



Village of
ESTERO

VILLAGE OF ESTERO
VILLAGE COUNCIL MEETING
PACKET
MARCH 15, 2023, 09:30 AM



The Village Council Meeting will be conducted physically in Council Chambers at Village Hall, 9401 Corkscrew Palms Circle, with an opportunity for members to participate virtually. The meeting will be broadcasted live via the Village of Estero website <https://estero-fl.gov/council/watch-meetings-online/>. Please see the [bottom of this agenda](#) for further information and instructions for public participation.

AGENDA
VILLAGE COUNCIL MEETING
9401 Corkscrew Palms Circle, Estero, Florida
March 15, 2023, 09:30 am

1. CALL TO ORDER

INVOCATION

Pastor John Roth Thrive Church

PLEDGE OF ALLEGIANCE

ROLL CALL

2. APPROVAL OF AGENDA, ADDITIONS, AND DELETIONS

3. PROCLAMTIONS

a. Estero High School

Estero High School Cambridge Student Award (51 students)

Askar Rice

Bryce Krohnfeldt

Jack Calder

Natalie Brogdon

Peter Waszkowski

Attachment: [1 Estero High School Cambridge Award.pdf](#)

Attachment: [2 Askar Rice Cambridge Award.pdf](#)

Attachment: [3 Bryce Krohnfeldt Cambridge Award.pdf](#)

Attachment: [4 Jack Calder Cambridge Award.pdf](#)

Attachment: [5 Natalie Brogdon.pdf](#)

Attachment: [6 Peter Waszkowski Cambridge Award.pdf](#)

4. PUBLIC COMMENT ON NON-AGENDA ITEMS

April 5, 2023 Swearing in of new council

April 19, 2023 Farewell/honoring termed council

Attachment: [Council update.pdf](#)

5. CONSENT AGENDA

a. March 1, 2023 Council Meeting Minutes

Attachment: [03012023 minutes.pdf](#)

6. CONSIDERATION OF ITEMS DEFERRED FROM CONSENT AGENDA

7. ACTION ITEMS

a. RFP 2023-01 Disaster Management Services

Recommended Action

Concur with and approve the ranking of consultants for RFP 2023-01 Disaster Management Services to The Village of Estero.

Financial Impact

Unknown at this time as expenditures will be determined by the

amount of usage of the awarded firms should an event occur requiring their services.

Attachment: [SS RFP 2023-01.pdf](#)

Attachment: [Evaluation Meeting Minutes.pdf](#)

Attachment: [RFP Response - Hagerty.pdf](#)

Attachment: [RFP Response - Rostan.pdf](#)

Attachment: [Contract - Hagerty.pdf](#)

Attachment: [Contract - Rostan.pdf](#)

Attachment: [Vendor Disclosure Form - Hagerty.pdf](#)

Attachment: [Vendor Disclosure Form - Rostan.pdf](#)

b. US 41 Medians 1-5 Landscaping Contract

Recommended Action

Motion to approve Miscellaneous Contractor Services contract EC 2019-66 STA 36 with P&T Lawn & Tractor Services to install landscaping within US 41 Medians 1-5, including a 10% contingency.

Financial Impact

The proposed financial impact is \$68,149.00, contract cost plus 10% contingency.

The Fiscal Year 2022-2023 budget included \$540,000 of available funds for additional landscaping along US 41.

Attachment: [SS EC2019-66 STA 36.pdf](#)

Attachment: [Loc Map.pdf](#)

Attachment: [US 41 Median 01-05 Plans.pdf](#)

Attachment: [EC2019-66 STA 36 P.T US 41 Median 1-5.pdf](#)

c. Recreational Proposals for the Village-owned Williams Road Property

Recommended Action

Motion to approve Recreational Proposals for the Village-owned Williams Road Property.

Financial Impact

Financial impact would include investment already made in the purchase of land and, possibly, further investment into recreational infrastructure to be managed by a private partner. Revenue sharing, ground lease and land purchase proceeds would be realized as a return on that investment. Preferred access rights to Estero residents would be included in the financial impact negotiations.

Attachment: [SS Recreational Proposals.pdf](#)

Attachment: [1 2023.03.10 Estero.pdf](#)

Attachment: [2 2022.12.05 High 5 Unsolicited Proposal.pdf](#)

Attachment: [3 2022.02.10 Chicken N Pickle Unsolicited Proposal pdf.pdf](#)

Attachment: [4 Crystal Lagoons Unsolicited Proposal.pdf](#)

Attachment: [5 Pickle and Social Unsolicited Proposal.pdf](#)

8. PUBLIC COMMENT ON NON-AGENDA ITEMS

9. COUNCIL COMMUNICATIONS / FUTURE AGENDA ITEMS

10.VILLAGE ATTORNEY'S REPORT

11.VILLAGE MANAGER'S REPORT

Adjourn Regular Session and Convene Workshop Items

12.WORKSHOP

a. Planning, Zoning and Design Board Annual Report

Attachment: [Workshop Item Summary Sheet 3-15-23 PZDB Annual Report.pdf](#)

Attachment: [2022 PZDB Annual Report.pdf](#)

b. Update on Development Projects in Estero

Attachment: [SS 3152023 Development Projects.pdf](#)

Attachment: [2023 Project Review PP Final.pdf](#)

13.ADJOURNMENT

General Attachments

[- Transcript.pdf](#)

VILLAGE OF ESTERO COUNCIL MEETING
WEDNESDAY, MARCH 15, 2023, 9:30 A.M.

DISCLAIMER:

THIS FILE REPRESENTS AN UNEDITED VERSION OF REALTIME
CAPTIONING WHICH SHOULD NEITHER BE RELIED UPON FOR COMPLETE
ACCURACY NOR USED AS A VERBATIM TRANSCRIPT.
ANY PERSON WHO NEEDS A VERBATIM TRANSCRIPT OF THE
PROCEEDINGS MAY NEED TO HIRE A COURT REPORTER.

09:30:21 >>Mayor Errington: GOOD MORNING.
09:30:23 >> GOOD MORNING.
09:30:23 >>Mayor Errington: WELCOME.
09:30:26 THIS IS A GREAT DAY.
09:30:28 THANK YOU FOR BEING HERE.
09:30:30 APPRECIATE YOUR TIME AND YOUR ENERGY TO COME HERE THIS
09:30:34 MORNING.
09:30:35 WE ALWAYS APPRECIATE ANYONE IN THE VILLAGE WHO WANTS TO COME
09:30:39 AND CELEBRATE A MEETING WITH US.
09:30:42 SO AT THIS TIME, I WILL ASK YOU -- WHERE IS THE PRINCIPAL?
09:30:48 YOU GOT YOUR PHONE OFF?
09:30:50 HE HAD TO GO.
09:30:51 OH, OKAY.
09:30:52 SO IF YOU HAVE A PHONE OR ANYTHING THAT MAKES A SOUND THAT
09:30:58 WOULD BE AN INTERRUPTION DURING THE MEETING, PLEASE SILENCE
09:31:00 THAT, PLEASE.
09:31:01 THANK YOU.
09:31:01 I WILL REMIND COUNCIL MEMBERS, I'VE BEEN TOLD, WILL YOU

09:31:08 PLEASE SPEAK, LEAN INTO THE MICROPHONES TO TALK SO THAT YOU
09:31:14 CAN BE RECORDED PROPERLY.
09:31:15 SO WITH ALL OF THIS IN MIND, I WILL ASK PASTOR JOHN ROTH IF
09:31:20 HE WOULD COME FORWARD, THRIVE CHURCH, AND GIVE US THE
09:31:26 INVOCATION TODAY.
09:31:27 THANK YOU, PASTOR ROTH.
09:31:29 >> THANK YOU.
09:31:30 LET US PRAY.
09:31:33 O LORD OUR GOD, YOUR MERCIES ARE NEW THIS MORNING AND YOUR
09:31:36 FAITHFULNESS IS THROUGHOUT ALL GENERATIONS.
09:31:39 YOU PROVIDE A BOUNTY IN OUR LIVES AND FOR THAT WE ARE
09:31:43 GRATEFUL.
09:31:45 WE ASK FOR YOUR WISDOM THIS DAY IN OUR VILLAGE LEADERSHIP AS
09:31:49 THEY GATHER TO MAKE DECISIONS ON BEHALF OF US ALL, AND WE
09:31:52 LIFT UP THE NEEDS OF THE MANY AND OUR COMMUNITY STILL
09:31:56 RECOVERING FROM HURRICANE IAN ESPECIALLY.
09:31:58 ANY WHO ARE FACING FINANCIAL AND HEALTH VULNERABILITIES AS A
09:32:01 RESULT, WE PRAY TOGETHER THAT WE CAN FIND A WAY TO BRING

09:32:05 EQUITY, PROSPERITY, AND WHOLENESS TO THIS COMMUNITY.
 09:32:09 WE ASK THAT WE WOULD ALL HERE NOT ONLY LOOK TO OUR OWN
 09:32:13 INTERESTS BUT TO THOSE OF OTHERS IN ALL THE DECISIONS THAT
 09:32:15 ARE MADE.
 09:32:16 AGAIN TODAY, WE LIFT UP THE MANY SERVANTS IN OUR SCHOOLS,
 09:32:20 HOSPITALS, OFFICES, NONPROFITS, AND THOSE WHO WORK IN
 09:32:24 VARIOUS AREAS OF THIS COMMUNITY THAT ARE VITAL TO OUR BEING

 09:32:29 A COMMUNITY.
 09:32:30 WE THANK YOU THIS DAY FOR OUR VILLAGE COUNCIL AND ESPECIALLY
 09:32:34 FOR THE OUTGOING MAYOR, KATY ERRINGTON.
 09:32:37 YOU HAVE USED HER FOR THE GREATER GOOD AND THIS WHOLE
 09:32:40 COUNCIL, LORD, AS A MODEL OF CIVILITY, SERVICE, AND
 09:32:44 LEADERSHIP.
 09:32:44 WE ASK YOU BLESS AND KEEP THEM IN YOUR CARE AND PROTECT US
 09:32:49 AND PROVIDE FOR US THIS DAY.
 09:32:51 AND WE PRAY THAT YOU WOULD BE HONORED IN OUR CONVERSATIONS,
 09:32:56 THAT THEY WOULD ALL REFLECT TRUTH, RESPECT, AND COMPASSION
 09:32:59 FOR ALL.
 09:33:00 ALL THIS WE PRAY IN YOUR NAME, O, GOD, AMEN.
 09:33:05 >> AMEN.
 09:33:05 >>Mayor Errington: WILL YOU PLEASE STAND IF YOU ARE ABLE,
 09:33:09 AND I WILL ASK COUNCIL MEMBER JIM BOESCH TO LEAD US IN THE
 09:33:12 PLEDGE.
 09:33:13 [PLEDGE OF ALLEGIANCE]
 09:33:27 >>Mayor Errington: THANK YOU.
 09:33:28 MADAM CLERK, WOULD YOU PLEASE CALL THE ROLL.
 09:33:34 >>Joanne Ribble: HERE.
 09:33:35 >>Larry Fiesel: HERE.
 09:33:37 >>Jim Boesch: HERE.
 09:33:39 >>Jim Ward: HERE.
 09:33:40 >>Jim Wilson: HERE.
 09:33:42 >>Vice-Mayor McLain: HERE.

 09:33:44 >>Mayor Errington: HERE.
 09:33:47 ITEM NUMBER 2 ON THE AGENDA IS APPROVAL OF THE AGENDA.
 09:33:53 DOES ANYONE HAVE ANY ADDITIONS, DELETIONS, OR CHANGES TO THE
 09:33:56 AGENDA?
 09:33:57 IF NOT, I NEED A MOTION.
 09:34:02 MOTION MADE BY VICE-MAYOR JON McLAIN AND SECONDED BY
 09:34:09 COUNCIL MEMBER JIM WILSON.
 09:34:10 PLEASE CALL THE ROLL.
 09:34:13 >>Joanne Ribble: AYE.
 09:34:15 >>Larry Fiesel: AYE.
 09:34:16 >>Jim Boesch: AYE.
 09:34:18 >>Jim Ward: AYE.
 09:34:20 >>Jim Wilson: AYE.
 09:34:21 >>Vice-Mayor McLain: AYE.

09:34:22 >>Mayor Errington: AYE.
 09:34:23 NEXT ON THE AGENDA WE HAVE -- IT'S EXCITING.
 09:34:30 WE HAVE SEVERAL PROCLAMATIONS.
 09:34:32 SO WE WILL START WITH THE FIRST ONE, AND I WILL HAVE MIKE
 09:34:37 AMABILE, PRINCIPAL OF ESTERO HIGH SCHOOL, COME UP AND
 09:34:44 CHARLOTTE HUTTO, THE ESTERO HIGH CAMBRIDGE COORDINATOR.
 09:34:51 I'LL ASK CAROL SACCO TO BRING THE PROCLAMATION UP.
 09:34:55 AND WE'LL HAVE YOU STAND RIGHT UP HERE.
 09:35:00 AND I WILL READ THIS FIRST PROCLAMATION BECAUSE IT IS
 09:35:04 GENERAL, AND BOTH OF YOU HOLD THAT.
 09:35:12 SO THIS FIRST PROCLAMATION IS CALLED THE VILLAGE OF ESTERO

 09:35:18 PROCLAMATION:
 09:35:19 WHEREAS, THE MISSION OF ESTERO HIGH SCHOOL IS TO PROVIDE
 09:35:23 EACH MEMBER OF THEIR DIVERSE STUDENT BODY WITH THE KNOWLEDGE
 09:35:26 AND SKILLS NECESSARY TO SUCCEED IN AN INCREASINGLY COMPLEX
 09:35:30 WORLD; AND WHEREAS, ESTERO HIGH SCHOOL'S VISION IS "WHERE
 09:35:34 STUDENTS COME TO LEARN AND LEAVE TO SUCCEED"; AND WHEREAS,
 09:35:38 51 STUDENTS FROM ESTERO HIGH SCHOOL WERE PRESENTED THE
 09:35:42 CAMBRIDGE OUTSTANDING LEARNERS AWARD; AND WHEREAS, THE
 09:35:46 OUTSTANDING CAMBRIDGE LEARNER AWARDS ARE A GROUP OF AWARDS
 09:35:50 ISSUED BY CAMBRIDGE ASSESSMENT INTERNATIONAL EDUCATION WHO
 09:35:54 RECOGNIZE EXCEPTIONAL LEARNER ACHIEVEMENT IN CAMBRIDGE
 09:35:59 EXAMINATIONS AROUND THE WORLD; AND WHEREAS, CAMBRIDGE
 09:36:02 ASSESSMENT INTERNATIONAL EDUCATION QUALIFICATIONS ARE WIDELY
 09:36:06 RECOGNIZED BY UNIVERSITIES AND EMPLOYERS.
 09:36:08 NOW, THEREFORE, I, KATY ERRINGTON, MAYOR OF THE VILLAGE OF
 09:36:15 ESTERO, LEE COUNTY, FLORIDA, DO HEREBY OFFER SINCERE
 09:36:18 CONGRATULATIONS TO ESTERO HIGH SCHOOL AND THE 51 STUDENTS
 09:36:22 RECOGNIZED FOR OUTSTANDING PERFORMANCE AS WELL AS WISH THEM
 09:36:25 EVERY SUCCESS IN THE FUTURE.
 09:36:27 CONGRATULATIONS.
 09:36:28 [APPLAUSE]
 09:36:28 NOW, I WILL ASK YOU IF YOU WILL HAVE A SEAT.
 09:36:39 THEN WE'LL FOLLOW THE PROTOCOL HERE AND THEN BRING ALL OF
 09:36:43 YOU BACK UP AT THE VERY, VERY END.
 09:36:45 THE NEXT PROCLAMATION IS TO JACK CALDER, SENIOR AT ESTERO

 09:36:50 HIGH SCHOOL.
 09:36:50 JACK, WOULD YOU PLEASE COME FORWARD AND, CAROL, WOULD YOU
 09:36:55 PLEASE COME FORWARD AND GIVE JACK THE PROCLAMATION, PLEASE.
 09:36:58 WHEREAS, JACK CALDER IS A SENIOR AT ESTERO HIGH SCHOOL; AND
 09:37:15 WHEREAS, JACK CALDER RECEIVED THE "TOP IN THE USA" AWARDED
 09:37:19 TO THE LEARNERS WHO HAVE ACHIEVED THE HIGHEST STANDARD MARK
 09:37:23 (EXAM SCORE) IN THE COUNTRY IN AN INDIVIDUAL SUBJECT IN THE
 09:37:28 UNITED STATES THROUGH THE CAMBRIDGE ASSESSMENT INTERNATIONAL
 09:37:30 EDUCATION; AND WAS ALSO RECOGNIZED WITH MERIT FOR RECEIVING
 09:37:33 AN "A" IN LEVEL PSYCHOLOGY; AND WHEREAS, JACK CALDER

09:37:40 RECEIVED CAMBRIDGE OUTSTANDING LEARNER AWARD WITH
 09:37:43 DISTINCTION-3X A GRADES OR HIGHER ON CAMBRIDGE INTERNATIONAL
 09:37:50 EXAMS IN ONE EXAM SERIES; AND WHEREAS, CAMBRIDGE ASSESSMENT
 09:37:54 INTERNATIONAL EDUCATION PREPARES STUDENTS FOR LIFE, HELPING
 09:37:57 THEM DEVELOP AN INFORMED CURIOSITY AND A LASTING PASSION FOR
 09:38:01 LEARNING; AND WHEREAS, CAMBRIDGE ASSESSMENT INTERNATIONAL
 09:38:04 EDUCATION IS A PROVIDER OF INTERNATIONAL QUALIFICATIONS,
 09:38:07 OFFERING EXAMINATIONS AND QUALIFICATIONS TO 10,000 SCHOOLS
 09:38:13 IN MORE THAN 160 COUNTRIES.
 09:38:15 NOW, THEREFORE, I, KATY ERRINGTON, MAYOR OF THE VILLAGE OF
 09:38:19 ESTERO, LEE COUNTY, DO HEREBY OFFER SINCERE CONGRATULATIONS
 09:38:23 AND BEST WISHES TO YOU.
 09:38:24 JACK CALDER.
 09:38:27 [APPLAUSE]
 09:38:27 JACK, STAND RIGHT OVER THERE.

09:38:39 WE'LL HAVE YOU COME RIGHT BACK UP.
 09:38:41 NOW I UNDERSTAND I HAVE FOUR MORE.
 09:38:47 I'M NOT READING ALL OF THEM BUT I WILL READ.
 09:38:49 THEY ARE A LITTLE DIFFERENT.
 09:38:51 I UNDERSTAND THAT OUT OF THE FOUR RECIPIENTS, NATALIE
 09:38:55 BROGDON IS UNABLE TO BE HERE TODAY, IS THAT CORRECT?
 09:38:58 OKAY.
 09:38:59 SO WE WILL INCLUDE NATALIE.
 09:39:02 SHE WILL GET A PROCLAMATION.
 09:39:05 BUT LET'S HAVE TO COME FORWARD PETER WASZKOWSKI, A SENIOR AT
 09:39:10 ESTERO HIGH SCHOOL.
 09:39:11 BRYCE KROHNFELDT, SENIOR.
 09:39:17 AND ASKAR RICE PLEASE COME FORWARD.
 09:39:20 AND WOULD THE VILLAGE CLERK PLEASE GIVE THEM THE
 09:39:23 PROCLAMATION, PLEASE?
 09:39:25 THIS WILL BE INCLUSIVE OF THE THREE OF YOU.
 09:39:40 ARE WE SET?
 09:39:46 OKAY.
 09:39:48 WHEREAS, ASKAR RICE, BRYCE KROHNFELDT, PETER WASZKOWSKI AND
 09:39:59 NATALIE BROGDON, WHO IS UNABLE TO BE HERE, THEY HAVE EACH
 09:40:03 RECEIVED CAMBRIDGE OUTSTANDING LEARNER AWARD WITH
 09:40:07 DISTINCTION.
 09:40:09 3 TIMES A GRADES OR HIGHER ON CAMBRIDGE INTERNATIONAL EXAMS
 09:40:12 IN ONE EXAM SERIES; AND WHEREAS, CAMBRIDGE ASSESSMENT
 09:40:16 INTERNATIONAL EDUCATION PREPARES STUDENTS FOR LIFE, HELPING

09:40:19 THEM DEVELOP AN INFORMED CURIOSITY AND A LASTING PASSION FOR
 09:40:23 LEARNING; AND WHEREAS, CAMBRIDGE ASSESSMENT INTERNATIONAL
 09:40:27 EDUCATION IS A PROVIDER OF INTERNATIONAL QUALIFICATIONS,
 09:40:31 OFFERING EXAMINATIONS AND QUALIFICATIONS TO 10,000 SCHOOLS
 09:40:35 IN MORE THAN 160 COUNTRIES.
 09:40:38 NOW, THEREFORE, I, KATY ERRINGTON, MAYOR OF THE VILLAGE OF

09:40:42 ESTERO, LEE COUNTY, FLORIDA, DO HEREBY OFFER SINCERE
 09:40:45 CONGRATULATIONS AND BEST WISHES TO EACH OF YOU.
 09:40:49 THANK YOU.
 09:40:50 [APPLAUSE]
 09:40:50 AND NOW, IF EVERYONE WOULD COME BACK UP AND MARILYN WILL GET
 09:41:03 A GROUP PICTURE.
 09:41:40 >> THANK YOU.
 09:41:40 [APPLAUSE]
 09:41:42 >>Mayor Errington: THANK YOU, STUDENTS, FOR BEING
 09:42:00 OUTSTANDING IN ESTERO.
 09:42:02 GREATLY APPRECIATE YOUR EFFORTS.
 09:42:11 >> MAYOR, ARE WE RUDE IF WE GO BACK TO CLASS?
 09:42:16 >>Mayor Errington: WE'LL LET YOU, BUT WE LOVE YOUR
 09:42:17 ATTENDANCE HERE.
 09:42:18 WE LOVE TO HAVE YOUTH IN OUR CROWD.
 09:42:20 >> THEY ARE ALL SENIORS.
 09:42:21 THEY WILL BE BACK.
 09:42:23 >>Mayor Errington: OKAY.
 09:42:23 BEST OF LUCK TO ALL THE SENIORS.

 09:42:25 >> THANKS FOR HAVING US.
 09:42:27 >>Mayor Errington: THANK YOU.
 09:42:28 THANK YOU FOR COMING.
 09:42:29 OKAY.
 09:42:41 THAT WAS REFRESHING.
 09:42:42 ITEM NUMBER 4, PUBLIC COMMENT ON ITEMS THAT ARE NOT ON THE
 09:42:49 AGENDA.
 09:42:52 DO WE HAVE ANY?
 09:42:53 >>Carol Sacco: YES, MAYOR, GARY ISRAEL, NON-AGENDA ITEM.
 09:42:59 >> GOOD MORNING.
 09:43:00 >>Mayor Errington: GOOD MORNING.
 09:43:04 >> FIRST OF ALL, I'D LIKE TO SAY CONGRATULATIONS TO RAFAEL
 09:43:08 LOPEZ ON HIS RECENT WIN TO THE COUNCIL.
 09:43:14 I REMEMBER A LITTLE OVER EIGHT YEARS AGO THAT 86% OF ESTERO
 09:43:19 VILLAGE RESIDENTS VOTED IN FAVOR OF OUR INCORPORATION.
 09:43:24 I'M SURE YOU ALL REMEMBER THAT AS WELL.
 09:43:27 TODAY, 90% OF OUR RESIDENTS MUST FEEL THAT THAT ENDED THEIR
 09:43:34 OBLIGATION TO BECOME INVOLVED IN OUR COMMUNITY, AND I LOOK
 09:43:39 AROUND THIS DAI, AND I KNOW THAT STEVE SARKOZY AND JIM
 09:43:44 WILSON AND JIM BOESCH, AND KATY ERRINGTON AND CAROL SACCO
 09:43:49 AND MARILYN EDWARDS AND THOSE OF US WHO HAVE WATCHED OVER
 09:43:53 THE LAST EIGHT YEARS THE PROCESS OF THIS COUNCIL KNOW IT TO
 09:43:59 BE MUCH DIFFERENT THAN WERE DONE.
 09:44:04 SIX OUT OF SEVEN OF THE NEWEST COUNCIL MEMBERS RAN UNOPPOSED
 09:44:12 OVER THE LAST TWO AND A HALF YEARS.

 09:44:16 AND THAT DOESN'T TAKE ANYTHING AWAY FROM THOSE PEOPLE WHO
 09:44:20 DID SO, BUT I THINK IT'S AT LEAST A SMALL CRITICISM OF OUR

09:44:29 COMMUNITY.
 09:44:31 WE HAVE OVER 28,000 REGISTERED VOTERS IN THE VILLAGE OF
 09:44:36 ESTERO.
 09:44:37 AND YET ONLY 4,252 CAST BALLOTS IN THIS RECENT ELECTION.
 09:44:46 ONLY 732 ON THE DAY OF ELECTION.
 09:44:53 THAT BOGGLES MY MIND.
 09:44:56 I DON'T KNOW ABOUT YOU, TO CONTEMPLATE THAT.
 09:44:59 MY EDITOR'S DAUGHTER, AUTUMN GATES, VOTED AT 3 P.M. ON
 09:45:06 ELECTION DAY AT OUR LADY OF LIGHT, AND POLLING CREW THERE
 09:45:15 WERE SO EXCITED BECAUSE SHE WAS THEIR VERY FIRST VOTER OF
 09:45:20 THE DAY.
 09:45:21 IN FACT, WE ONLY BARELY BEAT OUT VOTER ATTENDANCE, THE CITY
 09:45:33 OF SANIBEL, A MAINLY TOURIST DESTINATION FOR THE REST OF THE
 09:45:38 WORLD, THAT WAS OBLITERATED BY HURRICANE IAN.
 09:45:44 I HOPE THAT THIS RECENT ELECTION WILL GIVE US THE IMPETUS TO
 09:45:51 SERIOUSLY CONSIDER AT LEAST CHANGING OUR ELECTION DAY TO
 09:45:55 COINCIDE WITH STATE AND LOCAL AND NATIONAL ELECTIONS, NOT
 09:45:59 THAT THAT'S A PANACEA OR A REMEDY, BUT I THINK IT WOULD
 09:46:04 HELP.
 09:46:05 IF I MIGHT JUST ADD ONE OTHER THING, FROM A PERSONAL NOTE,
 09:46:10 FROM OUR ROTARY CLUB, WE OFFER OUR CONGRATULATIONS TO YOU,
 09:46:16 KATY, MAYOR, FOR SO ELOQUENTLY AND PROFESSIONALLY PROJECTING
 09:46:24 ROTARY'S MOTTO: SERVICE ABOVE SELF.

09:46:34 >>Mayor Errington: THANK YOU, GARY.
 09:46:35 >>Carol Sacco: WE HAVE NO MORE.
 09:46:36 >>Mayor Errington: STEVE?
 09:46:38 YOU'RE ON HERE TO INTRODUCE AN ITEM.
 09:46:45 >>Steven Sarkozy: YES.
 09:46:46 WHAT WE HAVE IS AN OUTLINE HERE OF THE UPCOMING EVENTS AS
 09:46:53 THE OLD COUNCIL DEPARTS AND THE NEW COUNCIL COMES IN.
 09:46:56 THE NEW COUNCIL WILL BE SWORN IN ON APRIL 5 AT 9:30.
 09:47:05 AND THAT INCLUDES THE THREE NEW COUNCIL MEMBERS -- SORRY,
 09:47:08 FOUR COUNCIL MEMBERS THAT WERE JUST VOTED IN.
 09:47:11 THE PROCEDURE IS THAT WE WILL VOTE THOSE PEOPLE INTO THEIR
 09:47:18 SEAT, SWEAR THEM IN, AND THEN THERE WILL BE A LIGHT LUNCH
 09:47:21 IMMEDIATELY FOLLOWING THE MEETING AND PHOTOGRAPHS.
 09:47:25 TO THOSE INCOMING COUNCIL MEMBERS AND TO MR. McLAIN, WHO
 09:47:32 HAS BEEN REELECTED, IF YOU WANT YOUR FAMILIES AND FRIENDS
 09:47:35 THERE FOR PICTURES THAT'S CERTAINLY APPROPRIATE.
 09:47:38 ON APRIL 19th, WE'RE GOING TO HAVE A FAREWELL CELEBRATION
 09:47:46 FOR THE THREE DEPARTING COUNCIL MEMBERS.
 09:47:49 MAYOR ERRINGTON, COUNCIL MEMBER JIM BOESCH, AND COUNCIL
 09:47:52 MEMBER JIM WILSON.
 09:47:54 WE'RE GOING TO HAVE JUST SOME LIGHT REFRESHMENTS AND ALSO AN
 09:48:01 OPPORTUNITY FOR PEOPLE TO CELEBRATE THEIR SERVICE TO THE
 09:48:04 COMMUNITY.
 09:48:04 SO THAT'S KIND OF THE PROCESS THAT WE'RE GOING TO GO THROUGH

09:48:08 HERE AS WE TRANSITION FROM ONE COUNCIL TO THE NEXT.

09:48:12 AGAIN, IT'S BEEN SAID BY THE PREVIOUS SPEAKER, BUT I'D ALSO
09:48:21 LIKE TO EXTEND ON BEHALF OF ALL STAFF, CONGRATULATIONS NOT
09:48:25 ONLY TO THE NEW MEMBERS COMING ON BOARD BUT ALSO THE
09:48:30 PROCESS, WHICH WAS A VERY DIGNIFIED, QUALITY ELECTION AND
09:48:36 REALLY A TRIBUTE TO THE COMMUNITY.

09:48:42 >>Mayor Errington: THANK YOU.

09:48:45 >>Carol Sacco: WE HAVE NO MORE.

09:48:46 >>Mayor Errington: ITEM NUMBER 5, THE CONSENT AGENDA.
09:48:50 ANY COMMENTS OR QUESTIONS REGARDING THE CONSENT AGENDA BY
09:48:56 COUNCIL MEMBERS?
09:48:57 IF NOT, NEED A MOTION.

09:49:01 MOTION MADE BY COUNCIL MEMBER FIESEL AND SECONDED BY COUNCIL
09:49:05 MEMBER RIBBLE.
09:49:06 PLEASE CALL THE ROLL.

09:49:08 >>Jim Wilson: AYE.

09:49:10 >>Jim Ward: AYE.

09:49:11 >>Jim Boesch: AYE.

09:49:13 >>Larry Fiesel: AYE.

09:49:14 >>Joanne Ribble: AYE.

09:49:16 >>Vice-Mayor McLain: AYE.

09:49:17 >>Mayor Errington: AYE.

09:49:18 ITEM NUMBER 6, WE HAD NO CONSIDERATION OF DEFERRED ITEMS
09:49:23 THERE.
09:49:23 SO WE WILL GO ON TO ITEM NUMBER 7A.
09:49:28 IT'S RFP 2023-01, DISASTER MANAGEMENT SERVICES.

09:49:36 STEVE, WILL YOU INTRODUCE THIS FOR US, PLEASE?

09:49:38 >>Steven Sarkozy: THANK YOU, MAYOR AND MEMBERS OF COUNCIL.
09:49:40 THIS ISSUE HAS TO DO WITH DISASTER SERVICES TO BE AVAILABLE
09:49:47 TO THE VILLAGE AND THE COMMUNITY AS A FOLLOW-UP TO HURRICANE
09:49:51 IAN.

09:49:52 THE COUNCIL WILL RECALL THAT OUR FIRST EFFORT AFTER THE
09:49:57 HURRICANE WAS THE REMOVAL OF DEBRIS, AND WE HAD A TEAM OF
09:50:03 CONTRACTORS WORKING WITH US THAT, FRANKLY, DID A GREAT JOB
09:50:08 PICKING UP IN THE COMMUNITY.

09:50:10 ALL OF THE MATERIAL FROM ESTERO AND MUCH OF IT FROM BONITA
09:50:16 WAS TAKEN TO THE CORNER OF COCONUT AND U.S. 41.
09:50:21 AND THAT WAS AN EFFORT THAT WAS COORDINATED AND CONTRACTED
09:50:25 BY LEE COUNTY.

09:50:27 THAT MATERIAL HAS BEEN BASICALLY CLEANED UP AND THE LAST
09:50:33 REMAINING VEHICLES AND MATERIAL WILL BE MOVED OUT OF THERE
09:50:39 WITHIN THE NEXT 30 DAYS AND QUITE PROBABLY SOONER.

09:50:43 THE NEXT PHASE OF THE RECOVERY PROCESS IS TO CONTINUE
09:50:48 HELPING THOSE PEOPLE THAT WERE DIRECTLY AFFECTED AND TRYING
09:50:52 TO INCREASE OUR RESILIENCE TO WHAT MIGHT BECOME THE NEXT
09:50:57 STORM, WHENEVER THAT MAY BE.

09:50:59 WHEN WE WENT THROUGH HURRICANE IRMA, WE ALWAYS THOUGHT,
 09:51:03 WELL, THAT WAS THE LAST HURRICANE THAT WE'RE GOING TO SEE IN
 09:51:06 OUR LIFETIMES.
 09:51:07 AND THREE YEARS LATER, WE GET SMACKED AGAIN BY IAN.
 09:51:12 SO THERE ARE A LOT OF EFFORTS OUT THERE THAT ARE ONGOING

 09:51:15 THAT ALLOW US TO UTILIZE STATE AND FEDERAL FUNDS TO NOT ONLY
 09:51:23 RESTORE BUT ALSO CREATE A MORE RESILIENT COMMUNITY FOR THE
 09:51:26 NEXT STORM.
 09:51:28 AND IT WAS IN RESPONSE TO THOSE OPPORTUNITIES THAT WE PUT
 09:51:32 OUT A REQUEST FOR PROPOSAL, WHICH IS BEFORE YOU TODAY.
 09:51:36 THIS REQUEST FOR PROPOSAL IS FOR DISASTER MANAGEMENT
 09:51:41 SERVICES, AND IT'S TO PROVIDE ASSISTANCE TO US AS WE
 09:51:46 CONSIDER VARIOUS OTHER GRANT AND AID PROGRAMS.
 09:51:50 WE HAD SIX PROPOSERS, AND THE COUNCIL ACTION REQUESTED IS TO
 09:51:56 CONCUR WITH STAFF RANKING THAT IS PRESENTED IN YOUR PACKET
 09:52:03 WHERE THE HAGERTY CONSULTANT GROUP IS RANKED AS THE NUMBER
 09:52:06 ONE GROUP.
 09:52:08 ALSO, TO AUTHORIZE THE STAFF TO EXECUTE CONTRACTS WITH
 09:52:12 HAGERTY AND ALSO THEN AUTHORIZE THE MANAGER TO EXECUTE
 09:52:17 CONTRACTS THAT WOULD RENEGOTIATE AND CREATE RENEWALS FOR
 09:52:24 THAT WORK OVER THE NEXT FOUR-YEAR PERIOD.
 09:52:27 THE RESILIENCY EFFORTS WE EXPECT TO BE SEVERAL YEARS LONG
 09:52:32 AND MAY PROVIDE SOME OPPORTUNITIES FOR US.
 09:52:36 THE FIRST TARGET THAT WE HAVE IS TRYING TO GET ALL AVAILABLE
 09:52:40 DOLLARS FOR OUR SEPTIC-TO-SEWER EFFORT.
 09:52:44 BUT THAT'S SIMPLY THE MOST VISIBLE AREA.
 09:52:49 THERE ARE QUITE A FEW OTHER GRANT OPPORTUNITIES THAT WE MAY
 09:52:52 EXPLORE AS WELL.
 09:52:53 SO COUNCIL'S CONCURRENCE WITH THE PROCESS IS REQUESTED.
 09:52:58 THIS HAS FOLLOWED OUR ROUTINE AND COUNCIL-ADOPTED POLICY FOR

 09:53:06 SOLICITATION OF PROPOSALS.
 09:53:08 >>Mayor Errington: THANK YOU.
 09:53:09 COUNCIL, ANY QUESTIONS?
 09:53:11 YES, JOANNE.
 09:53:13 >>Joanne Ribble: STEVE, CAN YOU DIFFERENTIATE WHAT HAGERTY
 09:53:18 WILL DO VERSUS ROSTAN?
 09:53:20 FROM WHAT I READ, ONE WILL BE RESILIENCY AND THE OTHER ONE
 09:53:24 WILL BE DEBRIS AND DISASTER CLEANUP BASICALLY.
 09:53:29 ARE THESE SERVICES THAT WE LACKED DURING IAN?
 09:53:34 I KNOW WE HAD DISASTER CLEANUP.
 09:53:37 >>Steven Sarkozy: ROSTAN WAS ONE OF OUR CONTRACTORS DURING
 09:53:40 THE PICKUP OF THE DEBRIS.
 09:53:44 WE'RE BASICALLY DONE WITH THAT.
 09:53:46 WE SPENT ALMOST \$7 MILLION ON PICKUP OF DEBRIS.
 09:53:50 WE'VE MADE THE SUBMISSION FOR REIMBURSEMENT FOR ALL OF THOSE
 09:53:55 FUNDS TO FEMA, AND WE'RE TRYING TO SEEK THE REIMBURSEMENT AS

09:54:01 SOON AS POSSIBLE, AND WE'RE HOPEFUL THAT THAT WILL OCCUR.
 09:54:04 WE'RE VERY FORTUNATE TO HAVE HAD RESERVES THAT WOULD HAVE
 09:54:09 ALLOWED US JUST TO PAY CASH AND RECOVER THAT IN A TIMELY
 09:54:14 WAY.
 09:54:15 THAT PROCESS, ONCE WE GET THE FEMA REIMBURSEMENT, CONCLUDES
 09:54:21 THAT PORTION OF THE RESPONSE.
 09:54:23 NOW WE'RE MOVING INTO THE NEXT PHASE, WHICH IS THE
 09:54:26 RESILIENCY AND HAGERTY.
 09:54:29 >>Joanne Ribble: THANK YOU.

09:54:30 >>Mayor Errington: ANYONE ELSE?
 09:54:31 YES, JIM.
 09:54:34 >>Jim Boesch: I WOULD ALSO LIKE TO COMMENT, STEVE, THAT SO
 09:54:38 OFTEN YOU HEAR, I CAN'T FIND FEMA, THEY WERE NOWHERE AROUND
 09:54:43 AND SO FORTH AND SO ON.
 09:54:44 IT WAS, I THINK, AN EXTRA STEP FOR US TO HOUSE THEM HERE SO
 09:54:53 THAT ANYBODY WHO HAD A PROBLEM, THEY WERE HERE LONG ENOUGH
 09:54:59 AND TO SERVE THE PEOPLE AND MAKE SURE THAT IF THEY HAD A
 09:55:03 PROBLEM, IT WASN'T GOING TO BE, SINCE IT'S A FEMA PROBLEM,
 09:55:08 IT WASN'T GOING TO BE ON OUR SHOULDERS.
 09:55:09 THEY WERE GOING TO HANDLE IT.
 09:55:11 AND WE WERE GOING TO BE THE SERVER THAT'S GOING TO GIVE THEM
 09:55:14 THE OPPORTUNITY TO BE HERE AND DO THAT.
 09:55:16 I THINK IT WAS SUCH -- IT MAKES A DISASTER ALMOST A LITTLE
 09:55:23 BIT QUIETER WHEN YOU HAVE SOMETHING LIKE THAT, AND THE
 09:55:27 PEOPLE KNOW THAT THERE'S GOING TO BE SOMEBODY TO ANSWER A
 09:55:31 FEMA QUESTION AND IT'S NOT PUT IN OUR HANDS.
 09:55:35 I HAVE TO COMPLIMENT THE VILLAGE HERE FOR WELCOMING AND
 09:55:43 HOPEFULLY ANSWER THE QUESTIONS AND FOR FEMA BEING HERE TO DO
 09:55:46 THAT SERVICE FOR THEM.
 09:55:48 >>Steven Sarkozy: THANK YOU.
 09:55:49 THAT WORKED OUT VERY WELL.
 09:55:53 >>Jim Ward: I JUST NOTICED THERE IS NO FINANCIAL IMPACT.
 09:55:56 I UNDERSTAND THE RATIONALE BEHIND THAT, GIVEN THE TIME FRAME
 09:55:59 THAT WOULD BE REQUIRED TO GO THROUGH IT.

09:56:01 BUT CAN YOU JUST KIND OF GIVE ME A ONE-MINUTE SUMMARY OF WHY
 09:56:07 THE STAFF FELT THAT HAGERTY WAS IN THE POSITION TO BE NAMED
 09:56:11 NUMBER ONE?
 09:56:12 >>Steven Sarkozy: ABSOLUTELY.
 09:56:13 THE HAGERTY GROUP HAS BEEN PART OF THE COUNTY RESPONSE TEAM
 09:56:20 FROM DAY ONE.
 09:56:22 AND THEY ACTUALLY HAVE OFFICES -- HAGERTY HAS OFFICES OVER
 09:56:26 IN THE COUNTY ADMINISTRATIVE BUILDINGS IN FORT MYERS.
 09:56:31 SO THEY ARE KIND OF LOCKED IN TO THE WHOLE RESPONSE AND
 09:56:35 RESILIENCY PROCESS.
 09:56:38 WE'VE BEEN GETTING INFORMATION FROM HAGERTY, EVEN THOUGH
 09:56:42 THEY HAVEN'T BEEN OUR CONSULTANT, BECAUSE THEY ARE SO CLOSE

09:56:46 AND INTEGRAL TO THE PROCESS.
 09:56:47 GOING TO ANOTHER CONSULTANT WOULD HAVE ADDED ESSENTIALLY
 09:56:53 ANOTHER LAYER, AND THE COMMUNICATION WOULD HAVE BEEN
 09:56:59 FRAGMENTED.
 09:57:00 SO WE FELT THAT HAGERTY WAS REALLY IN THE BEST POSITION TO
 09:57:04 PROVIDE US SERVICE AND TO KEEP US INFORMED OF GRANT
 09:57:08 OPPORTUNITIES AND WAYS THAT WE CAN USE FEMA AND OTHER STATE
 09:57:15 -- AND STATE RESOURCES.
 09:57:16 SO THAT WAS THE PRIMARY ISSUE.
 09:57:19 WE ALSO RAN A COUPLE OF TRAP LINES WHERE WE WERE INQUIRING
 09:57:24 ABOUT DIFFERENT PROGRAMS AND OTHER CONSULTANTS WERE
 09:57:28 RESPONSIVE, BUT HAGERTY WAS VERY PROACTIVE, IN MANY CASES
 09:57:37 WERE TELLING US THINGS THAT WE DIDN'T KNOW WELL IN ADVANCE.

09:57:40 SO THAT'S THE KIND OF PROACTIVE RESPONSE THAT WE REALLY
 09:57:44 WANTED AND WERE SEEKING TO CREATE THE BEST IMPACT FOR
 09:57:49 ESTERO.
 09:57:50 THANK YOU.
 09:57:51 >>Mayor Errington: ANY OTHER COMMENTS?
 09:57:52 QUESTIONS.
 09:57:54 ANY PUBLIC COMMENT?
 09:57:58 >>Carol Sacco: WE HAVE NO PUBLIC COMMENT OR NO E-COMMENTS.
 09:58:01 >>Mayor Errington: I NEED A MOTION.
 09:58:04 >>Jim Boesch: I MAKE A MOTION.
 09:58:05 >>Joanne Ribble: SECOND.
 09:58:06 >>Mayor Errington: MOTION MADE BY COUNCIL MEMBER BOESCH AND
 09:58:07 SECONDED BY COUNCIL MEMBER RIBBLE.
 09:58:09 PLEASE CALL THE ROLL.
 09:58:13 >>Joanne Ribble: AYE.
 09:58:14 >>Larry Fiesel: AYE.
 09:58:16 >>Jim Boesch: AYE.
 09:58:17 >>Jim Ward: AYE.
 09:58:19 >>Jim Wilson: AYE.
 09:58:20 >>Vice-Mayor McLain: AYE.
 09:58:22 >>Mayor Errington: AYE.
 09:58:22 ITEM NUMBER 7B IS THE U.S. MEDIANS 1 THROUGH 5, LANDSCAPE
 09:58:35 INSTALLATION CONTRACT.
 09:58:36 STEVE.
 09:58:37 >>Steven Sarkozy: THANK YOU, MAYOR AND MEMBERS OF COUNCIL.

09:58:39 WE'RE COMING BACK TO THIS ISSUE, WHICH IS THE LANDSCAPING OF
 09:58:45 THE MEDIANS ON U.S. 41.
 09:58:49 SINCE SOME OF THE WORK THAT WE DID OUT THERE ORIGINALLY
 09:58:52 REALLY WASN'T THE BEST PRODUCT IN THE RIGHT SPOT, AND IT
 09:58:57 HASN'T SURVIVED VERY WELL, THIS IS A VERY HIGH-VISIBILITY
 09:59:01 PROJECT AND OUR EFFORTS A FEW YEARS AGO WERE TO TRY TO
 09:59:07 BEAUTIFY THE WHOLE U.S. 41 CORRIDOR.
 09:59:09 AS I MENTIONED, WE NEED TO SPRUCE THIS UP A BIT, AND WE'RE

09:59:15 COMING BACK TO THE PROJECT IN PARTNERSHIP WITH D.O.T. TO
 09:59:23 ADDRESS SOME OF THE SHORTFALLS ON THAT STREET.
 09:59:26 WE'RE BRINGING IN A NEW CONTRACTOR, P & T LAWN AND TRACTOR
 09:59:31 SERVICES, WHICH IS ONE OF OUR PRIME CONTRACTORS THAT WE USE
 09:59:35 FOR MAINTENANCE WITHIN THE VILLAGE.
 09:59:37 WE'RE VERY COMFORTABLE WITH THEIR WORK IN OTHER PARTS OF THE
 09:59:42 VILLAGE, AND THEY HAVE ASSURED US THAT THEY WILL GIVE TOP
 09:59:46 ATTENTION NOT ONLY TO THE PLANTING BUT ALSO TO THE
 09:59:48 MAINTENANCE OF THE MATERIALS THAT THEY PUT IN.
 09:59:51 THIS COMES TO YOU WITH A RECOMMENDATION FOR APPROVAL, AND
 09:59:57 IT'S OUR HOPE THAT WE CAN MAKE SOME SIGNIFICANT ADVANCEMENTS
 10:00:02 HERE IN THIS PROJECT.
 10:00:04 >>Mayor Errington: THANK YOU.
 10:00:04 ANY PUBLIC COMMENT?
 10:00:09 >>Carol Sacco: NO PUBLIC COMMENT.
 10:00:13 >>Mayor Errington: SORRY.
 10:00:14 YOU HAVE TO SUBMIT YOUR QUESTION TO THE CLERK.

 10:00:21 WHILE YOU ARE DOING THAT, I WILL ASK COUNCIL, DO YOU HAVE
 10:00:23 ANY COMMENTS?
 10:00:24 ARE YOU THERE?
 10:00:36 CLARK?
 10:00:39 WE'RE WAITING FOR YOU.
 10:00:42 WAIT A MINUTE.
 10:00:43 JUST GO UP TO THE PODIUM, PLEASE.
 10:00:45 DON'T MAKE IT DIFFICULT.
 10:00:47 STATE YOUR NAME AND WHAT YOUR PURPOSE IS.
 10:00:50 THANK YOU.
 10:00:51 >> YOUR HONOR, I KNOW THAT YOU GUYS SPENT 600,000 OR 800,000
 10:00:58 TO PUT ALL THAT IN.
 10:01:01 I THINK YOU GUYS SHOULD PUT A LITTLE BIT OF GREEN FAKE GRASS
 10:01:07 THERE IN SOME PLACES THAT ARE TROUBLED THAT NOTHING IS EVER
 10:01:12 GOING TO GROW THERE, EVEN IF YOU HAVE, YOU KNOW, YOU SPENT A
 10:01:17 LOT OF MONEY, SO MAYBE SOME PLACES PUT SOME FAKE GREEN
 10:01:21 GRASS.
 10:01:21 YOU KNOW WHAT THIS IS?
 10:01:23 THEY PUT IT ON GOLF COURSES AND STUFF, AND YOU DON'T HAVE TO
 10:01:27 WATER IT.
 10:01:28 IT MIGHT SAVE US A LITTLE MONEY AND STILL LOOK NICE AND
 10:01:31 GREEN.
 10:01:32 >>Mayor Errington: OKAY.
 10:01:32 THANK YOU.
 10:01:33 STEVE, CORRECT ME ON THIS, THAT WAS A GRANT GIVEN TO US BY

 10:01:39 THE STATE.
 10:01:40 >>Steven Sarkozy: CORRECT.
 10:01:40 >>Mayor Errington: SO THE VILLAGE DIDN'T PAY FOR THE FIRST
 10:01:46 LANDSCAPING.

10:01:47 >>Steven Sarkozy: YES.
 10:01:47 THE GRANT PAID FOR THE DESIGN SERVICES AND THE PLANTING.
 10:01:51 WE WERE NOT HAPPY WITH THE PROCESS WHEN IT WENT IN.
 10:01:55 WE SUGGESTED THAT THEY MAKE CHANGES.
 10:01:57 THEY DIDN'T.
 10:01:58 THEY DIDN'T WORK.
 10:01:59 WE ARE COMING BACK AT IT TO TRY TO FIX WHAT WAS NOT DONE
 10:02:02 RIGHT IN THE FIRST PLACE.
 10:02:06 >>Jim Ward: JUST A QUICK QUESTION.
 10:02:07 DO WE HOLD BACK FUNDS FROM BRUCE HOWARD AND ASSOCIATES UNTIL
 10:02:10 THEY REMEDY THE SITUATION THAT WE'RE LOOKING AT?
 10:02:13 >>Steven Sarkozy: NO.
 10:02:14 WE DIDN'T USE BRUCE HOWARD ORIGINALLY.
 10:02:16 THE WORK WAS DONE BY KIMLEY-HORN UNDER CONTRACT, AND THIS
 10:02:23 WORK, WE USUALLY HAVE A HOLD-BACK, BUT IT'S NOT A REAL
 10:02:28 SIGNIFICANT AMOUNT.
 10:02:29 USUALLY ABOUT 10%.
 10:02:31 >>Mayor Errington: ANY OTHER COMMENTS FROM COUNCIL?
 10:02:37 >>Carol Sacco: NO OTHER COMMENTS AND NO E-COMMENTS.
 10:02:39 >>Mayor Errington: I NEED A MOTION.
 10:02:41 MOTION MADE BY COUNCIL MEMBER JIM WILSON AND SECONDED BY

 10:02:45 COUNCIL MEMBER JIM WARD.
 10:02:47 PLEASE CALL THE ROLL.
 10:02:49 >>Jim Wilson: AYE.
 10:02:50 >>Jim Ward: AYE.
 10:02:52 >>Jim Boesch: AYE.
 10:02:53 >>Larry Fiesel: AYE.
 10:02:55 >>Joanne Ribble: AYE.
 10:02:57 >>Vice-Mayor McLain: AYE.
 10:02:58 >>Mayor Errington: AYE.
 10:02:59 NEXT ON THE AGENDA IS ITEM NUMBER 7C, THE RECREATIONAL
 10:03:05 PROPOSALS FOR THE VILLAGE-OWNED WILLIAMS ROAD PROPERTY.
 10:03:09 STEVE?
 10:03:10 >>Steven Sarkozy: THANK YOU, MAYOR AND MEMBERS OF COUNCIL.
 10:03:12 THIS WAS TO THE COUNCIL AS AN INFORMATIONAL ITEM AT THE LAST
 10:03:17 MEETING, BUT WE'RE ASKING YOUR FORMAL APPROVAL OF A PROCESS
 10:03:22 WITH ACTION TODAY.
 10:03:23 THIS HAS TO DO WITH THE RECREATION PROPOSALS ON THE
 10:03:27 VILLAGE-OWNED PROPERTY ON WILLIAMS ROAD.
 10:03:31 YOU'LL RECALL THAT THERE'S 20 ACRES INVOLVED THAT THE
 10:03:35 VILLAGE HAS PURCHASED OVER THE LAST SEVERAL YEARS, AND AS
 10:03:39 PART OF OUR RECREATION MASTER PLAN, THE PROPOSAL WAS TO
 10:03:44 SOLICIT PRIVATE PARTNERS WITH THE VILLAGE TO ACCOMPLISH SOME
 10:03:50 OF THE RECREATIONAL NEEDS OF THE COMMUNITY.
 10:03:54 WHAT WE DID WAS SOMETHING THAT WAS A LITTLE BIT OUT OF THE
 10:03:57 ORDINARY.

10:03:57 WE DID A PUBLIC REQUEST UNDER THE PUBLIC-PRIVATE PARTNERSHIP
 10:04:03 LEGISLATION WITHIN THE STATE OF FLORIDA WHEREBY PRIVATE
 10:04:09 FIRMS ARE OFFERED THE OPPORTUNITY TO PARTNER WITH THE
 10:04:13 VILLAGE.
 10:04:13 WE RECEIVED FOUR PROPOSALS AT THE DEADLINE ON FRIDAY,
 10:04:20 FEBRUARY 17th, FOR THIS WORK.
 10:04:24 THE FIRMS -- WE'LL GO THROUGH THOSE IN JUST A MOMENT, BUT
 10:04:27 THE FIRMS ARE ANXIOUS TO BE INVOLVED.
 10:04:30 THIS IS SIMPLY THE ACTION TO -- REQUESTED ACTION TO APPROVE
 10:04:36 THE SHORT LIST OF PROJECTS OR POTENTIAL PARTNERS AND MOVE
 10:04:44 THIS ITEM ALONG WITH THE INTENT THAT OVER THE NEXT ABOUT SIX
 10:04:48 WEEKS OR SO THAT WE'LL NEGOTIATE AGREEMENTS TO COME BACK TO
 10:04:52 THE VILLAGE COUNCIL FOR APPROVAL.
 10:04:56 I MIGHT NOTE THAT THE NEXT SIX WEEKS ARE NOT JUST
 10:05:00 NEGOTIATING WITH THESE FIRMS, BUT THERE'S ALSO GOING TO BE A
 10:05:04 SUBSTANTIAL AMOUNT OF PUBLIC PARTICIPATION AND PUBLIC
 10:05:08 INVOLVEMENT BECAUSE, QUITE HONESTLY, WE'VE GOT SOME
 10:05:11 DIFFERENT OPTIONS HERE TO CONSIDER.
 10:05:13 SO WE'LL BE RECOMMENDING THAT WE DO ONE OR TWO PUBLIC
 10:05:19 FORUMS.
 10:05:20 WE'RE GOING TO TRY TO MEET WITH A NUMBER OF DIFFERENT GROUPS
 10:05:25 OUT THERE THAT MAY HAVE IDEAS ON HOW TO USE THIS PROPERTY,
 10:05:30 BUT TRY TO DO ALL OF THAT AS WE'RE NEGOTIATING NEW SITE
 10:05:38 PLANS AND NEW BUSINESS ARRANGEMENTS WITH THESE PRIVATE
 10:05:41 FIRMS.

 10:05:41 OUR INITIAL OBJECTIVE HAS BEEN TO MEET THE NEEDS OF THE
 10:05:50 COMMUNITY IN TERMS OF RECREATION, BUT ALSO FIND WAYS OF
 10:05:59 EARNING MONEY ON AN ONGOING BASIS WHICH WILL HELP DEFRAY
 10:06:06 SOME OF THE MAINTENANCE COSTS ON OTHER RECREATION PROGRAMS
 10:06:09 THAT TEND TO BE VERY EXPENSIVE AND HAVE NO POTENTIAL FOR
 10:06:14 REVENUE GENERATION.
 10:06:15 SO AS AN EXAMPLE, IF WE WERE TO BUILD BALL FIELDS OR SOCCER
 10:06:20 FIELDS, YOU REALLY CAN'T MAKE MONEY ON THOSE.
 10:06:24 OF COURSE, WE DON'T HAVE ANY BALL FIELDS OR SOCCER FIELDS,
 10:06:27 SO IT'S A MAJOR NEED.
 10:06:29 BUT ONCE THEY ARE BUILT, WE WANT TO DO THINGS AT A HIGH
 10:06:32 QUALITY, INDICATIVE OF THE ESTERO APPROACH, BUT THEN THIS IS
 10:06:37 ONE OPPORTUNITY, ONE AREA WHERE WE MAY HAVE AN OPPORTUNITY
 10:06:41 TO GENERATE REVENUE THAT HELPS DEFRAY THE COSTS OF THOSE
 10:06:45 OTHER AREAS.
 10:06:46 SO WE'RE LOOKING AT THIS PROPERTY TO HAVE MULTIPLE PURPOSES,
 10:06:53 FILLING A VARIETY OF RECREATIONAL NEEDS AND ALSO FULFILLING
 10:06:56 A REVENUE NEED THAT'S OUT THERE ON AN ONGOING BASIS.
 10:07:00 AS PART OF THIS EFFORT, WE'VE ENGAGED THE FIRM OF VIESTE,
 10:07:11 INCORPORATED.
 10:07:12 THEIR PRINCIPAL, MICHAEL COMPARATO, YOU'VE COME TO KNOW.
 10:07:15 MICHAEL WILL BE HELPING US NEGOTIATING THE AGREEMENTS.

10:07:22 BUT I WOULD LIKE TO CALL ON MICHAEL AT THIS POINT TO
 10:07:25 INTRODUCE EACH OF THE PROJECTS AND THEN MAKE HIS
 10:07:30 RECOMMENDATION TO THE VILLAGE COUNCIL AS TO THE TOP THREE

10:07:37 FIRMS AS WE MOVE FORWARD.

10:07:38 >>Mayor Errington: GOOD MORNING, MICHAEL.
 10:07:39 WELCOME.

10:07:39 >> GOOD MORNING, MAYOR, VILLAGE COUNCIL MEMBERS.
 10:07:42 GOOD MORNING.

10:07:42 THANKS, STEVE, FOR THE INTRODUCTION.

10:07:50 WE'VE BEEN PRIVILEGED TO BE A PART OF THE PROCESS ASSISTING
 10:07:53 THE VILLAGE IN CONSIDERING AN EXCITING ADDITION TO WHAT THE
 10:07:55 OPEN SPACE MASTER PLAN, REFERRED TO AS THE VILLAGE CENTER
 10:07:58 HUB.

10:07:59 AS STEVE ALLUDED TO, WE'RE ALSO EQUALLY EXCITED ABOUT THE
 10:08:02 OPPORTUNITY TO PARTNER IN A PUBLIC-PRIVATE PARTNERSHIP TYPE
 10:08:06 STRUCTURE WITH THE PRIVATE SECTOR COMPANIES THAT HAVE
 10:08:09 EXPRESSED INTEREST IN WORKING WITH US AS A VILLAGE TO
 10:08:14 DELIVER THE RECREATIONAL AND SPORTS ENTERTAINMENT TYPE
 10:08:18 PROGRAMMING THAT WILL OFFER THE OPPORTUNITIES THAT STEVE
 10:08:20 ALLUDED TO AS WELL IN TERMS OF US BEING ABLE TO OFFSET SOME
 10:08:24 OF OUR OPERATING EXPENSES TO DELIVER THE RECREATIONAL
 10:08:26 PROGRAMMING TO THE COMMUNITY.

10:08:27 I THINK A COUPLE OF THINGS ON WHAT STEVE SAID, THAT IN
 10:08:32 ASSISTING THE VILLAGE THROUGH THIS CONSIDERATION PROCESS
 10:08:35 THAT WE'VE TRIED TO MAINTAIN IN ADDITION TO THE OPPORTUNITY
 10:08:39 TO GENERATE REVENUE FOR OFFSET OF EXPENSES, WE'VE ALSO TRIED
 10:08:43 TO STAY FOCUSED ON THE OPPORTUNITY FOR MULTIGENERATIONAL
 10:08:47 PROGRAMMING.

10:08:49 AS THE COMMUNITY GROWS, WE WANT TO MAKE SURE THAT ALL
 10:08:52 GENERATIONS THAT LIVE WITHIN ESTERO, AS ALL OF US DO, ARE
 10:08:58 TAKEN CARE OF AND PROVIDED OPPORTUNITIES TO RECREATE AND
 10:09:03 ENJOY THOSE ENTERTAINMENT OPTIONS.

10:09:05 AS I THINK YOU'VE SEEN IN THE PACKETS THAT WE'VE SHARED IN
 10:09:11 OUR BRIEFINGS PREVIOUSLY, WE RECEIVED FOUR EXTERNAL
 10:09:16 PROPOSALS FROM FOUR DIFFERENT PRIOR GROUPS.

10:09:20 ONE COMPANY, THE FIRST I BELIEVE TO RECEIVE WAS HIGH 5
 10:09:25 ENTERTAINMENT, WHICH IS AN INDOOR AND OUTDOOR ENTERTAINMENT
 10:09:28 BASED OPTION, ENTERTAINMENT CONCEPT OUT OF TEXAS.
 10:09:32 WE RECEIVED ONE FROM CRYSTAL LAGOONS, WHICH IS A
 10:09:37 MULTINATIONAL AQUATICS BASED ENTERTAINMENT AND RECREATIONAL
 10:09:45 CONCEPT.

10:09:46 WE RECEIVED TWO DIFFERENT PROPOSALS FROM RATHER COMPETING
 10:09:51 INTERESTS IN CHICKEN N PICKLE BASED OUT OF KANSAS CITY AND
 10:09:54 ANOTHER CALLED PICKLE AND SOCIAL OUT OF ATLANTA THAT
 10:09:58 VIRTUALLY DO EFFECTIVELY THE SAME THING IN A PICKLEBALL
 10:10:01 BASED ENTERTAINMENT AND RECREATIONAL CONCEPT OF OFFERINGS.

10:10:04 BEFORE I MOVE ON BEYOND THOSE, I WANT TO COME BACK AND
 10:10:08 REMIND EVERYBODY THAT WE'RE ALSO AT THE SAME TIME IN
 10:10:11 CONSIDERING THOSE FOUR NEW PRIVATE OPTIONS REMEMBERING AND
 10:10:14 KEEPING IN PLAY THE FACT THAT WE'VE GOT AN OPERATING DRIVING
 10:10:18 RANGE CONCEPT THAT'S ALREADY IN PLACE ON THIS PROPERTY.
 10:10:21 AS WE CONSIDER ALL THE VARIOUS DIFFERENT RECREATIONAL,
 10:10:25 ENTERTAINMENT, AND LAND-PLANNING OPTIONS, THAT REMAINS A

 10:10:28 FIFTH COMPONENT OF THAT AS WE CONSIDER ALL THE VARIOUS
 10:10:31 DIFFERENT OPTIONS OVER THE NEXT SIX WEEKS, A PROCESS, SHOULD
 10:10:36 YOU AS VILLAGE COUNCIL GIVE US THE AUTHORITY AND APPROVAL TO
 10:10:39 PROCEED WITH THE NEGOTIATIONS AND ONGOING PLANNING CONCEPTS.
 10:10:42 TO STEVE'S POINT, NOW THE HEAVY LIFTING BEGINS.
 10:10:45 NOW WE REALLY GET TO ROLL UP SLEEVES AND GO TO WORK ASSUMING
 10:10:49 THAT THE VILLAGE IS APPROVING US GOING IN THIS DIRECTION.
 10:10:56 THE FIRST THING WE'LL WANT TO DO IS SORT THROUGH THE TWO
 10:11:00 COMPETING PICKLEBALL OPTIONS TO MAKE SURE WE HAVE THE BEST
 10:11:04 DYNAMICS AND THE BEST COLLABORATIVE AND POSSIBLE PARTNERSHIP
 10:11:08 OPPORTUNITY THERE.
 10:11:10 AT WHICH POINT WE WILL THEN HAVE A SERIES OF COMPLEMENTARY
 10:11:14 FUNCTIONS AND PROGRAMS TO CHOOSE FROM AND KIND OF BLEND
 10:11:19 TOGETHER.
 10:11:19 SO WE'LL HAVE THREE WITH THAT SIX-WEEK PROCESS SHOULD YOU
 10:11:24 AUTHORIZE US TO PROCEED.
 10:11:26 WE'LL HAVE THREE DIFFERENT ELEMENTS OF PROGRAMMING
 10:11:34 PARTNERSHIP AND ENTERTAINMENT OPTIONS TO CONSIDER AND BLEND
 10:11:36 TOGETHER ON A 20-ACRE SITE, GIVE OR TAKE.
 10:11:41 IT WILL BE A VERY COMPLICATED PROCESS.
 10:11:43 IT WILL INCLUDE, AS STEVE SAID, A LOT OF COMMUNITY
 10:11:46 INVOLVEMENT AND COMMUNICATION FOR INPUT.
 10:11:49 WE'LL ALSO BE DOING A LOT OF ADDITIONAL DILIGENCE AS WE GO
 10:11:52 THROUGH THE NEGOTIATIONS WITH THOSE PARTNERS AND TALKING TO
 10:11:55 VARIOUS DIFFERENT JURISDICTIONS THAT THEY ARE ALREADY

 10:11:58 OPERATING IN, AS WE'VE TALKED ABOUT IN OUR EARLIER SESSIONS,
 10:12:02 AND WE WILL BE DOING AND OFFERING FOR COUNCIL MEMBERS TO
 10:12:05 VISIT DIFFERENT OPERATING VENUES THAT EACH OF OUR POTENTIAL
 10:12:08 PARTNERS ARE CURRENTLY OPERATING SO THAT WE CAN SEE, TOUCH,
 10:12:13 HEAR, SMELL, TASTE LITERALLY, THE VARIOUS DIFFERENT OPTIONS
 10:12:18 OF PARTNERS THAT WE MAY TAKE ON.
 10:12:21 SO IT WILL BE -- MOVING FORWARD, IT WILL BE A VERY, VERY
 10:12:25 AGGRESSIVE AND VERY INTENSE NOT ONLY NEGOTIATION, BUT
 10:12:30 DILIGENCE PERIOD AS WE WORK THROUGH THE VERY BEST OPTION
 10:12:33 THAT WE CAN COME UP WITH FOR THE VILLAGE.
 10:12:36 >>Mayor Errington: THANK YOU.
 10:12:37 COUNCIL, ANY QUESTIONS, DISCUSSIONS?
 10:12:41 JIM.
 10:12:42 >>Jim Boesch: THIS IS A HUGE PROJECT FOR THE VILLAGE OF

10:12:45 ESTERO, AS STEVE AND YOU ARE WELL AWARE.
 10:12:53 AND I THINK IT'S ESSENTIAL THAT WE PUT EMPHASIS ON PUBLIC
 10:13:00 PARTICIPATION BECAUSE IT IS SO DIFFERENT.
 10:13:04 IT'S ALMOST LIKE A COUNTY PROJECT COMING INTO ESTERO.
 10:13:09 SO THE VILLAGE, AT ONE POINT WE STARTED, WE HAD A SESSION
 10:13:16 WHERE THE PEOPLE CAME IN AND IT WAS MENTIONED, SURVEY THIS
 10:13:23 MORNING, WE ASKED THE PEOPLE AND WE DID THAT.
 10:13:25 SO I THINK THAT'S ESSENTIAL THAT WE DO THAT IN THIS
 10:13:32 PARTICULAR AREA.
 10:13:33 I WOULD ALSO SAY IF THERE IS A SECOND NEED FOR ESTERO, AFTER
 10:13:41 WE GOT ALL THE ADMINISTRATIVE, IS PROVIDE RECREATION FOR THE

 10:13:45 PEOPLE.
 10:13:45 THE ANSWER TO THE COUNCIL, THE NEW COUNCIL, THIS IS GOING TO
 10:13:52 BE SOMETHING THAT THE PEOPLE HAVE BEEN ASKING AND ASKING, IN
 10:13:58 WHATEVER FORM IT COMES OUT, IT WOULD BE A PEOPLE, COUNCIL
 10:14:05 TYPE OF SITUATION I HOPE THAT WILL SOLVE A LOT OF DIFFERENT
 10:14:08 PROBLEMS IN TERMS OF RECREATION FOR THE PEOPLE.
 10:14:13 I HAVE TO COMPLIMENT STEVE.
 10:14:16 I'VE BEEN IN ELECTED TOWN MUNICIPAL OFFICIAL FOR A LONG
 10:14:21 TIME, AND NEVER WAS MENTIONED HOW CAN WE GET PROFITS ON IT
 10:14:28 SO IT BENEFITS THE VILLAGE RATHER THAN THE MUNICIPALITY,
 10:14:33 PUTTING ALL THE MONEY INTO THE PROJECT AND THE PEOPLE
 10:14:36 SAYING, I DON'T WANT TO PARTICIPATE, SO ON AND SO FORTH.
 10:14:40 I COMPLIMENT THE CONCEPT OF LOOKING TO SEE IF THERE CAN BE
 10:14:49 SOME PROFITS PUT IN TO MAINTAIN THE PROGRAM AS OPPOSED TO
 10:14:54 THE VILLAGE AS OUR CONCEPT HAS BEEN.
 10:14:58 AND TELL PEOPLE WE HAVEN'T RAISED THE TAXES IN EIGHT YEARS,
 10:15:01 THEY ALMOST DON'T BELIEVE IT.
 10:15:03 I THINK IT'S ADMIRABLE POSITION AND CONCEPT THAT YOU'RE
 10:15:11 BRINGING TO THE TABLE.
 10:15:15 >> MICHAEL: COUNCIL MEMBER BOESCH, I AGREE A THOUSAND
 10:15:18 PERCENT.
 10:15:18 I WILL TELL YOU I THINK VIRTUALLY TO A PERSON, EVERY PRIVATE
 10:15:22 PARTNER WE'VE TALKED TO THROUGH THE PROCESS WAS EQUALLY
 10:15:25 COMPLIMENTARY TO THE VILLAGE'S APPROACH TO THIS IN TERMS OF
 10:15:29 PARTNERING.

