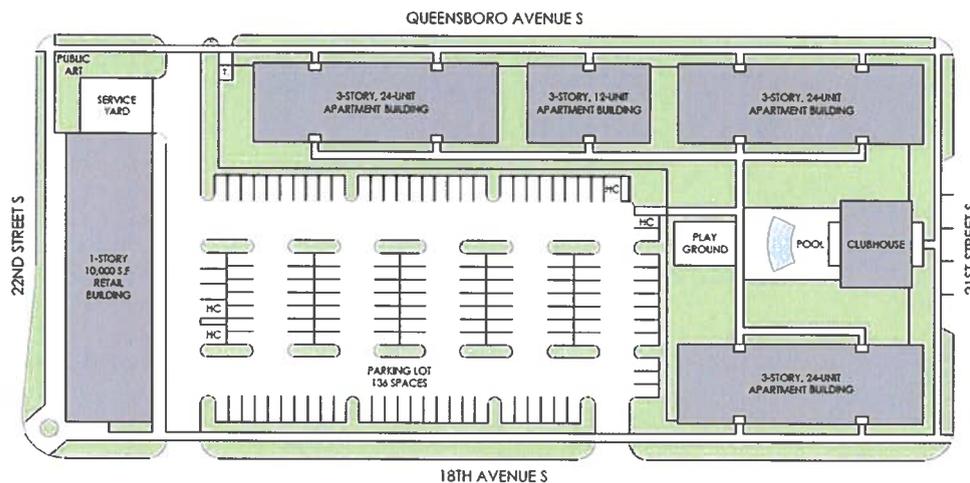




PROPOSAL FOR TANGERINE PLAZA

City Owned Real Property
1794-22nd Street South
Tangerine Center



Application to:

City of St. Peterburg
Real Estate and Property Management,
Municipal Services Center
One – 4th Street North-9th Floor
St. Petersburg, Florida 33701

Submitted by:

Blue Sky Communities
5300 West Cypress Street, Suite 200
Tampa, FL 33607

Due: May 22, 2020



Blue Sky Communities
5300 West Cypress Street
Suite 200
Tampa, Florida 33607

May 22, 2020

David Dickerson, Real Estate Coordinator
Municipal Services Center, 9th Floor
One 4th Street North
St. Petersburg, Florida, 33701

RE: RFP for City Owned Property
1794 22nd Street South, St. Petersburg

Dear Mr. Dickerson,

Thank you for the opportunity to present our proposal and qualifications for this redevelopment. We are the best option to achieve this type of mixed-use development, because we have successfully completed one just like it. Arbor Village is 80 units plus a 1-story commercial building of 10,000 SF. This is a nearly identical development program to what we believe would work at Tangerine. Arbor Village is located in Sarasota.

We have completed 3 major rehabs in the City involving Tax Credits, bringing to St. Petersburg more than \$37 million in private financing, \$9 million in Sadowski Funds, and more than \$13 million in other State and Federal funds. In August we are starting SkyWay Lofts, our new construction Tax Credit Community on 34th Street S.

Furthermore, we have a strong track record developing on municipally-owned land. We are currently working with the City of Orlando, City of Clearwater, and St. Lucie County to bring new Tax Credit development on land they own. Finally, I am proud to say that we were ranked #36 in the Top 50 Affordable Housing Developers for 2019 (Affordable Housing Finance Magazine, May 2020).

Thank you for your consideration, if you have any questions please contact me at 813-384-4825 or swilson@blueskycommunities.com.

Sincerely,

A handwritten signature in black ink that reads "Shawn Wilson".

Shawn Wilson
President and CEO

Proposal For Tangerine Plaza

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-

Tab 1

Section 8 Requirements

PROPOSAL REQUIREMENTS
For Tangerine Plaza
Pursuant to Section 8 of RFP

- 1) Development must have a food component that is supported by the findings of the Tangerine Plaza Market Study, attached as Exhibit "F". The City is willing to enter into a private-public partnership to support a grocery store that may include use of incentives available through the South St. Petersburg Community Redevelopment Plan. As the immediate area may not support a full-size grocery store, the City is suggesting the idea of a smaller scale store that would still provide fresh food choices;

We are proposing a 10,000 square foot building that would be home to a smaller scale grocery store.

- 2) A description of the proposed use and identification of the end-user, if not the Proposer. Conceptual site plans or illustrations of the proposed use are to be included as well as details describing the development program such as number of dwelling units and square footage devoted to the land use proposed;

Blue Sky has submitted two prior applications to redevelop this property. In 2018, we submitted an RFP response. In 2019, we submitted an unsolicited application.

Blue Sky proposes to demolish all improvements and deliver a brand new, gleaming, award-winning example of 21st century community redevelopment.

We propose a mixed-use design of multifamily apartment homes and a 10,000 sq. foot commercial space to be occupied by a non-chain grocery and perhaps a City office. The multifamily portion will consist of 1, 2, and 3 bedroom units with at least 84 units.

Unit count (approx.):

- **1br: 20, 700sf**
- **2br: 40, 950sf**
- **3br: 24, 1200sf**

Income set-asides (approx.):

- **30% AMI: 14 units**
- **60% AMI: 56 units**
- **80% AMI: 14 units**

The community would offer a host of amenities including a community area, office leasing space, on-site laundry (or in-unit hook-ups), playground, swimming pool, computer lab area and other resident services. This property would meet the National Green Building Standard and have multiple energy efficient building materials and fixtures.

Our redevelopment plan will conform to the land development regulations of the CCT-1 district.

Please see Tab 2 for a proposed Site Plan and various architectural designs for previous developments.

- 3) A mixed-use development with retail, including healthy food retailer(s), that must include space along 22nd Street South and, preferably, along 18th Avenue South;
- 4) Development which is consistent with South St. Petersburg Community Redevelopment Plan's goals to link development with living-wage jobs for existing residents and utilize Small Business Enterprise companies, specifically from South St. Petersburg when available. "Living wage" jobs are those that pay at least \$12.00/hour in addition to full medical and other benefits for a single adult household;
- 5) Development which is consistent with the city's Integrated Sustainability Action Plan (ISAP) especially as it relates to sustainable building, procurement, and business practices and equity. Tangerine Plaza, already an important asset in the community, also brings opportunities to propose building and community practices that promote community equity and resiliency as it relates not only to extreme weather events, but quick recovery through high quality buildings, jobs, and when needed, community resources;
- 6) Development which is consistent with Complete Streets Implementation Plan's (CSIP) vision of 18th Ave S. modal priority as a "transit" corridor with land development supporting transit service through design considerations such as orienting building siting and entrances to transit stops, and adjusting minimum motor vehicle parking standards;
- 7) Development which is consistent with the City's ongoing desire to incorporate bicycle and pedestrian infrastructure and development site and building design that promotes active living and physical activity in support of the City's Health in All Policies initiative;
- 8) Development which reflects the heritage and culture of South St. Petersburg through architectural design, tenant mix and program, signage and other features of the development;

We commit to adhere, to the greatest extent practical, to 3 through 8.

- 9) Preferred real estate interest to be conveyed (i.e. Lease, Lease w/ Purchase Option etc.) and specific terms thereto. The City is interested in a long-term lease with the selected Proposer with an option to purchase once the terms of the development agreement have been satisfied;

We agree to a long-term lease with an option to purchase after the terms of the development agreement have been satisfied. The purchase price we are offering is \$1,250,000.

- 10) A project pro-forma and construction budget; Please see Tab 3

- 11) Confirmed or verifiable sources of funds supporting the Proposer's financial capability of undertaking the proposed development, including company operating revenues and expenses, history of debt repayments, and letters of credit;

Blue Sky was named in 2017 and 2019 one of the top 50 affordable housing developers in the USA.

We have multiple large loans and investments with such institutions as Raymond James, Citibank, and Bank of America. In addition, we have many loans from governmental agencies. We are in good standing with all creditors. We will be happy to provide financial statements, bank statements, credit references, and other backup as part of a negotiation with the City.

The following is an excerpt from a recent report approved by the Board of Directors of the Florida Housing Finance Corporation:

Blue Sky Communities, LLC	
December 31, 2019	(Unaudited)
Cash and Cash Equivalents:	\$ 544,608
Total Assets:	\$ 14,527,477
Total Liabilities:	\$ 3,039,384
Total Net Worth:	\$ 11,488,093

The financial information is based upon unaudited financial statements for the period ending December 31, 2019. BSC's assets consist of cash, Developer Fee receivable, and investments in 25 related entities. The Liabilities consist primarily of a letter of credit and accounts payable.

AmeriNat has received and reviewed 2017 and 2018 tax returns for BSC and found them to be acceptable.

A Schedule of Real Estate Owned dated December 31, 2019 was provided. It contains information for two multifamily residential properties in which the entity holds minority interests. The assets have a DSC of 1.88x to 1.00 and an occupancy rate of 98.5%.

12) A project time line, including date specific milestones such as project approvals, commencing and completing construction and opening for business;

Month after City Approval	Milestone
1	Sign agreement with City
2-?	Apply for FHFC funding (subject to FHFC timeline)
2-6	City development plan (site plan) approvals
Month after FHFC Approval	
1-3	Architecture and Engineering working drawings
4-8	Permitting
9-21	Construction
22	Occupancy

13) Estimated type and number of new jobs that the development will create, including a time line, and projected salaries;

Type	Number	Timeline	Projected salaries
Construction	96	2022-2023	\$15/hr - \$50/hr
Property Mgt.	4	2024 -	\$18/hr - \$28/hr
Grocery/other Comm.	15	2024-	\$10/hr - \$25/hr

Opportunity Zone: On June 14, 2018, the US Treasury announced the final Opportunity Zone designations. Tangerine Plaza is within an Opportunity Zone. The Tax Cuts and Jobs Act created Opportunity Zones to spur investment in distressed communities throughout the country. New investments in Opportunity Zones can receive preferential tax treatment.

14) Estimated type and number of existing jobs that will be relocated and/or retained at the Property, including salaries; **None.**

15) Affirmative agreement by Proposer to enter into a binding agreement to ensure the completion and occupancy of the development and to ensure the City's objectives for the property are achieved; **Please see Tab 4.**

16) Working with the City's Workforce Development Team and St. Pete Works! on hiring CRA residents during the construction phase of the project as well for permanent jobs after completion;

- 17) A credible effort to engage businesses participating in the City's Small Business Enterprise Program ("SBE"), with preference for St. Petersburg based SBE companies, during the design and construction phases of the project and in the ongoing operations of the end user business(es) with an SBE goal of thirty percent (30%). For more information on visit: http://www.stpete.org/assistance/small_business_enterprise_program.php ;

We commit to work with the City's Workforce Development Team, St. Pete Works!, and the SBE program. We are presently doing a similar process with the City of Orlando.

- 18) A complete description of the Proposer's entity (corporation, partnership, etc.) and identification of all parties including disclosure of all persons or entities having a beneficial interest in the proposal;

We are a Florida limited liability corporation. Persons and entities with a beneficial interest in the proposal are: Shawn Wilson, Scott Macdonald, Harry R. Chadwick and Laurel J. Chadwick Family Trust and the Sembler Provision Fund Generation-Skipping Trust Number Five.

Mr. Wilson and Mr. Chadwick are also Managers of our LLC.

- 19) Resume of Proposer's previous experience and a description of the scope and quality of past projects; **Please see Tab 5**
- 20) A list of any previous or current City-project that the Proposer or any member of the Proposer's team was involved with, whether directly or indirectly;

Blue Sky (Developer): (see development sheets at Tab 5 for specific details on each)

- 540 Town Center, 540 2nd Avenue South
- Peterborough Apartments, 440 4th Avenue North
- Brookside Square, 200 72nd Avenue North
- Skyway Lofts, 34th Street S. at 39th Avenue

Carteret Management Corporation (Management Agent):

- 540 Town Center, 540 2nd Avenue South
- Peterborough Apartments, 440 4th Avenue North
- Brookside Square, 200 72nd Avenue North
- Phillip Benjamin Tower, 250 58th Street North
- Rio Vista Village, 200 78th Avenue North

Tim Clemmons (Architect): See PLACE Resume.

Partial list of major projects in St. Petersburg:

- Morean Arts Center, 719 Central Avenue

- **Manhattan Casino Tenant Improvements, 642-22nd Street South**
- **Lake Vista Community Center Addition and Renovations, 1401 62nd Avenue South**
- **Campbell Landings Apartments, 365 6th Street South**
- **Bliss Condominiums, 176 4th Avenue NE**
- **Salvador Condominiums, 199 Dali Blvd.**
- **Skyline 5th Apartments, 441 33rd Street North**
- **Peterborough Apartments Renovations, 440 4th Avenue North**

R. Donald Mastry (Attorney): Over his 50+-year career, Mr. Mastry has been involved in hundreds of projects in the City.

- 21) A complete description of the development team including names, addresses, individual resumes' of those individuals to be assigned to the project; the responsibilities of each team member or firm; and the experience of all those involved; **Please see Tab 6.**
- 22) Any extraordinary terms or conditions; **NONE**
- 23) An affirmative statement that Proposer is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would or could have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein;

Please see Tab 7.

- 24) A primary contact name and numbers including phone and email;

Blue Sky Communities LLC
Scott Macdonald
Executive Vice President & CEO
813-514-2108
smacdonald@blueskycommunities.com

- 25) A signed Proposal Form, attached as Exhibit "B" to this RFP, accompanied by a NONREFUNDABLE payment of two hundred fifty (\$250) dollars. Payment should be made in the form of a check, payable to the City of St. Petersburg. **Please see Tab 8.**

