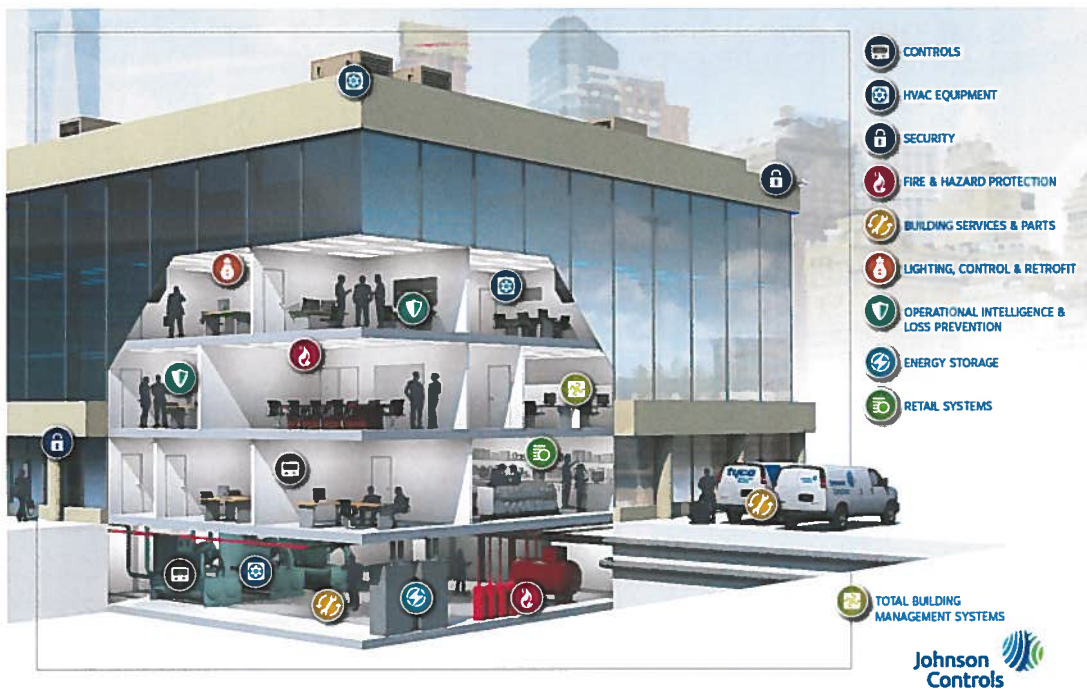
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Full Line of Product Offerings

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**
Innovative, 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 CO₂ 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 & YLAA) - 15-175 tons**
HFC-410A refrigerant
- HEAT PUMP SCROLL (YLPA) - 1,300-2,040 MBH**
HFC-410A refrigerant, chiller duty also available (115-170 tons)
- VARIABLE-SPEED SCREW (YVAA/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

- FAH-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) - 50-300+ 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.



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.

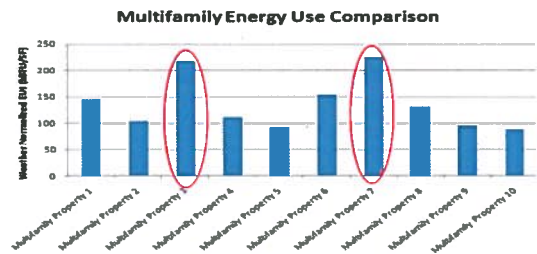
Annual updates of the dollar allowance for then current utility rate structures and tariffs. We can perform re-examination of the engineering-based allowance consumption due to change in use, modernization, and code compliance. The appropriate adjustments for the individual utility/end-use consumption 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

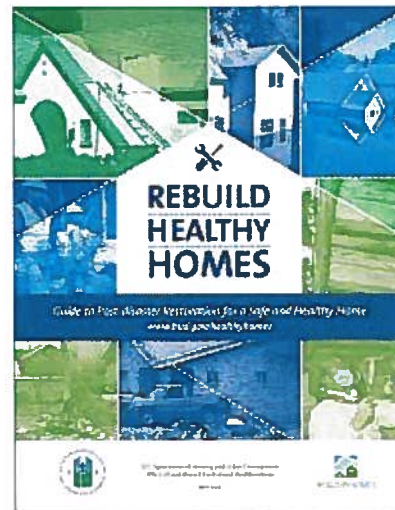
HUD SCI Grantees have employed the following strategies to enhance their capacity to withstand and recover from natural disasters. The path to resilience is a progression of steps, though communities can tailor their approach depending on local needs and resources.



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

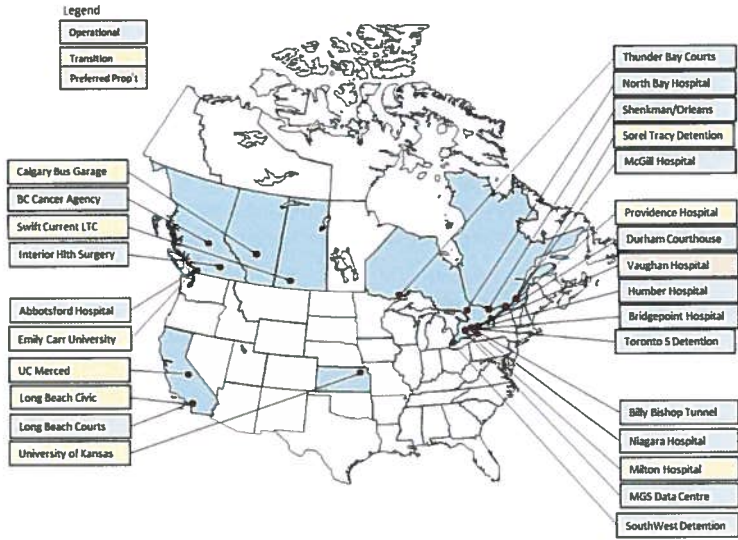
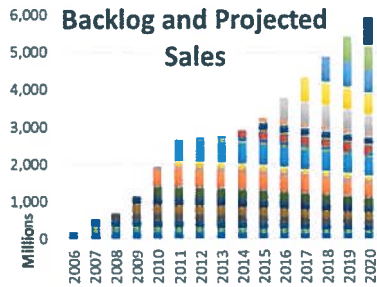
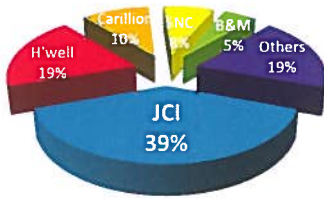
Johnson Controls holds 39% of the market share and can successful deliver this model to qualified clients.



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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



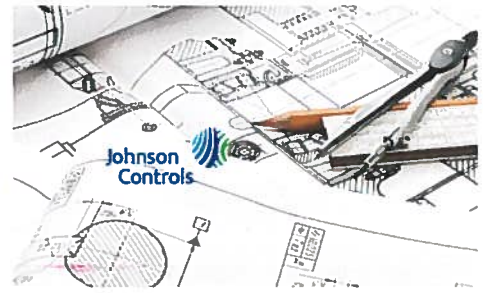
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EPC Program Optimization Planning

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.

1. Customer's name and address.	Bloomington Housing Authority 104 East Wood Street Bloomington, IL 61701
2. Total contract cost.	\$4,478,473
3. Type of contract; guaranteed savings, no guarantee, etc.	Energy Performance Contract: 20-year term Total Guaranteed Savings of \$10,097,088
4. Name and telephone number of references for project.	Kim Holman-Short Executive Director (309) 829-3360, ext. 204
<p>5. Brief description of project's scope of services and status.</p> <p>Facility Type: 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>Project Scope: Improvements included:</p> <ul style="list-style-type: none"> ▪ New high-efficiency interior and exterior lighting ▪ New water conservation systems ▪ New Energy Star refrigerators ▪ New heat recovery makeup air handling units ▪ New high-efficiency boiler system and domestic hot water systems ▪ New roofing system for tower <p>Project Schedule: The project was completed on schedule. Contingency dollars expanded the scope and timeline.</p> <p>Subcontractors: Local financing and extensive use of local subcontractors have made this project an economic stimulus for the Bloomington/Normal community.</p>	
6. Energy use and costs prior to project implementation.	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>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.</p>	
<p>8. Identify members of the proposed project team involved with the sample projects and their current primary office location. Mary Fox, Solutions Design Manager – Public and Affordable Housing Solutions (Minneapolis, MN) Joe Pash, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN) Hal Geren, Solutions Development Leader, Affordable Housing Solutions (Minneapolis, MN) Dan Hose, Energy Performance Engineer (Springfield, IL) Sigmund Self, Project Manager (East Peoria, IL) Dan Hawk, Performance Assurance Engineer (Springfield, IL)</p>	
<p>9. Type of HUD incentive utilized.</p>	<p>Frozen Rolling Base Resident Paid Utilities Add-on Subsidy</p>
<p>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.</p>	<p>IPMVP Options A and C per HUD guidelines 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
kWh	1,597,577	1,328,182				
Therms	61,279	81,982				
Water CF	1,310,033	2,134,275				
Dollars	\$375,770	\$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.

1. Customer's name and address.	Rockford Housing Authority, 223 S. Winnebago Street, Rockford, IL 61102
2. Total contract cost.	\$7,313,823
3. Type of contract; guaranteed savings, no guarantee, etc.	Energy Performance Contract: 15-year term. Total Guaranteed Savings of \$7,776,142.
4. Name and telephone number of references for project.	Jodi Stromberg, Manager, Redevelopment Project (815) 489-8578 Ron Clewer, Chief Executive Officer (815) 489-85700
5. Brief description of project's scope of services and status.	<p>Facility Type: Rockford Housing Authority has more than 10 facilities and 1,900 resident apartments. This project involves upgrades to 1,293 units.</p> <p>Project Scope: 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>Project Schedule: This project is under construction.</p> <p>Financing: 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>Subcontractors: Approximately 65% of the subcontracting scope was performed by local firms, with over 30% of the local contracting to M/WBE firms.</p>
6. Energy use and costs prior to project implementation.	Gas = 896,913 Therms / \$769,927 Electric = 8,340,507 kWh / \$922,049 Water/Sewer = 106,696 CCF / \$461,993
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.	
8. Identify members of the proposed project team involved with the sample projects and their current primary office location.	



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<p>Mary Fox, Director, Public and Affordable Housing Solutions (Minneapolis, MN) Joe Pash, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN) Glen Heitkamp, Manager, Modernization & Innovation, Public and Affordable Housing Solutions (Cleveland, OH) Hal Geren, Solutions Development Leader, Public and Affordable Housing Solutions (Minneapolis, MN)</p>	
<p>9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.</p>	<p>Frozen Rolling Base Resident Paid Utilities</p>
<p>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.</p>	<p>IPMVP Option A uses a combination of performance and stipulated usage parameters to measure and verify savings. It is used for the Resident Paid Utility Allowance Incentive. IPMVP 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.</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
kWh	2,327,356	TBD	TBD	TBD	TBD	TBD
CCF	123,409	TBD	TBD	TBD	TBD	TBD
Gallons	32,010,800	TBD	TBD	TBD	TBD	TBD
Dollars	\$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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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.



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



<p>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.</p>	
<p>8. Identify members of the proposed project team involved with the sample projects and their current primary office location.</p> <p>Mary Fox, Solutions Design Manager – Public and Affordable Housing Solutions (Minneapolis, MN) Glen Heitkamp, Manager, Modernization and Innovation, Affordable Housing Solutions (Cleveland, OH) Joe Pash, Account Executive, Public and Affordable Housing Solutions (Indianapolis, IN) Matt Thompson, Project Development Engineer (Indianapolis, IN) Dick Honebrink, Project Manager (Cincinnati, OH) Leonard Tarnow, Site Superintendent (Valparaiso, IN) Aaron Dillon, Performance Assurance Engineer (Arlington Heights, IL) Dan Hawk, Performance Assurance Engineer (Springfield, IL)</p>	
<p>9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.</p>	<p>Resident Paid Utility Allowance Frozen Rolling Base Add-On Subsidy</p>
<p>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.</p>	<p>IPMVP Options A & C per HUD guidelines</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
kWh	1,064,059	1,064,059	TBD				
Therms	52,537	\$42,823	TBD				
Water (CF)	8,146,000	8,146,000	TBD				
Dollars	\$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>Facility Type: 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>Phase 1 Project Scope: 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>Phase 2 Project Scope: 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>Project Schedule: Phase 1 was completed on schedule and without any change orders. Phase 2 is currently under construction.</p> <p>Financing: 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>Subcontractors: 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>Phase 1 Electric = 2,127,872 kWh / \$268,686 Gas = 207,673 CCF / \$268,835 Water = 17,093,939 gallons / \$187,201</p> <p>Phase 2 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. See table below.	
8. Identify members of the proposed project team involved with the sample projects and their current primary office location. Mary Fox , Director, Public and Affordable Housing Solutions (Minneapolis, MN) Glen Heitkamp , Manager, Modernization & Innovation, Public & Affordable Housing Solutions (Cleveland, OH) Nick Sracic , Account Executive, (Plymouth Meeting, PA) John Schmid , Solutions Development Leader, (Edison, NJ) Haiyan Zhao , 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.	IPMVP Option A – 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. IPMVP Option C 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	113782	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.



1. Customer's name and address.	Missoula Housing Authority 1235 34 th Street Missoula, MT 59801 154 Units
2. Total contract cost.	\$3,777,516
3. Type of contract; guaranteed savings, no guarantee, etc.	Energy Performance Contract with guaranteed savings.
4. Name and telephone number of references for project.	Ms. Lori Davidson, Executive Director Tel: (406) 549-4113, ext. 105 ldavidson@missoulahousing.org
5. Brief description of project's scope of services and status. Improvements included: <ul style="list-style-type: none"> ▪ High Efficiency Lighting ▪ High Efficiency Heating Hot Water Systems ▪ Temperature Controls ▪ Water Conservation ▪ Building Envelope Improvements ▪ High Efficiency Appliances ▪ Central Heating/Cooling ▪ DDC Control Upgrades ▪ DHW Upgrades ▪ High Efficiency Chiller ▪ Condensing Hot Water Boilers <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>	
6. Energy use and costs prior to project implementation.	<ul style="list-style-type: none"> ▪ Gas = 1,031 deka Therms, \$12,158 ▪ Elect. = 484,972 kWh, \$50,669 ▪ Water/Sewer = 75,202 ccf, \$75,202
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. Projected Annual Savings:	



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Frozen Baseline Incentive \$36,198 Resident Paid Utility Incentive \$59,218 Add-on Subsidy \$11,882 Actual Annual Savings: Frozen Baseline Incentive \$282,076 Resident Paid Utility Incentive \$67,877 See table below.	
8. Identify members of the proposed project team involved with the sample projects and their current primary office location. Jake Terzo , Account Executive, Missoula MT (Served as Operations Manager on this project.) Mary Fox , Solutions Design and HUD Compliance Manager - Minneapolis, MN Glen Heitkamp , Manager, Modernization and Innovation, Public Housing Solutions - Cleveland, OH Hal Geren , Solutions Development Leader, Minneapolis, MN	
9. Type of HUD incentive utilized: Freezing the rolling base or Add-on subsidy.	Frozen Rolling Base, and RPUI
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.	IPMVP Option C per HUD guidelines 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



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Johnson Controls Public Housing Projects					
#	Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded
Projects in Repayment Phase					
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
#	Projects in Repayment Phase				
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
	Subtotal		\$131,587,312	21409	

Johnson Controls Public Housing Projects					
Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded	
Projects in Construction Phase					
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	
	Subtotal		\$42,405,562	7135	
Projects in Audit Phase					
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
	Subtotal		\$24,411,440	18283	

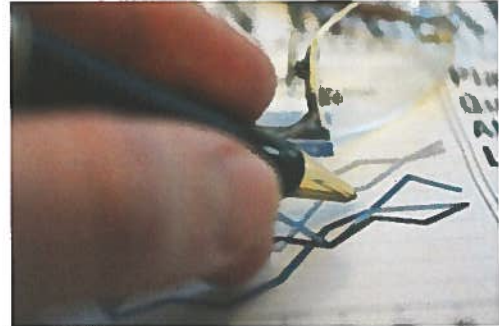
Johnson Controls Public Housing Projects					
Project Name	City, State	Project Size (Dollars)	Dwelling Units	Year Awarded	
Completed Non-EPC Energy Efficiency Projects					
45	Tampa Housing Authority	Tampa, FL	\$2,650,000	450	2010
Consulting Services Projects					
46	Memphis Housing Authority	Memphis, 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.

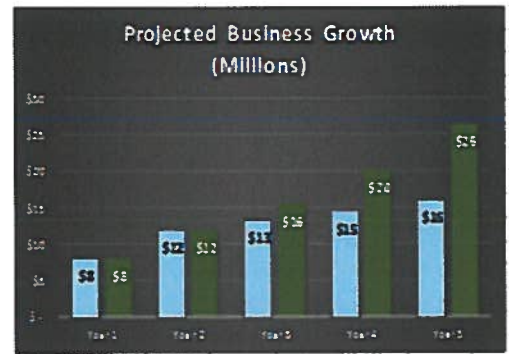
OVERVIEW

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 Sradic
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

Public Housing Authorities Directors Association (PHADA)

www.phada.org

Council of Large Public Housing Authorities (CLPHA)

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.

Johnson Controls	Tampa Housing
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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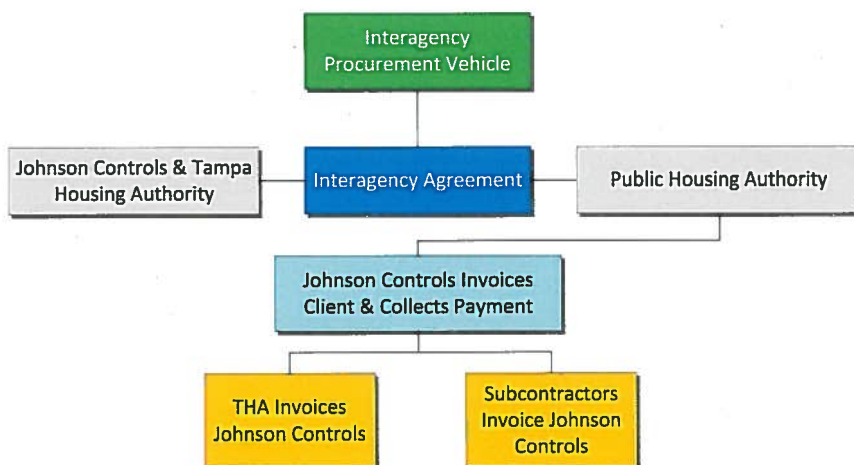
Description	Fee	THA	JCI
Energy Audit	Based on Cost per Unit		X
THA Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.	X	
JCI Technical/Professional Labor Services	Based on Established Labor Rate * Hrs.		X
JCI Materials & Vendor - Plus 25%	2%	1%	1%
JCI Installation Cost Plus 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)

Task Order Date:		Task Order Name:	
Task Order #:		PO#:	
Work Site:			

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
				\$150,000.00

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			\$-	\$-	\$-
					Sub-Total \$-

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

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



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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
				\$150,000

Section 2 (estimated)		Multi	Subtotal	Fee	JCI	THA	Total
Description	Cost						
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
Description	Total PS/Material /Labor						
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
Other Cost	Qty		
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
		Sub-Total	\$167,780

(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

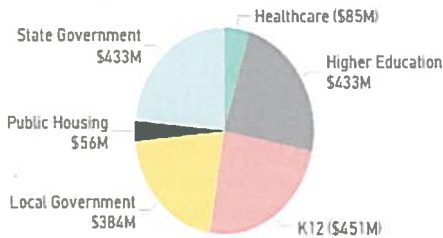


Market Opportunity

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

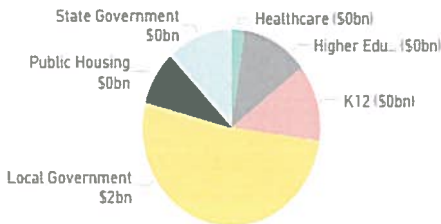


Market Opportunity

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:

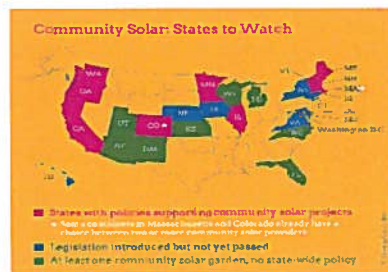
Utility Procurement

- 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



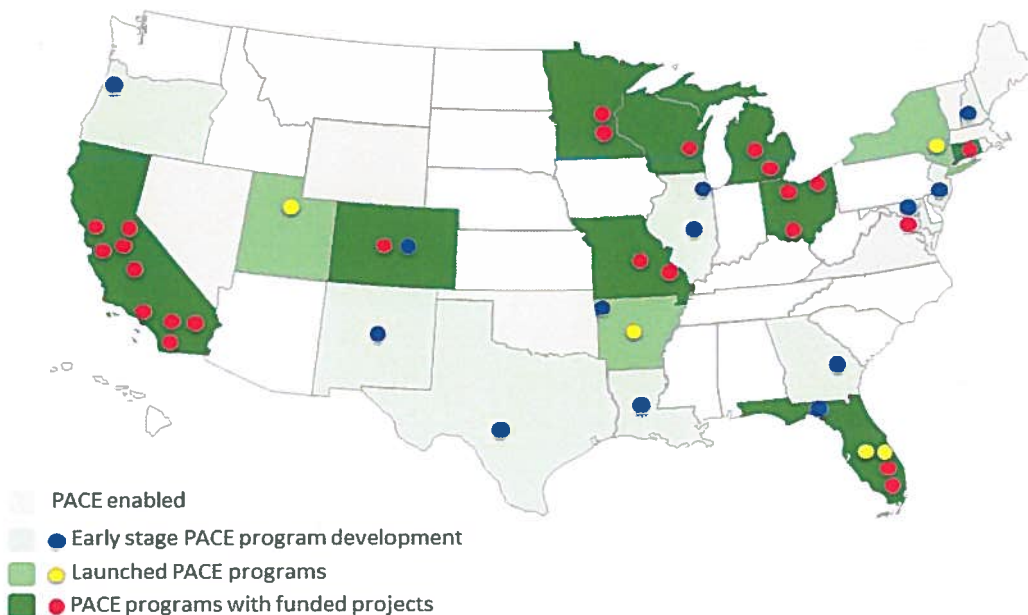
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Request for Qualifications: Indefinite Delivery Contract – Joint Venture Partnership

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

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

OMB Approval No: 2577-0180 (exp. 7/30/96)

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 *Maureen Blase*

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 *Danzer Foster*

This 22nd 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 20th 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)

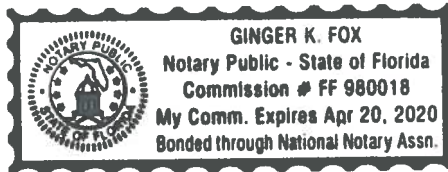
Stephen Telo
 (Print name)

STATE OF Florida
 COUNTY OF Hillsborough

The foregoing instrument was acknowledged before me this 23rd 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 X 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 X 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.

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"> Through informal settlement agreement, the two Willful citations were reclassified as Serious. 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. 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. Program changes communicated during monthly safety call for O/M site leaders in July, 2011.
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 DOSEH/ 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"> Violation was addressed during the inspection. 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.
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.

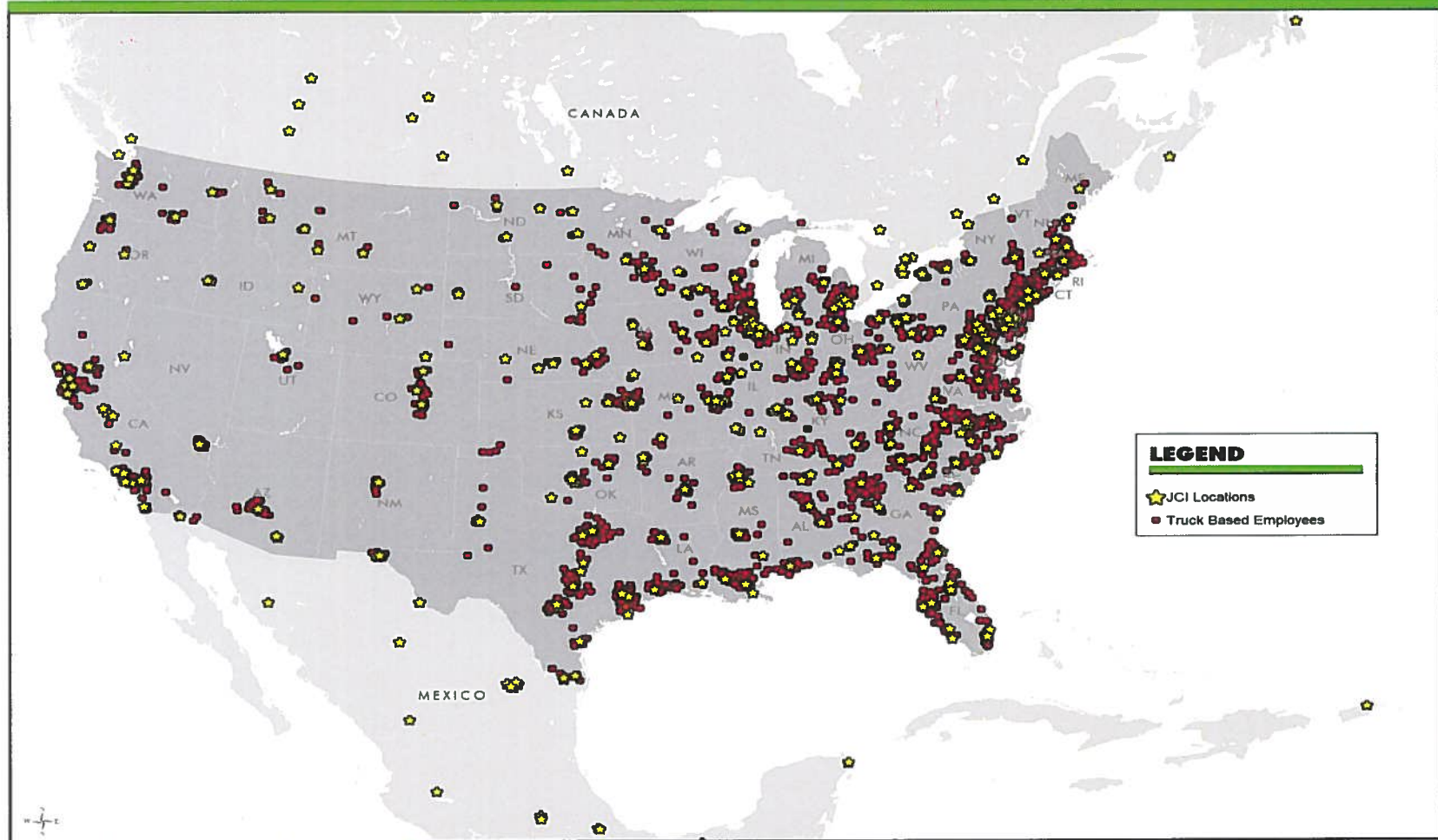
Attachment to Qualifications Statement
Johnson Controls, Inc.

<p>OSHA Insp. No. 949449.015</p>	<p>10 Dec 2013</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"> • Violation was corrected during the inspection. • Reclassified to less than serious during informal conference. • 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.
<p>OSHA Insp. No. 317372084</p>	<p>4 Apr 2014</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"> • Violation was corrected with the installation of the approved railing to walkway at customer location. • 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.
<p>WA DOSH/ OSHA Insp. No. 317385326</p>	<p>28 Aug 2014</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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Florida Department of State

DIVISION OF CORPORATIONS



Department of State Division of Corporations Search Records Detail By Document Number

Detail by Entity Name

Foreign Profit Corporation
JOHNSON CONTROLS, INC.

Filing Information

Document Number	812316
FEI/EIN Number	39-0380010
Date Filed	11/07/1957
State	WI
Status	ACTIVE
Last Event	REINSTATEMENT
Event Date Filed	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

03/09/2016 -- ANNUAL REPORT	View Image in PDF format
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Energy Savings 973-320-08-1

Effective Period	01/01/2008 through 12/31/2017
Contract Type	State Term Contract
Contract Information	Contractors How to Use this Contract Frequently Asked Questions
Contract Documents	Microsoft Word (W) 1,000.00 KB PDF (P) 989.64 KB Amendments and Memorandums Forms and Other Information
Contract Administration	Leneka Williams (850) 488-8357 Leneka.Williams@dms.myflorida.com
Commodity Codes	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
Ameresco, Inc.	A - Non-Minority	No	No	No	Statewide
BGA, Inc., a ConEdison Solutions Company	A - Non-Minority	No	No	No	Statewide
OpTerra Energy Services	A - Non-Minority	Yes	Yes	Yes	Statewide
Energy Systems Group SE, Inc.	A - Non-Minority	No	No	No	Statewide
FPL	A - Non-Minority	No	No	No	Statewide
Honeywell	A - Non-Minority	No	No	No	Statewide
Johnson Controls, Inc.	A - Non-Minority	No	No	No	Statewide
Siemens Industry, Inc.	A - Non-Minority	No	No	No	Statewide
Schneider Electric Buildings Americas, Inc.	A - Non-Minority	No	No	No	Statewide
Trane	A - Non-Minority	No	No	No	Statewide

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- Contractors**
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 - [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.](#)
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- [Frequently Asked Questions](#)
 - [Complete Contract - Microsoft Word](#)
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 - [Amendments and Memorandums](#)



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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

ATTACHMENT H

SAMPLES

Pursuant to the State of [REDACTED] § [REDACTED] and the State of Florida, § 163.01: Florida Interlocal Cooperation Act of 1969, [REDACTED] and the Housing Authority of the City of Tampa (THA) hereby agree to the terms of the Interlocal Cooperative Purchasing Agreement for the use of the solicitation process in obtaining energy related technical and professional services (Services) with Johnson Controls. The following terms and conditions are applicable to this Agreement:

1. [REDACTED] has agreed that THA has followed the HUD procurement process 24 CFR 85.36 and 2 CFR 200.318 in conjunction with THA Procurement Policy in obtaining Services with Johnson Controls. Documentation can be found in the "Procurement Justification Binder" on file.
2. [REDACTED] has agreed to enter into separate contract with Johnson Controls, with each contract having specific terms and agreements for any or all services outlined in FY 17-PBJ-01 Energy Partnership Agreement.
3. It is the intention of the parties that the amount reimbursed for all Services be administrated through Johnson Controls.
4. This Agreement shall continue in force until cancelled in writing by either party.
5. All parties are to abide by EPC requirements, guidelines and regulations when applicable as outlined below.
 - a. 24 CFR 990.185 - HUD's Financial regulations including energy incentives for EPC
 - b. Part 990 Final Rule
 - c. Part 990.185 Final Rule (01-16-2009)
 - d. 24 CFR 965 - HUD regulations on utility allowances, utility metering and EPC
 - e. 24 CFR 85.36 - HUD Procurement regulations
 - f. 2 CFR 200.318 - General procurement standards.
 - g. PIH Notice 2011-36 - Guidance on Energy Performance Contracting

IN WITNESS WHEREOF, the parties hereto have executed this Interlocal Cooperative Purchasing Agreement by having their representatives affix their signature below, by an authorized person or agent, hereunder set their hands and seals on the date and year first above written.

Housing Authority of the City Of Tampa

The Authority:

_____ (Date)

_____ (Date)

Printed Name

Printed Name

Signature

Signature

Attest:

By: _____

Dated: _____

TECHNICAL AND PROFESSIONAL SERVICES AGREEMENT
FOR
ENERGY PERFORMANCE CONTRACTING

THIS PROFESSIONAL AND TECHNICAL AGREEMENT, made as of _____, 20__ by and between Johnson Controls, Inc. (JCI), a corporation organized under the laws of the State of Wisconsin, authorized to conduct business in the State of Illinois with its principal place of business at 4231 Westgate Drive, Springfield, IL 62711 and Knox County Housing Authority (KCHA), hereinafter known as "the Client", a Housing Authority (state) unit of local government organized under the laws of the State of Illinois, with its principal place of business at 216 W Simmons St, Galesburg, IL 61401 owner of family and senior/disabled units or complexes (individually "Facility" or collectively "Facilities") identified in Attachment A Property List. JCI and KCHA may hereinafter be referred to as "Parties".

Pursuant to the State of Illinois, Act 220 Intergovernmental Cooperation Act, 5 5 ILCS 220/3 Sec. 3: Intergovernmental cooperation. Any power or powers, privileges, functions, or authority exercised or which may be exercised by a public agency of this State may be exercised, combined, transferred, and enjoyed jointly with any other public agency of this State and jointly with any public agency of any other state or of the United States to the extent that laws of such other state or of the United States do not prohibit joint exercise or enjoyment and except where specifically and expressly prohibited by law. The Knox County Housing Authority (KCHA) hereby agree to the terms of this Interlocal Cooperative Purchasing Agreement for the use of the solicitation process in obtaining energy performance contract (EPC) services with Johnson Controls Inc. (JCI) for the purposes of implementing an EPC and other detailed services to be determined. The following terms and conditions are applicable to this Agreement:

PREAMBLE

WHEREAS, the Housing Authority of the City of Tampa, Florida, a political subdivision of the State of Florida ("THA") has followed the HUD procurement process at 2 CFR 200 procurement process and THA's Procurement Policy in obtaining energy performance contract services under the RFQ and other detailed services with JCI under the solicitation FY2016-RFQ-06.

WHEREAS, the Housing Authority of the City of Tampa, Florida, a political subdivision of the State of Florida ("THA") has followed the HUD procurement process at 2 CFR 200 procurement process and THA's Procurement Policy in obtaining energy performance contract services under the RFQ and other detailed services with JCI under the solicitation FY2016-RFQ-06.

WHEREAS, the Client's decision to contract with JCI is without prejudice and meets applicable laws and policies.

WHEREAS, the Client is enabled to enter into proposals and contracts with JCI, with a set of documents having specific terms and agreements.

WHEREAS, this Agreement shall obligate the Client and make it fully responsible for the payment of any item(s) or service(s) contracted as a result of this Agreement between the Client and JCI.

WHEREAS, the Client desires to participate in a utility savings program as permitted pursuant to those regulations providing incentives for energy conservation, which appear in Parts 965 and 990 of title 24 of the CODE OF FEDERAL REGULATIONS, as amended, by the United States Department of Housing and Urban Development ("HUD"); and

WHEREAS, the Client has agreed to enter into a contract with JCI, with a set of documents having specific terms and agreements in connections with the self-management of an Energy Performance Contract ("EPC"); and

FURTHER, that both parties agree that a utility savings program can only be accomplished by first performing an Energy Audit to determine the potential for utility savings, the approximate cost of the conservation measures necessary to achieve these savings, and a cash flow projection indicating the overall financial and programmatic effects of the utility savings program; and

NOW, THEREFORE, for the mutual promises and covenants contained herein, the parties agree as follows:

1. **PROVIDE PROFESSIONAL AND TECHNICAL SERVICES.** JCI hereby agrees that it shall provide professional and technical services to the Client in accordance with the terms and conditions of this Agreement. The Client agrees to reimburse JCI, as outlined in the THA FY17-PBJ-01 Energy Partnership Agreement dated April 24, 2017, for said services in accordance with the terms and conditions of this Agreement.
2. **COMPENSATION.** JCI shall be reimbursed for the Phase 1 services provided hereunder as follows:
 - a. It is the intention of the parties that the amounts reimbursed to JCI by the Client shall constitute payment for services rendered and all administrative and overhead costs of JCI incurred as a result of providing services to the Client including, not limited to, the compensation of JCI employees and/or JCI contractors and professional service providers. Such services may be rendered on or offsite. All services for phase 1 shall be reimbursed as follows:
 - b. Client will reimburse JCI at the rate of \$75.00 per unit for Phase 1 the energy study and HUD submission package at properties identified in Phase I. Currently, the Parties estimate that there will be _____ units included in the Client's EPC energy study for total JCI compensation of One Hundred Thousand Seven Hundred Twenty-Five Dollars and 00/ 100 (\$100,725.00). JCI's compensation for Phase 1 will be paid as outlined in _____.
3. **SCOPE OF SERVICES.** An Energy Performance Contract consists of three (3) distinct phases. The technical assistance for energy study and HUD submission for EPC approval; professional and technical services for design, development and construction; and third phase monitoring and verification, hereinafter identified as Phase 1, Phase 2 and Phase 3.
 - a. **PHASE 1** - The Energy Study and HUD submission for EPC approval performed will consist of the following services:
 - i. Conduct interviews with Housing Authority's maintenance and management staff, residents, as well as local utility company personnel in an effort to acquire information on the operating characteristics of the existing equipment and systems, Housing Authority's goals for systems improvements, and approximate future utility service provision and rate schedules.
 - ii. Review of past and current capital fund program documents.
 - iii. Site audit of a sample of units and 100% of major mechanical systems.
 - iv. Review of available building plans and physical need assessments.
 - v. Generate a list of Energy and Water Conservation measures by site
 - vi. Provide an ECM matrix with an estimated payback associated with each measure.
 - vii. ECM savings and cost estimates will be sufficient to estimate the opportunity at each site
 - viii. A recommendation of ECMs to be included at each site.