 10:15:31 AND THEY WERE EQUALLY EXCITED ABOUT THE OPPORTUNITY TO
 10:15:34 CONTRIBUTE AND TO BE A GOOD CORPORATE CITIZEN AND A PARTNER.
 10:15:38 AND I THINK YOU PROBABLY SAW SOME OF THAT IMPLICIT IN EVEN
 10:15:41 THE ORIGINAL PROPOSALS BEFORE WE EVEN STARTED NEGOTIATING.
 10:15:44 A NUMBER OF THEM OFFERED A PRETTY SIGNIFICANT AMOUNT OF
 10:15:47 RETURN ON INVESTMENT AND A RECOGNITION OF THE VILLAGE'S
 10:15:50 INVESTMENT ALREADY IN LAND AND THE WILLINGNESS TO PARTNER
 10:15:54 WITH THEM.
 10:15:54 SO I THINK WE'VE SEEN THAT, VERY WELL RECEIVED FROM THE
 10:15:58 PRIVATE SECTOR.

10:15:59 HOPEFULLY THAT CONTINUES.
 10:16:00 WE EXPECT IT TO, AS WE BEGIN TO NEGOTIATE THEM SO IT IS A
 10:16:03 TWO-WAY STREET AND WE DO GET A REAL RETURN ON INVESTMENT FOR
 10:16:06 THE VILLAGE'S INVESTMENT MADE TO DATE.
 10:16:09 TO YOUR EARLIER POINT, ONE OF THE TENANTS THAT I THINK FROM
 10:16:12 THE MINUTE WE WERE ABLE TO START ASSISTING THE VILLAGE
 10:16:15 THROUGH THIS PROCESS, THAT WE TRIED TO HOLD FIRM TO WAS THE
 10:16:20 TRANSPARENCY AND THE OPENNESS OF THE ORIGINAL OPEN SPACE
 10:16:23 MASTER PLAN PROCESS THAT TOOK PLACE.
 10:16:26 VERY TRANSPARENT, VERY OPEN, SIGNIFICANT AMOUNT OF COMMUNITY
 10:16:28 INVOLVEMENT.
 10:16:29 DOESN'T MAKE SENSE FOR US NOW TO DO ANYTHING DIFFERENT.
 10:16:32 AS STEVE ALLUDED TO, WE HAVE EVERY INTENT TO MAKE SURE THAT
 10:16:35 THE NEXT STEPS, THE REST OF THE WAY, ARE EQUALLY AS
 10:16:41 TRANSPARENT AND VERY INVOLVED FROM A COMMUNITY PERSPECTIVE.

10:16:45 >>Jim Boesch: ONE THING TO FINISH OFF.
 10:16:47 I DO WANT TO MENTION IT WOULD BE IMPORTANT TO HAVE THE
 10:16:50 COUNCIL BE ABLE TO VISIT SOME OF THESE OTHER SITES THAT
 10:16:53 YOU'RE LOOKING AT.
 10:16:55 MAKE THAT A VISION SO THEY CAN ACTUALLY SEE AND TALK.
 10:17:03 SO WHATEVER THE FINAL THING IS, IT'S NOT A NEW, UNKNOWN
 10:17:08 THING.
 10:17:08 IT'S SOMETHING THEY HAVE SEEN IN FLORIDA, MAYBE EVEN TEXAS.
 10:17:13 >> MICHAEL: ABSOLUTELY.
 10:17:14 >>Mayor Errington: THANK YOU, JIM.
 10:17:15 JIM.
 10:17:17 >>Jim Wilson: WHILE I WAS CLEANING UP MY DESK AND PREPARING
 10:17:20 FOR MY RETIREMENT, I FOUND THE PRIORITY SURVEY THAT MR.
 10:17:23 BOESCH JUST MENTIONED.
 10:17:24 INTERESTINGLY, THE VERY TOP THING THAT THE PUBLIC WANTED IN
 10:17:29 TERMS OF RECREATION WAS NATURE AREAS, NATURE PARKS, AND
 10:17:35 MULTIPURPOSE TRAILS.
 10:17:36 I'M PROUD TO SAY, OF COURSE, THAT WE ACCOMPLISHED THAT IN
 10:17:41 HALF OF THE -- DEDICATING HALF OF THE LAND THAT WE WILL BE
 10:17:46 USING UP THERE ON ESTERO ON THE RIVER.
 10:17:47 THEN DOWN ABOUT IN THE MIDDLE OF THE SURVEY, INTERESTINGLY
 10:17:53 TIED WAS PICKLEBALL COURTS AND SWIMMING AREAS.
 10:17:57 SO YOUR COMMITTEE -- YEAH, YOUR COMMITTEE IS GOING TO HAVE,
 10:18:02 ALONG WITH THE COUNCIL, IS GOING TO HAVE A HARD TIME
 10:18:04 DECIDING BECAUSE THOSE NEEDS WERE TIED IN THE SURVEY, BUT

10:18:07 I'M GOING TO PASS THIS ON TO GEORGE, MY SUCCESSOR, IN
 10:18:12 DISTRICT 7, SO HE WILL ALWAYS KNOW WHAT I KNEW AT THAT TIME.
 10:18:15 THANK YOU.
 10:18:16 >> MICHAEL: CAN WE PLAY PICKLEBALL IN THE WATER?
 10:18:19 MAYBE WE CAN DO BOTH AT ONCE.
 10:18:21 >>Jim Wilson: NO, BUT YOU PLAY VOLLEYBALL IN THE WATER.

10:18:24 I REMEMBER DOING THAT IN HIGH SCHOOL.
 10:18:25 >>Mayor Errington: STEVE.
 10:18:26 >>Steven Sarkozy: COUNCIL MEMBER WILSON BRINGS UP A REALLY
 10:18:28 GOOD POINT.
 10:18:29 AND ONE OF OUR SUCCESSES HERE IS THAT WE'VE BASED A LOT OF
 10:18:34 WHAT WE'RE DOING ON OUR MASTER PLANNING PROCESS.
 10:18:38 AND MANY OF YOU RECALL THE MASTER PLANNING PROCESS AND EACH
 10:18:43 OF THE FUNCTIONAL AREAS OF RESPONSIBILITY.
 10:18:48 IT WAS KIND OF AN EXCRUCIATING EFFORT AND SOMETIMES TOOK AS
 10:18:51 MUCH AS A YEAR TO GO THROUGH THE PROCESS THAT INCLUDED
 10:18:55 EXTENSIVE COMMUNITY OUTREACH.
 10:18:57 BUT WHAT THAT GENERATED FOR US WAS A LIST, A PRIORITIZED
 10:19:02 LIST OF PROJECTS OR EFFORTS THAT WERE APPRECIATED BY THE
 10:19:07 COMMUNITY.
 10:19:08 WE PRESSURE TESTED THOSE THINGS WITH COMMUNITY FORUMS, WITH
 10:19:14 COMMUNITY SURVEYS AND SO FORTH, TO MAKE SURE THAT WE WERE ON
 10:19:18 TRACK, BUT THEY BECOME THEN OUR GUIDING LIGHT, IF YOU WILL,
 10:19:23 FOR WHAT WE'RE TRYING TO DO.
 10:19:26 AND IF YOU LOOK AT SOME OF THE EXPENDITURES THAT WE'VE HAD,

 10:19:29 THE ONES THAT WHEN YOU PURCHASE PROPERTY, THIS EFFORT AND
 10:19:33 MAYBE OTHER SPORTS-PARK EFFORTS THAT WE MIGHT GET INTO, IT
 10:19:38 CHECKS ALL THOSE BOXES, VERY SYSTEMATICALLY, AND ALLOWS US
 10:19:43 TO PUT LIMITED PUBLIC RESOURCES TO THE HIGHEST PRIORITY USE.
 10:19:50 SO IT'S SERVED US WELL, BUT WE ARE CONSTANTLY LOOKING AT
 10:19:55 THOSE PRIORITIES TO MAKE SURE THAT WE'RE RESPONDING TO THE
 10:19:58 NEEDS OF THE RESIDENTS.
 10:20:00 >>Mayor Errington: I THINK THAT WAS DONE IN 2017, AND
 10:20:04 PICKLEBALL WAS LIKE WHAT?
 10:20:07 PEOPLE DIDN'T KNOW WHAT PICKLEBALL WAS IN 2017.
 10:20:10 SO IT'S IN THE MIDDLE.
 10:20:13 IN THE MIDDLE.
 10:20:13 SO THAT WOULD BE AN INTERESTING SURVEY.
 10:20:16 >> BUT IT'S MOVING UP.
 10:20:17 >>Mayor Errington: OH, REALLY?
 10:20:18 [LAUGHTER]
 10:20:18 OKAY.
 10:20:19 ANYONE ELSE?
 10:20:21 JIM WARD.
 10:20:23 >>Jim Ward: JUST BY WAY OF REFERENCE, I THINK WHAT JIM IS
 10:20:26 REFERENCING IS PROBABLY FIVE TO SEVEN YEARS OLD.
 10:20:29 SO I THINK SOME OF THE DEMOGRAPHICS OF OUR COMMUNITY HAVE
 10:20:32 CHANGED SIGNIFICANTLY IN THE LAST FIVE TO SEVEN YEARS,
 10:20:37 PARTICULARLY POST-COVID.
 10:20:38 ONE OF THE THINGS THAT I WANTED TO FOCUS ON, AND I THINK WE

 10:20:41 NEED TO FOCUS ON, IS HOW THESE AMENITIES ARE GOING TO IMPACT
 10:20:44 THE VILLAGE FROM THE PERSPECTIVE OF ARE THESE GOING TO BE

10:20:49 ESTERO-CENTRIC OR COMMUNITY-CENTRIC AMENITIES?
 10:20:54 ARE WE GOING TO BE DRAWING A LOT FROM OUTSIDE OF THE
 10:20:56 COMMUNITY?
 10:20:57 IF WE DO END UP DRAWING A LOT FROM THE OUTSIDE OF THE
 10:21:02 COMMUNITY, THE IMPACT OF OUR INFRASTRUCTURE AND RECOGNIZING
 10:21:06 WHERE IT'S LOCATED AND THE IMPACT ON COMMUNITIES SURROUNDING
 10:21:10 IT AND THE ROADS AND THE INFRASTRUCTURE THAT SURROUND IT.
 10:21:13 THE SECOND THING, I FULLY AGREE IN SOME RESPECTS WITH A
 10:21:17 RETURN ON INVESTMENT, BECAUSE THAT'S ALWAYS IMPORTANT.
 10:21:19 BUT WHEN I LOOK AT THE FACT THAT THE VILLAGE IS GOING TO
 10:21:22 GAIN REVENUE, THE FLIP SIDE OF THAT IS THAT'S GOING TO COST
 10:21:26 OUR RESIDENTS SOMETHING.
 10:21:27 SO THAT'S SOMETHING I THINK WE NEED TO FOCUS ON IN TERMS OF
 10:21:30 BEING ABLE TO PROVIDE LOW-COST AMENITIES TO OUR VILLAGE IN
 10:21:37 RETURN FOR THE TAXES THEY PAY VERSUS CHARGING THEM
 10:21:40 SIGNIFICANT AMOUNTS TO UTILIZE THESE FACILITIES.
 10:21:42 SO I THINK THOSE ARE TWO THINGS THAT I WOULD BE LOOKING FOR
 10:21:46 IN THE FUTURE.
 10:21:49 >> MICHAEL: COUNCIL MEMBER WARD, ABSOLUTELY.
 10:21:51 TO BE ASSURED, AS PART OF OUR DILIGENCE PROCESS, BOTH ARE
 10:21:54 HIGH ON THE LIST IN TERMS OF OUR PLANNING EFFORTS AND OUR
 10:21:58 NEGOTIATION.
 10:21:58 I THINK, AGAIN, AS YOU'VE SEEN REFERENCED BOTH IN YOUR

 10:22:02 PACKET TODAY -- IN THE AGENDA TODAY AND IN THE PACKETS
 10:22:06 YOU'VE RECEIVED PRIOR, A DISCOUNT OR AN INCENTIVE IN A
 10:22:13 SPECIAL PACKAGE FOR ESTERO RESIDENTS IS IMPLICIT IN
 10:22:17 EVERYTHING THAT WE'RE DISCUSSING WITH OUR PRIVATE PARTNERS.
 10:22:19 >>Jim Ward: I THINK THAT'S IN PARTICULAR TO PICKLEBALL, IF I
 10:22:22 RECALL.
 10:22:23 >> MICHAEL: ACTUALLY, IT'S ACROSS THE BOARD.
 10:22:25 WE'RE LOOKING TO APPLY THAT PRINCIPLE ACROSS THE BOARD.
 10:22:29 YES, IT IS INITIATED WITH THE PICKLEBALL COMPONENT ITSELF,
 10:22:31 BUT WE'RE ACTUALLY LOOKING FOR THAT ACROSS THE BOARD FROM
 10:22:34 ANY OF THE ENTERTAINMENT OPTIONS TO THE BEST ABILITY WE
 10:22:37 HAVE.
 10:22:38 >>Jim Ward: NECESSARILY SEE THAT IN THE CRYSTAL LAGOONS
 10:22:42 PROPOSAL.
 10:22:43 >> MICHAEL: THAT'S BECAUSE WE HAVEN'T STARTED NEGOTIATING
 10:22:46 YET.
 10:22:46 THAT'S THEIR PROPOSAL AT THIS POINT.
 10:22:48 BUT THEY HAVE VERBALLY EXPRESSED AN INTEREST IN THAT, AND
 10:22:51 THEY HAVE LEFT, AT THIS POINT, AS YOU SAW, THEY ARE VERY
 10:22:54 HIGH LEVEL IN THEIR PROPOSAL TO US AT THIS POINT.
 10:22:57 SO WE HAVE A LOT OF WORK TO DO TO GET DOWN TO SPECIFICS.
 10:23:00 BUT THAT WILL DEFINITELY BE IMPLICIT FROM THE VILLAGE'S SIDE
 10:23:04 IN THOSE NEGOTIATIONS, NUMBER ONE.
 10:23:06 NUMBER TWO, AS PART OF OUR LAND PLANNING PROCESS HERE,

10:23:12 KEEPING IN MIND WE'RE LOOKING AT POTENTIALLY BLENDING

10:23:16 TOGETHER AT LEAST TWO, MAYBE THREE DIFFERENT ENTERTAINMENT
10:23:19 AND RECREATIONAL CONCEPTS ALL IN ONE CAMPUS.
10:23:23 SO IT WOULD BE A SERIOUS MISTAKE FOR ANYBODY, AND WE
10:23:26 CERTAINLY WON'T ALLOW THIS TO HAPPEN TO FOCUS OUR
10:23:30 LAND-PLANNING EFFORTS JUST WITHIN THE BOUNDARIES OF THE
10:23:33 SITE.
10:23:34 IMPACT ON INFRASTRUCTURE, TRAFFIC CIRCULATION, INGRESS,
10:23:38 EGRESS ALL OF THE THINGS -- ALL THOSE THINGS HAVE TO BE
10:23:42 TAKEN INTO CONSIDERATION.
10:23:42 SO WE'LL BE LOOKING AT THINGS LIKE TRAFFIC COUNTS, TRAFFIC
10:23:46 FLOW, DENSITIES.
10:23:47 WE'LL WANT TO LOOK AT HOW AN AVERAGE DAY OR WEEK LOOKS,
10:23:51 DEPENDING ON HOW WE TRY TO BLEND ALL THESE THINGS TOGETHER
10:23:55 SO WE CAN ASSESS WHAT THAT IMPACT POTENTIALLY COULD BE AND
10:23:58 MAKE SURE WE ARE PREPARED FOR IT.
10:23:59 >>Jim Ward: THANK YOU.
10:24:01 >> CERTAINLY.
10:24:01 >>Mayor Errington: YES, JOANNE.
10:24:02 >>Joanne Ribble: YEAH, IT WAS INTERESTING TO SEE THE ONE
10:24:05 PUBLIC COMMENT THAT WE GOT WAS A RESIDENT ASKED FOR MORE
10:24:09 PICKLEBALL COURTS THAN WHAT WAS IN THE PLAN.
10:24:12 I'D LIKE TO KNOW, THESE PICKLEBALL VENUES THAT EXIST, DO
10:24:17 THEY FIND THAT THE AMOUNT OF PICKLEBALL THAT THEY HAVE IS
10:24:21 SUFFICIENT?
10:24:21 DO THEY WISH THEY COULD HAVE INCREASED IT?

10:24:23 IS THAT A POSSIBILITY WE CAN LOOK AT?
10:24:27 THEY HAVE FIXED NUMBERS IN THEIR PROPOSALS.
10:24:29 COULD WE MAYBE NEGOTIATE MORE IF WE THINK WITH THEIR INPUT
10:24:34 WE NEED MORE?
10:24:35 >> MICHAEL: CERTAINLY.
10:24:37 WE COULD.
10:24:38 I THINK TO YOUR POINT, COUNCIL MEMBER, EVERY VENUE OBVIOUSLY
10:24:44 HAS A DIFFERENT PROGRAM.
10:24:46 EVERY PICKLEBALL-BASED CONCEPT IS DIFFERENT.
10:24:50 SOME ARE MORE ENTERTAINMENT BASED, MORE RECREATIONAL.
10:24:54 OTHERS ARE A LOT MORE COMPETITIVE, PER SE.
10:24:57 THERE ARE MORE PEAKS AND VALLEYS, IF YOU WILL.
10:24:59 IF WE LOOK AT NAPLES, ON A GIVEN DAY, NAPLES IS A SEA OF
10:25:04 ASPHALT OF PICKLEBALL DEPENDING ON WHEN YOU GO THERE.
10:25:07 ON OTHER DAYS, YOU CAN'T GET A COURT AND THERE IS A SEA OF
10:25:10 PICKLEBALL COURTS DOWN THERE BECAUSE IT'S REALLY GEARED MORE
10:25:14 TOWARD THE COMPETITIVE.
10:25:15 THEY HOST A LOT OF TOURNAMENTS.
10:25:17 THEY ARE REALLY GEARED MORE.
10:25:19 THEY DON'T HAVE A LOT OF AMENITIES.

10:25:20 IN FACT, I'M NOT SURE THAT THERE ARE ANY AMENITIES AROUND --
 10:25:26 PHENOMENAL PICKLEBALL COMPLEX AND ALL THE NATIONAL PLAYERS
 10:25:29 LOVE COMING HERE FOR OBVIOUS REASONS, TO COMPETE THERE.
 10:25:32 I THINK IT'S REALLY DRIVEN BY PROGRAMMING AND HOW THOSE
 10:25:36 PICKLEBALL CONCEPTS WOULD BE USED.

10:25:39 AND I THINK THAT WILL BE A SIGNIFICANT PART OF OUR
 10:25:42 CONVERSATIONS AND DISCUSSIONS WITH THE PROVIDERS HERE, HOW
 10:25:47 DO WE BEST SERVE ESTERO?
 10:25:48 WE HAVE, AS COUNCIL MEMBER FIESEL AND I ARE NEIGHBORS, WE
 10:25:53 HAPPEN TO BE BLESSED AT PELICAN SOUND WHERE WE LIVE TO HAVE
 10:25:57 PHENOMENAL RACKET COURT ASSETS FOR THE NUMBER OF DOORS WE
 10:26:01 HAVE IN PELICAN SOUND.
 10:26:03 OTHER GATED COMMUNITIES AROUND US DON'T HAVE THAT LUXURY.
 10:26:06 THEY DON'T HAVE THAT BENEFIT.
 10:26:07 SO I THINK FROM A SELFISH PERSPECTIVE, I TAKE MY BUSINESS
 10:26:12 HAT OFF AND PUT MY RESIDENT HAT ON, AS WE'VE KIND OF TALKED
 10:26:16 ABOUT, I THINK FROM A PROGRAMMING PERSPECTIVE, A LOT OF WHAT
 10:26:19 WE HAVE HERE COULD BE DRIVEN BY AN INTERCLUB TYPE PROGRAM.
 10:26:24 IT WOULD BE INTERESTING TO SEE HOW ALL THE VARIOUS GATED
 10:26:27 COMMUNITIES, EACH OF WHOM HAVE A DIFFERENT ARRAY OF
 10:26:29 PICKLEBALL ASSETS WOULD VIEW A COMPLEX LIKE THIS AND HOW
 10:26:32 THEY WOULD USE IT, MORE IMPORTANTLY.
 10:26:34 AND I THINK THAT MIGHT DRIVE THE NUMBERS IN TERMS OF WHETHER
 10:26:37 IT IS 24 COURTS, 36 COURTS, 10 COURTS, ET CETERA.
 10:26:41 RIGHT NOW IT APPEARS THAT IN THAT 12 -- 10 TO 12 INDOOR AND
 10:26:49 14 OR SO OUTDOOR COURTS, THAT SEEMS TO BE SO FAR
 10:26:55 PRELIMINARILY A DECENT NUMBER FOR THE TYPE OF INITIAL
 10:26:57 PROGRAMMING WE MIGHT LOOK TO HERE.
 10:26:59 THAT COULD CHANGE.
 10:27:00 COULD GO UP OR DOWN.

10:27:01 WHAT WE WANT TO BE CAREFUL OF, THOUGH, ESPECIALLY SINCE LAND
 10:27:04 ON OUR 20-ACRE SITE IS VERY PRECIOUS, WE WANT TO MAKE SURE
 10:27:07 THAT WE DON'T BUILD 12,000 PARKING SPACES FOR A PEAK DEMAND
 10:27:12 FOR A CONCERT ONLY TO HAVE ONLY ONE CONCERT DAY AND THEN THE
 10:27:17 OTHER 364 DAYS WE HAVE A SEA OF ASPHALT OUT THERE UNUSED.
 10:27:21 WE WANT TO DO THE SAME THING WITH PICKLEBALL OR ANYTHING
 10:27:23 ELSE FOR THAT MATTER.
 10:27:25 WE WANT TO MAKE SURE IT'S SIZED NOT FOR A PEAK DAY, BUT FOR
 10:27:29 AN AVERAGE PROGRAM, IF THAT MAKES SENSE.
 10:27:32 >>Joanne Ribble: THANK YOU.
 10:27:33 >>Mayor Errington: ANY OTHER COMMENTS?
 10:27:37 >>Jim Ward: I WANT TO FOLLOW UP ON ONE POINT YOU MADE
 10:27:39 REGARDING INDOOR PICKLEBALL BECAUSE THAT IS SOMETHING THAT
 10:27:42 DOESN'T CURRENTLY EXIST WITHIN THE GATED COMMUNITIES.
 10:27:45 AND OUTSIDE OF THE GATED COMMUNITIES, I DON'T KNOW -- THERE
 10:27:49 ARE A FEW.

10:27:50 THERE ARE A COUPLE OF SMALL VENUES THAT HAVE INDOOR
 10:27:53 PICKLEBALL, BUT NOT SUBSTANTIAL.
 10:27:56 THE OTHER THING I NOTICED IN THE CHICKEN N PICKLE IS THEY
 10:27:59 ARE COVERED, THE COURTS, SO YOU'RE NOT SUBJECT TO SUN AND
 10:28:04 THE HEAT.
 10:28:05 WELL, YOU GET HEAT, BUT THE SUN WILL DEFINITELY BE REDUCED,
 10:28:09 THE IMPACT OF SUN.
 10:28:10 I THINK THAT'S IMPORTANT AS WELL.
 10:28:12 >> MICHAEL: NO QUESTION.

 10:28:13 AS A FULL-TIME RESIDENT AT PELICAN SOUND, YOU'RE ABSOLUTELY
 10:28:17 RIGHT ABOUT COVERED PICKLEBALL COURTS, EVEN OUTDOOR.
 10:28:19 THE SUN CAN BE BRUTAL HERE.
 10:28:23 THAT'S DEFINITELY A PROGRAM REQUIREMENT.
 10:28:24 THAT WE'RE CONSIDERING.
 10:28:26 >>Mayor Errington: ANY OTHER COMMENTS?
 10:28:28 JON.
 10:28:28 >>Vice-Mayor McLain: I THINK IT'S PRETTY EXCITING TO HAVE
 10:28:30 YOU HERE AND LOOKING AT THE SCHEDULE.
 10:28:33 I THINK OUR PREVIOUS WORK ON THIS COUNCIL AND OTHER COUNCILS
 10:28:37 HAVE CLEARLY IDENTIFIED THAT THERE'S A NEED FOR THIS KIND OF
 10:28:41 ACTIVITY.
 10:28:41 SO WE'RE REALLY AT THE POINT, I THINK, OF SAYING WHAT
 10:28:46 SPECIFICALLY WE'RE GOING TO DO 10 COURTS OR 25 COURTS.
 10:28:52 YOUR COMMENT ABOUT A SEA OF ASPHALT ECONOMICALLY, THAT IS A
 10:28:57 DECISION THAT HOPEFULLY OUR EXPERTS CAN HELP US DO, BECAUSE
 10:29:00 I'VE HAD A LOT OF COMMENTS ABOUT PICKLEBALL THAT WE NEED A
 10:29:03 MINIMUM OF 25.
 10:29:04 AND THAT'S KIND OF IN MY HEAD, COMBINATION OF INDOOR,
 10:29:08 OUTDOOR, COVERED AND THAT.
 10:29:09 BUT I'M RELYING ON YOU, THE EXPERTS, AND US MAYBE MAKING
 10:29:13 SOME VISITS TO REALLY FINE TUNE THAT.
 10:29:17 I DO THINK IT'S REALLY IMPORTANT, EVEN THOUGH WE KNOW WE
 10:29:20 HAVE A BASIS OF INTEREST THROUGHOUT ALL OF ESTERO THAT THEY
 10:29:24 WANT RECREATIONAL OPPORTUNITIES AT AN ENHANCED LEVEL, THE

 10:29:29 ACTUAL PRODUCT THAT WE DELIVER IS REALLY, REALLY IMPORTANT,
 10:29:36 WITH THE LAKE, VERSUS GOLF.
 10:29:39 I STRUGGLE UP HERE A LITTLE BIT ABOUT HOW TO MAKE THAT
 10:29:42 DECISION.
 10:29:43 AND WHEN WE LOOK -- AND FROM A BUSINESS EXPERIENCE, I LIKE
 10:29:49 TO GET THINGS THOUGHT THROUGH.
 10:29:51 WE'VE DONE A LOT OF THAT ALREADY.
 10:29:53 WHEN I LOOK AT THE SIX-WEEK WINDOW, I'M GETTING A LITTLE
 10:29:57 TIGHT UP HERE SAYING IS THAT ENOUGH TIME TO GET ADDITIONAL
 10:30:00 FEEDBACK AND NEGOTIATE.
 10:30:02 SO MAYBE YOU COULD HELP ME UNDERSTAND.
 10:30:06 I LIKE THE WINDOW OF SIX WEEKS, BUT ARE WE GOING TO GET

10:30:10 SUFFICIENT ADDITIONAL DATA FROM THE PUBLIC THAT WILL HELP
 10:30:14 YOU FINALIZE THE ACTUAL ITEMS THAT WE BRING IN HERE IN THAT
 10:30:18 SIX-WEEK WINDOW?
 10:30:19 I DON'T WANT TO PUT AN EXPECTATION OF SIX WEEKS AND THEN WE
 10:30:23 DRAG IT ON AND ON.
 10:30:25 BECAUSE ONCE WE COMMIT TO THOSE KIND OF TIMETABLES, THE
 10:30:29 CLOCK TICKS ON US.
 10:30:30 IF WE DON'T DELIVER, THEN I FEEL LIKE, WELL, WE DIDN'T THINK
 10:30:34 THROUGH THIS PROPERLY UP FRONT.
 10:30:36 >> MICHAEL: VICE-MAYOR, IT IS A GREAT POINT.
 10:30:38 WE LIKE THE IDEA OF PUTTING GLASS CEILINGS, IF YOU WILL, ON
 10:30:45 TIMELINES TO GIVE OURSELVES AN ARTIFICIAL DEADLINE TO GET
 10:30:50 THINGS DONE BECAUSE WE DON'T WANT THINGS TO DRAG ON FOREVER.

10:30:53 IF WE DON'T DO THAT, WE RUN -- AND WE HAVE EXPERIENCED IN
 10:30:56 THE PAST, I'M SURE WE ALL HAVE -- WHERE IF YOU DON'T PUT AN
 10:31:00 ARTIFICIAL DEADLINE ON SOMETHING, IT NEVER SEEMS TO FINISH.
 10:31:04 WE KEEP PLANNING, ET CETERA, ET CETERA.
 10:31:07 WE LIKE TO PUT SOME TYPE OF TIMELINE PARAMETERS ON THINGS
 10:31:10 AND CREATE SOME EXPECTATION LEVELS OF OURSELVES, FIRST OF
 10:31:13 ALL, AS A TEAM, TO DELIVER TO YOU SOME DIRECTION.
 10:31:18 THAT BEING SAID, WE'RE GOING TO CHOOSE RIGHT OVER FAST.
 10:31:24 IF WE'RE NOT DONE, WE'RE CERTAINLY NOT AS A STAFF, I DON'T
 10:31:29 WANT TO SPEAK FOR YOU, STEVE, BUT CERTAINLY AS YOUR
 10:31:31 CONSULTANTS, WE'RE NEVER GOING TO RECOMMEND THAT WE FINISH
 10:31:34 AT THE END OF APRIL JUST BECAUSE WE SAID WE WOULD FINISH AT
 10:31:36 THE END OF APRIL, EVEN IF WE'RE NOT FULLY SATISFIED WITH
 10:31:39 WHERE WE ARE.
 10:31:40 WE WILL BE THE FIRST ONES TO COME AND SAY, WE'RE NOT DONE
 10:31:44 YET.
 10:31:44 WE HAVE ADDITIONAL STEPS TO TAKE AND WE'LL BEG YOU FOR A
 10:31:48 LITTLE BIT MORE TIME TO GET THAT DONE.
 10:31:50 WE STILL WANT TO APPLY PRESSURE TO OURSELVES TO GET IT DONE
 10:31:53 AND TO DO IT RELATIVELY EXPEDIENTLY TO GET THAT DONE IN THE
 10:31:57 FIRST PLACE.
 10:31:58 I THINK I USED INTENTIONALLY THE WORDS EARLIER THAT THIS WAS
 10:32:01 GOING TO BE INTENSE, AND IT WILL BE INTENSE FOR US TO
 10:32:04 ACCOMPLISH EVERYTHING THAT HAS TO BE ACCOMPLISHED IN SIX
 10:32:07 WEEKS.

10:32:07 WE'RE NOT SIMPLY EVALUATING ONE OPTION AGAINST ANOTHER.
 10:32:11 WE'RE LOOKING AT POTENTIALLY COMBINING MULTIPLE OPTIONS
 10:32:15 TOGETHER INTO ONE HOMOGENEOUS PLAN THAT WORKS FOR EVERYBODY.
 10:32:18 THAT MAKES IT EVEN MORE COMPLICATED.
 10:32:20 SO YOU'RE SPOT ON AND VERY ASTUTE IN RECOGNIZING THAT
 10:32:25 THERE'S A LOT OF HEAVY LIFTING TO BE DONE IN A VERY SHORT
 10:32:29 AMOUNT OF TIME.
 10:32:30 I CAN ASSURE YOU THAT OUR TEAM IS PREPARED AND READY TO

10:32:33 INVEST WHATEVER TIME, EFFORT AND ENERGY TO GET IT DONE IN
 10:32:35 THAT TIME FRAME.
 10:32:36 BUT IF WE'RE NOT 100% ALIGNED AND CONFIDENT IN WHAT WE'RE
 10:32:42 RECOMMENDING TO COUNCIL, WE WON'T COME BACK AND ASK YOU TO
 10:32:44 APPROVE SOMETHING THAT'S NOT DONE.
 10:32:48 >>Vice-Mayor McLain: I THINK A LOT CAN BE DONE IN AN INTENSE
 10:32:51 ATMOSPHERE.
 10:32:52 I EXPECT IN THAT SIX-WEEK WINDOW, AT THE END OF IT, THE
 10:32:56 DELIVERABLE WILL BE YOU'VE HAD THE OPPORTUNITY TO NEGOTIATE
 10:33:02 WITH -- OBVIOUSLY, WE'RE NOT GOING TO HAVE TWO DIFFERENT
 10:33:05 PICKLEBALL SUPPLIERS.
 10:33:06 YOU'LL HELP MAKE THAT DECISION OF WHICH ONE WILL WORK FOR
 10:33:08 OUR NEEDS IN THE MOST APPROPRIATE WAY.
 10:33:12 AND THEN BRING BACK SOME OF THE DETAILS OF THOSE
 10:33:16 NEGOTIATIONS AND AT PUBLIC MEETINGS WE'LL HAVE A LITTLE BIT
 10:33:21 OF FEEDBACK AND THEN WE'LL SAY, WHAT IS THE NEXT STEP, WHICH
 10:33:25 WILL TAKE SOME TIME TO REALLY GET ENGINEERING PLANS DONE AND

 10:33:29 LAYOUTS AND COOPERATION.
 10:33:32 >> MICHAEL: SURE.
 10:33:33 WE'RE WORKING AS BEST WE CAN WITH STAFF TO PREPARE, FROM A
 10:33:37 PLANNING, ZONING, AND ENGINEERING PERSPECTIVE, WE'RE TRYING
 10:33:40 ON A PARALLEL TRACK TO DO AS MUCH WORK AS WE CAN UP FRONT
 10:33:44 PRELIMINARILY SO AS TO NOT HAVE THAT BE A DELAY FOR US IN
 10:33:48 ANY OF THOSE DISCUSSIONS, NEGOTIATIONS, AND DEFER TO THE
 10:33:52 VILLAGE ATTORNEY.
 10:33:54 WHETHER WE CAN BE AT A POINT WHERE WE CAN ACTUALLY PRESENT
 10:33:59 FORMAL PUBLIC-PRIVATE PARTNERSHIP AGREEMENTS FOR APPROVAL BY
 10:34:03 THE END OF APRIL MIGHT BE A LITTLE AGGRESSIVE.
 10:34:05 THE VILLAGE ATTORNEY MIGHT OPINE.
 10:34:07 BUT HOPEFULLY WE CAN AT LEAST BE AT A POINT WHERE WE HAVE
 10:34:11 TERM SHEETS OR SOME TYPE OF MOUs IN PLACE THAT AT LEAST
 10:34:15 ENCAPSULATE THE BUSINESS TERMS OF THOSE AGREEMENTS FOR
 10:34:17 COUNCIL TO APPROVE AND THEN ALLOW VILLAGE ATTORNEY THEN TO
 10:34:21 PAPER THOSE UP INTO FORMAL AGREEMENTS, ET CETERA.
 10:34:23 BUT WE WILL ADVANCE THE BALL AS FAR AS WE CAN ADVANCE IT,
 10:34:26 APPROPRIATELY.
 10:34:28 >>Vice-Mayor McLain: I THINK THAT'S IMPORTANT IS THAT THE
 10:34:30 EXPECTATION AT THE END OF SIX WEEKS, WE DON'T WANT TO ADVISE
 10:34:34 THAT AS, HEY, WE'RE GOING TO HAVE A FINAL RECOMMENDATION.
 10:34:37 ALL WE'RE DOING IS MOVING IT FORWARD.
 10:34:42 >> MICHAEL: THAT'S OUR GOAL, BY THE WAY.
 10:34:43 >>Vice-Mayor McLain: BECAUSE I'M STRUGGLING BETWEEN WE'RE

 10:34:46 EITHER GOING TO HAVE GOLF OR A LAGOON.
 10:34:49 THERE'S NOT A COMPROMISE ON THAT.
 10:34:52 SO THAT'S GOT TO BE WELL THOUGHT OUT, I THINK, AND
 10:34:55 SPACE-WISE AND UTILIZATION OF THE LIKE.

10:34:57 I LIKE THE IDEA OF A CREEK OR A POND OUT THERE, ESPECIALLY
 10:35:01 WHEN WE HAVE OUR GOLF IN THE CURRENT CONDITION, BUT THERE'S
 10:35:06 ALSO A LOT OF FOLKS WHO LOVE PICKLEBALL BUT ALSO GOLF.
 10:35:09 THOSE ARE TOUGH DECISIONS TO MAKE.
 10:35:12 >> MICHAEL: CERTAINLY.
 10:35:13 UNDERSTOOD.
 10:35:14 >>Mayor Errington: OTHER COMMENTS?
 10:35:14 WHO HAS THAT SHEET THAT SHOWED THE SURVEY THAT WAS DONE BACK
 10:35:19 IN 2017?
 10:35:20 WHAT WAS NUMBER ONE ON THAT?
 10:35:21 READ IT, JIM.
 10:35:28 >> NATURE TRAILS, NATURAL ACRES, AND NATURAL PARKS.
 10:35:30 >>Mayor Errington: WE WANT TO MAKE SURE THAT STAYS TOP
 10:35:32 PRIORITY IN ESTERO.
 10:35:33 I THINK IF YOU DID THAT AGAIN, THE SURVEY, IT WOULD STILL
 10:35:36 COME OUT NUMBER ONE.
 10:35:38 IN LOOKING AT WHAT IS BEING PROPOSED HERE TODAY, I JUST
 10:35:43 WANTED TO MAKE SURE THAT WE ARE INTO A PHASE, A CRAZE HAVE
 10:35:50 YOU, WITH PICKLEBALL RIGHT NOW IN THIS NATION.
 10:35:53 AND I HOPE THAT IN ALL CONSIDERATION THE COUNCIL WILL LOOK
 10:35:56 AT WHAT'S GOOD FOR EVERYBODY.

 10:35:57 NOT EVERYBODY WILL BE PLAYING PICKLEBALL.
 10:36:01 IF YOU'RE NOT PLAYING PICKLEBALL, WHAT DO YOU HAVE FOR THOSE
 10:36:06 WHO WILL NOT BE?
 10:36:07 I LOVE THE LAGOON PART.
 10:36:09 I THOUGHT THAT WAS BEAUTIFUL.
 10:36:10 BUT DO YOU GIVE UP GOLF?
 10:36:12 I THINK WITH SOME CREATIVITY, YOU HAVE A CHALLENGE TO COME
 10:36:15 UP WITH HOW DO YOU KEEP GOLF AND A LAGOON AND PICKLEBALL?
 10:36:20 BUT YOU HAVE TO THINK ABOUT ALL THE RESIDENTS AROUND HERE
 10:36:23 WHO WANT TO DO THINGS.
 10:36:25 THE WAY YOU TICK THE VILLAGE OFF IS JUST HAVE ONE ACTIVITY
 10:36:28 AND YOU GO OVER THERE AND THEY SAY, WELL, THEY INVEST ALL
 10:36:32 THIS MONEY INTO PICKLEBALL, RIGHT?
 10:36:35 >> RIGHT.
 10:36:36 >>Mayor Errington: OKAY.
 10:36:36 SO LET'S HAVE SOME VARIETY AND MAKE IT WHAT ESTERO SHOULD BE
 10:36:41 WITH WELCOMING.
 10:36:42 BUT WE'VE GOT TO KEEP IN MIND THAT EVERYTHING -- THE SURVEY
 10:36:47 THAT WE DID WAS FOR NATURE TRAILS AND HIKING AND WALKING AND
 10:36:52 GETTING OUT AND ENJOYING THE FOREST.
 10:36:55 SO WE HAVE TO HAVE A VARIETY OF THINGS.
 10:36:58 THIS WILL BE THE SECOND PART OF THAT.
 10:37:03 SOUNDS GOOD.
 10:37:04 >> MICHAEL: UNDERSTOOD.
 10:37:05 >>Mayor Errington: ANY OTHER COMMENTS?

10:37:06 OKAY.
 10:37:10 DO YOU HAVE ANY PUBLIC?
 10:37:11 >>Carol Sacco: YES, MAYOR.
 10:37:12 WE HAVE TWO PUBLIC COMMENTS.
 10:37:14 >>Mayor Errington: THANK YOU, MICHAEL.
 10:37:15 >> MICHAEL: THANK YOU ALL.
 10:37:16 >>Carol Sacco: TOM PARISE.
 10:37:21 >> GOOD MORNING, COUNCIL.
 10:37:21 I'M TOM PARISE.
 10:37:26 THANK YOU.
 10:37:26 THE PRESENTATIONS HAVE BEEN FABULOUS.
 10:37:29 SUPEREXCITED ABOUT THE RECREATIONAL OPPORTUNITIES HERE AND
 10:37:31 ALSO SUPEREXCITED THAT THERE IS THE ABILITY TO MONETIZE IT,
 10:37:36 OFFSET COSTS, IF NOT MAKE A PROFIT.
 10:37:39 THAT'S VERY EXCITING TO HEAR.
 10:37:41 PERSONALLY, I'M IN THE PICKLEBALL CAMP.
 10:37:43 I'VE SEEN ITS METEORIC RISE OVER THE LAST FOUR YEARS THAT
 10:37:47 I'VE LIVED IN ESTERO.
 10:37:49 I'M AN AVID PLAYER.
 10:37:51 I HAVE PLAYED AT PELICAN SOUND, OBVIOUSLY AT FOUNTAIN LAKES,
 10:37:55 WEST BAY, A LOT OF THE LOCAL VENUES.
 10:37:58 I WAS ALSO INVOLVED WITH THE GROUP THAT WORKED TO BRING SOME
 10:38:00 INDOOR COURTS TO THE TENNIS R US ON 41 AND I SAW THE
 10:38:06 CHALLENGES THAT THEY HAD.
 10:38:06 I THINK THAT GIVEN THE PROPOSALS AND USING A COMPANY THAT

 10:38:12 KIND OF HAS ALREADY DONE ALL THE HEAVY LIFTING AND JUST IS
 10:38:15 GOING TO COME IN, I THINK IT REALLY HAS A PLACE.
 10:38:17 I THINK THE OTHER THING TO DIFFERENTIATE ON THE PICKLEBALL
 10:38:20 FRONT IS CERTAINLY THE MORE COURTS YOU GET, IT BRINGS IN THE
 10:38:23 OPPORTUNITIES FOR THINGS LIKE TOURNAMENTS.
 10:38:25 I JUST WANT TO MENTION THAT HERTZ HAS A MAJOR TOURNAMENT
 10:38:29 THAT THEY HOLD EVERY YEAR IN ORLANDO.
 10:38:32 LOVE TO HAVE THAT HERE IN ESTERO.
 10:38:34 BUT SUPER EXCITED ABOUT THE PROCESS AND I DEFINITELY WILL BE
 10:38:38 BACK WHEN WE GET TO TALK MORE FROM THE PUBLIC AND I
 10:38:42 APPRECIATE EVERYTHING.
 10:38:43 THANK YOU VERY MUCH.
 10:38:43 >>Mayor Errington: THANK YOU.
 10:38:46 >>Carol Sacco: I HAVE MR. RICHARD BROWN FROM RAPALLO.
 10:38:51 >>Mayor Errington: GOOD MORNING.
 10:38:52 WELCOME, RICHARD.
 10:38:53 >> RICHARD BROWN.
 10:38:55 FULL-TIME RESIDENT AT THE CLUB AT RAPALLO.
 10:38:57 A GROUP OF US OVER THERE HAVE REVIEWED YOUR FOUR PROPOSALS
 10:39:02 AND WE'VE BEEN PART OF THIS PROCESS KIND OF ALONG FROM THE
 10:39:05 ZONING PROCESS AND NOW UP TO HERE.
 10:39:06 AGAIN, WE'VE REVIEWED THE FOUR PROPOSALS AND WE ARE

10:39:11 OBVIOUSLY IN FAVOR OF THE TWO PICKLEBALL TYPE THINGS,
 10:39:15 PRIMARILY FROM THE STANDPOINT THAT THEY ONLY USE A SUBSET OF
 10:39:18 THE PROPERTY.

10:39:18 THEY ARE NOT COMPLETELY USING ALL OF THE PROPERTY.
 10:39:24 AND THEY ARE BOTH PICKLEBALL FOCUSED.
 10:39:27 WE LEAN A BIT TOWARDS THE CHICKEN N PICKLEBALL FOR A NUMBER
 10:39:31 OF REASONS.
 10:39:32 LIKE THE GENTLEMAN SAID, IT IS A PROVEN CONCEPT.
 10:39:35 THEY HAVE THESE AROUND THE COUNTRY.
 10:39:37 I ACTUALLY VISITED THE ONE IN SAN ANTONIO, TEXAS, MYSELF.
 10:39:40 I PLAYED THERE AND EATEN DINNER THERE.
 10:39:42 I'M FAMILIAR WITH WHAT THE PLACE LOOKS LIKE AND HOW IT
 10:39:45 FUNCTIONS.
 10:39:46 IT IS A VERY, VERY GOOD FACILITY.
 10:39:47 AT THE CLUB OF RAPALLO, WE HAVE 540 RESIDENTS AND WE HAVE NO
 10:39:51 PICKLEBALL WITHIN OUR COMMUNITY.
 10:39:52 SO HAVING A FACILITY LIKE THIS IN OUR BACKYARD IS VERY, VERY
 10:39:56 APPEALING TO US.
 10:39:57 AND WE WANT TO BE PART OF THE PROCESS.
 10:39:59 WE'RE EXCITED THAT YOU'RE INTERESTED IN HAVING THE PUBLIC BE
 10:40:02 PART OF THIS PROCESS, OKAY.
 10:40:04 SO YOU CAN COUNT US IN TO THE NEXT PHASES AND ALL OF THAT
 10:40:07 AND ANYTHING WE CAN DO TO HELP OUT.
 10:40:09 APPRECIATE YOUR TIME AND THANK YOU FOR, AGAIN, ALLOWING THE
 10:40:13 PUBLIC TO BE PART OF THIS PROCESS.
 10:40:15 WE'RE VERY EXCITED ABOUT THIS.
 10:40:16 >>Mayor Errington: THANK YOU.
 10:40:17 THANK YOU VERY MUCH.

10:40:17 >>Carol Sacco: WE HAVE NO MORE, BUT WE DID HAVE THE ONE
 10:40:20 E-COMMENT THAT WAS SENT YESTERDAY AFTERNOON.
 10:40:23 >>Mayor Errington: AND THAT WAS ALREADY -- JOANNE READ THAT.
 10:40:27 I NEED A MOTION.
 10:40:31 IF YOU WANT TO SPEAK, YOU'VE GOT TO COME UP HERE AND FILL IN
 10:40:34 A CARD.
 10:40:35 MAKING AN EXCEPTION HERE.
 10:40:45 >> WHY E-COMMENTS ARE NOT VOICED AT THE MEETING?
 10:40:52 >>Mayor Errington: IT WAS.
 10:40:53 >> WHICH ONE?
 10:40:54 >>Mayor Errington: JOANNE RIBBLE.
 10:40:56 >>Joanne Ribble: I BROUGHT UP THE E-COMMENT.
 10:41:03 >> SORRY.
 10:41:05 >>Carol Sacco: THAT'S IT, MAYOR.
 10:41:06 >>Mayor Errington: OKAY.
 10:41:08 I NEED A MOTION.
 10:41:11 MOTION MADE BY COUNCIL MEMBER FIESEL AND SECONDED BY COUNCIL
 10:41:17 MEMBER RIBBLE.

10:41:18 PLEASE CALL THE ROLL.
 10:41:20 >>Joanne Ribble: AYE.
 10:41:21 >>Larry Fiesel: AYE.
 10:41:23 >>Jim Boesch: AYE.
 10:41:25 >>Jim Ward: AYE.
 10:41:27 >>Jim Wilson: AYE.
 10:41:28 >>Vice-Mayor McLain: AYE.

 10:41:30 >>Mayor Errington: AYE.
 10:41:32 >>Steven Sarkozy: MAYOR, IF I MAY.
 10:41:33 >>Mayor Errington: YES.
 10:41:34 >>Steven Sarkozy: THANK YOU FOR THE VOTE.
 10:41:37 WE ARE CERTAINLY GOING TO BE TALKING ABOUT THIS A LOT HERE
 10:41:40 IN THE NEXT FEW WEEKS, BUT A NOTE TO THE PUBLIC.
 10:41:45 IF THERE ARE PEOPLE HERE OR ANYBODY ELSE OUT IN THE VIEWING
 10:41:48 AUDIENCE THAT WANTS TO BE PART OF THIS, WOULD YOU PLEASE
 10:41:51 GIVE US YOUR CONTACT INFORMATION AND WE WOULD LOVE TO TALK
 10:41:55 TO YOU ABOUT IT TO GET AS MUCH INFORMATION AS EARLY AS
 10:42:01 POSSIBLE SO AS WE MOVE FORWARD, WE CAN BENEFIT FROM YOUR
 10:42:05 KNOWLEDGE AND INTERESTS.
 10:42:06 IT WOULD BE VERY, VERY HELPFUL.
 10:42:09 >>Mayor Errington: VERY GOOD.
 10:42:10 THANK YOU.
 10:42:13 ITEM NUMBER 8, PUBLIC COMMENT ON NON-AGENDA ITEMS.
 10:42:19 >>Carol Sacco: WE HAVE NONE, MAYOR.
 10:42:21 >>Mayor Errington: NO ONE.
 10:42:22 WE ARE DOWN NOW TO COUNCIL COMMUNICATIONS.
 10:42:26 COUNCIL MEMBER JIM WILSON, WHAT IS YOUR FINAL WORD HERE THAT
 10:42:31 YOU WOULD LIKE TO SAY TODAY?
 10:42:35 >>Jim Wilson: THANK YOU, MADAM MAYOR.
 10:42:36 IT IS TIME TO SAY GOOD-BYE FROM THE LAST THREE ORIGINAL
 10:42:41 COUNCIL MEMBERS.
 10:42:42 KATY ERRINGTON, JIM BOESCH AND I HAVE SERVED EIGHT YEARS

 10:42:46 SINCE THE VILLAGE WAS FOUNDED.
 10:42:48 I HAVE SERVED AS AN ELECTED OFFICIAL FOR 38 YEARS.
 10:42:52 30 OF THOSE IN PALATINE, ILLINOIS, NO, NOT THE PALATINE
 10:42:57 WHERE THE FAMOUS TRAIN WRECK WAS.
 10:42:59 AND THEN EIGHT VERY PROUD YEARS HERE IN ESTERO.
 10:43:02 MUCH PROGRESS HAS BEEN MADE HERE IN THOSE EIGHT YEARS.
 10:43:05 MR. BOESCH MENTIONED THAT WE'VE HAD NO REAL ESTATE TAX
 10:43:10 INCREASES, MAJOR CAPITAL INVESTMENTS HAVE BEEN MADE IN LAND,
 10:43:14 AND THAT WAS, I THINK, IN RESPONSE, IN FACT, THE PRIORITY
 10:43:18 SURVEY WHERE WE TALKED ABOUT NATURAL AREAS IS REALLY IN A
 10:43:23 RESPONSE TO OVERBUILDING, AND OVERBUILDING HAS OCCURRED
 10:43:27 THROUGHOUT LEE COUNTY, AND I'M PROUD THAT WE WERE ABLE TO
 10:43:31 PRESERVE JUST A LITTLE -- TWO NICE PIECES OF OPEN SPACE
 10:43:36 ALONG WITH THE GOLF COURSE.

10:43:38 SIGNIFICANT LANDSCAPING IMPROVEMENTS HAVE BEEN MADE AND
 10:43:42 WE'RE GOING TO HOPEFULLY FIX SOME OF THOSE THAT WEREN'T
 10:43:45 DONE.
 10:43:45 WE HAVE NEW PAVEMENT AND A BEAUTIFUL ESTERO PARKWAY.
 10:43:49 WE HAVE A DETAILED CAPITAL IMPROVEMENT PLAN COVERING THE
 10:43:52 NEXT FIVE YEARS, FUNDED WITH A \$32 MILLION RESERVE, WHICH IS
 10:43:58 OUTSTANDING.
 10:43:59 WE ALSO HAVE TOTAL RESERVES OF \$47 MILLION IN ALL FUNDS AND
 10:44:05 NO DEBT.
 10:44:06 HIRING MR. SARKOZY WAS ONE OF THE SMARTEST THINGS WE EVER
 10:44:12 DID.

 10:44:12 HE THINKS OUTSIDE THE BOX AND BUILDS CONSENSUS, AND I HOPE
 10:44:16 THAT HE STAYS HERE A FEW MORE YEARS TO GUIDE BOTH THE
 10:44:20 VILLAGE AND THE COUNCIL.
 10:44:21 FINALLY, THIS COUNCIL HAS SHOWN OTHERS IN LEE COUNTY HOW TO
 10:44:27 GET ALONG AND HOW TO GET MAJOR THINGS DONE.
 10:44:31 MY FIRM HOPE IS THAT THE NEW COUNCIL WILL KEEP ESTERO PROUD
 10:44:36 AND MOVING FORWARD.
 10:44:36 THANKS TO THIS COUNCIL FOR DEALING WITH ME AFTER I SUFFERED
 10:44:41 MY STROKE.
 10:44:42 I'VE TRIED TO DO MY BEST EVEN IN THIS CONDITION.
 10:44:47 A SPECIAL THANKS TO MY WIFE WHO HAS ALLOWED ME TO FINISH
 10:44:59 THIS TERM.
 10:45:01 THANK YOU.
 10:45:03 >>Mayor Errington: THANK YOU, JIM.
 10:45:05 THANK YOU FOR YOUR SERVICE.
 10:45:10 >>Jim Ward: I DON'T KNOW HOW TO FOLLOW THAT UP.
 10:45:12 SERIOUSLY, THOUGH, I WANT TO THANK JIM WILSON, JIM BOESCH,
 10:45:17 AND KATY ERRINGTON, THE DEDICATION THEY HAVE PROVIDED THIS
 10:45:21 VILLAGE OVER THE LAST, I GUESS, EIGHT YEARS.
 10:45:25 I'M GOING TO HAVE TO TEST MY MEMORY GOING FORWARD BECAUSE IT
 10:45:28 WAS EASY.
 10:45:29 TWO JIMS NEXT TO ME.
 10:45:32 I'LL HAVE TO REMEMBER GEORGE AND RAFAEL GOING FORWARD.
 10:45:35 BUT THANK YOU FROM THIS VILLAGE, FROM THIS COUNCIL FOR THE
 10:45:41 DEDICATION THAT YOU GUYS HAVE PROVIDED TO US OVER THE YEARS.

 10:45:45 ALSO, CONGRATULATIONS TO RALPH AND GEORGE FOR THEIR NEW
 10:45:50 COUNCIL SEATS AND JON FOR REELECTION.
 10:45:53 THE LAST POINT I WANT TO MAKE IS I NOTED AT THE LAST MEETING
 10:45:58 THAT CAROL AND I HAD THE DISTINCTION OF SERVICING ON THE
 10:46:02 CANVASSING BOARD FOR THE LEE COUNTY ELECTIONS FOR THE RECENT
 10:46:06 ESTERO ELECTIONS, AND IT WAS AN INTERESTING PROCESS.
 10:46:10 WE WENT TO A RIGOROUS PROCESS OF LOOKING THROUGH MISMATCHED
 10:46:15 SIGNATURES ON MAIL-IN VOTES, LOOKING AT MAIL-IN VOTES THAT
 10:46:19 DIDN'T HAVE SIGNATURES, FINDING A WAY TO CURE THOSE VOTES
 10:46:24 AND MAKE SURE THAT PEOPLE WHO DID NOT HAVE A SIGNATURE OR

10:46:29 HAD A MISMATCHED SIGNATURE HAD THE OPPORTUNITY TO VOTE
 10:46:33 AGAIN.
 10:46:34 WE LOOKED THROUGH THE MAIL-IN BALLOT VOTES ON A WEEKLY
 10:46:38 BASIS.
 10:46:38 WE LOOKED AT THE ELECTION RESULTS ON ELECTION DAY.
 10:46:42 FINALLY, JUST THIS PAST MONDAY, WE WENT THROUGH A PROCESS
 10:46:46 WHERE THEY DID AN AUDIT OF THE VOTES AND COMPARED THE MANUAL
 10:46:52 RECORD OF BALLOTS WITH THE ELECTRONIC BALLOTS.
 10:46:57 THEY PASSED 100% IN ESTERO AND TO THE BEST OF MY KNOWLEDGE,
 10:47:01 THEY PASSED 100% IN THE VILLAGE OF SANIBEL, WHICH ALSO HAD
 10:47:05 AN ELECTION.
 10:47:06 TO THE POINT THAT WAS MADE EARLIER ABOUT THE ELECTIONS, IT'S
 10:47:12 INTERESTING TO NOTE THAT SANIBEL HAD A 70% TURNOUT ON THEIR
 10:47:18 ELECTION VERSUS ESTERO THAT HAD 14% ELECTION TURNOUT.
 10:47:25 INTERESTINGLY ENOUGH, THE NUMBERS WERE PRETTY SIMILAR IN

 10:47:28 TERMS OF THE VOTES THAT WERE CAST, BUT AS WAS NOTED EARLIER,
 10:47:32 WE HAVE 28,000 REGISTERED VOTERS IN ESTERO VERSUS ABOUT FOUR
 10:47:35 TO FIVE THOUSAND IN THE VILLAGE OF SANIBEL.
 10:47:39 AGAIN, AN INTERESTING PROCESS AND ONE THAT GIVES ME SOME
 10:47:43 FAITH AND SOME UNDERSTANDING OF HOW THE PROCESS WORKS, AND
 10:47:47 THAT IT IS A SECURE PROCESS.
 10:47:49 THANK YOU.
 10:47:51 >>Mayor Errington: JIM BOESCH.
 10:47:55 >>Jim Boesch: FIRST OF ALL, I'M GOING TO SAVE MORE AND MORE
 10:48:03 THANKS AND SO FORTH FOR APRIL 19 WHEN WE'LL HAVE A
 10:48:06 CELEBRATION OF THE OUTGOING AND THE NEW COMING.
 10:48:11 SO YOU CAN BREATHE EASY THIS MORNING.
 10:48:13 BUT I WOULD LIKE TO MENTION THAT SERVING IN CONNECTICUT ON A
 10:48:22 COUNCIL AND AS MAYOR, I WAS LED TO BELIEVE THAT THE CONCEPT
 10:48:27 THAT WE HAVE TODAY HERE WOULD FAIL.
 10:48:30 IT COULD NOT POSSIBLY HAPPEN, THE IDEA THAT YOU CAN HAVE LOW
 10:48:35 TAXES AND YOU CAN HAVE OUT SERVICING PEOPLE VERSUS BUILDING
 10:48:43 UP PAYROLLS AND ALL PENSIONS AND SO FORTH.
 10:48:48 AFTER EIGHT YEARS, I GUESS WE CAN ALL SAY IT'S PROVEN THAT
 10:48:55 ALL THE THINGS THAT THEY SAY THAT COULD NOT HAPPEN, HAPPENED
 10:49:00 HERE IN ESTERO.
 10:49:02 AND SO NOT ONLY SHOULD THE COUNCIL, CURRENT COUNCIL AND
 10:49:06 FUTURE COUNCILS BE PROUD, BUT ALL THE REST OF US CAN BE
 10:49:10 PROUD BECAUSE ALL THE THINGS THAT WERE TOLD US, AND STEVE
 10:49:15 CAN TELL YOU, AFTER 40 SOME ODD YEARS, SERVING ON DIFFERENT

 10:49:20 COUNCILS AND DOING A LOT OF DIFFERENT THINGS, THAT THIS WAS
 10:49:24 A NEW APPROACH.
 10:49:26 AND IT WAS ALL MADE POSSIBLE BY THE PEOPLE ON THE COUNCILS
 10:49:31 AND THE PEOPLE IN ESTERO.
 10:49:33 THAT WOULD BE THE THING THAT I WILL PROBABLY BRAG ABOUT THE
 10:49:38 MOST ON THE 19th.

10:49:39 THE SECOND THING, I WANT TO WISH ALL THE NEW PEOPLE, LORI
 10:49:44 AND RAFAEL, AND GEORGE AND JON OUR BEST WISHES ON CONTINUING
 10:49:52 ON WITH THE GOOD GRACES OF THE LORD HERE IN ESTERO AND IN
 10:49:59 THE FUTURE MAKING SURE THAT WE STAY THE NUMBER ONE COMMUNITY
 10:50:04 IN THE STATE OF FLORIDA.
 10:50:07 >>Mayor Errington: THANK YOU.
 10:50:08 JOANNE.
 10:50:10 >>Joanne Ribble: YES, AND I, TOO, CAN'T LET THIS DAY GO BY
 10:50:15 WITHOUT SAYING THANK YOU TO THE MAYOR, TO JIM BOESCH, TO JIM
 10:50:19 WILSON FOR THEIR HARD WORK, FOR THEIR DEDICATION, FOR THEIR
 10:50:23 INSIGHT, THEIR COUNSEL.
 10:50:24 IT'S BEEN A PLEASURE, AND I MEAN THAT, A PLEASURE WORKING
 10:50:29 WITH THE THREE OF YOU.
 10:50:31 WE ARE ONE OF THE MOST UNUSUAL COUNCILS IN THIS AREA THAT WE
 10:50:35 TRULY RESPECT EACH OTHER, WE TRULY LIKE EACH OTHER, AND WE
 10:50:40 HAVE WORKED SO WELL TOGETHER.
 10:50:42 AND I KNOW WITH OUR NEW COUNCIL PEOPLE COMING ON BOARD, WE
 10:50:45 WILL CONTINUE THAT TRADITION.
 10:50:47 BUT AGAIN, FROM THE BOTTOM OF MY HEART, THANK YOU.

 10:50:49 AND YOU WILL BE MISSED.
 10:50:51 >>Mayor Errington: THANK YOU.
 10:50:52 >>Joanne Ribble: I DO WANT TO BRING UP ONE OTHER POINT, AND
 10:50:55 THAT IS THE LEGISLATURE AND WHAT THEY ARE BRINGING BEFORE
 10:51:01 COMMITTEES, TWO OF WHICH ARE HAPPENING TODAY.
 10:51:03 AND THAT'S THE SOVEREIGN IMMUNITY BILL AND THE FINANCIAL
 10:51:09 DISCLOSURE BILL WHICH YOU'VE HEARD ABOUT THROUGH CAROL.
 10:51:13 I AM WRITING LETTERS IN OPPOSITION TO THOSE BILLS, BUT I AM
 10:51:17 ONLY ONE PERSON.
 10:51:18 I WOULD SEEK YOUR HELP IN ALSO GOING TO THE WEBSITE, FINDING
 10:51:23 OUT ABOUT THESE BILLS, AND IF YOU -- TO OPPOSE THEM, PLEASE
 10:51:29 CONTACT OUR LEGISLATORS.
 10:51:33 THEY CONTINUE TO INFRINGE ON OUR HOME RULE.
 10:51:36 AND FOR THE RESIDENTS HERE AND THE BUILDING ALSO, WE NEED
 10:51:42 YOUR HELP, TOO.
 10:51:43 THERE WILL COME A TIME WHEN THEY WILL MAKE ALL THE DECISIONS
 10:51:47 FOR YOU OUTSIDE OF WHAT WE MAY WANT TO DO.
 10:51:52 I DON'T THINK YOU WANT THAT.
 10:51:53 WE WANT TO KEEP HOME RULE WHERE LOCAL DECISIONS ARE MADE
 10:51:57 LOCALLY FOR THE PEOPLE WHO KNOW THE RESIDENTS, WHICH IS THE
 10:52:00 COUNCIL.
 10:52:01 SO I SEE ON OUR AGENDA THAT WE ARE GOING TO HAVE A WORKSHOP
 10:52:05 WITH OUR LOBBYIST WHO WILL GIVE US AN UPDATE ON THOSE BILLS,
 10:52:09 AFTER WHICH I THINK WE NEED TO DO SOME SERIOUS WORK IN
 10:52:13 COUNTERACTING OR TRYING TO COUNTERACT WHAT IS HAPPENING SO

 10:52:16 THAT WE CAN PRESERVE OUR ABILITY TO GOVERN OUR OWN PEOPLE.
 10:52:22 THANK YOU FOR MY SOAPBOX MOMENT.