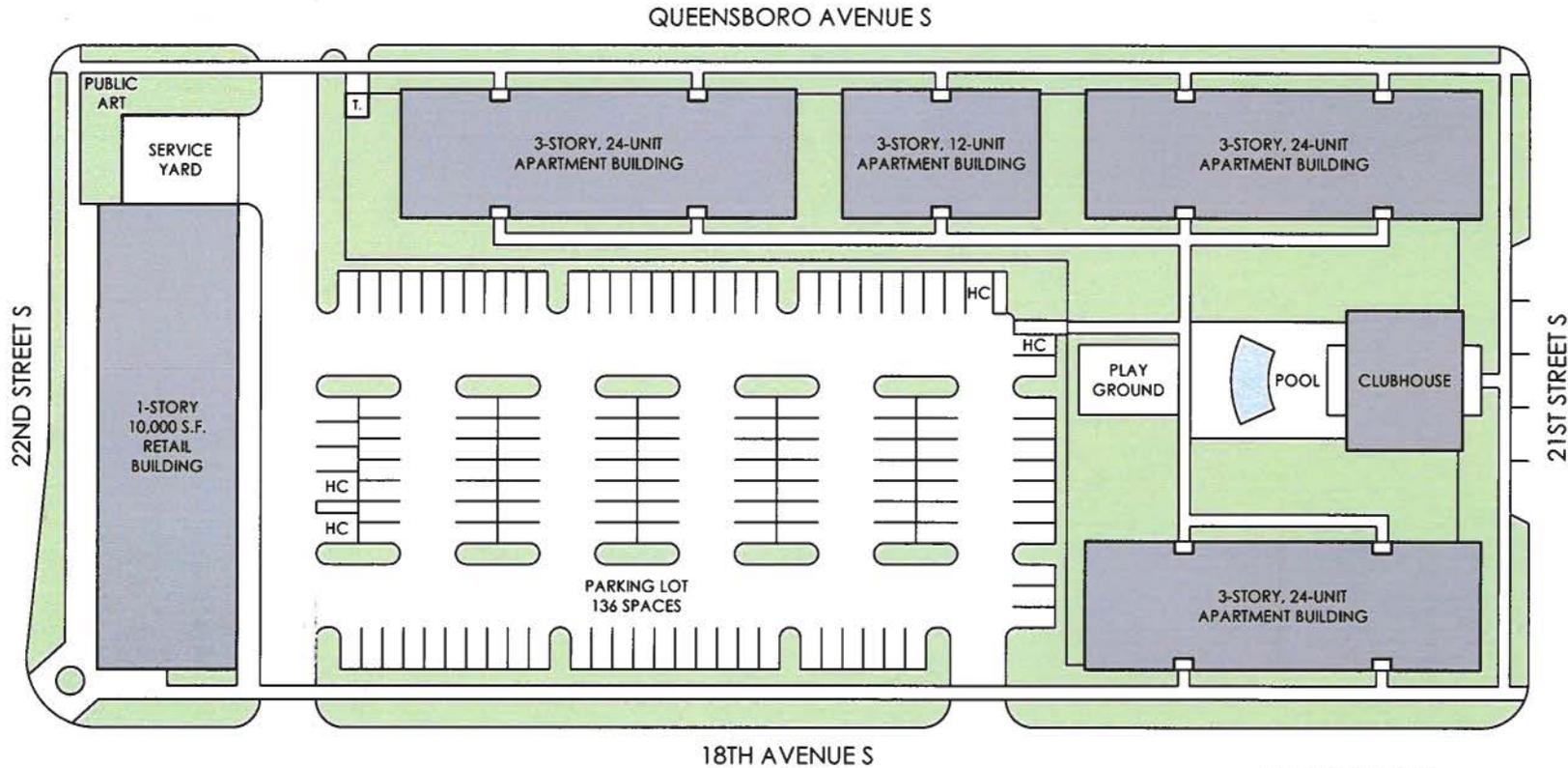
Tab 2

Example Rendering & Site Plan

Similar Rendering



**Sandpiper Place, Manatee County
92-units
Presently Under Construction**



PROJECT INFORMATION

SITE AREA: 156,940 S.F., 3.60 ACRES
 ZONING: CCT-1
 BASE RESIDENTIAL DENSITY ALLOWED: 24 DU-ACRE, 86 UNITS
 BASE RESIDENTIAL DENSITY PROPOSED: 23 DU-ACRE, 84 UNITS
 COMMERCIAL DENSITY ALLOWED: 1.00 FAR
 COMMERCIAL DENSITY PROPOSED: 10,000 S.F., 0.06 FAR
 GROSS BUILDING AREA: 110,000 S.F.
 GROSS BUILDING FAR: 0.70
 UNIT COUNT: 1 BR-21, 2BR-50, 3BR-12, TOTAL-84
 BUILDING HEIGHT ALLOWED: 42'
 BUILDING HEIGHT PROPOSED: 36'
 PARKING MINIMUM: 124 SPACES
 PARKING PROPOSED: 136 SPACES
 IMPERVIOUS SURFACE AREA RATIO: 75.0%


Conceptual Site Plan
 SCALE: 1" = 50'-0"

Tab 3

Pro-forma & Budget

Tangerine Plaza	Family	New Construction	Garden	Wood	Pinellas County	05/19/20
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DEVELOPMENT SUMMARY

Unit Type	Number	%	Approx SF	Set-Aside	% of Units
1br/1ba	20	23.81%	700	ELI (30%)	16.67%
2br/2ba	40	47.62%	950	60%	66.67%
3br/2ba	24	28.57%	1,200	80%	16.67%
Grocery store			10,000	Market	0.00%
TOTAL	84	100.00%	80,800	Total	100.00%
		Avg SF	962	Income Average	58.33%

STABILIZED OPERATING PROJECTIONS

Unit Type	# Units	Max LIHTC Rent 2020	Utility Allowance	Max net rent	Proposed Rent	\$/SF	Gross Potential Income
ELI (30%)							
1br/1ba	3	396	81	315	315	0.45	11,340
2br/2ba	7	474	106	368	368	0.39	30,912
3br/2ba	4	548	129	419	419	0.35	20,112
Total	14						
60%							
1br/1ba	14	792	81	711	711	1.02	119,448
2br/2ba	26	949	106	843	843	0.89	263,016
3br/2ba	16	1,097	129	968	968	0.81	185,856
Total	56						
80%							
1br/1ba	3	1,056	81	975	975	1.39	35,100
2br/2ba	7	1,266	106	1,160	1,160	1.22	97,440
3br/2ba	4	1,463	129	1,334	1,334	1.11	64,032
Total	14						
	84						Gross Rental Income 827,256
		\$/Unit/Month	Penetration				
Washer/Dryer Rental		40.00	75%				30,240
Cable		4.00	100%				4,032
Fees, NSF, etc		10.00	100%				10,080
TOTAL UNITS:	84						Gross All Income 871,608
Vacancy & Collection Loss					5%		43,580
Effective Gross Income (EGI)							828,028
Operating Expenses							-505,398
		\$/year	/unit/yr				
Real Estate Taxes		79,800	950				
Insurance		58,800	700	Flood Zone?	No		
Management Fee (5%)		41,401	493				
General and Administrative		29,400	350				
Payroll Expenses		136,396	1,624				
Utilities		67,200	800				
Marketing and Advertising		6,300	75				
Maintenance and Repairs		25,200	300	Elevator?	No		
Grounds Maintenance		12,600	150				
Contract Services		23,100	275				
Reserve for Replacement		25,200	300				
Total		505,398	6,017			61.04%	
Net Operating Income							322,630

Tangerine Plaza	Family	New Construction	Garden	Wood	Pinellas County	05/19/20
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CALCULATION OF MAX PERM LOAN	
Max Loan to Value	85%
Cap Rate	6.00%
As-Complete Value	5,377,164
Max Loan - LTV	\$ 4,570,589
DSCR	1.30
Max Loan - DSCR	\$ 3,971,517
RECONCILED 1ST MORTGAGE MAX AMOUNT	3,970,000

ACTUAL PERM LOAN DETAILS			
1st Mortgage	Hard or Soft? Hard	Interest Only? No	
1st Mortgage - JP Morgan Chase			2.500%
Spread			2.500%
Servicing Fees			0.000%
Cushion			0.250%
All-in rate			5.250%
Amort Term			35 Years
Loan Amount			3,970,000
Debt Service			248,082
Year 1 DSCR			1.30x
Cash Flow			74,548
2nd Mortgage	Hard or Soft? Soft	Interest Only? Yes	
2nd Mortgage - City of St. Petersburg			3.000%
Loan Amount			354,000
Debt Service			17,910
Year 1 DSCR			1.21x
Cash Flow			56,638

CONSTRUCTION PERIOD FINANCING ANALYSIS	
Total Development Costs	20,824,534
Less:	
Equity During Construction	2,381,462
2nd Mortgage	354,000
Operating Reserve	385,695
Compliance Fee	216,761
Deferred Developer Fee	1,406,098
Subtotal	16,080,518
Cuhion	804,026
Min. Cons Loan Amt.	16,884,544
CONSTRUCTION LOAN AMOUNT	18,000,000

Tangerine Plaza	Family	New Construction	Garden	Wood	Pinellas County	05/19/20
-----------------	--------	------------------	--------	------	-----------------	----------

PERM SOURCES	Amount	Per Unit	Percent	
1st Mortgage - JP Morgan Chase	3,970,000	47,262	19.06%	
2nd Mortgage - City of St. Petersburg	354,000	4,214	1.70%	
HC Equity - Raymond James	15,876,412	189,005	76.24%	
Deferred Developer Fee	624,121	7,430	3.00%	
TOTAL SOURCES	20,824,534	247,911	100.00%	

USES - INCLUDING GROCERY STORE		Per Unit	Per SF	HC Eligible
ACQUISITION COSTS				
Land	1,250,000	14,881	15.47	-
TOTAL ACQUISITION	1,250,000	14,881	15.47	-
HARD COSTS				
Total Construction Contract	12,500,000	148,810	154.70	11,416,320
Contingency 5.0%	625,000	7,440	7.74	625,000
TOTAL HARD COSTS	13,125,000	156,250	162.44	12,041,320
FINANCING COSTS				
Perm Mortgage Orig. 1.00%	39,700	473	0.49	-
Construction Loan Orig. 1.00%	180,000	2,143	2.23	180,000
Int Res 4.50%	789,750	9,402	9.77	473,850
Syndicator Fees	50,000	595	0.62	30,000
Lender App Fees	20,000	238	0.25	-
TOTAL FINANCE	1,079,450	12,851	13.36	683,850
SOFT COSTS				
Accounting	40,000	476	0.50	40,000
Appraisal/Market Study	15,000	179	0.19	15,000
Architect Design	350,000	4,167	4.33	350,000
Architect Supervision	42,000	500	0.52	42,000
Building Permit Fees	105,000	1,250	1.30	105,000
Engineering Fee	10,000	119	0.12	10,000
Environmental	10,000	119	0.12	10,000
FF & E, Mgt. Setup	168,000	2,000	2.08	168,000
FHFC Admin	168,120	2,001	2.08	0
FHFC App Fee	3,000	36	0.04	0
FHFC Compliance Fee	216,761	2,580	2.68	0
FHFC CU Fee	30,000	357	0.37	0
Impact Fees	63,252	753	0.78	63,252
Inspection & Servicing Fees	45,000	536	0.56	45,000
Insurance	325,000	3,869	4.02	195,000
Legal - Debt	45,000	536	0.56	22,500
Legal - Developer	75,000	893	0.93	56,250
Marketing - Office, Ads	10,000	119	0.12	0
Green Building Cert	35,000	417	0.43	35,000
P&P Bond	157,500	1,875	1.95	157,500
Property Taxes	27,500	327	0.34	13,750
Reserve - ODR 6 Months	385,695	4,592	4.77	0
Reserve-Lease up	100,800	1,200	1.25	0
Soil Test Reports	15,000	179	0.19	15,000
Survey	20,000	238	0.25	20,000
Title/Recording/Doc Stamps	85,644	1,020	1.06	68,515
Utility Connection Fees	81,800	974	1.01	81,800
Soft Cost Contingency	107,179	1,276	1.33	107,179
TOTAL SOFT	2,737,251	32,586	33.88	1,620,746
SUBTOTAL	18,191,701	216,568	225.14	14,345,916
Developer Fee 16.00%	2,632,833	31,343	32.58	2,632,833
GRAND TOTAL	20,824,534	247,911	257.73	16,978,749

Tab 4

Affirmative Agreement



Blue Sky Communities
5300 West Cypress Street
Suite 200
Tampa, Florida 33607

May 22, 2020

We affirm that Blue Sky (or its affiliates) will enter into a binding agreement to ensure the completion and occupancy of the development to ensure the City's objectives for the Property are achieved.

Shawn Wilson

Shawn Wilson
President and CEO

Tab 5

Developer Experience



*Never far
from Home.*





We all want a place to call home.

At Blue Sky Communities, we're committed to helping more families find a place that they are proud to call home. We work with local governments to find efficient, high-quality solutions to workforce housing. We elevate communities by creating state-of-the-art homes that are attainable for hard working families, disabled veterans, seniors, and those with special needs. We partner with nonprofit organizations to help our residents achieve success.

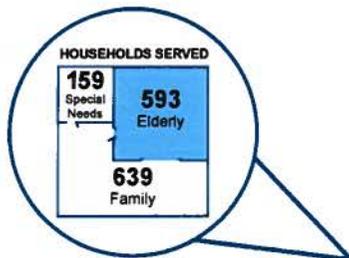
Designed with livable floor plans and excellent amenities, each Blue Sky development is backed by professional staff and support services. All of our communities are conveniently located near transit lines, grocery stores, schools, and parks.

With Blue Sky Communities, you're never far from home.

About Us

Founded in 2012, Blue Sky Communities inspires positive change in communities across Florida through high-quality, workforce housing development and management. By forming alliances and working closely with stakeholders, Blue Sky delivers attainable rental home options that serve people from all walks of life. Our proven success and strong roots make us recognized leaders in the workforce housing industry.

Our specialty is working with nonprofit organizations to develop new apartment communities and transform older properties. These resources bring an enriched resident experience that include a wide array of services customized for the residents' needs. The result is greater stability, vibrancy and sustainability in our neighborhoods.



NAMED ONE OF THE
TOP 50
AFFORDABLE
HOUSING DEVELOPERS*

Our multifamily residences stand the test of time. We own and operate our developments for no less than 15 years, creating community assets that neighbors can be proud of for decades. Beautifully planned and designed, our developments offer convenient amenities, such as pools and workout centers, to help residents build a sense of community in a safe place. Blue Sky residences are known for elevating neighborhoods and improving lives.

*Affordable Housing Finance Magazine, April 2018 issue



STEADY GROWTH BY THE NUMBERS



Leadership



Blue Sky's principals, Shawn Wilson and Scott Macdonald, have a highly-regarded history of responsibly stewarding public funds.

With more than 40 years of combined experience in workforce housing, the Blue Sky executives are innovators in the industry, participating in statewide panels and offering insights to key players in community planning. Our mission is to find the highest quality and most efficient solutions to workforce housing—to create lasting places that families can call home.

SHAWN WILSON President

Mr. Wilson serves as President and CEO of Blue Sky Communities. A 26-year workforce housing veteran with experience in several for-profit and not-for-profit organizations, he is responsible for the development of over 4000 workforce rental units (tax-credit) throughout Florida. He is the vice chair of the Coalition of Affordable Housing Providers, and is a frequent speaker at industry functions.

SCOTT MACDONALD Vice President and Chief Financial Officer

Mr. Macdonald, VP and CFO, is responsible for overseeing project underwriting, project management and managing debt and equity relationships. He oversees Blue Sky Communities' Texas operations and handles the corporate finance responsibilities. Prior to joining Blue Sky, he worked in commercial real estate lending and equity investments.

“Blue Sky is committed to helping families succeed. When families thrive, communities flourish—and so does the entire city. We are thought-leaders in addressing the workforce housing crisis. We are action leaders in creating cutting-edge developments. We believe in what we do.” – SHAWN WILSON, CEO



5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

540 Town Center

ST. PETERSBURG FL | 540 2ND AVENUE SOUTH, DOWNTOWN



145 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2013

ACQUISITION &
REHABILITATION

\$20 MILLION TOTAL
DEVELOPMENT COST

Built more than 30 years ago under the HUD 202 program, this high rise was formerly known as MLF Towers. Blue Sky rebranded it as 540 Town Center following a successful, \$9 million renovation. A new 20-year HAP contract now covers all of the 145 elderly housing units. Improvements to 540 Town Center feature a complete redesign of the first floor common areas, along with a new fitness center, outdoor patio, and modern, durable finishes. Makeovers for each apartment included new windows, cabinets, A/C, fixtures, and flooring—offering residents a more comfortable place to call home.

FUNDING: FHFC 9% TAX CREDITS | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK



Never far from Home

5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

Peterborough

ST. PETERSBURG FL | 440 4TH AVENUE NORTH



150 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2016

ACQUISITION &
REHABILITATION

\$21 MILLION TOTAL
DEVELOPMENT COST

A faith-based nonprofit was ready to rehab its biggest non-church asset—a 150-unit high-rise building in downtown St. Petersburg. Blue Sky Communities helped capture the equity they had built over 30 years by structuring a new entity with the nonprofit as the general partner. Improvements to the elderly housing units include shower enclosures to replace old bathtubs, along with new cabinets, appliances, fixtures, and windows. The renovation also features a major facelift on the first floor. At the closing, the church received more than \$2 million to use toward other church-related works.

FUNDING: FHFC 4% TAX CREDITS | TAX EXEMPT BONDS | SAIL | RBC TAX CREDIT FUNDS | REDSTONE CAPITAL



Never far from Home

5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

Duval Park

ST. PETERSBURG FL | 5025 DUVAL CIRCLE, LEALMAN



88 UNITS

GARDEN STYLE

VETERAN AND
FAMILY HOUSING

COMPLETED 2015

NEW CONSTRUCTION

\$17 MILLION TOTAL
DEVELOPMENT COST

At Blue Sky Communities, we believe high-quality housing for our Veterans is important. Duval Park in the Lealman area of St. Petersburg is the result of our close work with local government to address this need with a special allocation of housing credits. Most of the units in the Duval Park community serve veterans, many with disabilities or special needs. Each of these homes offers nearly 20 custom features for wheelchair-bound or otherwise limited residents. Duval Park makes residents more at home with upgrades such as metal roofs, an extra large clubhouse, indoor fitness, outdoor fitness, and gated entry.