- ix. A financial outline of the potential EPC project
- x. Conduct review of utility cost and consumption baseline data for the four year period trending and analysis. The most current three years RBLC used in the EPC workbook
- xi. Gather utility bill data from the client or utility company if required.
- xii. Provide an analysis of utility consumption patterns and trends based on 52722 and utility registers.
- xiii. Data will be reviewed for each utility by site and in summary.
- xiv. Baseline will be shown as a consumption in the EPC workbook.
- xv. Adjustment to baselines must be prior approved by HUD local field office.
- xvi. Review applicable resident paid utility allowance calculations
- xvii. Identify potential incentives and rebates offered through utilities and Government programs.
- xviii. Work with the Client's staff to make ECM selections
- xix. Determine ECM savings and simple payback
- xx. Request and receive quotes from Lender for cash flow
- xxi. Compile HUD checklist/EPC documentation and submit to HUD for approval
- b. **PHASE 2:** JCI providing technical and professional services for final design, development and construction of the self-managed EPC program as agreed upon through task orders with NTP. The second phase of the EPC is final design, development and construction of the project, and the third phase is monitoring and verification. JCI will be involved with the second and/or third phase pursuant to terms and conditions under separate agreement for professional and technical detailed services through task order pricing. If the Client elects to proceed with Phase 2 of a self-managed EPC, JCI shall conduct the following services:
- i. Finalize all design and savings calculations
 - ii. Develop and publish SOWs for ECMs
 - iii. Evaluate proposals to select the most responsive and responsible subcontractors
 - iv. Determine the cost reasonableness
 - v. Assist the Client in procuring necessary financing by developing and publishing RFP
 - vi. Assist in the drafting and execution of financial closing documents
 - vii. Develop ECM construction schedule
- c. In addition to JCI staff, JCI will provide third party engineering resources and other technical assistance when deemed necessary by JCI and the Client outlined on each task order with NTP.
4. **Budget** JCI shall prepare and update project budgets on an ongoing basis through the design and development phase.
5. **MBE/WBE Participation.** At the request of the Client, JCI shall review the Client's MBE/WBE plan and make recommendations to help foster the participation of minority-owned business and women-owned businesses.
6. **Section 3.** JCI shall prepare and implement the Client's plan for resident participation in the EPC project, which complies with Section 3 of the Housing and Urban Development Act of 1968 and the implementing regulations at 24 C.F.R. Part 135.

7. Communications .In connection with the EPC, JCI will keep the Client informed of technical services, material events, information and communications relating to JCI's technical and professional services under this Agreement.
8. **Future EPC.** If THE CLIENT elects not to proceed with an EPC at this time based upon findings of the energy study and/or economic climate considerations, the Client agrees that any future EPC for the properties listed above will only move forward in partnership with JCI for a period of three (3) years from the date of this Agreement.
9. **INDEPENDENT CONTRACTOR.** JCI employees and JCI contractors designated to perform services under this Agreement shall be deemed to be independent contractors, as a group and separately, and shall not be deemed to be employees of the Client for any purpose whatsoever.
10. **CONTRACT PERIOD AND OPTION TO EXTEND.** This Agreement shall be effective upon the execution of the last party to sign and shall continue for a period of eighteen (18) months unless terminated sooner.
11. **TERMINATION.** This Agreement may be terminated as follows:
 - a. For convenience upon thirty (30) days written notice by one party to the other.
 - b. For cause if JCI is in default in the performance of this Agreement in accordance with its terms, including the failure to demonstrate progress with the completion of requested work, provided that JCI is given written notice specifying the default and has failed to cure such default within ten (10) business days from the receipt of such notice. Any such termination for cause must be in writing and delivered to parties in accordance with Section 13.
12. **DISPUTES AND ARBITRATION.** If at any time there occurs a controversy or dispute regarding rights, duties and obligations of the parties hereto concerning any provision set forth in this Agreement, such controversy or dispute will be determined conclusively by arbitration as follows: Any dispute, controversy or claim arising out of, in connection with, or relating to this Agreement, including any breach or alleged breach hereof, will, upon the written demand of any party, be settled by arbitration in accordance with the Construction Industry Arbitration Rules of the American Arbitration Association. Costs and expenses of such arbitration (with the exception of cost of legal counsel representing, and witnesses called by, a party, which will be borne by such a party) will be borne equally by the parties. Judgment upon the award rendered by the Arbitrators may be entered in any court having jurisdiction thereof. This arbitration shall take place in Galesburg, IL
13. **NOTICES.** Any notice required or permitted hereunder will be deemed sufficient if given in writing and delivered personally or sent by registered or certified mail, return receipt requested, postage prepaid, or delivered to a nationally recognized express mail service, charge prepaid, receipt obtained, to the address shown below or to such other persons of addresses as are specified by similar notice.

The Client:

JCI:

14. **SEVERABILITY.** In the event that any clause or provision of this Agreement or any part thereof will be declared invalid, void, or unenforceable by any court having jurisdiction, such invalidity will not affect the validity or enforceability of the remaining portions of

this Agreement, unless the result would be manifestly inequitable or unconscionable.

15. **DELIVERABLES AND PAYMENT.** JCI will prepare an Energy Audit Report which will identify (without specifications and drawings) the existing site conditions related to utility use; the results of the historic utility records analyses; measured data and inventories; project cash flow analysis based from the estimated costs, savings, and paybacks for retrofits identified in

In the event that the Knox Housing Authority chooses not to proceed with Phase 2, then within 60 calendar days after Johnson Controls, Inc. submission of the HUD Energy Performance Package, the Knox Housing Authority shall compensate Johnson Controls, Inc. per Section 2 Compensation.

16. **INSURANCE.**

- a. JCI shall maintain, throughout the term of this Agreement, insurance for this project as itemized in this paragraph, and shall name the Housing Authority as an additional insured for Commercial General Liability insurance coverage as follows: 1) Commercial General Liability in the amount of One Million Dollars (\$1,000,000) in compliance with the statutes of the State of Illinois and with an A-rated company. Such coverage will indemnify hold harmless and defend the Housing Authority against all claims and demands for injury or death of persons or damage to property which may be claimed to have occurred upon, or as a result of, the negligence of JCI and/or its subcontractors' employees, agents, licensees, or invitees, in the performance of this Agreement; 2) Worker's Compensation Insurance in the statutory amount; 3) Automobile Insurance on all owned, non-owned, and hired vehicles used in connection with the project with a combined single limit for bodily injury and property damage of not less than five hundred thousand dollars (\$500,000) per occurrence; and 4) for professional design and engineering services under this Agreement, Professional Liability Insurance in the amount of One Million Dollars (\$1,000,000) with an A-rated company recognized in the State of Illinois A Certificate of Insurance will be issued in the name of the Knox Housing Authority.
- b. Such insurance shall remain in full force and effect over the period of this Agreement. Thirty (30) day notice shall be provided to Housing Authority by JCI should any adverse changes in Insurance coverage be anticipated.

17. **TERMINATION.** The following will constitute a termination of this Agreement:

- a. The obligation to provide further services under this Agreement may be terminated:
- i. For cause,
1. By either party upon 30 days written notice in the event of substantial failure by the other party to perform in accordance with the Agreement's terms through no fault of the terminating party.
 2. By JCI:
 - (A) Upon seven days written notice if JCI's services for the Project are delayed or suspended for more than 90 days for reasons beyond JCI's control.
 - (B) JCI shall have no liability to Housing Authority on account of such termination.
 - (C) If JCI should conclude, as a result of the engineering analysis, that entering into the task order would not result in sufficient utility savings to Housing Authority to financially structure the project so that the installation costs plus other project costs can be paid from said

savings, JCI may so notify the Housing Authority and JCI may recommend to the Housing Authority termination of the Audit. The Housing Authority will review all pertinent data and JCI analyses and will notify JCI within thirty (30) days of JCI's notification of its desire to terminate, whether JCI may so terminate or must complete the energy audit. Upon request, JCI will provide the Housing Authority with any computerized results, notes or others analyses already in written form as a result of JCI's Energy Audit.

Notwithstanding the above provisions, if, upon JCI personnel becoming aware of information on the Facilities which substantially deviates from the operating and utility consumption information provided by the Housing Authority on such Facilities (specifically: utility bills, square footage, type of structure, type of HVAC equipment, method of heating, cooling, providing domestic water/sewer service, and lighting), and the information does not allow for a reasonable projection of utility savings to be made, then, provided that the Housing Authority is not responsible for inaccuracies in the actual utility bills, JCI will submit written notice to the Housing Authority of the erroneous information prior to undertaking any actual field Audit work other than meter verification. The Housing Authority will have fifteen (15) business days to review and correct the information. If, in the event that with the corrected data, JCI cannot produce a reasonable projection of utility savings and/or sufficient savings to cover costs, the Housing Authority will then pay JCI for its time incurred on the basis of percent complete utilizing the total fixed price outlined in Section 9, above. Reimbursable items, including out of pocket expenses for the following items: travel, reproductions, photographic developing, and printing shall also be included as a part of the termination fee.

3. Notwithstanding the foregoing, this Agreement will not terminate as a result of a substantial failure under paragraph (11).(a).(i).1 if the party receiving such notice begins, within seven days of receipt of such notice, to correct its failure and proceeds diligently to cure such failure within no more than 30 days of receipt of notice; provided, however, that if and to the extent such substantial failure cannot be reasonably cured within such 30 day period, and if such party has diligently attempted to cure the same and thereafter continues diligently to cure the same, then the cure period provided for herein shall extend up to, but in no case more than, 60 days after the date of receipt of the notice.

(ii). For convenience, by Housing Authority effective upon the receipt of notice by JCI. In the event of termination for convenience, the Housing Authority will then pay JCI for its time incurred on the basis of documented hours and associated reasonable expenses.

b. The terminating party under paragraphs (17).(a).(i) may set the effective date of termination at a time up to 30 days later than otherwise provided to allow JCI to demobilize personnel and equipment from the Project site, to complete tasks whose value would otherwise be lost, to prepare notes as to the status of completed and uncompleted tasks, and to assemble Project materials in orderly files.

18. HAZARDOUS MATERIALS. The Housing Authority recognizes that JCI shall have no responsibility under this Agreement relating to (a) asbestos, materials containing asbestos, or the existence, use, detection, removal, containment or treatment thereof, (b), polychlorinated biphenyl (PCB), (c) lead-based paint, (d) oil, or (e) pollutants, hazardous wastes, hazardous materials, contaminants, or the dispersal, discharge, leakage, use, detection, removal, containment or treatment thereof. The materials and activities listed in the foregoing sentence are referred to herein as "Excluded Materials and Activities." The Housing Authority agrees that if the work performed by JCI under

this Agreement involves any Excluded Materials or Activities, the Housing Authority will bear the sole risk and responsibility thereof. Any services required by the presence of Excluded Materials or requiring Excluded Activities are not a part of JCI's services under this Agreement. In furtherance of the foregoing, the Housing Authority agrees to release, indemnify, defend and hold harmless JCI, its consultants and their officers, agents, and employees (collectively, "the Releases") of and from all costs, claims, damages, and liability arising out of or relating to Excluded Materials and Activities, acts or omissions of the Releases, the Housing Authority or third parties relating thereto, or injury caused thereby excepting only such costs, claims, damages, or liability as are solely the result of any willful misconduct of any of the Releases.

19. LIMITATIONS.

- a. The services of JCI under this Agreement are limited to furnishing cost-effective energy savings recommendations. In addition, JCI will provide, as appropriate, implementation guidelines for energy savings recommendations, which may include designs, drawings and/or specifications. However, because JCI is not being engaged under this Agreement to perform services in connection with the implementation of its recommendations, JCI will have no control over such implementation by the Housing Authority or any third party. Accordingly, JCI specifically and expressly disclaims all responsibility for the use of such documents by the Housing Authority or any third party. The Housing Authority hereby agrees to indemnify and hold harmless JCI for any liability, loss, cost, expense, or damage which may result from the use of the documents provided by JCI hereunder in the implementation of the energy savings recommendations made by JCI without its continued involvement.
- b. JCI will be available to provide engineering services to the Housing Authority in connection with the implementation of any or all of the energy savings recommendations made by JCI. Such services shall be in addition to the services provided by JCI hereunder, and the scope, terms and conditions of such services shall be subject to a future written agreement or amendment hereto between the parties.
- c. JCI's evaluations of energy costs, costs of implementation of energy savings recommendations, energy savings, and calculations and analyses derived from those evaluations represent JCI's best judgment as an experienced and qualified professional using sound engineering and accounting practices. It is recognized, however, that neither the Housing Authority nor JCI has control over the cost of energy, labor, materials or equipment, or contractors' methods of determining their prices, or over competitive bidding, market or negotiating conditions. Accordingly, JCI cannot and does not represent or guaranty that actual energy costs, implementation costs, or energy savings, if any, will not vary from the estimates and evaluations prepared by JCI and submitted to the Housing Authority.
- d. To the fullest extent permitted by law, the total liability, in the aggregate, of JCI and JCI's officers, directors, employees, agents, and independent professional associates and consultants, and any of them, to the Housing Authority and any one claiming by, through or under the Housing Authority, for any and all injuries, claims, losses, expenses, or damages whatsoever arising out of or in any way related to JCI's services or this Agreement, from any cause or causes whatsoever, including but not limited to, the negligence, errors, omissions, strict liability, breach of contract, breach of warranty of JCI or JCI's officers, directors, employees, agents or independent professional associates or consultants, or any of them, shall not exceed the total as amount of payments received by JCI pursuant to Section 9. The foregoing limitation shall not be applicable to claims covered by the insurance described paragraph 10(a) above. The provisions of this clause shall survive termination or cancellation of this Agreement and the completion of services performed hereunder.

20. GOVERNING LAW. This Agreement will be governed by the laws of the State of Illinois and any action hereunder will be brought in said state.

- 21. **PARTIES BOUND.** This Agreement will be binding upon and inure to the benefit of the parties hereto and their respective heirs, executors, administrators, legal representatives, successors, and assigns.
- 22. **PRIOR AGREEMENT SUPERSEDED.** This Agreement constitutes the sole and only Agreement of the Parties hereto and supersedes any prior understandings or written or oral agreements between the parties respecting within subject matter.
- 23. **ASSIGNMENT.** This Agreement may not be assigned, delegated, or otherwise transferred without the prior written approval of the KCHA and JCI, which approval shall not be unreasonably withheld, conditioned or delayed. In no event shall any transfer or assignment of the Agreement relieve the transferring or assigning Party liability hereunder.

This Agreement may not be changed orally, but only by instrument signed by both parties hereto.

Knox County Housing Authority

Johnson Controls, Inc.

By:

By:

Executive Director or Authorized Designee

Title

Date:

Date:

Sample Contract JCI and Other Public Entities

**THE HOUSING AUTHORITY OF THE CITY OF TAMPA
RESOLUTION SUMMARY SHEET**

1. Describe the action requested of the Board of Commissioners

Re.: Resolution Number: 2018-4101

The Board of Commissioners is requested to approve the above-referenced resolution in order to:

Annual Utility Allowance Revision

2. Who is making request:

A. Entity:	Assisted Housing
B. Project:	Administrative Plan
C. Originator:	Margaret Jones

3. Cost Estimate (if applicable):

Narrative:

A utility allowance is calculated for an assisted family if the family is responsible for paying the cost of any utilities. It is an amount equal to the estimate made or approved by a PHA or HUD of monthly cost of reasonable consumption of tenant paid utilities by an energy conservative household. Utility allowances must be reviewed annually and changed if there is an increase of 10% or more. The rates this year have not met the 10% threshold; however, as a basic business practice and budgeting protocol, the new utility allowance will be implemented upon approval.

Gas: The price of natural gas is up 19% while the monthly fixed charge is unchanged.

Electricity: Tampa's electric's rates per kilowatt-hour are up 1-2%, while the monthly fixed charge is unchanged

Propane: Propane prices are up 35%.

Tampa City water and sewer rates are unchanged.

Temple Terrace water and sewer rates are unchanged.

Hillsborough County's water rates are up 1% except for the lowest volume users whose rate is unchanged. Sewer rates are up 1%.

Trash rates are unchanged

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UTILITY ALLOWANCE REVISION RESOLUTION 2018-4101

A RESOLUTION APPROVING THE REVISED UTILITY ALLOWANCE SCHEDULE FOR USE IN THE HOUSING CHOICE VOUCHER PROGRAM AND OTHER RELATED RENTAL ASSISTANCE PROGRAMS.

WHEREAS, 24 CFR 982.517(c)(1) requires that the utility allowance schedule be reviewed as necessary and at least on an annual basis;

WHEREAS, HUD requires separate utility allowances for the various housing types in our jurisdiction;

WHEREAS, the Housing Authority of the City of Tampa has reviewed the proposal of utility rates and have made the necessary adjustments. Although HUD does not require implementation unless there is a change of more than 10%, the agency finds it necessary to adopt the allowances in order to ensure tenants are not negatively impacted by the slight increase in utilities as well as to eliminate a drastic increase in Housing Assistance Payment expenses once the utilities have changed beyond the 10% threshold;

NOW THEREFORE BE IT RESOLVED,

The Board of Commissioners of the Housing Authority of the City of Tampa hereby approves the revised utility allowance schedules for use in the rental assistance programs effective October 1st, 2018.

Adopted this 17th Day of October 2018

Chairperson

Secretary

This Year's Highlights

Utility Rates [sheet 4.Rates]

1. **Gas:** The price of natural gas is up 19% while the monthly fixed charge is unchanged.
2. **Electricity:** Tampa's electric's rates per kilowatt-hour are up 1-2%, while the monthly fixed charge is unchanged
3. **Propane:** Propane prices are up 35%.
4. **Water and sewer:**
 - a. Tampa City water and sewer rates are unchanged.
 - b. Temple Terrace water and sewer rates are unchanged.
 - c. Hillsborough County's water rates are up 1% except for the lowest volume users whose rate is unchanged. Sewer rates are up 1%.
5. **Trash** rates are unchanged.
6. The new **effective date** is 10/1/2018.

4. Total Utility Costs [sheet 9.Comparisons]

1. **Single Family Detached:** total utility costs are basically unchanged—up 4% for mixed fuel homes and up 1% for all-electric.
2. **Duplex or Attached:** total utility costs are basically unchanged—up 4% for mixed fuel homes and up 1% for all-electric.
3. **Apartment 5+ Units/High Rise:** total utility costs are basically unchanged—up 4% for mixed fuel homes and up 1% for all-electric.
4. **Apartment 2-4 Units/Garden Apartment:** total utility costs are basically unchanged—up 4% for mixed fuel homes and up 1% for all-electric.
5. **Effect of gas prices:** in a hot climate like Tampa's, the big increase in natural gas prices has very little effect on overall utility costs because space heating, cooking, and water heating consumption are all low.
6. **Water and sewer costs:**
 - a. Tampa: unchanged.
 - b. Temple Terrace: unchanged.
 - c. Hillsborough County Unincorporated: up 1% for all structure types.

Allowances for Tenant-Furnished Utilities And Other Services

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

Locality: Tampa, Florida (PHA FL-003)		Single Family Detached					Date: 10/1/2018	
Utility or Service		Monthly Dollar Allowances; Number of Bedrooms						
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	
Heating	a. Natural Gas	\$4	\$6	\$8	\$10	\$13	\$14	
	b. Electric Resistance	\$4	\$6	\$7	\$10	\$14	\$16	
	c. Heat Pump	\$1	\$2	\$2	\$3	\$5	\$5	
	d. Propane/LPG/Bottle gas	\$18	\$25	\$32	\$39	\$49	\$56	
Cooking	a. Natural Gas	\$5	\$7	\$9	\$10	\$12	\$14	
	b. Electric	\$5	\$7	\$8	\$10	\$12	\$13	
	c. Propane/LPG/Bottle gas	\$21	\$28	\$35	\$41	\$48	\$55	
Other Electric/Lighting		\$42	\$52	\$62	\$72	\$82	\$91	
Air Conditioning		\$8	\$20	\$33	\$50	\$67	\$81	
Water Heating	a. Natural Gas	\$8	\$17	\$25	\$34	\$42	\$51	
	b. Electric	\$6	\$14	\$21	\$28	\$35	\$43	
	c. Propane/LPG/Bottle gas	\$33	\$67	\$100	\$133	\$166	\$199	
Water & Sewer 1/	a. Tampa	\$22	\$34	\$57	\$93	\$137	\$181	
	b. Temple Terrace	\$40	\$55	\$86	\$133	\$184	\$234	
	c. Hillsboro County	\$46	\$56	\$77	\$111	\$145	\$181	
Subtract for Water Only (Septic Tank)	a. Tampa	-\$15	-\$23	-\$38	-\$60	-\$83	-\$106	
	b. Temple Terrace	-\$28	-\$40	-\$64	-\$101	-\$137	-\$174	
	c. Hillsboro County	-\$25	-\$30	-\$41	-\$57	-\$73	-\$90	
Trash Collection		\$35	\$35	\$35	\$35	\$35	\$35	
Gas Fixed Charge	For any use of gas	\$12	\$12	\$12	\$12	\$12	\$12	
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7	
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7	

Actual Family Allowances To be used by the family to compute allowance. Complete below for the actual unit rented.		Utility or Service	Monthly Cost
Name of Family		Heating	
		Cooking	
		Other Electric	
Address of Unit		Air Conditioning	
		Water Heating	
		Water & Sewer	
		Trash Collection	
		Gas fixed charge	
Number of Bedrooms		Range/Microwave	
		Refrigerator	
		Total	\$

Note 1/ If using septic sewer system, subtract sewer charge found below

Allowances for Tenant-Furnished Utilities And Other Services

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

Locality: Tampa, Florida (PHA FL-003)		Duplex, Triplex, Attached					Date: 10/1/2018	
		Monthly Dollar Allowances; Number of Bedrooms						
Utility or Service		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	
Heating	a. Natural Gas	\$4	\$5	\$7	\$8	\$11	\$12	
	b. Electric Resistance	\$3	\$5	\$6	\$8	\$12	\$14	
	c. Heat Pump	\$1	\$2	\$2	\$2	\$4	\$4	
	d. Propane/LPG/Bottle gas	\$15	\$21	\$27	\$33	\$42	\$48	
Cooking	a. Natural Gas	\$5	\$7	\$9	\$10	\$12	\$14	
	b. Electric	\$5	\$7	\$8	\$10	\$12	\$13	
	c. Propane/LPG/Bottle gas	\$21	\$28	\$35	\$41	\$48	\$55	
Other Electric/Lighting		\$39	\$47	\$55	\$64	\$72	\$81	
Air Conditioning		\$7	\$17	\$27	\$41	\$56	\$69	
Water Heating	a. Natural Gas	\$8	\$17	\$25	\$34	\$42	\$51	
	b. Electric	\$6	\$14	\$21	\$28	\$35	\$43	
	c. Propane/LPG/Bottle gas	\$33	\$67	\$100	\$133	\$166	\$199	
Water & Sewer 1/	a. Tampa	\$17	\$25	\$43	\$69	\$96	\$129	
	b. Temple Terrace	\$33	\$44	\$67	\$101	\$137	\$175	
	c. Hillsboro County	\$41	\$49	\$63	\$88	\$114	\$139	
<i>Subtract for Water Only (Septic Tank)</i>	a. Tampa	-\$11	-\$17	-\$28	-\$45	-\$62	-\$79	
	b. Temple Terrace	-\$22	-\$31	-\$49	-\$77	-\$104	-\$131	
	c. Hillsboro County	-\$22	-\$26	-\$34	-\$46	-\$59	-\$71	
Trash Collection		\$35	\$35	\$35	\$35	\$35	\$35	
Gas Fixed Charge For any use of gas		\$12	\$12	\$12	\$12	\$12	\$12	
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7	
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7	

Actual Family Allowances To be used by the family to compute allowance.		Utility or Service	Monthly Cost
Complete below for the actual unit rented.			
Name of Family	Heating		
	Cooking		
	Other Electric		
Address of Unit	Air Conditioning		
	Water Heating		
	Water & Sewer		
	Trash Collection		
	Gas fixed charge		
	Range/Microwave		
Number of Bedrooms	Refrigerator		
	Total		\$

Note 1/ If using septic sewer system, subtract sewer charge found below

Allowances for Tenant-Furnished Utilities And Other Services

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

Locality: Tampa, Florida (PHA FL-003)		Apartment With 5 or More Units; High Rise				Date: 10/1/2018	
		Monthly Dollar Allowances; Number of Bedrooms					
Utility or Service		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	a. Natural Gas	\$2	\$3	\$4	\$5	\$6	\$7
	b. Electric Resistance	\$2	\$3	\$4	\$5	\$6	\$8
	c. Heat Pump	\$1	\$1	\$1	\$1	\$2	\$3
	d. Propane/LPG/Bottle gas	\$9	\$13	\$16	\$20	\$25	\$29
Cooking	a. Natural Gas	\$5	\$7	\$9	\$10	\$12	\$14
	b. Electric	\$5	\$7	\$8	\$10	\$12	\$13
	c. Propane/LPG/Bottle gas	\$21	\$28	\$35	\$41	\$48	\$55
Other Electric/Lighting		\$35	\$42	\$49	\$56	\$63	\$71
Air Conditioning		\$6	\$13	\$21	\$31	\$43	\$56
Water Heating	a. Natural Gas	\$8	\$17	\$25	\$34	\$42	\$51
	b. Electric	\$6	\$14	\$21	\$28	\$35	\$43
	c. Propane/LPG/Bottle gas	\$33	\$67	\$100	\$133	\$166	\$199
Water & Sewer 1/	a. Tampa	\$17	\$25	\$43	\$69	\$96	\$129
	b. Temple Terrace	\$33	\$44	\$67	\$101	\$137	\$175
	c. Hillsboro County	\$41	\$49	\$63	\$88	\$114	\$139
<i>Subtract for Water Only (Septic Tank)</i>	a. Tampa	-\$11	-\$17	-\$28	-\$45	-\$62	-\$79
	b. Temple Terrace	-\$22	-\$31	-\$49	-\$77	-\$104	-\$131
	c. Hillsboro County	-\$22	-\$26	-\$34	-\$46	-\$59	-\$71
Trash Collection		\$35	\$35	\$35	\$35	\$35	\$35
Gas Fixed Charge	For any use of gas	\$12	\$12	\$12	\$12	\$12	\$12
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7

Actual Family Allowances To be used by the family to compute allowance.		
Complete below for the actual unit rented.	Utility or Service	Monthly Cost
Name of Family	Heating	
	Cooking	
	Other Electric	
Address of Unit	Air Conditioning	
	Water Heating	
	Water & Sewer	
	Trash Collection	
	Gas fixed charge	
Number of Bedrooms	Range/Microwave	
	Refrigerator	
	Total	\$

Note 1/ If using septic sewer system, subtract sewer charge found below

Allowances for Tenant-Furnished Utilities And Other Services

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

Locality: Tampa, Florida (PHA FL-003)		Apartment With 2-4 Units; Garden Apartment				Date: 10/1/2018	
		Monthly Dollar Allowances; Number of Bedrooms					
Utility or Service		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	a. Natural Gas	\$4	\$6	\$7	\$9	\$11	\$13
	b. Electric Resistance	\$4	\$5	\$7	\$8	\$12	\$15
	c. Heat Pump	\$1	\$2	\$2	\$3	\$3	\$5
	d. Propane/LPG/Bottle gas	\$16	\$22	\$29	\$35	\$44	\$51
Cooking	a. Natural Gas	\$5	\$7	\$9	\$10	\$12	\$14
	b. Electric	\$5	\$7	\$8	\$10	\$12	\$13
	c. Propane/LPG/Bottle gas	\$21	\$28	\$35	\$41	\$48	\$55
Other Electric/Lighting		\$35	\$42	\$49	\$56	\$63	\$71
Air Conditioning		\$7	\$18	\$28	\$42	\$57	\$73
Water Heating	a. Natural Gas	\$8	\$17	\$25	\$34	\$42	\$51
	b. Electric	\$6	\$14	\$21	\$28	\$35	\$43
	c. Propane/LPG/Bottle gas	\$33	\$67	\$100	\$133	\$166	\$199
Water & Sewer 1/	a. Tampa	\$17	\$25	\$43	\$69	\$96	\$129
	b. Temple Terrace	\$33	\$44	\$67	\$101	\$137	\$175
	c. Hillsboro County	\$41	\$49	\$63	\$88	\$114	\$139
Subtract for Water Only (Septic Tank)	a. Tampa	-\$11	-\$17	-\$28	-\$45	-\$62	-\$79
	b. Temple Terrace	-\$22	-\$31	-\$49	-\$77	-\$104	-\$131
	c. Hillsboro County	-\$22	-\$26	-\$34	-\$46	-\$59	-\$71
Trash Collection		\$35	\$35	\$35	\$35	\$35	\$35
Gas Fixed Charge	For any use of gas	\$12	\$12	\$12	\$12	\$12	\$12
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7

Actual Family Allowances To be used by the family to compute allowance.		
Complete below for the actual unit rented.	Utility or Service	Monthly Cost
Name of Family	Heating	
	Cooking	
	Other Electric	
Address of Unit	Air Conditioning	
	Water Heating	
	Water & Sewer	
	Trash Collection	
	Gas fixed charge	
Number of Bedrooms	Range/Microwave	
	Refrigerator	
	Total	\$

Note 1/ If using septic sewer system, subtract sewer charge found below

Allowances for Tenant-Furnished Utilities And Other Services

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

Locality: Tampa, Florida (PHA FL-003)		Mobile Home					Date: 10/1/2018	
Utility or Service		Monthly Dollar Allowances; Number of Bedrooms						
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	
Heating	a. Natural Gas	\$4	\$5	\$7	\$8	\$11	\$12	
	b. Electric Resistance	\$4	\$5	\$6	\$8	\$12	\$14	
	c. Heat Pump	\$1	\$2	\$2	\$2	\$4	\$5	
	d. Propane/LPG/Bottle gas	\$15	\$21	\$27	\$33	\$42	\$48	
Cooking	a. Natural Gas	\$5	\$7	\$9	\$10	\$12	\$14	
	b. Electric	\$5	\$7	\$8	\$10	\$12	\$13	
	c. Propane/LPG/Bottle gas	\$21	\$28	\$35	\$41	\$48	\$55	
Other Electric/Lighting		\$42	\$52	\$62	\$72	\$82	\$91	
Air Conditioning		\$7	\$17	\$28	\$42	\$57	\$69	
Water Heating	a. Natural Gas	\$8	\$17	\$25	\$34	\$42	\$51	
	b. Electric	\$6	\$14	\$21	\$28	\$35	\$43	
	c. Propane/LPG/Bottle gas	\$33	\$67	\$100	\$133	\$166	\$199	
Water & Sewer 1/	a. Tampa	\$17	\$25	\$43	\$69	\$96	\$129	
	b. Temple Terrace	\$33	\$44	\$67	\$101	\$137	\$175	
	c. Hillsboro County	\$41	\$49	\$63	\$88	\$114	\$139	
Subtract for Water Only (Septic Tank)	a. Tampa	-\$11	-\$17	-\$28	-\$45	-\$62	-\$79	
	b. Temple Terrace	-\$22	-\$31	-\$49	-\$77	-\$104	-\$131	
	c. Hillsboro County	-\$22	-\$26	-\$34	-\$46	-\$59	-\$71	
Trash Collection		\$35	\$35	\$35	\$35	\$35	\$35	
Gas Fixed Charge	For any use of gas	\$12	\$12	\$12	\$12	\$12	\$12	
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7	
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7	

Actual Family Allowances To be used by the family to compute allowance. Complete below for the actual unit rented.	Utility or Service	Monthly Cost
Name of Family	Heating	
	Cooking	
	Other Electric	
Address of Unit	Air Conditioning	
	Water Heating	
	Water & Sewer	
	Trash Collection	
	Gas fixed charge	
Number of Bedrooms	Range/Microwave	
	Refrigerator	
	Total	\$

Note 1/ If using septic sewer system, subtract sewer charge found below

**Comparisons: Revised vs Previous Allowances
For Selected Structure Types and Sizes**

Utility and Fuel	Utility Allowances		Difference (Rev. - Current)	
	Revised	Current	Dollars	Percent
3-Bedroom Single Family				
Heating:				
Gas (excluding fixed charge)	\$9.84	\$8.26	\$2	19.1%
Electric Resistance	\$9.87	\$9.74	\$0	1.4%
<i>Electric Heat Pump</i>	\$2.90	\$2.86	\$0	1.5%
Air Conditioning	\$49.51	\$48.88	\$1	1.3%
Cooking:				
Gas	\$10.50	\$8.81	\$2	19.1%
Electric	\$9.90	\$9.76	\$0	1.5%
Hot Water:				
Gas	\$33.80	\$28.37	\$5	19.1%
Electric	\$28.08	\$27.67	\$0	1.5%
Other Electric/Lighting (including fixed charge)	\$71.66	\$70.89	\$1	1.1%
Water & Sewer (Tampa)	\$92.89	\$92.89	\$0	0.0%
Gas fixed charge	\$12.00	\$12.00	\$0	0.0%
Most common combinations, including air conditioning and Tampa water & sewer				
Mixed Fuel: Gas + electric lighting	\$280.19	\$270.10	\$10	3.7%
All electric	\$261.92	\$259.82	\$2	0.8%
2 Bedroom Duplex, Attached				
Heating:				
Gas	\$6.84	\$5.74	\$1	19.1%
Electric Resistance	\$6.24	\$6.15	\$0	1.5%
<i>Electric Heat Pump</i>	\$2.20	\$2.20	\$0	0.0%
Air Conditioning	\$26.97	\$26.58	\$0	1.5%
Cooking:				
Gas	\$8.77	\$7.37	\$1	19.1%
Electric	\$8.28	\$8.15	\$0	1.5%
Hot Water:				
Gas	\$25.36	\$21.29	\$4	19.1%
Electric	\$20.80	\$20.49	\$0	1.5%
Other Electric/Lighting (including fixed charge)	\$55.44	\$54.91	\$1	1.0%
Water & Sewer (Tampa)	\$42.55	\$42.55	\$0	0.0%
Gas fixed charge	\$12.00	\$12.00	\$0	0.0%
Most common combinations, including air conditioning and Tampa water & sewer				
Mixed Fuel: Gas + electric lighting	\$177.93	\$170.44	\$7	4.4%
All electric	\$160.28	\$158.83	\$1	0.9%

**Comparisons: Revised vs Previous Allowances
For Selected Structure Types and Sizes**

Utility and Fuel	Utility Allowances		Difference	
	Revised	Current	Dollars	Percent
2-Bedroom Apartment With 5 or More Units; High Rise				
Heating:				
Gas	\$4.10	\$3.45	\$1	19.1%
Electric Resistance	\$3.74	\$3.69	\$0	1.5%
<i>Electric Heat Pump</i>	\$1.21	\$1.19	\$0	1.5%
Air Conditioning	\$21.32	\$21.01	\$0	1.5%
Cooking:				
Gas	\$8.77	\$7.37	\$1	19.1%
Electric	\$8.28	\$8.15	\$0	1.5%
Hot Water:				
Gas	\$25.36	\$21.29	\$4	19.1%
Electric	\$20.80	\$20.49	\$0	1.5%
Other Electric/Lighting (including fixed charge)	\$49.24	\$48.80	\$0	0.9%
Water & Sewer (Tampa)	\$42.55	\$42.55	\$0	0.0%
Gas fixed charge	\$12.00	\$12.00	\$0	0.0%
Most common combinations, including air conditioning and Tampa water & sewer				
Mixed Fuel: Gas + electric lighting & AC	\$163.35	\$156.46	\$7	4.4%
All electric	\$145.93	\$144.69	\$1	0.9%
2-Bedroom Apartment With 2-4 Units; Garden Apartment (new in 2016; compared to old "Duplex")				
Heating:				
Gas	\$4.10	\$3.45	\$1	19.1%
Electric Resistance	\$3.74	\$3.69	\$0	1.5%
<i>Electric Heat Pump</i>	\$1.21	\$1.19	\$0	1.5%
Air Conditioning	\$21.32	\$21.01	\$0	1.5%
Cooking:				
Gas	\$8.77	\$7.37	\$1	19.1%
Electric	\$8.28	\$8.15	\$0	1.5%
Hot Water:				
Gas	\$25.36	\$21.29	\$4	19.1%
Electric	\$20.80	\$20.49	\$0	1.5%
Other Electric/Lighting (including fixed charge)	\$49.24	\$48.80	\$0	0.9%
Water & Sewer (Tampa)	\$42.55	\$42.55	\$0	0.0%
Gas fixed charge	\$12.00	\$12.00	\$0	0.0%
Most common combinations, including air conditioning and Tampa water & sewer				
Mixed Fuel: Gas + electric lighting & AC	\$163.35	\$156.46	\$7	4.4%
All electric	\$145.93	\$144.69	\$1	0.9%
Date of allowance	10/1/2018	10/1/17		