10:52:24 >>Mayor Errington: THANK YOU.
 10:52:25 LARRY.
 10:52:26 >>Larry Fiesel: I DON'T WANT TO SOUND REDUNDANT, BUT I GUESS
 10:52:30 I WILL BE, THAT I WANT TO THANK THE OUTGOING COUNCIL MEMBERS
 10:52:36 FOR THEIR WORKING WITH US AS WE WERE NEW COUNCIL MEMBERS TWO
 10:52:39 YEARS AGO.
 10:52:41 YOU MADE IT EASY FOR US.
 10:52:42 I APPRECIATE THAT WE WERE ABLE TO GET ALONG.
 10:52:45 I HAVE SEEN OTHER COUNCILS ON TV, AND I HAVE TO SAY THAT OUR
 10:52:51 WORKING RELATIONSHIP HERE SEEMS TO BE QUITE DIFFERENT THAN
 10:52:54 THE WORKING RELATIONSHIP OF SOME OF THE OTHER COUNCILS.
 10:52:58 I DO APPRECIATE THE FACT THAT YOU MADE IT EASY FOR ME TO
 10:53:03 WORK INTO THIS COUNCIL, AND WE ALL WORK TOGETHER AND I
 10:53:07 APPRECIATE THAT VERY MUCH.
 10:53:09 >>Mayor Errington: THANK YOU.
 10:53:09 JON.
 10:53:11 >>Vice-Mayor McLain: WELL, I, TOO, WANT TO THANK OUR
 10:53:14 DEPARTING COUNCIL MEMBERS.
 10:53:16 I'VE ACTUALLY BEEN WITH YOU FOLKS FOR SIX YEARS BECAUSE YOU
 10:53:22 ALL KNOW MY APPOINTMENT HALFWAY THROUGH DON BROWN'S TENURE
 10:53:26 THERE.
 10:53:26 I'VE LEARNED A LOT FROM OUR MEETINGS AND THE INTERACTIONS
 10:53:31 THAT WE'VE HAD IN THERE, AND I THINK IT'S BEEN VERY

 10:53:37 COMPLEMENTARY WORKING WITH EVERYBODY.
 10:53:38 WE'VE HAD GOOD OBJECTIVES AND WE HAVE ACCOMPLISHED AN AWFUL
 10:53:41 LOT IN THAT TIME.
 10:53:42 I'M GOING TO SAVE SOME ADDITIONAL COMMENTS UNTIL YOU COME
 10:53:47 BACK AND YOU ARE ACTUALLY ALL COUNCIL, BUT I WANTED TO THANK
 10:53:49 YOU ON YOUR LAST DAY OFFICIALLY ON COUNCIL FOR ALL OF YOUR
 10:53:53 WORK AND DEDICATION OVER THE LAST EIGHT YEARS.
 10:53:55 THANK YOU VERY MUCH.
 10:53:56 I ALSO WANTED TO TALK A LITTLE BIT ABOUT LAST WEEK I WAS AT
 10:54:02 THE METROPOLITAN PLANNING ORGANIZATION, WHICH IS THE BODY
 10:54:05 THAT IS INVOLVED IN ALL THE TRANSPORTATION NEEDS THROUGHOUT
 10:54:09 LEE COUNTY AND THEY COORDINATE WITH COLLIER AND OTHER
 10:54:13 COUNTIES ALSO.
 10:54:14 THIS WAS AN EXECUTIVE MEETING THAT THEY HAD, AND WE WENT
 10:54:17 THROUGH UPCOMING AGENDA ITEMS, BUT THIS COMING FRIDAY, THE
 10:54:22 17th, ST. PADDY'S DAY, THERE WILL BE ALL OF THE
 10:54:27 METROPOLITAN PLANNING ORGANIZATION MEMBERS WILL BE PRESENT,
 10:54:30 AND THE MAIN TOPIC IS GOING TO BE THE CONVERSION OPPORTUNITY
 10:54:35 TO TRANSFER THE RAILROAD, THE SEMINOLE RAILROAD, OVER TO A
 10:54:39 BIKE PATH.
 10:54:41 SO I ENCOURAGE ANYBODY THAT HAS THOUGHTS ON THAT TO COME TO
 10:54:44 THE MEETING AT DOWNTOWN FORT MYERS.
 10:54:46 IT'S AT 9:00 ON THIS FRIDAY.
 10:54:49 IT WILL BE A MEETING THAT WILL EITHER FORWARD THIS PROJECT

10:54:56 TO ALLOW NEGOTIATIONS FOR THE RAILROAD OR IT WILL STOP IT IN

10:55:02 ACTION FOR RIGHT NOW.

10:55:03 I PERSONALLY THINK THAT A RAILS TO TRAILS PROJECT, NO MATTER

10:55:08 HOW IT COMES OUT, IS IMPORTANT FOR US TO MOVE THIS THING

10:55:12 FORWARD FOR THE COMMUNITY, AS WE TALKED EARLIER ABOUT

10:55:16 PICKLEBALL AND RECREATION ALIKE, THIS JUST FITS 100% IN

10:55:19 ALIGNMENT WITH THAT.

10:55:20 SO ANY OF YOU HAVE THOUGHTS ON IT, WE'VE GOT -- THERE WILL

10:55:24 BE A LOT OF PEOPLE AT THE MEETING TALKING.

10:55:26 WE'VE GOT THE FRIENDS OF BERT WHO ARE 100% IN FAVOR OF IT.

10:55:31 THE VINES COMMUNITY WHICH ARE CONCERNED WITH THE RAILROAD

10:55:35 BEING, THAT GOES THROUGH, BISECTS THEIR NEIGHBORHOOD BEING

10:55:40 TRANSFERRED OVER TO A BIKE TRAIL.

10:55:42 SO IT'S GOING TO BE SOME INTERESTING DISCUSSIONS IN THERE.

10:55:44 IF YOU'VE GOT THINGS TO ADD, PUBLIC INVOLVEMENT IS IMPORTANT

10:55:48 IN THESE PUBLIC DECISIONS THAT ARE BEING MADE BECAUSE THEY

10:55:50 IMPACT THE WELFARE OF WHERE WE'RE GOING TO BE IN THE FUTURE.

10:55:53 SO I WELCOME THAT.

10:55:55 I ALSO WANTED TO JUST TALK A LITTLE BIT ABOUT, AS WE'VE GOT

10:55:59 THREE MEMBERS LEAVING, A LOT OF FOLKS MAY KNOW THE NAME DON

10:56:05 ESLICK.

10:56:06 DON ESLICK IS COMMONLY REFERRED TO SOMETIMES AS FATHER OF

10:56:09 ESTERO.

10:56:09 DON WAS, I THINK, THE ORIGINAL FOUNDER OF THE ECCL AND WAS

10:56:16 HEAVILY INVOLVED WHEN BONITA TOOK SOME AGGRESSIVE ACTIONS

10:56:21 WITH OTHER MEMBERS OF CURRENT AND PREVIOUS COUNCILS TO

10:56:26 ESTABLISH US AS A VILLAGE.

10:56:28 AND THE REASON I BRING UP DON TODAY IS THAT DON IS IN

10:56:33 HOSPICE IN NAPLES, AND HE'S OBVIOUSLY STRUGGLING.

10:56:40 I THINK IT IS A DAY-TO-DAY SITUATION.

10:56:42 SO I WOULD ASK ALL OF YOU TO, AN IMPORTANT PERSON LIKE THAT

10:56:48 FOR WHERE WE ARE TODAY, KEEP HIM IN YOUR PRAYERS AND PRAY

10:56:51 FOR HIS FAMILY AND WIFE.

10:56:53 THAT'S ALL I'VE GOT.

10:56:54 >>Mayor Errington: THANK YOU.

10:56:55 I GUESS YOU WERE WONDERING WHAT I AM GOING TO SAY.

10:57:01 I'VE BEEN WONDERING THAT, TOO.

10:57:02 A FOLLOW-UP ON THE MPO MEETING.

10:57:06 I WILL BE ATTENDING THE MPO MEETING AS YOUR REPRESENTATIVE

10:57:09 FOR THE LAST -- THAT WILL BE MY LAST FORMAL ACT TO GO THERE

10:57:15 FRIDAY AND PARTICIPATE IN THAT AND VOTE.

10:57:19 SO THAT WILL BE A WAY TO SEE EVERYONE WITH WHOM I'VE BEEN IN

10:57:26 CONTACT OVER THE LAST TWO TO THREE YEARS AND SAY GOOD-BYE TO

10:57:29 THEM ALSO.

10:57:30 IT'S BEEN AN INTERESTING JOURNEY, EIGHT YEARS.

10:57:36 WHEN I FIRST GOT ON COUNCIL, I THOUGHT ABOUT, GOSH, CAN I GO

10:57:40 TO ALL THESE MEETINGS FOR EIGHT YEARS?
 10:57:42 THAT'S A BIG COMMITMENT.
 10:57:45 FOUR YEARS AND FOUR YEARS.
 10:57:47 I FINALLY -- I MISSED TWO MEETINGS EARLY IN MY FIRST YEAR.
 10:57:55 HAD A HIGH SCHOOL GRADUATION AND A WEDDING AND THEN I MISSED

 10:58:00 ANOTHER MEETING, BUT I WAS ON ZOOM JUST A COUPLE OF MONTHS
 10:58:04 AGO.
 10:58:04 SO I FEEL GOOD THAT I GOT THROUGH THAT PART OF IT, AND I'M
 10:58:10 VERY -- WHAT I'VE APPRECIATED IN BEING THE MAYOR HAS BEEN
 10:58:17 JUST WORKING WITH SUCH A GREAT COUNCIL AND STAFF.
 10:58:21 THE VILLAGE OF ESTERO STAFF AND STEVE AND CAROL AND ALL OF
 10:58:26 YOU, YOU'VE BEEN REALLY TREMENDOUS IN WORKING WITH US AND
 10:58:31 SHOWING US WHAT WE NEED TO DO AND KEEPING US GOING STRAIGHT
 10:58:37 AND NOT LETTING US STRAY, AND I REALLY APPRECIATE THAT.
 10:58:40 I APPRECIATE THE FACT THAT YOU'VE LET ME BE IN THIS
 10:58:45 POSITION, AND THAT SAYS A LOT.
 10:58:51 AND MY HUSBAND WAS HERE EARLIER, AND HE LEFT, AND I'LL TELL
 10:58:54 YOU, WITHOUT HIS SUPPORT, I COULD NOT BE HERE.
 10:58:57 SO IT'S VERY, VERY IMPORTANT WITH ALL OUR POSITIONS, WHETHER
 10:59:01 YOU HAVE A SPOUSE, DON'T HAVE A SPOUSE, WHATEVER, YOU HAVE
 10:59:04 TO HAVE SOMEBODY SUPPORTING YOU AND SAYING, YES, YOU GO
 10:59:08 AHEAD AND DO THAT.
 10:59:09 MY HUSBAND WAS HERE, BUT HE'S MR. VOLUNTEER, TOO.
 10:59:14 HE'S OVER IN BONITA SPRINGS DOING EVERY WEDNESDAY AT NOON
 10:59:20 FOR ABOUT THE LAST FOUR MONTHS, HE EITHER COOKS A DISH OR
 10:59:24 BAKES A DISH OF SOMETHING AND TAKES TO PEOPLE WHO WERE HIT
 10:59:28 BY HURRICANE IAN.
 10:59:30 HE HAD TO GO HOME AND GET HIS CASSEROLE IN THE OVEN.
 10:59:35 SO HE WAS HERE, AND THEN HE LEFT.
 10:59:36 HE LOVES DOING THAT.

 10:59:42 SO HE HAS SUPPORTED ME THROUGH EVERYTHING THAT I HAVE DONE.
 10:59:45 THIS IS SAYING A LOT THAT WE ARE SITTING ON THIS COUNCIL AND
 10:59:54 WE HAVEN'T -- I CAN'T RECALL US HAVING A FIGHT.
 10:59:59 I MEAN, ANY KIND OF ANYTHING.
 11:00:03 WE'VE HAD DISAGREEMENTS, OF COURSE, BUT WE HAVE NOT -- THIS
 11:00:05 HAS BEEN SO CIVIL, AND I APPRECIATE THAT.
 11:00:09 AND THAT'S THE WAY GOVERNMENT OUGHT TO WORK.
 11:00:13 IT OUGHT TO BE CIVIL.
 11:00:15 AND I GREATLY APPRECIATE THAT.
 11:00:19 I HAVE REMARKS, BUT I, TOO, AM WAITING UNTIL THE 19th.
 11:00:25 I JUST WANT YOU TO KNOW THAT THIS DOES NOT COME EASILY
 11:00:32 BECAUSE YOU FEEL LIKE YOU'RE KIND OF IN YOUR PRIME.
 11:00:36 MAYBE I'M OVER MY PRIME, BUT WHATEVER, I DON'T FEEL LIKE MY
 11:00:41 LIFE'S WORK IS DONE YET.
 11:00:43 I DO HAVE A COUPLE OF ORGANIZATIONS THAT I WILL BE WORKING
 11:00:48 WITH, AND I'LL ANNOUNCE THAT.

11:00:49 I COULD DO IT TODAY, BUT I'M NOT GOING TO DO IT -- ON APRIL
 11:00:55 19th.
 11:00:56 SO THEY HAVE ASKED ME TO SERVE.
 11:00:57 BUT I WANT YOU TO KNOW IT'S BEEN A REAL JOY IN BEING
 11:01:05 INVOLVED IN THE VILLAGE OF ESTERO GOVERNMENT, AND IT'S BEEN
 11:01:11 A REAL JOY REPRESENTING THIS COMMUNITY WITHIN OUR COMMUNITY.
 11:01:18 IT'S A JOY WHEN SOMEONE COMES UP, WELL, WHAT DOES THE MAYOR
 11:01:22 DO, AND SOMEONE SAYS I NEVER MET THE MAYOR.
 11:01:26 WELL, HERE SHE IS.

 11:01:27 IT IS WONDERFUL BEING A WOMAN BEING ABLE TO DO THAT.
 11:01:32 AND I APPRECIATE IT.
 11:01:32 SO I'LL SAVE THE REST OF MY THOUGHTS FOR THE 19th.
 11:01:38 GOD BLESS YOU AND THANK YOU FOR EVERYTHING.
 11:01:44 [APPLAUSE]
 11:01:44 YOU'RE THE ATTORNEY.
 11:01:55 WE'VE GOT TO FINISH THIS.
 11:02:01 >>Robert Eschenfelder: VERY QUICKLY, I'VE HAD ALL OF THREE
 11:02:03 AND A HALF MONTHS OR SO TO WORK WITH YOU, BUT IT'S READILY
 11:02:08 APPARENT TO ME THAT ESTERO IS A SPECIAL PLACE AND ESTERO
 11:02:11 GOVERNMENT IS A SPECIAL GOVERNMENT.
 11:02:12 I'VE WORKED WITH LOTS OF LOCAL GOVERNMENTS IN MY CAREER SO
 11:02:16 FAR AND THAT DOESN'T COME WITHOUT A GOVERNING BOARD, AS THE
 11:02:21 MAYOR INDICATED THAT WORKS TOGETHER IN A PROFESSIONAL,
 11:02:23 COOPERATIVE WAY.
 11:02:25 YOU CAN HAVE YOUR DISAGREEMENTS, BUT YOU ALL ARE SUCH
 11:02:27 PROFESSIONALS.
 11:02:28 AND IN THE BRIEF TIME I'VE WORKED WITH THE VILLAGE, I'VE
 11:02:30 SEEN THE DEDICATION OF EACH OF YOU.
 11:02:32 SO I JUST WANT TO ECHO WHAT EVERYBODY ELSE HAS SAID FOR THE
 11:02:36 MAYOR AND THE DEPARTING COUNCIL MEMBERS, WISH YOU THE
 11:02:39 ABSOLUTE BEST OF LUCK.
 11:02:40 THE EVIDENCE OF WHAT YOU HAVE DONE FOR THE COMMUNITY IN THE
 11:02:43 YEARS THAT YOU'VE SERVED IS HERE AND PRESENT, AND I THINK IT
 11:02:46 MAKES MY JOB EASIER TO DO.

 11:02:48 THE ONLY OTHER THING THAT I WOULD JUST VERY QUICKLY ECHO,
 11:02:53 COUNCIL MEMBER RIBBLE'S COMMENTS ABOUT THE LEGISLATIVE
 11:02:56 SESSION.
 11:02:57 IT'S VERY IMPORTANT THAT EVERYBODY UNDERSTANDS WHAT'S BEING
 11:03:03 DONE TO US IN TALLAHASSEE.
 11:03:06 SHE MENTIONED A COUPLE OF BILLS.
 11:03:07 THERE IS ANOTHER ONE THAT'S MOVING THAT WILL REQUIRE US TO
 11:03:12 DO AN ECONOMIC IMPACT SURVEY FOR ANY ORDINANCE THAT WE PASS
 11:03:17 AND THEN LET ANY BUSINESS THAT WANTS TO SUE US BECAUSE IT
 11:03:21 MAY IN SOME WAY IMPACT THEIR FUTURE REVENUES, THAT'S GOING
 11:03:24 TO ADD A HUGE AMOUNT OF BUREAUCRACY AND POTENTIAL EXPENSE
 11:03:28 AND LITIGATION TO LOCAL GOVERNMENTS.

11:03:30 IT'S OBVIOUSLY THE LEGISLATURE IS A SUPERIOR BODY AND IT CAN
 11:03:36 CHOOSE TO DO WHAT IT CHOOSES TO DO, BUT A BIG PART OF THE
 11:03:40 SITUATION IS EVERYBODY NEEDS TO MAKE THEIR VOICES HEARD.
 11:03:42 THEY NEED TO PAY ATTENTION TO WHAT THEIR LAWMAKERS ARE DOING
 11:03:45 UP IN TALLAHASSEE AND REALIZE HOW IT TAKES AWAY HOME RULE,
 11:03:49 BECAUSE THESE FOLKS ELECT YOU ALL TO MAKE LOCAL DECISIONS.
 11:03:52 EVERY TIME TALLAHASSEE CUTS AWAY AT THAT, THEY COME TO YOU
 11:03:55 AND THEY SAY, WHY AREN'T YOU DOING THIS?
 11:03:57 WHY AREN'T YOU FIXING THIS?
 11:03:59 OUR ANSWER HAS TO BE BECAUSE TALLAHASSEE WON'T LET US
 11:04:02 ANYMORE.
 11:04:02 I APPRECIATE THAT THE COUNCILWOMAN RAISED THE ISSUE.
 11:04:07 THAT'S ALL I HAVE.

11:04:08 >>Mayor Errington: THANK YOU.
 11:04:09 THANK YOU, ROB.
 11:04:09 STEVE.
 11:04:10 >>Steven Sarkozy: THANK YOU, MAYOR, AND MEMBERS OF COUNCIL.
 11:04:12 ON BEHALF OF ALL OF THE STAFF, CONGRATULATIONS TO THE PEOPLE
 11:04:15 THAT ARE GOING OFF AND THANK YOU FOR EIGHT YEARS OF FAITHFUL
 11:04:20 SERVICE AND ALSO THANK YOU FOR THE CAMARADERIE AND THE
 11:04:26 WILLINGNESS TO WORK TOGETHER.
 11:04:30 IT DOES NOT SHOW TO THE PUBLIC BUT THERE'S OFTENTIMES A LOT
 11:04:33 OF DISAGREEMENT BEHIND THE SCENES.
 11:04:35 YOU HAVE BEEN ABLE TO WORK THROUGH IT.
 11:04:37 YOU'VE BEEN FAITHFUL IN LOOKING AT THE LONG-TERM INTERESTS
 11:04:41 OF THE VILLAGE AND THIS VILLAGE HAS REALLY BEEN BLESSED BY
 11:04:45 YOUR SERVICE.
 11:04:46 SO THANK YOU FOR EVERYTHING ON BEHALF OF ALL THE STAFF AND
 11:04:51 WE'RE DELIGHTED TO HAVE WORKED WITH YOU AND WE'RE DELIGHTED
 11:04:53 TO WORK WITH THE NEW COUNCIL, IF YOU WILL, IN THE BEST
 11:04:59 INTERESTS OF THE COMMUNITY.
 11:05:00 THANK YOU.
 11:05:01 >>Mayor Errington: THANK YOU.
 11:05:01 OKAY.
 11:05:03 WHY DON'T WE TAKE A SHORT BREAK.
 11:05:06 STRETCH.
 11:05:06 LET'S ADJOURN FOR NOW AND COME BACK IN TEN MINUTES.
 11:05:12 11:15.

11:05:15 [BREAK]
 11:05:19 >>Mayor Errington: WE'LL CALL BACK, RECONVENE HERE.
 11:16:07 WE NEED ALL COUNCIL MEMBERS HERE.
 11:16:32 >>Vice-Mayor McLain: WHAT DID YOU DO, SCOTTY?
 11:16:34 YOU LOST YOUR AUDIENCE.
 11:16:37 >>Mayor Errington: OKAY.
 11:16:38 WE ARE RECONVENING NOW.
 11:16:42 EVERYBODY IS HERE.

11:16:43 FIRST ON THE AGENDA ON THE WORKSHOP ITEM IS ITEM NUMBER 12A,
 11:16:54 PLANNING, ZONING AND DESIGN BOARD ANNUAL REPORT.
 11:16:57 STEVE, I'M TURNING IT OVER TO YOU.
 11:17:00 >>Steven Sarkozy: THANK YOU, MAYOR AND MEMBERS OF COUNCIL.
 11:17:03 EACH YEAR WE DO ALLOW THE PLANNING AND ZONING BOARD
 11:17:10 CHAIRPERSON TO COME IN AND PROVIDE A QUICK UPDATE TO THE
 11:17:12 VILLAGE COUNCIL ON THE ACTIVITIES OF THE PLANNING ZONING AND
 11:17:15 DESIGN BOARD.
 11:17:16 WE'RE BLESSED TO HAVE SCOTTY WOOD AS OUR CHAIRPERSON.
 11:17:21 HE'S DONE A GREAT JOB, CONTINUES TO DO A GREAT JOB KEEPING
 11:17:27 THAT GROUP IN LINE AND MOVING FORWARD AND VERY MUCH
 11:17:29 APPRECIATED.
 11:17:29 SCOTTY SERVES EVEN WHEN HE LEAVES AND IS OUT OF TOWN, MAKES
 11:17:34 IT BACK FOR MEETINGS, AND IS FAITHFUL CHAIRPERSON AND JUST A
 11:17:41 GREAT PERSON TO WORK WITH.
 11:17:42 SO WITHOUT FURTHER ADO, I WOULD LIKE TO TURN IT OVER TO
 11:17:46 SCOTTY AND ALLOW HIM TO GIVE YOU AN UPDATE.

 11:17:51 >>Mayor Errington: SCOTTY, WELCOME.
 11:17:53 >>Scotty Wood: THANK YOU, MAYOR.
 11:17:55 FIRST OF ALL, I'M GOING TO START ON KIND OF A SERIOUS NOTE,
 11:18:04 BUT I PROMISE YOU THAT I WILL END ON A HIGH NOTE.
 11:18:07 TODAY, THE VILLAGE RECOVERS AND REBUILDS FROM THE
 11:18:12 DEVASTATION OF HURRICANE IAN THANKS IN LARGE MEASURE TO THE
 11:18:16 DEDICATED EFFORTS OF STAFF, VOLUNTEERS, VENDORS, AND, MOST
 11:18:20 IMPORTANTLY, THE RESILIENCE OF OUR RESIDENTS AND THEIR
 11:18:23 FAMILY AND FRIENDS.
 11:18:25 THAT DEDICATED AND RESILIENCY STARTED OVER 20 YEARS AGO.
 11:18:32 IT WAS LED BY ONE PERSON.
 11:18:34 MR. ESTERO, DON ESLICK.
 11:18:36 WE NOW FIND OURSELVES ON A VIGIL AS DON PREPARES TO LEAVE
 11:18:40 THIS WORLD AND ENRICH THE SOULS OF OTHERS.
 11:18:45 DON'S DEDICATION AND ENCOURAGEMENT IS WHY I STAND BEFORE YOU
 11:18:50 AS CHAIRMAN OF THE PLANNING, ZONING AND DESIGN BOARD.
 11:18:52 AS ESTERO WAS INCORPORATED, DON CAME TO ME AND SAID THAT AN
 11:18:59 EARLY PRIORITY WAS TO FORM A PLANNING AND ZONING BOARD THAT
 11:19:03 WOULD CONTINUE THE VERY EFFECTIVE WORK OF ITS PREDECESSOR
 11:19:07 ORGANIZATION, THE ESTERO PLANNING BOARD THAT DON HAD
 11:19:11 CREATED.
 11:19:11 WHATEVER GOOD I MAY HAVE BEEN ABLE TO DO FOR THIS COMMUNITY,
 11:19:17 I OWE IN LARGE MEASURE TO DON.
 11:19:20 MAY GOD BLESS HIM.
 11:19:23 NOW, THAT SAID, AS WE ALL KNOW TOO WELL, 2022 WAS A YEAR

 11:19:31 THAT MOST OF US, ME INCLUDED, WOULD RATHER FORGET ABOUT
 11:19:35 THANKS TO IAN.
 11:19:36 THE WEST BROADWAY AREA PORTIONS OF PELICAN SOUND AND MY WEST
 11:19:42 BAY CLUB COMMUNITY WERE AREAS AMONG THOSE THAT RECEIVED

11:19:45 MAJOR DESTRUCTION.
 11:19:46 AFTER A 14-FOOT STORM SURGE, MY CONDOMINIUM COMMUNITY LOOKED
 11:19:51 LIKE A BOMBED-OUT WAR ZONE.
 11:19:54 WITH SO MANY RUINED PERSONAL POSSESSIONS DISCARDED ON
 11:19:58 20-FOOT TALL DEBRIS PILES STREET SIDE.
 11:20:03 RESIDENTS RAN THROUGH THE STREETS IN TEARS, A TERRIBLE TIME
 11:20:07 IN THE DAYS IMMEDIATELY FOLLOWING THE STORM.
 11:20:11 THE HURRICANE DID NOT DISCRIMINATE BETWEEN SMALL
 11:20:14 CONDOMINIUMS AND MULTIMILLION DOLLAR HOMES.
 11:20:17 ALL GOT HIT.
 11:20:17 IAN WAS THE THIRD WORST HURRICANE IN THE HISTORY OF THE
 11:20:24 UNITED STATES AND THE WORST IN THE HISTORY OF THE STATE OF
 11:20:27 FLORIDA.
 11:20:29 ONLY KATRINA AND HARVEY WERE WORSE THAN IAN.
 11:20:34 NOW, AT THE RISK OF EDITORIALIZING, THERE IS ANOTHER EFFECT
 11:20:42 OF THE STORM THAT WILL IMPACT EVERYONE.
 11:20:44 SKYROCKETING PROPERTY AND FLOOD INSURANCE COSTS ARE UPON US.
 11:20:50 THE PRIVATE INSURANCE MARKET WAS IN TURMOIL BEFORE IAN DUE
 11:20:55 TO THE EFFECTS OF IRMA AND MICHAEL.
 11:20:58 AND NOW HAS COLLAPSED FROM IAN.
 11:21:02 MANY INSURANCE BUYERS ARE RECEIVING ENORMOUS PREMIUM

 11:21:06 INCREASES.
 11:21:08 SOME AS HIGH AS 600% AND OTHERS CANNOT GET ADEQUATE
 11:21:14 INSURANCE COVERAGE THAT MOST LENDERS REQUIRE, THUS IMPACTING
 11:21:19 MORTGAGE FINANCING TO THE DOWNSIDE.
 11:21:21 MANY SMALLER CONDO ASSOCIATIONS AND RESIDENTS SIMPLY CANNOT
 11:21:25 AFFORD THE PREMIUMS THAT ARE BEING DEMANDED OF THEM.
 11:21:29 AS A 45-YEAR INSURANCE VETERAN, I HAVE BEEN INVOLVED ON THE
 11:21:34 INSURANCE SIDE OF MANY, MANY DISASTERS.
 11:21:37 THIS IS BY FAR THE WORST ONE.
 11:21:41 ACTION OVER AND ABOVE WHAT HAS ALREADY BEEN DONE NEEDS TO BE
 11:21:46 TAKEN AND IS ESSENTIAL FOR THE WELL-BEING OF THIS COMMUNITY
 11:21:50 AND FOR THE STATE GOING FORWARD.
 11:21:52 NOW, THAT SAID, NONETHELESS, AS MARY WILL SHOW YOU AFTER I
 11:21:59 FINISH MY REMARKS, DEVELOPMENT ACTIVITY HAS CONTINUED WITH
 11:22:04 SEVERAL RESIDENTIAL, COMMERCIAL, AND RETAIL DEVELOPMENTS
 11:22:07 APPROVED ALONG WITH NECESSARY INFRASTRUCTURE IMPROVEMENTS,
 11:22:12 ALL IN THE NAME OF NOT JUST MEETING DEMAND, BUT BRINGING
 11:22:16 RESPONSIBLE GROWTH TO ESTERO.
 11:22:19 INCLUDED IN THESE IMPROVEMENTS ARE PLANS TO ENHANCE PUBLIC
 11:22:22 PARK AND RECREATION FACILITIES, THANKS IN LARGE MEASURE TO
 11:22:26 THE VISION OF THIS COUNCIL.
 11:22:28 WE ARE, HOWEVER, CONCERNED, AS YOU ARE, ABOUT THE VIRTUALLY
 11:22:32 UNFETTERED GROWTH OCCURRING ALONG THE CORKSCREW ROAD
 11:22:37 CORRIDOR, PRINCIPALLY IN AREAS EAST OF ESTERO.
 11:22:41 WE MUST WORK WITH LEE COUNTY TO MAKE THIS CORRIDOR

11:22:43 FUNCTIONAL FOR THE RESIDENTS WHO ARE MOST AFFECTED.
 11:22:47 AT THE SAME TIME, COCONUT ROAD WEST OF U.S. 41 IS A GROWING
 11:22:51 PROBLEM ON THE SOUTH END OF ESTERO BECAUSE OF THE MULTIPLE
 11:22:55 HIGH-RISE CONDOMINIUMS UNDERWAY AND THE 46-ACRE MIXED USE
 11:23:00 WOODFIELD PROPERLY, FORMERLY OWNED BY LEE HEALTH.
 11:23:04 WE MUST WORK WITH BONITA SPRINGS TO ASSIST IN MAKING
 11:23:08 NECESSARY INFRASTRUCTURE IMPROVEMENTS.
 11:23:11 WHILE I HAVE FOCUSED SOME OF MY COMMENTS ON NEGATIVES AND
 11:23:15 PROBLEMS, I RETURN TO MY CONVICTION THAT ESTERO IS
 11:23:19 RESILIENT, SUCCESSFUL, AND A GREAT PLACE TO LIVE, WORK, AND
 11:23:24 RAISE A FAMILY.
 11:23:26 WE SHOULD ALL BE PROUD OF WHAT OUR COMMUNITY HAS BEEN ABLE
 11:23:29 TO ACCOMPLISH IN SUCH SHORT TIME FOLLOWING OUR INCORPORATION
 11:23:34 SEVEN-PLUS YEARS AGO.
 11:23:35 I OBSERVED THAT A BIG REASON FOR OUR SUCCESS IS OUR CONSTANT
 11:23:42 SEARCH FOR A BETTER WAY TO DO THINGS, AND WE WILL NEVER
 11:23:45 STOP.
 11:23:47 BEFORE STANDING FOR QUESTIONS, ON BEHALF OF THE PLANNING
 11:23:51 ZONING AND DESIGN BOARD, I WISH TO THANK STAFF, OUR VILLAGE
 11:23:56 LAND USE ATTORNEY AND YOU, THE COUNCIL, FOR ENACTING A NEW
 11:24:00 VILLAGE ORDINANCE THAT ALLOWS THE PLANNING, ZONING, AND
 11:24:03 DESIGN BOARD TO HAVE A DESIGNATED MEMBER WHO IS A STATE
 11:24:08 REGISTERED ENGINEER, ARCHITECT, OR A LANDSCAPE ARCHITECT.
 11:24:13 THIS ORDINANCE HELPS THE BOARD WITH NEEDED KNOWLEDGE AND
 11:24:16 UNDERSTANDING OF THE ROLE AND CONDUCT OF REGISTERED

 11:24:20 PROFESSIONALS IN THE DEVELOPMENT PROCESS.
 11:24:22 AND ON THAT NOTE, I WILL SAY THANK YOU TO JIM BOESCH AND JIM
 11:24:29 WILSON AND THE MAYOR FOR YOUR DEDICATED SERVICE.
 11:24:35 I'VE BEEN WITH YOU THE WHOLE TIME, AND I REALLY RESPECT WHAT
 11:24:39 YOU GUYS HAVE DONE, AND I WELCOME OUR NEW COUNCIL MEMBERS AS
 11:24:44 THEY COME ABOARD.
 11:24:46 I'LL NOW STAND FOR QUESTIONS.
 11:24:48 >>Mayor Errington: THANK YOU.
 11:24:49 ANY QUESTIONS.
 11:24:49 JOANNE.
 11:24:50 >>Joanne Ribble: NOT A QUESTION BUT I HAVE A COMMENT.
 11:24:52 VERY GOOD SUMMARY, SCOTTY.
 11:24:54 AND I WANT TO COMMEND YOU ON ONE THING THAT I ALWAYS HEAR
 11:24:57 YOU SAY AT PLANNING AND ZONING, AS THE APPLICANTS COME
 11:25:01 FORWARD, AND YOU'RE NOT HAPPY WITH WHAT YOU SEE, YOU ALWAYS
 11:25:05 SAY, COUNCIL WANTS TO SEE MORE.
 11:25:08 COUNCIL WON'T LIKE THIS.
 11:25:11 THEY WANT TO SEE COMPLETE AND DETAILS.
 11:25:13 PLEASE CONTINUE TO DO THAT BECAUSE WE VALUE YOUR EXPERTISE,
 11:25:18 AND WE ENJOY WHEN IT COMES TO US AS A FINISHED PRODUCT.
 11:25:21 THANK YOU.
 11:25:23 >>Scotty Wood: MY PLEASURE.

11:25:24 >>Mayor Errington: GOOD.
 11:25:24 THANK YOU.
 11:25:25 JIM.

 11:25:26 >>Jim Ward: JUST A QUICK THANKS TO SAY THANK YOU FOR MAKING
 11:25:28 OUR JOBS SO MUCH EASIER.
 11:25:32 >>Scotty Wood: OKAY.
 11:25:33 >>Mayor Errington: COMMENTS.
 11:25:34 I'VE ENJOYED SEEING YOU AS CHAIR OVER THE YEARS.
 11:25:41 YOU ADD SUPPORT AND STABILITY TO EVERYTHING THAT'S DONE ON
 11:25:46 THAT BOARD, SO CONTINUE WITH THAT.
 11:25:48 THAT'S VERY, VERY IMPORTANT.
 11:25:50 >>Scotty Wood: THANK YOU VERY MUCH.
 11:25:51 >>Mayor Errington: NOT LETTING THINGS GET YOU RUFFLED.
 11:25:55 SOMETIMES IT CAN HAPPEN, BUT YOU DO A VERY GOOD JOB WITH
 11:25:58 THAT.
 11:25:58 THANK YOU.
 11:25:59 THANK YOU FOR THE TIMES THAT YOU COME BACK DOWN HERE.
 11:26:04 YOU'RE IN ANOTHER AREA, AND YOU COME BACK HERE FOR THE
 11:26:07 MEETINGS.
 11:26:08 THAT'S COMMENDABLE.
 11:26:09 THANK YOU BECAUSE IT SHOWS DEDICATION OF HOW IMPORTANT THIS
 11:26:13 AREA IS TO YOU.
 11:26:16 >>Scotty Wood: IT'S VERY IMPORTANT.
 11:26:18 >>Mayor Errington: YES, JON.
 11:26:19 >>Vice-Mayor McLain: I WANT TO THANK SCOTTY ALSO AND -- YOUR
 11:26:24 EFFORTS, I WATCH, NOT ALL, BUT MOST OF THE THINGS ON VIDEO.
 11:26:30 I AM THE LIAISON TO THE BOARD ALSO, AND I THINK YOU'VE DONE,
 11:26:35 AS JOANNE SAID, YOU'VE REALLY MADE OUR JOBS A LITTLE BIT

 11:26:39 EASIER HERE AT THE COUNCIL.
 11:26:41 YOU'RE APPLYING THE STANDARDS THAT WE DEVELOPED, AND THEN
 11:26:44 SOMETIMES IT'S A DIFFICULT SITUATION YOU HAVE AT THOSE
 11:26:48 MEETINGS, EVEN AMONGST YOUR GROUP, THERE SEEMS TO BE SOME
 11:26:52 DIFFERING OPINIONS, WHICH IS GOOD, BUT I THINK YOU'VE DONE A
 11:26:55 GREAT JOB OF BEING ABLE TO BRING THAT GROUP TOGETHER AND
 11:26:59 MOVE THESE PROJECTS FORWARD.
 11:27:02 WHEN I LOOK AROUND ESTERO, IT'S BECOMING MORE UNIQUE EVERY
 11:27:08 DAY.
 11:27:09 THE ARCHITECTURE HERE IS NOTABLY DIFFERENT THAN WHAT YOU SEE
 11:27:15 IN OTHER PARTS OF THE GULF AREA, AND THAT IS A DIRECT
 11:27:20 RESULT, I THINK OF YOUR INVOLVEMENT AND YOUR LEADERSHIP.
 11:27:22 SO I THANK YOU FOR THAT AND I HOPE THAT ALL OF ESTERO ALSO
 11:27:26 THANKS.
 11:27:27 AND WE WANT YOU TO CONTINUE IN THAT ENDEAVOR ALSO.
 11:27:29 SO THANK YOU.
 11:27:30 >>Scotty Wood: THANK YOU.
 11:27:31 THANK YOU.

11:27:33 >>Jim Boesch: SCOTTY, I'D LIKE TO SAY THAT I'VE SAT ON
 11:27:40 COUNCILS WITH PLANNING AND ZONING BOARDS ASIDE AND MANY
 11:27:46 CASES THE ZONING BOARD DOES NOT WANT TO EVEN EXCHANGE A
 11:27:51 THOUGHT WITH THE COUNCIL PEOPLE.
 11:27:53 THEY WANT TO GO AHEAD AND A LOT OF DISSENT SOMETIMES COMES
 11:28:00 OUT OF THAT.
 11:28:01 IN YOUR CASE, WE'VE MADE CHANGES, AND YOU AND YOUR BOARD HAS

 11:28:11 ALWAYS TAKEN THE TIME TO LISTEN TO THE THOUGHTS OF WHAT'S
 11:28:14 GOING ON, STAYED WITHIN YOUR OWN CHARGE AS TOWN PLANNING AND
 11:28:20 ZONING, BUT AT LEAST BE OPEN TO SOME OF THE THOUGHTS THAT
 11:28:25 MAY ARISE FROM A COUNCIL STANDPOINT AND NOT TAKE OFFENSE BY
 11:28:29 THAT.
 11:28:29 I AM PROUD BECAUSE TOGETHER WE'VE BUILT THIS WHOLE VILLAGE
 11:28:36 THE WAY PEOPLE ARE SO HAPPY WITH IT.
 11:28:38 THE SAME THING WITH THE COUNCIL.
 11:28:42 IT HASN'T BEEN FIGHTING.
 11:28:45 IT'S A WORKABLE SYSTEM THAT'S MADE THIS COUNCIL GREAT.
 11:28:50 AND SO MANY TIMES I'M THANKFUL THAT THERE'S SOME TOPICAL
 11:28:58 THINGS THAT COME UP, BUT YOU ADDRESS THEM IN A VERY
 11:29:01 PROFESSIONAL WAY.
 11:29:04 AND IF YOU THINK ABOUT ALL THE TIMES WE NEVER HAD TO GO TO
 11:29:07 COURT BECAUSE OF THE WAY YOU WORKED WITH THE PEOPLE THAT
 11:29:12 APPLIED FOR DIFFERENT THINGS FROM YOU, THAT'S THE THING THAT
 11:29:15 I TAKE MOST PROUD IN OUR RELATIONSHIP THAT WE'VE HAD WITH
 11:29:20 TOWN PLANNING AND ZONING AND THE COUNCIL.
 11:29:22 I KNOW A LOT OF TIMES IT'S BEEN DIFFICULT FOR YOU.
 11:29:25 YOU'VE HAD HEALTH PROBLEMS, TOO, BUT YOU STUCK TO IT, AND I
 11:29:30 THINK IF ANYTHING, WHEN PEOPLE BRAG ABOUT HOW ESTERO LOOKS,
 11:29:35 I LOOK TO THE TOWN PLANNING AND ZONING FOR THAT ANSWER.
 11:29:39 >>Scotty Wood: THANK YOU VERY MUCH.
 11:29:42 >>Mayor Errington: ANYONE ELSE?
 11:29:42 LARRY.

 11:29:43 >>Larry Fiesel: SCOTTY, I WANT TO SAY ALSO THAT I APPRECIATE
 11:29:48 HOW YOU HANDLE THE COMMITTEE, HOW THE DECISIONS THAT COME
 11:29:51 BEFORE THE COMMITTEE AREN'T ALWAYS EASY DECISIONS TO MAKE,
 11:29:54 BUT ULTIMATELY I GET A FLAT SPOT ON MY FOREHEAD BANGING IT
 11:30:00 AGAINST THE SCREEN SOMETIMES ABOUT SOME OF THE THINGS YOU
 11:30:02 TALK ABOUT, BUT IN THE END, THE RIGHT DECISION HAS BEEN MADE
 11:30:06 AND I APPRECIATE THE WAY THAT THE VILLAGE HAS COME TOGETHER
 11:30:13 IN THE LOOKS AND THE DECISIONS THAT YOU MAKE.
 11:30:18 ALL OF THEM MAKE THE VILLAGE A MUCH NICER PLACE THAN IT
 11:30:21 COULD HAVE BEEN HAD YOU NOT MADE THE RIGHT DECISION.
 11:30:26 BUT YOU SEEM TO ALWAYS COME TOGETHER COHESIVELY IN THE END
 11:30:30 AND MAKE THE RIGHT DECISIONS.
 11:30:32 APPRECIATE THE EFFORT THAT YOU PUT IN BECAUSE A LOT OF THOSE
 11:30:35 DECISIONS ARE NOT EASY.

11:30:37 THE DEVELOPERS BRING THINGS TO YOU THAT REALLY AREN'T
 11:30:42 ACCEPTABLE IN THE COMMUNITY.
 11:30:43 I THINK ULTIMATELY ONE OF THESE DAYS, I HOPE, DEVELOPERS
 11:30:47 REALIZE WHAT THE STANDARD IS IN THE VILLAGE BEFORE THEY COME
 11:30:49 AND BRING WHAT I CONSIDER AN UNFINISHED, UNACCEPTABLE
 11:30:54 PRODUCT TO MARKET.
 11:30:56 YOU STOOD FIRM WITH THE STANDARDS, THE LAND DEVELOPMENT
 11:31:01 CODE, AND THE DEVELOPERS ARE ALL GOING TO ULTIMATELY LEARN
 11:31:04 THAT'S WHAT IS REQUIRED HERE.
 11:31:07 APPRECIATE YOU STANDING FIRM TO THE STANDARDS OF THE
 11:31:10 COMMUNITY.

 11:31:11 >>Scotty Wood: THANK YOU.
 11:31:12 LET ME JUST REITERATE WHAT COUNCIL MEMBER RIBBLE HAS SAID
 11:31:16 ABOUT THE IMPORTANCE OF HOME RULE, AND I REALLY THINK IT'S
 11:31:20 SOMETHING THAT WE ALL NEED TO GET BEHIND.
 11:31:23 BUT THANK YOU ALL.
 11:31:25 ON THAT NOTE, I GUESS I WILL TURN IT OVER TO MARY, WHO WILL
 11:31:28 GIVE YOU THE REAL FACTS.
 11:31:29 >>Mayor Errington: MARY, WHO IS THAT?
 11:31:31 [LAUGHTER]
 11:31:31 WELCOME, MARY.
 11:31:36 >>Mary Gibbs: THANK YOU.
 11:31:38 WHERE IS MY PowerPoint, TAMMY?
 11:31:43 >>Mayor Errington: DID YOU HEAR THAT COMMENT?
 11:31:45 >>Mary Gibbs: NO, I DIDN'T.
 11:31:46 >>Mayor Errington: REPEAT IT.
 11:31:47 >>Larry Fiesel: I'M WONDERING HOW WE GOT THIS FAR IN THE
 11:31:50 MEETING AND NOW YOU'RE FINALLY STANDING BEFORE US.
 11:31:52 >>Mary Gibbs: I WAS HIDING IN THE BACK.
 11:31:54 I DO WANT TO THANK SCOTTY.
 11:31:58 HE DOES A GREAT JOB AS CHAIR.
 11:32:01 HE REALLY DOES.
 11:32:02 HE SPENT A LOT OF TIME PUTTING THAT REPORT TOGETHER, WHICH
 11:32:05 IS TIME THE STAFF DOESN'T HAVE TO DO.
 11:32:07 EXCELLENT JOB, SCOTTY.
 11:32:08 I ALSO WANTED TO SAY BEFORE I START THAT WE DID NOT PLAN TO

 11:32:13 COLOR COORDINATE OUR OUTFITS TODAY, BUT APPARENTLY WE HAVE A
 11:32:18 PRE-ST. PATRICK'S DAY CELEBRATION GOING ON.
 11:32:22 LIKE A MIND MELD.
 11:32:24 >>Mayor Errington: ARE WE JUST KIND OF GOING IN, SEGUEING
 11:32:27 INTO 12B?
 11:32:28 >>Mary Gibbs: YES, UNLESS STEVE WANTS TO INTRODUCE ME.
 11:32:31 >>Mayor Errington: YOU WANT TO INTRODUCE AGAIN, STEVE?
 11:32:35 >>Jim Wilson: WE KNOW WHO YOU ARE.
 11:32:36 >>Mayor Errington: WE GOT IT.
 11:32:36 >>Mary Gibbs: SO I WANT TO, SINCE A PICTURE IS WORTH A

11:32:41 THOUSAND WORDS, I WANT TO SHOW YOU SOME PICTURES AND GIVE
 11:32:43 YOU AN UPDATE.
 11:32:45 WE DID THIS LAST YEAR, AND I THOUGHT IT WOULD BE HELPFUL TO
 11:32:49 GIVE YOU AN UPDATE OF WHERE WE ARE COMPARED TO LAST YEAR AND
 11:32:51 TALK ABOUT SOME FUTURE PROJECTS THAT WILL BE COMING YOUR
 11:32:54 WAY.
 11:32:55 I WANT TO TALK ABOUT THE PROJECTS THAT HAVE BEEN RECENTLY
 11:32:59 COMPLETED.
 11:33:00 WE'RE GOING TO TALK ABOUT SOME NEW BUSINESSES COMING AND
 11:33:02 SOME REMODELING PROJECTS THAT ARE UNDER CONSTRUCTION AND
 11:33:06 FUTURE PROJECTS.
 11:33:07 I ALSO HAVE A NEW SECTION I ADDED THIS YEAR THAT'S WHATEVER
 11:33:11 HAPPENED TO THESE PROJECTS.
 11:33:12 SO IT MIGHT BE THINGS YOU'RE WONDERING ABOUT.
 11:33:15 >>Mayor Errington: THANK YOU.

11:33:16 [LAUGHTER]
 11:33:18 >>Mary Gibbs: OF COURSE, HERE IS THE MAP OF ESTERO.
 11:33:21 LET'S START WITH THE RECENTLY COMPLETED PROJECTS.
 11:33:23 YOU ALL MAY REMEMBER CLEAN MACHINE CAR WASH.
 11:33:27 THAT IS THE ONE-ACRE SITE AND IT'S ON U.S. 41 NORTH OF
 11:33:31 WALMART.
 11:33:32 AND NEXT TO THE VINES COMMUNITY.
 11:33:34 AND THAT ACTUALLY OPENED UP IN JANUARY, BUT THE INTERESTING
 11:33:42 THING IS, WE WORKED WITH CLEAN MACHINE CAR WASH PROBABLY A
 11:33:45 YEAR, AT LEAST A YEAR TO GET THE DEVELOPMENT ORDER.
 11:33:48 THEIR FIRST ATTEMPT AT ARCHITECTURE LOOKED LIKE SOMETHING
 11:33:51 FROM NORTHERN ILLINOIS.
 11:33:53 IT WAS KIND OF DRAB AND WINTRY LOOKING.
 11:33:56 SO THE PLANNING ZONING AND DESIGN BOARD WORKED WITH THEM
 11:33:59 QUITE A BIT TO SAY WE WANT THIS TO LOOK LIKE ESTERO AND TO
 11:34:03 COMPLEMENT THE COMMUNITIES AROUND IT.
 11:34:04 SO THEY DID A GREAT JOB WITH THE ARCHITECTURE.
 11:34:08 AND ALSO, THEY DID A GREAT JOB WITH TREE PRESERVATION
 11:34:11 BECAUSE THERE ARE SOME VERY LARGE HERITAGE OAK TREES ON THE
 11:34:14 SITE.
 11:34:15 THEY SAVED QUITE A FEW OF THEM, A COUPLE OF THEM IN THE
 11:34:18 MIDDLE HAD TO GO, BUT THEY SAVED THE ONES ON THE EXTERIOR.
 11:34:21 AND THEY ALSO WORKED WITH THE VINES COMMUNITY BECAUSE YOU
 11:34:23 REMEMBER IT WAS A LITTLE BIT CONTROVERSIAL, AND THEY LIMITED
 11:34:26 THE HOURS OF OPERATION IN AN AGREEMENT WITH THE VINES

11:34:29 COMMUNITY.
 11:34:30 AND THEN WHEN THIS WAS ALL SAID AND DONE, JUST WHEN THEY ARE
 11:34:33 ABOUT TO OPEN, WE FIND OUT THAT CLEAN MACHINE WAS BOUGHT OUT
 11:34:37 BY MISTER CAR WASH, WHO ACQUIRED 33 SITES, CAR WASHES IN
 11:34:42 FLORIDA.
 11:34:43 THEY COME TO GET THEIR SIGN AND WE'RE LIKE, WAIT, WHAT

11:34:45 HAPPENED TO CLEAN MACHINE.
 11:34:47 SO IT MORPHED INTO MISTER CAR WASH.
 11:34:50 YOU ALL MIGHT REMEMBER ALSO FIFTH THIRD BANK.
 11:34:54 MIROMAR OUTLETS MALL.
 11:34:56 THIS ONE WAS A LITTLE BIT CONTROVERSIAL BECAUSE WE WERE
 11:34:59 TRYING TO RETAIN THE MEDITERRANEAN FLAVOR OF THE SHOPPING
 11:35:01 CENTER, BUT THEY WANTED TO PROPOSE SOMETHING THAT WASN'T
 11:35:04 QUITE AS HEAVY MEDITERRANEAN.
 11:35:05 IT IS A VERY SMALL BUILDING, SO IT WAS DIFFICULT TO WORK
 11:35:08 AROUND.
 11:35:09 BUT THEY DID KEEP THE TILE ROOFS AND IT HAS THE COLORS THAT
 11:35:13 MATCH.
 11:35:14 SO THAT WAS APPROVED AND IS NOW OPEN.
 11:35:16 BEN HILL GRIFFIN NORTH OF MIROMAR OUTLETS, WE HAD A LITTLE
 11:35:24 SHOPPING CENTER, AND WE ALSO HAD A BUILDING TO THE NORTH END
 11:35:28 THAT WAS LEE HEALTH BUILDING.
 11:35:30 SO IF WE LOOK AT THE LEE HEALTH BUILDING, YOU'LL SEE THAT
 11:35:35 THEY ACTUALLY RETAINED THE SAME DESIGN FROM THE LEE HEALTH
 11:35:39 BUILDING AT COCONUT POINT WITH SOME OF THE TREATMENTS ON THE

 11:35:42 FRONT.
 11:35:42 THE COLORS WERE VERY SIMILAR AND SOME OF THE STONE MATCHES
 11:35:46 WHAT LEE HEALTH HAD.
 11:35:47 BUT IT ALSO COMPLEMENTS WHAT IS AROUND IT.
 11:35:50 THIS WAS TAKEN WHEN THE CONSTRUCTION WAS JUST ABOUT
 11:35:53 COMPLETE, BUT I THINK THEY FORGOT TO REMOVE THE
 11:35:56 PORT-A-POTTY.
 11:35:57 I'M HOPING IT'S GONE TODAY.
 11:36:01 YOU'LL SEE, THIS IS THE SHOPPING AREA THAT'S JUST SOUTH OF
 11:36:05 THAT BUILDING.
 11:36:05 IT'S GOT THE STARBUCKS, TIDE CLEANERS, I THINK A JUICE OR
 11:36:10 SANDWICH SHOP.
 11:36:12 BUT THE ARCHITECTURE IS VERY COMPLEMENTARY.
 11:36:16 NOW LET'S TALK ABOUT SOME NEW BUSINESSES AND REMODELINGS
 11:36:20 THAT WE HAVE.
 11:36:21 AND THESE ARE THINGS THAT DON'T ALWAYS GO TO DESIGN REVIEW
 11:36:24 BOARD.
 11:36:26 AT THE BROADWAY SHOPPES AT 41 AND BROADWAY, THERE IS A NEW
 11:36:31 BUSINESS CALLED ARTISAN BAKERY.
 11:36:33 AND THIS IS SOMETHING THAT WHEN YOU HAVE AN INTERIOR
 11:36:36 REMODELING, THEY ARE USUALLY JUST REVIEWED BY THE STAFF, AND
 11:36:39 THE STAFF THAT REVIEWS IT, I ASKED MARYANN DEVANAS, WAVE TO
 11:36:45 THE CROWD.
 11:36:46 MARYANN HELPS ALL THE NEW BUSINESSES WITH WHAT THEY NEED TO
 11:36:50 OPEN.

 11:36:50 SHE DOES AN AWESOME JOB.
 11:36:53 ALSO, I WANT TO THANK HER BECAUSE SHE PUT TOGETHER THIS

11:36:55 WHOLE PowerPoint FOR ME.
 11:36:57 SHE DID A LITTLE PHOTOGRAPHY.
 11:36:58 I KNOW SHE WENT TO THE ARTISAN BAKERY TO TAKE SOME PHOTOS OF
 11:37:02 THE FOOD, AND I THINK SHE ACTUALLY PURCHASED SOME TO TASTE
 11:37:06 TEST IT AND MAKE SURE IT WAS VERY GOOD.
 11:37:08 SHE GAVE IT LIKE FOUR STARS.
 11:37:10 SHE SAID IF YOU'RE LOOKING FOR DESSERTS, THIS IS THE PLACE
 11:37:13 TO GO.
 11:37:13 WE ALSO HAVE A BICYCLE CAFE OVER BY RUSTY'S IN THAT PLAZA,
 11:37:20 WHERE YOU CAN GET -- YOU CAN RENT BICYCLES AND YOU CAN ALSO
 11:37:23 GET SOME -- THIS LOOKS LIKE A HEALTHY DRINK.
 11:37:27 IT'S NOT ALCOHOLIC.
 11:37:28 AND ALSO, IN THE SAME SHOPPING CENTER IS A FLORAL ARTISTRY
 11:37:32 STUDIO.
 11:37:33 I KNOW MARYANN WORKED WITH THEM BECAUSE THEY HAVE FLOWERS
 11:37:37 BUT THEY ALSO HAVE LITTLE SUNDRIES AND ALL KINDS OF
 11:37:41 INTERESTING THINGS.
 11:37:41 I KNOW SHE WAS NOT SHOPPING, JUST TAKING PHOTOS, CORRECT?
 11:37:45 HERE'S AN INTERESTING ONE.
 11:37:50 THIS IS CALLED TACOS ON THE ROAD.
 11:37:52 IT'S NOT ACTUALLY ON THE ROAD, BUT IT'S IN THE MARATHON GAS
 11:37:55 STATION.
 11:37:55 THIS IS THE ONE OUT ACROSS THE STREET FROM LOWE'S.

 11:37:58 THIS IS THE MARATHON ON THE NORTH SIDE OF THE ROAD.
 11:38:01 AND INTERESTINGLY, SHE WORKED WITH THESE PEOPLE, TOO, I
 11:38:04 THINK WHO POSED FOR HER PICTURES.
 11:38:07 WE'VE NOTICED A TREND IN BUSINESSES, KIND OF THESE FOODIE
 11:38:12 BUSINESSES LOCATING IN GAS STATIONS.
 11:38:14 THE TECHNICAL TERM IS ACTUALLY CALLED GAS STATION GOURMET
 11:38:17 FOOD.
 11:38:17 SO I KNOW SHE WENT AND SAMPLED SOME OF THE TACOS AND SAID
 11:38:22 THOSE WERE ALSO VERY GOOD.
 11:38:24 WE ALSO HAVE, I THINK, IN THE OTHER GAS STATION IN THAT
 11:38:28 VICINITY, THERE IS LIKE A PLACE THAT DOES BREAKFAST BRUNCHES
 11:38:31 AND THERE'S ALSO IN THE GAS STATION OUT AT MIROMAR IS THE
 11:38:35 CUBAN COFFEE AND PASTRIES.
 11:38:38 SO IT'S JUST INTERESTING THAT YOU SEE THESE TRENDS OF GAS
 11:38:43 STATION GOURMET.
 11:38:44 WE LIKE THIS PICTURE.
 11:38:45 COMING SOON, YOU MAY HAVE SEEN THIS AT COCONUT POINT.
 11:38:52 WHERE THE STIR CRAZY RESTAURANT WAS, THEY ARE REMODELING TO
 11:38:55 DO A CHEESECAKE FACTORY, WHICH IS KIND OF EXCITING, AS WE
 11:38:58 SEE THE CHEESECAKE IN THE CORNER.
 11:39:00 THIS DID NOT GO TO DESIGN REVIEW BOARD BECAUSE THE REASON
 11:39:04 BEING, IF THEY COME IN AND -- THIS WAS AN EXTERIOR REMODEL
 11:39:08 PLUS AN INTERIOR MODEL.
 11:39:11 IF THEY COME IN AND MEET THE PARAMETERS THAT ARE SET IN THE

11:39:13 COCONUT POINT BEAUTY BOOK, WHICH IS THE PATTERN BOOK, AS

11:39:16 LONG AS THEY ARE CONSISTENT WITH THAT, THEN THE STAFF CAN

11:39:19 APPROVE THAT ADMINISTRATIVELY WITH THE BUILDING PERMIT.

11:39:22 AND IT DOES NOT NEED TO GO BACK TO THE PLANNING ZONING AND

11:39:25 DESIGN BOARD UNLESS THERE'S SOMETHING INCONSISTENT OR VERY

11:39:28 DISPARATE.

11:39:29 THEY ARE WORKING THIS.

11:39:32 I THINK THEY ARE PLANNING TO OPEN LATER THIS YEAR, AND THERE

11:39:36 WILL BE OUTDOOR SEATING.

11:39:38 WE'RE WORKING ON THEIR LIQUOR LICENSE, TOO, WHICH MARYANN

11:39:42 ALSO DOES, ALL THE FOOD AND LIQUOR SHE HANDLES.

11:39:45 THANK YOU.

11:39:45 BUT THE FENCING, THIS IS JUST FENCING THAT IS SHOWN THAT'S

11:39:51 FOR SAFETY WHILE THEY ARE DOING THE CONSTRUCTION.

11:39:53 AND THAT WILL GO AWAY.

11:39:55 PROJECTS UNDER CONSTRUCTION, AND THESE ARE PROJECTS THAT

11:40:00 HAVE BEEN EITHER REVIEWED AND APPROVED BY THE COUNCIL OR THE

11:40:04 PLANNING AND ZONING AND DESIGN BOARD, OR IN SOME CASES BOTH.

11:40:08 SO ESTERO CROSSING, YOU ALL REMEMBER, THAT'S THE MIXED USE

11:40:12 PLANNED DEVELOPMENT THAT STOCK IS BUILDING.

11:40:15 THAT WAS APPROVED FOR 300-PLUS MULTIFAMILY RESIDENTIAL AND

11:40:19 THEN IN THE FRONT ON CORKSCREW ROAD WAS THE 60,000 SQUARE

11:40:23 FEET OF COMMERCIAL, AND THEY HAD -- IN THE ZONING, THEY HAD

11:40:28 SOME PLACEMAKING COMPONENTS TO INTEGRATE THE PROJECT SO IT

11:40:32 WOULD LOOK LIKE IT WAS ONE PROJECT AND NOT SEVEN OR EIGHT

11:40:35 DIFFERENT COMMERCIAL THINGS WITH RESIDENTIAL ON THE BACK.

11:40:40 THE COMMERCIAL RETAIL, SOME OF THESE ARE ALREADY OPENED.

11:40:43 SHERWIN WILLIAMS, THERE IS A CHICKEN SALAD CHICK, ORANGE

11:40:47 THEORY, WHICH IS A WORKOUT PLACE.

11:40:49 THE JOINT, WHICH I JUST WANT TO MENTION IS CHIROPRACTIC

11:40:55 CLINIC.

11:40:55 IT IS NOT A MEDICAL MARIJUANA DISPENSARY BECAUSE WE DON'T

11:40:58 ALLOW THEM.

11:40:59 AND THEN THERE IS A DENTAL SHOP, A DUNKIN' DONUTS WILL BE

11:41:03 COMING SOON, AND CRISP AND GREEN HEALTHY EATING FOR DAVID

11:41:08 WILLEMS BECAUSE HE IS A VERY PARTICULAR EATER.

11:41:10 WE HAD TO MAKE SURE WE GOT HEALTHY THINGS FOR HIM.

11:41:13 THIS IS THE COMMERCIAL AREA OF ESTERO CROSSING, AND THEY

11:41:18 HAVE THAT PASEO AREA, WHICH IS REALLY JUST THE BRICK PAVER

11:41:22 KIND OF PATIO AREA THAT WILL CONNECT THE COMMERCIAL IN THE

11:41:25 FRONT.

11:41:25 IT GOES ACROSS A RESIDENTIAL MAIN STREET, WHICH IS THE

11:41:29 REVERSE FRONTAGE ROAD, BUT WAS NARROWED WITH SOME PARALLEL

11:41:32 PARKING TO MAKE IT LOOK A LITTLE BIT LESS LIKE A HIGHWAY AND

11:41:36 MORE LIKE A LITTLE LOCAL STREET.

11:41:39 AND THAT WILL CONNECT INTO THE RESIDENTIAL AREA.

11:41:42 ONE OF THE PLACEMAKING ELEMENTS WAS PUBLIC ART, WHICH WAS
 11:41:47 THE SCULPTURE.
 11:41:48 I DO REMEMBER PLANNING ZONING AND DESIGN BOARD, A COUPLE OF
 11:41:51 THEM COMMENTED THAT IT WAS MAGNIFICENT.
 11:41:54 OF COURSE, BEAUTY IS IN THE EYE OF THE BEHOLDER, BUT THEY

 11:41:56 WERE VERY EXCITED.
 11:41:58 HAD A SCULPTOR FROM ST. PETE THAT DID THAT.
 11:42:01 YES, THAT IS EXISTING.
 11:42:07 IF YOU WANT TO RIDE YOUR BIKE AND LOOK AT IT.
 11:42:10 OAK & STONE RESTAURANT IS AT THE EAST END OF THE COMMERCIAL
 11:42:16 PROJECT AND IS UNDER CONSTRUCTION NOW.
 11:42:19 AND I DID THIS PHOTO SO YOU COULD SEE IF YOU LOOK AT THE TOP
 11:42:22 LEFT CORNER, YOU'LL SEE THE ARTIST RENDERING AND THEN YOU'LL
 11:42:26 SEE THE BUILDING UNDER CONSTRUCTION, AND YOU CAN SEE THAT IT
 11:42:28 IS VERY CONSISTENT.
 11:42:31 OAK & STONE HAS AN OUTDOOR PATIO AREA.
 11:42:34 I THINK IT'S GOING TO BE SCREENED IN, AND THAT'S WHAT YOU
 11:42:37 SEE HERE.
 11:42:39 WHEN IT WAS APPROVED, THEY HAD ASKED FOR A LIQUOR LICENSE
 11:42:43 FOR THE OUTDOOR PATIO, OUTDOOR SEATING, WHICH IS QUITE A
 11:42:48 DISTANCE FROM THE RESIDENTIAL NEIGHBORHOOD, SO IT SEEMED
 11:42:50 APPROPRIATE.
 11:42:50 I JUST HAVE TO SAY I'M SLIGHTLY DISAPPOINTED BECAUSE THEY
 11:42:55 WERE SUPPOSED TO BE OPEN, THEY TOLD US THEY WOULD BE OPEN IN
 11:42:58 JANUARY, AND THEY ARE NOT.
 11:42:59 THEY ARE RUNNING A LITTLE BIT BEHIND, AND I WAS REALLY
 11:43:02 HOPING THEY WOULD BE OPEN FOR ST. PATRICK'S DAY BECAUSE I
 11:43:06 READ THAT THEY HAVE 40 KINDS OF DRAFT BEERS AND NOW WE WON'T
 11:43:10 GET TO SAMPLE THAT.
 11:43:11 HAVE TO WAIT A LITTLE LONGER.

 11:43:14 DUNKIN' DONUTS IS AT THE FAR WEST END OF THE COMMERCIAL
 11:43:18 AREA.
 11:43:18 AGAIN, THAT'S UNDER CONSTRUCTION NOW.
 11:43:21 AND THAT'S OVER BY WHERE THE NEW TRAFFIC LIGHT IS AT PUENTE
 11:43:27 WAY.
 11:43:27 THE RESIDENTIAL IS JUST STARTING TO BE UNDER CONSTRUCTION.
 11:43:30 I THINK THEY HAVE CLEARED THE PROPERTY.
 11:43:33 THEY ARE PUTTING -- PAVING THE PARKING NOW AND SO THEY ARE
 11:43:37 WORKING ON THAT.
 11:43:39 JUST A PICTURE OF THE CLUBHOUSE AND THE RENDERINGS.
 11:43:41 NOW WE'RE GOING TO THE COCONUT ROAD.
 11:43:47 WE'RE GOING TO THE OTHER SIDE OF TOWN.
 11:43:50 MIDWAY ON COCONUT ROAD ON THE WEST OF 41 IS COCONUT LANDING.
 11:43:55 IF YOU ALL WILL RECALL, IT'S RIGHT NEXT TO EL DORADO ACRES.
 11:44:00 IT WAS 10 ACRES THAT THE PROPERTY OWNER ANNEXED INTO THE
 11:44:03 VILLAGE TO DO THEIR SUBDIVISION.