FUNDING: FHFC 9% TAX CREDITS AND SAIL | PINELLAS COUNTY HOUSING AUTHORITY (PROJECT BASED VOUCHERS) | PINELLAS COUNTY HOME | HOME DEPOT FOUNDATION | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK

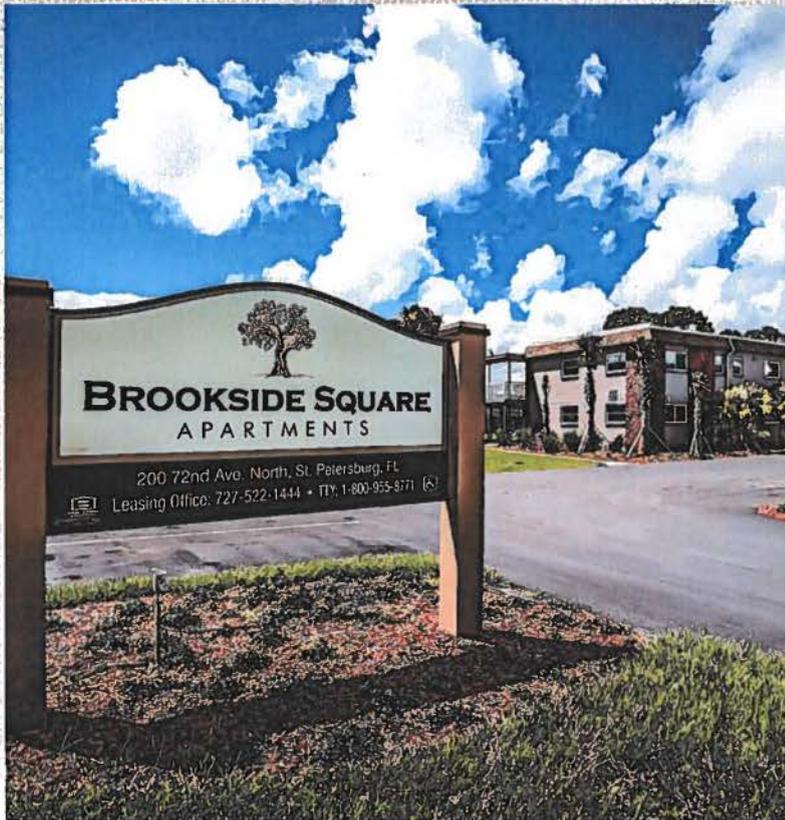


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Brookside Square

ST. PETERSBURG FL | 200 72ND AVENUE NORTH, RIVIERA BAY



142 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2016

ACQUISITION &
REHABILITATION

\$18 MILLION TOTAL
DEVELOPMENT COST

After more than 40 years, the long-time owners of this 1970s-era Section 8 property in Riviera Bay were ready to sell. Blue Sky partnered with a local nonprofit to buy Brookside Square and rehab the property with new windows, cabinets, appliances, paint, fixtures, and electrical devices. Extensive new landscaping adds beauty to the property and complies with current green building codes, including irrigation through the City's reclaimed water lines to reduce strain on the public water system. Located just one block off 4th St. N., Brookside is well-positioned close to commerce, restaurants and popular transit lines.

FUNDING: FHFC 4% TAX CREDITS | TAX EXEMPT BONDS | SAIL | GULFCOAST HOUSING FOUNDATION |
RAYMOND JAMES TAX CREDIT FUNDS | REDSTONE CAPITAL



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Blue Sky Brandon

HILLSBOROUGH COUNTY FL | 510 COBALT BLUE DRIVE, BRANDON



120 UNITS

MID-RISE

FAMILY HOUSING

COMPLETED 2017

NEW CONSTRUCTION

\$24 MILLION TOTAL
DEVELOPMENT COST

This new construction family development is conveniently located one block from Route 60, Brandon's main thoroughfare. A regional hospital, elementary school, middle school, and high school are all within walking distance—and a variety of shopping and service options are just a short drive away. The Blue Sky Brandon community features secure, efficient concrete block buildings with 120 apartments at an average size of 980 square feet. More than 30 large trees, preserved during construction, bring added beauty to the property, earning Blue Sky Brandon certification by the Florida Green Building Coalition.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY SHIP | RAYMOND JAMES TAX CREDIT FUNDS |
NEIGHBORHOOD LENDING PARTNERS | CHASE BANK



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Arbor Village

SARASOTA FL | 2901 FRUITVILLE ROAD



80 UNITS

MID-RISE

HOMELESS AND SPECIAL
NEEDS HOUSING

COMPLETED 2020

NEW CONSTRUCTION

\$19 MILLION TOTAL
DEVELOPMENT COST

A new construction affordable housing community, Arbor Village features four stories of attractive garden-style homes, with 72 one-bedroom and 8 two-bedroom units. Fifty percent of the units are leased to previously homeless residents with disabling conditions, while 20 percent are leased to residents transitioning from institutions or community residential care as well as those who have been chronically homeless. Located on a principal street with easy access to transit, Arbor Village offers residents a fresh start in well-equipped apartment homes. On-site amenities include a clubhouse, counseling rooms, laundry room, covered lanai, and free parking. Residents may access a variety of special programs and support services, free of charge.

FUNDING: FHFC 9% TAX CREDITS | SAIL | NHTF | RAYMOND JAMES TAX CREDIT FUNDS



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Preserve at Sabal Park

HILLSBOROUGH COUNTY FL | MANGO AREA



144 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2020

NEW CONSTRUCTION

\$27 MILLION TOTAL
DEVELOPMENT COST

Preserve at Sabal Park is a six-building, three-story, new construction development located in the Mango area of Tampa. This durable, garden-style, family housing community features 48 one-bedroom, 72 two-bedroom, and 24 three-bedroom units totaling approximately 138,000 square feet. Nestled among natural lakes and wetlands, resident families will enjoy amenities such as a community building, livable-floor plans, playground, pool, and free parking.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY | HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY | TD BANK | FIRST HOUSING DEVELOPMENT CORPORATION



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Sweetwater Villas

HILLSBOROUGH COUNTY FL 152 SWEETWATER VILLAS LANE CARROLLWOOD AREA



56 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2018

NEW CONSTRUCTION

\$11 MILLION TOTAL
DEVELOPMENT COST

Blue Sky found a diamond in the rough. This 6-acre site, situated on a large lake and wooded preserve, is conveniently located just blocks away from Dale Mabry Highway retail in the desirable Carrollwood area. The community features three buildings with garden-style housing that includes 36 two-bedroom and 20 three-bedroom units totaling approximately 60,936 square feet. Each high-quality apartment is equipped with two bathrooms, washer and dryer hook-ups, storage closets, and easy circulation for the comfort of all family members. Amenities include a community area, playground, laundry facilities, and free parking. Truly a new construction development for families to call home.

FUNDING: HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY TAX-EXEMPT BONDS | FHFC 4% TAX CREDITS |
HILLSBOROUGH COUNTY HOME | RAYMOND JAMES TAX CREDIT FUNDS | CITI COMMUNITY CAPITAL



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5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

Woodwinds

CLERMONT FL | SOUTH GRAND HIGHWAY



96 UNITS

GARDEN STYLE

FAMILIES/HOMELESS
HOUSING

COMPLETED 2018

NEW CONSTRUCTION

\$20 MILLION TOTAL
DEVELOPMENT COST

This attractive new construction development, built on vacant land a block from the famous Citrus Tower and a busy Publix shopping center in Clermont, features four buildings of garden-style housing. The community includes 24 one-bedroom, 48 two-bedroom, and 24 three-bedroom units totaling approximately 96,000 square feet. Woodwinds leases half of its apartments to homeless individuals or families as permanent supportive housing. Each comfortable apartment home is equipped with a kitchen, two bathrooms in two- and three-bedroom units, washer and dryer hook-ups, and storage closets. Nice amenities—including a community area, playground, pool, and free parking—add to the quality of Woodwinds.

FUNDING: FHFC 9% TAX CREDITS | SAIL | FIRST HOUSING DEVELOPMENT CORPORATION | RAYMOND JAMES TAX CREDIT FUNDS



Never far from Home

5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

Silver Lake

HILLSBOROUGH COUNTY FL | 3738 WEST DLEW LD AVENUE, CARROLLWOOD AREA



72 UNITS

GARDEN STYLE

FAMILY HOUSING

COMPLETED 2015

ACQUISITION &
REHABILITATION

\$13 MILLION TOTAL
DEVELOPMENT COST

Formerly Flamingo West, this community in the Carrollwood area of Tampa suffered from more than 20 years of negligent management. Though rents were lower than market and many households were already income-qualified, Blue Sky Communities stepped in to successfully convert the market-rate community to tax credit. Major renovations and additions—including new roofs, windows, doors, cabinets, appliances, fixtures, flooring, rails, paint, HVACs, landscaping, a swimming pool and drainage—provided a fresh start. The result is Silver Lake, a refreshed family housing community with 72 garden-style units that residents are happy to call home.

FUNDING: FHFC 9% TAX CREDITS | HILLSBOROUGH COUNTY | SHIP | RAYMOND JAMES TAX CREDIT FUNDS | RAYMOND JAMES BANK



Never far from Home

5300 West Cypress Street Suite 200 Tampa, FL 33607 813.514.2100 blueskycommunities.com

Cathedral Terrace

JACKSONVILLE FL | 701 NORTH OCEAN STREET, DOWNTOWN



240 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2017

ACQUISITION &
REHABILITATION

\$25 MILLION TOTAL
DEVELOPMENT COST

Cathedral Terrace in downtown Jacksonville is the first phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. The largest of the Cathedral residences, this 240-unit development is the hub of the community, with its large multi-purpose room serving more than 250 hot lunches every week, among other programming. Aging True built this community in 1974 and has since paid off their original HUD loan. Blue Sky helped them capture the equity to rehab the building and maintain the enhanced level of services they need to fulfill their mission.

FUNDING: FHFC 4% TAX CREDITS | SAIL | JACKSONVILLE HFA TAX EXEMPT BONDS AND SOFT LOAN | CITY OF JACKSONVILLE SHIP | RAYMOND JAMES TAX CREDIT FUNDS | REDSTONE CAPITAL



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Cathedral Towers

JACKSONVILLE FL | 601 N. NEWMAN ST., DOWNTOWN



203 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETED 2018

ACQUISITION &
REHABILITATION

\$26 MILLION TOTAL
DEVELOPMENT COST

Cathedral Towers in downtown Jacksonville is the second phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. Aging True built this 203-unit high-rise development in 1968 under HUD's 202 program. After providing affordable housing for more than 45 years, Cathedral Towers needed renovations to modernize the building and meet the needs of residents. Blue Sky led a \$12 million renovation, creating a financial structure that allowed Aging True to realize its equity while retaining ownership. The result is an updated building that better serves the community.

FUNDING: FHFC 9% TAX CREDITS | RAYMOND JAMES TAX CREDIT FUNDS | BANK OF AMERICA



Never far from Home

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Cathedral Townhouse

JACKSONVILLE, FL | 501 NORTH OCEAN STREET, DOWNTOWN



177 UNITS

HIGH-RISE

ELDERLY HOUSING

COMPLETION 2020

ACQUISITION &
REHABILITATION

\$29 MILLION TOTAL
DEVELOPMENT COST

Cathedral Townhouse in downtown Jacksonville is the third phase of Blue Sky's 622-unit joint venture with Aging True, the premiere elderly service provider in town. Aging True built this 177-unit high-rise development in 1969 under HUD's 202 program. After providing affordable housing for more than 50 years, Cathedral Townhouse needed renovation to modernize the building and meet the needs of residents. Blue Sky helped them capture the equity to rehab the building and maintain the enhanced level of services they need to fulfill their mission.

FUNDING: FHFC 9% TAX CREDITS



Never far from Home

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AFFORDABLE HOUSING

F I N A N C E

TOP 50 DEVELOPERS

AFFORDABLE HOUSING FINANCE

Top 50 Affordable Housing Developers of 2019

LDG Development tops the list after starting construction on 2,355 units last year.

RANK + COMPANY	HEADQUARTERS	EXECUTIVE CONTACT	2019 STARTS/ COMPLETIONS	ORG. TYPE	RANK 2018
36. Blue Sky Communities	Tampa, FL	Shawn Wilson, president and CEO	326 / 0	For-profit	new

AFFORDABLE HOUSING

F I N A N C E

TOP 50 DEVELOPERS

AFFORDABLE HOUSING FINANCE

Top 50 Affordable Housing Developers of 2017

45 (New)	BLUE SKY COMMUNITIES 5300 W. Cypress St., Suite 200; Tampa, FL 33607 (813) 384-4825 website	Shawn Wilson, president	152 / 120	SE	For-profit
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Blue Sky Communities grew in 2017, closing three deals in one year for the first time.

Blue Sky Communities - Experience Chart

Project Name	Address	Financing Program	# Units	Rehab/ New Constr	Demographic
Duval Park	5025 Duval Circle St. Petersburg, FL 33714	Tax Credits, SAIL, ELI, Pinellas HOME	88	New	Family/ Veterans
Silver Lake	3738 Idlewild Circle Tampa, FL 33614	Tax Credits, Hills Co. SHIP	72	Rehab	Family
Peterborough	440 4th Avenue North Saint Petersburg, FL 33701	Tax Credits, SAIL, ELI, HUD Transfer (HAP)	150	Rehab	Elderly
Brookside Square	200 72nd Avenue North St Petersburg, FL 33702	Tax Credits, SAIL, ELI, HUD Transfer (HAP)	142	Rehab	Family
Cathedral Terrace	701 North Ocean Street Jacksonville, FL 32202	Tax Credits, SAIL, ELI, HUD Transfer (HAP)	240	Rehab	Elderly
Blue Sky Brandon	510 Cobalt Blue Dr Brandon, FL 33510	Tax Credits, Hills County SHIP	120	New	Family
Sweetwater Villas	4152 Sweetwater Villas Ln Tampa, FL 33614	Tax Credits, Hills County HOME	56	New	Family
Woodwinds	151 S. Grand Highway Clermont, FL 34711	Tax Credits, SAIL	96	New	Family/ Homeless
Cathedral Towers	601 N. Newnan Street, Jacksonville, Florida 32202	Tax Credits, HUD Transfer (HAP)	203	Rehab	Elderly
Arbor Village	2901 Fruitville Road Sarasota, FL	Tax Credits, SAIL, NHTF	80	New	Family/ Homeless
Preserve at Sabal Park	NE Corner of Williams Rd. & E Broadway Ave Seffner, FL	Tax Credits, Hills County SHIP, HFA	144	New	Family
SabalPlace	NE Corner of Williams Rd. & E Broadway Ave Seffner, FL	Tax Credits, SAIL, ELI, pending Hills County award	112	New	Family/ Homeless
Cathedral Townhouse	501 N. Ocean Street, Jacksonville, Florida 32202	Tax Credits, HUD Transfer (HAP)	177	Rehab	Elderly
Clermont Ridge	13605 North Jacks Lake Road, Clermont 34711	Tax Credits	70	New	Elderly
Cypress Village	4551 Winkler Avenue Ft Myers, 33966	Tax Credits, SAIL, ELI, Lee County HOME	95	New	Family/ Homeless
Swan Lake Village	Griffin Rd, Approx. 600 ft. South of intersection of Highland Fairways Blvd, Lakeland	Tax Credits, SAIL, ELI	84	New	Family/Disabling Condition
SkyWay Lofts	3900 34th Street South & 3319 39th Avenue South, St. Petersburg	Tax Credits, City of St. Pete,	65	New	Family
Fairlawn Village	1014 Mercy Drive Orlando, Florida	Tax Credits, SAIL, ELI, NHTF, City of Orlando	116	New	Family/PSH
Sandpiper Place	4605 26th Street W Bradenton, Florida	Tax Credits, Manatee County	92	New	Family
Granada	13400 Pine Street Largo, Florida	Tax Credits, SAIL, ELI, NHTF, Pinellas County	138	New	Family
Ashley Square	127 E. Ashley Street Jacksonville, Florida	Tax Credits, SAIL, ELI, NHTF, Jax HFA, City of Jax	120	New	Elderly

Total: 2,460

	Completed	New	Rehab
Completed	1311	504	807
Currently Under Construction	678	501	177
Starting Construction 2020	615	615	

SHAWN WILSON

PROFESSIONAL EXPERIENCE

September, 2012 - Present
President, *Blue Sky Communities*
Tampa, FL

Blue Sky Communities is a real estate development company focused on helping governmental entities and non-profit institutions serve their communities by providing high-quality attractive housing for their hardest working families and elderly persons.