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Natural Gas				
Schedule RS www.peoplesgas.com > Company > Our Gas System > Purchased Gas Adjustment Rates > Tariffs > Section 7; viewed 9/3/2017 Also: Ed Elliott, Manager of Gas Accounting, 813-228-4149 eelliott@tecoenergy.com.				
Total Rate per Therm, including tax	GRate	\$1.59670	Up 19%	[Calculated]
Fuel Rate (<i>Purchased Gas Adjustment</i>)		\$0.92682		See figures at right; average of last winter's fuel prices →
Non-Fuel Rate		\$0.41988		2016: All these are available online; sum of following figures:
Distribution charge		\$0.26782		Sheet 7.201; effective 6/2009; billing class RS-1
Energy Conservation Cost Recovery		\$0.09921		Sheet 7.101-2, effective 1/1/2018
Cast Iron/Bare Steel Replacement		\$0.05285		Sheet 7.806, effective 1/1/2018
Fixed Customer Charge	GFixed	\$12.00	Same	P. 7.201, eff 6/18/2009; viewed 7/26/2018. Assume < 100 therms/yr
Taxes:	(GTax)	18.56%		[Calculated]
Florida Gross Receipts Tax		2.56%		
Tampa Utility Tax		10.00%		see note for electric; gas and electric taxes are identical.
Franchise Fee		6.00%		
Electric				
tampaelectric.com > Company > Our Power System > Retail Tariff Book > Section 6 > Residential Service > Schedule RS; effective 6/5/2017				
Electric cost, total (sum):				
Up to 1,000 kWh/month	ERate1	\$0.10283	Up 2%	Sum of items shown below, including tax (calculated by spreadsheet)
1,000+ kWh	ERate2	\$0.12782	Up 1%	Sum of items shown below, including tax (calculated by spreadsheet)
Details:				
Fuel Charge:				
Up to 1,000 kWh/month		\$0.02818		
1,000+ kWh		\$0.03818		
Energy Conservation Charge		\$0.00246		Page 6.020; eff January-December 2018; page 2 of full pdf document
Capacity charge		\$0.00066		
Environmental charge		\$0.00343		
Energy and Demand Charge:				
Up to 1,000 kWh/month		\$0.05200		Page 6.030; eff 6/5/2017
1,000+ kWh		\$0.06308		
Fixed Cost (including tax):	EFixed	\$19.71	Same	Calculated by spreadsheet; including taxes
Basic Service Charge		\$16.62		Page 6.030; eff 6/5/2017
Taxes:	(ETax)	18.56%		[Calculated]
Florida Gross Receipts Tax		2.56%		FL Gross Receipts Tax is on sheet 6.022 (page 4 of full pdf document), despite Sharon.Fox @ tampagov.net 813-274-8558 Tax Coordinator;
Tampa Utility Tax		10.0%		lee.huffstutler@tampagov.net 813-274-7171 Chief Acct; who cited 2.60% in her email of 8/28/2017.
Franchise Fee		6.0%		
Propane/LPG				
Total cost, including tax	LRate	\$5.74	Up 35%	[calculated by spreadsheet]
Tampa utility tax (percent)		10%		
Tampa sales tax (percent)		0%		Assume outside of city, so no sales tax
Cost per gallon, delivered, company 1		\$5.85		TECO/Heritage Propane, 813/626-9111 7/25/2018; ask for SECOND year rate, not 1st fill or 1st year (be sure it's Tampa office not Orlando)
Cost per gallon, delivered, company 2		\$4.589		Dave Cole, CSC manager, Tampa. 813-626-4157 DColed@suburbanpropane.com email 8/3/2018. Ask for non-HUD price
Water & Sewer				
Area 1: Tampa				
www.tampagov.net > Departments > Water [dropdown on left] > Rates/Fees > Residential and Non-Residential Potable Water Schedule of Rates; effective October 1 2011 and unchanged since then (viewed 7/25/18). Or: Tampa Utilities 813-274-8811 X 3-3				
Water:				
Water Rate, 0-5 CCF/month	W1Rate1	\$2.09	Same	
Water Rate, 6-13 CCF	W1Rate2	\$2.43	Same	
Water Rate, 14-26 CCF	W1Rate3	\$4.07	Same	

Resolution No. 2018-4101

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Water Rate, 27-45 CCF	W1Rate4	\$5.44	Same	Ron Ibarra, Chief Accountant, Div Rev & Finance 813/274-8921 10/21/02.
Tampa Utility Tax	W1Tax	10%	Same	Applies to water only; telecon with sewer dept 8/22/2007
Sewer:	S1Rate	\$4.71	Same	813/274-8811 X 3-1-3-0 telecon 7/25/2018; effective 10/1/2011 & unchanged
Area 2: Temple Terrace				
Water:				
Fixed charges, total:	W2Fixed	\$6.73	Same	www.templeterrace.com > Government > Departments > Finance > Customer service & utilities > utility rates; viewed 7/25/2018. Also: Judy Crutcher, Customer Service Manager 813-506-6428. JCrutcher@templeterrace.com
Billing charge		\$3.06		
Meter charge, 5/8 or 3/4" meter		\$3.67		This is a meter charge, and is in addition to the billing charge
Volume charges (including PILOT and tax)				2015: Calculated; includes Payment in Lieu of Taxes and 10% tax, which had not been included in previous years.
Up to 8,000 gallons/month, per 1,000	W2Rate1	\$2.40	Same	
Over 8,000 gallons/month, per 1,000	W2Rate2	\$3.93	Same	
Water rate, 0-8,000 gallons/month		\$2.09		"Non-discretionary water use, up to 8,000 gallons"
Water rate, >8,000 gallons/month		\$3.48		"Discretionary Water Use, over 8,000 gallons"
Payment in Lieu of Taxes, per 1,000 gal.		\$0.10		
Utility tax		10.0%		Applies to watervolumetric rate only, not to water fixed charges.
Sewer:				
Fixed charge ("Billing charge")	S2Fixed	\$3.67	Same	
Volume charge, including PILOT	S2Rate	\$10.12	Same	Calculated; includes PILOT. Note that 10% tax does NOT apply to sewer, it only
Volume charge, per 1,000 gallons		\$10.02		
Payment in Lieu of Taxes, per 1,000 gal.		\$0.10		
Area 3: Hillsboro County Unincorporated				
Water:				
Totals:				www.hillsboroughcounty.org > Government > Departments > Public Utilities > Water Rates & Fees > Rate schedule for water, wastewater, and reclaimed water service. Rates effective 6/1/2018. Riverview & Brandon are serviced by County water department. Also: 813/272-5977
0-5,000 gallons/month	W3Rate1	\$3.64	Same	
5,001 - 15,000 gallons/month	W3Rate2	\$4.90	Up 1%	
15,001-30,000 gallons/month	W3Rate3	\$6.22	Up 1%	
30,001 or more gallons/month	W3Rate4	\$7.85	Up 1%	
Fixed charge (total):	W3Fixed	\$12.79	Up 1%	[Calculated fields; do <u>not</u> alter in any way]
Tampa Bay Water Charge		\$2.93		"Purchased water pass-through consumption charge"; column 1 in box "Water Conservation Block Rates"
Cost, 0-5,000 gallons/month		\$0.71		
Cost, 5,001-15,000 gallons/month		\$1.97		Hillsborough County Water Charge; column 2 in box "Water Conservation Block Rates"
Cost, 15,001-30,000 gallons/month		\$3.29		
Cost, 30,001 or more		\$4.92		
Customer Bill Charge		\$4.15		Fixed charge
Base Facility Charge		\$8.64		Fixed charge
Sewer:				
Fixed charge (total):	S3Fixed	\$13.96	Up 1%	Base Facility Charge
Cost, per 1,000 gallons	S3Rate	\$4.50	Up 1%	"Monthly wastewater usage charge;" capped at 8,000 gallons/month
Trash (all areas)				
Fixed rate per household	Trash	\$34.91	Same	Vince.Butorac@tampagov.net Dept of Solid Waste 813-348-2095; email 7/25/2018. Also https://www.tampagov.net/solid-waste

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
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Schedule RS www.peoplesgas.com > Company > Our Gas System > Purchased Gas Adjustment Rates > Tariffs > Section 7; viewed 9/3/2017 Also: Ed Elliott, Manager of Gas Accounting, 813-228-4149 eelliott@tecoenergy.com.				
Total Rate per Therm, including tax	GRate	\$1.59670	Up 19%	[Calculated]
Fuel Rate (<i>Purchased Gas Adjustment</i>)		\$0.92682		See figures at right; average of last winter's fuel prices →
Non-Fuel Rate		\$0.41988		2016: All these are available online; sum of following figures:
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Cast Iron/Bare Steel Replacement		\$0.05285		Sheet 7.806, effective 1/1/2018
Fixed Customer Charge	GFixed	\$12.00	Same	P. 7.201, eff 6/18/2009; viewed 7/26/2018. Assume < 100 therms/yr
Taxes:	(GTax)	18.56%		[Calculated]
Florida Gross Receipts Tax		2.56%		
Tampa Utility Tax		10.00%		see note for electric; gas and electric taxes are identical.
Franchise Fee		6.00%		
Electric				
tampaelectric.com > Company > Our Power System > Retail Tariff Book > Section 6 > Residential Service > Schedule RS; effective 6/5/2017				
Electric cost, total (sum):				
Up to 1,000 kWh/month	ERate1	\$0.10283	Up 2%	Sum of items shown below, including tax (calculated by spreadsheet)
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Basic Service Charge		\$16.62		Page 6.030; eff 6/5/2017
Taxes:	(ETax)	18.56%		[Calculated]

Resolution No. 2018-4101

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Florida Gross Receipts Tax		2.56%		FL Gross Receipts Tax is on sheet 6.022 (page 4 of full pdf document), despite Sharon.Fox @ tampagov.net 813-274-8558 Tax Coordinator; lee.huffstutler@tampagov.net 813-274-7171 Chief Acct; who cited 2.60% in her email of 8/28/2017.
Tampa Utility Tax		10.0%		
Franchise Fee		6.0%		

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Propane/LPG				
Total cost, including tax	LRate	\$6.44		[calculated by spreadsheet]
Tampa utility tax (percent)		10%		
Tampa sales tax (percent)		0%		Assume outside of city, so no sales tax
Cost per gallon, delivered, company 1		\$5.85		TECO/Heritage Propane, 813/626-9111 7/25/2018; ask for SECOND year rate, not 1st fill or 1st year (be sure it's Tampa office not Orlando)
Cost per gallon, delivered, company 2			email 7/25	Dave Cole, CSC manager, Tampa. 813-626-4157 DCole@suburbanpropane.
Water & Sewer				
Area 1: Tampa				
Water:				
Water Rate, 0-5 CCF/month	W1Rate1	\$2.09	Same	www.tampagov.net > Departments > Water [dropdown on left] > Rates/Fees > Residential and Non-Residential Potable Water Schedule of Rates; effective October 1 2011 and unchanged since then (viewed 7/25/18). Or: Tampa Utilities 813-274-8811 X 3-3
Water Rate, 6-13 CCF	W1Rate2	\$2.43	Same	
Water Rate, 14-26 CCF	W1Rate3	\$4.07	Same	
Water Rate, 27-45 CCF	W1Rate4	\$5.44	Same	
Tampa Utility Tax	W1Tax	10%	Same	Ron Ibarra, Chief Accountant, Div Rev & Finance 813/274-8921 10/21/02. Applies to water only; telecon with sewer dept 8/22/2007
Sewer:	S1Rate	\$4.71	Same	813/274-8811 X 3-1-3-0 telecon 7/25/2018; effective 10/1/2011 & unchanged
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Water rate, 0-8,000 gallons/month		\$2.09		"Non-discretionary water use, up to 8,000 gallons"
Water rate, >8,000 gallons/month		\$3.48		"Discretionary Water Use, over 8,000 gallons"

Data-2: Utility Rates--Update Every Year

Effective date of allowance

DateAllow **10/1/2018**

Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Payment in Lieu of Taxes, per 1,000 gal.		\$0.10		
Utility tax		10.0%		Applies to watervolumetric rate only, not to water fixed charges.

Data-2: Utility Rates--Update Every Year

Effective date of allowance

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Utility	Name	Current Rates	Change From Last Year	Sources and Notes
Sewer:				
Fixed charge ("Billing charge")	S2Fixed	\$3.67	Same	
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Totals:				
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30,001 or more gallons/month	W3Rate4	\$7.85	Up 1%	
Fixed charge (total):	W3Fixed	\$12.79	Up 1%	
Tampa Bay Water Charge		\$2.93		"Purchased water pass-through consumption charge"; column 1 in box "Water Conservation Block Rates"
Cost, 0-5,000 gallons/month		\$0.71		
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Sewer:				
Fixed charge (total):	S3Fixed	\$13.96	Up 1%	Base Facility Charge
Cost, per 1,000 gallons	S3Rate	\$4.50	Up 1%	"Monthly wastewater usage charge;" capped at 8,000 gallons/month
Trash (all areas)				
Fixed rate per household	Trash	\$34.91	Same	Vince.Butorac@tampagov.net Dept of Solid Waste 813-348-2095; email 7/25/2018. Also https://www.tampagov.net/solid-waste

**THE HOUSING AUTHORITY OF THE CITY OF TAMPA
RESOLUTION SUMMARY SHEET**

1. Describe the action requested of the Board of Commissioners:

Re: FY2018-4102

The Board of Commissioners is requested to approve the above-referenced resolution authorizing the President/CEO of the Housing Authority of the City of Tampa Florida, (“AUTHORITY”) to fund a member loan to Central Park Development Group, LLC for the continuation of support in furtherance of the redevelopment of the Encore Tampa.

2. Requestor:

- A. **Department:** Office of the Chief Financial Officer (CFO)
- B. **Project:** Central Park Development Group, LLC (CPDG, LLC)
- C. **Originator:** Susi Begazo-McGourty

3. Cost Estimate (if applicable):

Purchase price: \$150,000.00

Narrative:

A resolution authorizing the President/CEO of the Housing Authority of the City of Tampa Florida, (“AUTHORITY”) to fund a member loan to Central Park Development Group, LLC for the continuation of support in furtherance of the redevelopment of the Encore Tampa.

Attachments (if applicable):

Resolution Summary Sheet
Memo
Resolution

Attachments:

Twelfth Promissory Note

M E M O R A N D U M

Date: September 26, 2018

To: Board of Commissioners

Through: Jerome D. Ryans, President/CEO

From: Susi Begazo-McGourty, Senior Vice-President/CFO

Subject: **Resolution 2017-4102**
RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING
AUTHORITY OF THE CITY OF TAMPA, FLORIDA (“AUTHORITY”) TO
FUND A MEMBER LOAN TO CENTRAL PARK DEVELOPMENT GROUP,
LLC FOR THE CONTINUATION OF SUPPORT IN FURTHERANCE OF THE
REDEVELOPMENT OF ENCORE TAMPA

From time to time the Members in the Central Park Development Group LLC (Bank of America and THA) make member loans to the company to support the ongoing operations of the company. Such member loans are then secured through a Promissory Note issued by the Company. Member Loans are then retired as land sales take place. Staff is seeking to make a Member Loan to Central Park Development Group, LLC in the amount of \$150,000.

If you have any questions ahead of the scheduled Board Meeting please don't hesitate to call Susi Begazo-McGourty at (813) 341-9101 ext. 3640.

RESOLUTION 2018-4102

RESOLUTION AUTHORIZING THE PRESIDENT/CEO OF THE HOUSING AUTHORITY OF THE CITY OF TAMPA, FLORIDA (“AUTHORITY”) TO FUND A MEMBER LOAN TO CENTRAL PARK DEVELOPMENT GROUP, LLC FOR THE CONTINUATION OF SUPPORT IN FURTHERANCE OF THE REDEVELOPMENT OF ENCORE TAMPA

WHEREAS, the Housing Authority of the City of Tampa and Bank of America CDC are partners in the redevelopment of Central Park Village, now known as Encore Tampa;

WHEREAS, Central Park Development Group, LLC’s Partnership Agreements call for each Member to be able to support the operating needs of the Company (Central Park Development Group, LLC), with Member Loans made and secured in accordance with the Operating Agreement;

WHEREAS, each Member have been active in extending Member Loans to the Company, each such Member Loan accrue a member rate of return until they are retired from proceeds of land sales as they occur;

WHEREAS, the Housing Authority of the City of Tampa wishes to make another Member Loan to the Company in the amount of \$150,000 to support the administrative and operational needs of the Company through this current calendar year; and,

WHEREAS, the Member Loan will be secured through a Promissory Note issued by Central Park Development Group, LLC in accordance with previous similar notes.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of the Housing Authority of the City of Tampa, Florida, authorizes the President/CEO to extend a Member Loan in the amount of \$150,000, from non-federal sources, to Central Park Development Group, LLC in accordance with the terms and conditions of the Operating Agreement, and to evidence such Member Loan in the form of an Eleventh Promissory Note.

Adopted this 17st day of October 2018.

Chairperson

Secretary

TWELFTH PROMISSORY NOTE

\$150,000.00

August 15, 2018 (“Effective Date”)
Tampa, Florida

FOR VALUE RECEIVED, the undersigned (“Borrower”), promises to pay to the order of the HOUSING AUTHORITY OF THE CITY OF TAMPA, FLORIDA, a public body corporate and politic, organized and existing under the laws of the State of Florida (“Lender”), at 5301 West Cypress Street, Tampa, Florida 33607, or at such other place as Lender may direct from time to time in writing, the principal sum of ONE HUNDRED FIFTY THOUSAND AND 00/100 DOLLARS (\$150,000.00), or so much of the principal sum as has been disbursed to, or on behalf of, Borrower from time to time pursuant to Section 1 hereof and remains unpaid, together with interest thereon at the rate per annum designated herein. Capitalized terms used in this Twelfth Promissory Note, which are not defined herein, shall have the meanings given to such terms in the Amended and Restated Limited Liability Company Operating Agreement of Borrower dated as of November 17, 2010, as amended from time to time (the “Agreement”).

1. Disbursements: Lender shall disburse funds from time to time not to exceed an aggregate sum of ONE HUNDRED FIFTY THOUSAND AND 00/100 DOLLARS (\$150,000.00) to, or on behalf of, Borrower for payment of reasonable third party costs incurred for certain predevelopment activities associated with the advancement of the mixed-income, mixed-use community known as “Encore” (collectively, “Predevelopment Costs”), which Predevelopment Costs are subject to verification by Borrower. Lender shall provide Borrower with documentation substantiating the Predevelopment Costs, including the date that the Predevelopment Costs were disbursed, at which time interest shall accrue at the rate set forth hereinbelow. The date of disbursement of funds for payment of Borrower-verified Predevelopment Costs shall be the date that the Predevelopment Costs were paid by Lender on behalf of Borrower to the third party.

2. Interest Rate: Commencing on the Effective Date of this Twelfth Promissory Note, interest on the principal amount, from time to time remaining unpaid shall accrue and be payable at the rate of twelve percent (12%) per annum, calculated on the basis of a 360-day year.

3. Repayment Terms: The entire outstanding principal sum, together with all accrued and unpaid interest, shall be due and payable in full on the Closing Date (as defined in the Amended and Restated Contract for Purchase and Sale of Real Property dated as of November 17, 2010, by and between Borrower and Lender, as amended from time to time), including any extension thereof, or, if the Borrower lacks sufficient funds to repay such amount, on such later date as determined in writing by the Lender and Borrower (the “Maturity Date”). This Twelfth Promissory Note shall be subordinate to the Promissory Note, the Second Promissory Note, the Third Promissory Note, the Fourth Promissory Note, the Fifth Promissory Note, the Sixth Promissory Note, the Seventh Promissory Note, the Eighth Promissory Note, the Ninth Promissory Note, the Tenth Promissory Note and the Eleventh Promissory Note and shall be subordinate to any Member Loan made to Borrower by BACDC in accordance with Section 3.3 of the Agreement at any time prior to repayment of this Twelfth Promissory Note. Lender shall sign a document evidencing the subordination of this Twelfth Promissory Note at Borrower’s request.

4. Application of Payments: All payments on this Twelfth Promissory Note shall be applied first to accrued interest and then to principal due. Any remaining funds shall be applied to the reduction of principal.

5. Prepayment: Except as may be otherwise herein specifically provided, Borrower shall have the privilege to prepay the principal and any accrued but unpaid interest in full or in part at any time without premium.

6. Events of Default; Acceleration: Each of the following shall constitute an event of default hereunder (“Event of Default”): (a) failure by Borrower to keep, perform or observe any agreement, covenant, or condition contained herein; or (b) failure by Borrower to pay any amount required to be paid by this Twelfth Promissory Note when due. Upon the happening of an Event of Default, Lender may, at Lender’s option, declare the entire principal amount outstanding, together with all accrued interest, to be immediately due and payable.

7. Governing Law; Changes: This Twelfth Promissory Note may not be changed orally and shall be governed by and construed in accordance with the laws of the State of Florida without regard to principles of conflict of laws.

8. Jurisdiction; Venue: Borrower: (a) submits to personal jurisdiction in the State of Florida, the courts thereof and the United States District Courts sitting therein, for the enforcement of this Twelfth Promissory Note; (b) waives any and all personal rights under the law of any jurisdiction to object on any basis (including, without limitation, inconvenience of forum) to jurisdiction or venue within the State of Florida for the purpose of litigation to enforce this Twelfth Promissory Note; and (c) agrees that service of process may be made upon Borrower in any manner prescribed by applicable federal rules of civil procedure or by applicable local rules or laws of civil procedure for the giving of notice to Borrower. Nothing herein contained, however, shall prevent Lender from bringing any action or exercising any rights against Borrower personally, and against any assets of Borrower, within any other state or jurisdiction.

9. Payments Not to Violate Law: Nothing herein contained nor any transaction related thereto shall be construed or so operate as to require Borrower to pay interest at a rate greater than the Maximum Lawful Rate (as defined below), or to make any payment or to do any act contrary to applicable law, and Lender shall reimburse Borrower for any interest paid in excess of the Maximum Lawful Rate or any other payment which may inadvertently be required by Lender to be paid contrary to applicable law; and if any clauses or provisions herein contained operate or would prospectively operate to invalidate this Twelfth Promissory Note, in whole or in part, then such clauses and provisions only shall be held for naught, as though not herein contained, and the remainder of this Twelfth Promissory Note shall remain operative and in full force and effect. As used herein, the term “Maximum Lawful Rate” means at any time the highest rate of interest permitted by applicable law, calculated on the basis of a 360-day year, after taking into consideration all sums paid or agreed to be paid to Lender for the use, forbearance or detention of the indebtedness evidenced by this Twelfth Promissory Note, and all other charges constituting interest on the indebtedness evidenced by this Twelfth Promissory Note.

10. Attorneys' Fees: In the event that this Twelfth Promissory Note is collected by law or through attorneys at law, or under advice therefrom, Borrower agrees to pay all costs of collection, including reasonable attorneys' fees and costs (including charges for paralegals and others working under the direction or supervision of Lender's attorneys) and all sales or use taxes thereon, whether or not suit is brought, and whether incurred in connection with collection, trial, appeal, bankruptcy or other creditors' proceedings or otherwise.

11. Miscellaneous: Borrower hereby waives presentment for payment, demand, protest, notice of nonpayment or dishonor and of protest, and any and all other notices and demands whatsoever, and agrees to remain bound under this Twelfth Promissory Note until the principal and interest are paid in full, notwithstanding any extensions of time for payment which may be granted even though the period or periods of extension be indefinite and notwithstanding any inaction by, or failure to assert any legal rights available to the holder of this Twelfth Promissory Note. Borrower acknowledges that Lender may reproduce (by electronic means or otherwise) any of the documents evidencing and/or securing this Twelfth Promissory Note and thereafter may destroy the original documents. Borrower hereby agrees that any document so reproduced shall be the binding obligation of Borrower enforceable and admissible in evidence against Borrower to the same extent as if the original documents had not been destroyed. The proceeds of this Twelfth Promissory Note shall be used solely to acquire or carry on a business, professional, investment, or commercial enterprise or activity.

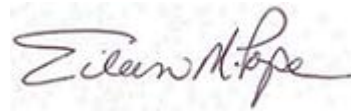
BORROWER HEREBY KNOWINGLY, VOLUNTARILY AND INTENTIONALLY WAIVES THE RIGHT BORROWER MAY HAVE TO A TRIAL BY JURY WITH RESPECT TO ANY LITIGATION BASED HEREON, OR ARISING OUT OF, UNDER OR IN CONNECTION WITH THIS TWELFTH PROMISSORY NOTE AND ANY AGREEMENT CONTEMPLATED TO BE EXECUTED IN CONNECTION HEREWITH, OR ANY COURSE OF CONDUCT, COURSE OF DEALING, STATEMENTS (WHETHER VERBAL OR WRITTEN) OR ACTIONS OF BORROWER. THIS PROVISION IS A MATERIAL INDUCEMENT FOR LENDER TO MAKE THE LOAN EVIDENCED BY THIS TWELFTH PROMISSORY NOTE.

[Signature Page Follows]

IN WITNESS WHEREOF, this Twelfth Promissory Note has been executed as of the day and year first above written.

**CENTRAL PARK DEVELOPMENT GROUP,
LLC**, a Florida limited liability company

By: BANC OF AMERICA COMMUNITY
DEVELOPMENT CORPORATION, a
North Carolina corporation, Its Managing
Member

A handwritten signature in cursive script, appearing to read "Eileen M. Pope", is written over a light gray rectangular background.

By:
Eileen M. Pope, Senior Vice President

HOUSING AUTHORITY OF THE CITY OF TAMPA
DEPARTMENT OF HUMAN RESOURCES,
PROFESSIONAL DEVELOPMENT & COMPLIANCE
EMPLOYEE DEMOGRAPHICS
September 2018

Regular Full-Time Employees	183
Temporary Full-Time Employees	24
Temporary Part-Time Employees	8
Total Employees	215

GENDER

Male	84
Female	131
Total Employees	215

ETHNIC ORIGIN

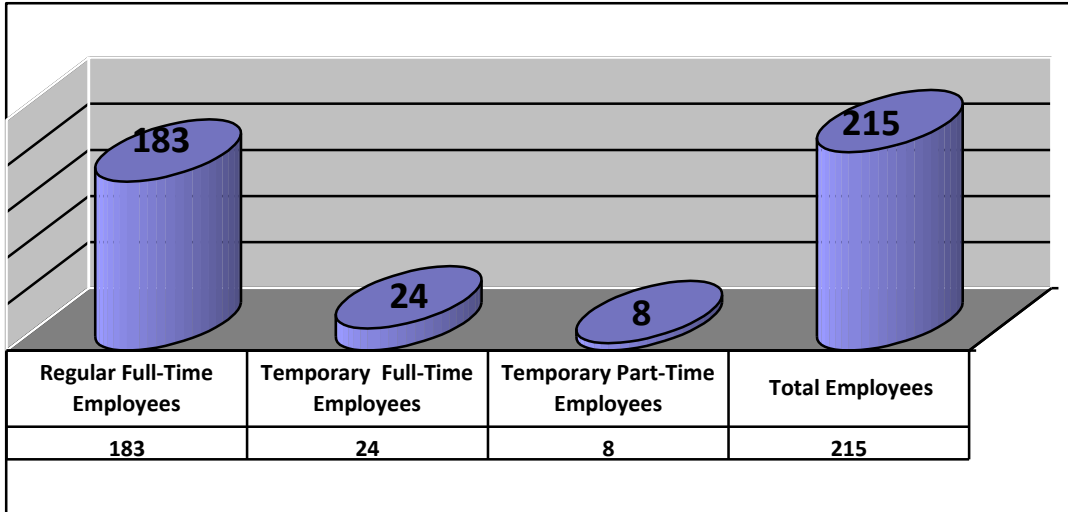
African American	117
Caucasian	29
Hispanic	63
Other	6
Total Employees	215
Residents Employment	(12) = 5.58%

	September	FY18
NEW HIRES	0	19
PROMOTIONS	0	7
TERMINATIONS	3	7
RESIGNATIONS	2	11
RETIREMENTS	1	7

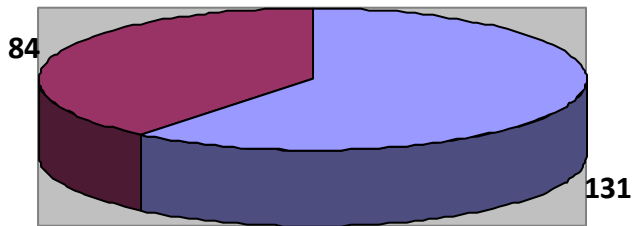
DEPARTMENT OF HUMAN RESOURCES, PROFESSIONAL DEVELOPMENT & COMPLIANCE

DEPARTMENT	PROPERTY	TITLE	D-O-H
<u>Assisted Housing</u>			
	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
<u>Program & Property Svcs.</u>			
	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
<u>Asset Management</u>			
	Seminole Apartments	Maintenance Mechanic II	1/7/18
	Section 8	Property Associate	7/24/06
TOTAL THA EMPLOYED PUBLIC HOUSING RESIDENTS			12

TOTAL STAFFING



GENDER

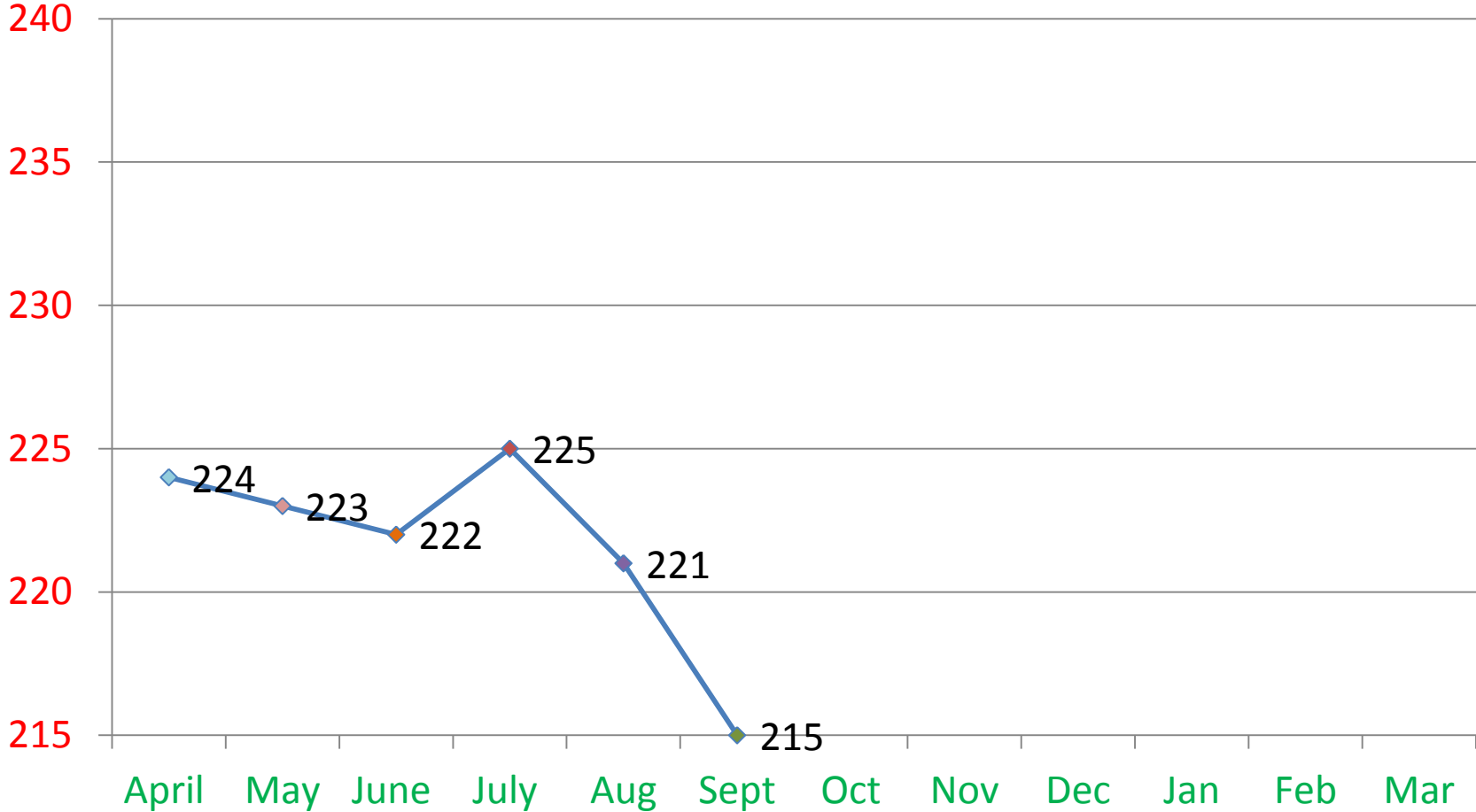


Female Male

Total Employees at Tampa Housing Fiscal Year 2019

Total
Employees

Total Employees Fiscal Year 2019



October Employee of the Month

ADMINISTRATION



Jeny Rodriguez

Ms. Jeny Rodriguez is a Support Specialist in the Assisted Housing Department and has been with the Tampa Housing Authority for approximately eight years. Jeny currently supports the waitlist Intake Counselor for the Project Based/Rental Assistance Demonstration programs which currently manages 24 waitlists. She is responsible for reviewing applicant packets for required documents, criminal background checks, verification of income/assets, contacting clients for required documents, assisting with the tracking of waitlist pulls, answering applicant questions, and updating applicant changes. Jeny was also instrumental in contacting and working with all of the Puerto Rico disaster applicants as she is fluent in both English and Spanish. She has a strong work ethic and has a willingness to learn and grow. She goes above and beyond and shows initiative to take on added responsibilities. Jeny has expressed her sincere interest in becoming a housing counselor. Her progression is one to be proud of and is deserving of this recognition. Thank you for recognizing Ms. Rodriguez for employee of the month.

October Employee of the Month

PROPERTIES: Robles Park



Javier Diaz

Tireless, dependable, reliable and pleasant. These are some of the words used by his residents, colleagues and supervisor at the Robles Park community. Javier does the difficult jobs and makes sacrifices that usually go unrecognized. Taking after-hours calls is not an easy venture. These calls can come at any hour of the night or weekends. Where others shy away from this responsibility, Javier steps up and takes on this responsibility time and time again without any complaint. He can be relied on to cover for those employees out sick or on vacation. There is that smile and an upbeat personality that helps to make a bad situation fine. He is an excellent plumber, a great colleague and an asset to the Robles Park community and the Tampa Housing Authority. Thank you for recognizing Mr. Javier Diaz as October's employee of the month.



HOUSING AUTHORITY OF THE CITY OF TAMPA BOARD OF COMMISSIONERS MONTHLY REPORT

Department of Program and Property Services
Stephanie Brown-Gilmore, Director
September 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.