11:44:07 THIS IS THEIR ENTRY FEATURE SIGN.
 11:44:09 IT'S UNDER CONSTRUCTION NOW.
 11:44:11 THERE'S 25 RESIDENCES APPROVED AND I THINK ABOUT 15 HAVE
 11:44:15 BEEN COMPLETED TO DATE.
 11:44:17 NOW WE'RE GOING WAY OUT EAST ON CORKSCREW ROAD.
 11:44:23 I HOPE YOU DON'T GET CAR SICK WITH ME.
 11:44:27 THIS RIVERCREEK WAS KNOWN AS CORKSCREW CROSSING, AND BEFORE
 11:44:30 THAT, YOU MIGHT REMEMBER IT AS THE ARGO PROJECT.
 11:44:34 IT IS EAST OF WILDCAT RUN AND WEST OF BELLA TERRA AND

 11:44:41 PRESERVE.
 11:44:42 THIS PICTURE IS FUNKY BECAUSE NORTH IS TO THE RIGHT.
 11:44:44 YOU MIGHT RECALL THIS.
 11:44:46 IT WAS 400 ACRES AND THE SOUTH, WHICH IS THE GREEN PART ON
 11:44:49 THE SCREEN, HAS BEEN SAVED AS A WETLAND AND UPLAND PRESERVE.
 11:44:54 AND THEN THE LOTS ARE ON THE NORTHERN END.
 11:44:57 THAT'S UNDER CONSTRUCTION NOW, MOST OF THE PHASES HAVE BEEN
 11:45:02 APPROVED.
 11:45:04 THIS IS THE ENTRY FEATURE SHOWING YOU THE PICTURE AND
 11:45:06 SHOWING YOU WHAT'S UNDER CONSTRUCTION.
 11:45:09 AND THIS IS JUST SOME SAMPLES OF THE HOMES AND THEY HAVE A
 11:45:12 LITTLE MODEL ROW AREA APPROVED.
 11:45:16 YOU MIGHT REMEMBER THAT WHEN THIS PROJECT CAME IN, WE'VE HAD
 11:45:21 A LITTLE BIT OF CONTENTION WITH IT AND WE ENDED UP WORKING
 11:45:24 THAT OUT.
 11:45:24 THEY DONATED \$750,000 TO THE VILLAGE, AND THAT WAS TO BE
 11:45:30 USED FOR PURCHASE OF SOME ENVIRONMENTAL LAND OR SOMETHING
 11:45:34 FOR PARKS, OPEN SPACE, OR ENVIRONMENTAL.
 11:45:37 AND WE USED THAT DONATION TO HELP OFFSET THE COST OF THE
 11:45:41 PROPERTY AT THE EAST END OF BROADWAY.
 11:45:43 THAT TURNED OUT VERY, VERY NICE.
 11:45:47 FUTURE PROJECTS THAT ARE COMING UP, IN WEST BAY CLUB, SCOTTY
 11:45:53 MIGHT BE ANXIOUS ABOUT THIS.
 11:45:55 THIS IS THE HIGH-RISE BUILDING THAT'S AT THE END OF WILLIAMS
 11:45:58 ROAD.

 11:45:58 IT WAS CALLED POD 5.
 11:46:00 THE ZONING WAS APPROVED BY COUNCIL.
 11:46:03 THE DEVELOPMENT ORDER WAS APPROVED BY PLANNING ZONING AND
 11:46:07 DESIGN BOARD.
 11:46:08 THEY HAVE NOT STARTED THE PROJECT YET, BUT WHAT THEY HAVE
 11:46:12 TOLD ME IS THEY ARE GETTING THEIR FINAL PERMITS FROM
 11:46:15 DEPARTMENT OF ENVIRONMENTAL PROTECTION.
 11:46:17 AND THEN THEY EXPECT THEY'LL START CLEARING THE PROPERTY AS
 11:46:21 SOON AS THEY GET THAT, WHICH MAY BE WITHIN THE NEXT MONTH.
 11:46:24 YOU HAVE ALL PROBABLY SEEN THE NEWSPAPER ADS, AND THIS WAS
 11:46:28 MEANT TO COMPETE WITH SOME OF THE ONES IN BONITA.
 11:46:31 PLANNING ZONING AND DESIGN BOARD AND THE COUNCIL WORKED TO

11:46:34 MAKE SURE THAT THE ARCHITECTURE OF THIS TURNED OUT TO BE
 11:46:38 VERY NICE.
 11:46:39 DOWNTOWN ESTERO IS A MIXED USE PLANNED DEVELOPMENT PROJECT
 11:46:44 AT U.S. 41 AND BROADWAY.
 11:46:46 WE ACTUALLY REVIEWED THIS LAST NIGHT WITH THE PLANNING
 11:46:52 ZONING AND DESIGN BOARD.
 11:46:53 THEY HAD A WORKSHOP TO GO OVER THEIR FINAL ARCHITECTURAL
 11:46:56 PLANS.
 11:46:56 IT'S BEEN IN THE PROCESS PROBABLY FOR A YEAR, JUST REVIEWING
 11:47:01 THE DIFFERENT PHASES, AND THE PLANNING ZONING AND DESIGN
 11:47:05 BOARD WAS VERY COMPLIMENTARY OF THE ARCHITECTURE LAST NIGHT.
 11:47:09 THE DEVELOPERS FROM BUCKINGHAM COMPANIES FROM INDIANA, THEY
 11:47:14 ACTUALLY CAME IN PERSON LAST NIGHT TO THE MEETING AND THEY

 11:47:18 TOLD ME THAT ONE OF THE REASONS THEY COME DOWN IS BECAUSE
 11:47:21 THEY LIKE THE CUBAN COFFEE AT THE ONE GAS STATION.
 11:47:27 SO THAT WAS A BONUS, BUT THE PROJECT, THE ARCHITECTURE IS
 11:47:31 LOOKING GOOD AND AS I SAID, THE BOARD WAS VERY COMPLIMENTARY
 11:47:37 OF WHAT THEY HAVE DONE.
 11:47:38 CORKSCREW PINES, OUT AT STONEYBROOK, YOU MAY RECALL THIS.
 11:47:44 I'M PRETTY SURE COUNCIL MEMBER BOESCH REMEMBERS THIS.
 11:47:48 THERE IS A 12-ACRE PIECE OF PROPERTY THAT'S NORTH OF THE
 11:47:53 PINWOODS ELEMENTARY SCHOOL AND EAST OF STONEYBROOK GOLF
 11:47:57 DRIVE.
 11:47:57 AND THEY HAD PLANNED TO DO A 7-ELEVEN GAS STATIONS.
 11:48:01 THEY WANTED THE 24-HOUR OPERATION, AND THEN AT THE EAST END
 11:48:04 OF THE PROJECT THEY WERE GOING TO DO MINI-WAREHOUSES.
 11:48:07 THEY CAME IN FOR A ZONING AMENDMENT.
 11:48:09 THEY WERE GOING TO DO THE MINI-WAREHOUSES TALLER.
 11:48:12 THEY WANTED THE GAS STATION TO BE OPEN 24/7.
 11:48:15 IT WENT TO PLANNING ZONING AND DESIGN BOARD, AND THEY HAD
 11:48:19 SERIOUS CONCERNS.
 11:48:20 WE HAD A LOT OF NEIGHBORS THAT CAME OUT, AND THEN THEY
 11:48:23 WITHDREW THE REQUEST THE NEXT DAY.
 11:48:25 THEN THEY CAME BACK WITH A REQUEST FOR THE GAS STATION
 11:48:29 SEPARATELY AS A DEVELOPMENT ORDER, NOT A ZONING.
 11:48:32 IT WENT TO WHERE IT WAS ON ITS WAY TO GO BACK TO PLANNING
 11:48:36 ZONING AND DESIGN BOARD, BUT THE COMMUNITY DEVELOPMENT
 11:48:39 DISTRICT AND EVERYBODY GOT INVOLVED.

 11:48:40 THE NEIGHBORS WERE STILL CONCERNED.
 11:48:43 THE STAFF WAS CONCERNED.
 11:48:44 SO RECENTLY THEY SAID WE ARE WITHDRAWING THE GAS STATION
 11:48:50 PART OF THAT DEVELOPMENT ORDER.
 11:48:51 SO LAST NIGHT, WE WENT BACK TO PLANNING ZONING AND DESIGN
 11:48:54 BOARD WITH WHAT THEY CALL THE INFRASTRUCTURE, WHICH IS THE
 11:48:57 ROADS, THE DRAINAGE, AND THE LANDSCAPING FOR THE WHOLE
 11:49:00 12-ACRE SITE AND A WORKSHOP ON THE MINI-WAREHOUSES BECAUSE

11:49:05 THAT'S NOT QUITE READY.
 11:49:06 IT STILL NEEDS SOME MORE ARCHITECTURAL TREATMENT.
 11:49:12 SOME OF THE NEIGHBORS CAME LAST NIGHT JUST TO MAKE SURE, BUT
 11:49:15 THEY DID SAY WE'RE NOT PROCEEDING WITH THE GAS STATION.
 11:49:17 THEY ARE LOOKING FOR OTHER TENANTS RIGHT NOW, IS MY
 11:49:22 UNDERSTANDING.
 11:49:22 ANYWAY, THAT WAS THE UPDATE FROM LAST NIGHT HOT OFF THE
 11:49:27 PRESS.
 11:49:28 YOU MIGHT REMEMBER MARKETPLACE AT COCONUT POINT.
 11:49:32 IT WAS JUST IN FRONT OF RAPALLO, AND THAT WAS ANOTHER ONE.
 11:49:37 NOW, THE ZONING WAS ALREADY IN PLACE THROUGH THE DRI FOR
 11:49:40 THIS PROJECT, SO THEY WERE ALLOWED TO HAVE FAST FOOD, AND I
 11:49:45 KNOW THE NEIGHBORS WERE VERY CONCERNED ABOUT THAT, BUT THE
 11:49:48 ZONING ALLOWED IT, SO THERE WASN'T -- THE VILLAGE HAD REALLY
 11:49:51 NO LEVERAGE BECAUSE THE ZONING WAS APPROVED BY THE COUNTY
 11:49:54 MANY YEARS AGO.
 11:49:55 SO THIS WAS APPROVED FOR THE DEVELOPMENT ORDER BY THE

 11:50:00 PLANNING ZONING AND DESIGN BOARD.
 11:50:02 I HAVE TO SAY, THOUGH, WHEN WE LOOKED AT THE ARCHITECTURE
 11:50:06 FOR THE McDONALD'S, IT'S PROBABLY ONE OF THE NICEST
 11:50:09 McDONALD'S YOU'LL EVER SEE.
 11:50:11 THE ARCHITECT DID A REALLY GOOD JOB ON IT, AND WE HEAR THAT
 11:50:16 THERE IS SUPPOSED TO BE ALSO A MILLER'S ALE HOUSE.
 11:50:19 SOMETIMES THOSE THINGS CHANGE, SO THAT'S NOT CAST IN
 11:50:23 CONCRETE, BUT THE DEVELOPMENT ITSELF WILL LOOK VERY NICE.
 11:50:26 WAWA YOU ALL REMEMBER.
 11:50:31 THIS ONE RIGHT IN FRONT OF THE LOWE'S SHOPPING CENTER, THIS
 11:50:35 IS THE OLD RUBY TUESDAYS AND THE COUNCIL APPROVED THE ZONING
 11:50:39 AMENDMENT TO ALLOW THEM TO DO THE WAWA LOCATED CLOSER THAN
 11:50:45 IS TYPICALLY ALLOWED FROM ANOTHER GAS STATION.
 11:50:47 SO THE WAWA IS IN NOW FOR THE DEVELOPMENT ORDER AND THE
 11:50:51 STAFF IS REVIEWING IT NOW AND WILL TAKE IT BACK TO PLANNING
 11:50:54 ZONING AND DESIGN BOARD TO TWEAK -- TO DO WHATEVER TWEAKING
 11:50:59 NEEDS TO BE DONE.
 11:51:00 JUST TO THE WEST OF THAT, THE WAWA IS THE YELLOW PARCEL,
 11:51:03 DIRECTLY WEST OF THAT WAS AN EXTRA PARCEL.
 11:51:06 IF YOU REMEMBER WHEN WE DID THE WAWA ZONING, THEY ALSO WERE
 11:51:10 ALLOWED TO RETAIN THE ONE FAST FOOD RESTAURANT.
 11:51:14 SO IT LOOKS LIKE WE'RE GOING TO HAVE A FAST FOOD RESTAURANT
 11:51:17 COMING IN.
 11:51:18 THEY HAVE CONTACTED US.
 11:51:19 WE HAD A PUBLIC INFORMATION MEETING LAST NIGHT AT THE

 11:51:22 PLANNING ZONING AND DESIGN BOARD TO REVIEW THAT.
 11:51:24 SO THAT WILL BE INTERESTING.
 11:51:26 YOU SEE THE GREEN CORNER PIECE, RIGHT AT THE CORNER OF THREE
 11:51:33 OAKS AND CORKSCREW, IS WHERE GOODWILL WANTS TO RELOCATE.

11:51:38 THEY ARE SELLING THEIR BUILDING ON THE NORTH SIDE OF
 11:51:41 CORKSCREW ROAD AND THEY WANT TO MOVE OVER TO THIS SITE.
 11:51:45 AND THEY ARE WORKING WITH US NOW.
 11:51:47 THEY HAD A PUBLIC INFORMATION MEETING, BUT THEY ARE WORKING
 11:51:50 WITH US BECAUSE THERE ARE A FEW ISSUES WITH THAT PROPERTY,
 11:51:55 SUCH AS RETAINING THE OAK TREES ON THE CORNER.
 11:51:57 SO THIS LOOKS LIKE WITH THESE THREE REQUESTS WE'LL BASICALLY
 11:52:02 COMPLETE THIS SHOPPING CENTER.
 11:52:03 I JUMPED AHEAD.
 11:52:07 THERE IS THE GOODWILL SLIDE.
 11:52:08 SO THIS JUST SHOWS WHEN THEY FIRST CAME IN AND TALKED TO THE
 11:52:13 STAFF, THEY SHOWED US A PICTURE OF ANOTHER GOODWILL THAT
 11:52:16 THEY DID THAT I HAVE TO SAY WAS NOT THE PRETTIEST THING I'VE
 11:52:20 EVER SEEN, EVER.
 11:52:22 AND WE SAID NO GRAY WITH YELLOW BOLLARDS AND FLAT ROOF.
 11:52:28 IT NEEDS TO BE MORE ESTERO.
 11:52:30 AND THEY CAME BACK WITH THIS RENDERING HERE, WHICH WAS 100%
 11:52:36 BETTER THAN WHAT WE HAD SEEN.
 11:52:38 THEY MAY HAVE TO TWEAK IT SOME MORE WHEN THEY GET TO
 11:52:41 PLANNING ZONING AND DESIGN BOARD, BUT WE WERE VERY CONCERNED
 11:52:44 THAT IT DIDN'T REALLY FIT INTO THE CENTER, BUT THEY DID A

 11:52:47 NICE JOB.
 11:52:48 BACK DOWN TO PELICAN COLONY DRIVE, EAST SIDE OF 41 FAST FOOD
 11:53:00 RESTAURANT ALLOWED AND CULVER'S WANTS TO GO IN AND BUILD A
 11:53:03 RESTAURANT.
 11:53:04 THIS IS ANOTHER CASE WHERE THEY CAME IN TO PLANNING ZONING
 11:53:07 AND DESIGN BOARD WITH THEIR FIRST RENDERING WHICH LOOKED
 11:53:12 LIKE A CULVER'S FROM UP NORTH, THE BRICK AND THE DARK
 11:53:15 COLORS, AND THE ARCHITECT WAS TOLD, NO, GO LOOK AT THE
 11:53:19 THINGS AROUND THERE AND MAKE SURE YOU CAN BLEND IT IN.
 11:53:21 SO THEY MADE A FEW REVISIONS.
 11:53:23 I THINK THEY WILL BE COMING BACK AGAIN.
 11:53:25 BUT IT HAS MORPHED INTO SOMETHING THAT IS MUCH NICER.
 11:53:29 MILAN VILLAS, THE COUNCIL, YOU RECALL, THIS ONE WAS REZONED.
 11:53:35 IT WAS ZONED COMMERCIAL AND THEY REZONED IT TO RESIDENTIAL
 11:53:38 TO DO THE 44 SINGLE-FAMILY HOMES.
 11:53:42 DR HORTON IS GOING TO DEVELOP THAT.
 11:53:44 RIGHT OUT THE BACK WINDOW AND ONE BUILDING OVER IS A
 11:53:54 PROPOSED EYE DOCTOR AND MEDICAL OFFICE.
 11:53:57 IT'S CALLED EYEBUILD.
 11:53:58 IT WENT TO PLANNING ZONING AND DESIGN BOARD, AND THEY JUST
 11:54:01 APPROVED THE DEVELOPMENT ORDER LAST MONTH.
 11:54:04 AGAIN, WITH VERY SIMILAR ARCHITECTURE TO BLEND IN WITH THE
 11:54:08 REST OF THE DEVELOPMENT HERE.
 11:54:09 GENOVA, COUNCIL APPROVED THE CHANGE TO THE ZONING BECAUSE
 11:54:19 THE LAST TWO CONDO BUILDINGS WILL BE REPLACED BY THE

11:54:22 SINGLE-FAMILY VILLAS AND THE TOWNHOMES.
 11:54:24 THEY HAVE NOT SUBMITTED A DEVELOPMENT ORDER YET.
 11:54:27 THEY TOLD ME FEBRUARY, BUT IT'S STILL NOT IN.
 11:54:30 SO WE EXPECT IT FAIRLY SOON.
 11:54:33 I KNOW THE GENOVA PEOPLE ARE ANXIOUS TO GET SOMETHING, THE
 11:54:36 RESIDENTS WANT TO GET SOMETHING MOVING.
 11:54:38 VIA COCONUT IS ACROSS THE STREET FROM GENOVA.
 11:54:47 THAT WAS APPROVED BY COUNCIL FOR MIXED USE DEVELOPMENT WITH
 11:54:49 THE APARTMENTS AND THE COMMERCIAL AND THE MAIN STREET AREA
 11:54:52 THAT WOULD CONNECT OVER TO NORTH POINT.
 11:54:55 THE DEVELOPMENT ORDER IS UNDER REVIEW BY STAFF.
 11:54:57 WE'RE WORKING ON, IF YOU RECALL, THE NORTH -- THERE WAS AN
 11:55:02 ACRE AT THE VERY NORTH END.
 11:55:03 THEY ARE GOING TO DONATE TO US FOR PARK, AND WE'RE WORKING
 11:55:08 ON THE LEGAL DOCUMENTS FOR DONATION OF THE PARK AND SOME
 11:55:12 PEDESTRIAN AMENITIES.
 11:55:15 THEY HAD SOME THINGS THEY NEED TO HAVE PUBLIC EASEMENT, SO
 11:55:18 WE'RE WORKING ON THAT.
 11:55:19 AND THEN THAT WILL GO BACK TO PLANNING ZONING AND DESIGN
 11:55:22 REVIEW BOARD FOR APPROVAL.
 11:55:25 PAVICH OFFICE BUILDING.
 11:55:31 SOMEBODY WONDERED WHAT HAPPENED TO THAT.
 11:55:33 HE GOT A ZONING AND DIDN'T COME BACK FOR A LONG TIME, BUT
 11:55:36 THEY DID SUBMIT FOR THEIR DEVELOPMENT ORDER AND IT'S UNDER
 11:55:38 REVIEW NOW.

 11:55:39 THEY ASKED FOR A COUPLE OF EXTENSIONS SO IT'S TAKING A
 11:55:42 LITTLE LONGER THAN WE THOUGHT.
 11:55:44 WE'RE HOPING THEY WILL COME BACK SOON AND FINISH THAT.
 11:55:46 AND THEN THIS IS JUST THE VILLAGE PROPERTY THAT WE'RE DOING
 11:55:52 THE PARK, THE NATURE TRAILS ON, THE WALKING PATHS.
 11:55:56 THE SOUTH HALF WAS REZONED FOR THE PARKS AND COMMUNITY
 11:55:59 FACILITIES, AND YOU KNOW DAVID WILLEMS IS WORKING ON THE
 11:56:02 PLANS AND, OF COURSE, OUR NEW RESIDENT, THE EAGLE, TRYING TO
 11:56:06 ACCOMMODATE THAT.
 11:56:07 THIS IS THE OTHER VILLAGE PROPERTY WITH THE DRIVING RANGE
 11:56:13 WHICH WE JUST TALKED ABOUT THIS MORNING.
 11:56:16 MICHAEL COMPARATO EXPLAINED WHERE WE ARE WITH THAT, AND
 11:56:21 WE'RE LOOKING AT THE DIFFERENT USES.
 11:56:23 WOODFIELD, THIS LEE HEALTH PROPERTY AT COCONUT ROAD AND 41,
 11:56:28 IT'S ABOUT 40 ACRES, AND THEY HAVE SUBMITTED THEIR PLANS TO
 11:56:32 REZONE IT.
 11:56:34 IT'S UNDER REVIEW BY THE STAFF RIGHT NOW.
 11:56:37 THIS IS JUST A RENDERING OF WHAT THEY ARE PROPOSING.
 11:56:41 THEY HAVE GOT MIXED USE.
 11:56:42 THEY HAVE A LOT OF RESIDENTIAL UNITS.
 11:56:44 THEY ALSO HAVE SOME OFFICE, RESTAURANT, A LITTLE MAIN STREET
 11:56:48 AREA WITH SOME RETAIL OR RESTAURANTS ON THE FIRST FLOOR, AND

11:56:53 SOME PUBLIC GREENSPACES.
 11:56:55 THEY DID A PUBLIC INFORMATION MEETING AT THE PLANNING ZONING
 11:56:58 AND DESIGN BOARD LAST MONTH, SO WE'RE WORKING THROUGH ON

 11:57:02 THEIR PLANS RIGHT NOW.
 11:57:03 EVERYBODY KEEPS WONDERING WHAT IS GOING ON WITH THE NORTH
 11:57:11 POINT PROPERTY, HUNDRED ACRES NORTH OF HERTZ ON U.S. 41 AND
 11:57:15 WILLIAMS ROAD.
 11:57:16 THEY ARE PROPOSING A MIXED USE.
 11:57:20 WE HAVE HAD SOME CONVERSATIONS WITH -- QUITE A FEW.
 11:57:23 STEVE ACTUALLY HAS CONVERSATIONS GOING BACK A YEAR OR TWO AT
 11:57:28 LEAST.
 11:57:28 WE'RE WORKING WITH THEM.
 11:57:29 THEY HAVE NOT SUBMITTED AN APPLICATION YET, BUT WE THINK
 11:57:32 THEY ARE GETTING CLOSE.
 11:57:33 WE EXPECT THAT WE'LL BE GETTING SOMETHING SOON.
 11:57:35 AND THEN HERE, SO YOU WONDER, WHATEVER HAPPENED TO THESE
 11:57:40 PROJECTS?
 11:57:40 WE HAD A FEW OF THEM.
 11:57:44 AND THE FIRST ONE IS SADLY TO SAY THE COLONNADE, WHICH IS
 11:57:49 THE CONTINUING CARE THAT WE APPROVED BACK IN 2016 RIGHT
 11:57:54 ACROSS THE STREET FROM GENOVA.
 11:57:56 THEY CAME IN FOR THEIR DEVELOPMENT ORDER.
 11:58:00 COVID HIT.
 11:58:01 THEY GOT DELAYED.
 11:58:02 THEY CAME BACK, RESUSCITATED IT.
 11:58:05 THEY NEVER FINALIZED IT.
 11:58:08 THEY WERE VERY CLOSE, BUT THEY NEVER FINALIZED IT.
 11:58:11 AND AS FAR AS WE KNOW, WE DON'T THINK IT'S GOING FORWARD.

 11:58:15 WE HEARD THAT THEY WERE REFUNDING SOME MONEY TO SOME OF THE
 11:58:19 PEOPLE THAT PUT DEPOSITS DOWN, BUT WE'RE STILL GETTING CALLS
 11:58:23 ABOUT PEOPLE THAT SAID THEY HAVE NOT BEEN REFUNDED.
 11:58:26 WE'RE REACHING OUT TO THEM.
 11:58:27 CAROL HAS DONE A GOOD JOB TRYING TO TRACK THEM DOWN TO SEE
 11:58:30 IF WE CAN HELP PEOPLE.
 11:58:32 WE'VE REACHED OUT TO THE ENGINEER WHO DIDN'T KNOW WHAT WAS
 11:58:35 GOING ON.
 11:58:36 WE REACHED OUT TO EVERYBODY WE CAN FIND.
 11:58:38 AND WE'RE ALSO GETTING CALLS FROM REALTORS NOW.
 11:58:42 SO WE THINK THAT THE BANK MAY BE ACQUIRING IT SOON.
 11:58:45 WE'VE GOT CALLS FROM REALTORS.
 11:58:48 GOT CALLS FROM DEVELOPERS UP IN TAMPA WANTING TO KNOW WHAT
 11:58:51 THEY CAN DO ON IT.
 11:58:52 WE THINK IT'S NOT GOING FORWARD.
 11:58:55 THAT'S OUR SAD STORY.
 11:59:01 WE HAVE ANOTHER SENIOR LIVING COMMUNITY THAT YOU MAY
 11:59:03 REMEMBER THE COUNCIL APPROVED A FEW YEARS AGO CALLED THE

11:59:06 PHOENIX.
 11:59:07 OVER ON ARCOS AVENUE AND NORTH OF CORKSCREW AND THREE OAKS.
 11:59:11 THIS IS AN INTERESTING ONE BECAUSE THEY GOT THEIR ZONING.
 11:59:16 THEY GOT THEIR DEVELOPMENT ORDER.
 11:59:17 THEIR BUILDING PERMIT WAS REVIEWED.
 11:59:19 IT WAS READY TO PICK UP.
 11:59:20 THEY ASKED US, WE DON'T WANT TO PICK IT UP YET BECAUSE THERE

 11:59:26 WERE FINANCIAL QUESTIONS.
 11:59:27 IF YOU PICK IT UP, YOU GOT TO PAY YOUR IMPACT FEES.
 11:59:29 THEY ARE LIKE, OH, WE NEED AN EXTENSION.
 11:59:31 WE'LL GET BACK WITH YOU AND NEVER DID.
 11:59:35 SO THE PLANS GREW DUSTY.
 11:59:38 AND THEN WE SAW A FOR SALE SIGN OUT THERE AND WE STARTED
 11:59:41 GETTING CALLS FROM PEOPLE.
 11:59:42 WHAT CAN WE DO THERE?
 11:59:44 WELL, YOU COULD DO THIS ALF THAT WAS APPROVED.
 11:59:48 NO, WE DON'T WANT TO DO THAT.
 11:59:49 NOW WE'RE GETTING A RASH OF CALLS FROM PEOPLE WANTING TO
 11:59:52 KNOW WHAT THEY CAN DO.
 11:59:54 INTERESTINGLY, THIS BRINGS UP SOMETHING, SO I THOUGHT, IS
 11:59:57 THE MARKET FOR CONTINUING CARE AND ALF DEAD OR IS THIS JUST
 12:00:01 SOME STRANGE ANOMALY?
 12:00:03 INTERESTINGLY, WE ARE GETTING CALLS FROM PEOPLE THAT WANT TO
 12:00:05 DO ALFs ON TWO OTHER SITES IN THE VILLAGE.
 12:00:08 SO THEY ASSURE US THERE IS A MARKET.
 12:00:15 SOME OF THESE PROJECTS THAT HAVE PUBLIC FINANCING HAVE
 12:00:17 FINANCIAL ISSUES.
 12:00:18 SO WE ARE STILL GETTING CALLS ABOUT ALFs.
 12:00:21 I'M NOT SURE WHAT'S GOING ON, BUT IT'S JUST INTERESTING.
 12:00:25 HERE'S ANOTHER ONE THAT THIS IS IN FRONT OF RAPALLO.
 12:00:29 THE HILTON GARDEN INN CAME IN PRE-COVID.
 12:00:33 THEY GOT THEIR PLANS APPROVED, WELL, THE DEVELOPMENT ORDER

 12:00:38 WAS ALMOST APPROVED.
 12:00:39 WE WENT TO THE DESIGN REVIEW BOARD AT THE VERY LAST MEETING.
 12:00:44 THEY WERE ABOUT READY.
 12:00:45 THERE WAS A QUESTION ABOUT ONE OF THE TOWERS.
 12:00:47 LIKE A FAUX TOWER.
 12:00:49 NEEDS TO BE CHANGED INTO A REAL TOWER.
 12:00:51 THEY SAID, OH, WE DON'T KNOW IF WE WANT TO DO THAT.
 12:00:53 THAT'S TOO EXPENSIVE.
 12:00:54 WE'LL CALL YOU.
 12:00:55 SO THEY LEFT AND THEY NEVER CAME BACK.
 12:00:59 AND THE PLANS WERE GETTING DUSTY AND WE'RE LIKE, WHAT'S
 12:01:01 GOING ON.
 12:01:02 ABOUT A MONTH AGO, I GOT A CALL, HEY, WE'RE COMING BACK.
 12:01:06 I'M LIKE, WHO ARE YOU?

12:01:07 THEY SAY THEY ARE COMING BACK NOW.
 12:01:11 THEY HAVE TO GO MEET WITH OAK BROOK PROPERTIES BECAUSE OAK
 12:01:15 BROOK AND NED DEWHIRST, BASICALLY THEY HAVE TO GIVE THEM AN
 12:01:20 APPROVAL ON THE ARCHITECTURE AND LANDSCAPING FIRST.
 12:01:22 MY UNDERSTANDING IS HE'S TALKED TO THEM TO TRY TO GET HIS
 12:01:27 TWO CENTS' WORTH ON WHAT THEY NEED TO DO BEFORE THEY COME
 12:01:30 BACK TO US.
 12:01:31 BUT THAT WAS ONE THAT I THOUGHT COVID HAD DONE IN SOME OF
 12:01:34 THE HOTELS, BUT APPARENTLY NOT.
 12:01:37 HERE IS ANOTHER, WELL, OF COURSE, ON THE SCHOOL SITE, WE
 12:01:41 KNOW THE SITE ON THREE OAKS WENT THROUGH THE WHOLE

 12:01:44 COMPREHENSIVE PLAN AMENDMENT PROCESS AND GOT APPROVED, AND
 12:01:47 THEN I THINK THE SCHOOL DISTRICT DECIDED THEY HAD SOME
 12:01:51 PRIORITIES AT LEHIGH.
 12:01:53 SO THIS IS SORT OF SET ASIDE FOR NOW.
 12:01:55 I KNOW EVERYBODY PROBABLY WANTS TO KNOW WHAT HAPPENED WITH
 12:01:59 THE OLD POST OFFICE ON BROADWAY.
 12:02:02 REZONED IT FOR COMMERCIAL USE BECAUSE IT WAS AGRICULTURE
 12:02:05 WHEN THE POST OFFICE HAD IT.
 12:02:07 WE APPROVED THE DEVELOPMENT ORDER AND THE PLANNING ZONING
 12:02:09 AND DESIGN BOARD AND THEN WE HAD A PARADE OF PEOPLE THAT
 12:02:13 WANTED TO COME IN AND OCCUPY THE BUILDING BUT NOT DO THE
 12:02:17 FACADE IMPROVEMENTS TO MAKE IT LOOK LIKE WHAT WAS APPROVED
 12:02:19 IN THEIR PATTERN BOOK.
 12:02:21 AND THE PROPERTY IS FOR SALE, AND WE'VE HAD PROBABLY
 12:02:24 HUNDREDS OF CALLS FROM PEOPLE.
 12:02:27 WELL, CAN'T I GO IN AND OCCUPY IT AND MAKE IT PRETTY LATER?
 12:02:31 WE'RE LIKE, NO.
 12:02:32 SO THAT ONE I THINK IS STILL FOR SALE.
 12:02:35 WE'RE HOPING GET A GOOD TENANT BECAUSE WE'VE HAD SOME
 12:02:39 INTERESTING REQUESTS.
 12:02:40 BUT JUST IN CASE YOU'RE DRIVING BY WONDERING WHY IS IT STILL
 12:02:45 NOT PRETTY.
 12:02:46 AND THEN WE ALWAYS GET CALLS, THIS CORNER OF THREE OAKS AND
 12:02:50 ESTERO PARKWAY, THE SOUTHWEST CORNER THAT'S VACANT, THAT'S
 12:02:54 GOT THE COWS ON IT, IT WAS INTERESTING BECAUSE WE HAD CALLS

 12:02:59 ABOUT THAT.
 12:03:01 WE ACTUALLY HAD A DEVELOPER THAT WANTED TO DO A LITTLE BIT
 12:03:04 OF A MIXED USE PROJECT THERE, AND THEN WHEN THE NEW FLOOD
 12:03:08 MAPS CAME IN AND WERE ADOPTED IN NOVEMBER, THAT PUT THIS
 12:03:12 INTO A FLOODWAY AND A FLOOD ZONE.
 12:03:15 IT WAS FORMERLY IN A FLOODWAY IN A FLOOD ZONE, AND THEN THE
 12:03:19 DEVELOPER HAD THE ENGINEERS DO WHAT THEY CALL A LETTER OF
 12:03:22 MAP REVISION OR SOME -- ONE OF THOSE THINGS WHERE THEY
 12:03:25 ACTUALLY TOOK IT OUT OF THE FLOODWAY, BUT WHEN THE NEW FLOOD
 12:03:29 MAPS CAME IN, IT PUT IT RIGHT BACK INTO THE FLOODPLAIN.

12:03:32 NOW THE PEOPLE THAT WERE LOOKING AT DOING THE PROJECT HAVE
 12:03:36 TO GO BACK AND REVISIT THAT AND SEE WHAT THEY NEED TO DO.
 12:03:39 THE THING THERE IS THAT THE FLOOD MAPS HAVE MADE THIS A
 12:03:43 LITTLE MORE COMPLICATED.
 12:03:45 AND THAT'S WHY YOU PROBABLY HAVEN'T SEEN ANYTHING HAPPENING
 12:03:47 THERE.
 12:03:53 >>Jim Wilson: THEY DO A GOOD JOB OF EATING UP THAT GRASS.
 12:03:57 >>Mary Gibbs: THE COWS, YES, THEY ARE HAVING A GOOD TIME.
 12:04:00 THEY DON'T WANT TO MOVE.
 12:04:01 >>Mayor Errington: COUNCIL, ANY COMMENTS?
 12:04:02 I HAVE A QUESTION.
 12:04:05 THE HCA, ARE THE PLANS STILL MAYBE TALKING ABOUT, YOU SAID
 12:04:13 MIXED USE ABOUT A HOSPITAL COMING IN THERE.
 12:04:17 I JUST WANT YOU TO KNOW THAT PROBABLY A MONTH OR TWO AGO I
 12:04:22 SAW AN EXPOSÉ THAT WAS DONE ON HCA IN TAMPA.

 12:04:27 IT WAS HORRIBLE.
 12:04:29 I DON'T KNOW IF ANYBODY SAW THAT.
 12:04:31 IT WAS BAD.
 12:04:33 I MEAN, THINK ABOUT THAT, FUTURE COUNCIL, WHEN THEY ARE
 12:04:39 PLANNING TO DO SOMETHING.
 12:04:40 I COULDN'T BELIEVE I WAS HEARING WHAT I WAS HEARING AND
 12:04:44 SEEING WHAT I WAS SEEING.
 12:04:46 AND IT WAS BROUGHT TO THE PUBLIC BY A DOCTOR WHO STAKED HIS
 12:04:52 REPUTATION ON THE REPORT.
 12:04:56 >>Mary Gibbs: WE'VE HAD A VARIETY OF CONVERSATIONS WITH
 12:04:58 THEM.
 12:04:59 ONE OF THE CONVERSATIONS WE THOUGHT HCA MIGHT SELL IT ALL TO
 12:05:03 A PRIVATE DEVELOPER.
 12:05:04 THEN WE THOUGHT THEY WANTED TO RETAIN PART OF IT, MAYBE
 12:05:08 JOINT VENTURE WITH SOMEBODY TO DO THE MIXED USE.
 12:05:10 AND THEN WE ALSO HEARD THEY MAY WANT TO RETAIN PART AND DO
 12:05:14 MEDICAL OFFICES, AND THEN DO A JOINT VENTURE WITH SOMEONE
 12:05:18 FOR MIXED USE.
 12:05:19 SO WE'VE HAD A VARIETY OF CONVERSATIONS, AND I THINK WE HAVE
 12:05:21 ONE IN ABOUT A WEEK WHERE WE'RE GOING TO TALK TO THEM AGAIN.
 12:05:25 SO WE'LL KEEP THAT IN MIND.
 12:05:28 >>Joanne Ribble: MARY, I WANT TO THANK YOU AND MARYANN,
 12:05:31 BEAUTIFUL JOB ON THE PRESENTATION.
 12:05:33 I REALLY ENJOY THEM EVERY YEAR.
 12:05:36 I'M ANXIOUS TO SEE NEXT YEAR HOW MANY FROM THE BACK OF THE

 12:05:39 PRESENTATION MOVE TO THE FRONT OF THE PRESENTATION.
 12:05:42 LET'S HOPE WE CAN GET SOME OF THESE THINGS DONE.
 12:05:44 THANK YOU AGAIN.
 12:05:45 >>Mary Gibbs: YOU'RE WELCOME.
 12:05:47 >>Mayor Errington: JIM.
 12:05:49 >>Jim Ward: MARY, JUST A QUICK THOUGHT.

12:05:50 I'M AMAZED THAT YOU'RE ABLE TO DO ALL OF THIS WITH THE STAFF
 12:05:54 THAT YOU HAVE.
 12:05:54 I JOKED LAST YEAR THAT YOU HAD A STAFF OF 40 OR 50, BUT IT'S
 12:05:59 REALLY APPRECIATED WITH RESPECT TO THE WORK THAT YOU AND
 12:06:02 YOUR STAFF DO TO GET THIS DONE.
 12:06:04 I WILL ALSO PASS ON TO YOU THE COMMENTS THAT I RECEIVED FROM
 12:06:07 PEOPLE IN THE COMMUNITY THAT TALK TO THE PROFESSIONALISM
 12:06:11 THAT YOU AND YOUR DEPARTMENT HAVE WHEN THEY NEED TO COME
 12:06:15 FORWARD WITH SOME TYPE OF A PROJECT.
 12:06:17 SO THANK YOU FOR ALL OF THAT.
 12:06:19 >>Mary Gibbs: THANK YOU.
 12:06:21 >>Jim Ward: HAPPY ST. PATRICK'S DAY.
 12:06:23 >>Mayor Errington: JIM WILSON.
 12:06:24 >>Jim Wilson: JUST A QUESTION, MARY.
 12:06:26 HOW MANY DEVELOPMENT ORDERS ARE ACTUALLY IN PROCESS?
 12:06:29 A LOT OF THESE THINGS SAID EITHER WE WERE WAITING FOR ONE OR
 12:06:34 THAT WE HAD ONE AND IT WAS IN REVIEW.
 12:06:36 >>Mary Gibbs: YEAH.
 12:06:37 I WISH I COULD THINK OFF THE TOP OF MY HEAD, BUT WE'VE

 12:06:43 PROBABLY GOT ABOUT 10 OR 12 DIFFERENT ONES IN VARIOUS
 12:06:46 STAGES.
 12:06:47 THEN WE'VE GOT SOME OF THOSE ONES THAT ARE FESTERING A
 12:06:49 LITTLE BIT THAT WE DON'T COUNT BECAUSE THEY ARE NOT QUITE AS
 12:06:52 ACTIVE, BUT WE'VE GOT -- AND THEN WE'VE GOT SMALLER ONES,
 12:06:56 THE LIMITED DEVELOPMENT ORDERS THAT YOU ALL DON'T SEE.
 12:06:58 WE'VE GOT A LOT OF THOSE.
 12:07:00 ACTUALLY, WE WERE LOOKING AT THAT THE OTHER DAY.
 12:07:02 IT'S BEEN A VERY ACTIVE YEAR FOR DEVELOPMENT ORDERS AND
 12:07:05 BUILDING PERMITS.
 12:07:06 AND, OF COURSE, ZONING IS ALWAYS LONGER TERM PROJECTS, BUT
 12:07:11 WE KEEP THINKING WITH THE HURRICANE, IT WOULD HAVE SLOWED
 12:07:14 DOWN, BUT IT DIDN'T.
 12:07:15 IT JUST EXPONENTIAL.
 12:07:17 >>Jim Wilson: THANK YOU.
 12:07:18 >>Mayor Errington: I HAVE ONE LAST QUESTION.
 12:07:20 THAT LITTLE TRIANGULAR PIECE THAT'S ACROSS FROM -- YOU LEFT
 12:07:26 THAT OUT.
 12:07:27 >>Mary Gibbs: YES, I DID LEAVE THAT OUT.
 12:07:28 I THOUGHT ABOUT PUTTING IT IN.
 12:07:30 YOU MEAN THE PIECE THAT HAD THE GRANITE BUSINESS.
 12:07:33 >>Mayor Errington: YES.
 12:07:33 >>Mary Gibbs: OVER AT TRAILSIDE AND 41.
 12:07:36 >>Mayor Errington: RIGHT.
 12:07:36 >>Mary Gibbs: ALL RIGHT.

 12:07:37 SAD STORY OF THAT TRIANGULAR PIECE.
 12:07:40 THEY WENT TO PLANNING BOARD.

12:07:42 I THINK THIS IS WHEN WE STILL HAD PLANNING BOARD, TO GET
 12:07:46 SOME VARIANCES TO DO THE GRANITE BUSINESS.
 12:07:49 THE VARIANCES, THEY GOT TURNED DOWN BECAUSE THE GRANITE
 12:07:53 BUSINESS TURNED OUT TO BE MORE OF A STORAGE THAN A RETAIL.
 12:07:56 AND THEN THEY FILED WHAT THEY CALL A REQUEST FOR RELIEF
 12:07:58 UNDER THE FLORIDA STATUTES, WHICH IS LIKE A MEDIATION, WHICH
 12:08:02 IS DONE WITH OUR ATTORNEY AND THEIR ATTORNEY AND OUR STAFF.
 12:08:05 WE WORKED OUT AN AGREEMENT WITH THEM WHERE A SETTLEMENT
 12:08:09 AGREEMENT WHERE THEY COULD COME AND DO THINGS LIKE THE
 12:08:12 GRANITE OR THE DISPLAY, BUT THEY HAD TO CONSTRUCT A BUFFER
 12:08:15 ALONG THE 41 BECAUSE THERE'S NO BUFFER THERE AND LITTLE
 12:08:18 BUFFER ON TRAILSIDE AND THEN THEY WERE GOING TO REMOVE THE
 12:08:22 FENCE AND DO A LITTLE LANDSCAPING.
 12:08:24 WE HAD ALL THOSE PARAMETERS SET OUT WITH THE OWNER.
 12:08:27 EVERYBODY AGREED, AND THEN COVID HIT, AND THEY DIDN'T DO IT.
 12:08:32 THEY HAD EVERYTHING DONE.
 12:08:33 THEY JUST NEEDED TO GET THEIR LIMITED DEVELOPMENT ORDER TO
 12:08:35 DO THE LANDSCAPING AND REMOVE SOME OF THE ASPHALT THAT WAS
 12:08:38 IN OUR RIGHT-OF-WAY.
 12:08:39 COVID HIT.
 12:08:40 THEY DIDN'T.
 12:08:40 THE OWNER LIVES IN -- PART-TIME IN BRAZIL.
 12:08:44 I KEPT TRYING TO E-MAIL.

 12:08:46 HELLO, WHERE ARE YOU?
 12:08:47 AND THEY WOULD E-MAIL BACK, OH, YES, I HAVE COVID.
 12:08:50 MY WIFE HAS COVID.
 12:08:52 NOW THE NEXT ONE, WE BOTH HAVE COVID.
 12:08:54 EVERYBODY HAD COVID.
 12:08:55 IT WENT ON AND ON FOREVER.
 12:08:57 IN THE MEANTIME, PEOPLE ARE TRYING TO BUY THE PROPERTY.
 12:08:59 WE KEEP TELLING THEM, SOMEBODY HAS TO DO THESE IMPROVEMENTS.
 12:09:03 I'VE REACHED OUT SEVERAL TIMES TO THE OWNER WHO HASN'T -- I
 12:09:07 THINK IS HOPING SOMEONE WILL BUY IT AND DO THE IMPROVEMENTS.
 12:09:10 I WAS ABOUT TO ASK ROB, WHO DOESN'T KNOW YET, WHAT OUR NEXT
 12:09:14 STEPS WOULD BE LEGALLY BECAUSE OF THIS SETTLEMENT AGREEMENT.
 12:09:18 BUT I'M HOPEFUL THAT SOMEBODY IS GOING TO BUY IT FOR A NICE
 12:09:22 USE, INSTALL THAT LANDSCAPING AND THEN HAVE IT NOT BE AN
 12:09:25 EYESORE.
 12:09:26 >>Mayor Errington: GOOD.
 12:09:26 THANK YOU.
 12:09:28 >>Jim Boesch: ONE SUGGESTION, I KNOW IT'S IN FORT MYERS, BUT
 12:09:35 ON THE NORTHWEST CORNER OF ESTERO PARKWAY, THAT'S A PROTON
 12:09:44 BUILDING A CONCEPT FOR CANCER.
 12:09:47 A LOT OF PEOPLE THINK THAT'S IN ESTERO, UNFORTUNATELY.
 12:09:51 THEY DO.
 12:09:51 BUT IN CASE THAT COMES UP FOR THE INFORMATION OF THE
 12:09:58 COUNCIL, IT'S A BUILDING THAT THEY ARE GOING TO BUILD A

12:10:00 35,000-SQUARE-FOOT BUILDING WHERE THEY ARE GOING TO GET A

12:10:05 SERVICE, I UNDERSTAND IT'S A REPLACEMENT FOR RADIATION.

12:10:14 IT'S A TREATMENT FOR CANCER CALLED PROTON TREATMENT.

12:10:17 >>Mary Gibbs: RIGHT.

12:10:18 THAT IS A THREE-STORY BUILDING.

12:10:19 IT'S UNDER CONSTRUCTION NOW.

12:10:21 WE DO GET A LOT OF CALLS BECAUSE EVERYBODY THINKS IT'S IN

12:10:23 ESTERO.

12:10:24 BUT WE TELL THEM IT IS APPROVED FOR MEDICAL.

12:10:26 >>Jim Boesch: THAT'S IN CONJUNCTION WITH TAKING THE

12:10:29 EMERGENCY CENTER, BONITA, FORMER BONITA AND ESTERO HEALTH

12:10:33 CENTER IS GOING TO BE ALL CANCER ON THE FIRST FLOOR.

12:10:37 >>Mary Gibbs: THEY ACTUALLY LOOKED AT THE PROPERTY AT THREE

12:10:42 OAKS AND CORKSCREW THAT RICK LOSEE OWNED THAT WOULD BE A

12:10:46 CLASS A OFFICE SPACE.

12:10:48 THEY LOOKED AT THAT PROPERTY FOR THE PROTON PLACE, BUT THERE

12:10:52 WAS NO DEVELOPMENT ORDER AT THE TIME AND THE COUNTY PROPERTY

12:10:56 ALREADY HAD THEIR DEVELOPMENT ORDER IN PLACE, SO THEY COULD

12:10:59 DO IT FASTER AT THE OTHER LOCATION.

12:11:02 THEN WE LOOKED BACK FOR RICK LOSEE'S PROPERTY.

12:11:05 HE WAS LOOKING AT A REHAB FACILITY FOR PEOPLE THAT --

12:11:11 SHORT-TERM STAYS THAT WERE RECOVERING FROM ORTHOPEDIC

12:11:13 SURGERIES AND THINGS.

12:11:14 BUT THEN THAT DIDN'T HAPPEN EITHER.

12:11:16 SO WE HAVE ALSO, SHOULD PUT A QUESTION MARK ON HIS PROPERTY.

12:11:22 >>Mayor Errington: OKAY.

12:11:22 MARY, THIS IS THE LAST TIME I WILL GET TO PUBLICLY THANK YOU

12:11:29 FOR EVERYTHING THAT YOU HAVE DONE.

12:11:31 IT'S ALWAYS BEEN A DELIGHT TO SEE YOU COME BEFORE US, AND

12:11:36 YOU ARE SO KNOWLEDGEABLE WITH EVERYTHING.

12:11:39 YOU'RE GOING TO HAVE TO RECORD THIS FOR OTHERS, YOU KNOW, TO

12:11:43 KNOW WHAT'S GOING ON OTHER THAN JUST THIS.

12:11:45 BUT YOU HAVE JUST SUCH THE KNOWLEDGE WITH EVERYTHING GOING

12:11:48 ON IN ESTERO.

12:11:49 I GOT A LITTLE TIRED -- THERE'S BEEN A LOT OF WORK WITH ALL

12:11:52 OF THIS.

12:11:53 I THINK ABOUT THE TREMENDOUS AMOUNT OF WORK THAT'S GONE INTO

12:11:59 WHAT WAS PRESENTED TODAY.

12:12:00 JUST THANK YOU FOR THAT.

12:12:01 I JUST THANK STAFF.

12:12:02 I THANK ALL OF YOU.

12:12:04 IT'S BEEN QUITE A RIDE, EIGHT YEARS.

12:12:09 GOTTEN TO KNOW YOU AND APPRECIATE YOU AND LOVE YOU AND IT'S

12:12:15 JUST THANK YOU.

12:12:19 >>Mary Gibbs: THANK YOU, TOO.

12:12:20 WE'LL MISS YOU -- OF COURSE, WE'LL MISS YOU ALL.

12:12:23 BUT THIS DOES KEEP US BUSY AND OUT OF TROUBLE.
12:12:25 >>Mayor Errington: YES, WE WANT YOU TO STAY OUT OF TROUBLE.
12:12:28 TAKE CARE OF -- OF COURSE.
12:12:34 ANY OTHER COMMENTS, CONCERNS?
12:12:38 >> MOTION TO ADJOURN.

12:12:39 >>Mayor Errington: NO THIS IS -- YOU CAN SECOND IT.
12:12:43 ALL RIGHT.
12:12:45 WE HAVE IT.
12:12:46 [SOUNDING GAVEL]
12:12:46 THANK YOU.

DISCLAIMER:

THIS FILE REPRESENTS AN UNEDITED VERSION OF REALTIME
CAPTIONING WHICH SHOULD NEITHER BE RELIED UPON FOR COMPLETE
ACCURACY NOR USED AS A VERBATIM TRANSCRIPT.
ANY PERSON WHO NEEDS A VERBATIM TRANSCRIPT OF THE
PROCEEDINGS MAY NEED TO HIRE A COURT REPORTER.

THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, the mission of Estero High School is to provide each member of their diverse student body with the knowledge and skills necessary to succeed in an increasingly complex world; and

WHEREAS, Estero High School's vision is "Where students come to learn and leave to succeed"; and

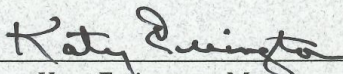
WHEREAS, 51 students from Estero High School were presented the Cambridge Outstanding Learners Award; and

WHEREAS, the Outstanding Cambridge Learner Awards are a group of awards issued by Cambridge Assessment International Education who recognize exceptional learner achievement in Cambridge examinations around the world; and

WHEREAS, Cambridge Assessment International Education qualifications are widely recognized by universities and employers.

NOW, THEREFORE, I, Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations to Estero High School and the 51 students recognized for outstanding performance, as well as wish them every success in the future.

IN WITNESS THEREOF, I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.


Katy Errington, Mayor



THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, Askar Rice, is a Senior at Estero High School; and

WHEREAS, Askar Rice; received Cambridge Outstanding Learner Award with Distinction - 3x A grades or higher on Cambridge International exams in one exam series; and;

WHEREAS, Cambridge Assessment International Education prepares students for life, helping them develop an informed curiosity and a lasting passion for learning; and

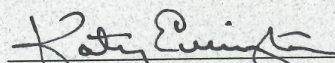
WHEREAS, Cambridge Assessment International Education is a provider of international qualifications, offering examinations and qualifications to 10,000 schools in more than 160 countries.

NOW, THEREFORE, I, Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations and best wishes to you,

Askar Rice

For exceeding the standards with hard work and dedication in scholastics.

IN WITNESS THEREOF, I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.


Katy Errington, Mayor



THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, Bryce Krohnfeldt, is a Senior at Estero High School; and

WHEREAS, Bryce Krohnfeldt; received Cambridge Outstanding Learner Award with Distinction - 3x A grades or higher on Cambridge International exams in one exam series; and;

WHEREAS, Cambridge Assessment International Education prepares students for life, helping them develop an informed curiosity and a lasting passion for learning; and

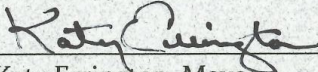
WHEREAS, Cambridge Assessment International Education is a provider of international qualifications, offering examinations and qualifications to 10,000 schools in more than 160 countries.

NOW, THEREFORE, I, Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations and best wishes to you,

Bryce Krohnfeldt

For exceeding the standards with hard work and dedication in scholastics.

IN WITNESS THEREOF, I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.


Katy Errington, Mayor



THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, Jack Calder, is a Senior at Estero High School; and

WHEREAS, Jack Calder received the "Top in the USA" awarded to the learners who have achieved the highest standard mark (exam score) in the country in an individual subject in the United States through the Cambridge Assessment International Education; and was also recognized with Merit for receiving an "A" in Level Psychology; and

WHEREAS, Jack Calder; received Cambridge Outstanding Learner Award with Distinction - 3x A grades or higher on Cambridge International exams in one exam series; and;

WHEREAS, Cambridge Assessment International Education prepares students for life, helping them develop an informed curiosity and a lasting passion for learning; and

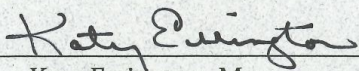
WHEREAS, Cambridge Assessment International Education is a provider of international qualifications, offering examinations and qualifications to 10,000 schools in more than 160 countries.

NOW, THEREFORE, I, Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations and best wishes to you,

Jack Calder

For exceeding the standards with hard work and dedication in scholastics.

IN WITNESS THEREOF, I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.


Katy Errington, Mayor



THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, Natalie Brogdon, is a Senior at Estero High School; and

WHEREAS, Natalie Brogdon; received Cambridge Outstanding Learner Award with Distinction - 3x A grades or higher on Cambridge International exams in one exam series; and;

WHEREAS, Cambridge Assessment International Education prepares students for life, helping them develop an informed curiosity and a lasting passion for learning; and

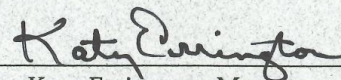
WHEREAS, Cambridge Assessment International Education is a provider of international qualifications, offering examinations and qualifications to 10,000 schools in more than 160 countries.

NOW, THEREFORE, I, Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations and best wishes to you,

Natalie Brogdon

For exceeding the standards with hard work and dedication in scholastics.

IN WITNESS THEREOF, I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.


Katy Errington, Mayor



THE VILLAGE OF ESTERO *PROCLAMATION*

WHEREAS, *Peter Waszkowski, is a Senior at Estero High School; and*

WHEREAS, *Peter Waszkowski; received Cambridge Outstanding Learner Award with Distinction - 3x A grades or higher on Cambridge International exams in one exam series; and;*

WHEREAS, *Cambridge Assessment International Education prepares students for life, helping them develop an informed curiosity and a lasting passion for learning; and*

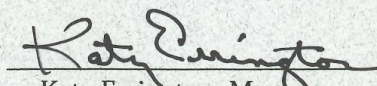
WHEREAS, *Cambridge Assessment International Education is a provider of international qualifications, offering examinations and qualifications to 10,000 schools in more than 160 countries.*

NOW, THEREFORE, I, *Katy Errington, Mayor of the Village of Estero, Lee County, Florida, do hereby offer sincere congratulations and best wishes to you,*

Peter Waszkowski

For exceeding the standards with hard work and dedication in scholastics.

IN WITNESS THEREOF, *I have hereunto set my hand and caused the seal of the Village of Estero to be affixed, this 15th day of March, 2023.*


Katy Errington, Mayor



New council to be sworn in on April 5, 2023, 9:30 am

Jon McLain District 3, Lori Fayhee District 4, Rafael Lopez District 5, and George Zalucki District 7 will be sworn in on April 5, 2023, at our Village Council Meeting. **There will be a light lunch immediately following the meeting and after lunch the photographer will be taking the Village of Estero Council group photo and individual portraits.**

On April 19, 2023 a farewell to Mayor Katy Errington, Councilmember Jim Boesch, and Councilmember Jim Wilson

Katy Errington served as one of the original Councilmembers for the newly established Village of Estero. Errington served as Mayor, Vice Mayor, and Councilmember of the Village of Estero Council for 8 years from its first meeting as a Village on March 17, 2015, to March 20, 2023, representing District 4.

Jim Boesch was actively involved in the process that resulted in the incorporation of the Village of Estero on December 31, 2014, and served as one of the original Councilmembers for the newly established Village of Estero. Boesch served as Mayor, Vice Mayor and Councilmember of the Village of Estero Council for 8 years from its first meeting as a Village on March 17, 2015 to March 20, 2023, representing District 5.

Jim Wilson served as one of the original Councilmembers for the newly established Village of Estero. Wilson served as Councilmember of the Village of Estero Council for 8 years from its first meeting as a Village on March 17, 2015 to March 20, 2023, representing District 7.

The members of the Village Council, Village Staff, and the Citizens of Estero, do hereby express heartfelt thanks and commendations to Katy Errington, Jim Boesch, and Jim Wilson for their dedicated service to the Village of Estero, for their commitment, their passion for helping constituents, and making Estero “a crown jewel” for Southwest Florida.

At the April 19, 2023, 9:30am meeting Katy Errington, Jim Boesch, and Jim Wilson will be presented with a resolution and a key to the village.

Immediately following the April 19, 2023, meeting there will be a light reception on the 2nd floor executive conference room.

Final Action Agenda/Minutes are supplemented by audio and video recordings of the meetings, as well as transcripts. Video recordings of Village Council meetings from June 8, 2016, forward, as well as agendas, staff reports, resolutions, ordinances, and other documents related to the meetings can be viewed online at <https://estero-fl.gov/agendas/> at the corresponding meeting date.

DRAFT MINUTES

VILLAGE COUNCIL MEETING

**Village of Estero Council Chambers
9401 Corkscrew Palms Circle
Estero, FL 33928**

March 1, 2023 9:30 a.m.

1. CALL TO ORDER

INVOCATION

Pastor Phil McMillan of Ocean Church

PLEDGE OF ALLEGIANCE

Councilmember Boesch

ROLL CALL

Present: Mayor Katy Errington - District 4 Vice Mayor Jon McLain - District 3, Councilmember Joanne Ribble - District 1, Councilmember Larry Fiesel - District 2, Councilmember Jim Boesch - District 5, Councilmember Jim Ward - District 6, and Councilmember Jim Wilson - District 7 (via Zoom).

Also present

Village Manager Steve Sarkozy, Village Land Use Attorney Nancy Stroud, Village Attorney Robert Eschenfelder, Community Development Director Mary Gibbs, Public Works Director David Willems, Deputy Village Clerk Tammy Duran, and Village Clerk Carol Sacco.

2. APPROVAL OF AGENDA, ADDITIONS, AND DELETIONS

Motion: Motion to permit Councilmember Wilson to participate remotely in Zoom Presentation.

Motion by: Councilmember Fiesel

Seconded by: Councilmember Boesch

Action: Motion to permit Councilmember Wilson to participate remotely in Zoom Presentation.

Vote: (Roll Call)

Aye: Councilmembers Boesch, Fiesel, Ward, Wilson, Ribble, Vice Mayor McLain, and Mayor Errington.

Nay:

Abstentions:

Motion: Motion to approve agenda with moving workshop 12a to item 3b.

Motion by: Councilmember Ribble

Seconded by: Vice Mayor McLain

Action: Approved agenda with moving workshop 12a to item 3b.

Vote: (Roll Call)

Aye: Councilmembers Boesch, Fiesel, Ward, Wilson, Ribble, Vice Mayor McLain, and Mayor Errington.

Nay:

Abstentions:

3. PUBLIC COMMENT ON NON-AGENDA ITEMS

Marlene Rodak, Meadowbrook

Adjourn Regular Session and Convene Workshop Item

(b) Workshop Eagle's Nest on Corkscrew and US 41

Staff Presentation/Comments

David Willems, Public Works Director

Presentation/Information by:

Cathy Olson, M.S. CWB, Pennoni

Council Questions or Comments

Councilmembers Boesch, Ward, Fiesel, Ribble, Vice Mayor McLain, and Mayor Errington.

Adjourn Workshop Item and Convene Regular Session

4. CONSENT AGENDA

- (a) February 15, 2023, Council Meeting Minutes
- (b) Financial Report for Month ended January 2023
- (c) Staff Salary Adjustments
- (d) Resolution No. 2023-06 Policy Regarding Access to Village Resources during Transition of Officials Out of Office.

Staff Presentation/Comments

Robert Eschenfelder, Village Attorney

Village Attorney clarified that in the memo provided to Council from Vice Mayor McLain, Mayor Errington only recommended that Vice Mayor McLain meet with the Village Manager on his compensation package. The memo suggests that Mayor Errington directly asked the Vice Mayor to meet with the manager on his compensation package.

Consent Agenda item 4d Resolution No. 2023-06 Policy Regarding Access to Village Resources during Transition of Officials Out of Office has been deleted from the agenda at the request of Mayor Errington.

Council Questions or Comments

Councilmember Ward.

Motion: Motion to approve the Consent Agenda items a, b, and c

Motion by: Vice Mayor McLain

Seconded by: Councilmember Ribble

Action: Approved the Consent Agenda items a, b, and c.

Vote: (Roll Call)

Aye: Councilmembers Boesch, Fiesel, Ward, Wilson, Ribble, Vice Mayor McLain, and Mayor Errington.

Nay:

Abstentions:

5. CONSIDERATION OF ITEMS DEFERRED FROM CONSENT AGENDA

None.

6. ACTION ITEM

(a) US 41 Southern Monument Sign Contract

Staff Presentation/Comments

David Willems, Public Works Director

Council Questions or Comments

Councilmember Ribble.

Public Comments

None.

Motion: Motion to approve Supplemental Task Authorization (STA)-34 under contract EC 2019-06 to P & T Lawn and Tractor Service, Inc. to construct and install a monument sign on US 41 at a total cost of \$69,968, approve a contingency fund amount of \$7,000 (an amount equal to 10% of the total project cost) to cover unforeseen

circumstances which may occur, and authorize the Village Manager to execute the STA on behalf of the Village of Estero Council.

Motion by: Councilmember Ribble

Seconded by: Councilmember Fiesel

Action: Approves Supplemental Task Authorization (STA)-34 under contract EC 2019-06 to P & T Lawn and Tractor Service, Inc. to construct and install a monument sign on US 41 at a total cost of \$69,968, approve a contingency fund amount of \$7,000 (an amount equal to 10% of the total project cost) to cover unforeseen circumstances which may occur, and authorize the Village Manager to execute the STA on behalf of the Village of Estero Council.

Vote: (Roll Call)

Aye: Councilmembers Boesch, Fiesel, Ward, Wilson, Ribble, Vice Mayor McLain, and Mayor Errington.

Nay:

Abstentions:

7. SECOND READING

- (a) Ordinance No. 2023-02, amending Land Development Code to establish standards for elevated single-family homes.

An Ordinance of the Village Council of the Village of Estero, Florida, Creating § 5-15 of the Village Land Development Code to Add Standards for Development of Elevated Single-Family Homes; Making Related Findings; and Providing for Severability, Codification and an Effective Date.

Staff Presentation/Comments

Mary Gibbs, Community Development Director

Nancy Stroud, Land Use Attorney

Council Questions or Comments

Councilmembers Boesch, Fiesel, Ward, Ribble, Vice Mayor McLain, and Mayor Errington.

Public Comments

None.

Motion: Motion to approve Ordinance No. 2023-02 with the recommended changes made by the Planning Zoning and Design Board..

Motion by: Councilmember Wilson

Seconded by: Councilmember Boesch

Action: Approved Ordinance No. 2023-02 the recommended changes made by the Planning Zoning and Design Board.

Vote: (Roll Call)

Aye: Councilmembers Boesch, Fiesel, Ward, Wilson, Ribble, Vice Mayor McLain, and Mayor Errington.

Nay:

Abstentions:

8. PUBLIC COMMENT ON NON-AGENDA ITEMS

None.

9. COUNCIL COMMUNICATIONS / FUTURE AGENDA ITEMS

Councilmembers Ward, Ribble, Boesch, Vice Mayor McLain, and Mayor Errington.

10. VILLAGE ATTORNEY'S REPORT

None.

11. VILLAGE MANAGER'S REPORT

None.

Adjourn Regular Session and Convene Workshop Item

12. WORKSHOP

(b) Consideration of the Recreational Proposals for the William Road Property

Staff Presentation/Comments

Steve Sarkozy, Village Manager

Presentation/Information by:

Mike Comparato, Vieste LLC

Council Questions or Comments

Councilmembers Wilson, Ward, Ribble, and Mayor Errington.

Public Comments

In Person

Susan Prock, Bella Terra

Antonio Carangelo, Rapallo

Richard Brown, Rapallo

Clark McKenzie, Estero

eComment

Sally Summers, Fountain Lakes

13. ADJOURNMENT at 11:15 am

ATTEST:

VILLAGE OF ESTERO, FLORIDA

By: _____
Carol Sacco, Village Clerk

By: _____
Katy Errington, Mayor

(td/CS)

For an official copy of the signed minutes, please submit a [Public Record Request](#).

AGENDA ITEM SUMMARY SHEET
VILLAGE COUNCIL MEETING
March 15, 2023

Agenda Item:

Disaster Management Services – RFP 2023-01

Concur with and approve the ranking of consultants for RFP 2023-01 Disaster Management Services to The Village of Estero.

Background:

A Request for Proposals (RFP) was proffered by the Village for the engagement of a firm to provide professional FEMA Disaster Management Services. This process included the solicitation of letters of interest from firms and the ranking of submitting firms by an evaluation committee.

Description:

To ensure maximum FEMA reimbursement in the event of hurricane or other natural disaster, the Village contracts with a firm to assist in the reimbursement process by providing professional FEMA disaster management services.