Directs all activities of Blue Sky. This includes identifying new opportunities, determining financial feasibility, interacting with land sellers and other key stakeholders. Creates the financial plan for each project and obtains all necessary funding.

Guides the design, permitting, loan closing, and construction administration of all projects.

July, 1999 – August, 2012
Vice President, *Housing Trust Group*
West Palm Beach, FL

Mr. Wilson was the first and longest-tenured employee of Housing Trust Group. During this time he was the person most responsible for the immediate success of this company from a start-up in 1999 to completing more than 600 affordable multi-family units in the first 3 years; and ultimately to the completion of 18 projects comprising more than 3,000 units by the time he left.

Obtained funding through Tax Credits, Tax Exempt Bonds, SAIL, SHIP, HOME, EPA, South Florida Regional Planning Council, among others.

Worked closely with several municipal governments during the approval, permitting, construction, and operational stage of all developments to ensure proper acceptance and positive community relations.

June, 1997 – July, 1999
Vice President, *The Richman Group of Florida*
West Palm Beach, FL

Managed the Florida office of a national Tax Credit syndication and development company. Guided the operations during a tumultuous period after the sudden departure of the former Florida Vice President. Created two new Tax Credit developments.

October, 1996 –
June, 1997

Vice President, Carlisle Group
Coral Gables, FL

Served as the first VP of Development for what became one of the largest and most dynamic Tax Credit developers in the USA. Found the sites and did the major funding applications for Carlisle's first three Tax Credit projects.

January, 1996 –
October, 1996

Project Manager, Cornerstone Group
Coral Gables, FL

Managed the day-to-day tasks during the pre-development and construction phases of several active Tax Credit projects. Assisted in performing due diligence and doing funding applications on several new projects.

January, 1995 –
December, 1995

Housing Director, Miami Beach Community Development Corporation
Miami, FL

Directed a variety of projects ranging from providing housing counseling for families transitioning to homeownership, to the gut rehabilitation of two historic buildings in South Beach, one under the 202 Program and one with Tax Credits.

July, 1992 –
December, 1994

Housing Director, Centro Campesino Farmworker Center
Florida City, FL

Directed the ongoing development of approximately 40 single-family homes. Created a new subdivision of single-family homes for farmworkers consisting of approximately 30 houses. Acquired and rehabilitated a 91 unit existing multi-family property using Tax Credits.

EDUCATION

1988

Bachelors of Arts cum laude, Ohio University
Major: Spanish

1995

Master of Public and International Affairs, University of Pittsburgh
Concentration: Economic and Social Development

Shawn Wilson's Project List

Project Name	Location	Affordable housing program that provided the financing	Total # of units	Year completed
<i>Blue Sky Communities</i>				
Duval Park	St. Petersburg FL	Tax Credits, SAIL, ELI	88	2015
Silver Lake (fka Flamingo West)	Tampa, FL	Tax Credits, SHIP	72	2016
Peterborough	St. Petersburg FL	Tax Credits, SAIL, ELI	150	2016
Brookside Square	St. Petersburg FL	Tax Credits, SAIL, ELI	142	2016
Cathedral Terrace	Jacksonville, FL	Tax Credits, SAIL, ELI	240	2017
Blue Sky Brandon	Brandon, FL	Tax Credits, SHIP	120	2017
Sweetwater Villas	Tampa, FL	Tax Credits, HOME	56	2018
Woodwinds	Clermont, FL	Tax Credits, SAIL	96	2018
Cathedral Towers	Jacksonville, FL	Tax Credits, ELI	203	2019
Arbor Village	Sarasota, FL	Tax Credits, SAIL, NHFT	80	2019
Preserve at Sabal Park	Seffner, FL	Tax Credits, HOME	144	2019
SabalPlace	Seffner, FL	Tax Credits, SAIL	60	2020
Cathedral Townhouse	Jacksonville, FL	Tax Credits	177	2020
Clermont Ridge	Clermont, FL	Tax Credits	70	2020
<i>While a VP of Housing Trust Group of Florida (1999-2012)</i>				
Grande Pointe	Orlando FL	Tax Credits	276	2001
Marina Bay	Lantana FL	Tax Credits	192	2001
Colony Park	West Palm Beach FL	Tax Credits, SAIL	130	2002
Venice Cove	Fort Lauderdale FL	Tax Credits, SAIL	150	2003
Emerald Palms	Dania Beach FL	Tax Credits, SAIL	318	2003
Westlake 1 (aka San Marcos)	Lake Park FL	Tax Credits	288	2004
Chapel Trace	Orlando FL	Tax Credits	312	2004
Westlake 2 (aka San Marcos)	Lake Park FL	Tax Credits, SAIL	112	2005
Malibu Bay	West Palm Beach FL	Tax Credits, HOME, SHIP, SFRPC	264	2005
Green Cay Village (aka Palm Park)	Delray Beach FL	Tax Credits, SHIP, SAIL	160	2007
Veranda Senior	Homestead FL	Tax Credits, TCEP, SHIP	99	2012
MLF Towers	St. Petersburg FL	Tax Credits	145	2013
Pine Run Villas	Greenacres FL	Tax Credits, NSP2, HOME	63	2013
Village Place	Fort Lauderdale FL	Tax Credits	112	2014
Courtside	Miami FL	Tax Credits, Overtown CRA	78	2015
<i>While a VP of The Richman Group (1997-1999)</i>				
Mira Verde	LaBelle FL	Tax Credits	140	1998
Riverview House	Lake Worth FL	Tax Credits, SAIL	160	2000
Royal Palm Key	Tampa FL	Tax Credits	240	2003
<i>While a VP of The Carlisle Group (1996-1997)</i>				
Carlisle Lakes	Tampa FL	Tax Credits, HOME	172	1999
Prospect Park	Fort Lauderdale FL	Tax Credits	124	1999
College Park	Naples FL	Tax Credits	210	1999
<i>While a Project Manager of Cornerstone Group (1996)</i>				
Grove Pointe	Ruskin FL	Tax Credits	80	1996
Oaks at Ellenton	Ellenton FL	Tax Credits	168	1996
Center Court	North Miami FL	Tax Credits	589	1997
<i>While Housing Director for Miami Beach Development Corporation (1995)</i>				
The Madison	Miami Beach FL	Tax Credits, HOME	17	1996
The Shelbourne	Miami Beach FL	HUD 202/811	26	1996
<i>While Housing Development Director for Centro Campesino Farmworker Center (1992-1994)</i>				
Palm Villas	Florida City FL	Tax Credits, HOME	91	1995

JAMES M. CHADWICK

PROFESSIONAL EXPERIENCE

- 2012 - Present **Manager, *Blue Sky Communities***
Tampa, FL
- In 2012 Jim joined with another housing professional to form Blue Sky Communities LLC, a development company specializing in the creation of affordable housing communities. Although a relative new endeavor, Blue Sky has already secured the approval of a number of projects through Florida Housing Finance Corporation and in doing so, has evolved into a leader in helping non-profit organizations create new affordable housing and/or preserve existing housing developments.
- 2016 - Present **Vice President, *Carteret Management Corporation***
Tampa, FL
- Carteret Management Corporation, becoming its President in 1989. Carteret is a service-oriented, privately held and family operated corporation with 45 years of experience in managing apartment communities throughout Central Florida. The company specializes in the management of affordable housing in the private sector and under Sections 236, 202 and 8 of the National Housing Act. Under Jim's leadership, Carteret has expanded its portfolio to include Low Income Housing Tax Credit Management and, in connection with that role, has been designated an approved management organization by Florida Housing Finance Corporation.
- 1989 - 2016 **President, *Carteret Management Corporation***
Tampa, FL
- Today Jim is Vice President of the Board, having turned over the presidency of the company to his daughter, Laurel, in early 2016. He remains very active in all business aspects of the corporation, working closely with Laurel to expand the services and professionalism of Carteret.
- 1983 - 2006 **Vice President, *RGR, Inc. (Housing Consultant Firm)***
St. Petersburg, FL
- In addition to Carteret, for over 25 years Jim was a principal of RGR, Inc., a housing consultant firm that worked with nonprofit organizations to develop and construct more than 60 affordable housing communities for low-income households financed through HUD. .

1983 - 2005

Partner, *Renfrow & Chadwick, Attorneys at Law*
St. Petersburg FL, FL

As a partner in Renfrow & Chadwick, Attorneys at Law, he concentrated his practice in the area of real property law, representing both for-profit and not-for-profit clients in the development area. Areas of expertise included representation at land use hearings, negotiation and closing of varied loan transactions, and title insurance matters.

EDUCATION & PROFESSIONAL ASSOCIATIONS-MEMBERSHIPS

Bachelors of Science, *Duke University*

Major: Accounting

Juris Doctor, *Duke University*

Florida Bar Association since November 1980; currently inactive

Southeastern Association of HUD Management Agents

James Chadwick's Project List

Project Name	Location	Project Name	Location
Asbury Arms North	Cocoa, FL	Goodwill Industries-Suncoast, Inc.	St. Petersburg, FL
Ascension Manor	Melbourne, FL	Grace Manor	Tampa, FL
Bethlehem	Hudson, FL	Holy Cross Housing	Pinellas County, FL
Boley, Inc.	St. Petersburg, FL	Huntsville Adventist Apts, Inc.	Huntsville, AL
Calhoun Presbyterian Apts	Anniston, AL	Key Vista Apts	Inverness, FL
Calvary Housing, Inc.	Winter park, FL	Lakeview Presbyterian Homes	Lakeland, FL
Casa Santa Mara II	Sarasota, FL	LHF Housing, Inc.	St. Petersburg, FL
Cathedral Towers	Atlanta, GA	McMullon Adventist Estates	Birmingham, AL
Cathedral Cloisters, Inc.	Orlando, FL	Meadow Park	Sarasota, FL
Central Manor Apts	Daytona Beach, FL	MLF Towers	St. Petersburg, FL
Charlotte Towers	Port Charlotte, FL	Mullally Manor, Inc.	Daytona Beach, FL
Chillum Oaks Adventist Apts	Chillum, MD	Nat'l Church Residences of Lake County FL	Eustis, FL
Christ the King Housing li	Tampa, FL	Nat'l I Church Residences of Hialeah FL	Hialeah, FL
Christ the King Housing, Inc.	Tampa, FL	PARC Housing, Inc.	St. Petersburg, FL
Citrus Co Assoc for Retarded Children	Lecanto, FL	PARC Housing II	St. Petersburg, FL
Citrus County ARC	Inverness, FL	Peterborough Apts	St. Petersburg, FL
Citrus County ARC	Inverness, FL	Pinellas County Housing, Inc.	St. Petersburg, FL
Citrus County ARC	Inverness, FL	Plant City Living Center	Plant City, FL
College Park Towers, Inc.	Orlando, FL	Presbyterian Homes of Tampa, Inc.	Tampa, FL
Cypress Cathedral Housing, Inc.	Winter Haven, FL	Presbyterian Apts of Decatur, Inc.	Decatur, AL
Dome District Apts	St. Petersburg, FL	Presbyterian Apts of Birmingham, Inc.	Tarrant City, AL
Dupont Park Adventist Apts	Washington, DC	Prince of Peace Villas	Volusia County, FL
Epiphany Manor	Port Orange, FL	Shady Pines Apts	Pinellas Park, FL
Epiphany Arms	Tampa, FL	Shiloh Adventist Gardens Apts	Cincinnati, OH
Episcopal Place II	Birmingham, AL	Shoals Presbyterian Apts, Inc.	Florence, AL
Epworth House	Selma, AL	St. Michael's Housing, Inc.	Clearwater, FL
Forest Meadows Apts	Pinellas Park, FL	St. Martha's Housing, Inc.	Sarasota, FL
Forest Lane Apts	Pinellas Park, FL	St. Patrick's Housing,	Tampa, FL
Ft. Washington Adventist Apts	Ft. Washington, MD	St. Giles Manor, Inc.	Pinellas Park, FL
GIBB Bainbridge Village	Bainbridge, GA	St. Charles Housing	Port Charlotte, FL
GIBB Thomasville Village	Thomasville, GA	Suncoast Christian Housing, Inc.	St. Petersburg, FL
GIM Housing, Inc.	Sarasota, FL	Tallahassee RHF Housing, Inc.	Tallahassee, FL
GIS Housing, Inc.	Pinellas Park, FL	Tampa Jewish Federation Housing	Tampa, FL
GIS Housing Hillsborough, Inc.	Tampa, FL	Trinity House	St. Petersburg, FL
GIS Housing III	Clearwater, FL	Trinity Villas II	Ocala, FL
GIS Housing V, Inc.	Palm Harbor, FL	Villa San Carlos II	Port Charlotte, FL
GIS Housing IV, Inc.	Ocala, FL	Villas San Marcos	Venice, FL

Tab 6

Development Team

DEVELOPMENT TEAM

1794 22nd St. South, St. Petersburg
Tangerine Plaza Redevelopment

Developer	Blue Sky Communities www.blueskycommunities.com	Shawn Wilson President	5300 W. Cypress Street Suite 200 Tampa, FL 33607 813-384-4825
Property Management	Carteret Management Corporation www.carteretmanagement.com	Laurel Macdonald President	5300 W. Cypress Street Suite 200 Tampa, FL 33607 813-384-4832
General Contractor	NDC Construction Company www.ndcconstruction.com	Gary L. Huggins Executive Vice President	1001 3 rd Ave West Suite 600 Bradenton, FL 941-747-1062
Architect	PLACE Architecture (formerly MESH)	Timothy Clemmons, AIA	33 6 th St S. Suite 400 St Petersburg, FL 33701 727-399-6980
Attorney	Trenam Law Firm www.trenam.com	R. Donald Mastry	200 Central Ave, Suite 1600, St. Petersburg, FL 33701 727-824-6140

PROFILES OF PRINCIPALS AND KEY STAFF – BLUE SKY COMMUNITIES

President & Principal

Shawn Wilson

A 28-year affordable housing veteran with experience in several for-profit and non-profit organizations, Mr. Wilson serves as President and CEO of Blue Sky. He is responsible for identifying new opportunities, determining financial feasibility, and interacting with land sellers and other key stakeholders. He creates the financial plan for each development and obtains all necessary funding. He guides the design, permitting, loan closing, and construction administration of all developments.

In the early 1990's he worked for 2 prominent non-profit housing organizations in Miami, including living through Hurricane Andrew and being involved in both short-term and long-term housing recovery efforts. During this time he was responsible for the development of more than 200 housing units. Starting in 1996 he was responsible for the development of more than 3,000 affordable rental units (tax-credit) with several top for-profit developers in South Florida.

In 2012, he went out on his own, together with the other partners, to form Blue Sky.

Mr. Wilson received a Bachelor of Arts from Ohio University and Master of Public and International Affairs from the University of Pittsburgh.

Principal

James Chadwick - Blue Sky Communities, Resident and Homeowner in St. Petersburg

From 1983 to 2006, Jim was President of RGR, Inc., a housing consultant firm. He was responsible for the development of more than 100 apartment communities. The majority of these communities involved affordable housing for low-income elderly and/or disabled individuals utilizing a variety of HUD funding programs. Simultaneously, as a partner in Renfrow & Chadwick, Attorneys at Law, for over 20 years, Mr. Chadwick concentrated his practice in the area of real property law. He represented both for-profit and not-for-profit clients in the development area. Areas of expertise included representation at land use hearings, negotiation and closing of varied loan transactions, and title insurance matters.