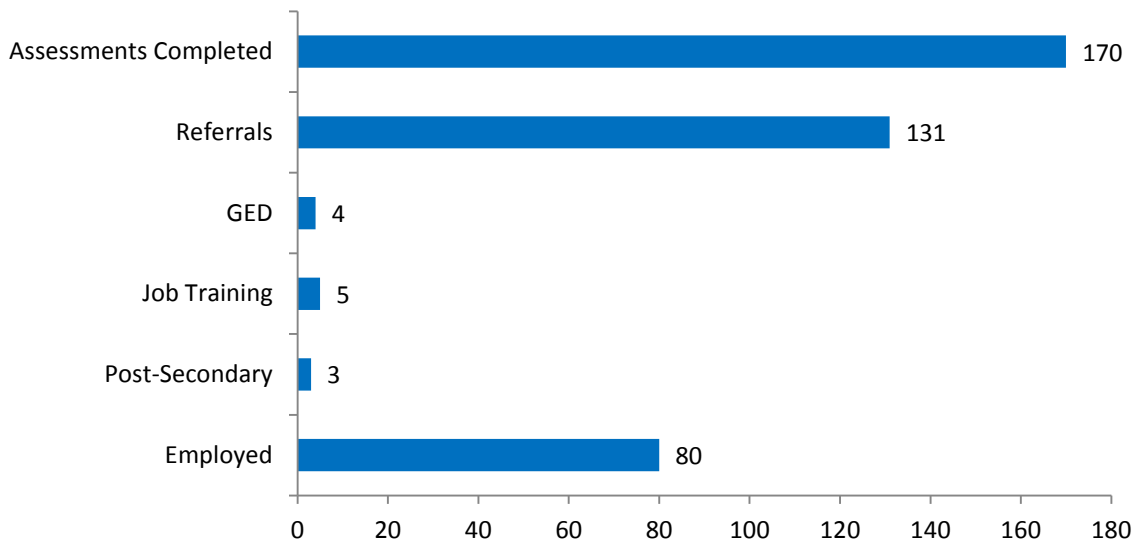
The programs listed below are outlined in detail on the following pages:

Program	Award Amount
ROSS Service Coordinator	\$682,560
Elderly Services	N/A
Choice Neighborhood Initiative (CNI)	\$30,000,000
YouthBuild (YB)	\$1,068,849
Florida Network of Youth and Family Services (FLNET)	\$192,753
Oaks at Riverview Community Center (ORCC)	N/A
Jobs Plus Initiative (JPI)	\$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
Village Link-Up	\$156,862
Project Reinvest: Financial Capability	\$12,960

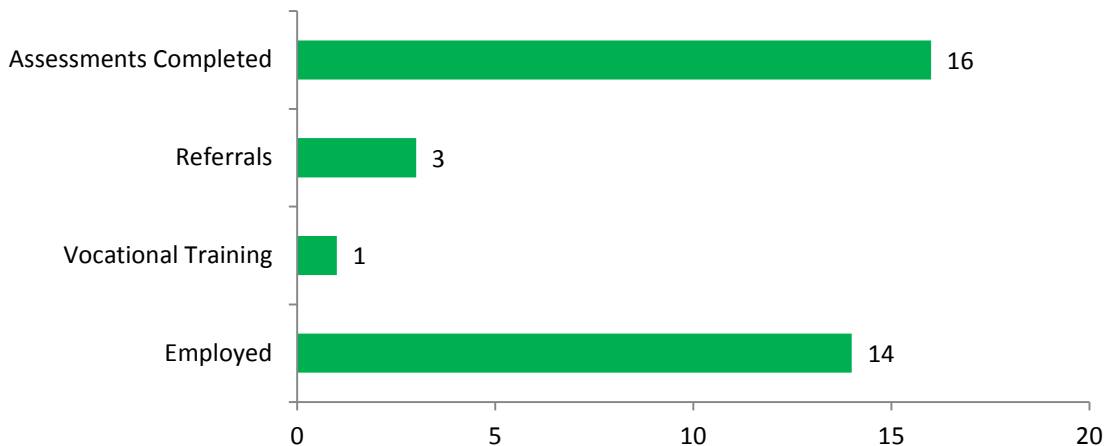
**RESIDENT OPPORTUNITIES FOR SELF-SUFFICIENCY (ROSS)
SERVICE COORDINATORS (SC)
SEPTEMBER 2018**

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

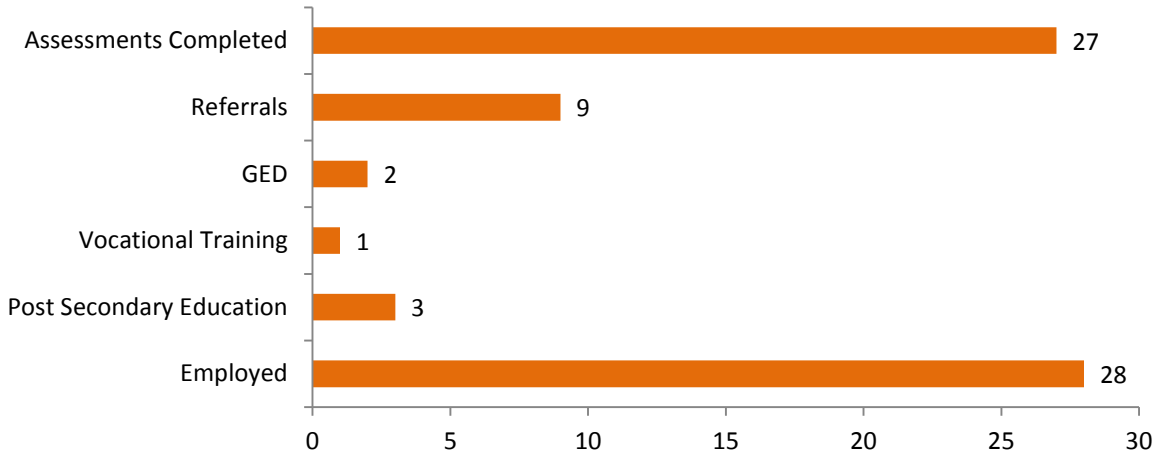


Arbors at Padgett Estates

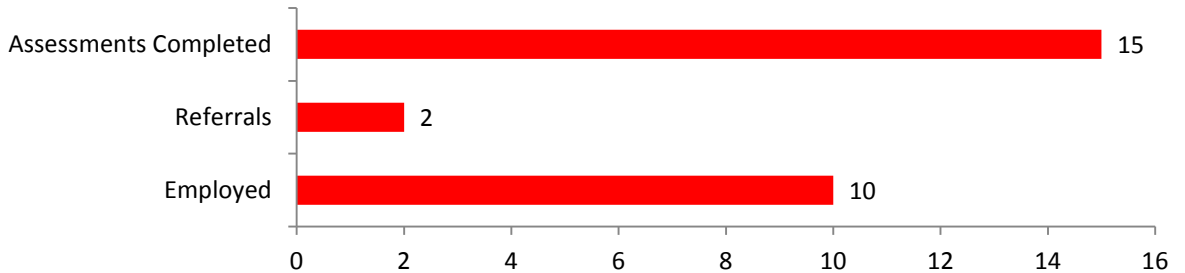


**RESIDENT OPPORTUNITIES FOR SELF-SUFFICIENCY (ROSS)
SERVICE COORDINATORS (SC)
SEPTEMBER 2018**

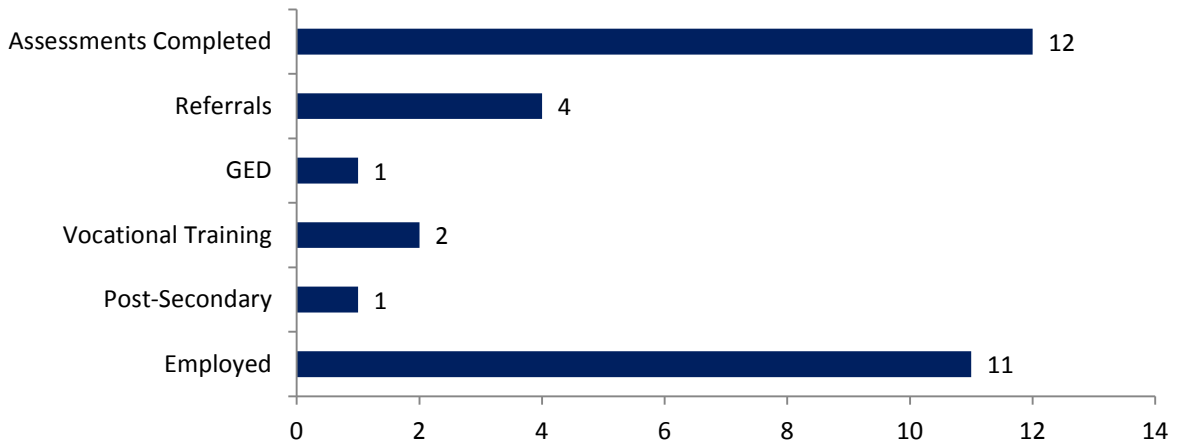
C. Blythe Andrews



Seminole



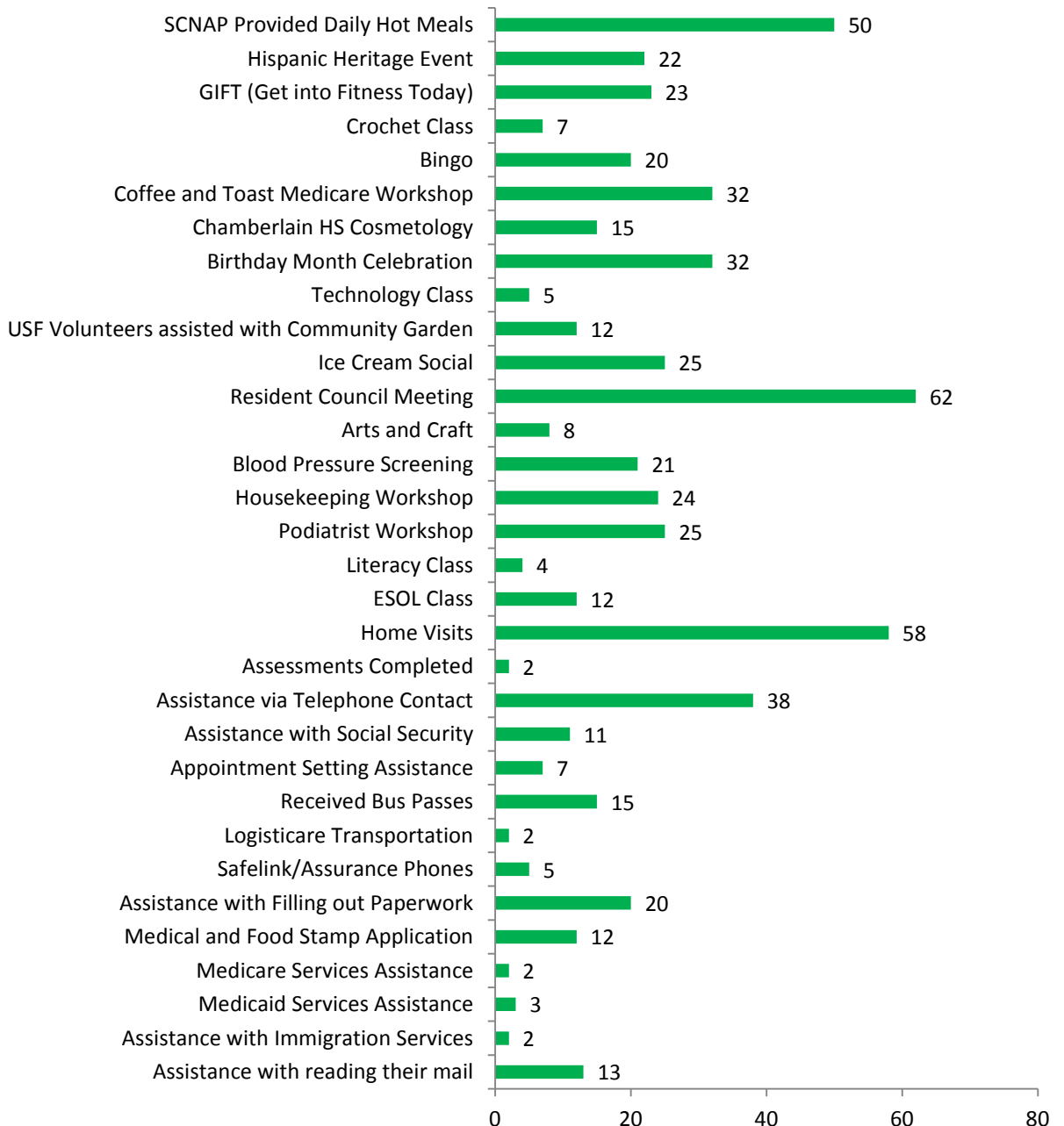
Moses White



ELDERLY SERVICES SEPTEMBER 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, 65 Office Visits



COMMUNITY AND SUPPORTIVE SERVICES (CSS) PROGRAM SEPTEMBER 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

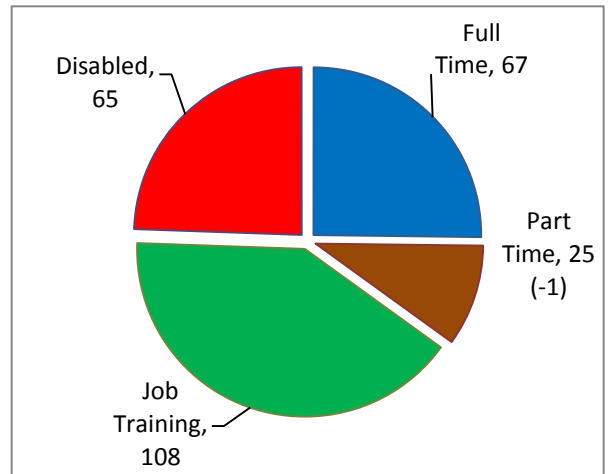
663 Participants Enrolled

184 Active Families

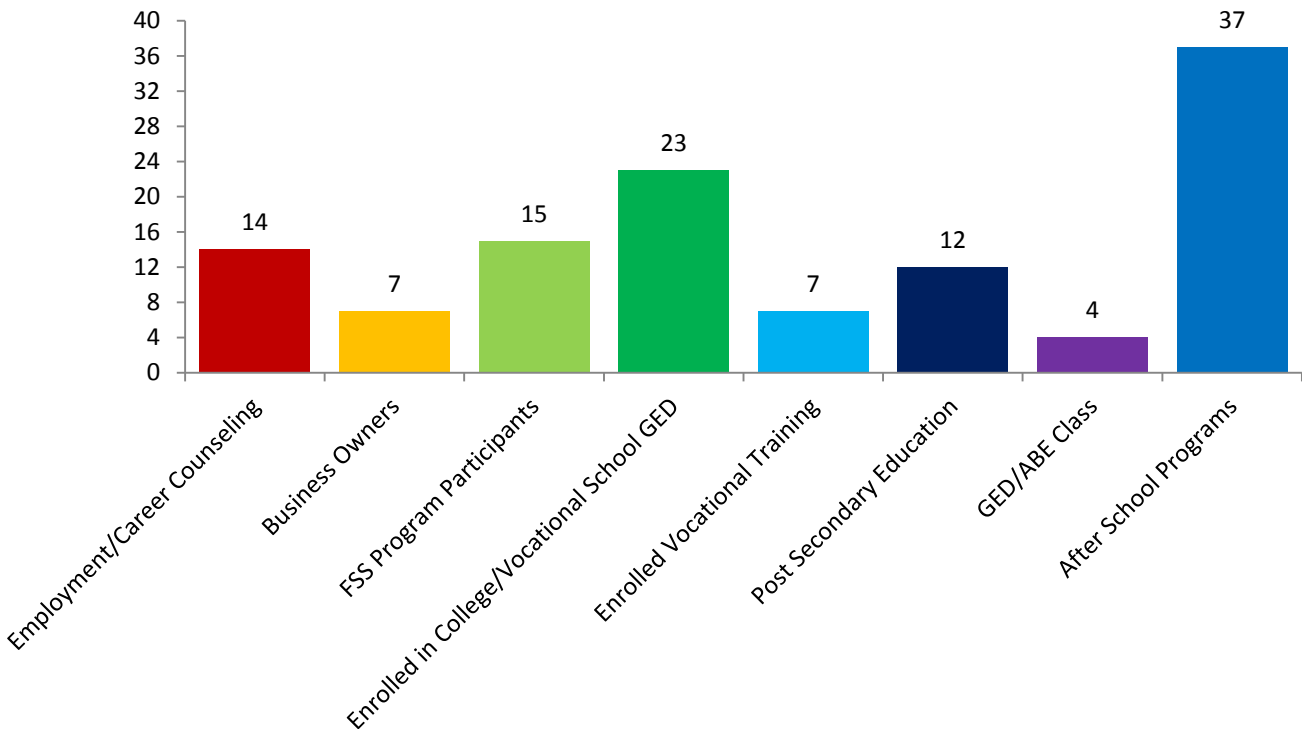
Original Residents who moved back to Encore (26)

Newly Targeted Residents at the Encore (550)

- Ella – 125
- Reed – 203
- Trio - 222



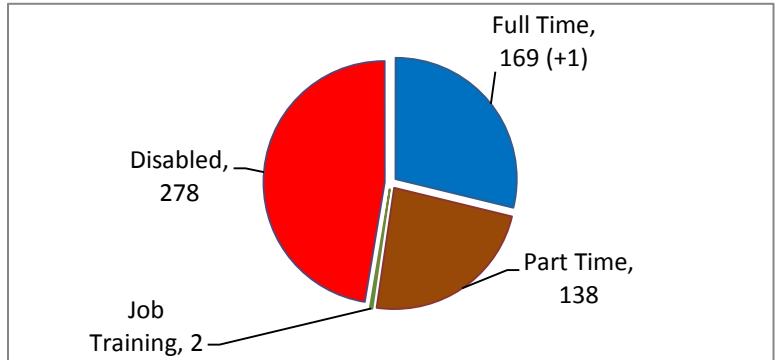
Participant Services



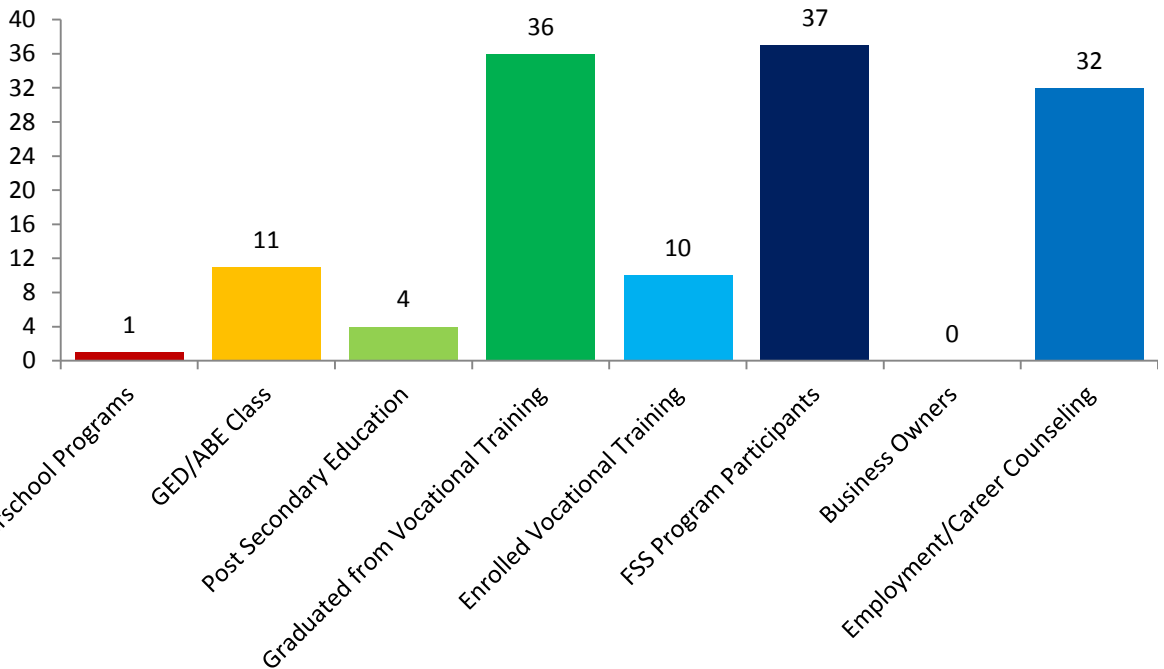
**COMMUNITY AND SUPPORTIVE SERVICES (CSS) PROGRAM
SEPTEMBER 2018**

West River Initiative

Participant Enrollment
1707 Participants Enrolled
678 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) SEPTEMBER 2018

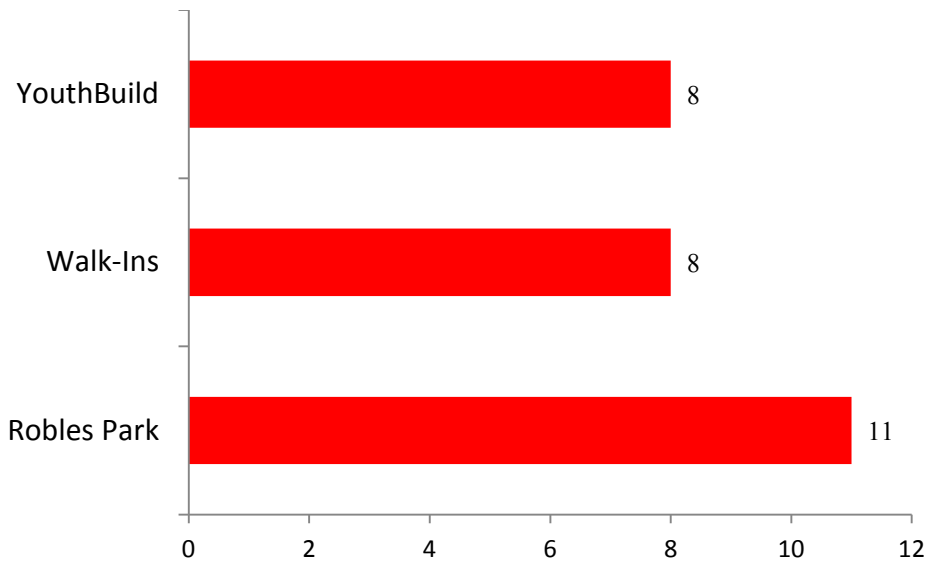
The Job Development and Placement Program (JDPP) will provide direct services by partnering with a variety of community-based agencies, schools, and other non-profit organizations to provide employment training, education services, and job placement services to residents.

Total Number of Residents Serviced: **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:

- Met with companies about seasonal hiring
- Met with companies about hosting workshops
- Recruiting companies for October Job Fair
- Hosted a Job Search Workshop for YB

Upcoming Events:

- October 3rd - Tampa Housing Authority Job Fair

YOUTHBUILD SEPTEMBER 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	5	71
GED/H.S Attainments	75%	15	8	6	1	29
Literacy and Numeracy Gains	65%	45%	41%	60%		60%
Attainment of Degree/ Certification	85%	23	11	20	1	58
Placements Employment/ Secondary Education	74%	23	10	12	0	45
Additional Certifications:		23	14			37

Monthly Highlights:

- A. Curcio received his GED
- YB Students worked on taking up the old floor, put down new wood laminate and painted the inside of the YB site.
- Program Manager attended the Region 3 Peer to Peer in Atlanta
- YB USA Affiliation application was completed and turned in

Upcoming Events:

- October 5th - CPR and First Aid Certification
- Forklift Certification in October
- Meeting with Phoenix Construction for internships
- College Tour in November
- Graduation in November

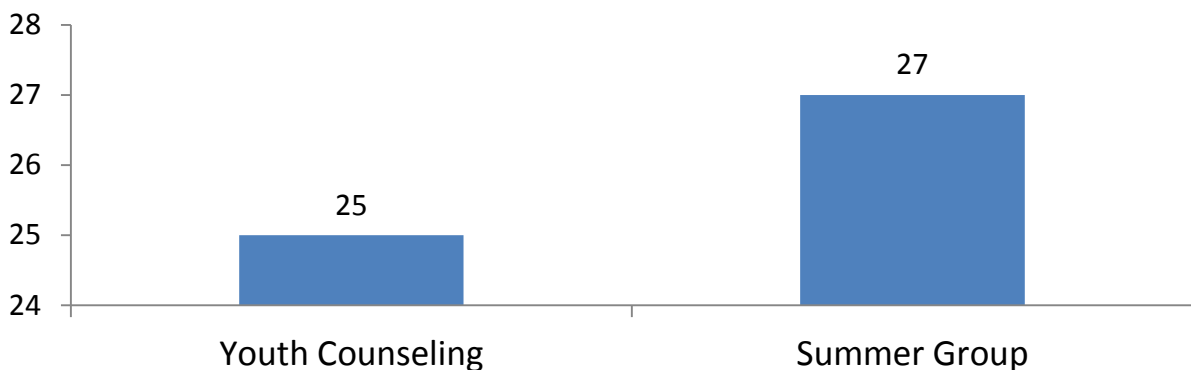
The purpose of the program is to offer Mental Health services to public housing residents and surrounding communities in Hillsborough County. The program will target youth that are most at-risk of becoming delinquent. Services are offered to eligible youth and families who possess multiple risk factors 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:

- Fifty-two (52) active cases in 2018-2019 Fiscal Year.



Monthly Highlights:

- Intern, Roshanda Pinson, leading/co-leading Girls Group at Stewart Middle School
- September 11th - Attended Case Staffing Committee Meeting
- September 13th - Attended DJJ Provider Training
- September 19th - 21st, 2018 - Fall Executive Advisory Retreat – Key Largo, FL

Upcoming Events

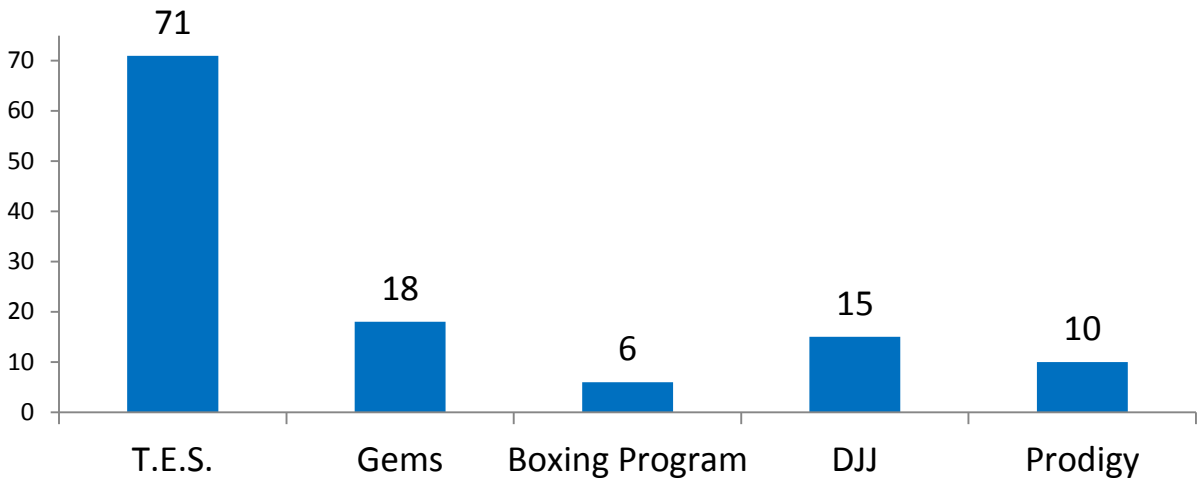
- Group Sessions at Sligh MS, Plant City HS, Broward Elementary, & Stewart MS will be starting in late October.
- 6th Annual Fall Parent Workshop – Tentative Date: Wednesday, November 21st

OAKS AT RIVERVIEW COMMUNITY CENTER SEPTEMBER 2018

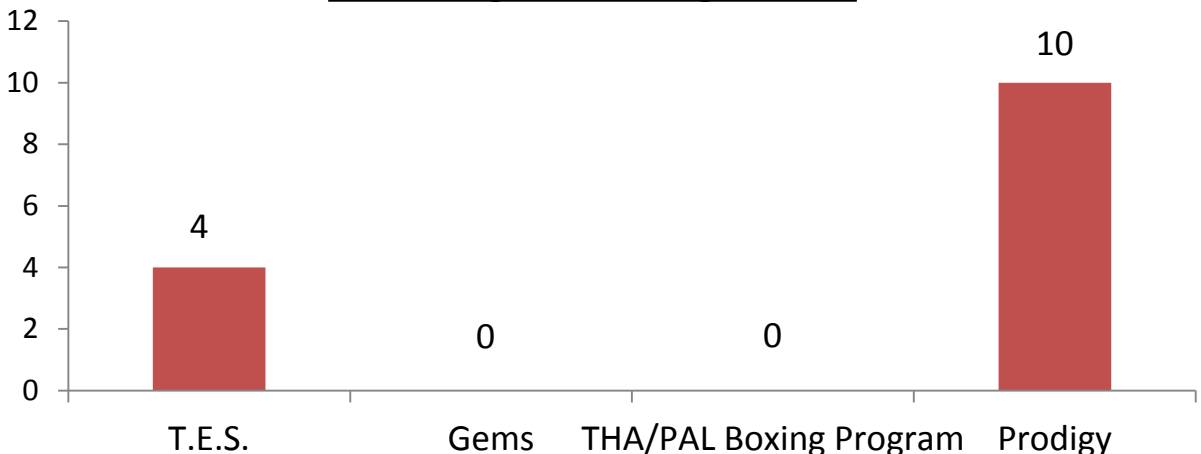
The Oaks at Riverview Community Center (ORCC) provides services relating youth development that includes: tutorial services, artistic expressions, recreational and academic games, computer learning, supportive services, cultural arts, multi-purpose (events, lunch/snack, and presentations), a sound proof 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 – 134

Elementary Afterschool Programs - 120



Middle/High School Programs - 14



JOBS PLUS INITIATIVE SEPTEMBER 2018

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.

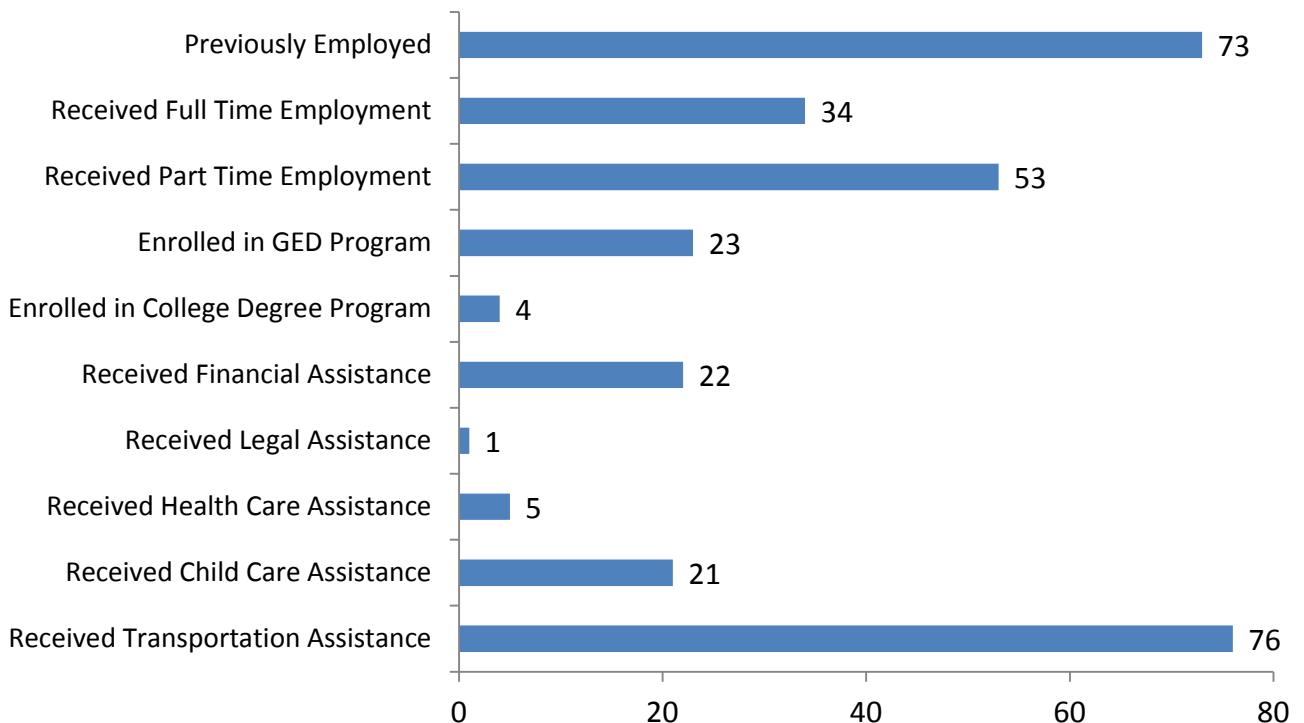
Participant Enrollment

224 Adult Participants enrolled since the beginning of the Program (18 Left Development)

10 Participants enrolled in September

15 Youths are participating in the JPI Program

Participant Services



Monthly Highlights

- September 25th – 27th - JPI Conference in Washington, D.C.

Upcoming Events

- October 6th - Robles Community Concert
- October 10th - Hiring Event: People Ready Staffing
- October 11th - TABE Testing
- October 19th - Food/Clothing Donation
- October 26th - Community Celebration



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 recruiting 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
SEPTEMBER 2018**

Center for Affordable Homeownership (CFAH)

Homebuyer Education

For the month of September, the CFAH had Zero (0) 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 September, Twenty-Two (22) 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 September, 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	24	0				240
FTHB* Graduates	15	30	19	30	16	42	29	23	0				204
FTHB* Counseling	10	17	12	22	36	38	31	17	22				205
Foreclosure Counseling	0	0	0	0	0	0	0	0	0				0
Total Clients Served	10	17	12	22	36	38	31	17	22				205
FTHB New Clients	10	17	12	22	36	38	31	17	22				205
Foreclosure New Clients	0	0	0	0	0	0	0	0	0				0
Total New Clients	10	17	12	22	36	38	31	17	22				205
Non-Section 8 Purchased Home	2	0	0	1	6	0	1	0	0				10
Public Housing FTHB Attendees	0	0	0	0	0	0	1	0	0				1
Section 8 FTHB Attendees	3	2	0	1	2	1	0	0	0				9
Outreach and Distribution	43	56	44	60	40	55	42	50	40				430



SEPTEMBER 2018

The THA Prodigy Cultural Arts program is funded by Hillsborough County as of January 1st 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** - Grade levels include Middle/High School (**Tuesdays & Thursdays – 10:00am – 11:30am**)
- **Music Production Class** - 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
August	7
September	10
Total	124

**Summer/After School Services Program
Oaks at Riverview Community Center
SEPTEMBER 2018**

The ORCC/ DJJ program is funded by Department of Juvenile Justice as of August 31st. 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
August	12
September	14



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 – September 2018

	Property	# Registered Scouts	# Attended
Pack 803	Trio	12	12
Crew 803	Trio	9	9
Pack 804	Robles	10	10
Troop 804	Robles	13	8
Pack 805	North Blvd	15	3
Troop 805	North Blvd	10	4
Pack 806	C. Blythe Andrews	17	6
Troop 806	C. Blythe Andrews	7	4
Pack 807	ORCC	23	0
Troop 807	ORCC	6	0
Total		122	56

Looking Forward

- Recruiting – Doing some new recruiting techniques on communities to increase participation
- Regular Meeting with Advancement
- Spookaree, Family Camping – Halloween fun in a campout – October 19th
- Forensics Adventure and another adventure for Cubs in October
- Bear Claws Adventure with a Day Trip in November



Johnson Control's Foundation Sustainability Ambassadors Grant Program September 2018

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.

September Highlights

On September 27th, there was a Sustainability Ambassadors meeting held at our very own JL Young's Arts and Crafts room. In this meeting the Ambassadors discussed some concerns and observations on properties such as JL Young, Robles, Moses White and Seminole. Some of the Ambassador/Residents talked about making sure to keep up with maintenance keeping notes of water spills or leaks etc. Checking windows and surrounding for proper installation and that wiring in unit is up to date.

Tampa Housing Authority Bright Scholars in Washington DC for the Congressional Black Caucus.



Memorandum



TO: Board of Commissioners
FM: Susi Begazo-McGourty, SVP / CFO
CC: Jerome D. Ryans, President / CEO
DATE: October 17, 2018
RE: Financial Reporting for the Month of September 30, 2018

Financial Highlights September 30, 2018

Rental Assistance Demonstration (RAD)

For the Six Months Ended September 30, 2018

- As of September 30, 2018 the RAD properties generated net cash from operations in the amount of \$733,576 after deducting the Operating Reserves in the amount of \$342,589; PPS funding in the amount of \$179,579; Transfers to the Corporate Overhead in the amount of \$464,230 and Replacement Reserves of \$413,388.
- The total RAD rents and other revenue budgeted for this period year to date was \$5,287,316 with actual revenues earned of \$5,676,755. This \$389,439 positive variance is primarily attributable to higher occupancy and property vacancy payments. The Year-to-date (YTD) expenses total is \$3,543,393 which represents \$154,287, or 4.2%, less than YTD budgeted expenses.
- 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 Six Months Ended September 30, 2018

- The Voucher utilization for September 30, 2018 remains excellent near 100%; additionally HUD increased administrative fee subsidy in August.
- The Assisted Housing Program YTD Administrative Revenue is \$3,432,495 which represents a positive variance of \$158,426. YTD Expenditures are \$3,221,424 which represents a positive variance of \$45,143. The YTD net income is \$211,071.
- In August 2017 the agency was 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.

Business Activities

Palm Terrace ALF (PALM)

For the Five Months Ended August 31, 2018

- Palm Terrace is an assisted living facility for the elderly, consisting of 73 private and semi-private beds.
- The Net Operating Income for the fiscal YTD was \$1,279.
- Operating Cash Balance was \$236,555.
- Replacement Reserves Cash Balance was \$71,652.

Cedar Pointe (CPNT)

For the Six Months Ended September 30, 2018

- Operates 60 units. 8 Low Income Public Housing units, 20 Market units, and 32 Affordable Housing Units.
- The Net Income for the fiscal YTD was \$62,926.
- Replacement Reserve was \$179,500.



Blended Components

North Tampa Housing Development Corporation (NTHDC)

For the Six Months Ended September 30, 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 Net Income for the fiscal YTD (after donations to affiliated entities) was \$652,996.