Action Requested:

Concur with and approve the ranking of consultants for RFP 2023-01 Disaster Management Services to The Village of Estero as follows: Number 1 - Hagerty Consulting, Inc.; Number 2 – Rostan Solutions, LLC; Number 3 – Pegasus Engineering, LLC; Number 4 – APTIM Environmental & Infrastructure, LLC; Number 5 – Kimley-Horn and Associates, Inc.; Number 6 – Disaster Program & Operations, Inc.

Authorize staff to execute contracts with the Number 1 ranked firm Hagerty Consulting, Inc. as the primary vendor and the Number 2 ranked firm Rostan Solutions, LLC as the secondary vendor to provide professional FEMA Disaster Management Services for a one-year period at the rates listed in the contracts. Authorize the Village Manager to execute the contract documents on behalf of the Village of Estero Council. Grant the Village Manager the authority to renegotiate and execute the renewal of this contract for four additional one year terms under the same terms and conditions, if doing so is in the best interest of the Village of Estero.

Page 1 of 2

Process and Timeline:

Solicitation was advertised on February 1, 2023, with responses received on February 22, 2023. Responses were evaluated and a recommendation of award made on March 3, 2023.

Financial Impact:

Unknown at this time as expenditures will be determined by the amount of usage of the awarded firms should an event occur requiring their services.

Prepared by: Steve Sarkozy

Attachments:

1. March 3, 2023 Evaluation Meeting Minutes
2. RFP Response – Hagerty Consulting, Inc.
3. RFP Response – Rostan Solutions, LLC
4. Contract - Hagerty Consulting, Inc.
5. Contract - Rostan Solutions, LLC
6. Vendor Disclosure Form - Hagerty Consulting, Inc.
7. Vendor Disclosure Form – Rostan Solutions, LLC

MEMORANDUM

To: PROJECT FILE, MINUTES OF MEETING
From: Purchasing
RE: **RFP 2023-01 DISASTER MANAGEMENT SERVICES
EVALUATION MEETING**

MEETING DATE: March 3, 2023 TIME: 11:00 AM

COMMITTEE MEMBERS: Steve Sarkozy, David Willems (Chair), Kevin Greenville

At 11:00 a.m. the Competitive Negotiations Committee meeting was called to order by Bob Franceschini, Procurement Manager. Introductions were put on the record by everyone in attendance. Meeting was then turned over to the Chair of the Committee, David Willems.

The RFPs were discussed with the goal of evaluating and ranking them in descending order. The committee agreed that APTIM, Disaster Program and Operations, and Kimley-Horn covered the full spectrum of disaster management services (including monitoring, etc.) while the responses from Hagerty, Rostan and Pegasus were more focused and targeted on the services (assistance with FEMA reimbursement) that the Village was requesting under this RFP. Known to the Village through either their past work (Rostan) or their association with Lee County (Hagerty) – while Pegasus is not – the committee elected to rank the firms as follows:

1. Hagerty
2. Rostan
3. Pegasus
4. APTIM
5. Kimley-Horn
6. Disaster Program & Operations

A motion to approve the ranking and to contract with Hagerty as the primary vendor and Rostan as the secondary was made by Kevin Greenville and seconded by Steve Sarkozy, and then called and carried with no further questions.

The meeting was adjourned at 11:30 a.m.

Cover Sheet

Disaster Management Services

Village of Estero, Florida
Hagerty Consulting, Inc.

Request for Proposals #2023-01
Due February 22, 2023 at 2:00PM EST

SEALED PROPOSAL

PREPARED BY:
Hagerty Consulting, Inc.
1618 Orrington Ave, Suite 201
Evanston, IL 60201
847-492-8454

CONTACT:
Katie Freeman
Director of Operations
katie.freeman@hagertyconsulting.com
847-492-8454 x119



Disaster Management Services
RFP #2023-01

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1. Company Information

Hagerty Consulting, Inc. (Hagerty) has been providing disaster recovery support services since our inception in 2001. Shortly after our founding, our professionals were asked to support New York City (NYC) to recover from the terrorist attacks of September 11th. As Hagerty grew, so did our service offerings and capabilities. We are now called upon by government agencies, businesses, and non-profit organizations to increase organizational preparedness, mitigate the impact of disasters, respond to disasters, and streamline recovery processes before, during, and after a disaster occurs. Hagerty and our professionals have managed more than 750 projects across the United States (US), including dozens of projects across the State of Florida focused on resilience and recovery programs.

Hagerty Knows Florida

The team supporting state and local projects in Florida work out of our **Tallahassee office**. Our team is ready to support the Village of Estero (the Village) immediately and afford the Village with stability knowing Hagerty will be providing a knowledgeable team to support the Village's needs.

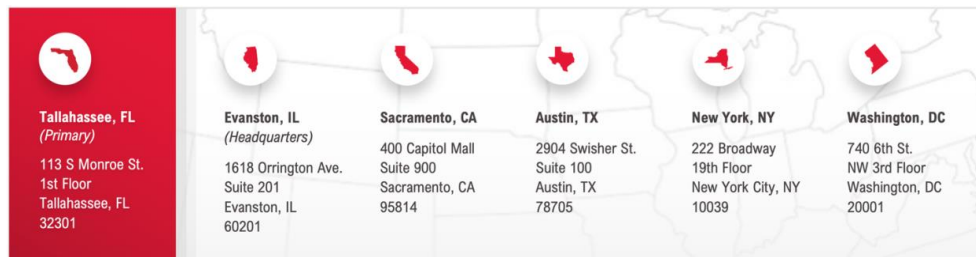
Hagerty provides support to clients across the State of Florida and to clients across the US. We are national in our footprint, with a focus on providing recovery support within the State of Florida through our office in Tallahassee and significant presence in areas like the Panhandle. Our professionals work on Hagerty's active project portfolio, ranging from response support to the Florida Division of Emergency Management (FDEM) associated with Hurricane Ian to long-term recovery support NYC as a result of Hurricane Sandy – a \$15 billion recovery operation. Hagerty possesses the necessary experience and maintains the right relationships to enable a successful recovery for the Village.

Hagerty specializes in providing solutions for our clients' most complex problems by analyzing existing policy, identifying options, and assisting to execute solutions. Structurally, Hagerty combines the capabilities of our internal Divisions – Preparedness, Response, Recovery, and Mitigation – to support our clients, including traditional emergency management staff augmentation in the emergency operations center, strategic advisory support through response/recovery task forces, mitigation application development and grant management, and overall cost recovery. **We call this the One Hagerty approach**, and it is a core philosophy that informs and drives how we support our clients. The Hagerty Project Management Team, led by the Hagerty Project Manager, Ben Martino, will collaborate with the Village to ensure the identification of cross-cutting issues, actions, needs, and innovation for mitigation activities and response and recovery operations. Mr. Martino's resume, along with the names and resumes of other personnel can be found in **Section 6: Required Forms**.



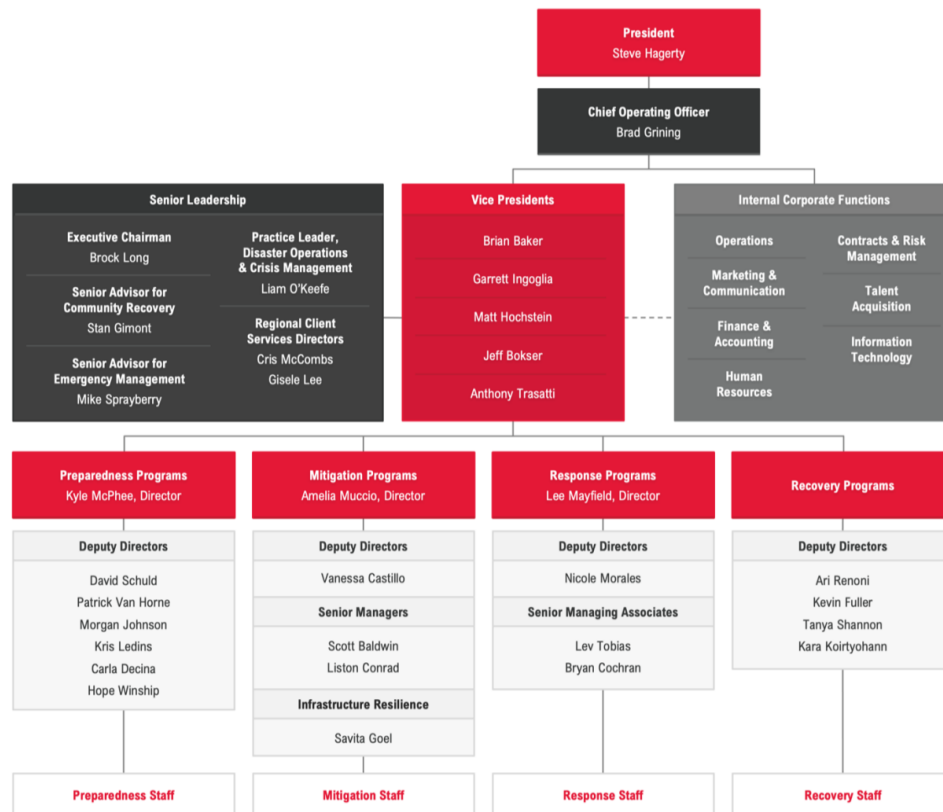
Disaster Management Services
RFP #2023-01

Hagerty has office locations across the US, including in Tallahassee, Florida, with headquarters located in Evanston, Illinois. The team supporting the Village will work out of the Tallahassee office.



Organizational Structure

Below is the organizational structure of Hagerty that demonstrates the division of our leadership and professionals.



*Helping clients prepare for, respond to,
and recover from disasters.*



2. Transmittal Letter

February 22, 2023

Bob Franceschini
Village of Estero, Florida
9401 Corkscrew Palms Circle #101
Estero, Florida 33928

**Subject: Hagerty Consulting, Inc.'s Response to Request for Proposal #2023-01, Entitled
"Disaster Management Services"**

Dear Mr. Franceschini,

Hagerty is pleased to offer our response to Request for Proposal (RFP) Disaster Management Services. We are prepared to support the Village of Estero as it pursues mitigation grant funding through all available programs, including the Hazard Mitigation Grant Program (HMGP), Flood Mitigation Assistance (FMA), and Building Resilient Infrastructure and Communities (BRIC), among others. Hagerty is also prepared to support the Village in comprehensive disaster recovery services, as they are needed.

Hagerty professionals have extensive experience supporting planning, mitigation, response, and recovery activities across the country and within the State of Florida. Hagerty is well established in the State through our partnership with FDEM. Our professionals have supported planning, mitigation, response, and recovery projects throughout Florida and specifically within Lee County. We believe we are the best contractor to support the Village through the mitigation and disaster recovery grant processes because our team is comprised of experts on disaster cost recovery, and understands the needs of communities like the Village.

In submitting this response, we confirm that Hagerty holds the required licenses, certifications, and registrations to complete the work in this RFP in the State of Florida, Lee County, and the Village of Estero.



HAGERTY

www.hagertyconsulting.com

CHICAGO

1618 ORRINGTON AVE, SUITE 201
EVANSTON, IL 60201
847-492-8454

Should you have any questions regarding our proposal and services offerings, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Katie Freeman', with a stylized, flowing script.

Katie Freeman

Director of Operations, Hagerty Consulting, Inc.

1618 Orrington Avenue, Suite 201, Evanston, IL 60201

katie.freeman@hagertyconsulting.com | O: 847-492-8454 x119 | M: 510-851-2664



www.hagertyconsulting.com

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3. Qualifications/Experience Summary

Experience Summary

Hagerty is an emergency management and homeland security consulting firm dedicated to helping our clients prepare for and recover from disasters. Hagerty understands the full life cycle of emergency management and has provided support services to jurisdictions across the nation to address emerging issues in preparedness, prevention, mitigation, response, and recovery. This includes successful past performance in homeland security, disaster preparedness, emergency response, recovery, and continuity of operations services related to all hazards.

Our firm and background are deeply rooted in emergency management. Shortly after our founding, our professionals were asked to support NYC and the World Trade Center to recover from the terrorist attacks of September 11, 2001. Hagerty has been providing emergency management and disaster response support to clients across the US for **over 20 years**. Currently, Hagerty staffs over **500 full-time employees** and has **a cadre of over 1,000 independent contractors**.

Hagerty offers extensive experience in the State of Florida, including focus on grant administration.

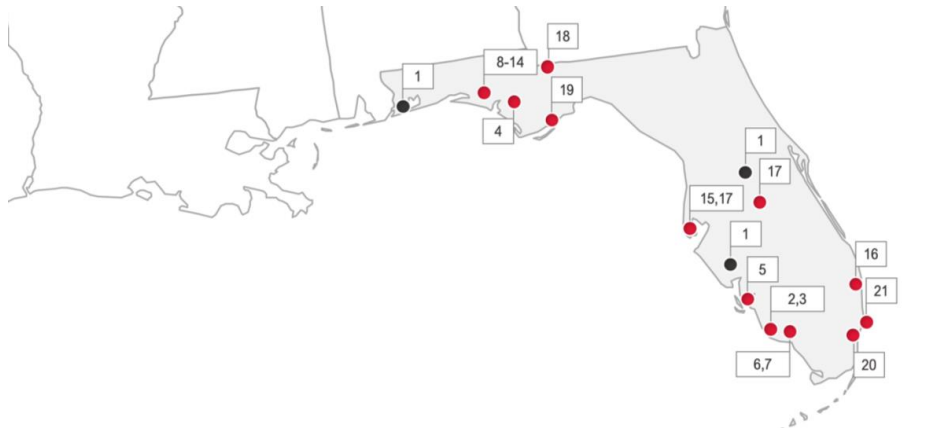
Hagerty is well established in the State of Florida – we have long-term relationships with communities across the State and with FDEM. Because of these relationships, we were called upon to support Miami-Dade County and the City of Surfside following the Champlain Towers Building Collapse; the City of Panama City following Hurricane Michael; and Lee County following Hurricane Ian. Our extensive work across the State demonstrates Hagerty's understanding of the unique geographic and community-based considerations; the emergency management response structures and capabilities of the State; as well as the state, local, county, and non-governmental partners that FDEM supports.

Hagerty's Local Presence

Hagerty's clients in Florida are supported from our office in Tallahassee and the more than **75** professionals we have working across the State.

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Hagerty's Past and Ongoing Support to Florida Clients



- | | |
|---|---|
| 1. 2004 Florida Hurricane Season Joint Field Office | 13. Bay Haven Charter Academy (Hurricane Michael) |
| 2. Collier County Recovery Support (Hurricane Irma) | 14. Girls, Inc. of Bay County Disaster Recovery Administrative Services (Hurricane Michael) |
| 3. Collier County After-Action Review (Hurricane Irma) | 15. CARES Inc. Cost Recovery (Hurricane Michael) |
| 4. Calhoun Liberty Hospital Disaster Recovery (Hurricane Michael and Novel Coronavirus [COVID-19]) | 16. Town of Davie Emergency Management Consulting (Recovery Training) |
| 5. Sarasota Memorial Hospital Disaster Recovery (Hurricane Irma) | 17. Pinellas County Disaster Recovery Management (COVID-19 Fiscal Recovery Funds) |
| 6. Lee County/Southwest Florida Regional Evacuation Plan | 18. Leon County Recovery Support (Hurricane Michael and COVID-19 Cost Recovery) |
| 7. Lee County Hazard Mitigation Plan Update, Pre-Disaster Recovery Plan, COVID-19 Cost Recovery, and Cost Recovery Plan | 19. FDEM COVID-19 Response and Recovery Support; FDEM Michael 428 Policy Support |
| 8. City of Panama City (Hurricane Michael) | 20. Miami-Dade County Disaster Cost Recovery Services (COVID-19, Irma, & Champlain Building Collapse Cost Recovery Support and After-Action Report) |
| 9. Panama City Beach (Hurricane Michael) | 21. Town of Surfside (Champlain Building Collapse Cost Recovery) |
| 10. Bay District Schools (Hurricane Michael) | |
| 11. Palm Bay Education Group (Hurricane Michael) | |
| 12. Panama City Housing Authority (Hurricane Michael) | |

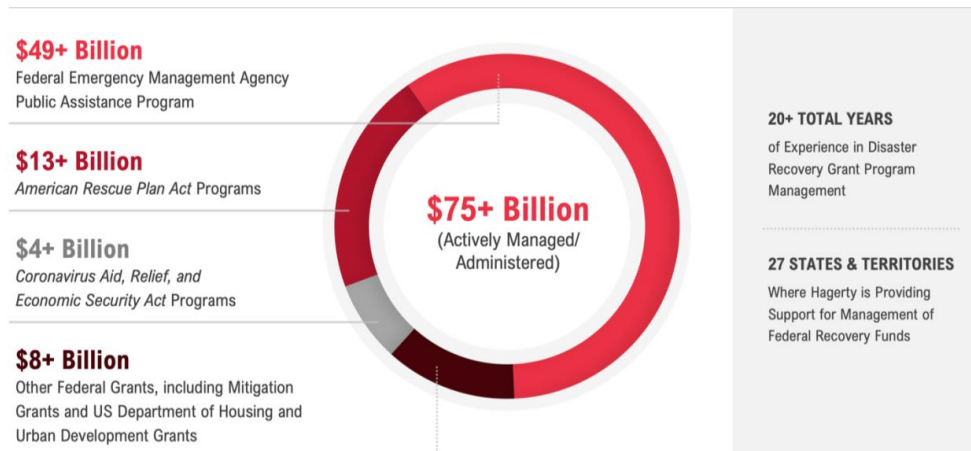
Hagerty's expertise and capability is directly aligned to the specific needs of the Village. We have spent the past 20 years focused on supporting our clients in the identification and management of federal funds, as well as the design and implementation of federally funded programs. We have a track record of assessing and advising clients on new federal programs that emerge from new federal legislation. This includes support associated with several federal programs, such as Coronavirus State and Local Fiscal Recovery Funds under the *American Rescue Plan Act* (ARPA), Emergency Rental Assistance Program, Coronavirus Relief Funds, Community Development Block Grant-Disaster Recovery (CDBG-DR) and -Mitigation (-MIT),



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and several programs under the Federal Emergency Management Agency (FEMA) including Public Assistance (PA) and Hazard Mitigation Assistance (HMA). More recently, Hagerty has supported our clients as they begin to plan and prepare for hundreds of programs under the *Infrastructure Investment and Jobs Act* (IIJA) and the *Inflation Reduction Act* (IRA).

Hagerty's Federal Funding Management Overview



Pre- and Post-Disaster Mitigation Services Experience

FEMA provides both pre- and post-hazard mitigation funding through BRIC, FMA, and the *Robert T. Stafford Disaster Relief and Emergency Assistance Act* (Stafford Act) Sections 404 and 406 programs, which are critical to helping state and local communities increase the resiliency of public facilities, infrastructure, and other community assets in the event of a disaster. Hagerty is extensively experienced in managing and implementing hazard mitigation grants for all programs, including crafting strategies to leverage all funding sources and identify the most appropriate funding stream where a project would be most competitive.

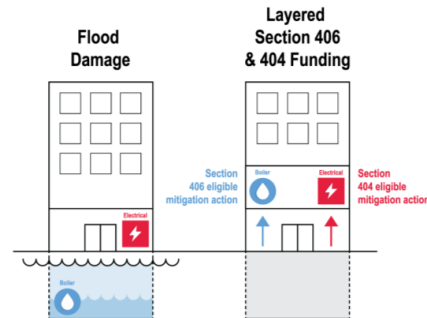
Hazard mitigation funding can be used to protect the Village from future damages and, in combination with the flexibility provided under the FEMA Section 428 Public Assistance Alternative Procedures Program, federal recovery programs can build a resilient County. Our goal will be to support the Village to identify both Section 404 and 406 as well as pre-disaster mitigation (BRIC and FMA) opportunities to enable the maximum amount of funding allocated to increase resilience. Our strategy will include evaluating each program individually, in addition to combining Section 404 and 406 funding to identify the most efficient outcome for the Village.

Hagerty recently conducted a comprehensive mitigation review for our client to maximize opportunities for increased resilience. For both Section 404 and 406, Hagerty's capability is inclusive of the entire hazard mitigation grant lifecycle: from project scoping and subapplication development through project execution and grant closeout.



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The image to the right illustrates a real solution crafted by the Hagerty team. For a recent client, in one structure the boiler was damaged, but the electrical annex was not. However, our team identified that both the boiler and electrical annex are vulnerable in a future flood event, and therefore recommended both be elevated. Under this scenario, Hagerty developed a policy-based justification and a grants package to combine Section 404 and 406 funding to address both needs. As applied to the Village, this type of solution would address both past and future damage, allowing public facilities to be made more resilient, regardless of their existing flood damage.



Hagerty professionals have a long record of success supporting HMGP under Section 404 of the Stafford Act for clients at all levels of government. To provide this support to the Village, Hagerty will assign personnel to execute a variety of tasks in alignment with the Village's objectives, including supporting the Village to evaluate HMGP subapplications from local governments and working with the Village to develop successful HMGP subapplications for funding to protect assets.

Mitigation Support: New York City

Hagerty has supported NYC's hazard mitigation grant management efforts since 2013, first under the NYC office of Management and Budget Cost Recovery contract, and now under the New York City Emergency Management (NYCEM) Surge Capacity Support contract. In 2021, Hagerty helped NYCEM develop, submit, and implement innovative mitigation projects to reduce risk from flooding and other hazards. Hagerty helped NYC obtain Fiscal Year (FY) 2020 BRIC awards for the NYC Department of Transportation Cool Corridors Program (\$400,000) and Tottenville Shoreline Protection (\$26 million). Hagerty currently provides technical assistance to help nine City agencies implement 10 previously awarded mitigation projects, totaling \$306 million (inclusive of \$181 million in federal funding).

In addition to HMGP, Hagerty has worked with both applicant-level and subapplicant-level clients to develop BRIC and FMA subapplications. Since 2018, the HMA Branch has seen an almost 250 percent increase in HMA funding from the previous 10 years, resulting in approximately \$1.3 billion in available program funds.

As a result, and in coordination with California Office of Emergency Services (Cal OES) Hazard Mitigation Leadership and staff, Hagerty surged to provide enhanced programmatic, benefit-cost analysis (BCA), and environmental historic preservation technical assistance to 209 subapplicants across 27 events, resulting in \$1.3 billion in federal share in submitted projects. To further support the State, the Hagerty team developed and delivered almost 110 webinars/trainings to Cal OES mitigation staff and subapplicants. In addition, due to increased FEMA funding, Hagerty surged to support Cal OES mitigation grant monitoring needs, helping

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Cal OES manage 235 total HMA grants (\$1.2 billion in total project costs) through the mobilization of eight Hagerty mitigation grant management specialists.



In California's 2021-22 State Budget, \$100 million was appropriated to Cal OES to develop *Prepare California* – a first-in-the-nation grant program focused on building community resilience among California's most socially vulnerable and high hazard risk communities and providing FEMA HMA matching funds for community improvement projects that vulnerable communities would otherwise be unable to access. To expedite program development and encumber all Program funds by June of 2022, Hagerty surged to provide strategic advisory and technical program support to meet Cal OES' deadline of developing, launching, implementing, and executing "Prepare CA" program within a six-month timeframe. Hagerty successfully met all program milestones, including supporting Cal OES' final scoring and selection of 59 resilience applications (valued at approximately \$41 million), as well as providing enhanced technical assistance for the development of 46 HMGP subapplications (valued at approximately \$530 million in total project costs).

Hagerty also has extensive experience in FEMA hazard mitigation assistance awarded under the PA Program through **Section 406 of the Stafford Act**. Our teams have crafted hundreds of successful HMPs. We leverage FEMA BCA experts to craft arguments for our clients which result in successful project funding and reduce future damages.

List of Government and Private Client Contracts Through 2024

Below is a list of the current clients Hagerty holds contracts through the end of 2024. Hagerty does not believe that any of our current contracts pose a conflict of interest for Hagerty to complete the scope of work for the Village of Estero.

Title	Client	Project Dates
Southern California Edison Business Resilience and Emergency Management	Southern California Edison	March 2020 to March 2023
Palm Beach County Disaster Management and Administration	Palm Beach County, Florida (FL)	March 2022 to March 2023
Entisys360 Master Services Agreement (MSA)	Entisys360 Solutions, Inc.	March 2022 to March 2023
City of Charlotte Consulting Services	Charlotte, North Carolina (NC)	March 2020 to March 2023
Idaho Response and Recovery	State of Idaho (ID)	April 2022 to April 2023
Texas General Land Office General Program Services	Texas (TX) General Land Office (GLO)	March 2019 to April 2023



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Title	Client	Project Dates
North Carolina IA/PA Support	State of NC	February 2020 to April 2023
Horry County, South Carolina Support 2021 to 2026	Horry County, South Carolina (SC)	May 2021 to May 2023
Texas GLO Contract for Alternative Housing Study	Texas GLO	November 2019 to November 2023
Davie Emergency Management Consulting Services	Town of Davie, FL	June 2019 to June 2023
Virginia Department of Emergency Management Homeland Security Exercise and Evaluation Program	Virginia Department of Emergency Management	March 2014 to June 2023
URI MSA	United Rentals, Inc.	October 2021 to June 2023
Nebraska PA, IA, and HMGP	State of Nebraska	June 2020 to June 2023
Argonne National Laboratory Emergency Management Standby Support	Argonne National Laboratory	November 2019 to July 2023
BJC Health System Preparedness Program	Barnes-Jewish Hospital	February 2019 to July 2023
Montgomery County Preparedness and Recovery	Montgomery County, TX	July 2018 to July 2023
Hernando County Planning and Grant Management	Hernando County, FL	August 2019 to August 2023
Houston-Galveston Area Council Preparedness and Recovery	Houston-Galveston Area Council of Governments	August 2021 to August 2023
Cadmus FEMA ORR TSS	Cadmus	March 2022 to September 2023
Grand Prairie Disaster Management Services	Grand Prairie, TX	November 2020 to October 31 2023
Lee County Disaster Management Services	December 2019 to December 2023	December 2019 to December 2023
Bay County Disaster Recovery Consulting Services	Bay County, Florida	December 2018 to December 2023
City of Panama City Recovery Standby	City of Panama City, FL	Jan 2019 to December 2023
Archdiocese of San Juan Disaster Recovery	Archdiocese of San Juan, Puerto Rico	January 2010 to December 2023
TDA Community Compass	TDA Consulting	January 2020 to December 2023
Metropolitan Washington Council of Governments Preparedness	Metropolitan Washington Council of Governments	January 2021 to December 2023



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Title	Client	Project Dates
Los Angeles County MSA	Los Angeles County, California	July 2017 to December 2023
Palm Beach County Readiness Support	Palm Beach County, FL	November 2021 to January 2024
CCPRS FEMA PA Technical Assistance Contract	CCPRS	April 2019 to January 2024
Panama City Housing Authority Disaster Recovery	Panama City Housing Authority	February 2019 to February 2024
First Presbyterian Church of Panama City Disaster Recovery	First Presbyterian Church of Panama City, Inc.	February 2019 to February 2024
Florida Management Consulting Services	State of Florida	March 2021 to February 2024
San Antonio Office of Emergency Management (SAOEM) Emergency Management Services	San Antonio, TX	February 2019 to April 2024
Diocese of Arecibo Disaster Recovery Services	Diocese of Arecibo, Inc.	May 2019 to May 2024
Caguas Disaster Recovery Services	Diocese of Caguas, Puerto Rico	May 2019 to May 2024
Chicago OEMC Planning, Training, and Exercises	Chicago Office of Emergency Management and Communications (OEMC)	May 2017 to May 2024
Cape Coral Disaster Management and Administrative Services	City of Cape Coral, FL	June 2021 to June 2024
PHS NYC Department of Health and Mental Hygiene (DOHMH) Evaluation of Response	Public Health Solutions (PHS)	October 2018 to June 2024
Center for Toxicology and Environmental Health Arkansas COVID-19 Recovery Support	Center for Toxicology and Environmental Health (CTEH)	July 2020 to July 2024
Colorado Hazard Mitigation and Emergency Operations Plan	Colorado Department of Public Safety	May 2022 to August 2024
Metro Poland Emergency Management Planning	Portland, Oregon (OR)	August 2019 to August 2024
SAOEM Regional Catastrophic Preparedness Grant Program Support	San Antonio, TX	February 2022 to August 2024
NYCEM Surge Staffing	New York City Emergency Management	October 2019 to October 2024

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Title	Client	Project Dates
Volusia Emergency Management	Volusia County, FL	November 2021 to November 2024
RIEMA Preparedness Services	Rhode Island Emergency Management Agency (RIEMA)	November 2021 to November 2024
Fort Bend County All-Hazards Standby	Fort Bend County, TX	July 2019 to November 2024

Business-Related Claims and Litigation Summary

The following provides an overview of relevant litigation associated with Hagerty.

<i>Person or Entity Name</i>	Hagerty Consulting, Inc.
<i>Contact Name Phone Number</i>	Renee Zipprich, General Counsel 773-627-7590
<i>Case Caption</i>	Southeastern Construction & Rehab Specialists, LLC, v. GAC Contractors, Inc., and Berkley Insurance Company, / Palm Bay Education Group, Inc., v. Hagerty Consulting Services, Inc., DAG Architects, Inc. and Owen Gipson, Case No. 5:20-cv-132-TKW-MJF
<i>Case Summary</i>	On May 25, 2022, Palm Bay Education Group, Inc., filed a Fourth Party Complaint against Hagerty for various breach of contract claims, titled Southeastern Construction & Rehab Specialists, LLC, v. GAC Contractors, Inc., and Berkley Insurance Company, / Palm Bay Education Group, Inc., v. Hagerty Consulting Services, Inc., DAG Architects, Inc. and Owen Gipson, Case No. 5:20-cv-132-TKW-MJF. On September 26, 2022, all claims contained in the Fourth Party Complaint against Hagerty were dismissed.

<i>Person or Entity Name</i>	Hagerty Consulting, Inc.
<i>Contact Name Phone Number</i>	Renee Zipprich, General Counsel 773-627-7590
<i>Case Caption</i>	Hagerty Consulting Inc. v. Baldwin County Commission
<i>Case Summary</i>	On September 20, 2022, Hagerty filed a breach of contract claim against Baldwin County Commission, Case No. 1:22-cv-00373-MU, pending in the United States District Court for the Southern District of Alabama, Southern Division, for unpaid invoices. On October 17, 2022, Baldwin County filed a motion to dismiss the Complaint based on forum selection. The matter was referred to the magistrate judge and the parties stipulated to attempt mediation. On February 9, 2023, the parties attended mediation in Mobile, Alabama and reached a settlement. Once the settlement agreement is signed, Hagerty will file a voluntary motion to dismiss the matter with prejudice



4. Project Approach, Financial Ability, and Cost Proposal

Project Approach

Hagerty professionals are well versed in both mitigation and recovery activities, including supporting clients through grant management offered through FEMA. Below is our approach for mitigation grant support, disaster recovery support, and the additional tasks outlined in the scope of work.

Mitigation Subapplication Support

Through our partnership with FDEM and Lee County, Hagerty has a strong understanding of project prioritization and available funding. To avoid unnecessary costs to the Village by pursuing grant applications for projects that may be low on the priority list, Hagerty proposes to use a tiered approach for the Village where we provide an in-depth review of the project, client intentions, and feasibility before recommending grant applications.

Phase 1: Project Scoping and Data Collection

The overall goal of the project scoping and data collection phase is to introduce key stakeholders, extract information about the proposed problem and discuss suitable solutions for the Village's proposed HMGP projects. The following tasks will be completed during project scoping to gather critical details and data about the proposed project:

- » Project kickoff call with client, key stakeholders and Hagerty experts to introduce the proposed project, discuss project need, community lifelines and potential hazards to be addressed.
- » Delivery of project kickoff agenda, minutes and follow up tasks.
- » Creation and submission of request for data and documentation to client.
- » Project follow-up call with the Village to discuss outstanding questions, data requests and documentation.

Phase 2: Eligibility, feasibility and cost effectiveness analysis and recommendations

Phase 2 will consist of a review of the data provided and discussed during Phase 1, to determine preliminary cost effectiveness, eligibility, and make feasibility recommendations to the client for each HMGP project. Hagerty will work with the Village to collect the following information, as necessary:

- » Area map
- » List of roadways and detention areas (Damage Inventory Sheet)
- » National Flood Insurance Program (NFIP) claims
- » Hydrologic and Hydraulic Modelling (pre and post project conditions)
- » High-resolution ground and structure elevations



- » Area-specific projections for subsidence and sea level rise
- » Spatial distribution analysis of NFIP claims
- » Previous damage history from flood events
- » FEMA PA Project Worksheets
- » Public Works maintenance records (flooding)
- » Elevation certificates
- » Traffic counts and road detour costs

Once all additional documentation has been provided by the Village, Hagerty will perform an initial run of the FEMA 6.0 BCA software for each viable subapplication (project). Depending on the initial Benefit Cost Ratio (BCR), Hagerty will facilitate a call with the Village to discuss the data points, the BCA results, and the project's next steps. Based on the initial BCR, clients are faced with the following three options, but by far, the first option is the most common outcome.

1. Further data analysis to improve the current BCR and re-calculate the BCA
2. Finalize the current BCA materials / develop full subapplication and submit (assuming a BCR >1.0)
3. Discontinue work on the project / BCA (assuming a BCR <1.0)

Hagerty views this phase as a vital part of the process. If it is clear a project will be unable to show a BCR above 1.0, then it is likely better to drop the project at this stage and focus on the more viable projects that have an avenue for meeting the necessary conditions for acceptance and eventual award.

If the project continues to completion of this preliminary task, Hagerty will submit a subapplication with a BCA technical report (Microsoft Word and PDF), BCA PDF export, and BCA zip file (the zip file can only be opened in the FEMA BCA software).

Hagerty is dedicated to working within the FEMA BCA guidelines but also can provide innovative BCA methodologies based on our firm's previous experience with HMGP BCAs for complex, urban projects. While we cannot guarantee our results will attain a BCR over 1.0, we are committed to using all available resources and out of the box solutions to improve project benefits.

We provide a transparent process that will keep the Village informed of our work and the project's cost effectiveness. As such, we encourage the Village to provide feedback on the BCA, as we have found, that the client's expertise and knowledge is extremely helpful in developing successful BCAs.

If, at the end of this task, the Village's projects are selected for the HMGP program, Hagerty can support and complete all associated reporting, management, BCA, etc. tasks through grant management costs.

Disaster Recovery

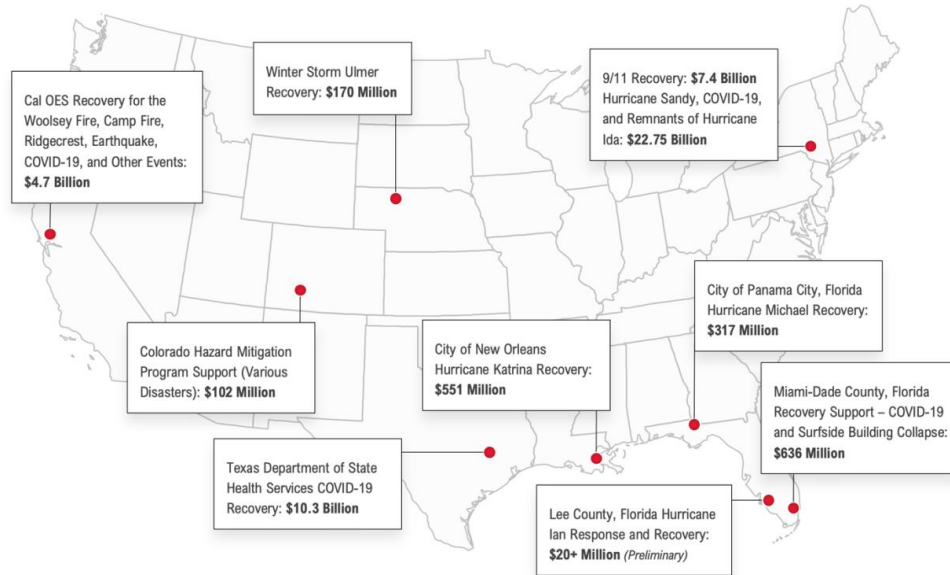
Hagerty offers the Village an extensive understanding of recovery coordination, both in alignment with program implementation and inter-agency program coordination. Hagerty has spent decades supporting recovery for some of the nation's largest and most costly disasters, including catastrophic wildfires, floods, man-made disasters, pandemics, and building collapses. In many cases, our engagement with these clients and projects has included significant interagency coordination – through strategic recovery advisory support



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and, in some cases, direct support for the establishment of a long-term recovery organization. Our capabilities are tailored and scaled to the needs of our clients and the impacts of the disaster.

Hagerty has Supported Catastrophic Disaster Recovery Across the United States



As it applies to recovery coordination, our experience and support includes working within the National Disaster Recovery Framework structure, including collaboration with local and state counterparts within that structure. Notably, Hagerty's expertise has been leveraged by the State of California to support planning and recovery operations after the catastrophic Camp Fire, where Hagerty was continuously engaged in implementation of Recovery Support Function (RSF) operations. In response to the Camp Fire, Cal OES launched the Interagency Recovery Coordination Section and RSF Units. In support of these organizational elements, our professionals created the framework for engagement and coordination with other primary agencies for each of the RSFs. Hagerty has provided subject matter expert advisors to enhance the capacity and capabilities of the RSFs throughout recovery operations, including for the Camp Fire, 2020 and 2021 wildfires, and COVID-19. To further enhance the capabilities of Cal OES staff and RSF partners, Hagerty supported the development and delivery exercises for the Economic and Housing RSFs, including holding follow-up meetings to further enhance capabilities and coordination.

As the RSFs worked with federal, state, and local stakeholders in the first months of the Camp Fire recovery operation, Hagerty supported development of processes to efficiently track community recovery needs, identify and assign resources, and track the status of recovery projects through completion. Partnering with FEMA, Hagerty has played an instrumental role in further developing the federal MAX-TRAX system, including processes for using the system, a library of resource opportunities, and a project management

platform for tracking all disaster activities that can capture incident action planning and Joint Immediate Services Program reporting.

Hagerty's work has fed into innovations that support disaster recovery coordination for future events. In order to support initial data gathering at the beginning of disasters to inform early engagement with communities around the long-term recovery considerations, as well as to support proclamation efforts, Hagerty initiated the development of the Cal OES Recovery Data Repository (RDR) in the Fall of 2020. Throughout 2020, the RSFs leveraged the RDR to initiate the development of county scoring rubrics used to objectively target recovery efforts to communities based on existing capability/capacity, equity metrics, and disaster impacts. This resource is currently used to inform community needs across the State when any disaster occurs.

Hagerty is currently engaged with the State of Florida in response and recovery associated with Hurricane Ian. Hagerty deployed professionals prior to the storm making landfall to support response within the state emergency operations center, including professionals to support data and information management, mass care, and liaison support for local governments. Our teams are currently supporting FDEM and partners across the State in their recovery, including coordination and collaboration with FEMA; staffing support and coordination within the joint field office; and focused technical and policy assistance across program areas.

Additional Tasks

Other Funding Options

Along with our extensive experience with Stafford Act Section 404 and 406 projects, Hagerty professionals are prepared to support the Village pursue other funding options for future projects, such as the various programs included in the IIJA. Each grant program requires its own specific application procedure, which Hagerty can fully explain should a separate task order be released to cover the additional tasks, we will follow the same project management approach shown below. We have successfully utilized this approach to support Lee County in preparedness and recovery activities.

Our Dynamic Approach to Project Management Supports Successful Project Execution and Cost Control



Financial Stability

Hagerty takes seriously the important role it plays in managing complex, potentially sensitive, federal, state, and local projects. As such, Hagerty maintains significant liquidity so that it may always meet its current and future obligations, including unanticipated disaster events. Hagerty manages its finances in a conservative

manner and has never had a project interrupted, or passed on an opportunity, due to a lack of liquidity. Hagerty maintains a significant cash balance and two revolving loans to ensure adequate financial capacity to support our clients. We are confident that we have the resources required to support this engagement for a 30, 60, and 90-day billing cycle.

If this information does not adequately prove our financial ability to support this and future projects, then we respectfully request the opportunity to provide additional evidence to prove our overall financial resources and strength. We consider our financial statements to be confidential and will be happy to supply those to the Village under confidential cover upon request.

Cost Proposal

For both pre-storm and post-storm activities, Hagerty offers these services on a time-and-materials basis.

Labor will be billed on an hourly basis in alignment with the labor categories identified herein. Years of experience and educational requirements are interchangeable on a one for one basis. Our rates do not include:

- » Travel costs. Travel costs are typically billed to our clients in alignment with the US General Services Administration (GSA) Federal Travel Regulations.
- » Other direct costs. Other direct costs may include printing and reproduction, facility rental, equipment rental, or refreshments. Other direct costs are identified at an open market rate specific to a project based on the scope of work requirements.

Hagerty offers base year pricing, as presented below. These rates will be held firm through the first year of the contract. For any option year, rates will increase based upon changes in the Consumer Price Index (CPI).

For each requested service, Hagerty will work with the Village on an appropriate Not-to-Exceed amount, which will be informed by the requested level of effort in addition to applicable management and administrative cost amounts authorized under the requested funding program. All labor and expense costs will be documented to maximize allowable reimbursement as management or administrative costs under the program.

Labor Category	Staff Qualifications	Hourly Rate
<i>Project Executive</i>	Experience of twelve or more years with an advanced degree or fifteen or more years with a bachelor's degree. Demonstrates senior experience in management consulting.	\$240.00
<i>Senior Subject Matter Expert</i>	Experience of fifteen or more years in a specific subject or industry, or ten years' experience and more than one specialized advanced degree.	\$260.00
<i>Subject Matter Expert</i>	Experience of twelve or more years in a specific subject or industry, or eight years' experience and more than one specialized advanced degree.	\$230.00

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<i>Senior Project Manager</i>	Experience of eight or more years with an advanced degree, or ten or more years with a bachelor's degree.	\$210.00
<i>Project Manager</i>	Experience of five or more years with an advanced degree, or eight or more years with a bachelor's degree.	\$170.00
<i>Engineer / Scientist III</i>	Experience of eight or more years plus, at minimum, a college degree in a relevant field (e.g. engineering, biology, ecology, construction management).	\$210.00
<i>Senior Engineer / Planner / Analyst</i>	Experience of five or more years plus, at minimum, a college degree in a relevant field (e.g. engineering, biology, ecology, construction management).	\$170.00
<i>Engineer / Planner / Analyst</i>	Experience of one or more years plus, at minimum, a college degree in a relevant field (e.g. engineering, biology, ecology, construction management).	\$115.00
<i>Damage Assessment Estimator III</i>	Experience of ten or more years plus, at minimum, a college degree in a relevant field (e.g. cost estimating, construction management).	\$220.00
<i>Senior Damage Assessment Estimator</i>	Experience of six or more years plus, at minimum, a college degree in a relevant field (e.g. cost estimating, construction management).	\$185.00
<i>Damage Assessment Estimator</i>	Experience of one or more years plus, at minimum, a college degree in a relevant field (e.g. cost estimating, construction management).	\$140.00
<i>Financial Management Specialist III</i>	Experience of ten or more years plus, at minimum, a college degree in a relevant field (e.g. accounting, management, finance, information technology).	\$210.00
<i>Senior Financial Management Specialist</i>	Experience of five or more years plus, at minimum, a college degree in a relevant field (e.g. accounting, management, finance, information technology).	\$170.00
<i>Financial Management Specialist</i>	Experience of one or more years plus, at minimum, a college degree in a relevant field (e.g. accounting, management, finance, information technology).	\$115.00
<i>Grant Management Specialist III</i>	Experience of eight or more years with a bachelor's degree, or three or more years with an advanced degree.	\$200.00
<i>Senior Grant Management Specialist</i>	Experience of four or more years plus, at minimum, a college degree in a relevant field (e.g. accounting, management, finance).	\$150.00
<i>Grant Management Specialist</i>	Experience of one or more years plus, at minimum, a college degree in a relevant field (e.g. accounting, management, finance).	\$120.00
<i>Recovery Consultant IV</i>	Experience of eight or more years with a bachelor's degree, or six or more years with an advanced degree.	\$200.00

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<i>Recovery Consultant III</i>	Experience of five or more years with a bachelor's degree, or three or more years with an advanced degree.	\$180.00
<i>Recovery Consultant II</i>	Experience of three or more years with a bachelor's degree, or one or more years with an advanced degree.	\$155.00
<i>Recovery Consultant I</i>	Minimum college degree.	\$110.00
<i>Analyst</i>	Experience of less than two years with a college degree.	\$105.00
<i>Senior Administrator</i>	Experience of two or more years with no college degree required.	\$90.00
<i>Administrative Assistant</i>	No college degree required.	\$70.00

5. Proposed Team's Qualifications

Hagerty's professionals have decades of experience in disaster recovery programs, including those under the Stafford Act and other federal and State of Florida programs that support comprehensive cost recovery. Notably, the Hagerty team includes former emergency managers from the State of Florida who have applied expertise in both response and recovery from all-hazards, including an understanding of the different threats and structures to support recovery from hazardous materials events, such as oil spills. The following provides a summary of the experience and qualifications of the proposed Hagerty team, spanning the variety of cost recovery programs that may become available to the Village.

Project Managers

BEN MARTINO, PROJECT MANAGER

Ben Martino is a disaster recovery and emergency management project manager with over 10 years of experience supporting FEMA PA and HMGP projects. His involvement with state and federal grant programs began in 2010, following the British Petroleum's Deepwater Horizon oil spill while working for the State of Louisiana. His progression has been swift and vast to include being identified as a Task Force Leader during Hurricane Irma recovery and now as part of a team of project managers in recovery efforts across multiple active disaster recovery efforts, throughout the US, including Puerto Rico. Since joining Hagerty, Mr. Martino has focused his work on supporting the State of Florida and, more specifically, Lee County to respond and recover from Hurricane Ian. His support has included supporting the County the initial PA site inspection and damage assessment processes before transitioning lead the County's HMGP initiatives as a subject matter expert.

Team Personnel

Hagerty maintains a deep bench of professionals with strong experience and expertise in emergency management and supporting the State of Florida. Below is a list of staff and a summary of their qualifications. Hagerty expects to bring in additional staff as necessary to help the Village meet its goals.

Name and Role	Summary of Qualifications
Amelia Muccio, Certified Emergency Manager (CEM) <i>Subject Matter Expert</i>	» Over 18 years of experience leading national and international mitigation, preparedness, response, and recovery projects. » Spearheaded the submission of an \$860 million HMGP Section 404 portfolio on behalf of NYC as part of larger risk management and preparedness efforts. » Holds a Master of Public Administration and a Bachelor of Science.

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Name and Role	Summary of Qualifications
Rick Becker, Certified Floodplain Manager (CFM) <i>Benefit-Cost Analysis Support</i>	» Over 25 years of experience in hazard mitigation planning, emergency management, risk assessment, land use planning. » Supported NYC's HMGP application process in response to Hurricane Sandy as a member of the BCA team. » Holds a Master of Arts, Geography, and Environmental Planning and a Bachelor of Science in Geography and Environmental Planning.
Vanessa Castillo <i>Mitigation Programmatic and Benefit-Cost Analysis Support</i>	» Over seven years of experience supporting FEMA mitigation programs, including conducting environmental and historic preservation review, BCA as part of grant administration projects. » Supported Cal OES in providing technical assistance to state staff and subapplicants on all mitigation programs including HMGP, BRIC, and FMA. » Holds a Master of Science in Urban and Regional Planning and a Bachelor of Arts in Geography.
Nick Colmenares <i>Mitigation Program Support</i>	» Over 25 years of experience in strategic planning, operations, hazard mitigation, disaster management, and program management. » Led a mitigation planning team in providing technical writing guidance to 74 parishes and jurisdictions in Louisiana, and increased FEMA approval of mitigation plans from four to 78 over three years. » Holds a PhD in Philosophy, Applied Anthropology of Disasters, a Master of Arts in Latin American Studies, and a Bachelor of Arts in English.
Lauren Dozier <i>Mitigation Programmatic Support</i>	» Over 10 years of experience in hazard mitigation program management and post-disaster recovery and hazard mitigation grant administration. » Supported teams overseeing \$100 million in hazard mitigation projects while maintaining compliance with FEMA HGMP, CDBG, and FMA rules. » Holds a Master of Science in Security Studies and a Bachelor of Science in Criminal Justice.
Matt Jacobs <i>Mitigation Programmatic Support</i>	» Over 10 years of experience supporting structural rehabilitation, land development, waterfront resiliency, and disaster recovery projects. » Trained in FEMA Grant Manager software. » Holds a Master of Science in Civil Engineering and a Bachelor of Science in Civil Engineering.
Justin Killingsworth, CFM <i>Mitigation Programmatic Support</i>	» Over eight years of experience in grant administration, mitigation, disaster response, and long-term recovery planning. » Served as a grant manager for 26 active HMA grants, totaling \$36.7 million in project costs.

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Name and Role	Summary of Qualifications
Victor Ortega <i>Mitigation Programmatic Support</i>	» Almost 20 years of experience in architecture, urban design, sustainable design, and sustainability, which he applies to hazard mitigation and disaster recovery. » Lead team overseeing 303 HGMP projects for a project in Puerto Rico valued at \$48 million. » Holds a Master of Architecture and a Bachelor of Arts in Architecture.
Steve Pardue <i>Benefit-Cost Analysis</i>	» More than 25 years of experience in risk assessment, hazard mitigation planning, and BCA for hazard mitigation and risk assessment projects. » Served as the project manager for the development of FEMA's BCA training regimes and delivered training to numerous federal and state groups nationwide. » Holds a Master of Community Planning and a Bachelor of Science in Architecture.
Jason Ressler, CFM <i>Benefit-Cost Analysis and Mitigation Programmatic Support</i>	» 10 years of experience in emergency management and floodplain management projects. » Currently support Lee County and other Florida municipalities on hazard mitigation and BCAs. » Holds a Master of Engineering and a Bachelor of Science.
Mikaela Shannon <i>Geographic Information Systems (GIS), Benefit-Cost Analysis, and Mitigation Programmatic Support</i>	» Four years of experience supporting hazard mitigation and grant administration programs. » Conducts cost estimates and modeling for grant applications. » Holds a Bachelor of Science in Environmental Resources Engineering.
Sephra Thomas, CFM <i>Project Coordination</i>	» Over two years of experience in chemical and environmental engineering, sustainable water management policy, community outreach and engagement, and certified floodplain management. » Holds a Master of Public Affairs, a Master of Science in Environmental Engineering, and Bachelor of Science in Chemical Engineering.

Resumes

Resumes for the team can be found starting on the next page.

Ben Martino

Program Manager



Education

- » Bachelor of Science, Natural Sciences, Southeastern Louisiana University, 2013

Training and Certifications

- » FEMA Professional Development Series
- » Certified FEMA PA
- » Homeland Security Exercise and Evaluation Program (HSEEP)
- » IS-139 and 195
- » Coastal Conservation Association: Board Member and Chapter President

Relevant Highlights

- » FEMA HMGP
- » Grant Management
- » Mitigation
- » Exercise Coordination and Evaluation
- » Scenario Development
- » Program Management

Professional Biography

Mr. Martino has over 10 years of construction, commercial equipment maintenance and contracting, Federal Emergency Management Agency (FEMA) Public Assistance (PA), Hazard Mitigation Grant Program (HMPG), and Project Management experience. His involvement with state and federal grant programs began in 2010, following the BP Oil Spill while working for the State of Louisiana. His progression has been swift and vast to include being identified as a Task Force Leader during Hurricane Irma recovery and now as part of a team of project managers in recovery efforts across multiple active disaster recovery efforts, throughout the US, including Puerto Rico.

Relevant Professional Experience

Disaster Recovery Specialist III | IEM

- » Provided guidance to counties, cities, and private non-profits on complex FEMA PA grant management projects for disaster recovery response to the Novel Coronavirus (COVID-19) pandemic.
- » Assisted in eligibility determination, documentation requirements, procurement standards and contract review to ensure compliance with local and federal requirements.
- » Project Worksheet development, submission and tracking while coordinating with local, state, and federal stakeholders through the obligation process.

Disaster Recover Project Manage | GP Strategies

- » Managed disaster recovery projects for public entities following local and federally declared disasters.
- » Served as Subject Matter Expert in Public Assistance Programs and client projects supporting team members, local and state client engagements.
- » Served as COVID-19 Recovery Program Manager, point of contact, and Subject Matter Expert.
- » Identified long-term recovery funding opportunities and coordinated grant development and management.
- » Coordinated construction management for large-scale projects including roadways, buildings, utilities, and parks and recreation facilities.
- » Facilitated project progression as the liaison between FEMA, Florida Division of Emergency Management, and local entities as well as other state agency stakeholders.

Ben Martino

Program Manager



Hazard Mitigation State Application Liaison | Louisiana Governor's Office of Homeland Security and Emergency Preparedness

- » Primary point of contact for several Louisiana Parishes for Hazard Mitigation Grant Program projects for FEMA funding, representing Governor's Office of Homeland Security and Emergency Preparedness.
- » Reviewed applications for elevation, retrofitting, acquisition, generators, and other potential Hazard Mitigation practices throughout Louisiana following declared disasters.
- » Assisted sub-applicants with project selection and ensured FEMA policy compliance.
- » Liaison between FEMA hazard mitigation staff, State of Louisiana personnel, and local Parishes for all inquiries, requests, application development and program management.

Public Assistance Task Leader | FEMA and State of Florida

- » Managed and supervised a team of program delivery managers and staff while delivering assistance to Hurricane Irma sub applicants withing the State of Florida
- » Maintained communication between local PA applicants, their program delivery manager , State of Florida officials, and management of the Joint Field Office (Orlando, FL).
- » Verified damage descriptions, scopes of work, and cost estimates were documented correctly on all project worksheets.
- » Assisted the State and the Applicant in the development of projects, gave guidance to local, state and federal environmental regulations for compliance, assisted in documentation gathering, obtaining licenses, and proper contract procurements in order to meet FEMA's policies and procedures for reimbursements.

Intern | Louisiana Department of Wildfire and Fisheries

- » Assisted State of Louisiana Fisheries Biologists in collection of data for use in determining a healthy fishery within freshwater aquatic environments.
- » Response work and data collection following the BP Oil Spill in the Gulf of Mexico.
- » Maintained all boating equipment and supplies, preventative maintenance on trailers, generators, motors, and pumps.
- » Upkept all collection gear, nets, fish traps, water quality sampling equipment, and water flow measuring devices.
- » Remained knowledgeable on all native flora and fauna for accurate data collection, proper drafting of reports and sharing of information for best management practices recommendations.

Employment History

IEM, Disaster Recovery Specialist III, 2021 to 2022

GP Strategies, Disaster Recovery Program Manager, 2019 to 2021

Louisiana Governor's Office of Homeland Security and Emergency Preparedness. Hazard Mitigation State Applicant Liaison, 2010 to 2019

FEMA/State of Florida, Public Assistance Task Leader, 2017 to 2018

Pecan Grove Solution, Head Commercial Equipment Installer, 2014 to 2017

Audubon Nature Institute, Aquarist/Dive Boat Captain, 2012 to 2014

Louisiana Department of Wildfire and Fisheries, Intern, 2012 to 2013

Amelia Muccio, CEM, CBCP, MEP

Subject Matter Expert



Education

- » Master of Public Administration, New York University, 2007
- » Bachelor of Science, Rutgers College, 2002

Training and Certifications

- » Certified Emergency Manager (CEM)
- » Certified Business Continuity Professional (CBCP)
- » Master Exercise Practitioner (MEP)
- » FEMA Professional Development Series
- » Homeland Security Exercise and Evaluation Program (HSEEP) certified
- » Incident Command System (ICS) Train-the-trainer certified

Relevant Highlights

- » Over 17 years of experience in mitigation, preparedness, response, and recovery projects
- » Experienced disaster mitigation, preparedness, and recovery planner
- » More than 14 years managing complex domestic and international response and recovery projects
- » Founded and managed a global disaster relief non-profit organization

Professional Biography

Ms. Amelia Muccio is an emergency management and public health program manager with 18 years of experience strategizing and leading national and international mitigation, preparedness, response, and recovery projects. Ms. Muccio has worked on all-hazards planning and policy development, grants management and evaluation, capacity building, *Robert T. Stafford Disaster Relief and Emergency Assistance Act* (Stafford Act) Sections 404/406 mitigation, continuity of operations, training, and exercises.

Ms. Muccio has experience as a project leader and subject matter expert in support of cost recovery work related to a series of grants and funding sources. She directly supported the resiliency and consequence assessment efforts of 16 city agencies for New York City (NYC) during immediate Hurricane Sandy recovery needs. Between August 2013 and May 2015, Ms. Muccio spearheaded the submission of an \$860 million Hazard Mitigation Grant Program (HMGP) Section 404 portfolio on behalf of the city as part of larger risk management and preparedness efforts. For Section 406, Ms. Muccio oversees the mitigation recovery effort for city agencies with a continuously expanding portfolio valued at \$2.2 billion. Hazard mitigation programs of 404 and 406 are under the Federal Emergency Management Agency (FEMA) purview.

Before joining Hagerty Consulting, Inc. (Hagerty), Ms. Muccio served for five years as the Director of Emergency Management for the New Jersey Primary Care Association. In this position, she created statewide planning initiatives stressing ambulatory emergency preparedness and criticality assessments as a vital component to national and economic stability.

Relevant Professional Experience

Hazard Mitigation Assessment Advisor | California Governor's Office of Emergency Services Surge Capacity Staffing | Hagerty Consulting, Inc.

- » Provided project management support to the California Governor's Office of Emergency Services (Cal OES) Hazard Mitigation Branch and the Hagerty Mitigation Team.
- » Assisted Cal OES on their 2020 Building Resilient Infrastructure and Communities (BRIC) submission; California was awarded approximately \$100 million, the highest allocation in the United States.

Amelia Muccio, CEM, CBCP, MEP

Subject Matter Expert



- » Managed a team of project specialists assigned with overseeing approximately 230 obligated hazard mitigation projects totaling \$880 million in project costs.
- » Reviewed and adjudicated 750 Notices of Interests (NOIs) and subapplications, and provided a technical review for programmatic, feasibility, and Environmental and Historic Preservation (EHP) components totaling \$4.23 billion in costs.
- » Provided implementation expertise for inception of the PrepareCA Jumpstart initiative, which yielded 59 applications totaling \$38.9 million in project costs.
- » Developed and delivered over 110 capacity building webinars for Cal OES staff and eligible sub applicants on the Hazard Mitigation Assistance Program (HMAP).

Mitigation Subject Matter Expert | Montgomery County, Texas Pre- and Post-Disaster Support | Hagerty Consulting, Inc.

- » Provided support for Hagerty teams currently supporting pre-and post-disaster support related to the Novel Coronavirus (COVID-19) emergency and concurrent disaster events.
- » Oversaw and developed debris monitoring operations, HMGP applications, Community Development Block Grant – Disaster Recovery (CDBG-DR) and Mitigation (-MIT) applications, and COVID-19 response management.

Project Manager/Team Lead | New York City Office of Management and Budget Hurricane Sandy Recovery | Hagerty Consulting, Inc.

- » Managed 10-person team and coordinated with NYC agencies on technical assistance issues including Project Worksheet (PW) development and hazard mitigation.
- » Developed proposals, cost effectiveness determinations, Request for Information (RFI) responses, campus-based mitigation solutions, 428 Alternative Procedures, and programmatic eligibility.
- » Submitted an \$860 million HMGP portfolio.
- » Oversaw Section 406 expanding portfolio valued at \$2.2 billion.

Project Manager | New York City Office of Management and Budget Hurricane Sandy Recovery, Section 404 Hazard Mitigation Grant Program | Hagerty Consulting, Inc.

- » Managed 17-person team during the Letter of Intent (LOI) and initial application phase; coordinated with city agencies for technical assistance issues including scope of work changes, benefit-cost analysis (BCA), RFI responses, EHP, advance assistance application requests, and technical feasibility.
- » Developed 43 HMGP applications for NYC agencies. Provided ongoing technical assistance to NYC for HMGP applications.

Senior Project Manager | Nebraska Emergency Management Agency Mitigation Services Contract | Hagerty Consulting, Inc.

- » Assisted with the immediate implementation and administration of the HMGP for the Nebraska Sever Witner Storm, Straight-line Winds, and Flooding, and the FEMA Hazard Mitigation Assistance (HMA) programs generally. Directed technical assistance on application review, technical reviews of BCA, EHP compliance, and procedural improvements for the implementation of the State mitigation program.

Subject Matter Expert | City of Panama City, Florida Disaster Recovery | Hagerty Consulting, Inc.

- » Reviewed project with the city leadership and engaged the citizenry to develop the city's long-term recovery plan to make the city the premier location in the Florida Panhandle.

Amelia Muccio, CEM, CBCP, MEP

Subject Matter Expert



- » Developed engagement events with the public through the early summer of 2019 to identify how people want to build back the city, taking advantage of the FEMA 428 alternative procedures to remove severely damaged buildings that were not being fully utilized to create more green spaces and community areas.

Director, Emergency Management | New Jersey Primary Care Association

- » Directed emergency management planning activities of 1,600 employees in launching all-hazards preparedness program.
- » Secured million-dollar Tamiflu donation and led swine flu (H1N1) dispensing and inventory responsibilities for 20 Federally Qualified Health Centers (FQHCs) during the H1N1 pandemic.
- » Integrated emergency preparedness, developed standard operating procedures/guides (SOPs/SOGs), provided annual training/exercise activities, and tailored continuity of operations (COOP) plans, and business continuity plans.
- » Trained 5,000+ health care professionals in the National Incident Management System (NIMS), Incident Command System (ICS), National Response Framework (NRF), COOP planning, novel pandemic influenza, infection control, personal protective equipment, fit-testing and behavioral health awareness.

Cities Readiness Initiative Exercise and Training Consultant | City of Portland Department of Health and Human Services

- » Coordinated Portland's Cities Readiness Initiative (CRI) training and exercise program designed to maximize response capabilities during large scale public health emergency.
- » Planned, conducted, and evaluated CRI training and exercises focused on mass prophylaxis and point of distribution (POD) effectiveness.

Director, Haiti Project and Disaster Operations | Humane Society International

- » Provided emergency management, international development, and public health expertise to ongoing recovery projects in Japan and Haiti; provided direct, field oversight in Haiti to staff of 12.
- » Coordinated field disaster response and zoonotic disease surveillance for Haitian veterinarians including 2012's Tropical Storm Isaac and Hurricane Sandy.
- » Advised Haitian Ministries on emergency management; developed first all hazards disaster preparedness training for high-ranking government officials.

Employment History

Hagerty Consulting, Inc., Director of Mitigation, 2017 to Present

Hagerty Consulting, Inc., Senior Managing Associate, Recovery, 2013 to 2017

The Humane Society of the United States, Director, Haiti Project and Disaster Operations, 2011 to 2013

ATCS, P.L.C., Emergency Management Planning Specialist, Consultant, 2011

City of Portland Department of Health and Human Services, Consultant, 2010 to 2011

New Jersey Primary Care Association, Director of Emergency Management/Bioterrorism Educator, 2004 to 2011

The Humanitarian Project, Founder/Executive Director, 2004 to 2010

Richard Becker, CFM

Benefit-Cost Analysis Support



Education

- » Master of Arts, Geography and Environmental Planning, Towson University, 1995
- » Bachelor of Science, Geography and Environmental Planning, Radford University, 1993

Relevant Highlights

- » Prepared numerous HMGP applications under FEMA's Stafford Act Section 404
- » Developed Stafford Act Section 406 HMPs
- » Prepared 25 local hazard mitigation plans
- » Former BCA Reviewer for Pre-Disaster (PDM) Program
- » Supported 406 Mitigation for the FEMA PAA Program following Tropical Storm Allison
- » Hazard Mitigation Specialist with Texas Medical Center (TMC) Task Force and reviewed dozens of HMGP applications; prepared numerous BC analyses for proposed 406 flood hazard mitigation projects within the TMC
- » Former FEMA headquarters staff member within the Mitigation Directorate
- » Former BCA Analyst within the HMGP for FEMA Region IV

Training and Certifications

- » Certified Floodplain Manager, Association of Floodplain Managers

Professional Biography

Mr. Richard (Rick) Becker has 27 years of experience in hazard mitigation planning, emergency management, risk assessment, and land use planning. He has been a Certified Floodplain Manager (CFM) since 2010 through the Association of State Floodplain Managers. His experience in benefit-cost analysis (BCA) dates back to 1997, when he served as a BCA Specialist with Federal Emergency Management Agency (FEMA) Region IV. Since then, he has served in multiple positions focused on mitigation and BCA.

Recently, Mr. Becker's work with Hagerty Consulting, Inc. (Hagerty) includes providing BCA subject matter expertise through Hagerty's California Governor's Office of Emergency Services (Cal OES) Surge Capacity Staffing Project. To date, he has provided BCA technical assistance for 79 Hazard Mitigation Assistance (HMA) subapplications (\$331 million in federal share), including for some of California's most complex wildfire, infrastructure protection, and flood control projects.

Additionally, Mr. Becker has supported New York City (NYC) following Hurricane Sandy where he was a member of the BCA team that prepared Hazard Mitigation Grant Program (HMGP) applications for the Office of Emergency Management. There, he prepared BCAs and collected BCA data for various agencies, including the NYC Housing Authority (NYCHA), Office of the Chief Medical Examiner (OCME), and New York State Homes and Community Renewal. Mr. Becker completed BCAs and HMGP applications worth approximately \$32.1 million.

Mr. Becker began his career as a Public Assistance (PA) Program specialist in FEMA Region IV. He then transitioned into HMGP, where he was a BCA specialist prior to transferring to the Mitigation Directorate at FEMA Headquarters. Since leaving FEMA, Mr. Becker has been active in the private sector, serving as an environmental planner with a focus on risk assessments, mitigation planning, and FEMA's recovery programs. Mr. Becker has prepared all or part of 25 local hazard mitigation plans for counties, cities, and drainage districts. He is proficient in mitigation and BCA tools, including the current FEMA BCA Software (Version 5.3).

Richard Becker, CFM

Benefit-Cost Analysis Support



Relevant Professional Experience

Hazard Mitigation Assessment Advisor | California Governor's Office of Emergency Services Surge Capacity Staffing | Hagerty Consulting, Inc

- » Provides BCA reviews on California mitigation subapplications (wildfire, drought, seismic, and flood) for HMGP, FMA, and Building Resilient Infrastructure and Communities (BRIC) grants.
- » Provides enhanced technical assistance to subapplicants on subapplications to discuss project cost-effectiveness, clarify BCA documentation requirements, identify critical considerations, and issue requests for information.
- » Performed BCA technical reviews for 79 HMA subapplications (\$331 million in federal share), including for some of California's most complex wildfire, infrastructure protection, and flood control projects.