In the 1990's, Mr. Chadwick successfully developed several luxury apartment properties and condominiums comprising more than 1,200 units in Florida.

Mr. Chadwick previously served as President of Carteret Management Corporation, a service-oriented, privately held and family-operated corporation with 41 years of experience in managing apartment communities throughout Florida. Carteret specializes in the management of affordable housing funded by HUD (236, 202 and Section 8). In 2012 it expanded its portfolio to include Low

Income Tax Credit Management, and in connection with that role, has been recognized as approved management organization by Florida Housing Finance Corporation. The success of Carteret's property and asset management work is demonstrated in the solid financial footing and excellent physical condition of these developments.

Mr. Chadwick received a Bachelor of Science in Accounting and a Juris Doctor from Duke University.

Executive Vice President and CFO

Scott Macdonald, Resident and Homeowner in St. Petersburg

As EVP and CFO of Blue Sky, Mr. Macdonald is responsible for overseeing project underwriting, managing debt and equity relationships, closing the company's transactions, and overseeing project management after closing. Additionally, he handles the corporate finance responsibilities for the company. He is also in charge of the firm's expansion into the Texas market.

Since joining the firm in 2014, he has closed 12 transactions with total project costs of \$250 Million. These transactions have led to the creation and preservation of over 1,500 affordable housing units.

Mr. Macdonald has a Bachelor of Science in Business Administration from Boston University and received a Master in Business Administration from the University of Florida.

Acquisitions Director

Geoff Harlan

With 20 years of experience in the multifamily industry, Mr. Harlan serves as the Acquisitions Director of Blue Sky Communities. That essentially means studying industry and market trends and needs to identify and secure development sites and existing assets in Florida. Once a site is under control, some responsibilities include working with internal and external teams throughout the funding and development process to help determine project feasibility, procure project stakeholder approvals, perform pre-development activities with the site and local municipalities, and submittal of applications for project funding.

Mr. Harlan started off his career in the United States Navy where he served for almost 10 years. After leaving service in the Navy in 2000, Mr. Harlan moved to Land O Lakes Florida and worked with Triad Research & Consulting, Inc. servicing the multifamily industry. He worked with numerous multifamily developers performing market studies, financial feasibility, development support and various other services to assist with new development, redevelopment, rehabilitation and product conversions. In 2008 he began performing commercial multifamily real estate brokerage and was involved in industry related web-based service development until he joined Blue Sky Communities in 2016.

Mr. Harlan received a Bachelor of Arts in Business and Information Systems from St. Leo University.

Senior Vice President – Development Programs

Angela Hatcher

Ms. Hatcher serves as Blue Sky Communities SVP – Development Programs. She has over 20 years of affordable housing experience which began while serving as the HOME Program Administrator and later the Tax Credit Program Administrator at Florida Housing Finance Agency.

In 1998, when FHFA became a corporation, she started her own affordable housing consulting business and has been involved with several well-known Developers throughout the years. She has proven expertise with financial application processing with FHFC, local governments, lenders, and investors. Her ability to coordinate the due diligence process from site selection to real estate closings make her a valuable asset to Blue Sky Communities.

Ms. Hatcher has been a part of the production of over 2,500 affordable housing units in Alabama, Georgia and Florida. She attended Troy State University and Florida State University and holds a degree in Business Administration from Chipola College.

Senior Vice President - Construction

Greg Giakoumis

Mr. Giakoumis serves as Senior VP of Project Development for Blue Sky Communities and leads the Project Development and Construction divisional teams of Blue Sky.. Greg oversees the Blue Sky development pipeline, sets goals, and monitors company portfolio for all active jobs. He develops and implements organizational policies, procedures and best practice guidelines. Additionally, he builds relationships with consultants, architects and contractors and negotiates contracts.

Greg has been in the affordable housing industry since 2007. Before joining Blue Sky, Greg led, planned, and executed all aspects of more than 55 tax credit projects across 13 states. During that time, Greg was focused on project financing and underwriting. In this role, his responsibilities included determining feasibility, tax credit and other financial application submissions, and closing

due diligence. His experience also includes preparing Capital Needs Assessments, plan & cost review reports, construction monitoring, and equity draws.

Greg has his bachelor's degree in project management and holds the following certifications: CBO (Certified Building Official), designated by the International Code Council, HCCP (Housing Credit Certified Professional), designated by the National Association of Home Builders, CDT (Construction Document Technologist), designated by the Construction Specification Institute, and PMP (Project Management Professional) that is designated by the Project Management Institute.



Carteret Management Corporation

Operating Since 1971

COMPANY PROFILE

Founded in 1971 by Harry R. Chadwick, Jr., Carteret Management Corporation, located in Tampa, Florida, is a service-oriented, privately held and family operated corporation with almost 50 years of experience in managing apartment communities throughout Central Florida. The company specializes in the management of affordable housing in the private sector and under Sections 236, 202 and 8 of the National Housing Act. It has recently expanded its portfolio to include Low Income Housing Tax Credit Management and, in connection with that role, has been designated an approved management organization by Florida Housing Finance Corporation. Additionally, Carteret is registered as a Real Estate Company through the Florida Department of Business and Professional Regulation.

The Carteret approach to property management is one that promotes accountability and oversight to ensure adherence to stringent standards and compliance with all program regulations and guidelines. Carteret takes a proactive, hands-on approach to achieve a common objective with its profit and nonprofit organizations: to provide safe, comfortable, and attractive residential communities that meet the continuing needs of residents.

Carteret has been a long time partner with HUD in providing affordable housing to low income citizens. Indeed, its Vice President, James Chadwick, enjoys a unique relationship with HUD in that, for over 25 years, he was a principal of RGR, Inc., a housing consultant firm that worked with nonprofit organizations to develop and construct affordable housing for low-income households financed through HUD. As a result of this partnership and its management experience, the Carteret staff is particularly familiar with all of HUD's financial and property management requirements, including reporting, fees, auditing, record maintenance, replacement reserve and special escrow procedures, bid/contract approvals, and cost allocation authorization.

Management Services

Carteret's property management services include the oversight of all day-to-day duties and responsibilities necessary for the professional management of a property, including, but not limited to, 24-hour emergency services, building systems maintenance, marketing and leasing, comprehensive accounting services, staff management and training, insurance analysis and maintenance, and building and grounds maintenance, and supervision of renovations and repairs to buildings.

Regulatory Compliance: Few areas of residential real estate are more complex than regulatory compliance of affordable housing properties, which is why Carteret makes regulatory compliance one of its highest priorities. The results of this focus are reflected in highly satisfactory MOR ratings, strong REAC scores, and independent audits with little or no findings. In addition to the standard package of general management services, HUD and LIHTC program management include occupancy and other regulatory compliance, MOR preparation and response, physical REAC inspection preparation and response, HAP/PRAC renewals, reserve funds management, maintenance of tenant selection and

program eligibility requirements, 2530 clearance updates, reasonable accommodation administration, and any other necessary areas of program compliance and reporting.

Professional Accounting Services: Carteret understands the importance of reliable accounting procedures, beginning with accurate tracking of income, proper tracking of expenses and reporting accuracy. Utilizing Skyline Property Management software, together with RealPage's OneSite property management software, Carteret enhances its ability to deliver exemplary and reliable service to its clients. Operating and cost efficiency is achieved by providing a centralized accounting system at Carteret's Tampa office. Financial and accounting services are specifically designed to provide Owners with a vast amount of data in a customized format to meet their needs. These financial reports keep boards of directors and owners fully apprised of the status of each property, including revenue, expenses, occupancy and operational status, so informed decisions to improve overall performance can be made.

Innovations in Housing Management: In addition to the above services, the experience that the Carteret team brings to property management has enabled the company to provide a range of enhanced services to its clients.

- Turnaround of troubled properties. Since 1995 Carteret has assumed management of seven properties listed on HUD's trouble list and within a short timeframe brought the properties into regulatory compliance, made capital improvements, and/or substantially enhanced their financial reserves to a comfortable level.
- Obtained over \$1.2 million in low-interest loans to make capital improvements at three senior housing projects.
- Obtained renovation funding for one elderly project in the form of a \$1.5 million grant from the Green Retrofit Program, which is part of the American Recovery and Reinvestment Act of 2009.
- Assisted and supervised the refinancing of three affordable housing projects to generate annual debt savings that could be used to make capital improvements, expand supportive services, and fund residual receipts accounts for emergency maintenance and repairs.
- Assisted a conventional multifamily property to obtain refinancing and supervised a \$4 million renovation of the project.

Properties Managed by Carteret

Currently the Carteret portfolio is comprised of twenty-three properties (2,836 units), twelve of which have been under Carteret's management since their inception (see attached *Property Management Portfolio*). Forty percent (40%) are owned by non-profit organizations, sixty percent (60%) are LIHTC projects, and sixty percent (60%) are residences for seniors and the disabled population. The success of Carteret's property and asset management is demonstrated in the solid financial footing and excellent physical condition of all its projects.

The Carteret Management Team

James M. Chadwick, Owner and Vice President

After graduating from Duke University and Duke Law School in 1980, Jim returned to St. Petersburg, where he joined the family business, becoming its President in 1989. In addition to his tenure as President of Carteret, for over 25 years Jim was a principal of RGR, Inc., a housing consultant firm that worked with nonprofit organizations to develop and construct more than 60 affordable housing communities for low-income households financed through HUD. From 1996 to 2008 he was actively

involved with a business partner in the design, development and management of multi-family and single-family residential communities in large urban markets. In 2012 Jim joined with another housing professional to form Blue Sky Communities LLC, a development company specializing in the creation of affordable housing communities. Although a relative new endeavor, Blue Sky has already secured the approval of a number of projects through Florida Housing Finance Corporation and in doing so, has evolved into a leader in helping non-profit organizations create new affordable housing and/or preserve existing housing developments. Jim's professional experience, along with his legal training, brings unique skills to the Carteret management team. Today Jim is Vice President of the Board, having turned over the presidency of the company to his daughter, Laurel, in early 2016. He remains very active in all business aspects working closing with Laurel to expand the services and professionalism of Carteret Management Corporation.

Laurel Macdonald, COS, CPM®, President

A graduate of Duke University, Laurel has been working for the company since September 2009, learning the management business from the ground up. She supervises daily operations of the Carteret portfolio of communities, interpreting and implementing management procedures and enforcing strict compliance with all regulatory requirements. She assists in budget preparation, contract negotiations, and the monitoring of on-site operations. Laurel holds a Florida real estate Broker's License, a Credential for Green Property Management from The National Apartment Association Education Institute and The National Affordable Housing Management Association, and a Certified Property Manager® designation through the Institute of Real Estate Management® (IREM®).

Karen McDonald, Controller

A graduate of British Columbia Institute of Technology, Burnaby, Canada, Karen joined the Carteret team in 2001. She holds a CGA license, the Canadian equivalent of the CPA license. Karen coordinates & maintains financial support services, including accounting and management of financial reporting, budgeting and asset management for all Carteret properties.

Robyn Stockdale, COS, CAM, Senior Regional Property Manager

Robyn joined Carteret in July 2009. With over 18 years of property management experience, Robyn supervises daily operations of properties in her assigned region, conducting routine property inspections, providing support, and ensuring the smooth operation of each property under her supervision.

Teresa Lake, COS, C3P, Senior Regional Property Manager

Teresa joined Carteret Management in 2017 with over 25 years of multi-site experience, serving Affordable, Market-Rate and HOA Communities. Teresa's primary responsibilities include operational reviews of both the physical asset and financial performance of each property. She supports the on-site management staff to ensure that each site complies with its individual regulatory agreements. Throughout her career, Teresa has successfully taken on the challenges of lease-ups, occupied renovation projects, and distressed asset turn-arounds.

Amy Podorski, Regional Property Manager

Amy joined Carteret in April 2018. With over 10 years of multi-family management experience, Amy oversees special projects, such as lease-ups, first year renewals, compliance and asset inspections, etc. In addition, she will be providing support to the on-site staff, filling in for managers when necessary to maintain management continuity.

Shernice Bridges, Regional Property Manager

Board of Directors

Laurel C. Macdonald
James M. Chadwick
Karen McDonald

President
Vice President/Secretary
Treasurer

References

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Rhonda K. Pearlman, President
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3900 Neptune Drive
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Professional Memberships: Southeastern Affordable Housing Management Association (SAHMA)
LeadingAge Florida (f/k/a FAHSA)

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(727) 578-1174; Fax: (727) 579-0145
www.carteretmanagementcorporation.com

Carteret Management Portfolio

<u>Property</u>	<u>Location</u>	<u>Project Type</u>	<u>Total Units</u>	<u>Managed Since</u>
Ascension Manor	Melbourne, FL	202 PRAC (Elderly)	76	1993
Arbor Village	Sarasota, FL	LIHTC/Family, Homeless	80	2020
Blue Sky Brandon	Brandon, FL	LIHTC/Family	120	2016
Brookside Square Apartments	St. Petersburg, FL	LIHTC/Section 8	142	1971
Cathedral Court	Jacksonville, FL	202/Section 8 (Disabled)	16	2009
Cathedral Terrace	Jacksonville, FL	LIHTC/Section 8 (Elderly or Disabled)	240	2009
Cathedral Towers	Jacksonville, FL	LIHTC/Section 8 (Elderly)	203	2009
Cathedral Townhouse	Jacksonville, FL	202/Section 8 (Elderly)	179	2009
Duval Park	St. Petersburg, FL	LIHTC /Veterans	87	2015
Epiphany Manor	Port Orange, FL	202/Section 8 (Elderly)	72	1986
Hacienda Villas	Tampa, FL	202/Section 8	98	2017
Kinneret I Apartments	Orlando, FL	202 (Elderly)	168	2007
Kinneret II Apartments	Orlando, FL	202/Section 8	112	2007
		Elderly or Disabled)		
540 Town Center	St. Petersburg, FL	LIHTC/Section 8 (Elderly or Disabled)	145	1981
Peterborough Apartments	St. Petersburg, FL	LIHTC/Section 8 (Elderly or Disabled)	150	1999
Phillip Benjamin Tower	St. Petersburg, FL	55+, Section 8, HOME	197	2012
Preserve at Sabal Park	Seffner, FL	LIHTC/Special Needs/At Risk	144	2020
Prince of Peace Villas	Ormond Beach, FL	202 PRAC (Elderly)	70	1996
Rio Vista Village	St. Petersburg, FL	Conventional	248	1975
Silver Lake	Tampa, FL	LIHTC	72	2014
Wahneta Palms	Winter Haven, FL	LIHTC	64	2015
Woodwinds	Clermont, FL	LIHTC/Homeless	96	2018
Sweetwater Villas	Tampa, FL	LIHTC	56	2018
Total			2835	