Meridian River Development Corporation (MRDC)

For the Five Months Ended August 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 97.8% occupied.
- The Net Income for the fiscal YTD after debt service was \$820,563.
- Operating Cash Balance was \$2,399,209.
- Replacement Reserves Cash Balance was \$378,727.

Related Entities

The Ella at Encore (ELLA)

For the Five Months Ended August 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 98.8% occupied.
- The Net Income for the fiscal YTD was \$64,910.
- Operating Cash Balance was \$82,424.
- Replacement Reserve Cash Balance was \$261,442.

The Trio at Encore (TRIO)

For the Five Months Ended August 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 100% occupied.
- The Net Income for the fiscal YTD was \$137,130.
- Operating Cash Balance was \$152,610.
- Replacement Reserve Cash Balance was \$164,565.

“Building a World-Class Community, One Family and One Neighborhood at a Time”

The Reed at Encore (REED)

For the Five Months Ended August 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 Net Income for the fiscal YTD was \$191,327.
- Operating Cash Balance was \$648,836.
- Replacement Reserve Cash Balance was \$133,662.

The Gardens at South Bay

For the Five Months Ended August 31, 2018

- The Gardens at South Bay, LTD is a mixed finance project consisting of 216 apartment units and was 99.1% occupied.
- The Net Income (Loss) for the fiscal YTD after Debt and Replacement Reserves was (\$275,749).
- Operating Cash Balance was \$237,910.
- Replacement Reserves Cash Balance was \$412,680.

Osborne Landing LTD (OSB)

For the Six Months Ended September 30, 2018

- Osborne Landing operates a 43 unit affordable housing apartment development in Tampa, Florida.
- The Net Operating Income after Reserves for the fiscal YTD was \$17,486.

Tampa Housing Authority

RAD Properties Summary 1,519 Units

Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage:	96.90%
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	Robles Park, LLC	Arbors Estate, LLC	Seminole Park, LLC	Shimberg Estates, LLC	Scruggs Manor, LLC	YTD Actual	6 Month Budget	Variance	Annual Budget	PUM
Total Revenue	\$ 2,327,819	\$ 979,196	\$ 835,573	\$ 856,058	\$ 678,109	\$ 5,676,755	\$ 5,287,316	\$ 389,439	\$ 10,574,631	\$ 623
Admin Salaries / Benefits	225,695	88,090	73,878	97,544	67,864	553,071	552,463	(607)	1,104,927	\$ 61
Administrative Expenses	114,876	44,945	23,497	25,177	11,304	219,799	217,883	(1,916)	435,767	\$ 24
Management Fees	194,979	72,349	59,352	63,321	50,421	440,422	440,422	(0)	880,844	\$ 48
Tenant Services Salary / Benefits	12,015	2,766	11,649	10,558	6,553	43,541	45,958	2,418	91,917	\$ 5
Tenant Service Expenses	4,918	2,374	3,445	2,457	1,662	14,857	54,489	39,632	108,977	\$ 2
Utilities	101,448	41,827	89,977	58,468	30,615	322,335	305,959	(16,376)	611,917	\$ 35
Maintenance Salary / Benefits	360,774	140,613	103,334	104,096	73,356	782,172	804,387	22,215	1,608,773	\$ 86
Maintenance Expenses	141,317	49,276	60,630	27,913	24,837	303,972	334,550	30,578	669,100	\$ 33
Contracted Maintenance Services	218,950	107,538	101,238	82,784	57,329	567,840	635,861	68,021	1,271,723	\$ 62
Protective Services Salary and Benefits	15,560	6,339	5,763	5,763	4,034	37,460	46,586	9,126	93,171	\$ 4
General Expenses	84,256	55,942	59,726	30,153	27,849	257,926	256,373	(1,553)	512,745	\$ 28
Total Expenses	\$ 1,474,789	\$ 612,058	\$ 592,488	\$ 508,233	\$ 355,825	\$ 3,543,393	\$ 3,697,681	\$ 154,287	\$ 7,395,361	\$ 389
Net Operating Income	\$ 853,030	\$ 367,139	\$ 243,085	\$ 347,825	\$ 322,284	\$ 2,133,362	\$ 1,589,635	\$ 543,727	\$ 3,179,270	\$ 234
Operating Reserves	144,907	57,342	51,401	51,203	37,737	342,589	342,589	-	685,178	\$ 38
PPS Fundng	115,354		42,783	-	21,442	179,579	179,579	-	359,158	\$ 20
Transfer to Corporate Overhead	85,386	151,138	14,713	105,001	107,993	464,230	464,230	-	928,460	\$ 51
Replacement Reserves	251,856	48,132	42,588	41,580	29,232	413,388	413,388	-	826,776	\$ 45
Total Other Out Flows	\$ 597,502	\$ 256,611	\$ 151,485	\$ 197,784	\$ 196,404	\$ 1,399,786	\$ 1,399,786	\$ -	\$ 2,799,572	\$ 154
Net Cash From Operations	\$ 255,528	\$ 110,528	\$ 91,600	\$ 150,041	\$ 125,880	\$ 733,576	\$ 189,849	\$ 543,727	\$ 379,698	\$ 80

Tampa Housing Authority

Robles Park, LLC 431 Units

Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage: **96.29%**

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 384,174	\$ 362,035	\$ 22,139	\$ 2,327,819	\$ 2,172,212	\$ 155,607	\$ 4,344,424	\$ 900
Admin Salaries / Benefits	33,364	36,208	2,844	225,695	217,249	(8,446)	434,498	\$ 87
Administrative Expenses	34,404	13,769	(20,635)	114,876	82,616	(32,261)	165,231	\$ 44
Management Fees	32,497	32,497	-	194,979	194,979	-	389,959	\$ 75
Tenant Services Salary / Benefits	1,870	2,114	244	12,015	12,686	671	25,371	\$ 5
Tenant Service Expenses	763	3,645	2,882	4,918	21,870	16,952	43,740	\$ 2
Utilities	18,057	15,802	(2,255)	101,448	94,813	(6,635)	211,175	\$ 39
Maintenance Salary / Benefits	52,527	62,210	9,684	360,774	373,262	12,489	746,525	\$ 140
Maintenance Expenses	10,288	26,225	15,937	141,317	157,350	16,033	314,700	\$ 55
Contracted Maintenance Services	39,170	36,804	(2,365)	218,950	220,825	1,875	441,651	\$ 85
General Expenses	12,750	13,964	1,214	84,256	83,781	(475)	167,562	\$ 33
Total Expenses	\$ 235,688	\$ 246,042	\$ 10,355	\$ 1,474,789	\$ 1,476,253	\$ 1,463	\$ 2,974,053	\$ 570
Net Operating Income	\$ 148,487	\$ 115,993	\$ 32,493	\$ 853,030	\$ 695,959	\$ 157,071	\$ 1,370,371	\$ 330
Operating Reserves	24,151	24,151	-	144,907	144,907	-	289,814	\$ 56
PPS Funding	19,226	19,226	-	115,354	115,354	-	230,708	\$ 45
Transfer to Corporate Overhead	14,231	14,231	-	85,386	85,386	-	170,771	\$ 33
Replacement Reserves	41,976	41,976	-	251,856	251,856	-	503,712	\$ 97
Total Other Out Flows	\$ 99,584	\$ 99,584	\$ -	\$ 597,502	\$ 597,502	\$ -	\$ 1,195,005	\$ 231
Net Cash From Operations	\$ 48,903	\$ 16,410	\$ 32,493	\$ 255,528	\$ 98,457	\$ 157,071	\$ 175,366	\$ 99

Tampa Housing Authority

Arbors Estate, LLC 191 Units

Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage:	96.33%
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 151,546	\$ 152,684	\$ (1,138)	\$ 979,196	\$ 916,101	\$ 63,095	\$ 1,832,203	\$ 854
Admin Salaries / Benefits	14,368	17,305	2,937	88,090	94,125	6,034	188,249	\$ 77
Administrative Expenses	8,353	7,581	(772)	44,945	45,484	539	90,966	\$ 39
Management Fees	12,058	12,058	-	72,349	72,349	-	144,697	\$ 63
Tenant Services Salary / Benefits	433	487	54	2,766	2,920	154	5,840	\$ 2
Tenant Service Expenses	337	1,634	1,297	2,374	9,805	7,431	19,610	\$ 2
Utilities	5,935	7,151	1,217	41,827	42,908	1,082	92,349	\$ 36
Maintenance Salary / Benefits	19,508	24,451	4,943	140,613	146,706	6,093	293,412	\$ 123
Maintenance Expenses	5,064	8,883	3,819	49,276	53,297	4,022	106,595	\$ 43
Contracted Maintenance Services	17,893	17,361	(532)	107,538	104,163	(3,375)	208,327	\$ 94
General Expenses	8,432	8,789	357	55,942	52,735	(3,207)	105,470	\$ 49
Total Expenses	\$ 92,381	\$ 106,117	\$ 13,736	\$ 612,058	\$ 636,700	\$ 24,642	\$ 1,279,933	\$ 534
Net Operating Income	\$ 59,165	\$ 46,567	\$ 12,598	\$ 367,139	\$ 279,402	\$ 87,737	\$ 552,270	\$ 320
Operating Reserves	9,557	9,557	-	57,342	57,342	-	114,683	\$ 50
PPS Funding						-	-	\$ -
Transfer to Corporate Overhead	25,190	25,190	-	151,138	151,138	-	302,275	\$ 132
Replacement Reserves	8,022	8,022	-	48,132	48,132	-	96,264	\$ 42
Total Other Out Flows	\$ 42,769	\$ 42,769	\$ -	\$ 256,611	\$ 256,611	\$ -	\$ 513,222	\$ 224
Net Cash From Operations	\$ 16,397	\$ 3,798	\$ 12,598	\$ 110,528	\$ 22,791	\$ 87,737	\$ 39,048	\$ 96

Tampa Housing Authority

Seminole Park Apartments, LLC 169 Units

Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage:	98.00%
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 131,360	\$ 126,163	\$ 5,197	\$ 835,573	\$ 756,979	\$ 78,593	\$ 1,513,959	\$ 824
Admin Salaries / Benefits	9,221	12,885	3,665	73,878	77,311	3,433	154,621	\$ 73
Administrative Expenses	3,816	5,617	1,800	23,497	33,701	10,205	67,403	\$ 23
Management Fees	9,892	9,892	-	59,352	59,352	-	118,705	\$ 59
Tenant Services Salary / Benefits	1,818	2,049	231	11,649	12,295	646	24,590	\$ 11
Tenant Service Expenses	755	1,445	690	3,445	8,670	5,226	17,341	\$ 3
Utilities	16,570	11,373	(5,197)	89,977	68,236	(21,741)	139,515	\$ 89
Maintenance Salary / Benefits	17,652	17,500	(152)	103,334	105,000	1,667	210,001	\$ 102
Maintenance Expenses	16,641	7,508	(9,132)	60,630	45,050	(15,580)	90,100	\$ 60
Contracted Maintenance Services	14,051	19,253	5,202	101,238	115,520	14,282	231,040	\$ 100
Protective Services Salary and Benefits	927	1,294	367	5,763	7,763	2,000	15,527	\$ 6
General Expenses	9,840	6,633	(3,207)	59,726	39,799	(19,927)	79,599	\$ 59
Total Expenses	\$ 101,183	\$ 95,450	\$ (5,733)	\$ 592,488	\$ 572,699	\$ (19,789)	\$ 1,148,441	\$ 584
Net Operating Income	\$ 30,178	\$ 30,713	\$ (535)	\$ 243,085	\$ 184,280	\$ 58,804	\$ 365,518	\$ 240
Operating Reserves	8,567	8,567	-	51,401	51,401	-	102,801	\$ 51
PPS Funding	7,131	7,131	-	42,783	42,783	-	85,566	\$ 42
Transfer to Corporate Overhead	2,452	2,452	-	14,713	14,713	-	29,426	\$ 15
Replacement Reserves	7,098	7,098	-	42,588	42,588	-	85,176	\$ 42
Total Other Out Flows	\$ 25,247	\$ 25,247	\$ -	\$ 151,485	\$ 151,485	\$ -	\$ 302,969	\$ 149
Net Cash From Operations	\$ 4,930	\$ 5,466	\$ (535)	\$ 91,600	\$ 32,795	\$ 58,804	\$ 62,549	\$ 90

Tampa Housing Authority
 Shimberg Estate, LLC 165 Units
 Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage:	97.13%
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 139,647	\$ 133,751	\$ 5,896	\$ 856,058	\$ 802,505	\$ 53,554	\$ 1,605,009	\$ 865
Admin Salaries / Benefits	13,249	16,024	2,775	97,544	96,144	(1,400)	192,288	\$ 99
Administrative Expenses	3,336	5,437	2,101	25,177	32,622	7,445	65,244	\$ 25
Management Fees	10,553	10,553	-	63,321	63,321	-	126,641	\$ 64
Tenant Services Salary / Benefits	1,645	1,857	212	10,558	11,142	584	22,284	\$ 11
Tenant Service Expenses	291	1,373	1,082	2,457	8,238	5,781	16,476	\$ 2
Utilities	11,076	7,495	(3,581)	58,468	44,968	(13,500)	96,282	\$ 59
Maintenance Salary / Benefits	17,895	17,375	(520)	104,096	104,253	157	208,505	\$ 105
Maintenance Expenses	3,907	7,527	3,620	27,913	45,160	17,248	90,320	\$ 28
Contracted Maintenance Services	7,512	19,431	11,919	82,784	116,586	33,802	233,172	\$ 84
Protective Services and Benefits	927	1,186	259	5,763	7,117	1,353	14,233	\$ 6
General Expenses	4,913	6,689	1,776	30,153	40,131	9,978	80,262	\$ 30
Total Expenses	\$ 75,305	\$ 94,947	\$ 19,642	\$ 508,233	\$ 569,681	\$ 61,448	\$ 1,145,707	\$ 513
Net Operating Income	\$ 64,343	\$ 38,804	\$ 25,539	\$ 347,825	\$ 232,823	\$ 115,002	\$ 459,302	\$ 351
Operating Reserves	8,534	8,534	-	51,203	51,203	-	102,406	\$ 52
PPS Funding	-	-	-	-	-	-	-	\$ -
Transfer to Corporate Overhead	17,500	17,500	-	105,001	105,001	-	210,002	\$ 106
Replacement Reserves	6,930	6,930	-	41,580	41,580	-	83,160	\$ 42
Total Other Out Flows	\$ 32,964	\$ 32,964	\$ -	\$ 197,784	\$ 197,784	\$ -	\$ 395,568	\$ 200
Net Cash From Operations	\$ 31,379	\$ 5,840	\$ 25,539	\$ 150,041	\$ 35,039	\$ 115,002	\$ 63,734	\$ 152

Tampa Housing Authority
 Scruggs Manor Estate, LLC 116 Units
 Net Operating Income

For the Six Months Ended September 30, 2018

Occupancy Percentage:	99.42%
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 110,689	\$ 106,586	\$ 4,103	\$ 678,109	\$ 639,518	\$ 38,590	\$ 1,279,036	\$ 974
Admin Salaries / Benefits	8,995	11,273	2,278	67,864	67,635	(229)	135,271	\$ 98
Administrative Expenses	1,664	3,910	2,246	11,304	23,461	12,157	46,922	\$ 16
Management Fees	8,404	8,404	-	50,421	50,421	-	100,842	\$ 72
Tenant Services Salary / Benefits	1,022	1,153	131	6,553	6,916	363	13,832	\$ 9
Tenant Service Expenses	247	984	737	1,662	5,905	4,243	11,810	\$ 2
Utilities	5,727	5,710	(17)	30,615	34,258	3,643	72,596	\$ 44
Maintenance Salary / Benefits	12,529	12,528	(1)	73,356	75,166	1,809	150,331	\$ 105
Maintenance Expenses	4,242	5,615	1,373	24,837	33,693	8,856	67,385	\$ 36
Contracted Maintenance Services	9,320	13,128	3,808	57,329	78,767	21,437	157,533	\$ 82
Protective Services and Benefits	649	863	214	4,034	5,176	1,142	10,352	\$ 6
	4,557	6,654	2,097	27,849	39,926	12,077	79,853	\$ 40
Total Expenses	\$ 57,354	\$ 70,262	\$ 12,908	\$ 355,825	\$ 421,574	\$ 65,749	\$ 847,226	\$ 511
Net Operating Income	\$ 53,335	\$ 36,324	\$ 17,011	\$ 322,284	\$ 217,944	\$ 104,339	\$ 431,810	\$ 463
Operating Reserves	6,289	6,289	-	37,737	37,737	-	75,474	\$ 54
PPS Funding	3,574	3,574	-	21,442	21,442	-	42,884	\$ 31
Transfer to Corporate Overhead	17,999	17,999	-	107,993	107,993	-	215,986	\$ 155
Replacement Reserves	4,872	4,872	-	29,232	29,232	-	58,464	\$ 42
Total Other Out Flows	\$ 32,734	\$ 32,734	\$ -	\$ 196,404	\$ 196,404	\$ -	\$ 392,808	\$ 282
Net Cash From Operations	\$ 20,601	\$ 3,590	\$ 17,011	\$ 125,880	\$ 21,540	\$ 104,339	\$ 39,002	\$ 181

Tampa Housing Authority

JL YOUNG, INC 447 Units

Net Operating Income

For the Nine Months Ended September 30, 2018

Occupancy Percentage:	96.42%
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	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Total Revenue	\$ 313,268	\$ 299,685	\$ 13,583	\$ 2,803,950	\$ 2,697,164	\$ 106,786	\$ 3,596,218	\$ 697
Admin Salaries / Benefits	25,578	32,142	6,563	285,597	289,274	3,677	385,699	\$ 71
Administrative Expenses	6,570	13,612	7,041	48,717	122,505	73,789	163,340	\$ 12
Management Fees	24,677	24,677	0	241,137	222,097	(19,040)	296,129	\$ 60
Tenant Services Salary / Benefits	5,942	6,427	485	56,015	57,844	1,830	77,126	\$ 14
Tenant Service Expenses	876	998	122	13,953	8,982	(4,971)	11,976	\$ 3
Utilities	7,733	23,395	15,662	179,010	216,763	37,752	286,946	\$ 44
Maintenance Salary / Benefits	50,342	57,865	7,523	482,889	520,785	37,896	694,380	\$ 120
Maintenance Expenses	10,413	16,478	6,065	60,376	148,306	87,930	197,741	\$ 15
Contracted Maintenance Services	61,180	42,695	(18,485)	305,647	384,256	78,609	512,342	\$ 76
Protective Services Salary and Benefits	2,596	2,672	76	24,091	24,047	(44)	32,063	\$ 6
Protective Service Expenses	9,558	8,333	(1,225)	64,546	75,000	10,454	100,000	\$ 16
	6,720	6,921	202	64,748	62,292	(2,457)	83,056	\$ 16
Total Expenses	\$ 212,186	\$ 236,215	\$ 24,030	\$ 1,826,726	\$ 2,132,151	\$ 305,425	\$ 2,840,797	\$ 454
Net Operating Income	\$ 101,082	\$ 63,469	\$ 37,612	\$ 977,224	\$ 565,013	\$ 412,211	\$ 755,422	\$ 243
Operating Reserves	21,292	21,292	-	191,624	191,624	-	255,499	\$ 48
PPS Funding	3,334	3,334	-	30,006	30,006	-	40,008	\$ 7
Transfer to Corporate Overhead	12,063	12,063	-	108,567	108,567	-	144,756	\$ 27
Replacement Reserves	18,774	18,774	-	168,966	168,966	-	225,288	\$ 42
Total Other Out Flows	\$ 55,463	\$ 55,463	\$ -	\$ 499,163	\$ 499,163	\$ -	\$ 665,551	\$ 124
Net Cash From Operations	\$ 45,619	\$ 8,007	\$ 37,612	\$ 478,061	\$ 65,850	\$ 412,211	\$ 89,871	\$ 119

Tampa Housing Authority
Central Office Cost Center Income And Operating Expenses
For the Six Months Ended September 30, 2018

	YTD Actual	YTD Budget	Variance	Annual
Management Fees RAD	588,487	588,487	-	1,176,973
Management Fees Assisted Housing	663,324	663,324	-	1,326,647
Other Fees	310,196	310,196	-	620,391
Total Revenue	\$ 1,562,006	\$ 1,562,006	\$ -	\$ 3,124,011
Admin Salaries / Benefits	1,539,308	1,634,981	95,674	3,269,963
Administrative Expenses	307,963	277,770	(30,193)	542,040
Tenant and Social Services	462	1,000	538	2,000
Utilities	45,630	45,356	(275)	93,036
Ord Maint & Operation	246,753	267,319	20,566	492,987
Protective Services	13,235	-	(13,235)	160,709
General Expenses	107,467	120,705	13,238	80,701
Other Expenses	3,297	7,500	4,203	15,000
Total Expenses	\$ 2,264,115	\$ 2,354,631	\$ 90,516	\$ 4,656,436
Contribution from other Entities				
Transfer In - NTHD	219,065	219,065	-	438,129
Transfers from RAD Properties	536,608	536,608	-	1,073,216
Transfer In - EPC Savings	10,490	10,490	-	21,079
Total Contributions from Other Sources	766,162	766,162	-	1,532,424
Net Income or (Loss)	\$ 64,053	\$ (26,463)	\$ 90,516	\$ (0)

Tampa Housing Authority
 Assisted Housing Voucher Program
 Statement of Operations-Administration
 For the Six Months Ended September 30, 2018

5.2 - vadm

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Administrative Fees Earned	535,514	540,762	(5,247)	3,388,422	3,244,569	143,853	6,338,019
Other Revenue	9,325	4,917	4,408	44,072	29,500	14,572	195,119
Total Revenue	\$ 544,839	\$ 545,678	\$ (839)	\$ 3,432,495	\$ 3,274,069	\$ 158,426	\$ 6,533,138
Admin Salaries / Benefits	309,456	351,911	42,456	2,030,298	2,111,469	81,171	4,149,806
Administrative Expenses	191,682	72,676	(119,006)	477,924	436,059	(41,866)	852,943
Management Fees	110,554	110,554	-	663,323	663,323	-	1,326,647
Tenant Service Expenses	5,609	833	(4,776)	10,577	5,000	(5,577)	10,000
Maintenance Expenses	496	417	(79)	2,571	2,500	(71)	5,000
Contracted Maintenance Services	4,949	1,233	(3,716)	10,416	7,401	(3,016)	14,801
General Expenses	2,640	6,803	4,163	26,315	40,817	14,502	173,941
Total Expenses	\$ 625,386	\$ 544,427	\$ (80,958)	\$ 3,221,424	\$ 3,266,569	\$ 45,143	\$ 6,533,138
Net Income	\$ (80,548)	\$ 1,251	\$ (81,797)	\$ 211,071	\$ 7,500	\$ 203,569	\$ -

Tampa Housing Authority
Palm Terrace Assisted Living Facility
Statement of Operations for Month Ended August 31, 2018

	Current Month			Fiscal YTD			PUM
	Actual	Budget	Variance	Actual	Budget	Variance	
Revenues							
Long term Care	45,543.26	39,000.00	6,543.26	227,125.74	195,000.00	32,125.74	\$622
Adult Daycare Services	14,246.20	9,000.00	5,246.20	48,495.16	45,000.00	3,495.16	\$133
Rental Income	22,411.05	21,500.00	911.05	112,616.64	107,500.00	5,116.64	\$309
Operating Income	53,348.72	50,020.00	3,328.72	247,881.98	250,100.00	(2,218.02)	\$679
Section 8 HAP	40,720.00	36,500.00	4,220.00	190,996.60	172,500.00	18,496.60	\$523
Personal Needs Allowances	(3,964.64)	(4,000.00)	35.36	(18,173.27)	(20,000.00)	1,826.73	(\$50)
Total Tenant Revenues	172,304.59	152,020.00	20,284.59	808,942.85	750,100.00	58,842.85	\$2,055
Other Non-Rental Income	447.00	1,052.00	(605.00)	2,190.93	5,261.00	3,070.07	\$6
Total Revenues	172,751.59	153,072.00	19,679.59	811,133.78	755,361.00	61,912.92	\$2,069
Expenses							
Salaries Expense	70,845.18	76,989.00	(6,143.82)	438,650.95	416,489.00	22,161.95	\$1,202
Administration	5,615.04	3,888.00	1,727.04	23,353.16	19,440.00	3,913.16	\$64
Utilities	14,925.94	14,140.00	785.94	66,553.07	70,700.00	(4,146.93)	\$182
Maintenance	19,315.59	9,275.00	10,040.59	78,770.59	46,375.00	32,395.59	\$216
Advertising & Marketing	350.00	815.00	(465.00)	4,523.91	4,075.00	448.91	\$12
Management Fee	8,149.21	7,654.00	495.21	39,773.72	37,784.00	1,989.72	\$109
Asset Management Fee	1,863.33	1,917.00	(53.67)	9,316.65	9,585.00	(268.35)	\$26
Reserve for Replacement	2,150.00	2,150.00	-	10,750.00	10,750.00	-	\$29
Audit/Accounting Fees	1,950.00	3,200.00	(1,250.00)	9,750.00	16,000.00	(6,250.00)	\$27
Legal Fees	770.00	150.00	620.00	4,770.00	750.00	4,020.00	\$13
Insurance	4,028.83	4,400.00	(371.17)	20,144.15	22,000.00	(1,855.85)	\$55
Food Service	15,018.31	12,250.00	2,768.31	70,269.58	62,750.00	7,519.58	\$193
Adult Day Care	244.79	1,445.00	(1,200.21)	897.57	6,825.00	(5,927.43)	\$2
Residential Programs	3,995.67	4,030.00	(34.33)	21,134.90	20,050.00	1,084.90	\$58
Bad Debt	5,318.10	0.00	5,318.10	11,196.50	-	11,196.50	\$31
Total Expenses	154,539.99	142,303.00	6,918.89	809,854.75	743,573.00	(66,281.75)	\$1,482
Net Operating Income	18,211.60	10,769.00	(7,442.60)	1,279.03	11,788.00	52,890.68	\$91

Tampa Housing Authority

Cedar Pointe Apartments 60 Units

Statement of Operations for the One and Six Months Ended September 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual	PUM
Revenues								
Tenant Revenue	35,912	35,228	684	230,812	211,367	19,445	422,733	\$ 641
Subsidy / Grant Income	5,032	4,811	221	27,548	28,865	(1,317)	57,730	\$ 77
Total Revenue	\$ 40,944	\$ 40,039	\$ 905	\$ 258,360	\$ 240,231	\$ 18,128	\$ 480,463	\$ 718
Expenses								
Admin Salaries / Benefits	5,519	2,700	(2,819)	49,402	16,200	(33,202)	32,400	\$ 137
Administrative Expenses	5,007	6,556	1,549	17,936	39,335	21,399	78,669	\$ 50
Management Fees	2,275	2,275	0	13,650	13,651	1	27,302	\$ 38
Asset Management Fees	379	379	-	2,274	2,274	-	4,548	\$ 6
Utilities	1,046	4,208	3,163	13,634	25,250	11,616	50,500	\$ 38
Maintenance Salary and Benefits	4,448	5,846	1,398	34,655	35,076	421	70,151	\$ 96
Maintenance Expenses	1,336	3,048	1,711	11,589	18,285	6,696	36,570	\$ 32
Contracted Maintenance services	3,999	5,382	1,382	24,283	32,290	8,007	64,580	\$ 67
General Expenses	2,169	6,098	3,929	13,011	36,585	23,574	55,588	\$ 36
Total Expense	\$ 26,178	\$ 36,491	\$ 10,313	\$ 180,434	\$ 218,946	\$ 38,512	\$ 420,308	\$ 501
								\$ -
Net Income	\$ 14,766	\$ 3,548	\$ 11,219	\$ 77,926	\$ 21,286	\$ 56,640	\$ 60,155	\$ 216
								\$ -
Replacement Reserve	2,500	2,500	-	15,000	15,000	-	30,000	\$ 42
Cash Flow	\$ 12,266	\$ 1,048	\$ 11,219	\$ 62,926	\$ 6,286	\$ 56,640	\$ 30,155	\$ 175

Tampa Housing Authority

North Tampa Housing Development Corporation (NTHDC)

Statement of Operations for the One and Six Months Ended September 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Revenues							
HUD Administrative Fees	965,075	897,255	67,820	5,732,576	5,383,532	349,044	10,767,064
Total Revenue	\$ 965,075	\$ 897,255	\$ 67,820	\$ 5,732,576	\$ 5,383,532	\$ 349,044	\$ 10,767,064
Expenses							
Administrative Salaries	18,696	21,944	3,248	129,121	131,663	2,542	263,327
Admin Operating Costs	1,588	300	(1,288)	5,250	1,800	(3,450)	56,632
Management Fees	8,333	8,333	0	49,998	50,000	2	100,000
Audit Fees	-	1,625	1,625	8,000	9,750	1,750	19,500
Legal Fees	-	4,583	4,583	-	27,500	27,500	55,000
Insurance Costs	11,853	11,853	-	71,115	71,115	-	142,230
Service Provider Contract Costs	642,179	621,542	(20,638)	3,802,029	3,729,250	(72,779)	6,998,592
Total Expenses	\$ 682,649	\$ 670,180	\$ (12,469)	\$ 4,065,513	\$ 4,021,078	\$ (44,434)	\$ 7,635,281
Net Operating Income	\$ 282,426	\$ 227,076	\$ 55,351	\$ 1,667,063	\$ 1,362,454	\$ 304,610	\$ 3,131,783
Affiliated Entities Operational Funding							
THA - Other Operational Funding Pending*	115,242	111,365	(3,877)	1,014,068	1,031,954	17,886	3,769,143
Affiliated Entities Operational Funding	\$ 115,242	\$ 111,365	\$ (3,877)	\$ 1,014,068	\$ 1,031,954	\$ 17,886	\$ 3,769,143
Net Income after Affiliated Funding	\$ 167,185	\$ 115,711	\$ 51,474	\$ 652,996	\$ 330,500	\$ 322,496	\$ (637,360)

*See detail breakdown on next page.

Tampa Housing Authority

North Tampa Housing Development Corporation (NTHDC)

Statement of Operations for the One and Six Months Ended September 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Affiliated Entities Operational Funding							
THA - Executive Salaries and Benefits Funding	24,127	24,127	-	144,761	144,761	-	289,522
THA - Funding of Boys Club Building	11,253	11,253	-	67,518	67,518	-	135,036
THA - Funding of Corporate Overhead	12,384	12,384	-	74,304	61,920	(12,384)	148,607
THA - Funding Property Guest Artists	-	-	-	6,000	-	(6,000)	-
THA - Funding of ORCC	33,669	33,669	-	202,017	168,347	(33,669)	404,033
THA - Funding of PPS	14,682	14,682	-	88,090	73,408	(14,682)	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	-	30,000	30,000	-	60,000
Transfer to AHDC	-	-	-	-	-	-	48,871
THA - Encore - Member Loans CPDG LLC	-	-	-	280,529	300,000	19,471	300,000
THA - Black Caucus Trip (Washington D.C.)	10,030	9,000	(1,030)	12,204	6,000	(6,204)	12,000
THA - Senior Cabaret, Elder Affairs, Fatherhood, Myon	2,123	-	(2,123)	4,678	-	(4,678)	46,500
THA - MLK Parade	1,850	417	(1,433)	1,850	2,500	650	5,000
THA - Encore CDD Funding	-	-	-	-	72,500	72,500.00	290,000
Affiliated Entities Operational Funding	\$ 115,242	\$ 111,365	\$ (3,877)	\$ 1,014,068	\$ 1,031,954	\$ 17,886	\$ 3,769,143

Tampa Housing Authority
The Meridian Properties - Consolidated
Statement of Operations for the Six Months Ended August 31, 2018

	Meridian - 279 Units		Riverpines - 298 Units		Riverplace - 120 Units		Consolidated	
	YTD Actual	PUM	YTD Actual	PUM	YTD Actual	PUM	Annual	PUM
Revenues								
Rental Revenue	\$ 1,566,244	\$ 936	\$ 1,144,421	\$ 640	\$ 618,630	\$ 859	\$ 3,329,295	\$ 796
Gain or Loss to Lease	6,016	4	40	0	(5,654)	(8)	402	0
Vacancy	(37,617)	(22)	(43,853)	(25)	(27,123)	(38)	(108,593)	(26)
Bad Debt	(2,773)	-	(2,115)	(1)	(7,580)	(11)	(12,468)	(3)
Total Rental Revenue	\$ 1,531,870	\$ 915	\$ 1,098,493	\$ 614	\$ 578,273	\$ 614	\$ 3,208,636	\$ 767
Other Non-Rental Income	66,067	39	19,897	11	32,220	45	118,184	28
Total Revenue	\$ 1,597,937	\$ 955	\$ 1,118,390	\$ 625	\$ 610,493	\$ 848	\$ 3,326,820	\$ 796
Expenses								
Salaries Expense	86,525	52	76,995	43	85,471	119	248,991	60
Administration	30,403	18	19,971	11	17,603	24	67,977	16
Advertising	16,803	10	16,672	9	6,170	9	39,645	9
Utilities	70,336	42	137,178	77	22,913	32	230,427	55
Maintenance	259,859	155	192,069	107	128,482	178	580,410	139
Professional Fees	37,961	23	33,090	19	42,767	59	113,818	27
Management Fee	84,840	51	72,789	41	39,067	54	196,696	47
Turnover	92,414	55	76,370	43	19,205	27	187,989	45
Taxes and Insurance	144,168	86	66,960	37	79,298	110	290,426	69
Total Expenses	\$ 823,309	\$ 492	\$ 692,094	\$ 387	\$ 440,976	\$ 612	\$ 1,956,379	\$ 468
Net Operating Income	\$ 774,628	\$ 463	\$ 426,296	\$ 238	\$ 169,517	\$ 235	\$ 1,370,441	\$ 328
Debt Services	\$ 384,828	\$ 230	\$ 91,774	\$ 51	\$ 73,276	\$ 102	549,878	\$ 131
Net Income after Debt Services	\$ 389,800	\$ 233	\$ 334,522	\$ 187	\$ 96,241	\$ 134	\$ 820,563	\$ 196

Tampa Housing Authority

Meridian River Development Corporation - Meridian

Statement of Operations For The One and Eight Months Ended August 31, 2018

	Current Month			Fiscal YTD			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	2018
Revenues:							
Gross Potential Rent	\$203,314	\$196,539	\$6,775	\$1,600,618	\$1,572,312	\$28,306	\$2,358,468
(Loss) Gain to Lease	728	-	728	6,016	-	6,016	-
Vacancy	(4,168)	(10,637)	6,469	(37,617)	(85,096)	47,479	(127,644)
Bad Debt	110	(900)	1,010	(2,773)	(7,200)	4,427	(10,800)
Concessions	-	-	-	-	-	-	-
Other Income	9,554	4,225	5,329	66,067	34,250	31,817	51,300
Total Revenues	\$209,538	\$189,227	\$20,311	\$1,632,311	\$1,514,266	\$118,045	\$2,271,324
Expenses:							
Administrative Salaries	11,012	14,916	3,904	86,525	119,328	32,803	178,992
Advertising & Promotion	2,147	2,730	583	16,803	22,890	6,087	34,160
Maintenance	34,314	30,722	(3,592)	259,859	256,716	(3,143)	383,624
Turnover Expense	12,358	23,675	11,317	92,414	189,400	96,986	284,100
Administrative	2,442	5,813	3,371	30,403	37,589	7,186	52,041
Utilities	9,022	11,380	2,358	70,336	91,040	20,704	136,560
Management Fees	13,274	12,700	(574)	84,840	101,600	16,760	152,400
Professional Fees	1,180	3,648	2,468	37,961	29,184	(8,777)	43,776
Insurance and Taxes	18,021	17,692	(329)	144,168	141,536	(2,632)	212,304
Total Expenses	\$103,770	\$123,276	\$19,506	\$823,309	\$989,283	\$165,974	\$1,477,957
Net Operating Income	\$105,768	\$65,951	\$39,817	\$809,002	\$524,983	\$284,019	\$793,367
Capitalized Improvements	-	8,750	8,750	-	146,600	146,600	181,600
Non-Capitalized Improvements	-	-	-	-	-	-	-
Income After Improvements	\$105,768	\$57,201	\$48,567	\$809,002	\$378,383	\$430,619	\$611,767
Debt Services	48,104	48,109	5	384,828	384,872	44	577,308
Income After Debt Services	\$57,664	\$9,092	(\$48,572)	\$424,174	(\$6,489)	(\$430,663)	\$34,459