Hazard Mitigation Assessment Advisor | California Governor's Office of Emergency Services 2018/2019 California Wildfire Long Term Recovery Operation | Hagerty Consulting, Inc.

- » Assisted Cal OES with a wide range of mitigation-related tasks, with a focus on supporting various HMGP programmatic elements, in particular benefit-cost analysis.
- » Provided strategic guidance and programmatic advice across mitigation programs.

Benefit-Cost Analysis and Mitigation Consultant | New York City Hurricane Sandy Recovery Project | Hagerty Consulting, Inc.

- » Supported the Section 404 application process and prepared Section 406 hazard mitigation proposals (HMP) for FEMA Project Worksheets.
- » Member of a BCA team that prepared numerous BCAs for HMGP applications submitted by NYC; prepared BCAs and collected BCA data for various city agencies including New York City Housing Authority and the Office of Chief Medical Examiner.
- » Completed BCAs for HMGP applications worth approximately \$32.1 million.

Consultant | Vissering Pardue & Associates, LLC, City of Frederick, Maryland Hazard Mitigation Grant Program Application

- » Assisted the City of Frederick, Maryland with an HMGP application for an emergency backup generator for the Department of Public Works. Supported application development, including the BCA using FEMA BCA Software.

Consultant | Vissering Pardue & Associates, LLC, Orleans Parish, New Orleans, 2010 Hazard Mitigation Plan Update

- » Completed the Hazard Identification and Vulnerability and Loss Estimation sections for the Parish's five-year mitigation plan update, including a detailed discussion of Hurricane Katrina and a highly detailed natural hazard risk assessment for Orleans Parish, Louisiana.
- » Conducted a comprehensive review of the risk and vulnerability studies conducted since Hurricane Katrina impacted the Parish in 2005.
- » Completed projections to determine potential National Flood Insurance Program repetitive loss areas using standard statistical techniques and a HAZUS-based hurricane wind risk study.

Richard Becker, CFM

Benefit-Cost Analysis Support



Principal | Epona Engineering, Hazard Mitigation Plan Updates for Various Locations

- » Prepared Hazard Identification and Risk Assessment for the 2012 Harris County, Texas Flood Control District Hazard Mitigation Plan.
- » Developed the hazard identification, profiles, and vulnerability and loss estimate sections for seven counties in New Jersey as a part of their first-generation multi-hazard mitigation plans.

Lead/Facilities Team Lead | FEMA Public Assistance Program and Construction Implementation Hurricane Katrina | Vissering Pardue & Associates

- » Served as a Facilities Team Lead for the PA Program within the Education Group, managing up to seven project specialists assisting the Orleans Parish School Board.
- » Reviewed and prepared damage assessments for school facilities; interpreted regulations and policies; and provided reports to FEMA management.
- » Served as the Program and Construction Implementation Lead for the Education Facilities Team, including managing a staff of 12 to assess and re-inspect school buildings damaged by high winds and severe flooding; and serving as lead contact for various school boards to explain program eligibility, interpret FEMA policies, and review damage assessments.

Environmental Planner | FEMA, Hurricane Katrina Recovery

- » FEMA PA Program specialist and team lead for Education Group after Hurricane Katrina.

Program Specialist | FEMA, Tropical Storm Allison

- » Supported the PA Program after Tropical Storm Allison in Houston, Texas as part of the Texas Medical Center (TMC) task force.
- » Worked as a hazard mitigation specialist preparing numerous BCAs for proposed 406 flood hazard mitigation projects at hospitals on or near the TMC campus.

Benefit-Cost Analyst | FEMA Region IV

- » Acted as the benefit-cost analyst for FEMA Region IV within the HMGP and prepared or reviewed the benefit-cost analyses for over 100 HMGP applications.

Employment History

Hagerty Consulting, Inc, 2013 to Present

Epona Engineering, Senior Project Manager, 2012 to Present

Vissering Pardue & Associates, Senior Associate/Project Manager, 2008 to 2011

CDM Consulting Group, Environmental Planner, 2005 to 2008

URS Corporation, Project Environmental Planner/Airport Planner, 2001 to 2004

Federal Emergency Management Agency, Mitigation Directorate Program Specialist, 1998 to 2001

Federal Emergency Management Agency (Region IV), Benefit-Cost Analysis/Public Assistance Specialist, 1995 to 1998

Vanessa Castillo

Mitigation Programmatic and Benefit-Cost Analysis Support



Education

- » Master of Science, Urban and Regional Planning (MURP), Florida State University, 2014
- » Bachelor of Arts, Geography, Boston University, 2010

Relevant Highlights

- » Over 8 years of experience supporting mitigation programs
- » Implementation of FEMA HMGP, Pre-Disaster Mitigation, and Flood Mitigation Assistance (FMA)
- » Experience with FEMA and HUD grant management systems
- » Develop and review of BCAs for mitigation projects
- » Technical assistance for FEMA State Hazard Mitigation Plans and Local Hazard Mitigation Plans
- » Spanish fluency

Professional Biography

Ms. Vanessa Castillo is the current Deputy Director of Mitigation with eight years of experience in implementation of Federal Emergency Management Agency (FEMA) mitigation programs, environmental and historic preservation reviews, benefit cost analysis (BCA) methodology, and Housing and Urban Development (HUD) grant programs. Ms. Castillo has supported Hagerty as a senior manager within the Recovery Division, where she has assisted with mitigation planning and recovery for projects with the State of Nebraska; Montgomery County, Texas; Panama City, Florida; and more. As a recovery consultant, she has assisted with all areas of recovery planning, including post-disaster recovery for various local, state, and federal agencies. As a mitigation specialist for the State of Colorado, Ms. Castillo contributed her expertise to the successful implementation of more than \$65 million in Hazard Mitigation Grant Program (HMGP) for Colorado's largest disaster. She has experience developing mitigation funding strategies and program prioritization for the Pre-Disaster Mitigation (PDM) Program, including projects for flood reduction, wildfire mitigation, and residential property acquisition. With the State of Florida, Ms. Castillo provided technical assistance to state and local entities on the improvement of mitigation plans and strategies. She is currently working with the Nebraska Emergency Management Agency to develop effective funding and mitigation prioritization strategies for the implementation of the HMGP.

Relevant Project Experience

Mitigation Planner | Nebraska Emergency Management Agency Hazard Mitigation Technical Services | Hagerty Consulting, Inc.

- » Provided direct technical assistance on application review, technical reviews of BCAs, Environmental and Historic Preservation (EHP) compliance, as well as procedural improvements for the implementation of the State mitigation program.

Recovery Consultant | Dioceses of Arecibo, Caguas, Fajardo-Humacao, and Archdiocese of San Juan, PR Recovery Support | Hagerty Consulting, Inc.

- » Served as a Recovery Consultant for as-needed strategic management and project development and administration of various federal and state disaster programs related to Presidentially declared emergencies or disasters

Vanessa Castillo

Mitigation Programmatic and Benefit-Cost Analysis Support



including: FEMA Public Assistance (PA); FEMA 404 HMGP; FEMA Individual Assistance; HUD Community Development Block Grant-Disaster Recovery (CDBG-DR), Federal Highway Emergency Relief Program, and the Federal Transit Administration Emergency Relief Program.

Mitigation Engineer | Montgomery County Texas Pre- and Post-Disaster Support | Hagerty Consulting, Inc.

- » Hagerty is currently supporting the County by providing pre-and post-disaster support. Activations have included debris monitoring operations, HMGP applications, CDBG-DR and Mitigation (-MIT) applications, and the Novel Coronavirus (COVID-19) response management.

Associate City Planner | City and County of Denver, Colorado, Office of Economic Development

- » Managed HUD environmental reviews (24 CFR Part 58) of affordable housing developments, public facilities and infrastructure projects, financed with CDBG and HOME entitlement funds.
- » Conducted research and onsite inspections to identify environmental problems in connection to project sites.
- » Applied environmental regulations and laws to produce clear and convincing written documents, reports, charts and presentations relating to implementation of environmental compliance.
- » Facilitated National Environmental Policy Act (NEPA) and National Historic Preservation Act (NHPA) consultation with the State Historic Preservation Office, HUD regional office, federal agencies, and city departments to ensure compliance with NEPA and NHPA Section 106.
- » Facilitated collaboration between the Office of Economic Development and the Office of Sustainability on neighborhood equity.

Mitigation Specialist | Colorado Division of Homeland Security and Emergency Management

- » Provided technical assistance to Colorado subgrantees to develop scopes of work for floodplain and wildfire mitigation projects compliant with Section 404 HMGP, PDM and FMA frameworks.
- » Reviewed and analyzed FEMA Benefit Cost Analyses (Version 5.3) for HMGP, PDM, and FMA applications including: localized flood risk reduction, property acquisition and demolition, and wildfire mitigation projects (defensible space and hazardous fuels reduction).
- » Provided technical assistance to subgrantees on: PDM and FMA applications, including the use of eGrants, and federal procurement regulations and request for reimbursement standards (for both 44 Code of Federal Regulations [CFR] Section 13.36 and 2 CFR Part 200).
- » Reviewed eligibility and completeness of subgrantee requests for reimbursement for HMGP, PDM, and FMA subgrants.
- » Conducted assessments of Request for Information and Request for Proposals or Qualifications for FEMA-funded mitigation projects.
- » Prepared subgrantee project closeout documentation for individual subgrants and state grant closeout documentation for FEMA.
- » Provided technical assistance to subgrantees on how to implement a property acquisition program. Contributed to state guidance on program implementation, reviewed title searches for subject properties to confirm clear title, and assisted subgrantees to develop program budget and determine federal-local cost shares.

Vanessa Castillo

Mitigation Programmatic and Benefit-Cost Analysis Support



- » Collaborated with local jurisdictions, subject matter experts, and interest groups to promote mitigation principles and public outreach, e.g. implementation of defensible space projects.
- » Drafted technical guidance on state processes regarding mitigation project life cycle from application through implementation and closeout.

Hazard Mitigation Planner | Florida Division of Emergency Management

- » Provided technical assistance to Florida counties and municipalities developing county and regional Hazard Mitigation Plans and comprehensive plans.
- » Reviewed and refined the State of Florida Enhanced State Hazard Mitigation Plan to incorporate sea level rise and climate change impacts.

Employment History

Hagerty Consulting, Inc., Hazard Mitigation Specialist, 2019 to Present

City and County of Denver, Associate City Planner, 2018 to 2019

Colorado Division of Homeland Security and Emergency Management, Mitigation Specialist, 2015 to 2017

Florida Division of Emergency Management, Hazard Mitigation Planner, 2014

US Peace Corps, Small Enterprise Development Specialist, 2011 to 2014

Victor Ortega

Mitigation Programmatic Support



Education

- » Doctor of Philosophy (PhD), Applied Anthropology of Disasters, University of Colorado at Boulder
- » Master of Arts, Latin American Studies, University of Florida,
- » Bachelor of Arts, English, University of North Carolina at Chapel Hill
- » Bachelor of Arts, English, Georgetown University

Relevant Highlights

- » Led the evaluation of 50 State Hazard Mitigation Plans
- » Developed HMGP applications for 32 structural retrofits to critical facilities in Louisiana.
- » Former Mitigation Planning Specialist to FEMA to provide technical assistance to 75 counties/cities in North Carolina.
- » Lead author of the Hazard Identification and Risk Assessment (HIRA) and Future Development Trends chapters for updates to nine additional Multi-Jurisdictional Hazard Mitigation Plans in Louisiana
- » Co-authored the 2011 Louisiana State Hazard Mitigation Plan Update

Training and Certifications

- » Project Management Professional (PMP) Certified, Project Management Institute

Professional Biography

Dr. Nicholas Colmenares has a 25-year track record of successfully improving the strategic planning, operations, and project/program management practices of disaster management agencies, businesses, and university research centers. He is an expert in qualitative research, including program evaluation, impact assessment, field observation, and policy analysis. He is recognized for his ability to work across cultural, sectorial, and professional barriers, is bi-lingual in both English and Spanish, and has extensive experience in the United States, Latin America, and the Caribbean.

Following his tenure as Program Director at the Center for Disaster Management and Humanitarian Assistance at the University of South Florida, Dr. Colmenares served as a Program Evaluation Consultant to the United States Agency for International Development (USAID) Office of Foreign Disaster Assistance (OFDA) Risk Management Program for Latin America and the Caribbean, served as a Mitigation Planning Specialist for the Federal Emergency Management Agency (FEMA) Region IV, and served as Program Director with Ashe Industries, Inc., where he led production, marketing, sales, supply chain, and installation for a patented and Florida Building Code approved, hurricane protection product.

Dr. Colmenares served as a Program Management Consultant where he led the development and implementation of a \$20M FEMA Pilot hazard mitigation program designed to integrate the objectives of FEMA mitigation planning and Hazard Mitigation Grant Program (HMGP) project. He also served as co-author for the 2008 and 2011 Louisiana State Hazard Mitigation Plan Updates, with emphasis on the State's Agency Capability Assessment and state-wide Future Development Trends analysis.

Relevant Professional Experience

Independent Consultant | Hagerty Consulting, Inc.

- » Serves as a subject matter expert on hazard mitigation related projects.

Senior Mitigation Planner | California State University System

- » Subject matter expert (SME) advising on projects to develop the California State University's system-wide hazard vulnerability and risk assessment.

Victor Ortega

Mitigation Programmatic Support



Disaster Recovery and Hazard Mitigation Support | United States Virgin Islands

- » Served as hazard mitigation SME and assisted the Virgin Islands Territorial Emergency Management Agency to implement all aspects of the Section 404 Hazard Mitigation Grant Program (HMGP) following Hurricanes Irma and Maria.
- » Support included agency outreach and applicant briefings, development and review of grant applications, management of the project review and approval process, the contractor procurement process, and oversight for project implementation.
- » To date, more than 75 fully developed HMGP applications have been submitted to FEMA, totaling over \$500M.

Senior Mitigation and Disaster Management Consultant | The Wood Group (formerly AMEC Foster Wheeler)

- » Provided hazard mitigation and emergency management planning and project management services to local and state clients. His role involved natural hazards risk and vulnerability data acquisition and analysis, and planning team coordination and oversight in developing local and state multi-jurisdictional mitigation plans and updates.

FEMA Community Engagement and Risk Communications Program Manager | Resilience Action Partners, Inc.

- » Served as a SME on natural hazard mitigation. Tasks involved developing FEMA incentives for expanding the role of mitigation as a key component of its Resiliency Agenda and working with Community Engagement and Risk Communications client communities to build resiliency by removing traditional barriers to mitigation action.
- » Served as a team member of Resilience Action Partners' Mitigation Core Team developing and implementing Pilot programs for community outreach and mitigation capability assessments throughout FEMA's 10 regions.

Emergency Management Planning | District of Columbia Homeland Security and Emergency Management Agency

- » Co-authored the District's Joint Information Center Operations Guide, Crisis Communications Plan and Emergency Service Function-15 Damage Assessment Operations Plan in the support of the District's new comprehensive emergency management strategy – *the District Preparedness Framework*.

Program Evaluator | National Flood Insurance Program/Community Rating System; State Hazard Mitigation Plan Evaluation

- » Led the program evaluation of the National Flood Insurance Program Community Rating System (CRS), including community participation across 50 states to identify and assess incentives and disincentives for program participation and CRS rating improvement.
- » Evaluated the extent to which state plans develop mitigation activities that address climate change.

Hazard Mitigation Project Manager | Multiple Clients Louisiana

- » Served as Project Management Consultant to multiple parishes overseeing 32 structural wind retrofits to critical facilities, construction of four tornado-safe rooms, and two draining improvement projects jointly funded under HMGP and Community Block Development Grant-Disaster Response in response to multiple disasters.
- » Coordinated all project stakeholders (engineers, contractors, government staff, etc.); conducted agency consultations; managed regulatory compliance and mitigation product technical specifications, and conducted public workshops and presentations on project goals and status.

Victor Ortega

Mitigation Programmatic Support



Senior Mitigation Planner | Louisiana Governor's Office of Homeland Security and Emergency Preparedness

- » Serves as Senior Planner and assisted with the development and FEMA approval of 74 local and multi-jurisdictional hazard mitigation plans.
- » Led the implementation of FEMA's Planning Pilot Grant Program integrating planning into the development of mitigation projects, e.g., wind retrofit and floodproofing of critical facilities, construction of tornado safe rooms, road elevations and drainage improvements.

Risk Management/Program Evaluation | Louis Berger Consulting; United State Agency for International Development

- » Served as Disaster Specialist for a mandated third-party evaluation of USAID's OFDA's Risk Management Program operating in 17 countries throughout Latin America and the Caribbean. Nick evaluated all aspects of the Indefinite Duration and Quantity (IDIQ) Contract, focusing on the OFDA contractor's design and implementation of the Program's training, staffing, cost efficiency, and monitoring strategies.

Program Director | University of South Florida, Center for Disaster Management and Humanitarian Assistance

- » Developed civil-military coordination programs for the Office of Naval Research and US Southern Command. Included formation and hosting of international disaster management conferences with US and host-nation military civil affairs groups and non-governmental organizations.
- » Developed and led the Center's \$5M research grants program with participation of the National Science Foundation focusing on funding innovations in disaster management technology and engineering.

Neighborhood Liaison | City of Tampa's Mayor's Office

- » Served as Neighborhood Liaison for the City of Tampa's Mayor's Office, leading community focus groups in assessments of the City's neighborhood revitalization programs, including public education on US Department of Housing and Urban Development, CDBG Empowerment Zone projects.

Victor Ortega

Mitigation Programmatic Support



Education

- » Bachelor of Arts, Architecture, University of Newcastle
- » Master of Architecture, University of East London

Relevant Highlights

- » Strong background in recovery management and project management
- » Over a decade of experience in architecture, urban design, sustainable design, and restoration

Professional Bio

Mr. Victor Ortega is a Recovery Manager with more than a decade of experience in architecture, urban design, sustainable design, and restoration. As a Recovery Manager with Hagerty Consulting, Inc. (Hagerty), he oversaw the completion of the architectural and engineering construction document phase for the Diocese of Arecibo Recovery Support, the Diocese of Caguas Recovery Support, the Diocese of Fajardo-Humacao Recovery Support, and the Archdiocese of San Juan Comprehensive Disaster Recovery and Grant Management Services in Puerto Rico. He additionally assisted with the management of different state and federal programs that included Federal Emergency Management Agency (FEMA) Public Assistance (PA), FEMA 404 Hazard Mitigation Grant Program (HMGP), FEMA Individual Assistance (IA), and more. He completed his Bachelor of Arts in Architecture from the University of Newcastle and a Masters of Architecture from the University of East London.

Relevant Project Experience

Recovery Consultant | Dioceses of Arecibo, Caguas, Fajardo-Humacao, and Archdiocese of San Juan, PR Recovery Support | Hagerty Consulting, Inc.

- » Recovery Consultant for as-needed strategic management and project development and administration of various federal and state disaster programs related to Presidentially declared emergencies or disasters including: FEMA PA; FEMA 404 HMGP; FEMA IA; the United States (US) Department of Housing and Urban Development Community Development Block Grant-Disaster Recovery (CDBG-DR), Federal Highway Emergency Relief Program and the Federal Transit Administration Emergency Relief Program.

Mitigation Planner | Nebraska Emergency Management Agency Hazard Mitigation Technical Services | Hagerty Consulting, Inc.

- » Provided direct technical assistance on application review, technical reviews of Benefit Cost Analyses, Environmental and Historic Preservation compliance, as well as procedural improvements for the implementation of the State mitigation program.

Construction Supervisor | New York City Parks

- » As a Construction Supervisor, monitored four separate contracts at six sites, in addition to implementing borough-wide FEMA tracking procedures for other sites, with \$4 million supervised in the contract.

Victor Ortega

Mitigation Programmatic Support



- » At Alice Austen Park, drafted architectural and landscape plans, in addition to budgeting and permitting for a Hurricane Sandy-damaged park, with attention paid to the site's historic sensitivity and to new ornamental/security lighting needs.
- » Project management duties included site visits, lighting mockups, and liaising with industry suppliers, in-house technical staff, and city/state agencies.
- » Was a SI Multisite Demo for a Hurricane Sandy-related project, with duties that included all drafting, budgeting, and project management, in addition to creating a contract book comprising adapted and custom specifications.
- » Procured all permits and additional funds by liaising with FEMA and more to ready the contract for the bid.
- » Furthered a dormant project, 1593-1595 Richmond Tce. Demo, to be bid upon from an already-drafted and budgeted Hurricane Sandy-related contract; procuring all permits, and prompt payment to contractors and expeditors. Redrafted and respecified plantings to comply with the New York State Department of Environmental Conservation.
- » Appointed by the Commissioner in July 2015 to report all unreported damages to FEMA for parks-owned engineered structures (buildings, seawalls, electrical vaults, and marinas). With \$86.3 million reported, associated site visits, diagrams, and consultant/engineer coordination.
- » Maintained a deep understanding of federal disaster funding processes and implementing obligated scope into parks construction contracts, including hazard-mitigation.
- » Performed multi-phase medium-term park rehabilitation for a hazardous Manhattan pier; drafting hardscape replacement -in-kind and strategic demolition drawings and specs.
- » Managed architectural consultants for two \$3 million rehabilitation contracts.

Architectural Designer | Meshberg Group

- » Drafted interior Construction Design (CD) sets for eight-story buildings for the 212 N9th street and 223 N8th street condominiums.

Architectural Designer | Haute Architects

- » Detailed drafting work, coordinated Heating, Ventilation, and Air Conditioning (HVAC)/ Mechanical, Electrical, Plumbing (MEP) plans, managed the overall plan and drafting, and performed the ad-hoc schedule and component research for two high-end apartments.

Architectural Designer | Sen Architects

- » Surveyed and detailed drafting work, coordinating with heating, ventilation, and air conditioning equipment/mechanical electrical, and plumbing plans.

Architectural Designer | Starr Whitehouse Landscape Architects

- » Performed a three-month fast-track rooftop, courtyard, streetscape, and water-feature CD set for 626 Flatbush Condos in collaboration with Project Management, starting from partial, hand-drawn schematic sketches.
- » Produced plans, details, and sections.
- » Detailed CD set drafting with firm partner and design director on two multi-acre highly used public landscape projects, including Department of Transportation requirements, grading/drainage, planting, and modified details.

Assistance Landscape Architect | Future Green Studio

- » Performed month-long CD set production for a large rooftop garden at the Meyer Residence in New York City (NYC); producing plans and editing details for all areas including paving, planters, and cooking/pergola areas.

Victor Ortega

Mitigation Programmatic Support



- » Followed direct instructions from the client and principal to design a new-build 20th floor rooftop at the Riverwalk 7 Condo.
- » Performed additional ad-hoc material research, tree survey, developer meetings, and drafting for porte-cochere's plans/elevations.

Assistant Designer | Archi-Tectonics

- » Followed direct instructions from the contractor, client, and principal to manage ad-hoc design changes and translate existing details, material specs, and a complex, 3D-like model into a comprehensive construction set.
- » Liaised with all stakeholders through a fast-paced, four-month CD phase.
- » Helped draft and coordinate a construction set for gut renovation.
- » Coordinated drafting and overall construction set for the NAI Café and Exhibit in Rotterdam, New York.

Architectural Designer | Utile Architects

- » Furthered Computer-Aided Design (CAD) and Illustrator diagrams and volume studies for a feasibility study.

Assistant Landscape Architect | Ken Smith Workshop

- » Furthered model and planting and grading plans for a water filtration plant.

Architectural Designer | Architecture in Formation

- » Furthered the design for a 97-unit supportive housing scheme at 40 Vanderbilt Avenue in NYC past the schematic phase.
- » Liaised and met constantly with the architect of record, consultants, and contractors to handle a shifting program and unforeseen technical needs.
- » Performed heavy updating of CAD drawing set and 3D iterations of key spaces; also performed ad-hoc research of components and material.

Architectural Designer | Peter Gluck and Partners

- » Assembled a full feasibility study; proposing multiple designs both as a tool to develop a holistic understanding of a very specialized brief, and to engage a varied user group.
- » Simultaneously worked on physical models, CAD, Illustrator, and SketchUp to tackle specific issues and quickly obtain and provide constructive criticism.
- » Addressed adjacencies, code issues, and campus-wide sustainability at in-house and client-tailored design reviews.
- » Documented existing site and opinions of staff/students on multiple day-long visits.

Architectural Assistant | Walter B. Melvin Architects

- » Drafted the Kips Bay Towers Restoration using CAD, and assisted architects in the preparation of construction documents, producing complete building restoration packages, including details and planning documents.
- » Performed ground and scaffold inspections with ensuing field reports, building condition reports, and coordination of visits and job progress with contractors.

Employment History

Hagerty Consulting, Inc., Recovery Manager, 2019 to Present

NYC Parks, Construction Supervisor, February 2014 to 2019

Victor Ortega

Mitigation Programmatic Support



Meshberg Group, Architectural Designer, October 2013 to December 2013

Haute Architects, Architectural Designer, July 2013 to September 2013

Sen Architects, Architectural Designer, May 2013 to July 2013

Starr Whitehouse Landscape Architects, Architectural Designer, 2012 to 2013

Future Green Studio, Landscape Architect, May 2012 to November 2012

Archi-Tectonics, Assistant Designer, 2010 to 2011

Utile Architects, Architectural Designer, March 2010 to April 2010

Ken Smith Workshop, Architectural Designer, 2009 to 2010

Architecture in Formation, Architectural Designer, May 2009 to October 2009

Steve Pardue, CFM

Benefit-Cost Analysis Support



Education

- » Master of Community Planning, University of Texas, 1994
- » Bachelor of Science, University of Texas, 1989

Relevant Highlights

- » Association of State Floodplain Managers
- » 22 years of experience in all aspects of natural hazard risk assessment, benefit-cost analysis and hazard mitigation planning
- » Expert knowledge of FEMA mitigation programs
- » Hazard Mitigation Planning
- » Risk and Vulnerability Assessment
- » BCA
- » FEMA Mitigation Programs

Training and Certifications

- » Certified Floodplain Manager

Professional Bio

Mr. Steve Pardue, Certified Floodplain Manager (CFM), has more than 20 years of experience in the areas of risk assessment, hazard mitigation planning, and benefit-cost analysis (BCA) of hazard mitigation and risk assessment projects. He is expert in most aspects of the Federal Emergency Management Agency's (FEMA's) mitigation programs, including the hazard mitigation assistance (Section 404) and Public Assistance (PA) mitigation program (Section 406).

Over the past two-plus decades, Mr. Pardue has worked with FEMA, state, and municipal governments across the United States (US) to support pre- and post-disaster mitigation. During the late 1990s, he was a part of the FEMA team that developed much of the initial policy and technical assistance for FEMA's grant programs. Specifically, he was involved in developing and advancing practices related to risk assessment, BCA, and was part of the team that created many of FEMA's policies and technical methodologies. He served as the project manager for the development of FEMA's BCA training regimes and delivered training to numerous federal and state groups nationwide. Following his tenure at FEMA, Mr. Pardue was a principal planner with the URS Corporation, one of FEMA's primary support contractors. During his time with the company, Mr. Pardue was directly responsible for managing a wide variety of jobs related to hazard mitigation planning, risk assessment, and BCA.

Since his time with URS, Mr. Pardue has gone on to found two firms: Vissering Pardue & Associates, and his current firm, Antares Planning Group. Antares is based in Boulder, Colorado and focuses mainly on complex or unique risk situations and grant applications, where clients require a high level of understanding and deep knowledge of grant programs. Over the years, he has worked on many very complex projects for clients in New York, New Jersey, North Carolina, Maryland, Florida, Alabama, California, Texas, Colorado, Texas, Washington, Washington DC, and many others.

Relevant Professional Experience

Hazard Mitigation Assessment Advisor | California Governor's Office of Emergency Services (Cal OES) 2018/2019 California Wildfire Long Term Recovery Operation | Hagerty Consulting, Inc.

- » Assisted Cal OES with a wide range of mitigation-related tasks, with a focus on supporting various hazard mitigation grant program (HMGP) programmatic elements, in particular benefit-cost analysis.

Steve Pardue, CFM

Benefit-Cost Analysis Support



- » Conducted numerous BCA training classes for local jurisdictions statewide.
- » Provided strategic guidance and programmatic advice across mitigation programs.

State Mitigation Grant Program Support | State of Colorado | Antares Planning Group

- » Assisted the State of Colorado (as a subcontractor) in developing grant applications for local jurisdictions across the state.
- » This work was primarily focused on property acquisitions and backup power, and includes developing and organizing all aspects of FEMA grant program applications, including surveys, voluntary participation agreements, risk assessments, BCA, program eligibility determinations, and technical specifications.
- » The work has been instrumental in the state's effort to efficiently distribute and administer grant funding. Successfully processed applications for approximately a dozen clients. Grant awards are pending as of November, 2016.

Benefit-Cost Analyst | New York City Sandy Recovery | Hagerty Consulting, Inc.

- » Worked with the New York City (NYC) Office of Management and Budget (OMB) and the Office of Emergency Management (OEM) to develop mitigation projects. Performed BCA of hazard mitigation projects that directly supported NYC's recovery following Hurricane Sandy. Analyzed dozens of proposed hazard mitigation projects on behalf of NYC OEM, resulting in hundreds of millions of dollars in approved grants. Clients within the City include the Department of Sanitation, Department of Environmental Protection, New York Police Department, Fire Department of New York, Department of Health and Mental Hygiene, and the OEM, among others.

Subject Matter Expert | Mt. Sinai Medical Center Utility Bridge

- » Prepared grant applications for proposals to harden a critical utility bridge on a medical campus. Served as technical lead for BCA of four hurricane wind mitigation projects on the Miami campus of Mt. Sinai Medical Center. Projects were to mitigate the effects of hurricane wind on critical infrastructure, including a utility bridge that carries chill water, medical gases and electricity from supply nodes to various buildings on the medical campus. Successful applications resulted in \$13 million HMGP grants for hospital to retrofit its utility bridge.

Subject Matter Expert | City of Hoboken | Antares Planning Group

- » Developed materials for potential mitigation grant applications for a wide variety of project types. Potential projects included flood detention and pumping, relocation of critical facilities, implementation of a new emergency operations center, and backup power, among others. Tasks included programmatic assessments of BCA and feasibility determinations.

Subject Matter Expert | University of Miami Hospital

- » Served as the technical lead for development of a \$1.2 million FEMA grant application on behalf of the University of Miami Hospital. Project included working with hospital representatives to complete a feasibility assessment and developing all technical materials for the pre-disaster mitigation program application. Completed complex BCA of the proposed project, which was approved in 2011.

Steve Pardue, CFM

Benefit-Cost Analysis Support



Subject Matter Expert | Jefferson Parish, Louisiana

- » Performed numerous BCA and developed a methodology to support BCA for numerous projects in Jefferson Parish. These projects included wind retrofits of several Parish critical facilities and hundreds of residential elevations.

Subject Matter Expert in Risk Assessment | Orleans Parish Hazard Mitigation Plan

- » Completed a comprehensive risk assessment for City of New Orleans Hazard Mitigation Plan update by integrating numerous technical studies by a range of agencies and organizations, including the United States Army Corps of Engineers (USACE). Developed loss projections for the City using depth grids and the results of the USACE's extensive Interagency Performance Evaluation Task Force study.

Employment History

Antares Planning Group, LLC, President, 2012 to Present

Vissering, Pardue, & Associates, LLC, Vice President and Chief Operating Officer, 2006 to 2012

URS Corporation, Principal Planner, 2001 to 2006

Federal Emergency Management Agency, Hazard Mitigation Grant Program Technical Staffer, 1995 to 2001

Bacon & Company, Inc., Director of Development, 1995 to 1996

University of Maryland, Field Director NIJ Crime Study, 1994

City of Grand Prairie, Texas, Planner I, 1990 to 1992

City of Carrollton, Texas, Planning and Zoning Coordinator, 1989 to 1990

US Navy, Air Traffic Controller, 1980 to 1985

Jason Ressler

Mitigation Programmatic and Benefit-Cost Analysis Support



Education

- » Master of Engineering, University of Florida, 2012
- » Bachelor of Science, University of Florida, 2011

Training and Certifications

- » Florida Board of Professional Engineers, 82395
- » Certified Floodplain Manager, Association of State Floodplain Managers, 40071
- » Software Skills: SWMM, ICPR3, ICPR4, HEC-HMS, HEC-RAS, ArcGIS, AutoCAD, Civil3D, FEMA BCA 5.3/6.0, Microsoft Suite

Relevant Highlights

- » Benefit Cost Analysis (BCA)/ Mitigation Economic Analysis
- » Floodplain Management/ National Flood Insurance Program (NFIP) Program Management
- » Water Resources /Watershed and Storm Water Management

Professional Biography

Mr. Jason Ressler is an emergency management professional and engineer with expert knowledge in water resource and floodplain management. He is a member of the Association of State Floodplain Managers and has served as the Water Resources Engineer on a number of projects through his work at CDM Smith, Inc. Since 2019, he has served as a contractor with Hagerty where he has assisted in post-disaster mitigation work for a variety of public and private contracts. Mr. Ressler has taken a leadership role to deliver funding and planning for present and future resilience projects regarding stormwater management, water treatment, and hydrologic modeling for infrastructure. He understands Federal Emergency Management Agency's (FEMA) Public Assistance (PA) programs under Sections 406 and 404 of the *Robert T. Stafford Disaster Relief and Emergency Assistance Act* (Stafford Act) and has applied training to many successful projects.

Relevant Professional Experience

Subject Matter Expert | Miami-Dade County Comprehensive Cost Recovery Plan | Hagerty Consulting, Inc.

- » Applied understanding of cost recovery programming to the Novel Coronavirus (COVID-19) emergency funding made available to Miami-Dade County.
- » Ensured all eligible activities under the 324 Management Costs were reimbursed using FEMA funding.

Senior Engineer | Girls, Inc. Disaster Recovery Support | Hagerty Consulting, Inc.

- » Utilized data collection and assessment for Girls, Inc. following damages from Hurricane Michael to determine a rapid recovery and post disaster redevelopment plan.

Senior Engineer | Bay Haven Disaster Management Recovery | Hagerty Consulting, Inc.

- » Reviewed data and collected documentation to determine eligible costs under FEMA PA programs and Sections 406 and 404 of the Stafford Act.
- » Evaluated use of pilot programs from FEMA, including projects under the Public Assistance Alternative Procedures (PAAP) for debris removal.

Jason Ressler

Mitigation Programmatic and Benefit-Cost Analysis Support



Senior Engineer | Calhoun Library Hospital Authority Disaster Recovery Consulting | Hagerty Consulting, Inc.

- » Provided input and planning expertise for post-Hurricane Michael relief for the Calhoun Library Hospital (CLH).
- » Met with CLH executives to determine needs alongside FEMA allocations and budget for the \$600,000 scope for reimbursement.

Engineer/Scientist | Post-Disaster Mitigation, Panama City, Florida | Hagerty Consulting, Inc.

- » Mitigation and resiliency team lead and mitigation subject matter expert in charge of mitigation activities for nine separate entities.
- » Coordinated a team of professionals to secure funding for resiliency projects under FEMA 404 and 406 programs with expected total funding to exceed \$200 million.

Water Resources Engineer | Federal Emergency Management Agency Regions II, III, IV, IX, Headquarters | CDM Smith, Inc.

- » Technical reviewer and quality control evaluator for mitigation applications applied for under Flood Mitigation Assistance (FMA) and Pre-Disaster Mitigation (PDM) programs.
- » Lead reviewer for Hazard Mitigation Technical Assistance Program for DR-4273, DR-4085/DR-4086.
- » BCA Software instructor.

Water Resources Engineer | Pinellas Park Water Management District | CDM Smith, Inc.

- » District engineer for special drainage district including oversight of design and construction of capital improvement projects, long range facilities planning, and representation of PPWMD to the public and to municipal and federal agencies.

Water Resources Engineer | City of Virginia Beach | CDM Smith, Inc.

- » Task manager and principal stormwater system modeler responsible for building large-scale Stormwater Management Model (SWMM) models of existing infrastructure and using models to design and evaluate improvements.

Water Resources Engineer | Boynton Beach East Water Treatment Plant | CDM Smith, Inc.

- » Stormwater and process mechanical designer for an Envision certified 100-year on-site stormwater system as well as critical components of the process mechanical and yard piping upgrades of a design-build Water Treatment Plant (WTP) retrofit.

Water Resources Engineer | Palm City II Landfill | CDM Smith, Inc.

- » Stormwater engineer of record for the design and permitting for modification of onsite drainage and pond alteration.

Water Resources Engineer | Detailed Water Resource and Floods Study | CDM Smith, Inc.

- » Hydrologic and hydraulic modeler for large scale watershed models (greater than 1,000 square miles) that were used to ascertain locations for new potable water wells and to validate and design flood control structures.

Employment History

Hagerty Consulting, Inc., Independent Contractor, 2019 to Present

CDM Smith, Inc., Water Resources Engineer, 2013 to 2019

Mikaela Shannon

GIS, BCA, and Mitigation Programmatic Support



Education

- » Bachelor of Science,
Environmental Resources
Engineer Major & Applied
Mathematics Minor, Humboldt
State University

Relevant Highlights

- » Experience working with the
Public Assistance and Hazard
Mitigation Assistance Grant
Programs (HMGP, BRIC, and
FMA)
- » Experience working with the
Community Development Block
Grant Programs (DR & MIT)
- » Experience performing benefit-
cost analyses
- » Experience with cost estimating
techniques
- » Experience in local, State, and
Federal building codes.
- » Experience with ArcGIS in
developing maps and analyses
- » Experience in developing Site
Inspection Reports

Professional Bio

Ms. Mikaela Shannon has experience with disaster recovery and mitigation for three years in the Panama City, Florida region and Baldwin County, Alabama region, especially focused on the Hazard Mitigation Grant Program (HMGP), Public Assistance Hazard Mitigation and Community Development Block Grant (CDBG) Program. Most recently, Ms. Shannon has 5-months of experience with the California Governor's Office of Emergency Service's, Hazard Mitigation Assistance Branch to review and monitor the Federal Emergency Management Agency (FEMA) Hazard Mitigation Assistance (HMA) program's grant applications. Ms. Shannon has performed Benefit-Cost Analyses (BCAs), cost estimates, scopes of work (SOW), and developed supporting documentation including maps and analyses utilizing ArcGIS, and photo pages. She has also worked with the Public Assistance (PA) program, including applying Policy Guide Appendix J, formulating Scope of Works, Force Account Labor, Site Inspection Reports (SIR), and working on mitigation and hardening projects. Prior to her work at Hagerty Consulting, Inc. (Hagerty), Ms. Shannon performed a BCA and other analyses to construct a \$1.2 million solar energy installation for an Emergency Operation Center (EOC).

Relevant Professional Experience

Mitigation Assessment Specialist | California Governor's Office of Emergency Services, Surge Capacity Staffing | Hagerty Consulting, Inc.

- » Provide consultation in project initiatives for state clients and provide technical assistance program guidance to local jurisdictions with tasks that include a review of FEMA HMA grant applications, program monitoring, and review of documents.
- » Review roughly \$90,000,000 of 4 applications and supporting documentation (e.g., architectural and engineering plans, assessments, and feasibility studies) for eligibility, feasibility, cost-effectiveness, and compliance with the Hazard Mitigation Grant and Prepare California Match Program. Attend and participate in meetings with the sub-applicants and provide technical assistance program guidance.
- » Assist and review roughly 10 notices of intents for eligibility, feasibility, cost-effectiveness, and compliance with the Hazard Mitigation Grant Program. Attend and participate in meetings with the sub-applicants and provide technical assistance program guidance.

Mikaela Shannon

GIS, BCA, and Mitigation Programmatic Support



- » Conduct project monitoring in the implementation stages of roughly 25 projects totaling approximately \$70,000,000. Attend and participate in kickoff meetings and provide technical program assistance for quarterly reports, the scope of work and budget changes, time extension requests, and project closeouts.

Mitigation Engineer | Hagerty Consulting, Inc.

- » Developed 50 Hazard Mitigation Proposals, representing roughly \$10,000,000, applying all applicable PA program and Policy Guide Appendix J elements to strengthen the envelope of buildings and facilities by hardening roofs, windows, wall structures, doors, underground pipes, and mechanical and electrical components from high winds, wind-blown debris, and wind-driven rain.
- » Developed six CDBG-DR Grant Applications, representing roughly \$85,000,000. The proposals consisted of four underground utilities restoration projects (sewer, potable water, and stormwater), one underground box culvert attached to a wet detention pond, and one septic to sewer conversion project. Developed cost estimates, and conducted data mining and technical analysis for all projects. Conducted preliminary modeling for the box culvert and wet detention pond project.
- » Developed three CDBG-MIT Applications, representing roughly \$62,000,000. Developed the applications including hazard risk description/actions, resiliency measures, project summary, address current and future risk, number of beneficiaries, and environmental, historical, and preservation application assessment.
- » Developed three HMGP Applications, representing roughly \$3,000,000. The applications consisted of one Police Headquarters generator project, one home elevation project consisting of nine properties, and one residential safe room project consisting of one property.
- » Developed one FMA Application, representing roughly \$2,000,000. Developed the application for 11 properties including the scope of work, and technical feasibility descriptions/actions, address current and future risk and befitting areas, and developed cost estimations and ArcGIS maps. Additionally, this work included community outreach, data collection, and management.

Mitigation Intern | Hagerty Consulting, Inc.

- » Developed 20 Hazard Mitigation proposals, representing roughly \$3,000,000, applying all applicable PA program and Policy Guide Appendix J elements to strengthen parks, harden roof structures and windows of apartment complexes, increase resilience from wind by anchoring school playground components, harden and introduce pulley mechanism to collapse the netting before a high wind event for the softball field, and identified more resilient material to upgrade outdoor lighting.
- » Assisted in developing the SOW and aggregated backup documentation for two HMGP proposals estimated to be worth a total of \$22,000,000 to **1)** mitigate stormwater flooding within residential areas and **2)** increase capacity and relocate substations outside of flood zone areas.
- » Performed research to support the SOW including the completion of a flood assessment for varying weather conditions for wastewater substations, and wastewater flow assessment.
- » Formulated a PA Force Account Labor and Equipment project for 81 employees totaling \$313,300.
- » Supported Project Management Team by organizing and aggregating hours worked on each project by the Hagerty Mitigation Team to develop pre-award management costs to incorporate in HMGP applications across all clients.

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Mikaela Shannon

GIS, BCA, and Mitigation Programmatic Support



Student | Humboldt State University Renewable Energy Power System

- » Designed a solar array parking lot structure to maximize energy production.
- » Completed a BCA evaluating the technical and economic feasibility of expanded solar power resulting in a 20-year payback period for a \$1.2 million project.
- » Developed cost estimate utilizing RS Means.
- » Identified applicable Americans with Disabilities Act, wind, and seismic building codes and standards and incorporated them into the design for the parking lot structure including California Building Codes, Section 16: Structural Design.
- » Project design is scheduled to be implemented in Fall 2021 by the client.

Employment History

Hagerty Consulting, Inc., Associate, 2020 to Present

Hagerty Consulting, Inc., Intern, 2019 to 2020

Sephra Thomas, CFM

Project Coordination



Education

- » Master of Public Affairs, The University of Texas at Austin
- » Master of Science, Environmental Engineering, The University of Texas at Austin
- » Bachelor of Science, Chemical Engineering, The University of Texas at Austin

Training and Certifications

- » CFM, Texas Floodplain Management Association

Relevant Highlights

- » Recipient, 2018 Helen J. and Robert S. Strauss Fellowship
- » Established in SDE 3.0 Tool, ArcGIS Pro, ArcMAP
- » Proficient in Microsoft Office: Word, Excel, PowerPoint
- » Familiar with STATA, MATLAB, Vminte31, Java, XCode6-Beta, Aspen 6, JMP
- » Conversational in Spanish and Malayalam

Professional Biography

Ms. Sephra Thomas is a Certified Floodplain Manager (CFM) with close to five years of experience in chemical and environmental engineering, sustainable water management policy, community outreach and engagement, and certified floodplain management. Ms. Thomas joined the Texas Water Development Board in 2020 as a Flood Outreach Specialist for the East Texas Region after completing her Master of Public Affairs and Master of Science in Environmental and Water Resources Engineering, from The University of Texas at Austin. In this role she supported 310 East Texas communities in maintaining National Flood Insurance Program (NFIP) compliance by contacting communities weekly in community assistance calls (CACs) and discussing their floodplain management program, substantial damage, permitting, and disaster recovery. She also provided training and general technical assistance to East Texas concerning elevation certificates (ECs), grant opportunities for flood infrastructure, and other floodplain management areas. Ms. Thomas also has a strong background in research, and participated in multiple graduate studies focused on water resource sustainability and management.

Relevant Professional Experience

Flood Outreach Specialist | Texas Water Board

- » Represented 310 East Texas communities for NFIP compliance and assistance.
- » Led three Community Assistance Visits in permit reviews, floodplain tour, and program evaluation.
- » Completed 66 CACs to address floodplain management programs in the Region.
- » Reviewed and commented on 10 flood damage prevention ordinances/orders to ensure compliance and proper adoption of higher standards.
- » Taught in three Floodplain Management 101 classes and three technical trainings on ECs, substantial damage, and base level engineering.
- » Managed a full review of 369 communities for higher standards and proper ordinance adoption.
- » Standardized knowledge sharing between team members with creation of live "knowledge" database.
- » Initiated pre-and post-hurricane outreach via email and phone, and created standard communication templates for disasters.

Sephra Thomas, CFM

Project Coordination



- » Compiled data and created Geographical Information System (GIS) maps for Community Rating System recertifications and applications.
- » Advised communities on different grant options and insurance resources, such as Public Assistance (PA), Increased Cost of Compliance, Hazard Mitigation Grant Program, Flood Infrastructure Fund, and Flood Mitigation Assistance grants.
- » Initiated monthly meetings with Federal Emergency Management Agency Region VI counterpart to ensure aligned communication and implementation.

Graduate Research Assistant | The University of Texas at Austin

- » Graduate Focus: System of Sustainability-The Intersection of Policy and Engineering. Analyzed through various projects the interaction between policymakers/government and water resources and technologies at different scales.
- » Policymaking and Leadership-Admiral William McRaven. Acted as National Security Advisor to “President” on mock National Security Council concerning aggressiveness of U.S. response to Hurricane Dorian and Tropical Storm Imelda. Co-authored point paper proposing an initiative for federally regulated data transfers, updated maps, and new zoning.
- » Transnational Water Management of Nile: Grand Ethiopian Renaissance Dam. Briefed intelligence analysts on impact of political unrest on water and energy access in Egypt, Ethiopia, and Sudan. Co-authoring Sustainability of Engineered Rivers in Arid Lands (SERIDAS) chapter on climate change impact on Nile River and analyzing different technologies to mitigate water access crisis amidst state conflict. Completed Master’s Report on historical and current context of water conflict along the Nile in light of the Grand Ethiopian Renaissance Dam and made recommendations for potential collaboration.
- » Financing Chicago Floods-Storymap of Flood Risk and Damage for Green Bond Issuance. Created a Storymap of Chicago with updated flood data, social indices, and insurance profiles with help of the United States Geological Survey and local non-governmental organization Center for Neighborhood Technology/Rain Ready. Proposed use of Storymap and interactive visuals to incentivize Chicago financial advisors to issue green bond for redesign of flood-prone, low-income residences.
- » Sustainable River Management on the US/Mexico Border: Recommendations for the Paso del Norte (SERIDAS). Published paper under guidance of academic and public sector advisors from various institutions to understand system of agencies and propose policy changes to 1944 Water Treaty between Mexico and US. Served as editor-in-chief of cohort and official rapporteur of annual workshop held at The Bellagio Center, Milan.
- » Nature Insurance Value: Assessment and Development 2020 – IHE Delft, The Netherlands. Developed massive open online course as initiative for continuous education of project deliverables and findings of different case studies and institutions in London, Rotterdam, and Delft. Served as designer and presenter of curriculum, video production, and information collection framework for various site leaders at project workshop in Montpellier, France.
- » Rainwater for Everyone?-Analysis of Mexico City Water Access. Reported on downsides of rainwater collection effort by local NGO Isla Urbana on conservation, health, and sociopolitical environment. Presented and interviewed various Mexican state representatives, Mexico City officials, and IDB representatives on plans to improve water access amongst informal settlements.

Sephra Thomas, CFM

Project Coordination



Employment History

Hagerty Consulting, Inc., Response Professional, 2021 to Present

Texas Water Development Board, Flood Outreach Specialist, 2020 to Present

Presentations and Publications

"Sustainable River Management on the US/Mexico Border: Recommendations for the Paso del Norte, PRP 202." *LBJ School of Public Affairs*, 2018

"TribFest: US-Mexico NAFTA Renegotiations Cause Worry Along the Border." *The Baines Report*, 2017

Disaster Management Services
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6. Required Forms

See next page.

Disaster Management Services
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Proposal Quote Form

See next page.



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Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA
PROPOSAL QUOTE FORM
FOR
DISASTER MANAGEMENT SERVICES

DATE SUBMITTED: 02/22/2023VENDOR NAME: Hagerty Consulting, Inc.TO: The Village of Estero
Estero, Florida

Having carefully examined the "General Provisions", and the "Special Provisions", all of which are contained in the Contract Documents, the Undersigned proposes to furnish the following which meets these specifications:

NOTE REQUIREMENT: IT IS THE SOLE RESPONSIBILITY OF THE VENDOR TO CHECK THE VILLAGE OF ESTERO WEB SITE FOR ANY PROJECT ADDENDA ISSUED FOR THIS PROJECT. THE VILLAGE WILL POST ADDENDA TO THIS WEB PAGE, BUT WILL NOT NOTIFY.

The undersigned acknowledges receipt of Addenda numbers: N/A

TO BE STARTED WITHIN two CALENDAR DAYS AFTER RECEIPT OF NOTICE TO PROCEED.

Proposers should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the proposal may be grounds to reject the proposal.

Are there any modifications to the proposal or specifications:

YES _____ NO X _____

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the proposer being declared nonresponsive or to have the award of the proposal rescinded by the Village.

MODIFICATIONS:

Disaster Management Services
RFP#2023-01

Vendor Disclosure Form

See next page.

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA
VENDOR DISCLOSURE FORM

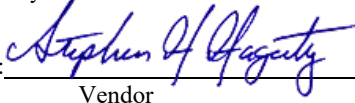
Project No.: 2023-01

Project Name: Disaster Management Services

Please check as appropriate:

- ☒ I am the sole proprietor/owner. The company is not publicly held.
- ☐ The company is not publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.
- ☐ The company is publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.

I do hereby certify that to the best of my knowledge and belief certify that the information above and attached is true and correct.

Signed: 

Vendor

Printed Name Steven Hagerty

Company Name: Hagerty Consulting, Inc.

Date: 02/22/2023

Disaster Management Services
RFP#2023-01

Anti-Collusion Statement

See next page.

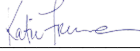
Proposal No.: RFP 2023-01

ANTI-COLLUSION STATEMENT

THE BELOW SIGNED VENDOR HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS RESPONSE WITH OTHER VENDORS AND HAS NOT COLLUDED WITH ANY OTHER VENDOR OR PARTIES TO A RESPONSE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS.

FIRM NAME Hagerty Consulting, Inc.

BY (Printed): Katherine G. Freeman

BY (Signature): 

TITLE: Director of Operations

FEDERAL ID # OR S.S.# _____

ADDRESS: 1618 Orrington Avenue, Suit 201 Evanston, IL 60201

PHONE NO.: 847-492-8454

FAX NO.: 847-859-1710

CELLULAR PHONE NO.: 510-851-2664

E-MAIL ADDRESS: katie.freeman@hagertyconsulting.com

Disaster Management Services
RFP#2023-01

Affidavit Certification Immigration Laws

See next page.

Proposal No.: RFP 2023-01

**AFFIDAVIT CERTIFICATION
IMMIGRATION LAWS**

SOLICITATION NO.: 2023-01 PROJECT NAME: Disaster Management Services

VILLAGE OF ESTERO WILL NOT INTENTIONALLY AWARD VILLAGE CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) {SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

VILLAGE OF ESTERO MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY VILLAGE OF ESTERO.

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company Name: Hagerty Consulting, Inc.

Katie Freeman Director of Operations 02/22/2023
Signature Title Date

STATE OF Illinois
COUNTY OF Cook

The foregoing instrument was signed and acknowledged before me this 22nd day of February 2023, by Katie Freeman who has produced
(Print or Type Name)

as identification. (Personally known by me)
(Type of Identification and Number)

Judith R. Hynes
Notary Public Signature
JUDITH R. HYNES
Printed Name of Notary Public
September 16, 2026
Notary Commission Number/Expiration



The signee of this Affidavit guarantee, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made.

Disaster Management Services
RFP#2023-01

Public Entity Crime Form

See next page.

Proposal No.: RFP 2023-01

PUBLIC ENTITY CRIME FORM

This form must be signed and sworn to in the presence of a notary public or other officer authorized to administer oaths.

1. This sworn statement is submitted to the Village of Estero, Florida
(Print name of the public entity)
by Katherine G. Freeman
(Print individual's name and title)
for Hagerty Consulting, Inc.
(Print name of entity submitting sworn statement)
whose business address is 1618 Orrington Avenue, Suit 201 Evanston, IL 60201
(If applicable) its Federal Employer Identification Number (FEIN) is 37-1431085
(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement:
On the attached sheet.) Required as per IRS Form W-9.
2. I understand that a "public entity crime" as defined in Paragraph 287.133(1) (g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including but not limited to, and bid or contract for goods or services to be provided to any public entity or agency or political subdivision or any other state or of the United States, and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1) (b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
 1. A predecessor or successor of a person convicted of a public entity crime:
or:
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those offices, directors, executives, partners, shareholders, employees, members and agents who are active in the management of the affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not fair market value under an arm's length agreement, shall be a facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a "person" as defined in Paragraph 287.133(1) (c), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of the entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting those sworn statement. (Please indicate which statement applies.)

Proposal No.: RFP 2023-01

X Neither the entity submitted this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity nor affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearing and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (Attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO OR ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Katie Franzen
(Signature)

02/22/2023

(Date)

STATE OF Illinois
COUNTY OF Cook

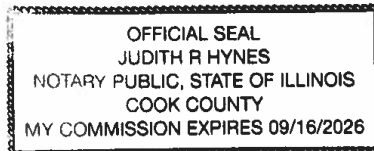
PERSONALLY APPEARED BEFORE ME, the undersigned authority, Katie Franzen

(Name of individual signing)

who, after first being sworn by me, affixed his/her signature in the space provided above on this 22nd day of February, 2023.

Jean Hynes
(NOTARY PUBLIC)

My Commission Expires:

September 16, 2026

Disaster Management Services
RFP#2023-01

Scrutinized Companies Certification

See next page.

Proposal No.: RFP 2023-01

Scrutinized Companies Certification

1. This sworn statement is submitted with a bid, proposal, contract, or contract renewal 2023-01
Disaster Management Services **Project or contract**
number] [Project name]
 2. This sworn statement is submitted by Hagerty Consulting, Inc. whose
[Name of entity submitting sworn statement]
 business address is 1618 Orrington Avenue, Suit 201 Evanston, IL 60201.
 3. Federal Employer Identification Number (FEIN) is 37-1431085 (or
 if the entity has no FEIN, include the Social Security Number of the individual signing this sworn
 statement).
 4. My name is Katherine G. Freeman and my relationship to the
 above is: **[Please print name of individual signing]**
Director of Operations
 5. Based on information and belief, the certification, which I have marked below, is true in relation to the
 entity submitting this sworn statement as required by §287.135, Florida Statutes.
- [] Scrutinized Companies that Boycott Israel List (bid, proposal or contract renewal for any amount)**
- ☒ The entity submitting this sworn statement is not on the Scrutinized Companies that Boycott Israel List nor is it engaged in a boycott of Israel.
- ☐ The entity submitting this sworn statement is on the Scrutinized Companies that Boycott Israel List or is actively engaged in a boycott of Israel..
- [] Scrutinized Companies with Activities in Sudan List (bid, proposal or contract renewal for \$1 Million or more)**
- ☐ The entity submitting this sworn statement is not on the Scrutinized Companies with Activities in Sudan List.
- ☐ The entity submitting this sworn statement is on the Scrutinized Companies with Activities in Sudan List.
- [] Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List (bid, proposal or contract renewal for \$1 Million or more)**
- ☒ The entity submitting this sworn statement is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.
- ☐ The entity submitting this sworn statement is on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.
- [] Business Operations in Cuba or Syria (bid, proposal or contract renewal for \$1 Million or more)**
- ☒ The entity submitting this sworn statement does not have business operations in Cuba or Syria.
- ☐ The entity submitting this sworn statement does have business operations in Cuba or Syria.

Pursuant to §287.135, Florida Statutes, if the Village determines the entity executing this Certification has been placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel after this certification is executed, any associated contract with the Village may be subsequently terminated by the Village. Similarly, if the Village determines the entity is found to have submitted a false certification, is

Proposal No.: RFP 2023-01

later placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or has been engaged in business operations with Cuba or Syria, the Village may terminate any associated contracts with the entity.

Notwithstanding any other contract language to the contrary, the entity executing this Certification expressly assents to the termination provisions included herein as binding upon any contracts between it and the Village.

By the signature(s) below, I, the undersigned, as authorized signatory to commit the certifying entity, attest that the information as provided in this form is truthful and correct at the time of submission.

Katherine G. Freeman
AFFIANT

Katherine G. Freeman

Typed Name of AFFIANT

Director of Operations

Title

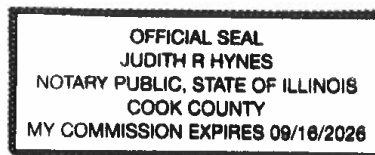
STATE OF Illinois

COUNTY OF Cook

The foregoing instrument was executed before me this 22nd day of February, 2023,
by Katherine Freeman as Director of
Operations, Hagerty Consulting, who personally swore or affirmed
that he/she is authorized to execute this document and thereby bind the Corporation, and who is
personally known to me OR has produced _____
as identification.

Judith R. Hynes
NOTARY PUBLIC, State of Illinois

(stamp)



Disaster Management Services
RFP#2023-01

Certification Regarding Lobbying

See next page.

Proposal No.: RFP 2023-01

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

The undersigned [Contractor] certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, Hagerty Consulting, Inc., certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.

By: 

Name: Katherine G. Freeman

Title: Director of Operations

Date: February 22, 2023

Disaster Management Services
RFP#2023-01

Bidder's Check List

See next page.

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO - BIDDERS CHECK LIST

IMPORTANT: Please read carefully and return with your response package. Please check off each of the following items as the necessary action is completed:

- ☒ 1. The Solicitation has been signed and with corporate seal (if applicable).
- ☒ 2. The Solicitation prices offered have been reviewed (if applicable).
- ☒ 3. The price extensions and totals have been checked (if applicable).
- ☒ 4. Substantial and final completion days inserted (if applicable).
- N/A 5. The original (must be manually signed) and 1 hard copy original and others as specified of the Solicitation has been submitted.
- N/A 6. Two (2) identical sets of descriptive literature, brochures and/or data (if required) have been submitted under separate cover.
- N/A 7. All modifications have been acknowledged in the space provided.
- ☒ 8. All addendums issued, if any, have been acknowledged in the space provided.
- ☒ 9. Licenses (if applicable) have been inserted.
- N/A 10. Erasures or other changes made to the Solicitation document have been initialed by the person signing the Solicitation.
- ☒ 12. The following Forms completed/signed/notarized as required: Vendor Disclosure Form, Affidavit Certification Immigration Laws, Insurance Certificate, Public Entity Crime Form, Trench Safety Form, Bid Bond and/or Certified Check, Scrutinized Companies Certification.
- ☒ 13. Any Delivery information required is included.
- N/A 14. The mailing envelope has been addressed to:
Village of Estero
9401 Corkscrew Palms Circle #101
Estero, FL 33928
- N/A 15. The mailing envelope MUST be sealed and marked with:
Solicitation Number
Opening Date and/or Receiving Date
- ☒ 16. The Solicitation will be mailed or delivered in time to be received no later than the specified opening date and time. (Otherwise Solicitation cannot be considered or accepted.)
- N/A 17. If submitting a "NO BID" please write Solicitation number here _____ and check one of the following:
 _____ Do not offer this product _____ Insufficient time to respond.
 _____ Unable to meet specifications (why)
 _____ Unable to meet bond or insurance requirement.
 Other: _____

Company Name and Address:
Hagerty Consulting, Inc.
1618 Orrington Avenue, Suit 201 Evanston, IL 60201



DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA



Photo Courtesy: NOAA



SUBMITTED BY

ROSTAN SOLUTIONS, LLC

3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com



ROSTAN
SOLUTIONS

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DISASTER MANAGEMENT SERVICES



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Photo Courtesy: NOAA



SUBMITTED BY

ROSTAN SOLUTIONS, LLC

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Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

SECTION 1 – COMPANY INFORMATION

1.1 Rostan Team Profile



1.1 ROSTAN TEAM PROFILE

ROSTAN SOLUTIONS, LLC



Rostan Solutions, LLC (Rostan) is a consulting firm that specializes in emergency preparedness, response, and recovery services and is a nationally recognized disaster recovery company with a thorough knowledge of both State and Federal regulations pertaining to disaster recovery management, Federal Emergency Management Agency (FEMA) Public Assistance, Federal Highway Administration (FHWA) recovery funding, and mitigation funding programs. Rostan also has proven success in managing recovery programs and meeting complex documentation and records requirements on behalf of local governments for FEMA reimbursement for all relevant public assistance categories for more than a decade. Rostan's key disaster management personnel harness more than 150 years of combined experience with disaster recovery programs resulting from natural and man-made disasters.



In response to increasing client interest, in 2004 Malcolm Pirnie developed an emergency planning and disaster recovery management practice to assist its clients in addressing their disaster management needs. In 2006, Malcolm Pirnie created Rostan as a wholly owned subsidiary. In 2009, Malcolm Pirnie merged with Arcadis-US, Inc. (Arcadis) and Malcolm Pirnie became a wholly owned subsidiary of Arcadis. In 2013, Arcadis divested Rostan, and Rostan became an independent, privately-owned small business whose principal partners led the original development of the company while with Malcolm Pirnie in 2004.

Rostan has extensive experience with short-term and long-term recovery and mitigation projects. Our team members have worked closely with numerous municipalities, and higher education facilities with an instrumental vision for successful obligation of FEMA and HUD funding, while representing the clients' interests in meetings with the State and FEMA, leading to millions in awarded projects. Our Team provides a cradle to grave approach to ensure that every eligible cost is captured and reimbursed by the federal programs. We have developed systematic processes for implementing program support for Federally funded programs. Rostan includes experts in long-term recovery and mitigation planning, infrastructure, federal assistance programs, environmental and historic preservation, and hazard analysis, in addition to unique and cutting-edge technical resources. Our team encompasses expertise and direct experience with clients and can help navigate the complexities of the grant processes.

FIRM NAME			
Rostan Solutions, LLC			
FEDERAL I.D.	DUNS	FAX	WEBSITE
20-5425053	964990340	813.333.7330	www.rostan.com
ROSTAN OFFICE LOCATIONS			
3433 Lithia Pinecrest Road, Suite 287, Valrico, FL 33596 — Corporate 8282 Goodwood Boulevard, Baton Rouge, LA 70806 — Regional 4600 Goer Drive, Suite 200A, North Charleston, SC 29406 — Regional			
ROSTAN PRINCIPALS [Authorized Negotiators]			
Darius Stankunas President 813.417.0106 dstankunas@rostan.com	Sam Rosania Executive Vice President 813.505.1313 srosania@rostan.com	Travis Mays Vice President 713.823.2002 tmays@rostan.com	Kyle Jones Vice President 225. 202.3637 kjones@rostan.com
YEAR ESTABLISHED	NO. OF EMPLOYEES	SYSTEM FOR AWARD MANAGEMENT [SAM] STATUS	
2006	50	Active	
KEYS OF SUCCESS			
1. A specialized disaster recovery consulting firm with former State personnel that harnesses well over 150 years of collective team experience directly with FEMA and CDBG-DR federal funding programs.			
2. Florida-based recovery team with FEMA technical eligibility and policy experts.			
3. Rostan has tenured experience with the FEMA Public Assistance Program that enables our firm to lead the recovery effort on behalf of communities and help our clients navigate the complexities of the FEMA Public Assistance program.			

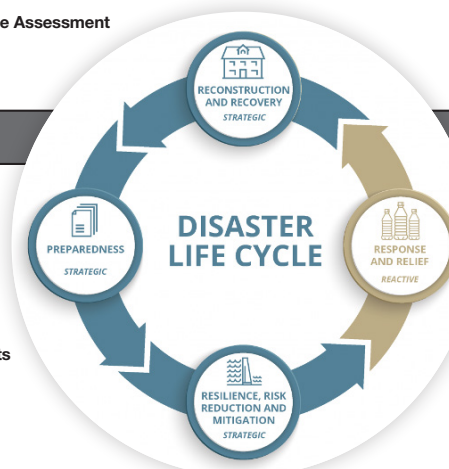
ROSTAN SERVICE OFFERINGS – DISASTER LIFE CYCLE

PREPAREDNESS: BEFORE DISASTER STRIKES, ROSTAN CAN HELP YOU BE READY FOR ANY EMERGENCY

- Federal [FEMA] Procurement Policies and Procedures Review and Assessment
- Pre-Event Disaster Response and Recovery Procurement Support
- Comprehensive Emergency Plan Development and Review
- Continuity of Operations (“COOP”) Plan Development and Review
- Debris Management Plan Development and Seasonal Review
- DMS Permitting and Regulatory Support Including Identification and Baseline Assessment
- FEMA Public Assistance Pre-Event Audit
- Community Rating System (“CRS”) Support and Staff Augmentation
- Training and Exercises

RESPONSE & RELIEF: ROSTAN IS YOUR PARTNER DURING THE DISASTER TO ENSURE OPERATIONAL CONTINUITY

- Debris Monitoring [of Debris Removal]
 - General Debris Removal Management
 - Private Property Demolition and Debris Removal Oversight
 - Waterway Debris Removal Oversight
 - Data Development and Document Management
- Public Information and Outreach Support
- Emergency Procurement Support
- Project Management Services for Emergency Remediation and Repair Efforts
- Post-Disaster Damage Assessment and Inventory
- Residential and Public Infrastructure Substantial Damage Assessments
- Emergency Operations Center (“EOC”) Staff Augmentation
- GIS-Based Support for Emergency Response and Planning Activities
- Federal, State, and Local Regulatory Compliance Monitoring



RECOVERY AND RECONSTRUCTION: ROSTAN CAN LEAD YOUR DISASTER RECOVERY AND LONG-TERM REBUILDING EFFORTS

- Federal Disaster Recovery Funding Program Administration
 - FEMA Public Assistance (“PA”) Program, Including 406 Mitigation & Alternative Procedures Pilot (“428 Program”) Project Development
 - HHS Administration for Children and Families (“ACF”) Funding
 - National Resource Conservation Service (“NRCS”) Emergency Watershed Protection Program (“EWP”)
- Administrative Appeals Support for Adverse Agency Determinations
- Federal Procurement Regulation [“2 CFR Part 200”] Advisory Services
- Project Management and Construction Oversight
- After Action Planning
- Long-Term Recovery Planning
- Federal Single Audit Support

RESILIENCE, RISK REDUCTION, AND MITIGATION: AFTER THE DISASTER, ROSTAN CAN HELP IDENTIFY AND SECURE MITIGATION FUNDING TO PROTECT AGAINST FUTURE DAMAGES

- FEMA Hazard Mitigation Planning, Including:
 - Plan Development and Update
 - GIS and HAZUS-Based Risk Assessment
 - Planning Process Facilitation
- Identifying and Securing State and Federal Hazard Mitigation Funding:
 - FEMA Funding
 - ◊ Hazard Mitigation Grant Program (“HMGP”)
 - ◊ Flood Mitigation Assistance (“FMA”)
 - ◊ Building Resilient Infrastructure and Communities (“BRIC”)
 - HUD Community Development Block Grant (“CDBG”) Funding
 - ◊ CDBG Mitigation Funding (“CDBG-MIT”)
 - ◊ CDBG Disaster Recovery Funding (“CDBG-DR”)
- Benefit-Cost Analysis (“BCA”) Preparation and Rehabilitation
- GIS Application Development
- Grant Management and Regulatory Compliance Support, Including Representation with State and Federal Agencies
- Client-Specific Grant Research and Funding Identification (USDA, NWRP, CWA, etc)

State of Florida

Department of State

I certify from the records of this office that ROSTAN SOLUTIONS, LLC is a limited liability company organized under the laws of the State of Florida, filed on October 30, 2014, effective November 1, 2014.