NDC Construction Company

1001 Third Ave. West, Suite 600 • Bradenton, FL 34209 • 941-747-1062



Completed Projects 2013-2020

CGC006547 CGC1511361



Completed Projects: 2013-2020

Project Name	Date of Completion	Cost	Address	City
LECOM Press Box Fans	06-30-2018	20,904.84	1611 9 th Street West	Bradenton
Coastal Center Parking Lot	05-31-2018	230570.24	5101 4 th Ave. Cir. East	Bradenton
LECOM Park Field Cameras	04-30-2018	30,000.00	1611 9 th Street West	Bradenton
FST Student Housing	04-30-2018	1,542,783.29	751 Cohen Way	Sarasota
Dr. Tomeo – 59 th Street Office	03-31-2018	446,310.81	1410 59 th Street West	Bradenton
Bradenton Compression	03-31-2018	154,617.34	1001 Third Avenue West	Bradenton
Grand Palms Senior Apartments	01-01-2028	9,698,788.00	1715 14 th Street West	Bradenton
Goodwill Manasota Retail Store	12-31-2017	2,706,246.00	3465 Cortez Road	Bradenton
Brandon Palms Apartments	12-31-2017	15,709,247.00	114 North Knights Avenue	Brandon
Winderemere ALF (Insp Living Ocoee)	08-31-2017	16,963,231.00	1060 Tomynd Blvd.	Ocoee
Manatee Players Parking Lot	08-31-2017	1,154,960.90	401 7 th Street West	Bradenton
Pittsburg Pirates/LECOM Park Projects	07-31-2017	848,157.46	1611 9 th Street West	Bradenton
Goodwill Manasota Donation Center	07-31-2017	845,674.99	1160 Jacaranda Blvd.	Venice
Bradenton Tournament Sports Project	06-30-2017	641,000.00	1701 27 th Street East	Bradenton
SDMC SSC Lobby Renovations	06-30-2017	648,439.00	215 Manatee Ave. West	Bradenton
Goodwill Manasota Donation Center	04-30-2017	877,001.89	2250 Bobcat Village Center Rd	North Port
MCRHS 3500SF TSO	12-31-2016	357,362.21	300 Riverside Drive E.	Bradenton
Bonita Springs ALF	11-30-2016	7,146,744.47	27221 Bay Landing Drive	Bonita Springs
West Manatee Fire Station	11-30-2016	2,390,360.43	407 67 th Street West	Bradenton
Manatee County SEWRF	09-30-2016	2,236,033.38	3333 Lena Road	Bradenton
MOB I Coastal 3rd Floor	08-31-2016	1,479,899.57	8340 Lakewood Ranch Blvd.	Bradenton
McKechnie Yuengling Bar Upgr	07-31-2016	104,313.00	1611 9 th Street West	Bradenton
Riverside Med. TSO - Dr. Daley	07-31-2016	127,648.46	300 Riverside Drive East	Bradenton
Riverside Med. TSO - We Care	07-31-2016	146,960.98	300 Riverside Drive East	Bradenton
Goodwill Warehouse	06-30-2016	2,679,628.36	2150 Whitfield Industrial Way	Sarasota
Pirate City Isopod	06-30-2016	11,909.00	1701 27 th Street East	Bradenton
Riversong Apartment Homes	12-31-2015	15,806,906.51	606 3rd Avenue West	Bradenton
Creekwood ALF	12-31-2015	14,434,109.00	5424 Lena Road	Bradenton
McKechnie Field Clubhouse	12-31-2015	6,049,876.04	1611 9 th Street West	Bradenton
Kelly Road	12-31-2015	7,049,985.00	5130 Kelly Drive	Tampa
PC Strength and Conditioning	12-31 - 2015	2,101,178.47	1701 27 th Street East	Bradenton
Manatee Players Porte Cochere	12-31-2015	266,340.41	502 3rd Avenue West	Bradenton
Goodwill Corporate Center	11-30-2015	9,861,634.00	2703 51 st Avenue East	Bradenton

Completed Projects: 2013-2020

Project Name	Date of Completion	Cost	Address	City
MC/FPL Chilled Water Plant	10-31-2015	1,423,578.04	323 9th Street West	Bradenton
Sun City Center Senior Living	05-31-2015	5,294,728 .00	1320 33rd St SE	Ruskin
Inspired Living at Palm Bay	05 -31-2015	7,132,692.00	380 Malabar Road SW	Palm Bay
Coastal Center 64	02-28-2015	493,983.25	5101 4th Ave. Circle E	Bradenton
McKechnie Parking Lot lighting	12-31-2014	1,950.00	1611 Ninth Street West	Bradenton
Phillippi Shores ALF	10-31-2014	5,007,188 .00	1900 Phillippi Shores Drive	Sarasota
One Stop Center	10-31-2014	708,325.94	70117th Avenue West	Bradenton
SunTrust TAD TSO	10-31-2014	56,581.36	1001 3rd Avenue West	Bradenton
MOB I Hospital Space	10-31-2014	218,019.85	8340 Lakewood Ranch Blvd.	Bradenton
Ivy Ridge ROW Improvements	08-31-2014	131,488.00	7179 40th Avenue North	St. Petersburg
Bank of the Ozarks	07-31-2014	2,229,669.62	1901 Manatee Ave West	Bradenton
Popi's Demolition	07-31-2014	41,385.73	818 17th Avenue West	Bradenton
Riverwalk Day Docks	06-30-2014	25,986.44	101 Old Main Street	Bradenton
Hidden Lakes Memory Care	02-28-2014	5,289,352.71	1200 54th Ave W	Bradenton
Tomeo Office Renovation	02-28-2014	209,647.91	846 South Osprey Avenue	Sarasota
Advantage Trim & Lumber	02-28-2014	45,940.23	7524 Commerce Place, BLG A	Sarasota
Manatee Players	01-31-2014	9,026,013.65	502 3rd Avenue West	Bradenton
Manatee Players Trailer	01-31-2014	1,430,237.43	The Manatee Players, Inc.	Bradenton
LWR HS Serving Line	01-31-2014	22,954.00	5500 Lakewood Ranch BLVD	Bradenton
UCC 13th Avenue Portables	01-31-2014	38,209.54	922 24th Street East	Bradenton
Manatee Comm Fed Credit Union	12-31-2013	476,171.20	604 13th Avenue East	Bradenton
Lighthouse Creek Center	11 -30-2013	1,373,385.82	8380 Bay Pines Blvd.	St. Petersburg
LECOM Park (McKechnie) Renovations	10-31-2013	7,143,037.23	1611 9th Street West	Bradenton
SunTrust Cooling Tower	10-31-2013	67,400.17	1001 3rd Avenue West	Bradenton
MC Law	09-30-2013	45,586.28	1001 Third Avenue West	Bradenton
Florida Studio Theatre	08-31-2013	2,318,098 .13	Gompertz Addition	Sarasota
MOB I OBGYN - Lakewood Ranch	08-31-2013	239,810.12	8340 Lakewood Ranch Blvd	Lakewood Ranch
Riverwalk Extension	07-31-2013	5,632 ,913.77	606 3rd Ave W	Bradenton
Riverside Medical Center	07-31-2013	557,053.73	300 Riverside Dr	Bradenton
Oneco House Demolition	07-31-2013	14,041.00	2109 & 2111 52nd Avenue East	Bradenton
Fogartyville Demolition	07-31-2013	71,199.11	800 17th Avenue West	Bradenton
5th Street West Revitalization	02-28 -2013	1,156,165.19	5th Street West	Palmetto

RONALD J. ALLEN

President

Professional Experience: 35 Years

Mr. Allen is the President and Co-Owner of NDC Construction Company. Ron brings to each and every project 35 years of development/construction experience in Florida. Ron is uniquely qualified to carry projects through the fundraising and finance, development, construction and management processes to insure complete client satisfaction.

Ron understands the relationships that must exist through the development and construction phases afford NDC Construction Company an easy opportunity to exceed client expectations for budget and quality in delivery of each project. Ron and his team have a strong community commitment which is reflected in our company's mission of "Building A Better Community".

Contact:

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Education

University of Pittsburgh
Business Administration

Affiliations / Certifications

Florida Planning & Zoning Association
Florida Green Building Coalition

Affiliations / Certifications

Real Estate Broker
State of Florida - BK442319

Project Title	Million	Project Title	Million
Boys & Girls Clubs-Desoto Branch	\$6.8	Judicial Parking Garage	\$8.3
Marriott SpringHill® Suites	\$19.0	Goodwill Corporate Center	\$9.8
Bradenton City Centre Garage	\$13.8	Manatee Performing Arts Center	\$12.0
LECOM Park Field Clubhouse	\$5.7	Bradenton City Central	\$2.0
Pirate City Strength & Conditioning Center	\$2.1	McKechnie Field (LECOM Park) Renovation	\$10.7
RiverSong Apartments	\$15.8	United Community Center	\$2.1
Inspired Living at Lakewood Ranch	\$14.3	Riverside Medical Office Renovations	\$1.0
Inspired Living at Hidden Lakes	\$5.3	One Stop Community Resource Center	\$2.0
MHS, BHS & PHS Athletic Facilities	\$4.3	Manatee Performing Arts Center	\$12.0
Riverwalk Park Phase 1	\$6.2	Lakewood Ranch MOB I & II	\$12.0
Pirate City Training Facility	\$17.0	Bradenton Village Phase I & 3A	\$23.1

*Job in Progress

GARY L. HUGGINS
Executive Vice President

Professional Experience: 43 Years

Gary L. Huggins is Executive Vice President and co-owner of NDC Construction Company. Mr. Huggins is a licensed Certified General Contractor in the State of Florida. With more than 40 years of construction experience, Mr. Huggins brings invaluable knowledge and expertise to every project.

Gary has been with NDC Construction as an owner for 20 years following a highly successful 21 year career with an ENR 400 Company based in South Florida. As an owner of NDC Construction, Gary has complete responsibility and authority to commit company resources necessary to ensure timely commencement and completion of every project.

With over \$500 million dollars of successfully completed new construction and renovation projects, Gary's leadership and guidance brings tremendous value to our team and the clients on every NDC Construction Company project from start to finish.

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Education

University of Florida
 Bachelor of Building Construction

Affiliations

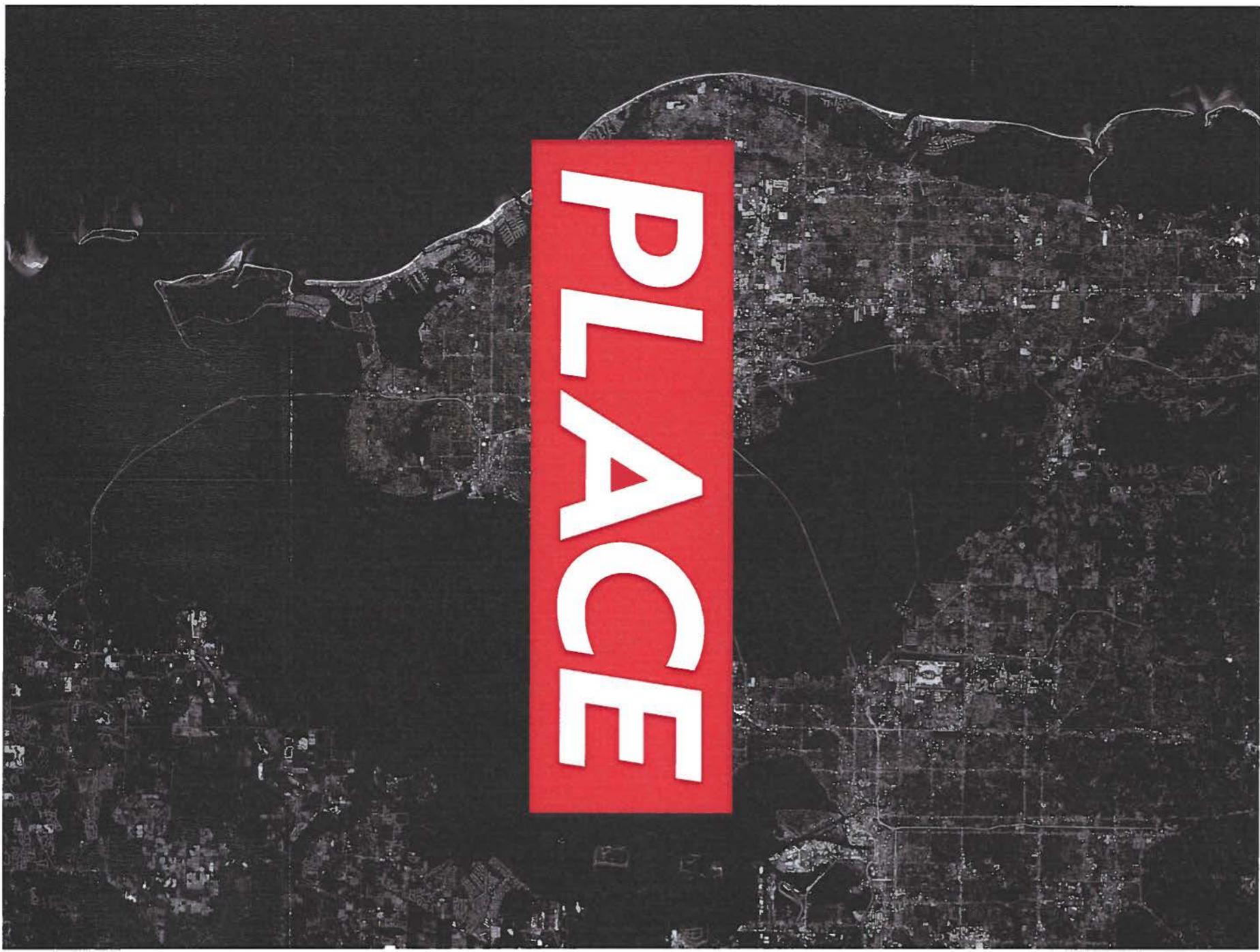
Florida Green Building Coalition
 Manatee Education Foundation

Licenses

Certified General Contractor
 State of Florida – CGC006547

Project Title	Million	Project Title	Million
Windermere Assisted Living	\$16.9	Inspired Living at Bonita Springs	\$7.1
RiverSong Apartments	\$15.8	Inspired Living at Philippi Shores	\$5.0
Inspired Living at Jacksonville	\$24.3	Sun City Center Senior Living	\$5.3
Inspired Living at Lakewood Ranch	\$14.3	McKechnie Field (LECOM Park) Renovation	\$10.7
Inspired Living at Hidden Lakes	\$5.3	United Community Center	\$2.1
Grand Palms Senior Apartments	\$9.7	Palmetto Elementary School	\$17.1
Barbara A. Harvey Elementary School	\$26.3	Palma Sola Elementary School	\$11.2
Oasis Charter School	\$5.2	Manatee High School Addition	\$7.5
Cedar Hammock Fire Station #4	\$1.1	Bayshore High School Addition	\$5.1
Inspired Living at Palm Bay	\$7.1	Palmetto High School Addition	\$3.5

PLACE





EMERSON TOWNHOMES



ARMATURE WORKS



475 CONDOMINIUMS



BLISS CONDOMINIUMS

PLACE is a team of creative design professionals committed to innovative architecture and urban design. We believe good communities better people's lives and at its core architecture is designing spaces that enhance human sociability. We strive to create work that is modern (by responding to contemporary cultural and technological conditions), sustainable (by conserving resources and celebrating the natural world) and is grounded in the concept of place-making.

Our diverse portfolio includes residential, commercial and institutional projects. We focus on multi-family and mixed-use urban infill projects. In addition to our architectural work, we provide urban design services including site plan studies for individual parcels and master plans for larger mixed-use districts. PLACE currently has 20 active projects representing over \$200 million in construction value.

Our design award winning projects include Armature Works, Graham at Gracepoint Apartments, 475 Condominiums, Seybold Lofts, Z Grille Restaurant and the Morean Arts Center. Current projects include the Sanctuary Condominiums and The Heights at Gracepoint in Tampa as well as the Elements Apartments and Daystar Headquarters in St. Petersburg. Most of our work is located within the Tampa Bay area but elsewhere in Florida we have active projects in Orlando and Gainesville.

Tim Clemmons, Jenny Miers and Greg Glenn are the three principals of PLACE. Tim is executive director and establishes the firm's strategic and design direction. The office is divided into two design studios with Jenny and Greg as studio directors. We have a staff of 12 including six licensed architects and one licensed interior designer. Located in a significant mid-century building in downtown St. Petersburg, our studio space encourages interaction between employees and reflects our philosophy of design as a collaborative enterprise.



Timothy Clemmons, AIA LEED AP Principal

With 30 years of architectural experience, Tim Clemmons has established expertise in urban mixed-use, cultural facilities and multi-family residential projects. Tim is recognized throughout Tampa Bay for his modern designs that promote urban, sustainable lifestyles. Tim is Senior Principal and Executive Director with Place Architecture.