Tampa Housing Authority

Meridian River Development Corporation - River Pines

Statement of Operations For The One and Eight Months Ended August 31, 2018

	Current Month			Fiscal YTD			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	2018
Revenues:							
Gross Potential Rent	\$150,960	\$143,405	\$7,555	\$1,190,349	\$1,147,240	\$43,109	\$1,720,860
(Loss) Gain to Lease	40	(75)	115	40	(600)	640	(900)
Vacancy	(5,025)	(8,207)	3,182	(43,853)	(65,656)	21,803	(98,484)
Bad Debt	340	(3,900)	4,240	(2,115)	(31,200)	29,085	(46,800)
Concessions	-	-	-	-	-	-	-
Other Income	2,208	2,575	(367)	19,897	20,600	(703)	30,900
Total Revenues	\$148,523	\$133,798	\$14,725	\$1,164,318	\$1,070,384	\$93,934	\$1,605,576
Expenses:							
Administrative Salaries	9,814	13,834	4,020	76,995	110,672	33,677	166,008
Advertising & Promotion	2,095	3,210	1,115	16,672	24,680	8,008	36,270
Maintenance	24,243	37,741	13,498	192,069	244,228	52,159	396,592
Turnover Expense	4,420	8,111	3,691	76,370	140,888	64,518	173,832
Administrative	2,155	2,933	778	19,971	24,864	4,893	35,546
Utilities	17,003	19,450	2,447	137,178	155,600	18,422	233,400
Management Fees	11,938	11,613	(325)	72,789	92,904	20,115	139,356
Professional Fees	1,225	3,383	2,158	33,090	27,064	(6,026)	40,596
Insurance and Taxes	8,370	8,452	82	66,960	67,616	656	101,424
Total Expenses	\$81,263	\$108,727	\$27,464	\$692,094	\$888,516	\$196,422	\$1,323,024
Net Operating Income	\$67,260	\$25,071	\$42,189	\$472,224	\$181,868	\$290,356	\$282,552
Capitalized Improvements	-	-	-	-	136,200	136,200	136,200
Non-Capitalized Improvements	-	-	-	-	-	-	-
Income After Improvements	\$67,260	\$25,071	\$42,189	\$472,224	\$45,668	\$426,556	\$146,352
Debt Services	11,472	11,474	2	91,774	91,792	18	137,688
Income After Debt Services	\$55,788	\$13,597	(\$42,191)	\$380,450	(\$46,124)	(\$426,574)	\$8,664

Tampa Housing Authority
 Meridian River Development Corporation - River Place
 Statement of Operations For The One and Eight Months Ended August 31, 2018

	Current Month			Fiscal YTD			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	2018
Revenues:							
Gross Potential Rent	\$83,654	\$79,400	\$4,254	\$658,987	\$635,200	\$23,787	\$952,800
(Loss) Gain to Lease	(370)	-	(370)	(5,654)	-	(5,654)	-
Vacancy	(4,343)	(3,000)	(1,343)	(27,123)	(24,000)	(3,123)	(36,000)
Bad Debt	146	(300)	446	(7,580)	(2,400)	(5,180)	(3,600)
Concessions	-	-	-	-	-	-	-
Other Income	3,895	1,758	2,137	32,220	13,739	18,481	20,346
Total Revenues	\$82,982	\$77,858	\$5,124	\$650,850	\$622,539	\$28,311	\$933,546
Expenses:							
Administrative Salaries	10,531	11,447	916	85,471	91,576	6,105	137,364
Advertising & Promotion	845	1,800	955	6,170	16,900	10,730	24,100
Maintenance	15,739	15,686	(53)	128,482	133,218	4,736	195,142
Turnover Expense	2,754	2,350	(404)	19,205	17,775	(1,430)	25,775
Administrative	1,865	2,559	694	17,603	20,142	2,539	29,578
Utilities	2,502	4,100	1,598	22,913	36,100	13,187	53,300
Management Fees	5,301	5,340	39	39,067	42,720	3,653	64,080
Professional Fees	1,000	1,333	333	42,767	10,914	(31,853)	16,246
Insurance and Taxes	9,725	12,142	2,417	79,298	97,136	17,838	145,704
Total Expenses	\$50,262	\$56,757	\$6,495	\$440,976	\$466,481	\$25,505	\$691,289
Net Operating Income	\$32,720	\$21,101	\$11,619	\$209,874	\$156,058	\$53,816	\$242,257
Capitalized Improvements	-	-	-	-	191,500	191,500	191,500
Non-Capitalized Improvements	-	-	-	-	-	-	-
Income After Improvements	\$32,720	\$21,101	\$11,619	\$209,874	(\$35,442)	\$245,316	\$50,757
Debt Services	9,159	9,163	4	73,276	73,304	28	109,956
Income After Debt Services	\$23,561	\$11,938	(\$11,623)	\$136,598	(\$108,746)	(\$245,344)	(\$59,199)

City, ST.: **Tampa, FL** I/AVP: **Dawn A. Wolter**
 Month/Year: **August-18** Units: **160**

Ella at Encore Monthly Executive Summary

Physical Occupancy **98.75%**
 Ending Cash **\$82,424** Payables **\$0**
 Accruals **\$874**

	Current Period				Year-To-Date			
	Actual	Budget	Var	Var. %	Actual	Budget	Var	Var. %
1 RENT REVENUE								
Rent Revenue (Gain/Loss)	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
Rent Rev - Tenant Gross Potential	\$57,282.00	\$52,675.00	\$4,607	9%	\$476,262.00	\$421,400.00	\$54,862	13%
Rent Rev - Tenant Subsidy Payment	\$64,698.00	\$58,571.00	\$6,127	10%	\$495,649.00	\$468,568.00	\$27,081	6%
TOTAL MARKET RENT	\$121,980.00	\$111,246.00	\$10,734	10%	\$971,911.00	\$889,968.00	\$81,943	9%
Rent Rev - Foregone (Lost) Rent	(\$7,074.00)	(\$32.00)	(\$7,042)	22006%	(\$63,259.00)	(\$4,019.00)	(\$59,240)	1474%
Rent Rev - Excess Income	\$5,160.00	\$4,047.00	\$1,113	28%	\$25,914.00	\$32,376.00	(\$6,462)	20%
GROSS POSSIBLE	\$120,066.00	\$115,261.00	\$4,805	4%	\$934,566.00	\$918,325.00	\$16,241	2%
Vacancy - Apartments	(\$1,646.00)	(\$3,336.00)	\$1,690	51%	(\$31,872.00)	(\$26,577.00)	(\$5,295)	20%
Admin Rent Free Unit	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
Rental Concessions	\$0.00	\$0.00	\$0	0%	(\$551.00)	\$0.00	(\$551)	100%
TOTAL VACANCIES	(\$1,646.00)	(\$3,336.00)	\$1,690	51%	(\$32,423.00)	(\$26,577.00)	(\$5,846)	22%
2 NET RENTAL INCOME	\$118,420.00	\$111,925.00	\$6,495	6%	\$902,143.00	\$891,748.00	\$10,395	1%
Laundry & Vending Rev	\$465.75	\$500.00	(\$34)	7%	\$3,869.46	\$4,060.00	(\$191)	5%
Tenant Charges	\$50.00	\$445.00	(\$395)	89%	\$2,138.71	\$3,690.00	(\$1,551)	42%
Tenant Charges - Water Sewer Reimb	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
Damages & Cleaning	\$97.00	\$0.00	\$97	100%	\$1,935.45	\$0.00	\$1,935	100%
Misc Rev	\$695.62	\$25.00	\$671	2682%	\$3,002.52	\$1,100.00	\$1,903	173%
TOTAL OTHER REVENUE	\$1,308.37	\$970.00	\$338	35%	\$10,946.14	\$8,850.00	\$2,096	24%
3 TOTAL REVENUE	\$119,728.37	\$112,895.00	\$6,833	6%	\$913,089.14	\$900,598.00	\$12,491	1%
4 Administrative Exp	\$8,231.06	\$11,076.00	\$2,845	26%	\$99,324.85	\$108,023.00	\$8,698	8%
5 Payroll Exp	\$26,067.97	\$27,418.00	\$1,350	5%	\$211,408.09	\$226,858.00	\$15,450	7%
6 Utilities Exp	\$31,952.18	\$31,938.00	(\$14)	0%	\$193,551.11	\$196,700.00	\$3,149	2%
7 Supplies & Repairs	\$1,493.48	\$2,355.00	\$862	37%	\$17,338.99	\$19,705.00	\$2,366	12%
8 Contract Services	\$3,164.55	\$4,138.00	\$973	24%	\$54,084.23	\$48,336.00	(\$5,748)	12%
9 Turnkey/Lease Exp	\$476.31	\$1,485.00	\$1,009	68%	\$5,365.40	\$7,860.00	\$2,495	32%
10 Other Operating Exp	\$3,973.65	\$2,087.00	(\$1,887)	90%	\$28,583.66	\$15,101.00	(\$13,483)	89%
11 Taxes & Insurance	\$7,186.15	\$8,904.00	\$1,718	19%	\$64,996.85	\$72,582.00	\$7,585	10%
12 COST OF OPERATIONS	\$82,545.35	\$89,401.00	\$6,856	8%	\$674,653.18	\$695,165.00	\$20,512	3%
13 PROFIT/LOSS FROM OPERATIONS	\$37,183.02	\$23,494.00	\$13,689	58%	\$238,435.96	\$205,433.00	\$33,003	16%
14 Financial Expenses	\$19,930.38	\$20,058.00	\$128	1%	\$158,532.84	\$159,634.00	\$1,101	1%
15 Corp/Partnership Rev	\$1,000.00	\$1,000.00	\$0	0%	\$14,993.00	\$8,000.00	(\$6,993)	87%
16 Insurable Losses	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
17 INCOME OR LOSS AFTER FINANCIALS	\$16,252.64	\$2,436.00	\$13,817	567%	\$64,910.12	\$37,799.00	\$27,111	72%
18 Depreciation/Amortization	\$58,328.20	\$58,328.00	(\$0)	0%	\$466,625.60	\$466,624.00	(\$2)	0%
19 NET PROFIT OR LOSS	(\$42,075.56)	(\$55,892.00)	\$13,816	25%	(\$401,715.48)	(\$428,825.00)	\$27,110	6%
20 Reserves	(\$155.70)	(\$23.00)	(\$156)	78%	(\$257.51)	(\$4,492.00)	(\$4,234)	94%
21 NET CASH SURPLUS	(\$41,919.86)	(\$55,169.00)	\$13,249	24%	(\$401,457.97)	(\$424,333.00)	\$22,875	5%
22 Capital Expenditure	\$0.00	\$0.00	\$0	0%	\$33,258.38	\$46,099.00	\$12,841	28%

ECONOMIC OCCUPANCY

101.59%

104.00%

(Market Trends, Concessions, Rent Increases, Etc.)

City, ST.: **Tampa, FL** AVP: **Dawn A. Wolter**
 Month/Year: **August-18** Units: **141**

TRIO AT ENCORE
Monthly Executive Summary

Physical Occupancy **100.00%**
 Ending Cash **\$152,610** Payables **\$178**
 Accruals **\$13,972**

	Current Period				Year-To-Date			
	Actual	Budget	Var	Var. %	Actual	Budget	Var	Var. %
1 RENT REVENUE								
Rent Revenue (Gain/Loss)	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
Rent Rev - Tenant Gross Potential	\$75,995.00	\$73,038.00	\$2,957	4%	\$593,411.74	\$585,753.00	\$7,659	1%
Rent Rev - Tenant Subsidy Payment	\$61,807.00	\$64,771.00	(\$2,964)	5%	\$501,701.00	\$516,719.00	(\$15,018)	3%
TOTAL MARKET RENT	\$137,802.00	\$137,809.00	(\$7)	0%	\$1,095,112.74	\$1,102,472.00	(\$7,359)	1%
Rent Rev - Foregone (Lost) Rent	(\$1,720.77)	(\$818.00)	(\$903)	110%	(\$16,827.98)	(\$23,918.00)	\$7,090	30%
Rent Rev - Excess Income	\$0.00	\$0.00	\$0	0%	\$0.00	\$0.00	\$0	0%
GROSS POSSIBLE	\$136,081.23	\$136,991.00	(\$910)	1%	\$1,078,284.76	\$1,078,554.00	(\$269)	0%
Vacancy - Apartments	(\$320.00)	(\$6,850.00)	\$6,530	95%	(\$27,854.87)	(\$53,929.00)	\$26,074	48%
Admin Rent Free Unit	(\$537.50)	(\$625.00)	\$88	14%	(\$4,300.00)	(\$5,000.00)	\$700	14%
Rental Concessions	(\$112.50)	\$0.00	(\$113)	100%	(\$1,912.46)	\$0.00	(\$1,912)	100%
TOTAL VACANCIES	(\$970.00)	(\$7,475.00)	\$6,505	87%	(\$34,067.33)	(\$58,929.00)	\$24,862	42%
2 NET RENTAL INCOME	\$135,111.23	\$129,516.00	\$5,595	4%	\$1,044,217.43	\$1,019,625.00	\$24,592	2%
Laundry & Vending Rev	\$180.00	\$350.00	(\$170)	49%	\$2,407.08	\$2,860.00	(\$453)	16%
Tenant Charges	\$1,160.00	\$2,590.00	(\$1,430)	55%	\$11,248.09	\$18,604.00	(\$7,356)	40%
Tenant Charges - Water Sewer Reimb	\$12,388.24	\$11,167.00	\$1,221	11%	\$59,957.38	\$82,497.00	(\$22,540)	27%
Damages & Cleaning	\$198.45	\$350.00	(\$152)	43%	\$3,161.61	\$2,800.00	\$362	13%
Forfeited Deposits	\$300.00	\$0.00	\$300	100%	\$832.87	\$0.00	\$833	100%
Misc Rev	\$316.83	\$50.00	\$267	534%	\$4,243.96	\$1,300.00	\$2,944	226%
TOTAL OTHER REVENUE	\$14,543.52	\$14,507.00	\$37	0%	\$81,850.99	\$108,061.00	(\$26,210)	24%
3 TOTAL REVENUE	\$149,654.75	\$144,023.00	\$5,632	4%	\$1,126,068.42	\$1,127,686.00	(\$1,618)	0%
4 Administrative Exp	\$14,167.75	\$12,705.00	(\$1,463)	12%	\$113,174.27	\$119,969.00	\$6,795	6%
5 Payroll Exp	\$27,903.37	\$30,190.00	\$2,287	8%	\$207,008.42	\$242,317.00	\$35,309	15%
6 Utilities Exp	\$21,484.66	\$31,460.00	\$9,975	32%	\$165,014.66	\$208,636.00	\$43,621	21%
7 Supplies & Repairs	\$4,700.53	\$1,915.00	(\$2,786)	145%	\$22,279.95	\$19,590.00	(\$2,690)	14%
8 Contract Services	\$10,684.53	\$3,155.00	(\$7,530)	239%	\$64,952.97	\$46,801.00	(\$18,152)	39%
9 Turnkey/Lease Exp	\$458.83	\$1,800.00	\$1,341	75%	\$7,426.70	\$11,610.00	\$4,183	36%
10 Other Operating Exp	\$1,827.31	\$475.00	(\$1,352)	285%	\$23,739.21	\$6,370.00	(\$17,369)	273%
11 Taxes & Insurance	\$21,202.14	\$20,573.00	(\$629)	3%	\$174,227.25	\$165,902.00	(\$8,325)	5%
12 COST OF OPERATIONS	\$102,429.12	\$102,273.00	(\$156)	0%	\$777,823.43	\$821,195.00	\$43,372	5%
13 PROFIT/LOSS FROM OPERATIONS	\$47,225.63	\$41,750.00	\$5,476	13%	\$348,244.99	\$306,491.00	\$41,754	14%
14 Financial Expenses	\$43,296.24	\$39,455.00	(\$3,841)	10%	\$307,213.52	\$313,071.00	\$5,857	2%
15 Corp/Partnership Rev	\$1,000.00	\$1,000.00	\$0	0%	\$6,000.00	\$8,000.00	\$2,000	25%
16 Insurable Losses	(\$21,686.45)	\$0.00	\$21,686	100%	(\$102,098.08)	\$0.00	\$102,098	100%
17 INCOME OR LOSS AFTER FINANCIALS	\$24,615.84	\$1,295.00	\$23,321	1801%	\$137,129.55	(\$14,580.00)	\$151,710	1041%
18 Depreciation/Amortization	\$57,189.00	\$57,012.00	(\$177)	0%	\$456,804.00	\$456,096.00	(\$708)	0%
19 NET PROFIT OR LOSS	(\$32,573.16)	(\$55,717.00)	\$23,144	42%	(\$319,674.45)	(\$470,676.00)	\$151,002	32%
20 Reserves	(\$10,067.96)	(\$6,795.00)	\$3,273	48%	(\$55,522.45)	(\$51,791.00)	\$3,731	7%
21 NET CASH SURPLUS	(\$22,505.20)	(\$48,922.00)	\$26,417	54%	(\$264,152.00)	(\$418,885.00)	\$154,733	37%
22 Capital Expenditure	\$0.00	\$0.00	\$0	0%	\$3,065.92	\$21,910.00	\$18,844	86%

ECONOMIC OCCUPANCY

101.26%

101.56%

City, ST.: **Tampa, FL** VVP: **Dawn A. Wolter**
 Month/Year: **August-18** Units: **158**

REED AT ENCORE Monthly Executive Summary

Physical Occupancy **100.00%**
 Ending Cash **\$648,836** Payables **\$0**
 Accruals **\$689**

1 RENT REVENUE	\$0.00	\$0.00		
Rent Revenue (Gain/Loss)	\$0.00	\$0.00	\$0	0%
Rent Rev - Tenant Gross Potential	\$32,461.00	\$29,622.00	\$2,839	10%
Rent Rev - Tenant Subsidy Payment	\$99,068.00	\$101,841.00	(\$2,773)	3%
TOTAL MARKET RENT	\$131,529.00	\$131,463.00	\$66	0%
Rent Rev - Foregone (Lost) Rent	\$0.00	\$0.00	\$0	0%
Rent Rev - Excess Income	\$0.00	\$0.00	\$0	0%
GROSS POSSIBLE	\$131,529.00	\$131,463.00	\$66	0%
Vacancy - Apartments	(\$712.00)	(\$3,944.00)	\$3,232	82%
Admin Rent Free Unit	\$0.00	\$0.00	\$0	0%
Rental Concessions	\$0.00	\$0.00	\$0	0%
TOTAL VACANCIES	(\$712.00)	(\$3,944.00)	\$3,232	82%
2 NET RENTAL INCOME	\$130,817.00	\$127,519.00	\$3,298	3%
Laundry & Vending Rev	\$457.00	\$600.00	(\$143)	24%
Tenant Charges	\$0.00	\$255.00	(\$255)	100%
Tenant Charges - Water Sewer Reimb	\$262.40	\$0.00	\$262	100%
Damages & Cleaning	\$0.00	\$0.00	\$0	0%
Misc Rev	\$1,200.52	\$25.00	\$1,176	4702%
TOTAL OTHER REVENUE	\$1,919.92	\$880.00	\$1,040	118%
3 TOTAL REVENUE	\$132,736.92	\$128,399.00	\$4,338	3%
4 Administrative Exp	\$11,056.90	\$10,492.00	(\$565)	5%
5 Payroll Exp	\$26,605.49	\$27,040.00	\$435	2%
6 Utilities Exp	\$22,246.33	\$23,050.00	\$804	3%
7 Supplies & Repairs	\$1,919.81	\$2,555.00	\$635	25%
8 Contract Services	\$11,718.03	\$8,576.00	(\$3,142)	37%
9 Turnkey/Lease Exp	\$555.00	\$1,035.00	\$480	46%
10 Other Operating Exp	\$0.00	\$0.00	\$0	0%
11 Taxes & Insurance	\$9,844.53	\$10,916.00	\$1,071	10%
12 COST OF OPERATIONS	\$83,946.09	\$83,664.00	(\$282)	0%
13 PROFIT/LOSS FROM OPERATIONS	\$48,790.83	\$44,735.00	\$4,056	9%
14 Financial Expenses	\$30,064.47	\$55,703.00	\$25,639	46%
15 Corp/Partnership Rev	\$1,000.00	\$1,000.00	\$0	0%
16 Insurable Losses	\$0.00	\$0.00	\$0	0%
17 INCOME OR LOSS AFTER FINANCIALS	\$17,726.36	(\$11,968.00)	\$29,694	248%
18 Depreciation/Amortization	\$66,054.00	\$66,054.00	\$0	0%
19 NET PROFIT OR LOSS	(\$48,327.64)	(\$78,022.00)	\$29,694	38%
20 Reserves	(\$2,777.91)	(\$28,711.00)	(\$25,933)	90%
21 NET CASH SURPLUS	(\$45,549.73)	(\$49,311.00)	\$3,761	8%
22 Capital Expenditure	\$2,054.71	\$0.00	(\$2,055)	100%

Current Period				
Actual	Budget	Var	Var. %	
\$0.00	\$0.00			
\$0.00	\$0.00	\$0	0%	
\$32,461.00	\$29,622.00	\$2,839	10%	
\$99,068.00	\$101,841.00	(\$2,773)	3%	
\$131,529.00	\$131,463.00	\$66	0%	
\$0.00	\$0.00	\$0	0%	
\$0.00	\$0.00	\$0	0%	
\$131,529.00	\$131,463.00	\$66	0%	
(\$712.00)	(\$3,944.00)	\$3,232	82%	
\$0.00	\$0.00	\$0	0%	
\$0.00	\$0.00	\$0	0%	
(\$712.00)	(\$3,944.00)	\$3,232	82%	
\$130,817.00	\$127,519.00	\$3,298	3%	
\$457.00	\$600.00	(\$143)	24%	
\$0.00	\$255.00	(\$255)	100%	
\$262.40	\$0.00	\$262	100%	
\$0.00	\$0.00	\$0	0%	
\$1,200.52	\$25.00	\$1,176	4702%	
\$1,919.92	\$880.00	\$1,040	118%	
\$132,736.92	\$128,399.00	\$4,338	3%	
\$11,056.90	\$10,492.00	(\$565)	5%	
\$26,605.49	\$27,040.00	\$435	2%	
\$22,246.33	\$23,050.00	\$804	3%	
\$1,919.81	\$2,555.00	\$635	25%	
\$11,718.03	\$8,576.00	(\$3,142)	37%	
\$555.00	\$1,035.00	\$480	46%	
\$0.00	\$0.00	\$0	0%	
\$9,844.53	\$10,916.00	\$1,071	10%	
\$83,946.09	\$83,664.00	(\$282)	0%	
\$48,790.83	\$44,735.00	\$4,056	9%	
\$30,064.47	\$55,703.00	\$25,639	46%	
\$1,000.00	\$1,000.00	\$0	0%	
\$0.00	\$0.00	\$0	0%	
\$17,726.36	(\$11,968.00)	\$29,694	248%	
\$66,054.00	\$66,054.00	\$0	0%	
(\$48,327.64)	(\$78,022.00)	\$29,694	38%	
(\$2,777.91)	(\$28,711.00)	(\$25,933)	90%	
(\$45,549.73)	(\$49,311.00)	\$3,761	8%	
\$2,054.71	\$0.00	(\$2,055)	100%	

Year-To-Date				
Actual	Budget	Var	Var. %	
\$0.00	\$0.00	\$0	0%	
\$261,087.10	\$236,976.00	\$24,111	10%	
\$792,984.90	\$814,728.00	(\$21,743)	3%	
\$1,054,072.00	\$1,051,704.00	\$2,368	0%	
(\$1,904.43)	(\$283.00)	(\$1,621)	573%	
(\$3.93)	\$0.00	(\$4)	100%	
\$1,052,163.64	\$1,051,421.00	\$743	0%	
(\$11,760.00)	(\$31,543.00)	\$19,783	63%	
\$0.00	\$0.00	\$0	0%	
(\$126.00)	\$0.00	(\$126)	100%	
(\$11,886.00)	(\$31,543.00)	\$19,657	62%	
\$1,040,277.64	\$1,019,878.00	\$20,400	2%	
\$3,572.00	\$4,860.00	(\$1,288)	27%	
\$1,725.00	\$2,635.00	(\$910)	35%	
\$685.40	\$0.00	\$685	100%	
\$10.00	\$0.00	\$10	100%	
\$6,296.21	\$938.00	\$5,358	571%	
\$12,288.61	\$8,433.00	\$3,856	46%	
\$1,052,566.25	\$1,028,311.00	\$24,255	2%	
\$97,902.83	\$103,879.00	\$5,976	6%	
\$198,907.20	\$221,586.00	\$22,679	10%	
\$158,232.38	\$167,883.00	\$9,651	6%	
\$19,557.99	\$19,280.00	(\$278)	1%	
\$52,444.93	\$46,294.00	(\$6,151)	13%	
\$3,650.89	\$5,270.00	\$1,619	31%	
\$3,969.42	\$2,592.00	(\$1,377)	53%	
\$77,391.30	\$78,954.00	\$1,563	2%	
\$612,056.94	\$645,738.00	\$33,681	5%	
\$440,509.31	\$382,573.00	\$57,936	15%	
\$236,332.21	\$438,276.00	\$201,944	46%	
\$6,000.00	\$8,000.00	\$2,000	25%	
\$6,850.00	\$0.00	(\$6,850)	100%	
\$191,327.10	(\$63,703.00)	\$255,030	400%	
\$528,432.00	\$528,432.00	\$0	0%	
(\$337,104.90)	(\$592,135.00)	\$255,030	43%	
(\$18,016.26)	(\$224,469.00)	(\$206,453)	92%	
(\$319,088.64)	(\$367,666.00)	\$48,577	13%	
\$2,054.71	\$11,240.00	\$9,185	82%	

ECONOMIC OCCUPANCY

100.00%

100.18%

Tampa Housing Authority

The Gardens at Southbay

Statement of Operations for The One and Eight Months Ended August 31, 2018

	Current Month			Fiscal YTD			Budget 2018	PUM
	Actual	Budget	Variance	Actual	Budget	Variance		
Revenues								
Gross Potential Rent	\$ 173,731	174,265	\$ (534)	\$ 1,408,713	1,394,120	\$ 14,593	\$ 2,091,180	\$ 815
Vacancy Budget	(1,442)	(8,900)	7,458	(19,018)	(71,200)	52,182	(106,800)	(11)
Economic Rent	\$ 172,289	165,365	6,924	1,389,695	1,322,920	66,775	1,984,380	804
HUD Public Housing Subsidy	8,022	9,000	(978)	64,361	72,000	(7,639)	108,000	37
Concessions	(992)	(750)	(242)	(3,113)	(6,000)	2,887	(9,000)	(2)
Other Non-Rental Income	4,945	5,820	(875)	56,339	46,560	9,779	69,840	33
Bad Debt	(460)	(1,400)	940	(22,245)	(13,200)	(9,045)	(20,000)	(13)
Total Rental Revenue	\$ 183,804	\$ 178,035	\$ 5,769	\$ 1,485,037	\$ 1,422,280	\$ 62,757	\$ 2,133,220	\$ 859
Interest Income	581	-	581	3,676	-	3,676	-	2
Total Revenue	\$ 184,385	\$ 178,035	\$ 6,350	\$ 1,488,713	\$ 1,422,280	\$ 66,433	\$ 2,133,220	\$ 862
Expenses								
Salaries	13,902	15,800	1,898	103,503	126,400	22,897	189,600	60
Advertising & Promotion	945	1,005	60	12,476	13,202	726	16,822	7
Maintenance	30,397	25,486	(4,911)	228,378	220,783	(7,595)	354,057	132
Administrative	7,121	5,393	(1,728)	51,736	55,056	3,320	81,455	30
Turnover Expenses	14,996	12,400	(2,596)	102,139	97,995	(4,144)	108,865	59
Utilities	5,961	9,180	3,219	49,152	71,440	22,288	108,160	28
Professional Fees	2,316	4,000	1,684	34,286	32,000	(2,286)	48,000	20
Insurance and Taxes	12,090	15,582	3,492	92,940	124,656	31,716	186,984	54
Management Fee	8,693	8,070	(623)	68,867	64,560	(4,307)	96,840	40
Total Expenses	\$ 96,421	\$ 96,916	\$ 495	\$ 743,477	\$ 806,092	\$ 62,615	\$ 1,190,783	\$ 430
Net Operating Income	\$ 87,964	\$ 81,119	\$ 6,845	\$ 745,236	\$ 616,188	\$ 129,048	\$ 942,437	\$ 431
Debt Service - (Mortgage Principle)	18,134	18,719	585	145,072	149,752	4,680	224,628	84
Interest	52,441	51,899	(542)	422,144	415,192	(6,952)	622,788	244
Interest Accrual Dfd Devel. Fee and Lea	23,088	25,630	2,542	184,704	205,040	20,336	307,560	107
Replacement Reserves	3,790	3,790	-	30,320	30,320	-	45,480	18
Building Improvements	-	27,800	27,800	238,745	264,100	25,355	370,100	138
Cash Flow from Operations after Mortgage Principle Payment and Replacement Reserves	\$ (9,489)	\$ (46,719)	\$ (23,540)	\$ (275,749)	\$ (448,216)	\$ 172,467	\$ (628,119)	\$ (160)

Tampa Housing Authority

Osborne Landing, LTD.

43 Units

Statement of Operations for the One and Nine Months Ended September 30, 2018

	PTD Actual	PTD Budget	Variance	YTD Actual	YTD Budget	Variance	Annual
Revenues							
Tenant Revenue	\$ 21,422	\$ 20,015	\$ 1,407	\$ 186,178	\$ 180,136	\$ 6,042	\$ 240,181
Subsidies / Grant Income	9,212	10,000	(788)	87,080	90,000	(2,920)	120,000
Other Revenue	2,483	-	2,483	17,563	-	17,563	-
Total Revenue	\$ 33,117	\$ 30,015	\$ 3,102	\$ 290,821	\$ 270,136	\$ 20,686	\$ 360,181
Expenses							
Admin Salaries / Benefits	3,234	3,520	286	38,366	31,682	(6,684)	42,243
Administrative Expenses	1,063	2,907	1,844	25,474	26,160	686	34,880
Management Fees	1,333	1,333	-	12,004	12,000	(4)	16,000
Utilities	3,825	1,575	(2,250)	21,542	14,175	(7,367)	18,900
Maintenance Salary / Benefits	3,350	4,359	1,008	37,390	39,228	1,838	52,304
Maintenance Expenses	4,089	1,846	(2,243)	16,333	16,613	280	22,150
Contracted Maintenance Services	4,373	4,358	(15)	36,750	39,225	2,475	52,300
General Expenses	8,346	8,405	59	74,190	75,647	1,457	100,863
Total Expenses	\$ 29,615	\$ 28,303	\$ (1,311)	\$ 262,048	\$ 254,730	\$ (7,318)	\$ 339,640
Net Operating Income	\$ 3,502	\$ 1,712	\$ 1,791	\$ 28,774	\$ 15,406	\$ 13,367	\$ 20,541
Replacement Reserve	1,254	1,254	-	11,288	11,288	-	15,050
Operating Income after Reserves	\$ 2,248	\$ 458	\$ 1,791	\$ 17,486	\$ 4,119	\$ 13,367	\$ 5,491

HOUSING AUTHORITY of the CITY OF TAMPA
BOARD REPORT SUMMARY
September 2018

Department of Asset Management
Leonard Burke, Director of Asset Management

Tampa Housing Authority RAD Project Based Properties

During the month of September 2018, members from Asset Management Department participated in a City of Tampa Downtown partnership meeting in which a panel of experts discussed transportation and commuting challenges, solutions and the impact for Downtown Tampa's residents, businesses and stakeholders. One panelist from Brightline, a privately owned, operated and maintained passenger rail system, expressed their strong interest in building a high-speed rail system that would connect Tampa to Orlando.

JL Young Apartments registered with the Supervisor of Election as a voter's poll location for the residents and the public for the recent primary election.

Palm Terrace ALF

Palm Terrace ALF entered into an agreement with a physical therapy company to provide service as well as convert a portion of the facility into a full service physical therapy room. The physical therapy room will include all new state of the art equipment, which will allow for the residents to strengthen their muscles and increase their mobility.

Encore Properties

All three communities within the Encore Downtown Tempo District has instituted the ability for the residents to make rental payments online or with an electronic money orders. To date, over 170 residents are using the new rental payment options.

Cedar Pointe Apartments

The construction turnover date for Cedar Pointe Phase II to the property management team has been rescheduled again to the end of October. 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 homeowner residing in Belmont Heights Estate that was affected by Chinese drywall has relocated from her home into a temporary apartment in preparations for the rehabilitation of the Chinese drywall. The demolition of the interior drywall and electrical components was completed. The scheduled date for final drywall and mechanical installation is December 2018.

Meridian River Development Corp

River Place Apartments submitted a permit request to the City of Tampa for approval on correcting a soil erosion area along the river bank near two buildings. The corrective plan was created by a licensed engineer and will include the installation of additional soil and riverbank rocks.

ASSET MANAGEMENT PROPERTY MANAGEMENT REPORT CARD

MANAGEMENT ASSESSMENT FOR FY 2019

Sep-18

MANAGEMENT OPERATIONS	RENT/OTHER COLLECTED	OCCUPANCY
PROPERTY	PERCENT	PERCENT
J. L. Young, Inc.	99.28%	96.42%
Robles, LLC	96.07%	96.29%
Azzarelli, LLC	99.72%	99.42%
Azzarelli	100.00%	100.00%
Scruggs Manor	99.45%	98.84%
Seminole, LLC	99.39%	98.00%
Seminole Park	98.86%	96.00%
Moses White Estates	99.92%	100.00%
Shimberg, LLC	98.74%	97.13%
Shimberg Estates	98.91%	100.00%
Squire Villa	100.00%	96.67%
C. Blythe Andrews	97.32%	94.74%
Arbors, LLC	99.91%	96.33%
Arbors at Padgett Estates	99.82%	96.64%
Azeele	100.00%	100.00%
Bay Ceia Apartments	99.74%	97.50%
Soho Place Apartments	100.00%	100.00%
St. Louis/St. Conrad	100.00%	87.50%
Overall Average	98.85%	96.90%

September-18**Tenant Accounts Receivable**

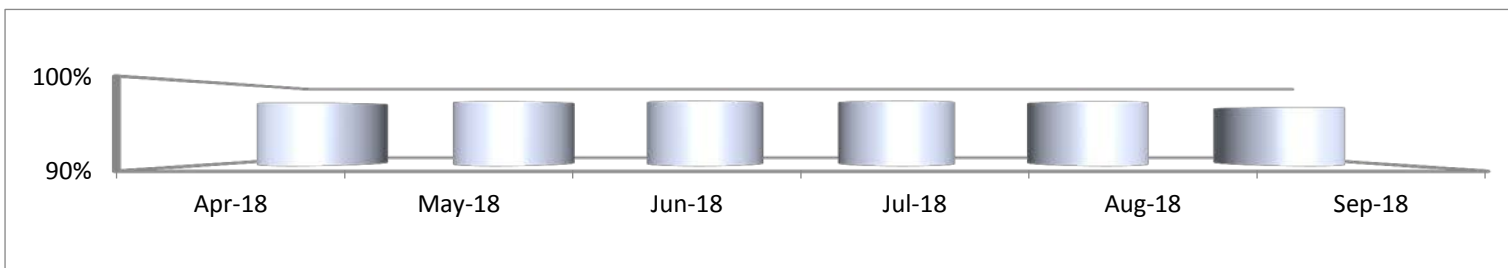
Property	Total Tenant Revenue	Accts Receivable	Bad Debt Write-offs	Fraud	Future Legal Adjustments to TARs	Adjusted Receivables	%
J L Young, Inc.	\$623,996.00	\$8,244.00	\$3,699.00	\$0.00	\$0.00	\$4,545.00	99.28%
Robles Park, LLC	\$303,071.00	\$35,482.00	\$9,214.00	\$0.00	\$14,357.00	\$11,911.00	96.07%
Azzarelli, LLC	\$175,072.00	\$2,509.00	\$1,806.00	\$0.00	\$0.00	\$703.00	99.72%
Azzarelli	\$47,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
Scruggs Manor	\$127,795.00	\$2,509.00	\$1,806.00	\$0.00	\$0.00	\$703.00	99.45%
Seminole Park, LLC	\$257,298.00	\$3,848.00	\$1,355.00	\$0.00	\$733.00	\$1,760.00	99.39%
Seminole Park	\$145,936.00	\$1,978.00	\$120.00	\$0.00	\$188.00	\$1,670.00	98.86%
Moses White Estates	\$111,362.00	\$1,870.00	\$1,235.00	\$0.00	\$545.00	\$90.00	99.92%
Shimberg, LLC	\$244,614.00	\$3,965.00	\$0.00	\$0.00	\$0.00	\$3,965.00	98.74%
Shimberg Estates	\$111,759.00	\$1,220.00	\$0.00	\$0.00	\$0.00	\$1,220.00	98.91%
Squire Villa	\$30,316.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
C.B. Andrews	\$102,539.00	\$2,745.00	\$0.00	\$0.00	\$0.00	\$2,745.00	97.32%
Arbors, LLC	\$263,695.00	\$3,162.00	\$2,066.00	\$0.00	\$660.00	\$436.00	99.91%
Arbors at Padgett	\$159,617.00	\$3,012.00	\$2,066.00	\$0.00	\$660.00	\$286.00	99.82%
Azeele	\$11,552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
Bay Ceia Apartments	\$57,675.00	\$150.00	\$0.00	\$0.00	\$0.00	\$150.00	99.74%
Soho Place	\$16,949.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
St. Louis/St. Conrad	\$17,902.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	100.00%
Totals	\$1,867,746.00	\$57,210.00	\$18,140.00	\$0.00	\$15,750.00	\$23,320.00	98.85%

**Reporting Month: September 2018
Occupancy Report**

Property	Avail Units	Service Units	Demo/ Fire Casualty	MOD	Adjusted	Leased Units	Vacant Units	Assigned Units	%
J L Young, Inc.	450	1	0	2	447	431	16	12	96.42%
Robles, LLC	433	1	1	0	431	415	16	15	96.29%
Azzarelli, LLC	116	0	0	0	116	115	1	1	99.42%
Azzarelli	30	0	0	0	30	30	0	0	100.00%
Scruggs Manor	86	0	0	0	86	85	1	1	98.84%
Seminole Park, LLC	169	0	0	0	169	165	4	3	98.00%
Seminole Park	100	0	0	0	100	96	4	3	96.00%
Moses White Estates	69	0	0	0	69	69	0	0	100.00%
Shimberg, LLC	165	0	0	0	165	161	4	4	97.13%
Shimberg Estates	78	0	0	0	78	78	0	0	100.00%
Squire Villa	30	0	0	0	30	29	1	1	96.67%
C.B. Andrews	57	0	0	0	57	54	3	3	94.74%
Arbors, LLC	191	0	0	0	191	185	6	4	96.33%
Arbors at Padgett	119	0	0	0	119	115	4	3	96.64%
Azeele	10	0	0	0	10	10	0	0	100.00%
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	7	1	0	87.50%
Total	1,524	2	1	2	1,519	1,472	47	39	96.90%

AGENCY WIDE YTD AVERAGE OCCUPANCY RATE SCORING

96.90%



Agency Wide	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18
Total Units	3,043	3,043	3,043	3,043	3,043	3,043
Service/Non-Dwelling	2	2	2	2	2	2
Fire Casualty	1	1	1	1	1	1
Conversion units	0	0	0	0	0	0
Demolition units	821	821	821	821	821	821
Modernization	2	2	2	2	2	2
Available	1,519	1,519	1,519	1,519	1,519	1,519
Occupied	1,480	1,482	1,483	1,483	1,482	1,472
Vacant	39	37	36	36	37	47
% Occupancy Rate	97.43%	97.56%	97.63%	97.63%	97.56%	96.90%

**HOUSING AUTHORITY of the CITY OF TAMPA
BOARD REPORT SUMMARY
September 2018**

**Department of Assisted Housing
Margaret Jones, Director**

Auditors are on site and will be monitoring the SEMAP submission, review 45 files, and evaluate processes.