The document number of this limited liability company is L14000169270.

I further certify that said limited liability company has paid all fees due this office through December 31, 2023 and that its status is active.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Eleventh day of January, 2023*



A handwritten signature in black ink, appearing to be "C. B. J.", written over a horizontal line.

Secretary of State

Tracking Number: 6791996995CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

State of Florida
Board of Professional Engineers
Rostan Solutions LLC

Has satisfied the requirements of Section 471.023, Florida Statutes. In recognition thereof, the Board of Professional Engineers hereby authorizes this firm to offer engineering services in the State of Florida in accordance with Chapter 471, Florida Statutes, and the rules of the Board.



CA LIC No: 30927

*Witness the Seal of the Board and the Signature
of the Board's duly authorized Chair
this 15 day of November, 2014.*

Warren J. John
Chair



Related License Information

Print

Licensee

Name: **STANKUNAS, JOHN**
Rank: **Professional Engineer**
Primary Status: **Current**
Secondary Status: **Active**

License Number: **77429**
License Expiration Date: **02/28/2023**
Original License Date: **04/28/2014**

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
30927	Current	ROSTAN SOLUTIONS, LLC	Registry		Registry	

CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 09/26/2022				
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER LassiterWare LLC 1300 N. Westshore Blvd. Suite 110 Tampa FL 33607	CONTACT NAME: Wendy Tyree PHONE (A/C, No, Ext): (800)845-8437 FAX (A/C, No): (888)883-8680 E-MAIL ADDRESS: wendyt@lassiterware.com INSURER(S) AFFORDING COVERAGE INSURER A: Crum & Forster Specialty Insurance Co INSURER B: Travelers Casualty & Surety Co INSURER C: INSURER D: INSURER E: INSURER F:					
INSURED Rostan Solutions, LLC 3433 Lithia Pinecrest Road Suite 287 Valrico FL 33596	NAIC # 44520 19038					
COVERAGES CERTIFICATE NUMBER: 22-23 Cert REVISION NUMBER:						
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR ☐ Contractors Pollution Liability GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PRO-JECT ☐ LOC OTHER:		EPK141181	09/29/2022	09/29/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY		EPK141181	09/29/2022	09/29/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	☒ UMBRELLA LIAB ☒ OCCUR ☒ EXCESS LIAB ☐ CLAIMS-MADE DED. RETENTION \$		EFX121248	09/29/2022	09/29/2023	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	UB5J8648192247G	09/29/2022	09/29/2023	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Professional Liability (Claims-Made) Limits included with General Liability		EPK141181	09/29/2022	09/29/2023	Each Claim \$1,000,000 Aggregate \$2,000,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
CERTIFICATE HOLDER				CANCELLATION		
Village of Estero 9401 Corkscrew Palms Circle Estero FL 33928				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.		
				AUTHORIZED REPRESENTATIVE 		
ACORD 25 (2016/03) The ACORD name and logo are registered marks of ACORD				© 1988-2015 ACORD CORPORATION. All rights reserved.		



DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023



Photo Courtesy: NOAA



SUBMITTED BY
ROSTAN SOLUTIONS, LLC
3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

SECTION 1 – TRANSMITTAL LETTER





ROSTAN SOLUTIONS, LLC
 3433 Lithia Pinecrest Road, Suite 287
 Valrico, FL 33596
 T: 813.333.7042 | F: 813.333.7330
www.rostan.com

February 22, 2023

Village of Estero
 Purchasing Department
 Attn: Bob Franceschini, C.P.M., CPPB
 9401 Corkscrew Palms Circle
 Estero, Florida 33928

Re: RFP No. 2023-01 — Disaster Management Services

Dear Mr. Franceschini and Selection Committee Members,

Rostan Solutions, LLC (Rostan) is pleased to submit to you for consideration our response to *RFP No. 2023-01 — Disaster Management Services*, published by the Village of Estero (Village). Rostan is a Florida-based FEMA consulting firm that specializes in disaster recovery and program management services. Our primary focus is centered around our speed and accuracy in obtaining federal funding for our clients. We recognized early on the countless moving parts of a recovery effort that a local government bears, and we take pride in helping our clients navigate and overcome the complex challenges of recovery to emerge with greater resilience, strengthened infrastructure, and broader economic stability.

Based on our demonstrated experience, we understand that the Village is seeking ‘cradle to grave’ disaster grant and program management consulting services for FEMA’s Programs. *This being recognized, and in an effort to showcase our true understanding of the Village’s current and future needs, Rostan is bringing forth our team of professionals that is intimately familiar with local governments, and more specifically with FEMA’s Public Assistance, Hazard Mitigation Grant Program, and Non-Disaster Funding Programs related to local governments.* Our Team will continue to **DELIVER** results and provide immediate **DIRECTION** for the Village throughout its entire recovery process.

Our recommended approach is based on our extensive disaster recovery experience working with FEMA Applicants in Florida; our unrivaled intuitional knowledge of the Florida Division of Emergency Management’s (FDEM’s) Recovery Operation and Personnel; our working relationships with FEMA Region 4, and our comprehensive understanding of the requirements described in the RFP. We believe, however, that this recommended approach, will yield the Village greater results, and will bode well for a more efficient and effective recovery program.

PHILOSOPHY

Our philosophy for providing successful disaster recovery programs remains simple. Provide credentialed personnel that stay with our clients through closeout; Leverage our close relationships with FDEM and FEMA Region 4 to yield results; Lead and provide sound direction to navigate our clients’ recovery efforts; and Deliver maximized funding results that align with the long-term vision of our clients.

Specific to the Village's requirements, Rostan possesses decades of quality experience providing disaster recovery services for program and grant administration to local governments. We understand the ultimate scope of services for financial recovery that are being requested by the Village, and we are offering an approach that highlights our keen understanding of the Village's true needs:

- Have Rostan serve as the primary Point of Contact for the Village on FEMA and FDEM correspondence. Serve as the FEMA Consulting Team manager to manage all Program Management elements for an effective FEMA Public Assistance cost recovery program and have costs attributed to Program Management costs that will be needed as part of this project. This action will involve **CLOSE** and **TRANSPARENT** coordination with FDEM to showcase the cost savings of utilizing a firm familiar with the Village's assets and damaged elements, and more importantly, a firm with a keen understanding of the Public Assistance Program.
- Have Rostan's Consulting Team manage the Grant Administration and FEMA Program technical elements (428, 406, 50/50, Consensus based codes) for costs incurred primarily under the Management Costs Policy and serve as the Village's FEMA/ FDEM Liaison and Technical Subject Matter Expert for all eligibility issues. This action will involve **CLOSE** and **TRANSPARENT** coordination with FDEM to showcase the cost savings of utilizing a firm familiar with the Village's assets and damaged elements.

DELIVERING RESULTS

Rostan has developed, implemented, and managed FEMA projects in 14 states and two US territories in Regions II, III, IV, VI, VII, VIII, & IX spanning more than 60 years and recovering more than \$5 billion since 2006.

What we address in our proposal is critical—speed, solid process delivery, and a well-organized, efficient management team. Beyond the specific requirements, and as displayed throughout our submission, the Rostan Team offers:

- **Demonstrated and Extensive FEMA Public Assistance (PA) and Infrastructure Project Experience**—We are recovery leaders with decades of PA expertise and eligibility experience with infrastructure projects at both the subgrantee and grantee levels, including specialized knowledge and capabilities surrounding municipalities. The Rostan Team is local and intimately familiar with the Village. We are ready to mobilize as needed to provide quality consulting services upon notice to proceed.
- **Demonstrated and Trusted Advisors with a substantial footprint in the State of Florida**—Our dedicated team offers the Village exceptional FEMA PA technical expertise and proven performance through trusted key personnel. Our Team's unrivaled engineering experience with the Village and the FEMA PA expertise will help the Village achieve the best outcomes for their recovery effort.
- **Demonstrated and Professional Collaboration with All Stakeholders**—By working collaboratively with internal and external stakeholders, our objective is to avoid delays, maximize eligible funding, and avoid appeals. Our staff has years of prior experience working directly with FDEM and FEMA. This key experience will prove invaluable to the Village's recovery.
- **A Demonstrated Cadre of Subject Matter Experts**—In addition to our key staff, we have a cadre of additional subject matter experts available for remote consultation or deployment to the project within hours as needed. Our cadre previously supported recovery on dozens of disasters in nearly every role at the local, state, and federal level.

By selecting our team, we will continue to build upon the success that has been made and we will help lay the foundation for a successful recovery, ensuring that the Village continues to maximize grant funding opportunities while achieving compliance through complex regulations. We are proud to submit this response and are looking forward to working with Village and State leadership to have the Village remain at the forefront of FDEM and FEMA Region 4's attention, similarly to how we have assisted all our clients.

POINT OF CONTACT

I will serve as the primary liaison for the Village regarding this project effort, including contractual requirements and technical clarifications. I can be reached through the points of contact below:

PRIMARY CLIENT CONTACT	
NAME	Kyle Jones
TITLE	Principal/ Vice President
ADDRESS	3433 Lithia Plnecrest Road, Suite 287 Valrico, Florida 33596
PHONE	225-202-3637
FAX	813-333-7330
EMAIL	kjones@rostan.com

In closing, this letter serves as confirmation of our commitment to provide the services requested in a timely manner. We look forward to your favorable response to our proposal and to work with the Village towards an expedited and successful recovery. If you should have any questions or require any additional information, please do not hesitate to contact us. We appreciate your fair consideration and welcome the opportunity to demonstrate why Rostan is a preferred provider of disaster-related consulting services.

Very truly yours,



Kyle Jones, CEM
Principal/ Vice President
Rostan Solutions, LLC



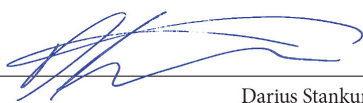


ROSTAN SOLUTIONS, LLC
3433 Lithia Pinecrest Road, Suite 287
Valrico, FL 33596
T: 813.333.7042 | F: 813.333.7330
www.rostan.com

AUTHORITY TO ACT ON BEHALF OF COMPANY

Let it be known that Kyle Jones, Vice President and Principal of Rostan Solutions, LLC, has full authority to act on behalf of this Limited Liability Company in all negotiations, bidding, concerns and transactions including but not limited to, the execution of all bids, papers, documents, affidavits, bonds, sureties, contracts and acts and to receive and receipt therefore all purchase orders and notices issued pursuant to the provisions of any such bid or contract, this company hereby ratifying, approving, confirming and accepting each and every such act performed by said agent.

I hereby certify the foregoing to be true and correct, and the same has not been revoked or rescinded.



Darius Stankunas
President
2/1/2023



DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

SECTION 3 – QUALIFICATIONS/EXPERIENCE

- 3.1 Executive Summary
- 3.2 Relevant Projects/References



Photo Courtesy: NOAA

SUBMITTED BY

ROSTAN SOLUTIONS, LLC
3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com



3.1 EXECUTIVE SUMMARY

Rostan intimately understands how vulnerable the Village is to disasters due to its geographical location. An effective and timely recovery requires leadership, direction and the ability to interface with state and federal agencies. A successful recovery program will ensure a timely return to full functionality with a more resilient Village, and our Team, presented herein, possess the capabilities and local experience to manage stakeholders and outcomes to maximize results.

Our Team is not just a traditional disaster recovery consulting firm. Whether we are helping communities recover from natural disasters, safeguarding and maintaining critical power infrastructure, or providing innovative strategies for in-kind matching components, we go to work each day knowing that we are making a positive impact for our clients. These are huge responsibilities, and we take pride in providing a successful an expedient path forward. Thinking differently and challenging the norm is where we thrive. Every day we plan for the unexpected, develop critical insights, and deliver new, creative, and adaptive solutions. No matter the situation, our Team is your partner and advocate. We serve as the critical interface between FDEM and FEMA and allow the Village to focus on its primary mission.

Rostan has held leadership roles for multiple local governments for federal funded programs for Hurricanes Katrina, Rita, Gustav, Ike, Sandy, and more recently with Hurricanes Laura, Delta, Ida, and Ian. For each engagement, we use a proven project delivery and control system that is customized and scaled to our client's needs and capacity. Our approach includes the following fundamental goals:

- 1 Identifying and reducing program risks
- 2 Monitoring contractual and programmatic compliance
- 3 Overcoming recovery obstacles by streamlining program processes
- 4 Optimizing staffing and program resources
- 5 Developing and recommending innovative solutions to solve complex problems
- 6 Proactively detecting potential issues in advance of funding or disbursements

OUR TEAM

The Rostan Team is fully prepared to assist the Village with the management of their disaster recovery efforts, including programmatic and funding support related to the FEMA Public Assistance (PA) program and any other programmatic, technical, or funding programs required to manage the full disaster recovery process.



Rostan Solutions, LLC's primary mission is focused primarily on one objective—assisting its clients in recovering from disasters. We can proudly say that, in the past 20 years, Rostan employees have served more than 300 clients in the state, local, and private non-profit sectors resulting in more than \$5B in disaster-related funding opportunities. Since 2017, Rostan has expanded to over 25 credentialed FEMA eligibility and policy specialists, and grant management / technical experts at the helm of one of the firm's principals. We strive for excellence and thrive in facilitating federally funded programs on behalf of our clients from project inception through closeout.

Rostan has a history of providing expert, efficient service. Rostan's approach does not require large teams of personnel, nor do we expect to replace the effective roles of the local, state, and federal partners in the recovery process. The approach is to provide a resource of expertise and experience to ensure that the recovery process is effective, and the pursuit of federal assistance results in the client being made whole. Rostan is not just a program expert, although our expertise in the federal disaster recovery programs is comprehensive. Rostan also brings the expertise of infrastructure and environmental concerns. We have the ability to engage leading

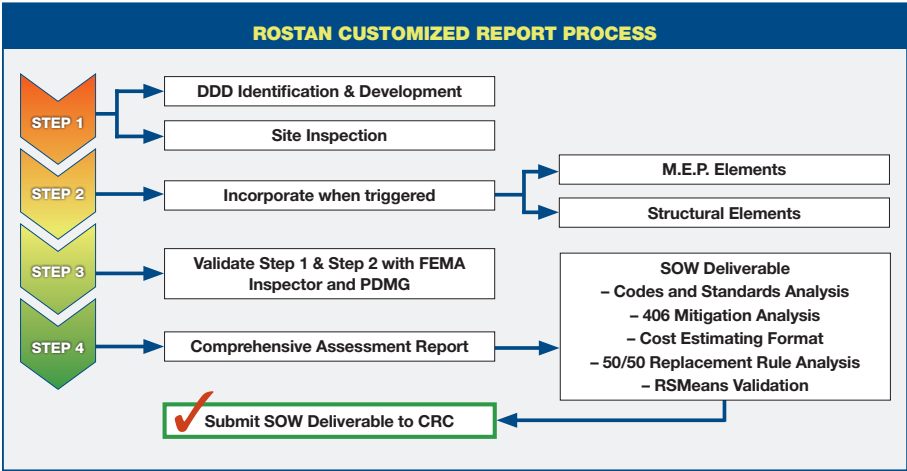
experts to ensure that all aspects of the recovery and mitigation process are effective. Rostan has worked on many projects and understands the unique issues and concerns that the Client must address during disaster recovery to address FEMA Compliance concerns. Our expertise also includes insurance coverage analysis for post disaster risk and our experience allows us to pursue all options for funding assistance.

UTILIZATION OF MINORITY AND WOMEN BUSINESS ENTERPRISES

Rostan has traditionally had a sensitivity towards the utilization of minority-owned enterprises in the normal course of our business, which includes Women and Minority Business Enterprises (W/MBE) as subcontractors and as suppliers of goods and services. Furthermore, we try to extend our efforts beyond professional level services, whenever possible, to engage Women and Minority Business Enterprises for nontechnical needs that may arise during the normal course of operations. Rostan has long been an advocate of Small Business Enterprise (SBE) and Disadvantaged Business Enterprise (DBE) project participation and will continue to utilize SBE and DBE firms whenever feasible because we believe in investing in the community and the grassroots establishments that give communities character.

ROSTAN EXPERTISE

The lifeblood of any disaster recovery program endeavor lies in sufficient funding. In order to ensure sufficient funding, where clients can not only restore functionality but actually build back better, through command of available funding sources is required. In a federally declared disaster FEMA's Public Assistance and Hazard Mitigation programs are the primary funding mechanisms employed to fund restoration of public facilities and infrastructure. Our team is familiar with management of FEMA Public Assistance and Hazard Mitigation projects, including the Alternative Procedures Pilot Program implemented through the Hurricane Sandy Recovery Improvement Act. This makes our Team the best choice for ensuring that all opportunities for federal assistance are sought and every eligible dollar is reimbursed. We are highly skilled in all major disaster recovery programs and insurance claims management. In addition, our Principal Project Executive, Kyle Jones, has a longstanding and close working relationship with FDEM and FEMA Region 4, and harnesses the expertise to move projects and streamline eligibility issues. His experience with FDEM and direct access with the State will be an invaluable asset to the Village.



The comprehensive team has developed a proven method for accounting for, and correlating costs, to federal grants for a swift and audit resilient reimbursement. This approach defines a program management strategy with standard operating procedures, communication protocols and oversight, such that our clients meet any of the programmatic demands of FEMA and other funding sources. We are very familiar with negative financial and program audit findings that can plague FEMA programs. Our approach begins with the end in mind and will anticipate those issues before they can threaten funding, helping ensure a successful recovery program.

COMMITMENT TO THE VILLAGE

As the Village's recovery partner, our Team will maximize the amount of eligible grant funding, streamline the overall grant recovery process, and reduce or eliminate the disaster-related burdens placed on Village resources. To do this, we have identified a team of professionals and dedicated personnel that will work to perform the following tasks:

CAPTURE OF DISASTER-RELATED DAMAGES

Our Team has worked on dozens of federally declared disasters — from performing site inspections to managing the entire recovery operation. We will staff this engagement with the resources needed to properly support the ongoing efforts of the Village. Our staff of FEMA subject matter experts, engineers, architects, insurance specialists, and policy advisors will work with the Village, FDEM, and FEMA to accomplish this.

RETENTION OF FUNDING

Our Team will provide the support needed to ensure that the Village avoids deobligation of all the funding it is entitled to under the provisions and statutes set forth in law. Our team is staffed with construction managers, engineers, policy experts, and legal advisors who will work together to ensure that all activities performed on behalf of the Village are in accordance with applicable laws, codes, and regulations.

INNOVATIVE STRATEGIES

Our team is especially adept at identifying innovative opportunities to fund the integration of sustainability and resiliency strategies into recovery projects. We will leverage every dollar of funding in support of the overall recovery and resiliency efforts.

MANAGE INSURANCE ADJUSTMENT SUPPORT

Our team knows the importance of insurance, especially with required programs such as the National Flood Insurance Program (NFIP). Our team is very familiar with training recipients to understand and comply with FEMA's "obtain and maintain" requirements, and the implications and complications caused by duplication of benefits. This knowledge and our understanding will provide a foundation to assist with managing their insurance proceeds and avoiding duplication of benefits. We will work directly with the FDEM Technical Team to ensure insurance proceeds are applied correctly and that federal funding is maximized.

LEVERAGE OUR RELATIONSHIPS

Our unique experiences and longstanding relationships with FDEM, FEMA Region VI, and other federal, state, and local counterparts will enable us to resolve problems, expedite funding and ensure that the Village's funding is being utilized in the most effective and efficient manner.

CLIENT LISTING

CONFIDENTIAL

Per Florida Statutes 812.081(1)(c)(4) and 815.045, Rostan Solutions, LLC considers the below information below to be a trade secret and confidential in nature. Rostan's client listing has been submitted under separate, confidential cover.

Rostan does not perceive any conflicts of interest between the Village of Estero and our other clients.

CONTRACTS TERMINATED

Rostan Solutions, LLC has had 1 contract terminated within the past 5 years:

Client: Corpus Christi Independent School District. Reason: Pending litigation.

LITIGATION STATEMENT

Rostan is presently involved in the following claims. These claims represent all present, past, and pending litigation.

Rostan Solutions, LLC (Plaintiff) v. Corpus Christi Independent School District – Case Number: 4:2022cv01712 – Filed: May 25, 2022.

Rostan Solutions, LLC (Plaintiff) v. Community Church Assembly of God Church d/b/a Community Christian School and Community Church Assembly of God Church doing business as Community Christian School – Case Number: 1:2022cv00268 – Filed: June 28, 2022.



3.2 RELEVANT PROJECTS/REFERENCES

WEST FELICIANA PARISH, LA | PUBLIC ASSISTANCE RECOVERY AND MITIGATION PROJECT MANAGEMENT SERVICES | 2018–PRESENT



Since 2015, Rostan has served as the program management consulting firm to West Feliciana Parish for all parish mitigation and public assistance recovery projects. Rostan is responsible for coordinating all programmatic activities and serves as the Parish liaison to FEMA and GOHSEP for all correspondence and meetings. Additional responsibilities include data collection and dissemination for all tasks involved in the project as well as reporting to the state of Louisiana for record keeping, including state-required requests for reimbursement and quarterly reporting.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-1603 HMGP	\$4M	Streambank Stabilization	2015–Present
DR-4277 Public Assistance	\$5M	Bridge Replacements	2016–Present
DR-4277 HMGP	\$2M	Drainage and Lift Station Projects	2016–Present
DR-4462 Public Assistance	\$20M	Debris, Road Repairs Force Account Labor	2019–Present
DR-4484 COVID	\$2M	Cat B Costs	2020–Present
DR-4559 Public Assistance	\$1M	Force Account, Repairs, Debris	2020–Present

Client Contact: Kenny Havard, Parish President, 225-784-3647, khavard@wfparish.org, 5934 Commerce Street, St. Francisville, LA 70775

CITY OF DIAMONDHEAD, MS | PROGRAM MANAGEMENT SERVICES, HURRICANE ZETA (DR-4576) AND FUTURE PROJECTS | 2020–PRESENT



Rostan is the Program Manager for all of the City of Diamondhead's Hurricane Zeta (DR-4576) and Future Projects. Rostan's role is centered around interfacing and representing the City in all FEMA and MEMA meetings and correspondence and conducting all site inspections and scope of work elements for damaged assets. Additionally, Rostan advises the City on programmatic eligibility determinations and scope of work alignments to ensure a fair review process from MEMA and FEMA after years of inadequate funding from prior disaster events. Since Rostan's engagement for DR-4576, the City of Diamondhead has had several decisions overturned in the City's favor in part to Rostan's programmatic expertise and its ability to apply the 2CFR and Stafford Act correctly. Rostan also serves as an insurance advisor to the City for its Obtain and Maintain requirements.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4576	\$2,385,995	Public Assistance	2021–Present

Client Contact: Michael Reso, City Manager, 228-222-4626, mreso@diamondhead.ms.gov, 5000 Diamondhead Circle, Diamondhead, MS 39525

PLAQUEMINES PARISH, LA | PUBLIC ASSISTANCE RECOVERY PROJECT MANAGEMENT SERVICES 2020–PRESENT



Rostan serves as the Project/Client Manager for program management services to Plaquemines Parish Government for all FEMA Public Assistance Grant Program recovery projects. Responsibilities include but are not limited to providing FEMA policy guidance and recommendations to the parish; collecting and disseminating data; conducting site inspections and damage cost estimates; developing project scopes of work for FEMA PA Project Worksheets (PWs); delivering technical expertise; reporting to the state of Louisiana for record keeping, including state-required requests for reimbursement and quarterly reports; identifying and recovering project overpayments; advising on contracts and proper procurement engagement; and submitting closeout timely. Works closely and collaborates with various funding agencies and internal parish departments to ensure the proper use and application of the Public Assistance funding. Rostan monitors and oversees all recovery program tasks to ensure maximum funding recovery and minimal funding de-obligation.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-3392 Tropical Storm Nate	\$178,797.08	Grant and Program Management, Technical Services	2019–Present
DR-4345 Hurricane Harvey	\$649,448.82	Grant and Program Management, Technical Services	2019–Present
DR-4458 Hurricane Barry	\$2,100,000.00	Grant and Program Management, Technical Services	2019–Present
DR-4484 COVID-19 Pandemic	\$200,000.00 (continuing)	Grant and Program Management, Technical Services	2020–Present
DR-4559 Hurricane Laura	\$387,484.98	Grant and Program Management, Technical Services	2020–Present
EM-3543 Hurricane Sally	\$342,138.64	Grant and Program Management, Technical Services	2020–Present
DR-4570 Hurricane Delta	\$172,105.11	Grant and Program Management, Technical Services	2020–Present
DR-4577 Hurricane Zeta	\$2,200,000.00	Grant and Program Management, Technical Services	2020–Present
DR-4611 Hurricane Ida	\$10,000,000.00 (TBD-Est.)	Grant and Program Management, Technical Services	2021–Present

Client Contact: Kirk Lepine, Parish President, 333 F. Edward Hebert Blvd., Bldg. 100, Belle Chasse, LA 70037, 504-934-6020, klepine@ppgov.net

CITY OF SULPHUR, LA | PUBLIC ASSISTANCE RECOVERY PROJECT MANAGEMENT SERVICES 2020–PRESENT



Rostan currently represents the City of Sulphur to provide grant and project management and technical assistance in the development of a comprehensive recovery strategy in the aftermath of Hurricanes Laura and Delta. Our team conducted damage assessment city-wide, and has over 35 FEMA Projects written to date, totaling in excess of \$70M. Rostan worked closely with GOHSEP and FEMA in an effort to secure one of the first local government Category A-Debris Project Worksheets from DR-4559 (Laura) that totaled over \$20M. The Rostan Technical Team is assisting the city with all Project Management activities with temporary facilities, remediation and abatement projects, and also with managing its Private Property Debris Removal Program. Additionally, Rostan serves as the primary interface between the City and GOHSEP/FEMA.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4559 Public Assistance	\$70M+	Grant and Program Management, Technical Services	2020–Present
DR-4570 Hurricane Delta	\$500K	Grant and Program Management, Technical Services	2020–Present

Client Contact: Jennifer Thorn, Finance Director, 337-527-4509, jthorn@sulphur.org, 101 N Huntington St., Sulphur, LA 70663

WILKINSON COUNTY, MS | PUBLIC ASSISTANCE RECOVERY PROJECT MANAGEMENT SERVICES | 2019–PRESENT

Rostan is currently assisting Wilkinson County to provide grants management and technical assistance in the development of a comprehensive recovery strategy in the aftermath of DR 4358 and COVID. Our team is helping the County conduct emergency damage assessments for all city infrastructure and also helping with Expedited Funding from FEMA and MEMA. Our team serves as their representative in all correspondence with MEMA and FEMA.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4358	\$20M (Projected)	Public Assistance	2019–Present

Client Contact: Nakia Anderson, Chancery Clerk, 601-430-1913, chanceryclerk@wilkinson.co.ms.gov, P.O. Box 516, 525 Main Street, Woodville, MS 39669,



ST. JAMES PARISH, LA | MITIGATION AND PUBLIC ASSISTANCE RECOVERY PROGRAM MANAGEMENT SERVICES | 2018–PRESENT


Rostan currently serves as the program/grant management firm for St. James Parish government and provides strategic consulting support to the Parish for Hurricane Ida recovery. Rostan works closely with the Parish to facilitate all programmatic requirements for the Public Assistance Program and is responsible for all grant management, project management, Private Property Debris Removal program management, substantial damage assessments and oversees the insurance cost recovery process. The Rostan team also helps the Parish manage two FEMA HMGP applications for funding for the St. James Interior Drainage project, which proposes to remove existing undersized and deficient culverts within multiple parish municipalities replacing them with larger, more appropriately sized culverts to handle the peak flow associated with the 10-year/24-hour rainfall events.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4611 Hurricane Ida	\$20M	Public Assistance: Categories A–G	2021–Present
DR-1786 HMGP Reallocation	\$7.6M	Interior Drainage Project	2018–Present

Client Contact: Eric Deroche, Director of Emergency Preparedness, 5153 Canatella Street, Convent, LA 70723, 225-562-2265
eric.deroche@stjamesparishla.gov

CONCORDIA PARISH, LA | FEMA PUBLIC ASSISTANCE AND HAZARD MITIGATION GRANT PROGRAM | MULTIPLE DECLARED DISASTERS | 2019–PRESENT
CONCORDIA PARISH POLICE JURY

Rostan is the Program Manager for all of Concordia Parish Police Jury's (CPPJ) FEMA-related Public Assistance and Hazard Mitigation grant projects, and also serves as the special advisor to the Police Jury on its Louisiana Watershed funding opportunities and CARES funding. Rostan helped CPPJ overcome an initial denial by FEMA for roads impacted by the 2019 Mississippi River DR-4462 flooding events and has avoided numerous project appeals to date with our collaborative approach to GOHSEP and FEMA Region 6. Rostan has also helped expedite the Parish's HMGP project funded through DR-1603.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4462 Public Assistance	\$3M	Asphalt/Gravel Roads; Force Account Labor	2019–Present
DR-1603 HMGP	\$7.1M	Brushy Bayou Flood Control Project	2019–Present
LA CARES	\$2M	COVID-19 Emergency Measures	2020–Present

Client Contact: Sandi Burley, Secretary/Treasurer, Concordia Parish Police Jury, 318-336-7151, sburley@conppj.org, 4001 Carter Street, Room 1, Vidalia, LA 71373

**LA DEPARTMENT OF PUBLIC SAFETY AND CORRECTIONS | BATON ROUGE, LA
FEDERAL FUNDING AND FLOOD RECOVERY MITIGATION PROJECT SUPPORT | 2015–PRESENT**


Since 2015, Rostan has been serving in the role as the FEMA Consultant and Program Manager for the Louisiana Department of Public Safety and Corrections (DPS&C) supporting the Louisiana State Penitentiary for all FEMA funding associated with Recovery and Mitigation projects from DR-Public Assistance-4462 and DR-Hazard Mitigation-1603. Rostan was successful in its efforts to obtain funding for a \$9M+ pump station, generator facility and rehabilitation project for DPS&C, which replaced its existing and inefficient facility. Additionally, Rostan worked closely with the DPS&C to recover critical Category B- Emergency Protective Measures funding for emergency repairs that the Agency conducted on-site as a result of the high Mississippi river water from DR-4462. This work equated to a project worksheet being obligated for nearly \$1M in FEMA Public Assistance Funding. Under DR-4462, the Rostan team also developed projects to capture debris damages, fencing loss, as well as damages associated with the Angola main road corridors and chase roads within the facility. Rostan is currently working with FEMA, GOHSEP and the DPS&C to apply for 406 Mitigation funding totaling over \$2M in mitigation road and ferry landing solutions.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-1603 HMGP	\$9M+	Pump Station Retrofit; Bulkhead Stabilization and Weir Gate Replacement	2015–Present
DR-4462 Public Assistance	\$2M+	Temporary Pump Repairs, Debris, Ferry Landing Damages, Chase Road Network Damage, Utility and Transmission Line Damage and Force Account Labor	2019–Present

Client Contact: Tammy Grant, CPPB, Finance Administrator, Louisiana Department of Corrections, 225-342-6578, tammy.grant@la.gov, 504 Mayflower Street, Baton Rouge, LA 70802

MCNEESE STATE UNIVERSITY | PUBLIC ASSISTANCE RECOVERY MANAGEMENT SERVICES | 2020–PRESENT



Rostan served as the Technical Team Lead for all damage assessments and Scope of Work Formulation services to interface with FP&C and McNeese throughout all phases of the initial recovery project post Hurricane Laura. In summary, the Rostan team assessed over 137 University buildings in 8 days and completed a re-assessment of all 137 buildings in 3 days due to Hurricane Delta additional damages. The Rostan team leveraged FEMA reimbursement, insurance proceeds, CDBG, and other sources of funding for the recovery project as a partner to G.E.C., FP&C, ORM and McNeese. The Rostan team conducted and tracked field assessments of each building project designated by FP&C; developed a Project Report for each building project designated by ORM/FP&C and submitted the Project Report to FP&C and McNeese after field assessment were completed. Additionally, the Rostan team provided strategic support to McNeese for all FEMA programmatic expertise needed on behalf of the University System.

GRANT NAME	AWARD AMOUNT	SCOPE OF WORK	DATE
DR-4559	\$250M	Damage Assessments; 406 Mitigation Support; 428 Analysis	2020–2021

Client Contact: Richard Rhoden, Director of Facilities, McNeese State University, 337-475-5887, rrhoden@mcneese.edu, 4406 Common Street, Lake Charles, LA 70607

CHARLESTON COUNTY, SC | PROFESSIONAL CONSULTANT FOR ROADWAY AND DRAINAGE SYSTEM ASSESSMENTS | 2015–PRESENT



Rostan is providing professional disaster recovery services to Charleston County (County) in response to severe storms and flooding that occurred from October 1-23, 2015 (FEMA DR-4241). The County is the largest county in South Carolina with approximately 100 miles of coast line and a total land and water area of 1,358 square miles. The County's topography primarily consists of low lying terrain, marshes, and waterways essential to drainage and storm water management for a large portion of the Southeast United States. As a result, the County is particularly vulnerable to storm surge and flooding of low lying areas. During the incident period, the County established new 5-day records for rainfall and numerous locations throughout the State reported the wettest October on record. Much of the rainfall that fell around the State drained through waterways that run through the County, including the Edisto and Santee Rivers. As flood waters crested, the County experienced severe flooding, most significantly in the northern area of the County and on the major coastal islands in the southern portions of the County. The County immediately implemented essential emergency repairs throughout the duration of, and following the rain event to protect human health and safety and to protect the County's essential infrastructure.

Rostan's services include comprehensive FEMA Public Assistance and other funding program assistance related to County owned and/or maintained public infrastructure that was damaged by the flooding event. Rostan also provided procurement assistance and construction/post construction support. These services included preparing applicant briefings, project formulation, field investigations, cost estimating, project validation, project worksheet development, reimbursement request development and tracking, and HMGP Application preparation. Rostan provided the necessary resources to complete all elements of the scope of services including identification of damages and costs, development and oversight of project worksheets, and analysis of available mitigation opportunities and subsequent mitigation proposal development.

Rostan conducted a series of detailed field investigations of damaged infrastructure at more than 250 locations throughout the County.

These investigations unveiled a variety of conditions including facilities that required no additional repair, facilities that required limited additional repairs, facilities that required significant additional repairs, and facilities that were good candidates for mitigation alternatives. These investigations included visual inspections, photodocumentation and geolocation of damages, historic imagery review, push probing suspect areas, and GIS analysis and mapping. For unpaved roadways, damages included profile deformation, siltation of drainage components, surface distresses (potholes, rutting, wash boarding, etc.), and general material loss. For drainage canals, damages included erosion of bank armoring, bank sloughing and failure, canal siltation and culvert failure.

Damage description, scopes of work and cost estimate packages were developed for each impacted facility requiring permanent repair. Once completed, these packages were submitted to FEMA for use in development of project worksheets. Subsequently, Rostan organized individual projects into geographic groupings to aid in the development of procurement packages and PWs. Rostan also represented the County during site visits immediately following the flood and then again later in 2016 when FEMA representatives visited the County's canals and drainage ditches to document damages.

Client Contact: Chris Wannamaker, P.E., Stormwater Program Manager, Department of Public Works–Stormwater Division, 4045 Bridge View Drive, Suite A301, North Charleston, SC 29405, 843-202-7635, cwannamaker@charlestoncounty.org

FLOOD MITIGATION ASSISTANCE HAZARD MITIGATION PLANNING AND GRANT PURSUITS CITY OF LAUREL, MD | 2017–PRESENT



Rostan was initially procured by the City of Laurel, MD to perform disaster debris monitoring activities following severe flooding that impacted the region in 2017. However, following extensive discussion on the benefits of hazard mitigation planning and grant funded construction project, the City re-procured Rostan to provide these additional services. To date, Rostan has facilitated the following hazard mitigation and resiliency efforts on the City's behalf:

- **City of Laurel Flood Addendum Development** — Rostan's GIS and Hazard Mitigation Grants Teams were tasked with creating a flood hazard addendum to the City's existing FEMA Local Mitigation Plan it shared with Prince Georges County. This work was funded by a FEMA Flood Mitigation Assistance (FMA) grant previously written by Rostan. The full risk assessment process was performed for flooding hazards, including researching past flooding events and their consequences, performing HAZUS analyses and scenario runs, and creating the required visuals and exhibits to meeting FEMA Mitigation Plan requirements and secure FEMA CRS points. This hazard analysis and assessment was then used to develop proposed mitigation strategies, culminating in an addendum to the City's full FEMA Local Mitigation Plan approved by FEMA in August of 2020.
- **City of Laurel Advance Assistance Project** — To provide seed money for later flood mitigation projects, in 2017 Rostan secured \$100,000 in FEMA FMA grant funding to develop the necessary backup data and preform the required analyses to model one or more flood reduction projects within the City. These funds will be used to help the City develop a comprehensive approach to flood mitigation following the completion of the U.S. Army Corps of Engineers Watershed Study of the Patuxent River, scheduled to be completed in the late summer of 2021.
- **City of Laurel Flood Warning System** — At the request of the City, Rostan identified \$150,000 in available state grant funding to design and build an interconnected system of low-cost stream gauges meant to monitor the City's section of the Patuxent River. As current U.S. Geological Survey (USGS) gauges are both expensive to install, monitor, and maintain, Rostan was able to collaborate with previous connections to seek funding for a lower-cost gauge that provides real-time data to both City officials and residents regarding stream heights and actual flooding conditions at various key locations within the City. This project is currently in the design phase, but the City intends to activate the system in the spring of 2022.

Rostan and the City continue to collaborate on disaster recovery and hazard mitigation / resilience projects. Rostan recently facilitated the management of U.S. Department of the Treasury's Coronavirus Aid, Relief, and Economic Security Act (CARES) and FEMA PA COVID19 Major Disaster Declaration funding. The City has also tasked Rostan with developing a FEMA Building Resilient Infrastructure and Communities (BRIC) grant application to upgrade emergency generator capacity at each of the City's critical facilities.

Client Contact: Christina Cornwell, CEM, Emergency Manager, 8103 Sandy Spring Road, Laurel, MD 20707, 301-725-5300 ext. 2232, ccornwell@laurel.md.us



DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023



Photo Courtesy: NOAA



SUBMITTED BY

ROSTAN SOLUTIONS, LLC

3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

SECTION 4 – PROJECT APPROACH / FINANCIAL ABILITY / COST PROPOSAL

- 4.1 Overview
- 4.2 Customized Approach for the Village of Estero
- 4.3 Leverage Available Funding
- 4.4 Protocols
- 4.5 Financial Ability **[CONFIDENTIAL]**
- 4.6 Cost Proposal

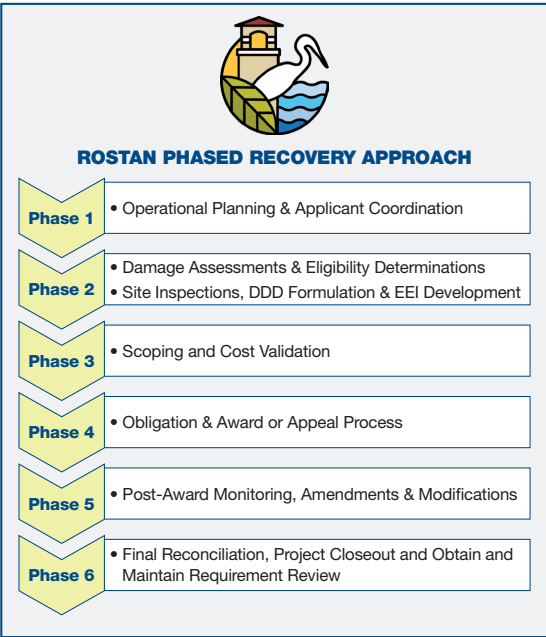


4.1 OVERVIEW

Rostan will act as an extension of the Village during all meetings and correspondence with FDEM/FEMA and will facilitate the grant management in accordance with FEMA policies. This includes but is not limited to, consulting and advising the Village as subject matter expert for any grant modification requests. Rostan will represent all Village information and intents to FEMA and the State of Florida in a manner which maximizes the outcome for the Village to the fullest extent possible. Part of this approach includes the development of a strategy which meets the needs of the Village and is appropriate per applicable guidance and regulation.

Rostan will provide personnel resources to the Village with expertise and experience for identification of damage and costs, project worksheet development and oversight, and analysis of all available mitigation opportunities and subsequent proposal development. Our team will work directly with the Village in applying for grant funding and developing components, which will capture, document, and organize information in an appropriate, eligible, and compliant manner for presentation to FEMA and the State.

Our team, as FEMA Program, Technical and Policy experts, are well-equipped to provide continued support to the Village for FEMA Public Assistance and Hazard Mitigation Programs. The Public Assistance (PA) Grant Program (including 406 Mitigation) provides assistance to state entities maintaining and operating public infrastructure to respond, recover and mitigate impacts. Our experts will assist with project development, formulation, cost estimating, project validation, project worksheet development, appeals, audits and grant closeouts. These solutions will be funded through approved FEMA Project Worksheets (PW) and Hazard Mitigation Proposals (HMP). Our Team will work closely with each Village Department and also with the Administration to validate projects immediately following an event through our customized local government Approach.



For *Public Assistance Programs*, the 'Rostan Phased Recovery Approach' illustration outlines the various phases of the Village's recovery effort in alignment with the new FEMA Delivery Model, and truly showcases our expertise of how the FEMA P.A. Program is managed. Our approach is specifically customized and tailored to FEMA's newly implemented process and is designed for speed and fast track of project funding.

Our customized approach begins with sound understanding of the proposal requirements, but also captures additional recommendations in resource capacity and contract structure/ capacity to deliver aggressive results based on our collective team's credentialed experience in disaster recovery. The elements included within the organizational structure represent not only our understanding of the Request for Proposals, but more importantly illustrate how our comprehensive team intends to deliver results for the Village.

Our approach focuses on our existing relationships with FEMA and the intimate knowledge that our team has of the solicitation with regard to the organizational type of the Village. Our experience with the local government will allow us to expedite the delivery of the Key Service Areas for the Village. Our Approach also involves the IMMEDIATE need of a standing meeting with FEMA and FDEM to keep all stakeholders engaged and to keep projects moving.



For *Hazard Mitigation Programs*, the Post Disaster Mitigation Program illustration outlines the various funding opportunities that are available to the Village. It is the intent of Rostan, to aggressively pursue hazard mitigation funding to address Village needs for all vulnerable facilities. Our demonstrated success with the Village of Slidell, highlights our capabilities in being able to apply for, secure, and manage HMGP funding on behalf of the Village. Rostan staff will pave the way for the Village to position for Hazard Mitigation Funding and will open the door for other opportunities to mitigate vulnerable critical infrastructure and insufficient drainage systems.

POST-DISASTER MITIGATION		
406 Hazard Mitigation (HM)	 Hazard Mitigation Grant Program (HMGP)	 Non-disaster (competitive HM grants on annual funding cycle)
Post-disaster	Post-disaster	Non-disaster
Funding through FEMA PA Program	Funding through FEMA HMGP Program Funding is limited.	Funding through Hazard Mitigation Assistance (HMA) Program
Incident-specific Grants	Multi-hazard/Area-wide Grants	Multi-hazard/Area-wide Grants
Funding available for Disaster-damaged Elements of Facilities Only	Funding available for Damaged + Non-damaged Facilities	Funding available for Non-damaged Facilities

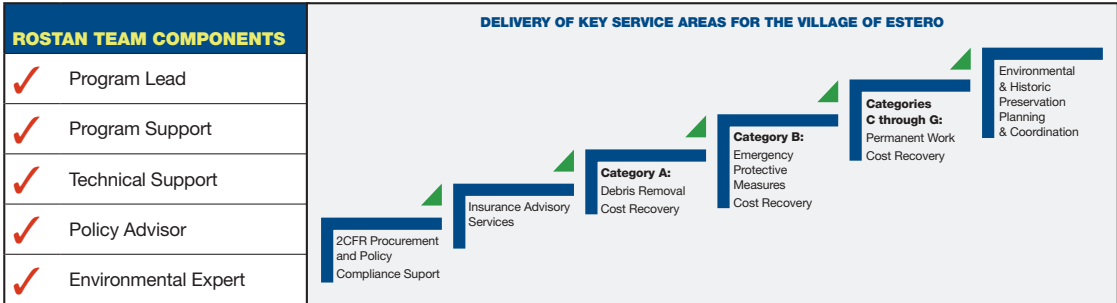
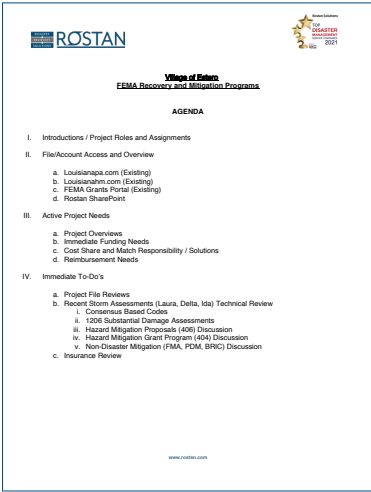
4.2 CUSTOMIZED APPROACH FOR THE VILLAGE OF ESTERO

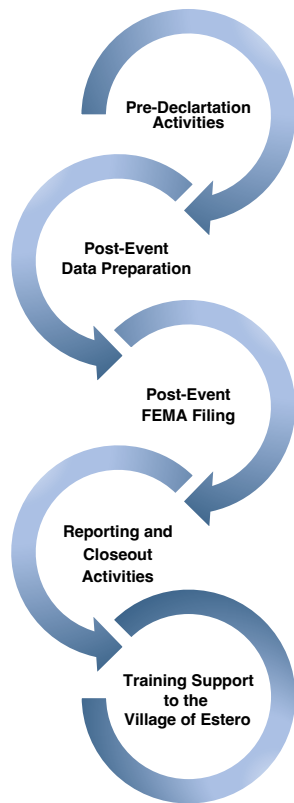
Our approach to this project is centered around the fact that we understand how local government operates and functions better than our competitors. Our approach is customized to the needs of the Village and focuses on speed, sound process delivery, and a well-organized, efficient management team who understand Village processes, facilities, and infrastructure. Our intent to hit the ground running, which is why we are providing a screen shot of our FIRST meeting agenda to kick-off the project, should we be selected.

This agenda highlights our understanding of how to streamline processes and meet the satisfaction level of the Village to fulfill our responsibility as your consultant. During this kick-off meeting with the Village Administration, our Team will discuss our strategy in how we intend to provide coverage and effectively represent the needs of all Village facilities. Rostan will focus the discussion for this meeting primarily around the immediate needs of the Village relative to active projects. Because of our history with local governments, we recognize and understand that federal funding and reimbursements are critical, and these elements involve a close and coordinated effort with Village Finance Staff as well as FDEM to ensure reporting mechanisms and accounting best practices are in place.

It is therefore our intent, based on our hands-on experience to date with local government, to designate and deploy our Teams to the Village to begin project coordination after the initial Kick-Off meeting.

Our Teams will each consist of the following expert capability and will deliver our Key Services Areas to the Village for all active Projects:





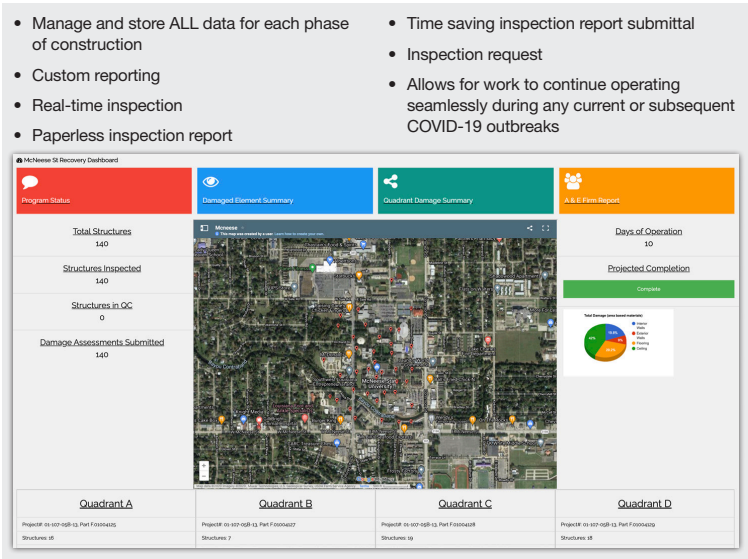
These Teams are fundamentally cross trained in both Public Assistance and Hazard Mitigation Programs. Additionally, each Team possesses the knowledge of CDBG-DR Non-Federal Matching requirements for the disasters that have been approved by FDEM. Based on our demonstrated history with local government, we understand and recognize that the most beneficial solution is to designate and devote our personnel to the Village so that relationships can be formed, continuity/streamlining of processes can occur, and our team can understand each Village facility on an intimate level.

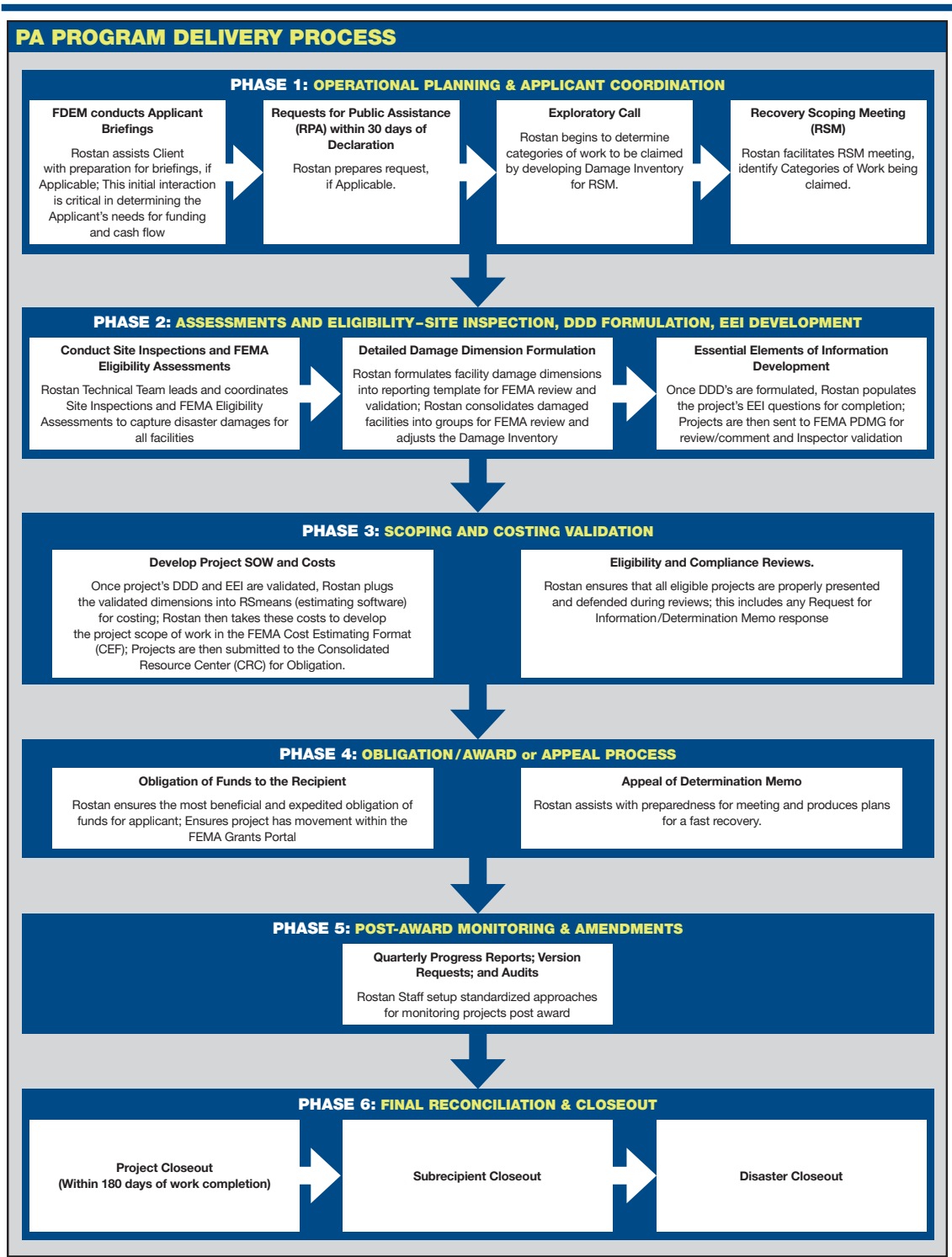
Our Teams will be strategically designated to the Village in order to achieve exponential results from the Public Assistance Program, as well as Hazard Mitigation Program Funding. Our teams are organized in a manner in which each team can apply for, manage, implement, and deliver all FEMA Programs in their full, respective life cycles. Our Team will report directly to our designated Project Manager. We believe this process will enable our teams to be effective and allow for streamline communication and reporting process for the Village. **Our primary objective through this Approach is to build continuity and relationships with the staff/administration at the Village, and to become familiar with the infrastructure and assets at each Village facility so that when a disaster occurs, our team can navigate through the FEMA process at an effective/efficient pace.**

Our methodology for integrating our approach into the recovery and mitigation processes for the Village is fundamentally simplistic. The flow chart illustrated on the following page depicts our Phases of Work Progress as it relates to a client's recovery efforts. In short, after an event, various timelines are set in place, and the urgency to collect data and damage documentation from the Applicant is hard pressed. Having a systematic process for collecting this information into a centralized point is vital for the success of the recovery program. Our Team will assist the Village to implement measures and protocols with the latest technology platforms available to ensure damages are collected, captured and cataloged efficiently.

Our Team provides this and more to the Village. The Village benefits immediately from our learned experiences, familiarity with your assets, and from our relationships with FDEM and FEMA to streamline funding for Village projects. The ability to utilize our expertise will continue to benefit the Village and will speed up the recovery effort since we are familiar with your processes and facilities.

In order to effectively implement project schedules within various damaged Village facilities, we will work closely with the Village Administration, including the coordination for (a) a comprehensive comparative cost analysis for whether each site requires repair or replacement, (b) a recommended course of action for project timeline, (c) a plan for implementation for each recommended course of action, including associated projected costs and timelines in bringing each site to safety and environmental compliance (d) identification of any and all available funding options, including but not limited to FEMA reimbursement, insurance proceeds, CDBG-DR funds, including monitoring and compliance. Throughout this process, our Team will ensure all required FEMA and other federal funding source requirements are met.





The differentiating factor for delivering this objective will be the systematic use of our technology platforms to standardize reporting mechanisms and allow the Village to have real-time visibility and access.

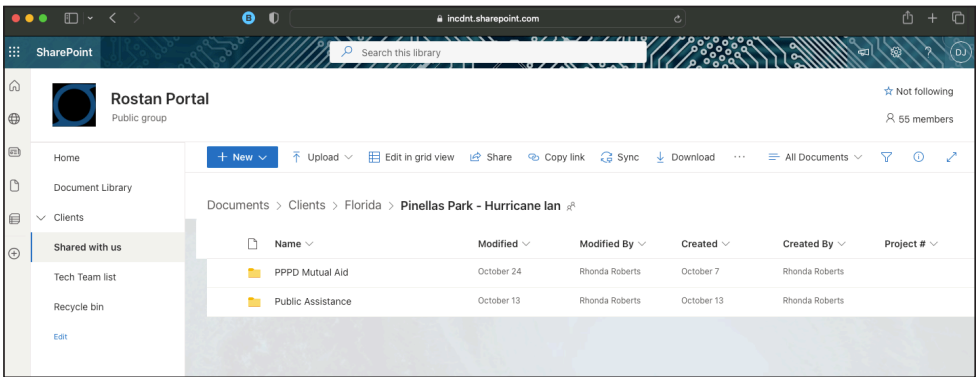
Our Team encompasses the ability to streamline field damage assessments and required FEMA reporting. Working closely with Village staff and regulatory agencies, FDEM and FEMA, our team will review the comprehensive field inspection reports, surveys and needs assessment of all facilities that were impacted by an event, whether previously identified or not. Through our team's proprietary software, the **Rostan Information Management System (Rostan-IMS)**, we are able to aggregate assessment data at a rapid and accurate pace and prioritize Village assets, based on the FEMA Public Assistance Category of Work, including Category A – Debris, Category B – Emergency Protective Measures, Category C – Roads and Bridges, Category D – Water Control Facilities, Category E – Buildings and Equipment, Category F – Utilities, and Category G – Parks, Recreation, and Other. These data sets will allow the Village to view, real-time, assessment progress for damages at each facility, where applicable.

Having nearly 2 decades of disaster recovery program experience, Rostan has a vast, complete knowledge of the disaster recovery program lifecycle. This experience has allowed us to pioneer a modified database that focuses on process and reporting efficiency, customization, and allow for mobility and ease of execution.

This team, designed to field technical inquiries regarding any area of the program, will be on call and available to Village staff for preparation of position briefs and/or in-person reporting as requested. We will provide monthly written reports with real-time data representing current status of project scopes, delivery schedules and budget/cost comparisons. Special reports are provided as needed and requested by the Village in order to foster effective communications with the oversight entities.

MONITORING & QA/QC

As with the development of well thought out policies and procedures, monitoring plans are just as important. Our monthly status reports will include, but not be limited to an email report with current status of grant funds, reimbursements, minutes and sign-in sheets from meetings, issues that affect the project funding and outstanding information requests. In fact, the disaster regulations specifically spell out the need for the approval of Quality Control and Monitoring plans. We commit to continuing to provide the appropriate and most qualified staff to perform the full spectrum of services, from project kickoff to closeout/audit, and we will leverage our SharePoint to accomplish this.



We will convene with Village Officials at the initial kick-off meeting to discuss the best option for the Village and the appropriate access the Village wishes to have to our SharePoint Site. Protocols for document upload will be discussed and agreed to and progress reports will be generated to offer insight to the Village into progress toward project completion and obligation.

Our Team will customize and assist with a framework specific to the Village to ensure that milestones are on target and financial elements are considered during the recovery process. Our QA/QC review procedures set management and quality processes into motion before project work begins. At the onset of the project, we determine data quality objectives, metrics, and the technical path to achieve these. We are accustomed to working across disciplines, business, and geographic lines to achieve successful project results for our clients.

4.3 LEVERAGE AVAILABLE FUNDING

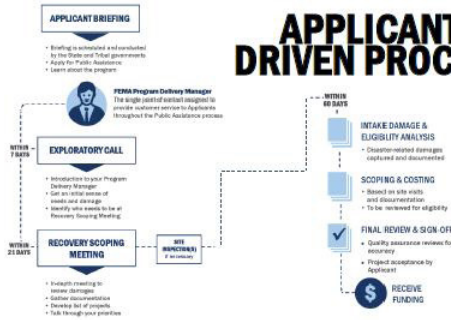
FINANCIAL, ACCOUNTING, REPORTING AND GRANT MANAGEMENT

Village Administration and Finance staff are challenged with augmenting existing sources of funding, identifying and leveraging new sources, and creating cost-effective budgets while meeting existing Village demands. Funding opportunities to meet such needs after a presidentially declared disaster is vital for the immediate and long-term recovery of the Village.

As the Village is aware, our team takes a proactive role to assist our clients in obtaining and maximizing project funding. Our success has been built upon developing specific knowledge about funding available in the various geographic regions, gaining expertise in the various sources, cultivating relationships with funding agencies, as well as developing funding strategies that maximize return on investment. Our methodology below depicts our exceptional resource capabilities and outlines our best practice approach for managing the financial and accounting aspects for the Village's recovery efforts.

NEGOTIATE AND WORK WITH FEMA ON BEHALF OF THE VILLAGE OF ESTERO

The element of negotiating and working closely with FEMA is truly undervalued, when in reality, it is an art form. Rostan will negotiate with FEMA and State personnel, where necessary with Village approval, throughout the development, approval and implementation process to ensure that the grant funding is adequate and maximizes the outcome for the Village. Being an effective consultant and representative of the Village means maximizing all available funding to the Village, while reducing financial risk, liability and exposure. Our close coordination with FEMA is methodically planned and well calculated. We concede to smaller issues to achieve greater results that are part of a larger picture. Our Team will to provide qualified and professional staff to negotiate with FEMA and the State on behalf of the Village. We have a deep respect for quality performance, and we value accurate reporting as a standardized tool in our collective project delivery, coordination, and communication approach. Our work product speaks for itself and is simply unmatched in our ability to negotiate and work directly with FEMA Region 4 and FEMA Headquarters. We relish the opportunity to represent the Village in their FEMA needs and are proud of our work performed to date. the Village will not find a more trusted partner that can effectively negotiate FEMA claims and damages on its behalf, than Rostan.



Simply put, our standard of work is respected, our personnel who will represent the Village are respected, and we will ensure that the Village of Estero is RESPECTED.

UNDERSTANDING THE FEMA PROCESS AND MANAGING GRANT AND PROGRAMMATIC REQUIREMENTS

Our Team understands applicable Federal policies and regulations that govern FEMA and other federally funded programs. Our objective is to ensure that the Village recovers all eligible costs that were incurred as a result of a disaster and to provide local dedicated staff and resources to ensure satisfaction from project inception through closeout as expeditiously as possible, working intimately with outside stakeholders, such as FDEM, HUD, and FEMA. Understanding the comprehensive, detailed policies, procedures, and compliance requirements can be daunting for clients receiving Disaster Recovery

EVERY PROJECT PROCESSED THE SAME WAY, REGARDLESS OF ITS SIZE, TYPE OR COMPLEXITY, RESULTS IN A WIDE RANGE OF PROCESSING TIMES.



funding. We are comprised of the best and the brightest in FEMA PA, HM, and CDBG, and our experience outlined in this proposal supports the resourcefulness that we will deliver to the Village. Our performance will be measured through the below objectives:

Meeting with the Village to discuss additional expenses and funding deficits
Preparation, presenting and managing all associated grant amendments to FDEM and FEMA as requested by the Village
Performing all duties in compliance with FDEM and FEMA from the Village guidance and regulation requirements 100% of the time
Reporting grant management progress to the Village monthly
Providing and managing tracking of funds and budgetary changes to the Village monthly
Assisting in responding to and submitting any request for information to FEMA prior to given deadline

THE VILLAGE OF ESTERO NEEDS A TEAM WHO ENCOMPASSES THE FOLLOWING CHARACTERISTICS:
Can showcase demonstrated success that fund projects across FEMA Programs for the Village
Able to Provide sound guidance and programmatic direction
Can help the Village navigate the FEMA Program complexities and deliver a comprehensive Recovery and Mitigation Program

Our team, as infrastructure experts, are well-equipped to provide support for the FEMA Public Assistance Grant Program and the process immediately following a declared incident. The Public Assistance Grant Program, including 406 Mitigation, provides assistance to eligible entities who maintain and operate public infrastructure to respond, recover and mitigate impacts. We will assist with and oversee project formulation, cost estimating, project validation, project worksheet development, appeals, audits and grant closeouts on behalf of the Village.

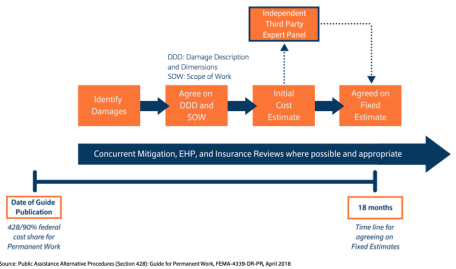
Our Team consists of experts that can do more than just administer and facilitate the grant process. Our experts will work directly with the Village to implement and deliver the solutions that will rebuild Village infrastructure better than it was before, to establish resiliency. These solutions will be funded through approved FEMA Project Worksheets (PW) and Hazard Mitigation Proposals (HMP), on top of any insurance proceeds. Our

Team will assist with both implementations of these eligible projects as well as fulfillment of the reimbursement process.

THE SANDY RECOVERY IMPROVEMENT ACT OF 2013

The Sandy Recovery Improvement Act of 2013 (SRIA) — Alternative Procedures Pilot Program: Participation in the new alternative procedures is voluntary but can be leveraged in certain cases. Rostan, has successfully implemented the Alternative Procedures Pilot Program for a number of clients including \$1.7B restoration and mitigation funding for NYC Health and Hospitals Corporation, \$12M in relocation and rebuilds on new sites for educational institutions in Port Arthur, TX and Lafayette, LA and \$3.2M restoration and mitigation funding for the Escambia Community Clinic. Our team of experts were instrumental elements (formerly) of the Louisiana Governor’s Office of Homeland Security and Emergency Preparedness Technical Team who sought tens of millions in 428 funding across numerous Louisiana Applications as well. Every disaster is unique, and Rostan’s Technical Team will work closely with the Village to develop the most appropriate funding program that benefits the Village.

Section 428 Process



The Village of Estero will have at its disposal a Project Team that can apply for and deliver the flexibility of the 428 Alternative Procedures Pilot Program to the benefit of the recovery process.