With his partners at Place Architecture, Tim is committed to an architecture that works at all levels – from the elegant detail to the community vision. As executive director he is responsible for the strategic vision and design direction of the firm.

Tim's strong interest in contemporary urban issues is evidenced by his extensive involvement in various civic organizations and initiatives. He has extensive experience in public participation processes as both a design professional and civic volunteer. For ten years he taught master's level architecture and urban design classes as an adjunct professor at the University of South Florida. In addition, he has been the developer for several multi-family residential projects located in downtown St. Petersburg and is acknowledged as one of the key players in downtown's recent renaissance.

Professional Qualifications

- Registered Florida Architect – 1985, Registration Number AR 11076
- Masters of Architecture – University of Florida, 1983
- LEED Accredited Professional, 2007
- Member – American Institute of Architects
- Member – Urban Land Institute

Academic and Civic Experience

- Adjunct Assistant Professor – University of South Florida, Tampa, FL 1995 to 2005
- Steering Committee Member – Downtown St. Petersburg Transit System Study
- Steering Committee Member – St. Petersburg 2020Vision
- Founding President – Downtown Neighborhood Association
- Board Vice Chair - Studio @ 620

Awards

- Armature Works – 2019 AIA Florida Merit Award
- Armature Works – 2018 AIA Tampa Bay, H. Dean Rowe FAIA Award for Excellence
- Armature Works – 2018 Hillsborough County Planning Commission Award
- The Graham at Gracepoint – 2018 Hillsborough County Planning Commission Award
- Z Grille Restaurant – 2009 AIA Tampa Bay Merit Award
- Seybold Lofts – 2008 AIA Tampa Bay Honor Award
- Seybold Lofts – 2008 Hillsborough County Planning Commission Award - Historic Preservation
- 475 Condominiums – 2008 AIA Tampa Bay Honor Award
- President's Award – 2004 AIA Tampa Bay
- St. Petersburg Arts Center – 2001 AIA Tampa Bay Merit Award



Jenny Miers, AIA Principal

Jenny is a Principal and one of two Studio Directors with Place Architecture. Her involvement in the growth of firm has been substantial with a focus on project and staff management and enrichment.

With 15 years of architectural experience, Jenny brings modern design sensibilities and a passion for community and socially interactive spaces. Her past experience on the design teams for the Salvador Dali Museum and the Ringling Museum of Art Expansion, while an intern at HOK Tampa, established her core strengths to efficiently run project teams with an attention to sophisticated and unique detailing and modern design.

Jenny has led in the growth of design ideas through new methods of computer visualization and efficient project documentation. As project manager on many of the firm's significant projects she has experience in restaurant design, historic preservation/renovation, affordable senior housing and multifamily residential projects.

Professional Qualifications

- Registered Florida Architect – 2010, Registration Number AR 95570
- Registered Texas Architect – 2016, Registration Number 26064
- Registered Georgia Architect – 2017, Registration Number RA014826
- Masters of Architecture – University of South Florida, 2007
- Bachelor of Design in Architecture – University of Florida, 2002
- Member – American Institute of Architects
- AIA Tampa Bay- Board Member, Associate Director, 2004
- Adjunct Professor – USF SACD, Tampa, FL 2018

Awards

- Armature Works – 2018 AIA Tampa Bay, H. Dean Rowe FAIA Award for Excellence
- Armature Works – 2018 Hillsborough County Planning Commission Award
- The Graham at Gracepoint – 2018 Hillsborough County Planning Commission Award
- USF SACD Emerging Architect Award 2011
- Z Grille Restaurant – 2009 Tampa Bay AIA Merit Award

Key Project Experience

- The Sanctuary Condominium - Tampa, Florida
- The Salvador Condominiums - St. Petersburg, Florida
- The Graham at Gracepoint – Tampa, Florida
- Manhattan Casino Renovation and Restaurant Interior - St. Petersburg, Florida
- Duval Park Apartments - St. Petersburg, Florida
- Aqua Apartments Renovation – Tampa, Florida
- MLF Towers Renovation - St. Petersburg, Florida
- Z Grille Restaurant - St. Petersburg, Florida



Gregory Glenn, AIA LEED AP Principal

Greg is a Principal and one of two Studio Directors with Place Architecture. He brings 18 years of experience working in projects of all scales from single-family homes to large mixed-use projects.

Greg's work is defined by an enthusiasm for modern architecture with deference to an appropriate vernacular response. He believes that the role of an architect is to act as a place maker – leading a collaborative team to bring forth a new environment out of the possibilities inherent in a site, it's context, and the project's program.

Professional Qualifications

- Registered Florida Architect – 2007, Registration Number AR 93667
- Masters of Architecture – University of South Florida, 2007
- Member – American Institute of Architects
- LEED Accredited Professional, 2008 BD+C Accreditation 2013
- NCARB Certified Architect, 2009, Certificate number 66549

Professional Experience

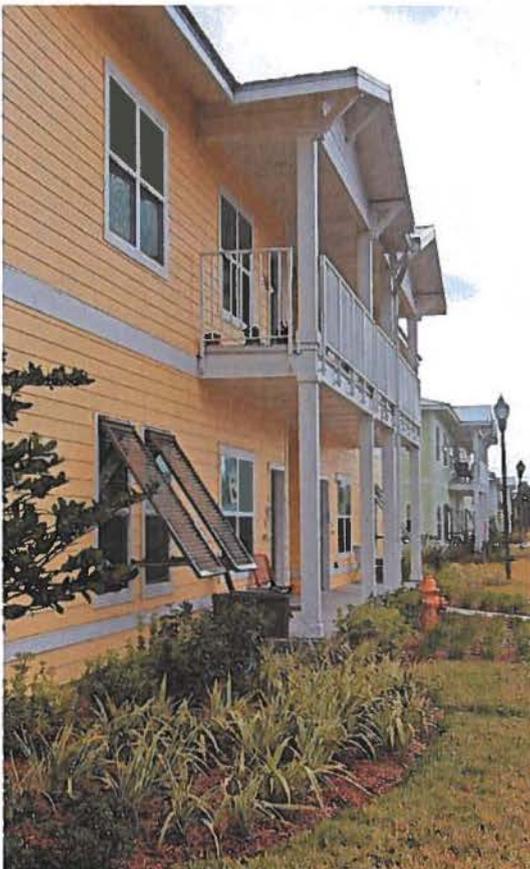
- BDG Architects, Project Architect, Tampa, Florida – 2011-2015
- Clemmons Architecture, Project Architect, St. Petersburg, Florida 2000-2010
- Cooper Johnson Smith Architects, Graduate Architect, Tampa, Florida – 1997-2000
- International Academy of Design & Technology, Tampa, FL, guest lecturer
- School of Architecture + Community Design, USF, Tampa, FL, Co-Instructor

Awards

- Armature Works – 2018 AIA Tampa Bay, H. Dean Rowe FAIA Award for Excellence
- Armature Works – 2018 Hillsborough County Planning Commission Award
- The Graham at Gracepoint – 2018 Hillsborough County Planning Commission Award
- Seybold Lofts – 2008 Hillsborough County Planning Commission Award - Historic Preservation
- Seybold Lofts – 2008 Tampa Bay AIA Honor Award
- 2014 Creative Loafing Best Local Architect Award

Key Projects

- Element on Third Apartments, St. Petersburg, Florida
- Madeira Beach Town Center Master Plan, Madeira Beach, Florida
- West Village Townhomes, Tampa, Florida
- Park Lake Townhomes, Tampa, Florida
- Seybold Lofts, Tampa, Florida



PROJECT
Duval Park Apartments
St. Petersburg, Florida

COMPLETION DATE
2015

CONSTRUCTION COST
\$9.4 million

CLIENT
Blue Sky Communities

DESCRIPTION

Located in the existing platted neighborhood of Duval Park in St. Petersburg Florida, the project includes 84 new apartment units (28 new buildings of various sizes), 4 existing renovated homes, a new clubhouse and pool, a memory garden, a playground and new parking spaces. The goal of the developer is to offer long-term leases to Veterans with service connected disabilities. An emphasis on accessibility was key to the project and 30% of the units, located on level one of each building, will be fully accessible.



The Graham at Gracepoint**LOCATION**

Tampa, Florida

CLIENT

DDA Development

BUILDING AREA

103,000 sf

CONTRACTOR

Winter Park Construction

UNIT COUNT

90

COMPLETION DATE

2017

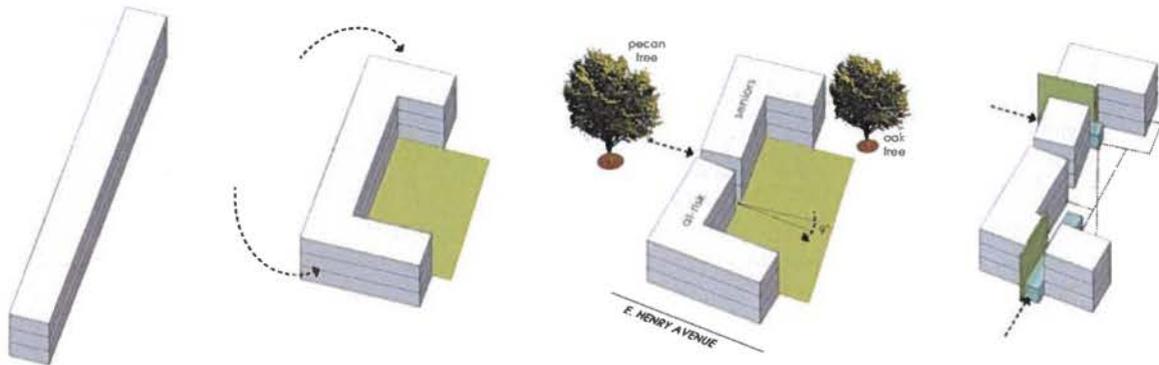
COST

\$12 million

DESCRIPTION

The Graham at Gracepoint is the result of a joint effort between Gracepoint Wellness, Edmund Gaines Graham Home and DDA Development to create a high-quality housing community for low-income seniors and at-risk homeless residents, many of whom are mentally disabled. The result is a three-story affordable housing complex specially designed to meet the needs of this mixed demographic. The North Wing houses three stories with 45 apartments for the elderly and on the second and third stories of the South Wing there are 45 more apartments for the at-risk homeless. The first floor of the South Wing contains the common area spaces including a commercial kitchen, dining room, fitness room, library, classroom and salon as well as administrative offices for Gracepoint Wellness. The National Green Building Certified project was organized around a secure, central courtyard and was inflected at key points in response to existing large pecan and live oak trees.

The Graham at Gracepoint



The Heights at Gracepoint**LOCATION**

Tampa, Florida

CLIENT

Gracepoint Heights, LLC

BUILDING AREA

74,000 sf

CONTRACTOR

First Florida Constructors, LLC

UNIT COUNT

64

COMPLETION DATE

2020

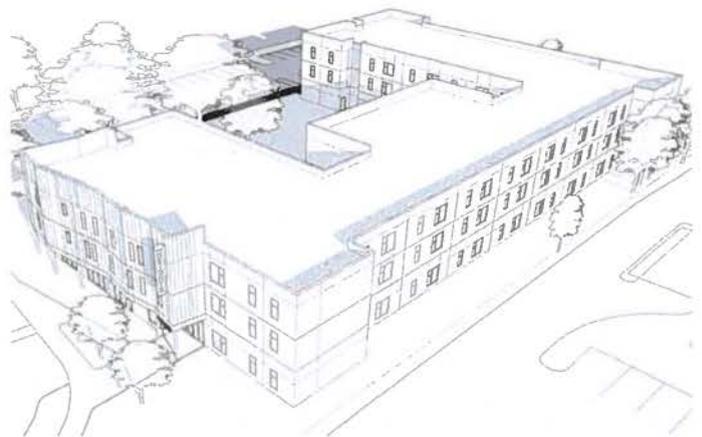
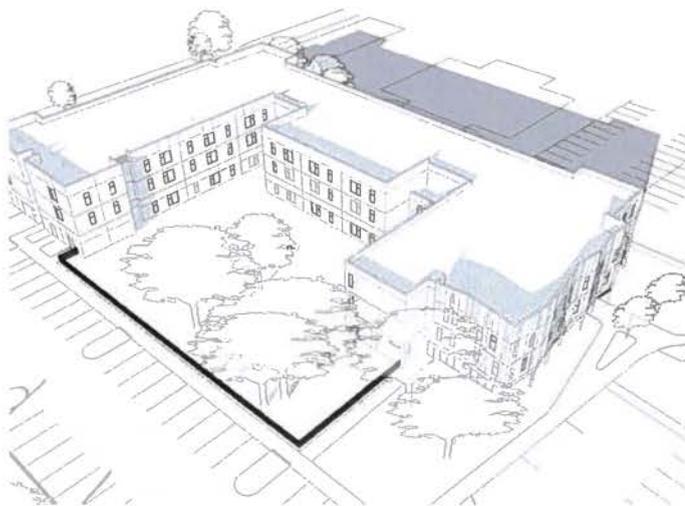
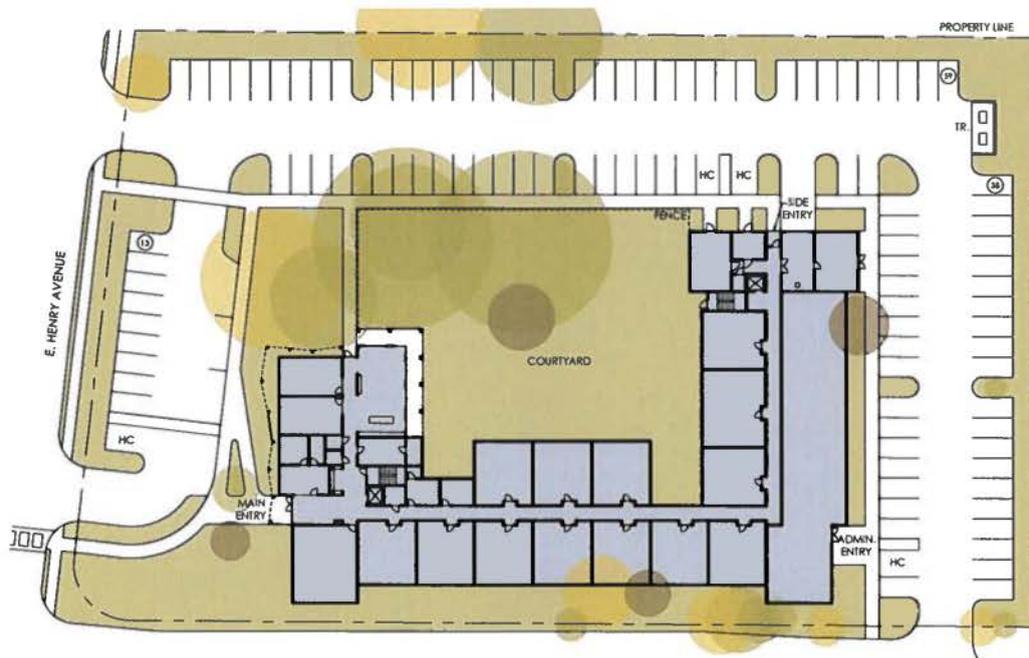
COST

\$8 million

DESCRIPTION

Designed after the success of the Graham at Gracepoint, the Heights at Gracepoint sits across the street from its neighbor on the Gracepoint Mentalhealth campus. The site's grand oaks set the context for placement of the building, nestling it in to create a courtyard with a winding walking path. The project consists of a new three story independent living facility apartment building of 64 units. The building will house both Seniors and residents with disabilities. Level one will include common area spaces including a fitness room, library clubroom and salon. There will also be a wellness office on level two. A leasing office and resident store will be located on level one near the North front entry off of East Henry Ave. Counseling administration offices for Gracepoint staff will be provided as a connected suite at the South end of the the building. This project shall be designed and constructed to obtain National Association of Home Builders NGBS National Green Building Certification.