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 13th. The first briefing with the families will be August 15th at 6 pm. The first voucher issuance will be Monday, August 20th at 9am. Goal is to issue all vouchers in the month of August. So far 134 vouchers have been issued. 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 November 2018.

HUD has awarded 55 Mainstream vouchers for non-elderly disabled families. A meeting has been arranged with different partnering agencies to review the referral process and discuss the best way to utilize the vouchers. THA is still awaiting the announcement of the FUP grant.

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. THA has also arranged for a quarterly phone call with other housing agencies that utilize Yardi to get feedback on their experiences.

FAMILY SELF- SUFFICIENCY PROGRAM/HOMEOWNERSHIP

Participants	444
Workshops	2
Escrows	256
Graduates	6
Homeownership	
Escrow	58%
Graduates	Edrika Woods \$20,390. Toni Murray \$3,174. Dina Broom \$1,672. Angela Hearn \$4,584. Tiffany Dolby \$6,201. Tonya Thomas \$5,856.

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 1st, 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 **159** 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	8,310	100% Monthly	
RAD	1,601	1,518	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	\$6,694,775	100%	100%

SEMAP REVIEW

	Possible	FY2017-18	July	
	Points	Actual		
Indicator 1: Selection from the Waiting List	15	15	15	
Indicator 2: Rent Reasonableness	20	20	20	
Indicator 3: Determination of Adjusted Income	20	20	15	
Indicator 4: Utility Allowance Schedule	5	5	5	
Indicator 5: HQS Quality Control Inspections	5	0	5	
Indicator 6: HQS Enforcement	10	10	10	
Indicator 7: Expanding Housing Opportunities	5	5	5	
BONUS Indicator: Deconcentration	0	0	0	
Indicator 8: Payment Standards	5	5	5	
Indicator 9: Annual Reexaminations	10	10	10	
Indicator 10: Correct Tenant Rent Calculations	5	5	5	
Indicator 11: Pre-Contract HQS Inspections	5	5	5	
Indicator 12: Annual HQS Inspections	10	10	10	
Indicator 13: Lease-Up	20	20	20	
Indicator 14: Family Self-Sufficiency (FSS)	10	10	10	
TOTALS	145	140	140	
		96.6%	96.6%	

High

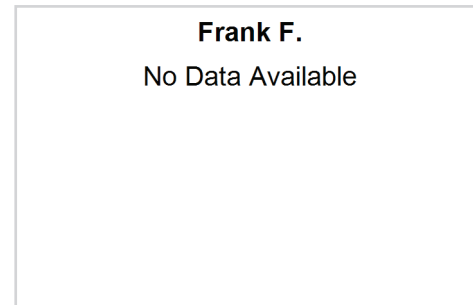
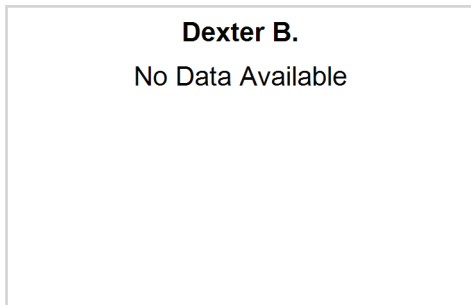
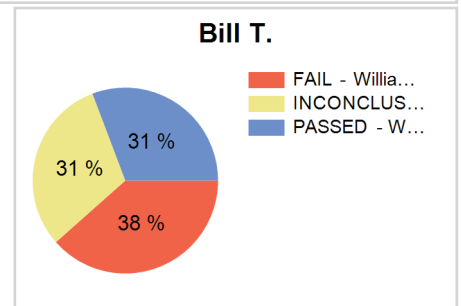
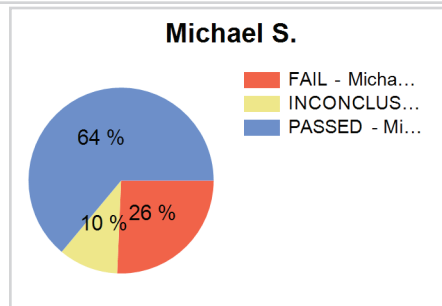
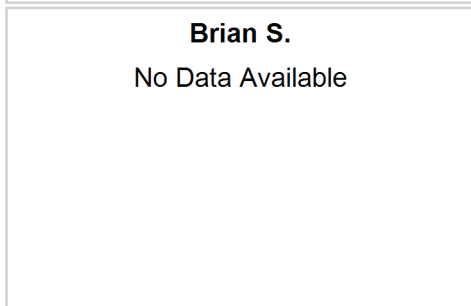
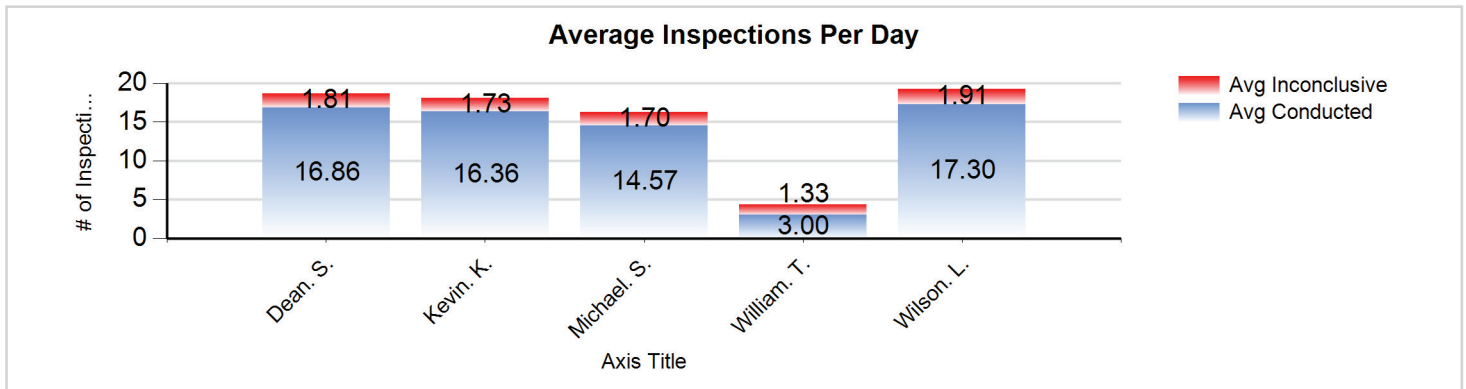


THA Monthly Management Report August 2018

Total Conducted Inspections		1421
	PASSED	990
	FAIL	287
	INCONCLUSIVE	144
Annual Inspections		900
	PASSED	637
	FAIL	178
	INCONCLUSIVE	85
Special Inspections		25
	PASSED	3
	FAIL	17
	INCONCLUSIVE	5
Initial Inspections		45
	PASSED	38
	FAIL	3
	INCONCLUSIVE	4
Re-Inspections		406
	PASSED	283
	FAIL	80
	INCONCLUSIVE	43

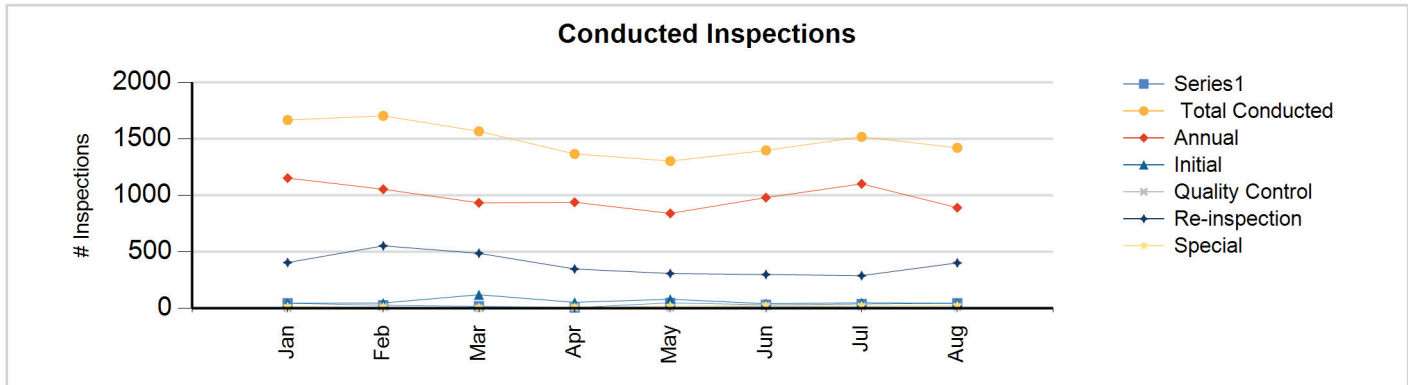
Total Inspections by Inspector		1421
	Dean S.	392
	Kevin K.	200
	Michael S.	374
	William T.	13
	Wilson L.	442

THA Monthly Management Report August 2018

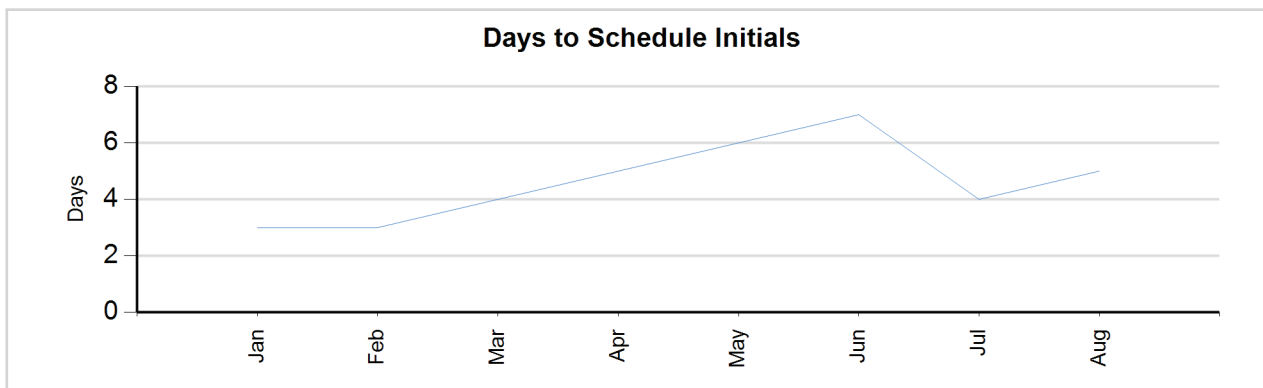


THA Monthly Management Report August 2018

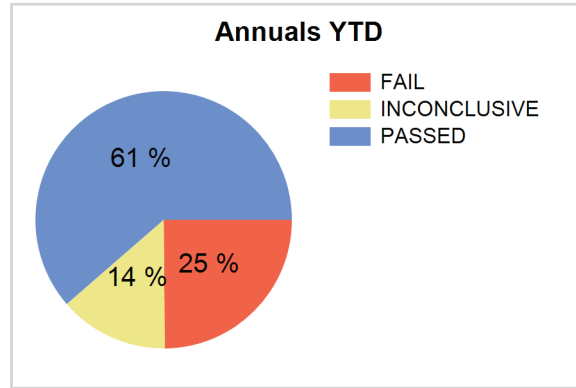
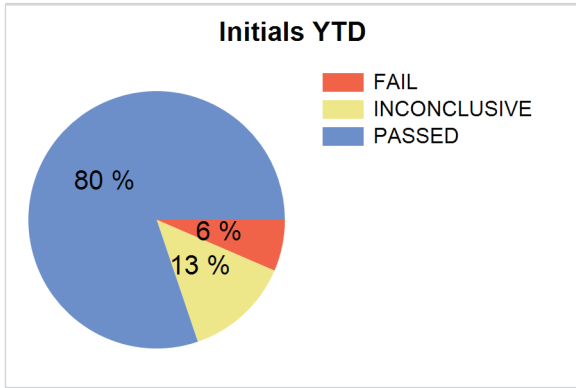
Historical Data



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
	45	27	18	7	48	31	38	45
Total Conducted	1667	1704	1567	1367	1304	1398	1518	1421
Annual	1153	1054	934	939	840	980	1102	891
Initial	45	47	120	53	80	41	49	45
Quality Control	3	12	2	10	7	21	15	13
Re-inspection	405	553	487	348	308	299	289	402
Special	16	11	6	10	21	26	25	25

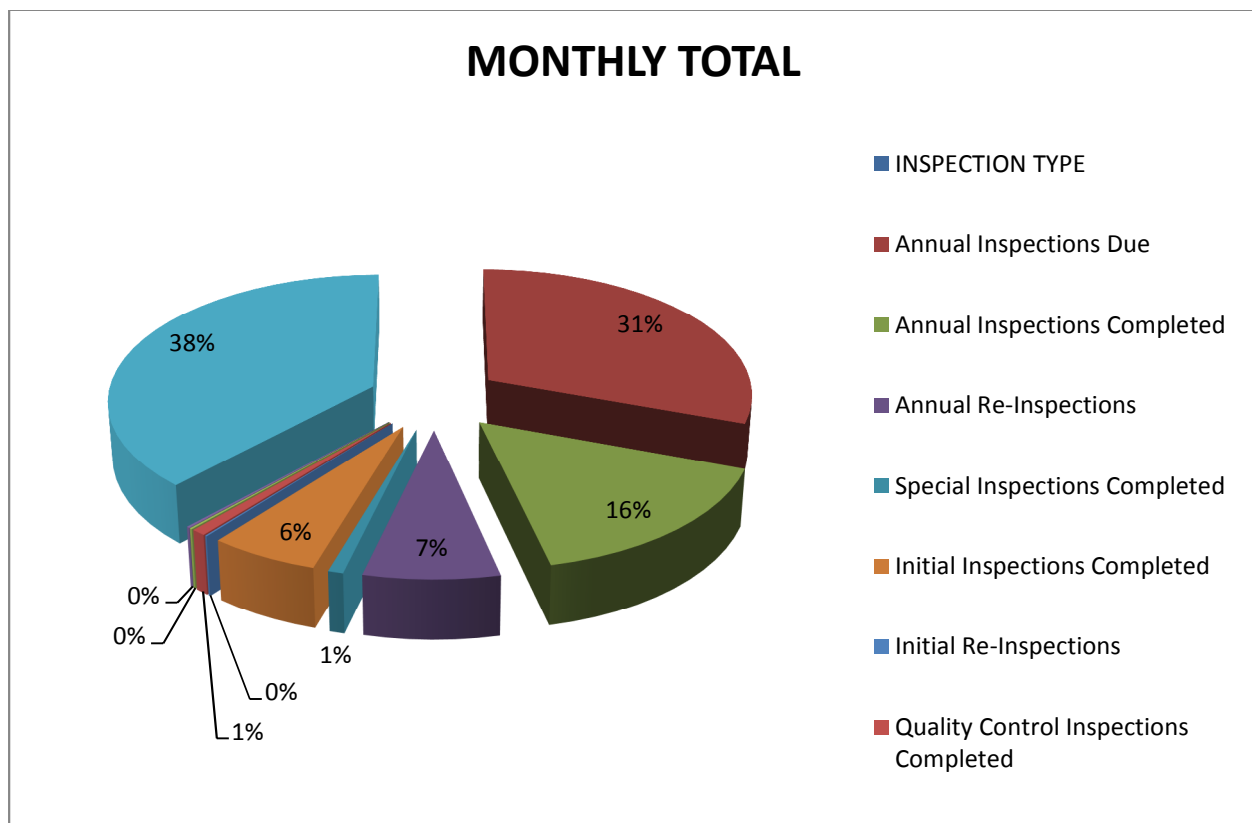


THA Monthly Management Report August 2018



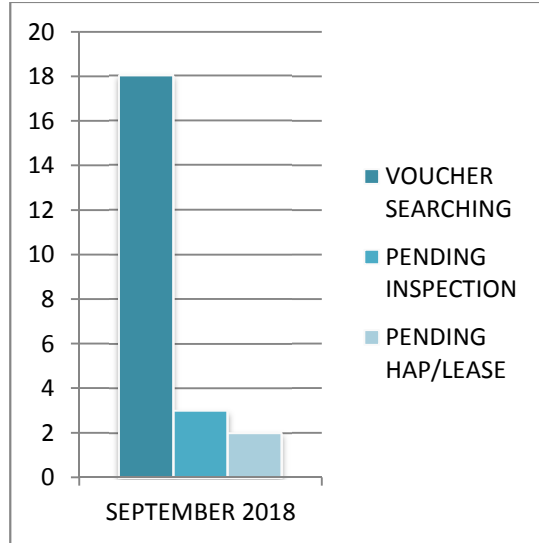
	MONTHLY TOTAL
INSPECTION TYPE	
Annual Inspections Due	814
Annual Inspections Completed	422
Annual Re-Inspections	195
Special Inspections Completed	22
Special Re-inspections Completed	17
Initial Inspections Completed	158
Initial Re-Inspections	3
Quality Control Inspections Completed	21
Quality Control Re- inspections Completed	5
Homeownership Inspection Completed	4
Total Inspections Completed	1016

September 2018

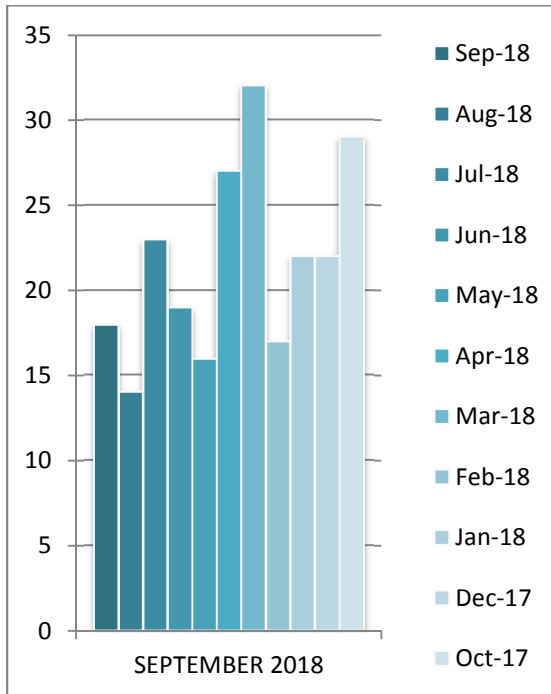


WAITING LIST REPORT SEPTEMBER 2018

VOUCHER SEARCHING	18
PENDING INSPECTION	3
PENDING HAP/LEASE	2
PROCESS FOR PAYMENT	
To issue in 10/2018	2

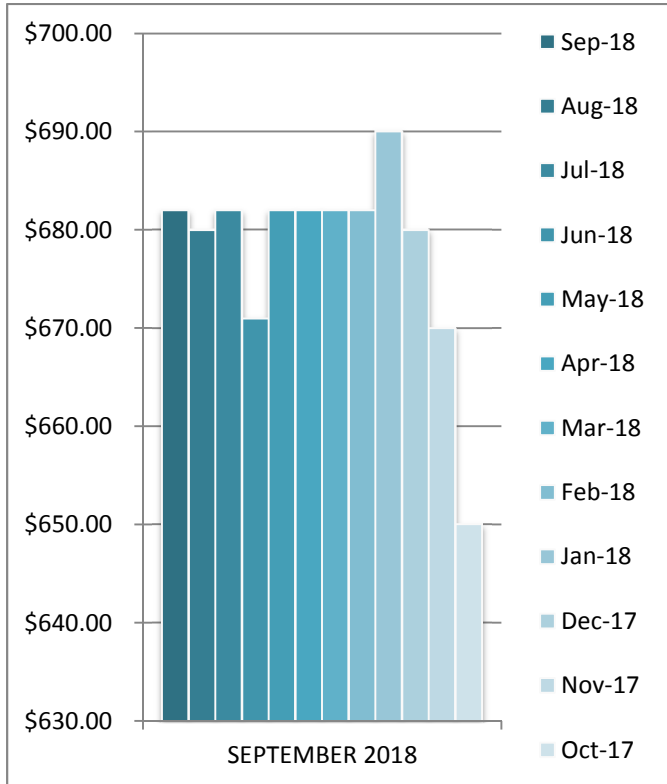


NEW PARTICIPATING OWNERS



SEPTEMBER 2018	18
AUGUST 2018	14
JULY 2018	23
JUNE 2018	19
MAY 2018	16
APRIL 2018	27
MARCH 2018	32
FEBRUARY 2018	17
JANUARY 2018	22
DECEMBER 2017	22
OCTOBER 2017	29

HOUSING ASSISTANCE PAYMENTS SEPTEMBER 2018



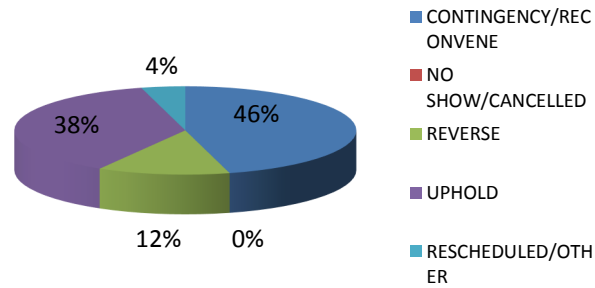
SEPTEMBER 2018	\$682.00
AUGUST 2018	\$680.00
JULY 2018	\$682.00
JUNE 2018	\$671.00
MAY 2018	\$682.00
APRIL 2018	\$682.00
MARCH 2018	\$682.00
FEBRUARY 2018	\$682.00
JANUARY 2018	\$690.00
DECEMBER 2017	\$680.00
NOVEMBER 2017	\$670.00
OCTOBER 2017	\$650.00

HCV HEARINGS	
CONTINGENCY/RECONVENE	11
NO SHOW/CANCELLED	0
REVERSE	3
UPHOLD	9
RESCHEDULED/OTHER	1
TOTAL	24

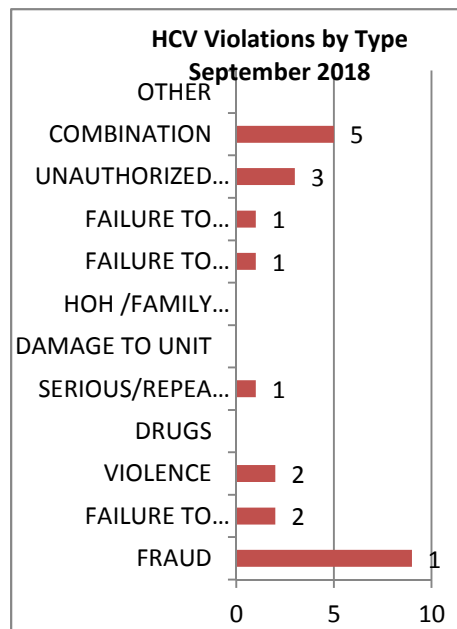
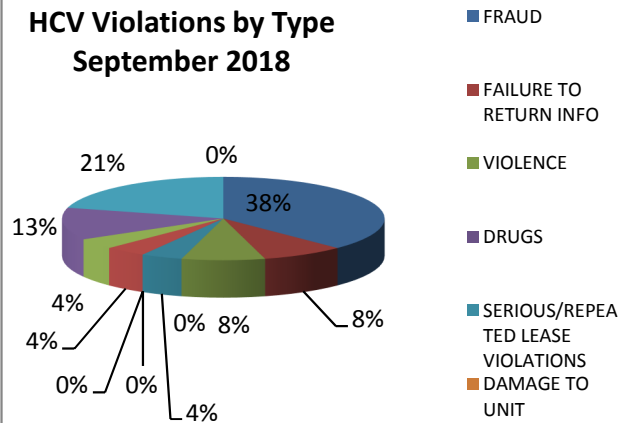
FRAUD	9
FAILURE TO RETURN INFO	2
VIOLENCE	2
DRUGS	
SERIOUS/REPEATED LEASE VIOLATIONS	1
DAMAGE TO UNIT	
HOH /FAMILY MEMBER AWAY FROM UNIT	
FAILURE TO MAINTAIN HQS	1
FAILURE TO MAINTAIN UTILITIES	1
UNAUTHORIZED PERSON/MOVE	3
COMBINATION	5
OTHER	
TOTAL	24

RESIDENTS	24
APPLICANTS	
TOTAL	24

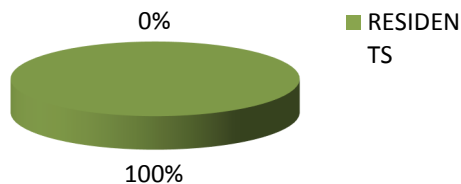
**HCV Results
September 2018**



**HCV Violations by Type
September 2018**



**HCV Clients
August 2018**



HOUSING AUTHORITY OF THE CITY OF TAMPA
BOARD SUMMARY REPORT
September 2018

Department of Public Safety
Bill Jackson, Director

Public Safety Department Updates

The Public Safety Department and the Tampa Housing Authority communities will be participating in the National Night out at all three Tampa Police Department Districts on Tuesday, October 16th and Wednesday, October 17th from 5:30 pm until 8:00 pm. The Public Safety Department will be setting up a Tampa Housing Authority table with literature at District 3 for the event. The National Night Out is an annual community-building campaign that promotes police-community partnerships and neighborhood camaraderie to make our neighborhoods safer, and better places to live. National Night Out enhances the relationship between neighbors and law enforcement while bringing back a true sense of community and provides a great opportunity to bring police and neighbors together under positive circumstances.

The Public Safety Department, Program and Property Service, and the Tampa Police Department are having two bi-weekly safety meetings each week at Robles Park. The safety meetings are being held building-by-building and will continue until we have met with all the residents. The meetings include showing our residents how to report crimes anonymously using the Tampa Police Department's Crime Stopper App and how to use the Tampa Housing Authority's Fraud Hotline. We have classes for the children and adults on "What do I do if I find a gun," "What do I do if I find drugs" and for personal safety.

I will be adding the anonymous Tampa Police Department Crime Free app information and walkthrough on our Public Safety Webpage for our residents' convenience. This will include a link that will take a visitor to the Tampa Police Departments Crime Free app webpage.

The Director of Asset Management, Leonard Burke and I are currently reviewing several Robles Park safety initiative proposals. One of the proposals includes hiring an off-duty Tampa Police Officer to patrol the neighborhood during high traffic areas vs. hiring a private security firm. Another initiative is to increase our safety patrol presence.

I have set up a meeting with Major Calvin Johnson from the Tampa Police Department. It is set for Friday, October 12, 2018 at 1000 hours. Some of the Executive Staff and I will be discussing the reported issues that are alleged to have been taking place at Robles Park and in an attempt to put together some viable solutions to address them.

I have asked the Tampa Police Department to install two of their eye in the sky cameras inside of our Robles Park community in areas where there is a high volume of traffic. This will give the Tampa Police Department the ability to monitor those specific areas 24 hours per day without having road patrols present. The Tampa Police Department will be reviewing everyone's proposal in November of this year. If accepted the cameras could be installed as early as January 2019.

The crime comparison data included in this report was provided to the Tampa Housing Authority by the Tampa Police Department's Crime Free Multi Housing Team. The data is from 2016 thru the September 30, 2018 and is for Robles Park only.

In 2018 out of the 19 violent crimes reported at Robles Park, 15 of them were for aggravated assault. Of the 15 aggravated assaults, 3 of them involved guns, 1 involved knives and the remaining 11 were for physical assaults (fighting and/or domestic violence).

In 2017 there were 29 reported violent crimes, 19 of those were for aggravated assault. Of the 19 aggravated assaults, 7 involved guns, 3 involved knives and the remaining 19 involved physical assaults (fighting and/or domestic violence).

In 2016 we had 31 reported violent crimes. Out of those 24 were for aggravated assault, 8 involved guns including 1 murder, 4 involved knives and 12 were physical assaults (fighting and/or domestic violence).

Although the data for 2018 is for 9 months (see below) it shows there has been a steady decrease in violent crimes since 2016.

ROBLES PARK Crime Comparisons for 2016, 2017, and 2018 (YTD)

	2016	2017	2018*
Murder/Manslaughter	1	0	0
Forcible Rape	1	2	0
Robbery	6	8	4
Aggravated Assault	23	19	15
Violent Crimes	31	29	19
Burglary	10	10	5
Larceny - Pocket Pick	0	0	0
Larceny - Purse Snatch	0	1	1
Larceny - Shoplift	0	0	0
Larceny - From Building	1	3	2
Larceny - Coin Op. Mach.	0	0	0
Larceny - B&E Auto	2	6	4
Larceny - From Veh	10	2	4
Larceny - All Other	3	3	1
Vehicle Theft	2	0	1
Property Crimes	28	25	18
Part I Crimes	59	46	37
Criminal Mischief	29	31	26
Drug Offense	60	43	33
Prostitution	0	0	0
Weapon Law Violation	0	0	0
Quality of Life	89	74	59

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 their cases they are currently investigating.

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.

POLICE REPORT REQUEST				
NAME	DATE OF REQUEST	DATE RECEIVED	POLICE REPORT #	REQUESTING
Robles Park	9/4/2018	Under investigation	18-435158	Public Safety Dept.
Robles Park	9/4/2018	9/12/2018	18-426224	Public Safety Dept.
Robles park	9/4/2018	9/20/2018	18-430275	Public Safety Dept.
Robles Park	9/4/2018	9/20/2018	18-426509	Public Safety Dept.
Robles Park	9/4/2018	Under investigation	18-4257378	Public Safety Dept.
Robles Park	9/4/2018	9/20/2018	18-393331	Public Safety Dept.
Robles Park	9/4/2018	9/20/2018	18-424803	Public safety Dept.
Scruggs manor	9/4/2018	9/11/2018	18-394654	Public Safety Dept.
Shimberg	9/4/2018	9/11/2018	18-405245	Public Safety Dept.
Osborne	9/4/2018	Under investigation	18-393572	Public Safety Dept.
4801 Arapahoe	9/10/2018	9/11/2018	18-628849	Public Safety Dept.
Jah-Nah Brown	9/11/2018	9/11/2018	18-404625	Public Safety Dept.
Reginald Kirkland Jr	9/11/2018	9/11/2018	18-381917	Public Safety Dept.
Keona Dunlop	9/12/2018	Under investigation	18-465264	Public Safety Dept.
Joynita Smith & Lennexia Thomas	9/12/2018	9/12/2018	18-685890	Public Safety Dept.
Terry Allen	9/21/2018	9/21/2018		Public Safety Dept.
Jahquez Simmons	9/21/2018	9/21/2018	18-459807	Public Safety Dept.
Ivory Allen	9/24/2018	9/24/2018	18-283145	Public Safety Dept.
JL Young	9/25/2018	9/25/2018	18-472406	Public Safety Dept.
JL Young	9/25/2018	9/25/2018	18-134941	Public Safety Dept.
Martha Perry	9/26/2018	9/26/2018	18-470378	Public Safety Dept.
Rokima Tomica Walker	9/28/2018	10/2/2018	18-435929	Public Safety Dept.

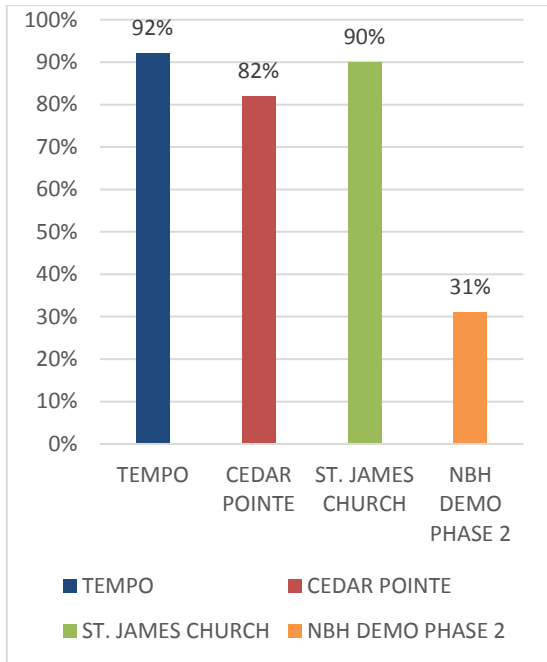
DILIGENT SEARCHES				
NAME	DATE OF REQUEST	DATE RECEIVED	INFORMATION FOUND	AGENCY
Augustus Brown	9/18/2018	9/18/2018	Last known address 2617 72 nd ST.TPA,FL 33619	HCSO
Kendrick Blackmon	9/18/2018	9/18/2018	No record found	HCSO
Delphine Mond	9/18/2018	9/18/2018	Last known address 1519 W. LaSalle St. TPA, FL 33607	HCSO
Earnest Moore	9/18/2018	9/18/2018	No record found	HCSO
Ramon Bryant	9/18/2018	9/18/2018	No record found	HCSO
Rolando Acaba	9/18/2018	9/18/2018	No record found	HCSO
William Cardell	9/18/2018	9/18/2018	No record found	HCSO
Caleb Adam MacDonald	9/18/2018	9/18/2018	No record found	HCSO
Stuart Connell JR.	9/18/2018	9/18/2018	No record found	HCSO
Anthony Tyrone Andrews	9/18/2018	9/18/2018	No record found	HCSO
Cornelius Ford	9/18/2018	9/18/2018	No record found	HCSO
James Harris	9/18/2018	9/18/2018	No record found	HCSO
Yaaron Williams	9/26/2018	9/28/2018	No record found	HCSO

TAG & TOW PROGRAM							
PROPERTY	MAKE	YEARS	COLOR	TAG	REASON/AREA	TAGGED	TOW
C. Blyth Andrews	Mitsubishi		White	C78UR	Wrecked/Flat tire	9/11/18	N/A
C. Blyth Andrews	Chevy		Maroon	ETC247	Exp. Tag	9/12/18	9/12/18
Oaks Of Riverview	Pontiac		Silver	ACTG96	Flat tire	9/12/18	N/A
Oaks of Riverview	BMW		Silver	440346	Flat tire	9/12/18	N/A
Oaks of Riverview	Pt Cruiser		Silver	EY1019	Exp.tag	9/12/18	9/12/18
Oaks of Riverview	Cadillac		Green	No tag	Flat tire /no tag	9/12/18	9/12/18
Oaks of Riverview	Dodge		Blue	No tag	No tag	9/12/18	9/12/18
Oaks Of Riverview	Chevy		Brown	4887VP	Exp.Tag	9/12/18	9/12/18
Oaks Of Riverview	Nissan		Black	IIZB24	Broken window/flat tire	9/12/18	N/A
The Arbor	Honda	2000	Blue	No tag	No tag Flat tire	8/27/2018	10/12018

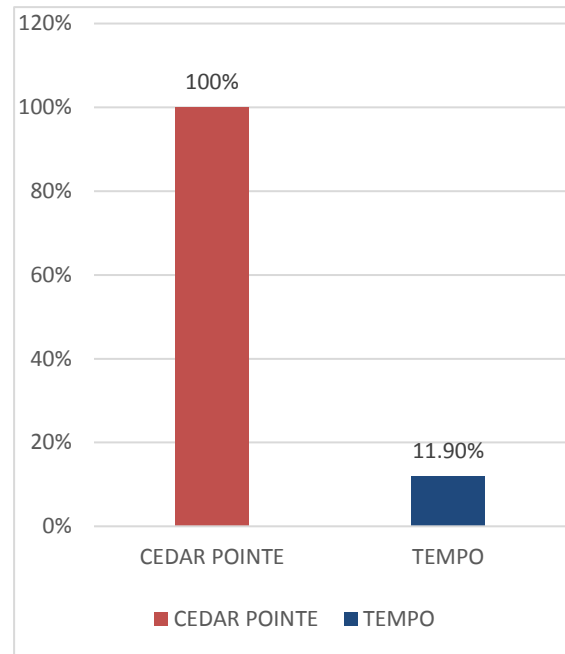
**HOUSING AUTHORITY of the CITY OF TAMPA
BOARD SUMMARY REPORT
September 2018**

**Department of Real Estate Development
David Iloanya, Director**

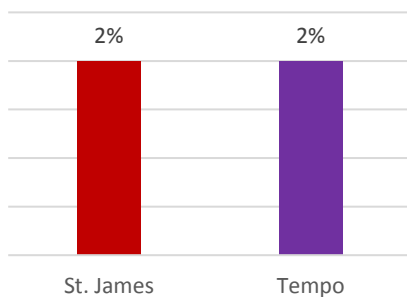
Major Active Projects in Progress



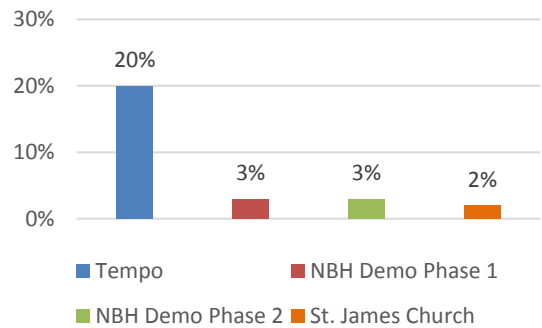
MBE Contracts



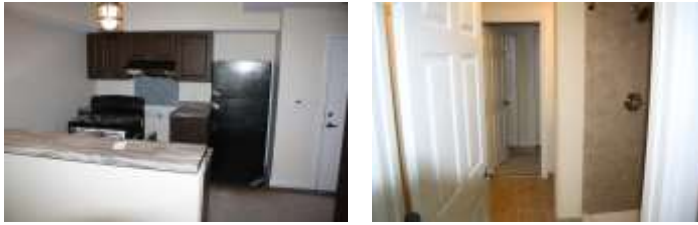
Section 3 Business Contracts



Section 3 Individual New Hires



CNI / ENCORE DEVELOPMENTS:



Tempo at Encore LP –

Is approximately 92% complete. The Contractor is concentrating on obtaining a Partial Certificate of Occupancy for Floors 1 through 3 the dates have extended to October due to unforeseen circumstances.



St. James Church Historic

Preservation Is 90% complete. The doors are installed with little work remaining on them, the next mildstone is the installation of the windows and louvers.

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 -

Minor comments were received from the COT Incremental Review on 10/08/2018. The Engineers will respond quickly for approval and the next step will be permitting.

LEARNING CENTER –

The Architect have engaged the Engineers and are preparing Construction documents for review. Pending the City of Tampa’s Permit submittal. The package will be ready no later than the end of October.

SOLAR TECHNOLOGY PARK

The Artist is in possession of the Contract. They will perform a final review and signature. We anticipate receiving the Contract and/or comments no later than the end of October.

34th 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 building permits on the next 3 homes were issued on 8/21/18. Site prep commenced, underground plumbing, electrical start, water taps, and stem walls have all been completed. The concrete slabs are being poured on 9/12/2018. Completion of the project should take place by the end of January 2019. CDC will also begin marketing shortly.

WEST RIVER REDEVELOPMENT:

Mary Bethune High Rise Comprehensive Modernization –
Final Design plans are under review.

The Renaissance at West River -
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 – 80% affordable and 20% market

- North Blvd Demolition Phase 1 is 100% complete and in close-out phase. Close-out documents are being reviewed by the Architect.
- North Blvd Demolition Phase 2, Contract was awarded to General Contractor Howard Jimmie. This project is 31% complete.



NBH Demo Phase 2 underway.

MODERNIZATION & CONSTRUCTION PROJECTS:



Cedar Pointe Apartments Phase 2 –

Construction of two buildings with 24 units. The project is 82% complete. The General Contractor is being liquidated. The end of October is now the anticipated date of completion.

Palm Terrace HVAC Upgrades -

Test and Balance results submitted. Test and Balance results are under review.



**Wilbert Davis Boys and Girls Club
Roof Replacement –**

The project is 100% complete and in Close-Out phase.

2019 ANNUAL PHA PLAN:

Schedule -

- | | |
|--|----------------------|
| • Kick-Off Meeting | Thurs. Aug. 30, 2018 |
| • THA Property Bus Tour | Fri. Oct. 19, 2018 |
| • Board Meeting | Wed. Nov. 21, 2018 |
| • 1 st Public Hearing Meeting | Tue. Nov. 29, 2018 |
| • 2 nd Meeting Board Meeting | Wed. Jan. 16, 2019 |

**HOUSING AUTHORITY of the CITY OF TAMPA
BOARD SUMMARY REPORT**

September 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.

Special Project Activities:

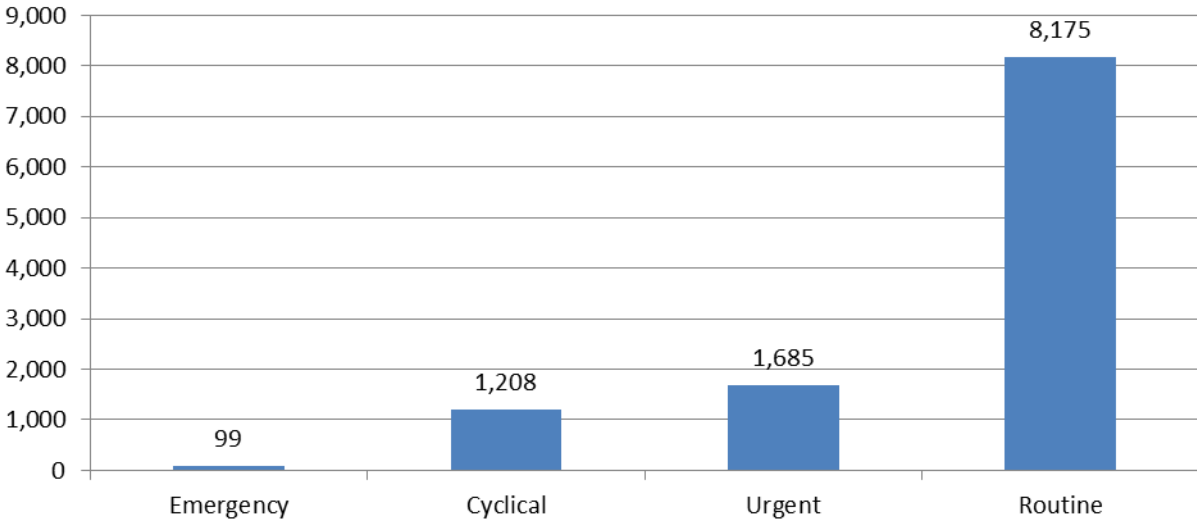
In 1999 THA began a pro-active policy to control and eliminate elevated blood lead levels on our properties. THA began the development of a strong partnership with Hillsborough County Public Health consisting of training of residents and explaining the importance of testing of children under 7 years 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:

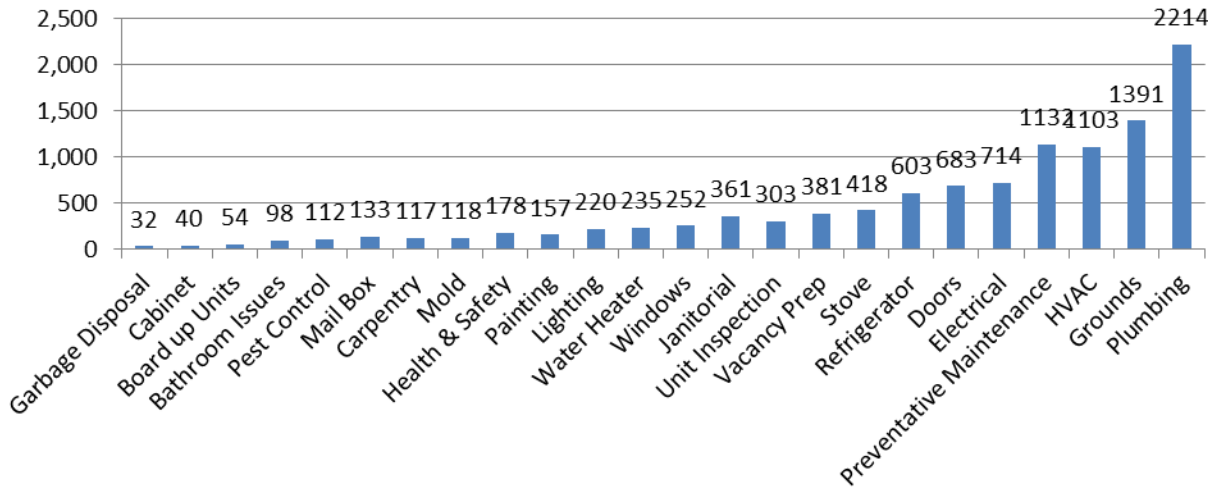
Our Focus is on improving data collection from work orders to measure and control costs and inventory. The Work Order after hour calls is showing a favorable trend downward. Work Order Call Ins from Jan. 2017 to Sept. 2017 was an average of 158; Call Ins from Jan. 2017 to Sept. 2017 was 150: a 5 % reduction. Call Outs from Jan. 2017 to Sept. 2017 were an average of 85; Call Outs from Jan. 2018 to Sept. 2018 were 102: a 20 % increase.

Facilities Board Report September 2018

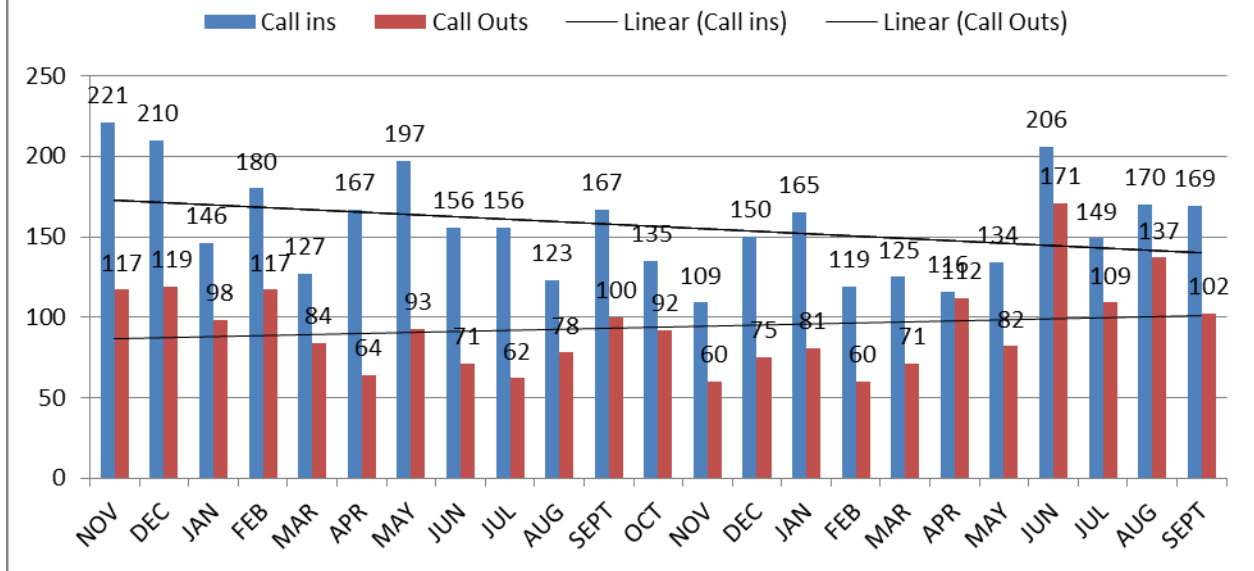
Work Order Priority Jan 1 thru Sept 30, 2018



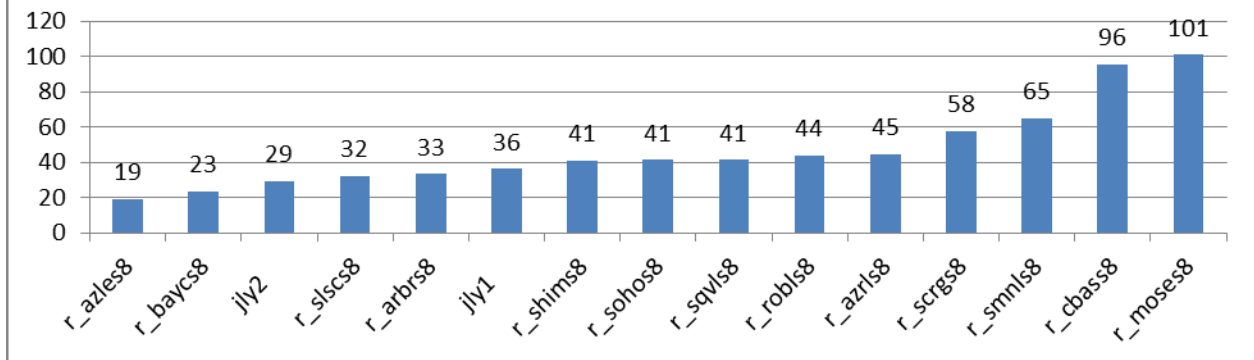
Jan 1 Thru Sept 30, 2018 Work Order Category



Work Order After Hour Calls Nov. 2017 thru Sept. 2018



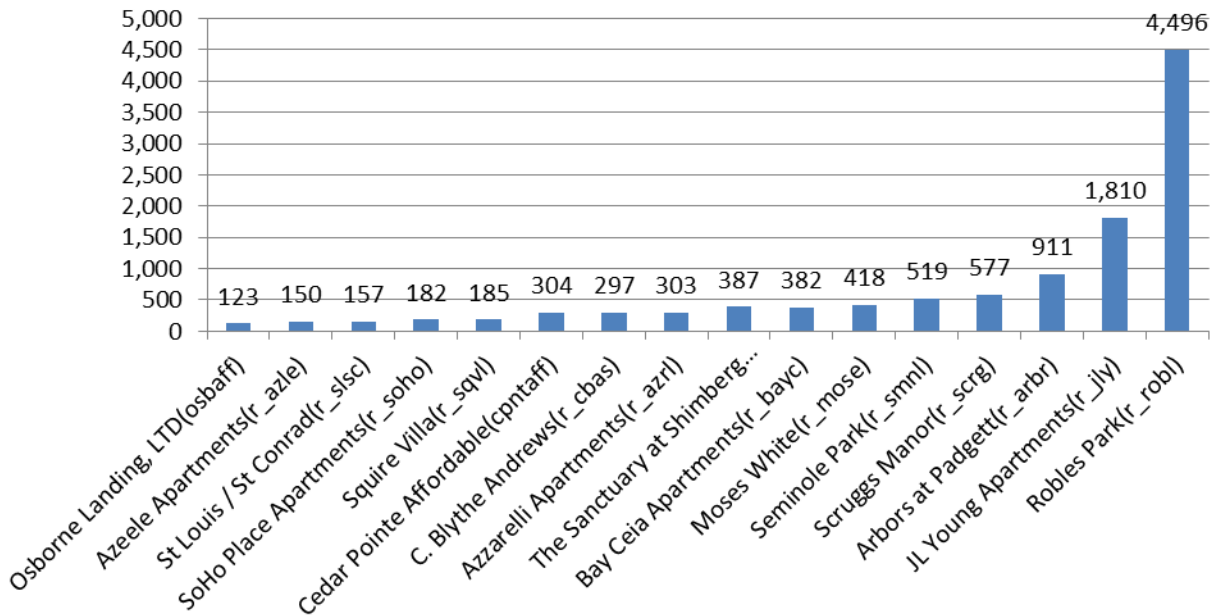
Water Consumption Gallons per Person per Day September 2018



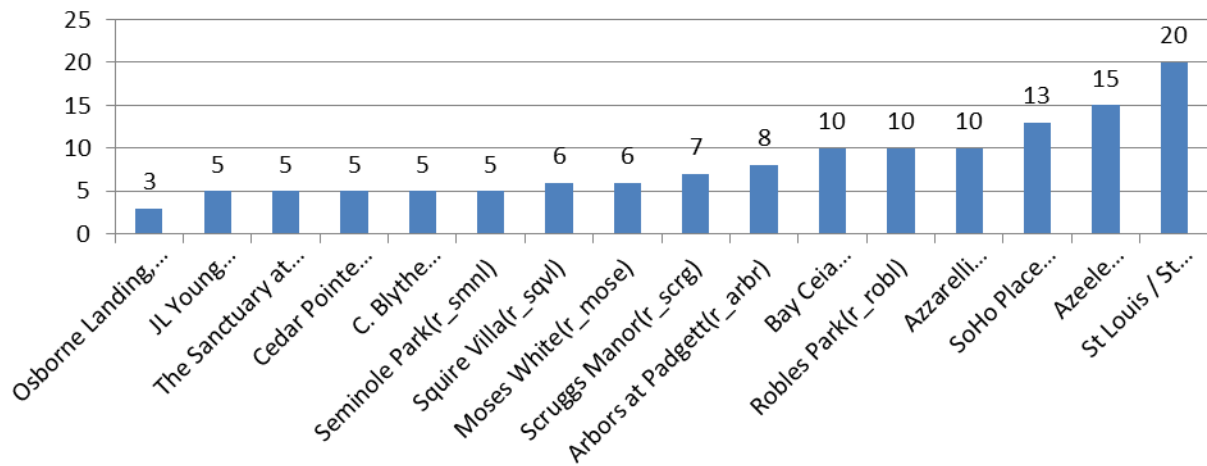
THA average number of Gallons per Person per Day (GPD) for September is 47

The average Tampa Single-family residential customer uses an estimated 76 GPD

Work Orders per Property Jan 1 thru Sept 30, 2018



Work Orders per Unit Jan 1 thru Sept 30, 2018



Average Work Order per Unit first 9 Months is 7

**HOUSING AUTHORITY OF THE CITY OF TAMPA
BOARD OF COMMISSIONERS MONTHLY REPORT**

**Department of Community Affairs
Lillian C. Stringer, Director
September, 2018**

Keeping the agency involved with our community is a key element in terms of engagement. By participating in community activities, events, meetings and other activities, 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 September

Hillsborough Area Regional Transit Authority

Staff continues to meet with agency representatives to solidify bus schedules for clients traveling to the Executive offices. The agency provided actual bus schedules, which were circulated to the Assisted Housing Department for distribution and/or posting. We learned that there is a bus scheduled from 6:45 a.m. to 6:45 p.m. every day that begins its route at Britton Plaza then comes down Cypress, where stops are made one block apart, all the way from Westshore to Reo (Beginning at Cypress and Westshore to Occident, Ward, Sherrill, O'Brien, Frontage and then on to REO). While there are no bus benches at these locations, these are clearly marked as HART Bus Stops/Flex. HART will provide Travel Trainers to come to any property to meet with residents to determine their bus travel needs. The next HART/Tampa Housing Authority meeting is scheduled for October 19th @ 10 a.m. at Encore, where we are looking to consider having the Flex bus provide service throughout the site; more details to come.

PPS Employee Recognized for Community Service

Christopher Ward, an employee in the PPS department, was recognized for his service to the community at a fundraiser held at the Center for Manifestation in East Tampa. Chris has been responsible for a series of successful Job Fairs that have brought many potential employers to the Tampa Housing Authority offices resulting in resident hiring, some on the spot. Congratulations Chris!

Staff and Residents Attend the NAR-SAAH Conference in Charlotte, N.C.

The National Alliance of Resident Services in Affordable and Assisted Housing (NAR-SAAH) is a 501-C3 initiative organized in 2002. The organization assists resident services employees and public housing residents by shaping national housing policy, expanding partnerships with community institutions, leveraging funding streams to support resident programs, and speaking on matters that directly affect public housing residents and their families. The conference was well attended with participation from the Charlotte, Chicago, Indiana, Florida, Mississippi, Georgia, New Jersey, New York and other housing authorities where informational sessions were conducted in an interactive format. The Tampa Housing Authority residents were very vocal and asked relevant questions. It was good to see the interaction of our residents with all of the other resident attendees.

Tampa Downtown Partnership Transportation Briefing

The briefing was attended by THA commissioner James Cloar and THA staff and centered on presentation of transportation initiatives by Hartline and a company contemplating nonstop rail transportation from Tampa to Orlando. This same company sited they had recently completed a similar transportation mode for Miami. The final presentation was made by the President of Metropolitan Planning Organization (MPO) who also discussed their consideration in a number of transportation initiatives that would improve transportation in the City of Tampa.

THA Employee Receives Top Award at the Housing Education Alliance Annual Awards Dinner

Tampa Housing Authority had three employees nominated for HEART awards; Detra Smith-O'Bryant, Brittney Richards and Joanna Lopez. Ms. Lopez won the honor for her work with the Byrne Grant; she thanked President/CEO Jerome Ryans and recognized the Tampa Police Department for their continued involvement.

THA Calendar of Events

2018	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
October		1st Cohen for Mayor	2nd	3rd Job Fair (PPS)	4th	5th	6th Community Concert (RPV)
	7th	8th Columbus Day	9th CDC of Tampa Luncheon Emotional Wellbeing (WC)	10th Dress for Success	11th Breast Cancer Awareness Walk (WC)	12th Landlord Fair (AH) TPD Major Johnson Opera Night @ JL Young	13th
	14th	15th	16th Homebuyers Ed. Bay Area Apt Assoc BOD Mtg	17th Board Meeting	18th Homebuyers Ed WTC Lunch w/Mayor Buckhorn Qtrly Inspection Review	19th EPA Meeting	20th
	21st	22nd Mammogram Bus Turanchik for Mayor	23rd	24th Landlord Orientation (AH)	25th	26th	27th Homebuyers Ed.
	28th	29th	30th	31st Halloween	4 Days - NAHRO Conference, Atlanta GA		

November					1st FPHASIF Board Mtg	2nd	3rd
	4th	5th	6th Homebuyers Ed.	7th	8th Homebuyers Ed. Bay Area Apt Assoc BOD Mtg Prevent Diabetes (WC)	9th YouthBuild Graduation	10th
	11th Veteran's Day	12th V-Day Observed	13th	14th Landlord Orientation (AH) 3rd Floor Annual Potluck	15th Open Enrollment (WC)	16th Housing Fair	17th Homebuyers Ed.
	18th	19th	20th	21st Board Mtg	22nd Thanksgiving Day	23rd Thanksgiving Holiday	24th
	25th	26th	27th	28th	29th	30th	
	5 Days - NAHRO OEIR at THA						

December							1st
	2nd	3rd	4th Homebuyers Ed.	5th	6th Homebuyers Ed.	7th THA Annual Business Mtg	8th
	9th	10th	11th Staff in Field Day Bus Tour Violence Prevention Workshop	12th Senior Cabaret	13th Handling the Holidays (WC)	14th	15th Homebuyers Ed.
	16th	17th	18th	19th Board Mtg Landlord Orientation	20th	21st	22nd
	23rd	24th Christmas Eve	25th Christmas Day	26th	27th	28th	29th
	30th	31st New Year's Eve					



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.thafl.com

NOTICE IS HEREBY GIVEN

THE PROJECT BASED WAITLISTS FOR BEDROOM SIZES 1-3 FOR ROBLES PARK WILL CLOSE EFFECTIVE OCTOBER 1, 2018

Overview:

The Department of Housing and Urban Development's regulations require Public Housing Agency's to provide public notice by publication in a local newspaper of general circulation and in minority media and other suitable means in accordance with the administrative plan and HUD's fair housing requirements. Project based rental assistance is a subsidized program whereas the family rental portion is based on 30% of income. The subsidy remains at the property and is not portable or transferrable.

The waitlists FOR SPECIFIC BEDROOM SIZES will remain open for the following properties:

- Robles Park Village - 4, 5 bedrooms
- C. Blythe Andrews - 3, 4, 5 bedrooms
- Oaks at Riverview - 4 bedrooms
- Gardens at SouthBay - 4 bedrooms
- Belmont Heights Estates III - 4 bedrooms
- Trio and Tempo at Encore - 4 bedrooms
- Ella and Reed at Encore - 2 bedrooms

Families must apply online at www.thafl.com. At this page please select 'Shortcuts' then 'Online Housing Application.' Eligibility determination will be made at the time the family is pulled from the list for occupancy. The list will be closed upon receiving the appropriate amount of applicants.

Individuals requiring reasonable accommodation to make application in a different manner than online must submit the request in writing for review.

Dated this 20th day of September 2018

###

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 that 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.

Knicks asked 19-year-old rookie Kevin Knox to mentor Mitchell Robinson

Hoops Hype/USA Today Sports | By: Bryan Kalbrosky | September 20, 2018



The New York Knicks selected **Kevin Knox** with the No. 9 pick of the 2018 NBA Draft. Their second-round pick was big man Mitchell Robinson.

Ian Begley reported that New York has an interesting strategy for the two heading into their rookie season: Knox will be mentoring Robinson. (via ESPN):

“Knicks coach David Fizdale says he challenged Kevin Knox to provide some leadership to Mitchell Robinson, who did not attend college last season. Fizdale says at a team town hall meeting that Knox, who played for one year at Kentucky, has taken on that leadership role with Robinson.”

Knox, who turned 19 years old just last month, has obviously never played professional basketball. But given his experience during his one year at the University of Kentucky, he’s been entrusted to help mentor the 20-year-old Robinson.

It’s a bit of a surprise, especially considering a more natural fit would have been 30-year-old Knicks forward Lance Thomas. Knox is 16 months younger than Robinson, and he has a lot on his own plate like getting acclimated to the NBA and adjusting to life in New York.

This won’t be the first time that Knox will have had such a role, as a recent profile pointed out. He spent his summers mentoring children at the **Tampa Housing Authority**, where his father worked.

Fizdale specifically worded this as a “challenge” to Knox, so it will be very interesting to see how the rookie rises to the occasion. He won’t have to go at it alone, though, considering big man Enes Kanter, 26, has said he would not mind stepping up to help develop Robinson as well.

Affordable housing becomes key issue with city

Gainesville Sun | By Cleveland Tinker | Tuesday September 25, 2018 at 7:15 PM

Six hundred and seventy-eight city of Gainesville employees, 236 Alachua County workers, 1,651 from the county school system and six Gainesville Housing Authority employees can't afford what's considered the fair market rate for a two-bedroom apartment. It takes a salary of close to \$17 an hour to afford a two-bedroom apartment — without spending more than 30 percent of one's monthly income on rent, which the federal government deems a "cost burden" — and 2,571 employees of the four government entities don't earn that much.

The numbers were part of a report made to city officials last week about affordable housing, which will also be the discussion topic at an event hosted by Gainesville City Commissioner Gigi Simmons at 10 a.m. Wednesday at the Thomas Center, 302 NE Sixth Ave. It is open to the public. "The event is being held to educate the public about community land trusts," said Simmons, who represents District 1.

A community land trust (CLT) is a nonprofit corporation that develops and stewards affordable housing, community gardens, civic buildings, commercial spaces and other community assets on behalf of a community. They are becoming increasingly popular across the nation to create more equitable housing opportunities and inclusive communities, Simmons said. Gainesville Housing Authority Executive Director Pamela Davis will be one of the event's presenters, along with Camille Reynolds, executive director of the Hannibal Square community land trust in Winter Park, one of the most successful community land trusts.

The community land trust issue is bubbling up as city officials are considering changes to the city's comprehensive plan to try to generate more affordable housing. Simmons, Davis and several others traveled to Winter Park a couple of months ago to visit Hannibal Park and were impressed with what they saw and learned, Simmons said.

"We can definitely try to replicate some of the things they are doing there and what is happening with other CLTs and affordable housing developments around the state," she said. Davis said another example of a thriving and successful venture that's addressing affordable housing is the **ENCORE** Project in Tampa, which focuses on mixing affordable housing, commercial and mixed-use development in the same area.

One of the most poignant aspects of the affordable housing issue in Gainesville and Alachua County is that many working people can't afford decent housing, Davis said. "The purpose of our joint meeting with the City Commission last week was to bring back to the forefront the purpose of why the Gainesville Housing Authority was established in 1966," Davis said.

The authority was established to address the deplorable living conditions of many Gainesville residents, Davis said. Habitat for Humanity, GHA, Alachua County Housing Authority, county and municipal commissions and other private and public organizations that are concerned about affordable housing must come together to form a comprehensive plan to help meet the demand for affordable housing that currently far exceeds supply, Davis said.

"It will take the Gainesville Housing Authority another 50 years to meet the demands of our waiting list for public housing and Section 8 housing," Davis said. The GHA has established two nonprofits in the past several years to help it deal with its mission. The Gainesville Florida Housing Corporation was created to further its affordable housing goals and the Gainesville Housing Development and Management Corporation was created to provide and develop affordable housing opportunities to low- and moderate-income residents and families primarily located in Gainesville and surrounding areas, Davis said. "We as a community are going to have to come up with creative and innovative ways to meet our affordable housing needs," she said.

Last week, the City Commission allocated roughly \$484,000 of the city's budget for the upcoming fiscal year to affordable housing initiatives, including extending city support for a homeless services contact, hiring a consultant to develop a housing action plan with input from a community housing summit and adding two support staff workers in the city's Housing Division.

The commission also voted to schedule several meetings across the city before November to discuss changes to the city's comprehensive plan on affordable housing. Under those changes, future planned developments would include different types of housing, schools, shops and workplaces. Density bonus allowances would allow multi-family and mixed-use buildings such as duplexes, townhouses and live/work units to be built in areas that would otherwise exceed the city's maximum units-per-acre policy. During the meeting Thursday, some residents voiced concerns with the plan, saying an influx of multi-family buildings would decrease property values and jeopardize historic neighborhoods.

Contract Register September 2018

Contract Listing - Grid

Contract #	Description	Start Date	End Date	Contractor	Contract Amount
Trio @ Encore	The Trio at Encore	7/18/2012	3/10/2014	The Trio at Encore, LP	\$5,336,374.00
The Tempo at 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	A&E Services for Job Training Center Facility	12/13/2013	1/31/2019	Cooper Johnson Smith Architects & Town P	\$89,932.00
fy12-rfp-02b	Early Childhood Education Center space planning at the Trio	10/20/2010		Cooper Johnson Smith Architects & Town P	\$18,100.00
fy14-moa-09	Provide supportive services for the Choice Neighborhoods grant.	5/13/2014	9/30/2018	Florida Education Fund, Inc.	\$375,000.00
fy14-rfp-04	Housing Quality Inspection Services	10/31/2017	10/30/2018	CGI Federal Inc.	\$475,000.00
fy14-rfp-05c	A&E Services Phase 2 Cedar Point	10/7/2016	1/6/2017	Design Styles Architecture, Inc	\$93,260.00
fy14-rfp-10	Pre-Grant writing consultant services West River	7/24/2015	5/31/2018	Lambert Advisory, LLC	\$173,277.29
fy16-ifb-29_red	Demolition of N Boulevard Homes-Area 1	5/22/2017	9/29/2017	Howard Jimmie LLC	\$1,337,204.00
fy16-moa-04	Mental Health & Substance Abuse Case Management Services	10/1/2016	9/30/2017	Success 4 Kids & Families	\$259,177.00
fy16-rfp-01	Independent Auditing Services	4/27/2016	4/26/2019	Berman Hopkins Wright & Laham, LLP	\$175,415.00
fy16-rfp-04	Solar Source Panel @ The Ella at Encore	6/1/2017	11/15/2017	Solar Source	\$200,000.00
fy16-rfq-04	St James Church Preservation	8/12/2016	9/19/2018	The Hayes Construction Co	\$1,150,000.00
fy16-rfq-08	Rental Assistance Demonstration (RAD)	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	Cedar Pointe New Construction	7/3/2017	7/2/2018	Pro-Fit Development Inc.	\$2,500,000.00
fy17-ifb-03a	Pest control services for THA properties	8/1/2017	7/31/2018	Atlas Eco Pest Control Lawn and Termite	\$2,880.00
fy17-ifb-03b	Pest control services for THA properties	8/1/2017	7/31/2018	Florida Pest Control & Chemical Co.	\$61,140.00
fy17-ifb-07	North Boulevard Demolition Phase 2	5/7/2018	12/31/2018	Howard Jimmie LLC	\$1,920,000.00
fy17-moa-04	Counseling and case management for FLNET	8/31/2017	8/16/2018	Dainara Acevedo	\$42,500.00

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Contract #	Description	Start Date	End Date	Contractor	Contract Amount
fy17-moa-05	Job Plus Initiative Grant w/CareerSource of Tampa Bay	8/15/2017	3/31/2021	CareerSource Tampa Bay	\$148,275.00
fy17-moa-06	Credit & Work Site Training	10/1/2017	6/30/2018	BONA5D Credit Consultants, LLC	\$500.00
fy17-moa-08	Jobs Plus Partnership @Robles Park Village	4/1/2017	3/31/2019	Project Link, Inc.	\$20,000.00
fy17-moa-14	Provide supervision to counselors and case managers	9/1/2017	9/30/2018	Iraida V. Carrion	\$8,400.00
fy17-moa-18	Supervision to ORCC DJJ Youth & Family Services Interim	9/1/2017	9/30/2018	Iraida V. Carrion	\$3,600.00
fy17-moa-19	Re-establishment of JLY Apt. 128 & 130.	1/29/2018	2/19/2018	Small Construction Services Inc	\$48,000.00
fy17-moa-20	Community Support for Work @ Robles Park Village	4/1/2018	3/31/2019	City Plan, Inc.	\$18,916.00
fy17-rfp-01a	Indefinite Quantities for AE Services	9/1/2017	9/1/2019	GLE Associates, Inc	\$600,000.00
fy17-rfp-03	Consulting services to facilitate & update THA business plan	4/1/2018	3/31/2022	CVR Associates Inc	\$136,900.02
fy17-rfq-03	Environmental Consultant contract	2/15/2018	2/14/2019	GLE Associates, Inc	\$300,000.00
fy17-rfp-04_pps	Grant Writing Services	5/2/2018	5/3/2019	Abbie J. Weist, Inc.	\$90,000.00
fy18.moa.01	ORCC DJJ Youth and Family Services Intern	5/21/2018	5/21/2019	Dainara Acevedo	\$3,600.00
fy17-rfq-02	Urban Farm @ Encore	1/9/2018	1/8/2023	Meacham Urban Farmers LLC	\$341,162.00
fy18.moa.05-pps	Girls empowered Mentally	4/1/2018	3/31/2019	Girls Empowered Mentally for Success	\$15,000.00
fy18.moa.06	Boys Scouts Of America	4/1/2018	3/31/2019	Greater Tampa Bay Area Council	\$30,000.00
fy18.moa.11	Finanace Director	9/25/2018	12/31/2018	Eric Davis	\$26,995.20
fy18-moa-02	Janitorial Services	4/24/2018	4/24/2019	MICHELLE HENRY Faithful Cleaning Service,	\$29,620.00
fy18-moa-08	Youthbuild Turtoring Services	8/1/2018	12/1/2018	Andrea Alderman	\$10,000.00
fy18-moa-09	Auditing Services	8/13/2018	12/24/2018	Ron Steele	\$20,000.00
fy18-sc-001	FY18-SC-001/YARDIRENTCAFE	7/25/2016	8/31/2018	Yardi System, Inc.	\$22,737.98

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Board Meeting of the Housing Authority of the City of Tampa, Florida