The Heights at Gracepoint



**LOCATION**

St Petersburg, Florida

SITE AREA

7.1 acres

UNIT COUNT

248

COMPLETION DATE

2020

COST

\$30 million

CLIENT

Altis Cardinal, LLC

CONTRACTOR

CORE Construction

DESCRIPTION

Elements on 3rd is an apartment community that combines new construction with the conversion of two 1960's office buildings into residential use. Located in the geographic center of St. Petersburg the seven acre parcel will have seven buildings with a total of 248 units. The existing 6-story buildings are being renovated to maintain their mid-century modern character on the exterior along with high-ceilinged loft style interiors. The new residential and amenity buildings are organized to re-establish the street edge along the perimeter of the property as well as create a pedestrian oriented "main street" through its center. In conjunction with the existing Skyline 5th high-rise apartment building (previously renovated by Place) a new desirable, cohesive neighborhood will be created that offers a range of apartment types, sizes and prices.

Elements on 3rd



5th Ave N



3rd Ave N

31st St N



The Pearl Apartments**LOCATION**

Tampa, Florida

CLIENT

Riverside Heights Pearl, LLC

DESCRIPTION

The Pearl Apartments will be the first new building within the ambitious 43- acre redevelopment project known as The Heights. Designed to be a new mixed-use urban neighborhood in the heart of Tampa, The Heights mixes retail, entertainment, office, hotel and residential uses in a walkable riverfront district. With 314 apartments and over 28,000 square feet of retail space The Pearl jump starts the new neighborhood.

BUILDING AREA

437,000 sf

CONTRACTORBatson-Cook
EWI**UNIT COUNT**

314

COMPLETION DATE

2018

COST

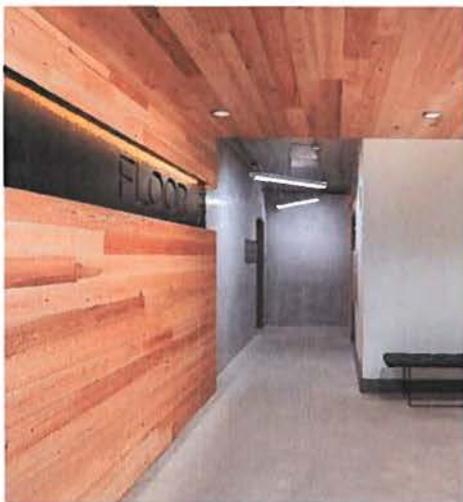
\$57 million

The urban strategy is inspired by 1920's Viennese housing projects, especially Am Fuchsenfeld and Rabenhof. Four buildings are organized around a five-level parking structure and multiple courtyards. At the same time the buildings define strong street edges while responding to surrounding urban conditions. Made with exposed pre-cast concrete walls, the two south buildings are 7-stories in height and exhibit a contemporary metropolitan character. The ground floor of both buildings is taken up with retail and public spaces. The north buildings step down to 4-stories in response to the residential neighborhood across the street and are articulated as modern townhomes.

PLACE

MULTI FAMILY RESIDENTIAL

The Pearl Apartments



PLACE ARCHITECTURE

www.placearc.com

33 6th Street S Suite 400
St. Petersburg, Florida 33701

AQUA Apartments**LOCATION**

Tampa, Florida

CLIENT

Sage Partners

BUILDING AREA

137,000 sf

CONTRACTOR

Hennessey Construction Services

DESCRIPTION

Aqua Apartments was the full renovation of an existing 16-story affordable seniors apartment building constructed in 1971. Beautifully sited on the Hillsborough River, the building renovations consisted of upgrading the mechanical and life-safety systems; extensive reconfiguration of the common areas; improvement to the apartments including new finishes, new kitchens and renovated bathrooms; and the creation of 30 handicap accessible units. The main goals of the project were to highlight the building's distinctive modern design and to create a full range of interior and exterior common area spaces to encourage social life amongst the very active residents.

UNIT COUNT

197

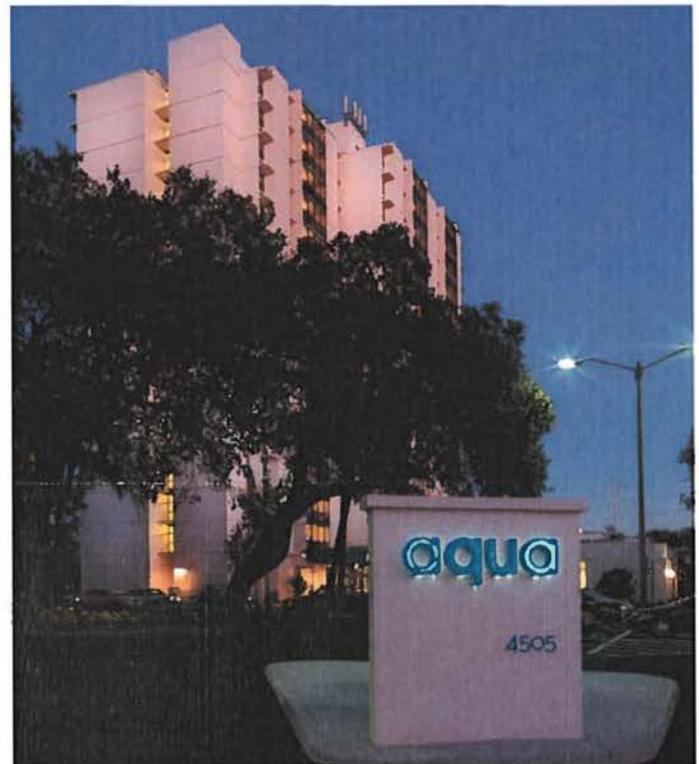
COMPLETION DATE

2013

COST

\$9.8 million

AQUA Apartments



Campbell Landings**LOCATION**

St Petersburg, Florida

CLIENT

DDA Development

BUILDING AREA

105,000 sf

CONTRACTOR

Winter Park Construction

UNIT COUNT

96

DESCRIPTION

Campbell Landings is a new, five-story affordable apartment building with the lobby and covered parking on the first level and four stories of apartments above. Located in downtown St. Petersburg the building is within easy walking distance of jobs, entertainment and essential shops and services. The amenity spaces (clubroom, fitness center and library) are located on the second floor and all have access to an elevated landscaped terrace overlooking the central courtyard. Custom aluminum panels animate the public sidewalks adjacent to the building while providing required ventilation for the parking structure. The building achieved National Green Building Certification thereby reducing utility bills for the low income residents.

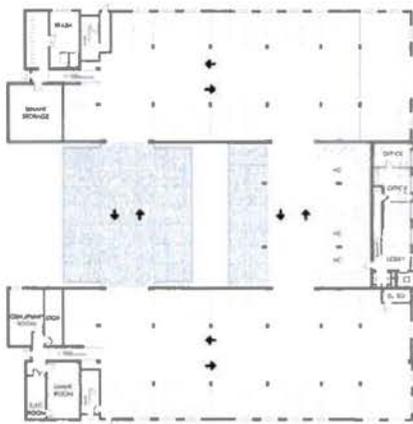
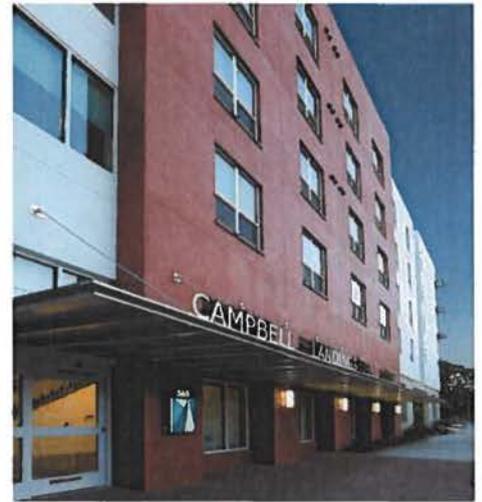
COMPLETION DATE

2014

COST

\$10.5 million

Campbell Landings





PROJECT

Whispering Palms
Largo, Florida

COMPLETION DATE

2015

CLIENT

Housing Trust Group

CONSTRUCTION COST
\$6.6 million

DESCRIPTION

This 63 unit affordable apartment complex combines a mix of 1, 2, and 3 bedroom flats and 3 bedroom townhomes in 2-story buildings with a modern and fresh design. A mix of parapets and dramatic sloped overhanging roofs at the building entrances enliven the design. A muted color scheme with bold accents and dark brown trim highlight the buildings' architecture and help break down their mass. The townhomes include large covered back porches and enclosed back yards, while the flats feature heavily landscaped courtyards that are accessible to all. A clubhouse with a party room, library/computer lab, and fitness center overlooks a pool. High energy efficiency was a primary goal in developing these apartments. Energy saving features include Low-E and double pane windows, white roofs to reflect heat, high efficiency water heating and HVAC, and low flow plumbing fixtures.

**PLACE ARCHITECTURE
AFFORDABLE HOUSING AND SELECT MULTIFAMILY EXPERIENCE****NEW CONSTRUCTION PROJECTS – AFFORDABLE HOUSING**

Campbell Landings	96-unit senior apartments Completed 2014, \$10.9 million DDA Development St. Petersburg, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification
Whispering Palms	63-unit family apartments Completed 2015, \$6.6 million Housing Trust Group Largo, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification
Duval Park	88-unit disabled veterans/family apartments Completed 2015, \$9.8 million Blue Sky Communities Lealman, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification
The Graham at Gracepoint	90-unit senior/homeless-at-risk apartments Completed 2017, \$12.1 million DDA Development Tampa, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification
Addison Apartments	90-unit family apartments Scheduled completion 2019, \$13.2 million Housing Trust Group Bradenton, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification
The Heights at Gracepoint	64-unit senior/disabled apartments Scheduled completion 2020, \$8 million DDA Development Tampa, Florida -Florida Housing Finance Corporation Funding -NGBS Green Building Certification

SabalPlace Apartments 112-unit family apartments
Scheduled completion 2020, \$15 million
Blue Sky Communities
Tampa, Florida
-Florida Housing Finance Corporation Funding
-NGBS Green Building Certification

RENOVATION PROJECTS – AFFORDABLE HOUSING

Viridian 188-unit senior apartments
Completed 2010, \$5.4 million
Sage Partners
St. Petersburg, Florida

Vista 400 200-unit senior apartments
Completed 2012, \$6.0 million
Sage Partners
Tampa, Florida

Aqua Apartments 197-unit senior apartments
Completed 2013, \$9.8 million
Sage Partners
Tampa, Florida
-Florida Housing Finance Corporation Funding

540 Town Center 145-unit senior apartments
Completed 2013, \$7.6 million
Housing Trust Group
St. Petersburg, Florida
-Florida Housing Finance Corporation Funding

Peterborough Apartments 150-unit senior apartments
Completed 2017, \$6.4 million
Blue Sky Communities
St. Petersburg, Florida
-Florida Housing Finance Corporation Funding

Mary Bethune Apartments 150-unit senior apartments
Scheduled completion 2020, \$8.0 million
The Related Group
Tampa, Florida
-Florida Housing Finance Corporation Funding

Lutheran Apartments 225-unit senior apartments
Scheduled completion 2020, \$8.0million
Allied Argenta
St. Petersburg, Florida
-Florida Housing Finance Corporation Funding

MULTIFAMILY APARTMENTS AND TOWNHOMES - MARKET RATE

Pearl Apartments 314-unit apartments
Completed 2018, \$57 million
Soho Capital
Tampa, Florida
-NGBS Green Building Certification
-HUD Funding

Greenway Lofts 28-unit apartments
Scheduled completion 2020, \$3.5 million
Contemporary Housing Alternatives of Florida, Inc
St Petersburg, Florida
-NGBS Green Building Certification
-HUD Funding

Elements on 3rd 242-unit apartments
Scheduled completion 2020, \$30 million
Altis Cardinal, LLC
St. Petersburg, Florida



R. Donald Mastry Shareholder

St. Petersburg
200 Central Avenue
Suite 1600
St. Petersburg FL 33701

Direct Line: (727) 824-6140
Fax: (727) 820-0835
Email: dmastry@trenam.com

Overview

Don Mastry joined the firm as a Shareholder in February 2006. He has represented business owners, professionals and executives for over 40 years in corporate, general business, zoning and real estate matters, as well as estate planning, life insurance, revocable trusts to avoid probate, wills, buy-sell agreements, and documentation and planning relative to closely held businesses. Prior to joining the firm, he was with Holland and Knight LLP.

Representative Matters

Don practices in estate planning and probate matters, including the use of revocable and irrevocable trusts. A significant portion of his practice is related to planning for owners of closely held business interests, including the formation of entities; business succession planning; and the use of life insurance, buy-sell and other agreements for business owners and executives.

Don represents developers and landowners in zoning and permitting hearings before governmental bodies and administrative agencies. This includes acquisition of real estate for commercial, residential and mixed-use developments; negotiation of all related documents; and the preparation of project documentation, including covenants, conditions and restrictions, leases, and homeowner association and planned-unit documents.

Honors and Distinctions

- AV Preeminent Peer Review Rated by Martindale-Hubbell
- *The Best Lawyers in America* (Real Estate Law) 2009-2020
- *The Best Lawyers in America*, Lawyer of the Year (Real Estate Law), 2010, 2016, 2018
- *Florida Super Lawyers* 2009-2013
- *Florida Trend* Legal Elite 2006, 2007, 2011
- *Tampa Magazine's* Top Lawyers List, 2020
- St. Petersburg Bar Foundation Heroes Among Us Award 2012

Professional Involvement

- American Bar Association, Tax Section
- The Florida Bar
 - Tax Section, Executive Council, past member



Alternate Contact

Gail Gray
Secretary
(727) 824-6134
GGray@trenam.com

Practice Areas

Real Estate and Lending
Transactions
Business Transactions
Private Client Services
Estate and Trust Planning
Tax
Land Use and Government

Education

LL.M., Taxation, New York
University School of Law, 1969

J.D., University of Florida Levin
College of Law, 1965

B.S.B.A., Accounting, University of
Florida, 1962

Admissions

Florida



- Real Property, Probate and Trust Law Section
- St. Petersburg Bar Association
- American Bar Foundation, Fellow
- American Law Institute, Fellow

Community Involvement

- Tampa Bay Research Institute, Inc.
 - Board of Directors, 2011-present
- All Children's Health System, Inc.
 - Past Trustee and Chair
- All Children's Hospital
 - Past Trustee and Chair
- Shorecrest Preparatory School
 - Past Trustee and Vice Chair
- St. Petersburg Chamber of Commerce
 - Board of Governors, past member
- St. Petersburg Yacht Club
 - Past Commodore
- St. Petersburg Downtown Partnership, Inc., past member
- Rotary Club of St. Petersburg, past member
- Suncoasters, past member

Thought Leadership

Don has lectured at taxation seminars sponsored by the Tax Section of The Florida Bar. He also has lectured on estate planning and is a member of the Real Property, Probate and Trust Law Section of The Florida Bar. Don has also written articles for the American Bar Journal and Florida Continuing Legal Education publications.

Tab 7

Affirmative Statement



Blue Sky Communities
5300 West Cypress Street
Suite 200
Tampa, Florida 33607

May 22, 2020

We hereby affirm that Blue Sky (an/or its affiliates) is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would or could have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer's actual knowledge, threatened against or affecting the Proposer's interest herein.

Shawn Wilson

Shawn Wilson
President and CEO

Tab 8

Exhibit B

EXHIBIT "B"
PROPOSAL FORM

**REQUEST FOR PROPOSAL FOR
THE CITY-OWNED REAL PROPERTIES
LOCATED AT
1794 - 22nd STREET SOUTH
ST. PETERSBURG, FLORIDA, 33712**

Issue Date
December 16, 2019

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on December 16, 2019.

Blue Sky Communities, LLC

Name of Company/Organization

Shawn Wilson

Signature of individual submitting proposal
for above Company/Organization

Shawn Wilson

Printed name of individual

5/20/20

Date

Shawn Wilson

Proposal Contact Person

SWilson@BlueSkyCommunities.com

Contact Person E-mail address

813-384-4825

Contact Person Phone