COMMUNITY DEVELOPMENT BLOCK GRANT- DISASTER RECOVERY (CDBG-DR)

We are also comprised of CDBG-DR and Program Management experts plan to utilize their collective experience from lessons learned and coordinate with the Village to implement programs that are most advantageous to the affected populace.

Collectively, we will ensure programmatic regulations are adhered to as it relates to Davis-Bacon and all required Labor Compliance reviews. Of significant importance is the matching non-federal share matching components that the CDBG-DR program affords to the Village. Our team of policy experts can navigate the Village through the complex matching requirements of this federal funding source and ensure that the non-federal match is met when this fund is available. Our Team has extensive experience in drafting Disaster Recovery Action Plans, amendments and developing disaster related policies, procedures, tracking systems, and monitoring plans.



FEDERAL EMERGENCY MANAGEMENT AGENCY
HISTORIC REVIEW ASSESSMENT FOR DETERMINATION OF EFFECT

1. Project Name: []
2. Project Location: []
3. Project Dates: []
4. Project Status: []
5. Project Description: []
6. Project Objectives: []
7. Project Budget: []
8. Project Funding: []
9. Project Impact: []
10. Project Evaluation: []

REGULATORY AND FINANCIAL COMPLIANCE

REGULATORY

One of the most often overlooked elements of a recovery or mitigation project is complying with the applicable regulatory agencies. Our role with the Village will be to ensure complete program compliance and comply with all Environmental, Historic, Labor Compliance, Davis-Bacon, Public Health & Safety Requirements/ Legal Requirements. Rostan has an impeccable history with state and federal government agencies and will serve as the lead in this endeavor due to their credentialled experience and relationships. Our experts have tremendous working relationships with all the regulatory agencies and will work closely (training, outreach, SOPs, site visits, and desk reviews) with the Village to ensure full compliance with all applicable laws, regulations, and other programmatic and financial requirements including all environmental, historic, and public health and safety requirements. Our team will use all opportunities to monitor project and grant activities, including checklists, database records, quarterly reports, site visits and conference calls to assure that all legal requirements of both programs are satisfied.

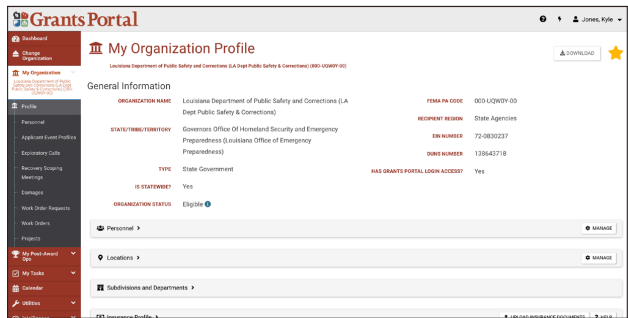
Our Team will implement the following steps to ensure compliance with federal regulations, provide audit coordination and assist the Village with responding to audit findings. Throughout the grant administration and formulation process, we intend to utilize the below QA/QC process to detect fraud, waste, and abuse. This includes:

IMPLEMENTING A CONTROLLED ENVIRONMENT
Based on program requirements and guidance, there will be a set of clear expectations. A complete review of program policies and procedures will be completed prior to ramp-up activities.
ESTABLISHMENT OF RESPONSIBILITY
Training to identify suspected fraud, waste, and abuse will be conducted with appropriate staff and specific roles will be assigned.
REGULAR RISK ASSESSMENT
Throughout the grant cycle, specific personnel will be tasked with identifying and analyzing various factors that create risk for the projects and develop methodologies and procedures to minimize this risk.
DOCUMENTATION STANDARDS
Strict documentation standards will be required and will maximize the use of source documents that can be independently and objectively verified.
MONITORING
All internal policies, procedures, and other control mechanisms will be regularly monitored to ensure effectiveness. Monitoring touch points includes desk monitoring, site visits, and performance tracking and reporting.
TRANSPARENCY
Transparency will be encouraged throughout all program areas where possible. Findings of fraud, waste, and abuse will be anonymized and distributed to stakeholders to increase awareness and transparency of program operations.

Rostan sets itself apart from other competitors in our strategy and unique approach to working with FDEM and delivering recovery, mitigation, and closeout services. We have longstanding relationships with both FDEM and FEMA personnel and will work directly with FDEM to facilitate all projects and recover eligible damages/costs. The Rostan Team is well-positioned to provide support for the process following declared incidents through project closeout. Rostan will lead and facilitate, as directed by the Village, all applicant meetings, Requests for Information (RFIs), Requests for Reimbursements (RFRs), project formulation, review of documentation, cost estimating, project validation, Project Worksheet (PW) development, appeals, audits, and grant closeouts.

FINANCIAL

Fiscal Management describes the policy and procedural development for fiscal control, including the processes for project cash request and disbursement, accounts receivable/payable, and the program income tracking. Our team will assist the Village, with planning and strategy to not only manage cash flow, but also maximize the funding, offset any applicable non-federal matching requirements, and ensure compliance with federal regulations and State audit requirements. This includes sound fiscal/budget controls and a systematic approach for documentation and records storage. Currently, Rostan uses and interfaces with clients via its Microsoft Office SharePoint site. This link allows for clients to upload project specific data to a secure access point and enables our team to access files in seconds. This process speeds up project reporting capabilities and allows our team to process reimbursements timelier and push the documentation through to FDEM and FEMA respectively.



Our Team offers access to national networks, robust software suites; customized data systems and web-based tools and solutions. Our team has recent and extensive experience in operating within FEMA's new Grants Portal system for the Public Assistance Program, a key qualification to successfully obtaining federal reimbursement, as well as working with State-Level Mb3 systems for reporting.

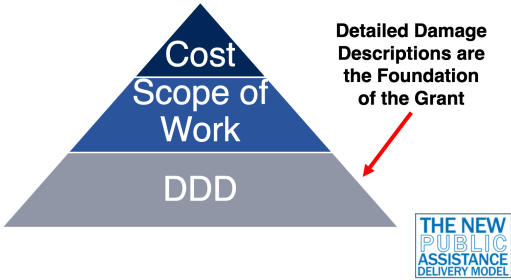
We will assist the Village in accounting for all of these costs initially as estimates for grant development and funding, and finally as actual costs to be used for reimbursement of eligible grant funding. The actual costs will eventually have to be reconciled; and we will assist with the reconciliations of costs, reimbursement pursuits through FEMA, and will facilitate any future audits, appeals (if needed), programmatic/financial reporting, and lastly grant and financial closeouts.

4.4 PROTOCOLS

SITE INSPECTION PHASE

Assessing damages is a time-sensitive, essential element in the response and recovery process. We understand the financial implications to the Village of a poorly performed site inspection operation. Our team can provide personnel experienced with training on how to identify and account for all potentially eligible damages, and how to ensure that the proper claims and estimates are submitted in a timely manner. Alongside local officials, we will assist with the development of metrics, milestones, and timetables appropriate for each project that will provide the most benefit to the Village.

Site Inspections are Critical



SCOPE OF WORK DEVELOPMENT AND ELIGIBILITY

We will assist the Village with the completion of the applications. All necessary forms will be developed, such as the budget/cost summary form, supplemental information, program schedule, activity beneficiary form, target area and project maps, project description, cost estimates, other funds supplemental documentation, proofs of publication, statement of assurances, etc.

Federal grant applications submitted, must be program eligible, cost effective, environmentally sound, and technically feasible. Team reviewers include former PA, HM, and CDBG-DR project managers and experienced technical staff. Typical elements that must be satisfied:

✓	Compliance with all requirements of federal grant eligibility — Damage, impacts, at risk
✓	A beneficial impact upon the declared disaster area, and compliance with any applicable state directives in the state program administrative plan for the specific disaster
✓	Solution of a problem independently
✓	Cost-effectiveness and evidence of substantial reduction of the future losses
✓	Long-term and technically feasible
✓	Conformance with all applicable environmental, historic, or cultural preservation requirements
✓	Required non-federal match
✓	Leveraging issues for multiple grant sources
✓	Conformance with all applicable federal, state and local regulations (e.g., NFIP regulations or state/local building codes)
✓	High level technical feasibility

Once the application is determined to be complete and feasible, the team's in-depth technical review begins to drill down into the details of the proposed project to confirm the benefit-cost analysis; apply any pertinent regulations; review cost estimates, site plans and architectural drawings; affirm thoroughness of the application; check that all documentation required for environmental and/or historic preservation is included; and if warranted, provide assistance with Requests for Information (RFI).

POLICY ADVISORY SERVICES

Rostan is unlike any traditional consulting firm. As the Village is aware, Rostan has two (2) licensed attorneys who specialize in FEMA Recovery and Mitigation Policy. The Village will benefit from our collective experience in FEMA Appeals and Arbitrations and in how we leverage FEMA's own precedent cases against them. Our FEMA work in six (6) other FEMA regions across the county afford our team the advantage of having visibility on other FEMA Region's eligibility determinations surrounding similar projects. So that the Village will know and understand the role of our Policy Advisory Services relative to federal programs on behalf of the Department, the Rostan Policy Team encompasses the following:

➤	Provide on-going research for project eligibility determinations to establish precedent case work
➤	Develop a multi-tiered QA/QC process to ensure that awards and contracts meet all federal regulations
➤	Use quarterly reporting mechanisms to document progress, including any procurement activity
➤	In coordination with FDEM, perform regular desk monitoring through the review of Requests for Reimbursement for front-end audits
➤	Provide checklists to be submitted with Requests for Reimbursement
➤	Review bid documents, advertisements, addendums if applicable, wage rates, attend bid openings, pre-construction conferences, etc. to ensure compliance with state and federal laws
➤	Perform labor compliance reviews, as applicable
➤	All costs will be reviewed for eligibility and cost reasonableness (If the project is competitively bid, there will be no need for this review)
➤	Assist the Village/sub-grantee in developing RFP/RFQ materials for engineering, architectural or construction services to ensure all required items are included, such as proper wage rates, minority goals, etc
➤	If needed, attend and provide assistance at preconstruction conferences, bid opening, tabulation and minutes, bid award and contractor eligibility
➤	Assure that corrective action plans are developed, enforced, and implemented, as needed
➤	Ensure compliance with Single Audit Act requirements, review audit reports, as necessary

REIMBURSEMENT REQUESTS

Our comprehensive portfolio includes the submission of Requests for Reimbursement for many federal programs, specifically for Public Assistance and Hazard Mitigation Programs. In fact, the Rostan Team is responsible for some of the largest reimbursement requests for local governments on record, both for Public Assistance and also for the sole Hazard Mitigation Grant Program Project. Our Team is designed and structured to effectively streamline and manage eligible costs and all force account expenses, provide appropriate and specific source documentation of expenses, and deliver direct allocation of costs to the appropriate funding source when match is required. **Our objective, to the fullest extent possible, is to make EVERY Disaster that impacts the Village a budget neutral Disaster.** This is attainable through our Team correlating the implementation of the project scope with the grant funding scope to streamline the reimbursement process, identify potential matching elements, and decreasing confusion and delays with the FEMA Consolidated Resource Center. This also involves our Program Team having a trusted relationship with the local FEMA personnel, assigned Program Delivery Managers, and FDEM — *which we will demonstrate to the Village.*

U.S. DEPARTMENT OF HOMELAND SECURITY AND EMERGENCY PREPAREDNESS REIMBURSEMENT REQUEST FORM (RRF) FOR PUBLIC ASSISTANCE FUNDS (Include Attachments A - E)		
(1) Applicant	(2) Disaster Number: FEMA	(3) ISLA
(4) Applicant US Number	(5) Disaster Worksheet (DW) Number	
(6) Attachment	(7) Total of Applicant Eligible Costs Documented on Attachment	
A. Force Account Labor Summary Records		
B. Force Account Equipment Summary Records		
C. Material Summary Records		
D. Contracted Equipment Summary Records		
E. Contract Work Summary Records		
(7) GRAND TOTAL OF REQUEST		
AUTHORIZED: PRIMARY OR ALTERNATE AGENT'S SIGNATURE _____ Date _____		
BY SUBMITTING THIS FORM AND ATTACHED SUMMARY RECORDS (ATTACHMENTS A-E), I CERTIFY THAT ALL INFORMATION REPORTED IS COMPLETE AND ACCURATE. THIS CERTIFICATION INCLUDES THAT: - THE OVERVIEW AS DETAILLED ON ATTACHMENT A DOES NOT CONTAIN ANY OF THE FOLLOWING, AND CONSIDERING CONFORMS TO THE SPECIFICATIONS OF THE FEMA INFORMATION SHEET AS VERSION A: NAME REMOVED (1) INELIGIBLE WORK; (2) REST TIME; (3) MEALS; (4) HOURS; AND (5) ON-CALL TIME. THIS REQUEST INCLUDES ONLY FEES THAT WERE NOT REIMBURSED FROM OTHER SOURCES OF FUNDS (e.g., INSURANCE PROCEEDS, DONATIONS, AND OTHER FEDERAL FUNDS).		

Our Team will work with the Village to develop reporting protocols and schedules for activity logs, timesheets, and any other required or designed report. Rostan has developed templates for project monitoring correspondence, application review, and contract development correspondence, and correspondence related to every phase of a project's life cycle. Correspondence or documents that are not template in nature can be quickly drafted upon request and sent to the Village for review, approval, and use. Ensuring clear communication has been and will continue to be a pillar for success with federal programs. All templates will be provided to the Village for review and acceptance, and we will work with the Village in the development of a Comprehensive Building Assessment Report.

CLOSEOUT



To minimize challenges with the project close-out process, we begin the accounting for closeout on day one of implementation, ensuring details are not forgotten or documents misplaced by the time critical audit preparation efforts begin. Our Team will begin preparing, internally, for a front-end audit in order to streamline projects through closeout. This process involves close coordinate with FDEM as the projects are being initially developed. Our approach is centered around FDEM involvement from the onset of a project so we can avoid any unnecessary delays for missing documentation. As part of this process and best practice, our Team will conduct monthly project monitoring reviews of all associated will take place throughout the project life to reduce any corrective actions at the end of a project. An essential element of any project close-out is the development and maintenance of a Closeout Checklist. Our Team will be responsible for the maintenance of these checklists and the Village will have real-time visibility with access to our SharePoint site, where these files will be stored. Prior to submitting reimbursement requests to FDEM, our teams will conduct a thorough file review and QA/QC check to ensure project files are complete. Once complete, both our Project Manager, as well as our Program Executive, will sign off on the checklist to finalize the file for submittal to FDEM.

4.5 FINANCIAL ABILITY

CONFIDENTIAL

Per Florida Statutes 812.081(1)(c)(4) and 815.045, Rostan Solutions, LLC considers the below information below to be a trade secret and confidential in nature. Rostan's financial, bonding, and credit capacity has been submitted under separate, confidential cover.



4.6 COST PROPOSAL

POSITION	HOURLY RATE
PROGRAM MANAGEMENT	
Principal/Program Manager	\$250.00
Senior Program Specialist	\$200.00
Program Manager	\$190.00
Senior Consultant	\$175.00
Consultant	\$150.00
Junior Consultant	\$125.00
Administrative Support	\$90.00
TECHNICAL	
Senior Appeal/Policy Specialist	\$225.00
Appeal/Policy Specialist	\$175.00
Senior Technical Specialist	\$190.00
Technical Specialist	\$170.00
Junior Technical Specialist	\$150.00

Expenses and Travel: Expenses and Travel: Rates are inclusive of all costs with the exception of those expenses related to per diem for meals and incidentals, allowable mileage and/or rental vehicles, rental vehicle petroleum products, airfare, and lodging (lodging may be billed as actual cost or as a lodging per diem cost item). Per diem amounts will comply with General Services Administration (GSA) Federal Travel Regulation (FTR) and Travel/Per Diem Bulletins. Receipts will be provided for non per diem expense costs.





DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023



Photo Courtesy: NOAA



SUBMITTED BY

ROSTAN SOLUTIONS, LLC
3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

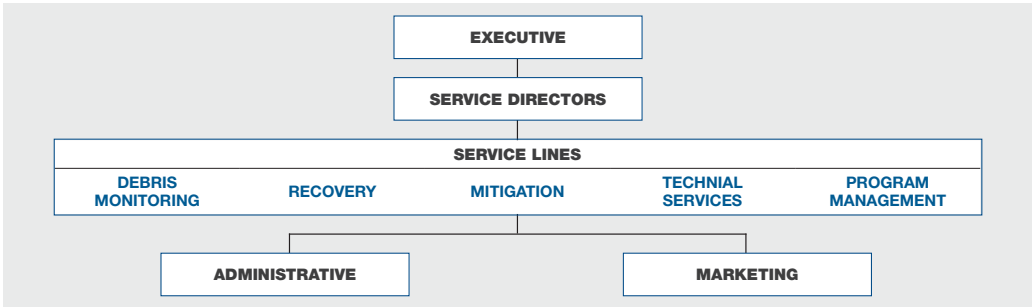
SECTION 5 – PROPOSED TEAM'S QUALIFICATIONS

- 5.1 Firm and Project Organizational Structure
- 5.2 Key Personnel
- 5.3 Rostan Team Resumes



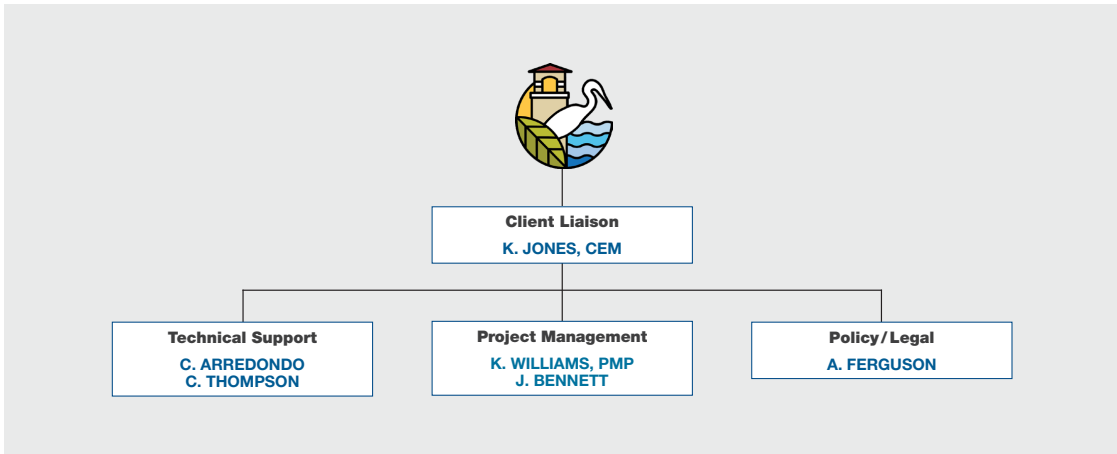
5.1 FIRM AND PROJECT ORGANIZATIONAL STRUCTURE

FIRM ORGANIZATIONAL STRUCTURE



PROJECT ORGANIZATIONAL STRUCTURE

The Rostan team is organized to create a seamless and transparent approach to projects. As shown in the following organizational chart, we have assembled a team of experts with the qualifications and experience needed for this project. This organizational structure provides the Village with a defined leadership and communication structure.



5.2 KEY PERSONNEL

Rostan has assembled a project team consisting of highly competent professional staff with a proven track record in developing innovative solutions to complex disaster recovery challenges. Our experience is that the key to an expeditious recovery includes careful planning combined with consistent implementation of the schedule and the ability to adapt to changing circumstances and conditions on a frequent basis. We strive to anticipate problems before they arise and resolve them by relying on our past experiences, best-practices and our understanding of current regulations.

Our team has been organized to best meet the needs of the Village, so that we can quickly, efficiently, and cost effectively execute the projects tasks that the Village requires. Rostan is organized to perform as one unified team to create a seamless and transparent approach to projects. We believe that maintaining close communications with the Village, contractors, and FEMA representatives provides for efficient recovery management. We also believe that maximizing the use of local personnel not only helps the community recover more quickly, it also provides for operational efficiencies due to familiarity with to familiarity with roads, traffic patterns, local culture, and funding requirements. It is for these reasons that we believe Rostan is uniquely qualified to perform the services requested in the Village's solicitation.

KYLE JONES: PRINCIPAL • VICE PRESIDENT | CLIENT LIAISON

Mr. Jones began his career in emergency management in 2003 working for the Louisiana Office of Emergency Preparedness (now GOHSEP). His experience on the state, local and private sectors is fundamental in his ability to navigate federal programs for his clients and to enable success. He is regarded as a subject matter expert in the FEMA Public Assistance Programs through the International Association of Emergency Managers (IAEM) and has built a credentialed reputation amongst local government applicants for providing direction managing resources effectively. He also specializes in development of PW's, the FEMA appeal process, Code of Federal Regulation (CFR) analysis, Hazard Mitigation Programs and in the identification of Federal funding sources for clients. Mr. Jones serves as the Vice President of Rostan and has been on staff since 2018.

KEITHAN WILLIAMS, PMP: PROJECT MANAGEMENT

Mr. Williams' experience stems from over 16 years working with local communities and managing a team of technical staff in furtherance of FEMA's PA program. His focus on quality assurance, supervisory and project management experience in the PA is an asset to communities immediately following a disaster and, in the years, following to ensure proper procurement and activities are addressed to maximize federal reimbursement. Mr. Williams is able to streamline reporting capabilities in the old FEMA Disaster Model.

JOSHUA BENNETT: PROJECT MANAGEMENT

Mr. Bennett has 18 years of experience in the construction industry. Throughout this time he has amassed skills in construction management, project management, inspection, labor relations, quality control, scheduling, supervising, building site supervision, blueprints, reporting, time management, punch lists, contracting, estimating, material costing, invoicing, renovations, OSHA, hazardous materials, HAZMAT, building codes, electrical codes, and environmental codes. Mr. Bennett has been on staff with Rostan since 2019.

ADAM FERGUSON: POLICY/LEGAL

Mr. Ferguson has over 13 years of experience in disaster recovery, mitigation, and grants management. He acts as a Senior Programmatic Specialist and Project Manager for Disaster Recovery Operations supporting states, local governments, and utilities in the identification, pursuit, and securing of state and federal aid. He is skilled in providing technical guidance and assistance in demonstrating programmatic eligibility. Mr. Ferguson also directs programmatic and administrative appeals processes for clients facing adverse agency determinations. He has been on staff with Rostan since 2017.

CARLOS ARREDONDO: TECHNICAL SUPPORT

Mr. Arredondo has been involved with disaster risk management projects since the Louisiana floods of 2016. He has guided clients through complex insurance processes and facilitates the FEMA Damage Inventory, DDD, EEI, cost estimating aspects for our clients. Mr. Arredondo is fluent in Spanish and has been on staff with Rostan since 2019.

CLIFF THOMPSON: TECHNICAL SUPPORT

Mr. Thompson has more than 30 years of experience in the construction industry. During his tenure, he gained extensive managerial experience in the residential, commercial, and industrial construction industries. Mr. Thompson has experience in managing projects of up to a 300-manpower load and can coordinate well with other contractors. He has more than 14 years training and experience with FEMA Public Assistance (PA) and Individual Assistance (IA) Technical Assistance Contract (TAC) Community Development Block Grant-Disaster Recovery (CDBG-DR) programs conducting site assessments and developing detailed estimates based on the findings in the field. Mr. Thompson has been on staff with Rostan since 2019.

For more detailed information, resumes of these key individuals anticipated to serve the Village can be found in Section 5.3.

CAPACITY

As a nimble, client-focused firm, Rostan understands the importance of resource management. We never over-commit our resources ensuring our clients always have a dedicated point of contact, along with timely access to the valued expertise and support they would expect. Our strategy is to selectively pursue, develop, and maintain client relationships that we believe to be beneficial to both parties. We have always limited the number of pursuits we undertake by both geography and population served while considering our current standby obligations in those areas.

We can ensure a technically skilled and seasoned team will always be available to the Village without compromise.

5.3

KYLE A. JONES, CEM

PRINCIPAL | VICE PRESIDENT

YEARS OF EXPERIENCE

19

EDUCATIONBA, Business Administration,
Louisiana State University, 2007**PROFESSIONAL REGISTRATIONS**

- Certified Emergency Manager (CEM)

QUALIFICATIONS

- FEMA Professional Development Series
- IS-139: Exercise Design
- IS-230 b: Fundamentals of Emergency Management
- IS-235 b: Emergency Planning
- IS-240 a: Leadership & Influence
- IS-241 a: Decision Making & Problem Solving
- IS-242 a: Effective Communication
- IS-244 a: Developing & Managing Volunteers
- FEMA Multi-Hazard Emergency Planning for Schools – Train the Trainer
- HS/TEEX Threat & Risk Assessment Course
- IS-00001: Emergency Program Manager
- IS-07: A Citizen's Guide to Disaster Assistance
- IS-26: Guide to Points of Distribution
- IS-100: Intro to ICS
- IS-100.SCa: Intro to ICS for Schools
- IS-200: ICS for Single Resources & Initial Action Incidents
- IS-212: Intro to Unified Hazard Mitigation Assistance

Mr. Jones is a Certified Emergency Manager with a tenured background in emergency management, public assistance, and federal cost recovery programs. Mr. Jones specializes in maximizing funding sources for clients and applying the federal regulations and/or policies to projects. Mr. Jones also specializes in FEMA Appeals, Code of Federal Regulation analysis, and interfaces with FEMA and State Agencies on behalf of clients to ensure program success for project funding. Mr. Jones' extensive disaster recovery background yields tremendous programmatic knowledge of the 404 and 406 mitigation programs with nearly two decades of hands-on experience in managing HMGP/HMA, Public Assistance Programs, and other major federal disaster declarations on behalf of clients.

PROFESSIONAL EXPERIENCE

ROSTAN SOLUTIONS || BATON ROUGE, LA || 2018–PRESENT
Principal/Vice President

ARCADIS NORTH AMERICA || BATON ROUGE, LA || 2014–2018
Director, Disaster Programs

EAST BATON ROUGE PARISH || BATON ROUGE, LA || 2007–2014
Deputy Director

STATE OF LOUISIANA OFFICE OF EMERGENCY PREPAREDNESS – MILITARY DEPARTMENT || BATON ROUGE, LA || 2003–2007
Operations Support & Management

PROJECT AND PROGRAMS EXPERIENCE

LOCAL GOVERNMENTS, SCHOOLS, STATE AGENCY, PRIVATE-NON-PROFITS (PNP), HOUSES OF WORSHIP (HOW), AND HOUSING AUTHORITIES || 2014–PRESENT
Public Assistance Program Management

Serves as the Program Executive and Principal for Public Assistance and Hazard Mitigation Assistance Programs on behalf of clients that are impacted by a disaster totaling over \$2.5B in program management since 2014. Responsible for managing projects and representing client interests from the initial scoping meeting through closeout and subsequent appeals across numerous sectors of Applicants.

Local Government recovery experience includes assistance provided to West Feliciana, St. James Parish, Plaquemines Parish, West Feliciana Sheriff's Office, West Feliciana Parish Hospital, City of Sulphur, City of Lake Charles, and the City of Pinellas Park, Acadia Parish, Beauregard Parish, Concordia Police Jury, Diamondhead MS, Gramercy LA, Gretna, LA, Jackson LA, Jefferson Parish, Kenner LA, Litcher LA, Madisonville LA, Mansura LA, Midway, FL, Natchitoches Parish, North Port FL, Pearl River LA, Point Coupee Parish Sheriff's Office, Quincy FL, St. Mary Parish LA, St. Tammany Parish LA, Town of Simmesport LA, West Carroll Parish Sheriff's Office LA, Westlake LA, Wilkinson County MS, Plaquemines Medical Center LA, Plaquemines Port Harbor Terminal District.

School recovery experience includes assistance provided to West Feliciana Parish Schools, Fort Worth ISD-TX, Texas City ISD-TX, Little Cypress ISD-TX, Huffman ISD-TX, Corpus Christi ISD-TX, Gadsden County Schools, and Polk County Schools-FL, Louisiana College.

State Agency recovery experience includes assistance provided to Louisiana Department of Corrections and Florida State Hospitals, Kisatchie Regional Planning & Development District.

Private-Non-Profits (PNP) recovery experience includes assistance provided to Group Health Cooperative-South Central Wisconsin and Early Education and Care, Inc-FL, United Christian Academy-TX, Community Christian School-TX, and Hamilton Christian Academy, LA, St. Vincent


KYLE A. JONES, CEM

PRINCIPAL | VICE PRESIDENT

de Paul- Paulina/Lutcher/Gramercy, St. George Catholic Church and School LA, Aetna Better Health of Louisiana, Blue Cross Blue Shield of Louisiana, Diocese of St. Thomas USVI, YMCA of the Capital Area- Baton Rouge LA, Church of the King LA, Community Action Program Committee, Inc.

House of Worship recovery experience includes assistance provided to Apostolic Christian Church-LA and First Baptist Church of Denham Springs-LA, Louisiana Baptist Convention.

Housing Authority Recovery experience includes assistance provided to Duson Housing Authority, New Iberia Housing Authority, Oakdale Housing Authority, and Eunice Housing Authority.

Serves as the Program Executive and Principal for Hazard Mitigation Assistance Programs on behalf of clients that are impacted by a disaster totaling over \$500MM in program management since 2014. Represents agencies interests for various hazard mitigation projects, including Louisiana State Penitentiary, West Feliciana, St. James, and Iberville Parish.

MULTIPLE LOUISIANA CLIENTS || 2014-PRESENT

Hazard Mitigation Assistance (HMA) Project Management

Serves as the Program Executive and Principal for Hazard Mitigation Assistance Programs on behalf of clients that are impacted by a disaster totaling over \$500MM in program management since 2014. Represents agencies interests for various hazard mitigation projects, including Louisiana State Penitentiary, West Feliciana, St. James and Iberville Parish. Responsible for coordinating the project activities and serving as the executive liaison amongst the client, subcontracting companies involved in primary basic engineering tasks including the hydraulic and hydrologic study. Additional responsibilities include data collection and dissemination for all tasks involved in the project as well as reporting to the state of Louisiana for record keeping, including state-required requests for reimbursement and quarterly reporting.

MULTIPLE LOUISIANA CLIENTS || 2007-2014

Emergency Planning

Developed East Baton Rouge Parish, Pointe Coupee Parish, Vermilion Parish and Evangeline Parish Emergency Operations Plan (EOP). Developed East Baton Rouge Parish, Pointe Coupee Parish, Vermilion Parish and Evangeline Parish Continuity of Operations Plan (COOP). Developed the first Point of Distribution (POD) Plan for the City of Baton Rouge, Parish of East Baton Rouge and managed and maintained database of all Critical Infrastructure / Key Resource facilities parish wide. Responsible for managing the EOC during activations and streamlining resource requests during activations, facilitated briefings during EOC activation for the Mayor-President.

MULTIPLE CLIENTS || 2007-2014

Public Assistance, Hazard Mitigation and Program Administration

Managed the Public Assistance and Hazard Mitigation Programs for East Baton Rouge Parish totaling more than \$300 million in federal funding. Managed preliminary damage assessments (PDA) and streamlined reporting processes for the Parish. Served as the City-Parish Authorized Representative for FEMA Public Assistance & Hazard Mitigation Programs and Appeals, Department of Homeland Security Office of Inspector General (OIG) Audits, and Louisiana Legislative Auditor (LLA) Site Visits. City-Parish Homeland Security & Emergency Preparedness Liaison to the East Baton Rouge Parish School System & Voluntary Organizations Active in Disasters (VOAD) for all engagements. Directly managed and oversaw the entire East Baton Rouge Parish Hazard Mitigation Assistance (HMA) program with \$26MM of funding being granted to East Baton Rouge Parish during tenure. Projects included: FMA Acquisition of 8 Structures, HMGP-DR 1786 Acquisition of 24 Structures, HMGP-DR 4080 Wind Hardening Project, HMGP-DR 1786 Wind Retrofit & Floodproofing, SRL Acquisition of 8 Structures, HMGP-DR 1603 Acquisition of 8 Structures, HMGP-DR 1603 Critical Infrastructure Generator Installation.

EOC ACTIVATION, SPACE SHUTTLE COLUMBIA DISASTER, FLOODING, HURRICANE RESPONSE || 2003-2006

Disaster Recovery and Response Coordination

Assisted Disaster Recovery Division with FEMA Public Assistance Windshield Surveys and Funding Implementation on behalf of Parishes for DR-1521 and DR-1668 (Flooding) and Hurricane Ivan Response Efforts (DR-1548). Coordinated State response efforts with the Operations Division and managed state and local resource requests during Space Shuttle Columbia Crash for DR-3172 and coordinated crash site coordinates with the Louisiana Air National Guard inside State Emergency Operations Center (EOC).



KEITHAN D. WILLIAMS, PMP

PROJECT MANAGEMENT

YEARS OF EXPERIENCE

17

EDUCATION

BS, Computer Science, Southern University, 2002

LICENSES & CERTIFICATIONS

- PMP® #2750744
- FEMA Emergency Management Institute Professional Development Series

Mr. Williams' experience stems from detailed work at the State of Louisiana coordinating with local communities and managing a team of technical staff. His focus on quality assurance, supervisory and project management experience in Public Assistance is an asset to communities immediately following a disaster and, in the months, and years following, to ensure proper procurement and activities are addressed to maximize federal reimbursement.

PROFESSIONAL EXPERIENCE

ROSTAN SOLUTIONS || BATON ROUGE, LA || 2019–PRESENT
Project Manager

**GOVERNOR'S OFFICE OF HOMELAND SECURITY AND EMERGENCY
PREPAREDNESS || BATON ROUGE, LA || 2006–2019**
State Applicant Liaison–Team Lead

PROJECT AND PROGRAMS EXPERIENCE

**PUBLIC ASSISTANCE (PA) GRANT PROGRAM MANAGEMENT || LOCAL
GOVERNMENTS IN FLORIDA AND LOUISIANA || HURRICANES MICHAEL, IAN, AND
DELTA; SEVERE STORMS AND FLOODING RECOVERY || 2019–PRESENT**

Project Manager providing program management services to local governments in Florida that were damaged during Hurricane Michael in 2018, including disaster recovery scoping meetings and application development for federal funding sources. Tasked to lead and develop an understanding of the project and recovery priorities, preparing the project plan, work with Clients to logically group and prioritize projects. Perform the work necessary to achieve the stated objectives of the project as well as identifying need for and engaging technical specialists when appropriate. Review scopes of work and costs, monitor project progress, resolve eligibility issues, and analyze documentation to close out the project successfully. At the request of jurisdictions, additional responsibilities include staff augmentation and other basic engineering services to determine and estimate damages to roads and levees for development of eligible FEMA PA Project Worksheets (PWs), incurred from the flooding incident associated with the disaster. Provide technical assistance in FEMA meetings and education services to local communities for reimbursement requests.

**PUBLIC ASSISTANCE (PA) GRANT PROGRAM MANAGEMENT || LOCAL
GOVERNMENTS IN MARYLAND, NEW YORK, AND FLORIDA || COVID-19
RECOVERY || 2020–PRESENT**

Project Manager providing program management services to local governments in States of Florida, New York, and Maryland that were impacted by the COVID-19 Pandemic, including disaster recovery scoping meetings and application development for federal funding sources. Reconciling and documenting expenses eligible for Public Assistance under the COVID-19 Emergency Declaration. Performing grant formulation addressing work and expenses necessary to mediate the effects of the pandemic.

**PUBLIC ASSISTANCE (PA) GRANT PROGRAM MANAGEMENT || LOCAL
GOVERNMENTS IN NEW YORK || TROPICAL STORM ISAIAS RECOVERY ||
2021–PRESENT**

Project Manager providing program management services to local governments in the State of New York that were damaged during Tropical Storm Isaias, including disaster recovery scoping meetings and application development for federal funding sources. Lead and develop an understanding of the project and recovery priorities, preparing the project plan, work with clients to logically group and prioritize projects. Perform the work necessary to achieve the stated objectives of the project, identifying need for and engaging technical specialists when appropriate. Review scopes of work and costs as well as monitor project progress, resolve eligibility issues and analyze documentation to close out the project successfully. At the request of jurisdictions,



KEITHAN D. WILLIAMS, PMP

PROJECT MANAGEMENT

additional responsibilities include staff augmentation and other basic engineering services to determine and estimate damages to roads and levees to develop eligible FEMA PA Project Worksheets (PWs), incurred from the flooding incident associated with this disaster. Provide technical assistance in FEMA meetings and education services to local communities for reimbursement requests.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || STATE APPLICANT LIAISON || 2008-2019

Managed PA Programs for Louisiana Parishes from the State/Grantee level for hurricanes Katrina/Rita, Gustav/Ike, Isaac and other events such as the Mississippi River flood events, Tornados throughout the state of Louisiana, and the Great Flood of 2016. Through the tenure at the State of Louisiana, coordinated Preliminary Damage Assessments, developed understanding of each applicant's projects and recovery priorities, assisted with Recovery Scoping Meetings with applicants and FEMA, evaluate claims and provide recommendations to FEMA regarding eligibility resolve eligibility issues, facilitate exit briefings, and manage team of junior staff members. Participated in several phases of the Public Assistance Program such as Preliminary Damage Assessments, Applicant Briefings, Kick-off Meetings, PW formulation with FEMA, 406 Mitigation, Grants Management, and Closeout. I've also served as GOHSEP's State Applicant Liaison tasked w/ assisting GOHSEP and FEMA with the formulation of CAT Z PWs for State Management Expenses. Assist Applicants with procurement as well as policy and guidance used by FEMA. Utilize available resources such as the 44 CFR, PA Guide, Stafford Act, etc.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || GRANTS MANAGEMENT || 2006-2007

Helped establish financial procedures to payments and reporting for the Katrina/Rita Disasters in Louisiana. Performed expense/ payment reconciliation to ensure accuracy of financial reporting and resolved internal problems that required detailed investigation.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || GRANTS MANAGEMENT || 2006-2008

While working at the Joint Field Office as Grants Manager Lead with PinPoint Resources (subcontractor to James Lee Witt and) in LA, continued assisting the State as one of the original hires tasked to train and supervise new staff to review and document expenses submitted by Applicants.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || EMAC || 2008-2019

Served as a Public Assistance subject matter expert deployed by State of LA to Virginia, Maryland, Tennessee, Colorado, and Florida.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || PLANNING AND TRAINING || 2006-2019

Train staff in both public and private sectors utilizing resources used by FEMA 44 CFR, 2 CFR, PAPP, Stafford Act, etc. Traveled to Federally declared disaster areas to train Emergency Managers and Applicants on the PA Program. Assisted FEMA in developing Public Assistance training courses. Requested by FEMA to review and provided feedback on training courses before releasing to EMI students.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || CRITICAL AND NON-CRITICAL PNPS || 2006-2018

Worked with several School Districts throughout the State of LA; help guiding them through the Public Assistance program. Assigned as State Applicant Liaison to some of the largest Applicants recovering from Hurricane Katrina, such as Recovery School District and Orleans Parish School Board, managing over \$1bil each. Served as Liaison to all LA Region 8 school boards since Hurricane Gustav. Led Grants Management team tasked with reviewing and documenting Applicant expenses for reimbursement of federally obligated funds sent to State for payment of eligible claims. Aided the recovery of Electrical Coops that utilized projects force account labor, equipment and materials complete worked with actual cost of over \$100Mil in expenses, by educating on the proper fashion to submit supporting documentation to expedite funding. Work with hundreds of non-critical PNPs as a grants Manager or State Applicant Liaison.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || MUNICIPALITIES, PARISHES, AND SHERIFF || 2006-2018

Tasked as Grants Manager or State Applicant Liaison for all municipalities in Region 8 LA as well as various Parishes throughout the State of LA and counties through the country while working EMAC Missions. Work with first responders such as police and fire departments requesting assistance through towns or cities that submitted a request for public assistance. Work with parties to ensure expenses related to cooperative endeavor agreements and memorandum of understanding agreements are documented and reimbursed. Helped reconcile large files difficult for Applicants to track due to the utilization of force account labor, equipment, and materials as well as time and material contracts and mutual aids.

PUBLIC ASSISTANCE (PA) PROGRAM ADMINISTRATION || IMPROVED, ALTERNATE, AND 428 ALTERNATIVE PROCEDURES || 2006-2019

Educated Applicants on alternative options to utilize funding on PA projects. Assisted Applicants on the submission and amendment of over 100 special projects (improved, alternate, and 428) totaling over \$3 billion dollars.



JOSHUA BENNETT

PROJECT MANAGEMENT

YEARS OF EXPERIENCE

14

EDUCATION

Louisiana Technical College,
Alexandria, LA, 2011

CERTIFICATIONS & SKILLS

- Microsoft Word
- Microsoft Excel
- RSMeans
- FEMA CEF Training
- OSHA 10
- 8-hr. HAZWOPER
- HAZCOM
- Confined Space & Trench Certification

HIGHLIGHTS

- Corpus Christi Independent School District, TX
- Gadsden County School District, FL
- Quincy County School District, FL
- Polk County School District, FL
- West Feliciana Parish, LA
- Early Education & Care, Inc., Panama City, FL
- Diocese of St. Thomas in the Virgin Islands, USVI
- Louisiana Department of Public Safety & Corrections
- Department of Children and Families—Florida State Hospital
- McNeese State University, LA
- City of Sulphur, LA
- Oakdale Housing Authority, LA
- Louisiana Christian College—Pineville, LA
- City of Westlake, LA
- Beauregard Parish, LA
- Community Action Program Committee, Inc., Pensacola, FL
- St James Parish, LA
- City of Shreveport, LA
- Wilkinson County, MS

Mr. Bennett has 14 years of experience in the construction industry. Throughout this time Mr. Bennett has amassed skills in construction management, program/project management, inspection, labor relations, quality control, scheduling, supervising, building site supervision, blueprints, reporting, time management, punch lists, contracting, estimating, material costing, invoicing, renovations, OSHA, hazardous materials, HAZMAT, building codes, electrical codes, and environmental codes.

PROFESSIONAL EXPERIENCE

ROSTAN SOLUTIONS, LLC || LOUISIANA || 2019–PRESENT

Program/Project Management Director

RAYFORD ENTERPRISES || ALEXANDRIA, LA || 2017–2019

Project Manager

LAWN CARE SPECIALIST || ALEXANDRIA, LA || 2015–2017

Owner

ALLEN REFRACTORIES CO. || NEW ORLEANS, LA || 2013–2015

Bricklayer

LA TASKFORCE || NEW ORLEANS, LA || 2009–2013

Blight Operations Manager

SHAW CONTRACTORS, INC. || BATON ROUGE, LA || 2008–2009

Quality Control Technician

SHAW ENVIRONMENTAL AND INFRASTRUCTURE || BATON ROUGE, LA || 2007–2008

Debris Tower Technician

PROJECT AND PROGRAMS EXPERIENCE

ROSTAN SOLUTIONS, LLC || LOUISIANA || 2019–PRESENT

Program/Project Management Director

Responsible for building analysis and damage assessments; repair and mitigation scoping assessments; bidding and cost estimating; DDD Development. Oversight of all project management projects, personnel, and budgets. Currently working on projects associated with the 2016 and 2019 Floods as well as Hurricanes Gustav, Ike, Irma, Maria, Harvey, Michael, Barry, Laura, Delta, and Ida.

RAYFORD ENTERPRISES || ALEXANDRIA, LA || 2017–2019

Project Manager

Responsible for evaluating problematic systems or facilities and determining what installation or repair services need to be performed and preparing relevant reports. Oversaw and coordinated workers who maintained and repaired electrical, plumbing, ventilation, and other building systems for multiple companies owned by Rayford Enterprises, including Cabana Mobile Estates, West Lakes Estates, LLC, and the Rayford Building.

LA TASKFORCE || NEW ORLEANS, LA || 2009–2013

Blight Operations Manager

Performed debris removal, rough-cut, and finish-cut blighted property in coordination with FEMA post-Katrina operations. Responsible for maintenance and upkeep of equipment, manpower, and coordination/execution of lawn care to potential blighted properties throughout Chalmette, LA. Responsible for maintaining and handing in documentation of completed work to management for submittal to FEMA.

SHAW ENVIRONMENTAL AND INFRASTRUCTURE || BATON ROUGE, LA || 2007–2008

Debris Tower Technician



ADAM T. FERGUSON

POLICY/LEGAL

YEARS OF EXPERIENCE

16

EDUCATION

University of Miami School of Law,
J.D., 2012

University of North Carolina at
Wilmington, M.P.A., 2004

University of North Carolina at
Wilmington, B.A., Psychology,
2002

LICENSES & CERTIFICATIONS

• Member – Florida Bar #0100223

Mr. Ferguson leads Rostan's Technical Service Department with the Recovery & Mitigation Division. He has served prominent roles in FEMA Disaster Declarations dating from Hurricane Katrina in 2005 through to the 2021 Hurricane Season. He oversees and provides direct support with benefit-cost analysis, programmatic appeals, and complex regulatory compliance issues.

PROFESSIONAL EXPERIENCE

ROSTAN SOLUTIONS || FLORIDA || 2018–PRESENT
Policy/Legal

MONROE COUNTY, FL || FLORIDA || 2017–2018
Floodplain Manager

WITT O'BRIEN ASSOCIATES || WASHINGTON, DC || 2013–2017
Hazard Mitigation Advisor

FEDERAL EMERGENCY MANAGEMENT AGENCY || ATLANTA, GA || 2005–2009
Hazard Mitigation Program Specialist R IV

PROJECT AND PROGRAMS EXPERIENCE

FLORIDA || 2017–PRESENT

Senior Hazard Mitigation Advisor

Following 2017 Hurricane Season, work with multiple applicants to FEMA's HMGP and 406 Mitigation programs to identify eligible activities, develop and document compliant applications, organize and construct Benefit-Cost Analyses, and coordinate with FEMA and State of Florida to secure federal funding. Provide as-needed programmatic and technical support regarding 406 Mitigation applicants on demonstrating cost-effectiveness and ensuring programmatic compliance.

CHARLESTON COUNTY, SC || 2018–PRESENT

Senior Appeals Manager

Responsible for organizing and implementing County response to 17 FEMA Adverse Determinations received within 90 days. Developed operational framework for intake, review, diagnosing issues, and drafting responses within short time frames. Coordinate local, state, and federal stakeholders to find consensus and reduce items at issue.

STATE OF NEW JERSEY || 2013–2017

Senior Hazard Mitigation Advisor

Served as Senior Hazard Mitigation Advisor to the State of New Jersey's State Hazard Mitigation Office ("SHMO") and staff for the HMGP following Superstorm/Hurricane Sandy. Responsible for training state staff, developing and conducting public briefings, providing quality control and oversight of contractor work product, and provide technical support for benefit-cost analysis and programmatic appeals.

FEMA REGION IV || 2005–2009

Hazard Mitigation (FEMA) Disaster Assistance Employee

Tasked as a Hazard Mitigation Specialist following Hurricane Katrina, responsible for HMGP outreach and program delivery, training of state and local staff, and HMGP application review and development. Later designated as a Subject Matter Expert, responsible for instructing benefit-cost analysis course and developing training program for new FEMA Hazard Mitigation Disaster Assistance Employees.



CARLOS ARREDONDO

TECHNICAL SERVICES

YEARS OF EXPERIENCE

3 Years—Public Assistance Policy Consulting

9 Years—Construction Estimating, Management, and Building

8 Years—Military and Maritime Law Enforcement as Member of U.S. Coast Guard

EDUCATION

Art Institute, Media and Animation, Fort Lauderdale, FL.

Art Institute of California, Industrial Design, Orange County, CA

CERTIFICATIONS & SKILLS

- RSMears
- FEMA CEF Training
- Master Carpentry
- Bilingual (Spanish/ English)
- OSHA Basic Safety
- Building Project Management
- Project Scheduling
- Cost Analyses
- Projection Plan Development
- Budgeting

Mr. Arredondo is an experienced Disaster Recovery and Planning specialist in private and public sector, with expertise in construction building, construction management, protocol development, cost analysis, team building, and public assistance. He is well-versed in FEMA codes and regulations, which allows him to carefully monitor and oversee all recovery program tasks to ensure maximum funding recovery and minimal funding de-obligation.

PROFESSIONAL EXPERIENCE

ROSTAN SOLUTIONS || LOUISIANA || 2019–PRESENT

Program Manager [2020–Present] || Technical Specialist [2019–2020]

B&G CONSTRUCTION || NEW ORLEANS, LA || 2016–2019

Project Manager

JD RESTORATIONS || NEW ORLEANS, LA || 2014–2016

General Manager

CARBINE RESTORATIONS || NEW ORLEANS, LA || 2012–2014

Carpenter

U.S. COAST GUARD || LONG BEACH, CA || 2004– 2012

Boatswain's Mate

PROJECT AND PROGRAMS EXPERIENCE

CORPUS CHRISTI INDEPENDENT SCHOOL DISTRICT, TEXAS || 2019–2021

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates.

GADSDEN COUNTY SCHOOL DISTRICT, FLORIDA || 2019–2021

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates.

QUINCY COUNTY SCHOOL DISTRICT, FLORIDA || 2019–2021

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates.

POLK COUNTY SCHOOL DISTRICT, FLORIDA || 2019–2020

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates; site inspection.

WEST FELICIANA PARISH, LOUISIANA || 2019–PRESENT

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates; site inspection; debris and roads data collection and analysis; debris removal cost estimates.

EARLY EDUCATION & CARE, INC., FLORIDA || 2019–2021

Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates.


CARLOS ARREDONDO

TECHNICAL SERVICES

THE DIOCESE OF ST. THOMAS IN THE VIRGIN ISLANDS, USVI || 2019–PRESENT
Public Assistance Consultant/ Project Management

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates; cost analysis; contracting and procurement, budgeting; public assistance policy guidance.

LOUISIANA DEPARTMENT OF CORRECTIONS || 2019–PRESENT
Public Assistance Consultant/ Project Management

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates; site inspection; debris and roads data collection and analysis; contracting and procurement, budgeting, public assistance policy guidance.

FLORIDA STATE HOSPITAL, DEPARTMENT OF CHILDREN AND FAMILIES || 2019–2021
Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates.

PLAQUEMINE PARISH, LOUISIANA || 2019–PRESENT
Technical Specialist

Responsibilities include building analysis and damage assessments; repair and mitigation scoping assessments; DDD Development; repair cost estimates; site inspection; debris and roads data collection and analysis; debris removal cost estimates; cost analysis.

B&G CONSTRUCTION || NEW ORLEANS, LA || 2016–2019
Project Manager

Project scoping, project budgeting, sub-contracting, coordination, and management multiple trades, bid review and selection, cost analysis, hiring of new trades and field workers, project plan development, safety meetings, communication with clients and insurance agents, scheduling, inspections and permitting, material ordering, change orders, and any other task necessary for the completion of each project in a safely and cost-effective manner.

JD RESTORATIONS || NEW ORLEANS, LA || 2014–2016
General Manager

Responsible for business development and growth, payroll, scheduling, budgeting, project management, determine scope of work, coordinate with multiple construction trades, billing and collection, equipment purchase, communication with insurance providers and client.

CARBINE RESTORATION || NEW ORLEANS, LA || 2012–2014
Carpenter

Master Carpenter, structural and cosmetic construction, material purchase, equipment/tools purchasing, drawing/plans reading, crew handling and management, trouble shooting.

U.S. COAST GUARD || PSU 311 LONG BEACH, CA || 2004–2012
Boatswain's mate

Petty Officer 3rd class/E-4, Boarding Team Member, Tactical Boat Crew Member, Search and Rescue, Maritime Law Enforcement and Safety, Contingency Operation Iraqi Freedom Veteran.



CLIFF THOMPSON

TECHNICAL SERVICES

YEARS OF EXPERIENCE

40

EDUCATION

Louisiana State University, 2 years
Associated Builders & Contractors, 2 years

REGISTRATIONS & CERTIFICATIONS

- Construction Coordinator, Louisiana
- RS Means Costworks and RS Means Online

TRAINING

- EMA IS-00100 Introduction to the Incident Command System
- FEMA IS-00200 ICS for Single Resources and Initial Action Incidents
- FEMA CEF Training
- OSHA 10, 30 & 40
- 8 Hr. HAZWOPER
- HAZCOM
- Confined Space & Trench Certification
- Emergency Response

HIGHLIGHTS

- More than 35 years of construction experience
- 16 Years of experience in Emergency Response and Recovery for Katrina, Rita, Gustav, Ike, Isaac, Sandy, Louisiana Great Floods 2016, Irma, Maria, Harvey, Michael, Barry, 2019 Floods, Laura and Delta.
- 428 PAAP Expert
- SD/SI Expert

Mr. Thompson has more than 40 years of experience in the construction industry. During his tenure, he gained extensive managerial experience in the residential, commercial, and industrial construction industries. His working knowledge of isometric, orthographic, architectural, topographic and construction drawings make him suitable for multi-craft projects, as well as subcontract coordination. Mr. Thompson has experience in managing projects of up to a 300-manpower load and can coordinate well with other contractors. Mr. Thompson also has experience in municipal projects. He has done work with the U.S. Army Corps of Engineers, including working as the Field Project Manager during the unwatering of New Orleans following Hurricane Katrina. In addition, Mr. Thompson has more than 14 years training and experience with FEMA Public Assistance (PA) and Individual Assistance (IA) Technical Assistance Contract (TAC) Community Development Block Grant-Disaster Recovery (CDBG-DR) programs conducting site assessments and developing detailed estimates based on the findings in the field.

PROJECT AND PROGRAMS EXPERIENCE

ROSTAN SOLUTIONS || 2019–PRESENT

Senior Technical Specialist || Subject Matter Expert

Conduct disaster Recovery Management for Texas, Louisiana, Florida, USVI and Wisconsin. Provide Technical Support over several Independent School Districts, Municipalities and Critical/ Non-Critical PNPs.

GOVERNOR'S OFFICE OF HOMELAND SECURITY AND EMERGENCY PREPAREDNESS (GOHSEP) || LOUISIANA || 2017–2019

Disaster Recovery Specialist

GOHSEP Technical Team Lead, Problem Resolution Officer and Subject Matter Expert for Public Assistance and CEF. Developed cost analysis, white Papers, scope alignments and QA/QC the Technical Teams documentation associated with FEMA PA Project worksheets for Hurricanes Katrina, Rita, Gustav, Ike, Isaac and the Flood of 2016. As a Lead on the Technical Team, we are responsible for assisting the State Applicant Liaisons (SALs) and GOHSEP Management in developing detailed damage assessments and estimates and FEMA Cost Estimating Factsheets (CEFs) based on damages incurred by the Sub-recipients on any declared disasters. In the last year, our Technical Team has increased the grant total for the 2016 Flood by \$83,000,000.00.

CITY OF WHARTON, TX || 2016–2017

FEMA Project Specialist and Estimator

Develop detailed damage Assessments and Cost Estimating Factsheets (CEFs) for the damages associated with their spring flooding to the Parks and infrastructure.

NEW JERSEY DEPARTMENT OF COMMUNITY AFFAIRS || RECONSTRUCTION, REHABILITATION, ELEVATION AND MITIGATION (RREM) PROJECT || 2015–2017

Construction Manager

Oversee the execution of Community Development Block Grant (CDBG-DR) funds for properties damaged by Hurricane Sandy in New Jersey.

CITY OF NEW YORK || BUILD IT BACK PROJECT || 2015

Construction Manager

Oversee the execution of Community Development Block Grant (CDBG-DR) funds for properties damaged by Hurricane Sandy in New York City.

NEW YORK CITY HOUSING AUTHORITY (NYCHA) || 2014–2015

FEMA Technical Support

FEMA Technical Support Specialist to develop and validate the 428 PAAP budget estimate for all Hurricane Sandy damaged developments. Working with the NYCHA-PMO on the Funding and


CLIFF THOMPSON

TECHNICAL SERVICES

Estimating Team, Mr. Thompson helped to write a \$3.1 billion grant — the largest in FEMA history. Assisted in the Tier 1 and Tier 2 reviews for all the housing developments in New York.

GOHSEP || LOUISIANA || 2012–2014
Disaster Recovery Specialist

Developed cost analysis and scope alignments associated with FEMA PA Project worksheets for Hurricanes Katrina, Rita, Gustav, and Ike as well as conducting field damage assessments and Project Worksheet (PW) development following Hurricane Isaac.

LOUISIANA OFFICE OF COMMUNITY DEVELOPMENT, DISASTER RECOVERY UNIT (OCD-DRU) || SMALL RENTAL PROPERTY PROGRAM || NEW ORLEANS, LA || 2009–2012
Field Construction Coordinator

Acted as Field Construction Coordinator for the Small Rental Property Program. He assisted applicants in the design and construction efforts associated with the SRPP Grants Management Program including several properties listed on the Department of Interiors Historic Landmark Structures in and around New Orleans, La.

TERREBONNE PARISH UNWATERING || TERREBONNE PARISH, LA || 2008
Field Project Manager

Mr. Thompson acted as the Field Project Manager over unwatering of Terrebonne Parish following Hurricane Ike. He was responsible for coordinating the staging, placing, assembling and monitoring of 75 pumps, which pumped 12 billion gallons in 24 days.

JACKSON BARRACKS RECONSTRUCTION PROJECT || LOUISIANA MILITARY DEPARTMENT (LAMD) NEW ORLEANS, LA || 2006–2009
Project Manager

Mr. Thompson reviewed and conducted scope alignments for FEMA Project Worksheets and developed version requests, based on eligibility to the Project Worksheets associated with LAMD at Jackson Barracks in New Orleans. He oversaw design from the architect/engineer, reviewed and made recommendations on design efforts based on FEMA eligible scope items. He attended and participated in regular meetings with FEMA and GOHSEP personnel and oversaw construction efforts. Mr. Thompson gained a working knowledge of R.S. Means and National Estimator from working on this project. Participated in (2) 106 (MOA) Memorandum of agreements with FEMA EHP and oversaw the design and rehabilitation of the Jackson Barracks Historic Garrison and Historic Armory/ Powder Magazine as well as working with the State Historic Preservation Office (SHPO) on character defining features that were implemented in reconstruction of the single family dwellings on Beauregard Dr.

DEBRIS MONITORING SERVICES FEMA DR-1786 || BATON ROUGE AND GRAND ISLE, LA || 2008
Field Lead, Debris Monitors and Dump Sites

Oversee field operations for debris collection and disposal following Hurricane Gustav.

TARGA/DYNEGY || VENICE, LA || 2006
Field Project Manager

Rebuild the plant and remove 5 ½ feet of rozocane (swamp grass) from the plant and get the plant up and running following Hurricane Katrina. This plant supplies natural gas to approximately 40% of the East Coast.

U.S. ARMY CORPS OF ENGINEERS, NEW ORLEANS UNWATERING || 2005
Field Project Manager

Field Project Manager during the unwatering of New Orleans following Hurricane Katrina.

UNION TANK CAR FACILITY || ALEXANDRIA, LA || 2004
Field Project Manager

Oversee construction of the Union Tank Car Facility. 1 Million Sq. Ft. under roof.

CONCRETE INNOVATIONS INC. || 1998–2003
Owner

A decorative concrete, wet stamp, stain, overlay and industrial coatings company.



DISASTER MANAGEMENT SERVICES



RFP No. 2023-01 | February 22, 2023



Photo Courtesy: NOAA



SUBMITTED BY

ROSTAN SOLUTIONS, LLC

3433 Lithia Pinecrest Road
Suite 287
Valrico, Florida 33596
Kyle Jones, Principal/Vice President
Phone: 225.202.3637
Fax: 813.333.7330
Email: kjones@rostan.com
Website: www.rostan.com

DISASTER MANAGEMENT SERVICES FOR THE VILLAGE OF ESTERO, FLORIDA

SECTION 6 – REQUIRED FORMS

- Proposal Quote Form
- Anti-Collusion Statement
- Vendor Disclosure Form
- Affidavit Certification Immigration Laws
- Public Entity Crime Form
- Scrutinized Companies Certification
- Certification Regarding Lobbying



ROSTAN SOLUTIONS, LLC

| 49 |

RFP NO. 2023-04 | ESTERO, FL

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA
PROPOSAL QUOTE FORM
FOR
DISASTER MANAGEMENT SERVICES

DATE SUBMITTED: 2/22/2023

VENDOR NAME: Rostan Solutions, LLC

TO: The Village of Estero
Estero, Florida

Having carefully examined the "General Provisions", and the "Special Provisions", all of which are contained in the Contract Documents, the Undersigned proposes to furnish the following which meets these specifications:

NOTE REQUIREMENT: IT IS THE SOLE RESPONSIBILITY OF THE VENDOR TO CHECK THE VILLAGE OF ESTERO WEB SITE FOR ANY PROJECT ADDENDA ISSUED FOR THIS PROJECT. THE VILLAGE WILL POST ADDENDA TO THIS WEB PAGE, BUT WILL NOT NOTIFY.

The undersigned acknowledges receipt of Addenda numbers: N/A

TO BE STARTED WITHIN 1 CALENDAR DAYS AFTER RECEIPT OF NOTICE TO PROCEED.

Proposers should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the proposal may be grounds to reject the proposal.

Are there any modifications to the proposal or specifications:

YES _____ NO X _____

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the proposer being declared nonresponsive or to have the award of the proposal rescinded by the Village.

MODIFICATIONS:

Proposal No.: RFP 2023-01

ANTI-COLLUSION STATEMENT

THE BELOW SIGNED VENDOR HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS RESPONSE WITH OTHER VENDORS AND HAS NOT COLLUDED WITH ANY OTHER VENDOR OR PARTIES TO A RESPONSE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS.

FIRM NAME Rostan Solutions, LLC

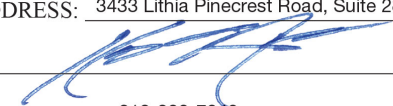
BY (Printed): Kyle Jones

BY (Signature): _____

TITLE: Principal/Vice President

FEDERAL ID # OR S.S.# 20-5425053

ADDRESS: 3433 Lithia Pinecrest Road, Suite 287, Valrico, FL 33596



PHONE NO.: 813-333-7042

FAX NO.: 813-333-7330

CELLULAR PHONE NO.: 225-202-3637

E-MAIL ADDRESS: kjones@rostan.com

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA VENDOR DISCLOSURE FORM

Project No.: 2023-01Project Name: Disaster Management Services

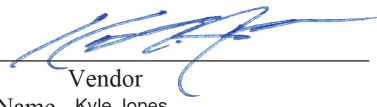
Please check as appropriate:

 I am the sole proprietor/owner. The company is not publicly held.

 X The company is not publicly held.
The names and addresses of the owners having a greater than 5%
interest is attached.

 The company is publicly held.
The names and addresses of the owners having a greater than 5%
interest is attached.

I do hereby certify that to the best of my knowledge and belief certify that the information above and
attached is true and correct.

Signed: 

Vendor

Printed Name Kyle JonesCompany Name: Rostan Solutions, LLCDate: 2/22/2023

Proposal No.: RFP 2023-01

NAMES & ADDRESSES OF OWNERS

NOTE: Please list individuals; the listing of a corporation(s) is **NOT** acceptable.

Darius Stankunkas, President, 2000 S A1A, Apt 407, Jupiter, FL 33477

Sam Rosania, Executive Vice President, 3204 Fox Squirrel Lane, Valrico, FL 33596

Kyle Jones, Vice President, 410 Deer Point Drive, Gulf Breeze, FL 32561

Travis Mays, Vice President, 7394 Verdot Court, New Kent, VA 23124

Proposal No.: RFP 2023-01

AFFIDAVIT CERTIFICATION
IMMIGRATION LAWS

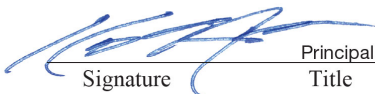
SOLICITATION NO.: 2023-01 PROJECT NAME: Disaster Management Services

VILLAGE OF ESTERO WILL NOT INTENTIONALLY AWARD VILLAGE CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) {SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

VILLAGE OF ESTERO MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY VILLAGE OF ESTERO.

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company Name: Rostan Solutions, LLC

	Principal/Vice President	2/22/2023
Signature	Title	Date

STATE OF South Carolina
COUNTY OF Charleston

The foregoing instrument was signed and acknowledged before me this 22nd day of February 2023, by Kyle Jones who is personally known to me.
(Print or Type Name)
_____ as identification.

(Type of Identification and Number)



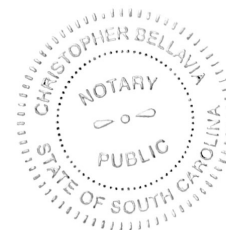
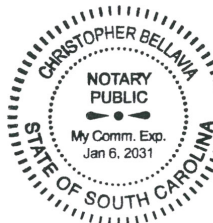
Notary Public Signature

Christopher Bellavia

Printed Name of Notary Public

471432659 1/6/2031

Notary Commission Number/Expiration



The signee of this Affidavit guarantee, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made.

Proposal No.: RFP 2023-01

PUBLIC ENTITY CRIME FORM

This form must be signed and sworn to in the presence of a notary public or other officer authorized to administer oaths.

1. This sworn statement is submitted to Village of Estero
(Print name of the public entity)
by Kyle Jones, Principal/Vice President
(Print individual's name and title)
for Rostan Solutions, LLC
(Print name of entity submitting sworn statement)
whose business address is 3433 Lithia Pinecrest Road, Suite 287, Valrico, FL 33596
(If applicable) its Federal Employer Identification Number (FEIN) is 20-5425053
(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement:
On the attached sheet.) Required as per IRS Form W-9.
2. I understand that a "public entity crime" as defined in Paragraph 287.133(1) (g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including but not limited to, and bid or contract for goods or services to be provided to any public entity or agency or political subdivision or any other state or of the United States, and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1) (b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
 1. A predecessor or successor of a person convicted of a public entity crime:
or:
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those offices, directors, executives, partners, shareholders, employees, members and agents who are active in the management of the affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not fair market value under an arm's length agreement, shall be a facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a "person" as defined in Paragraph 287.133(1) (c), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of the entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting those sworn statement. (Please indicate which statement applies.)

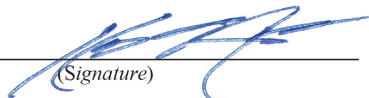
Proposal No.: RFP 2023-01

X Neither the entity submitted this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity nor affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearing and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (Attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO OR ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.


(Signature)

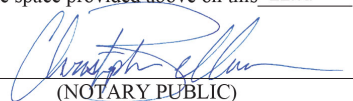
2/22/2023

(Date)

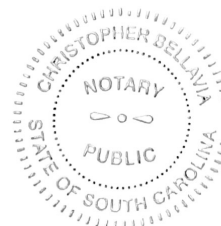
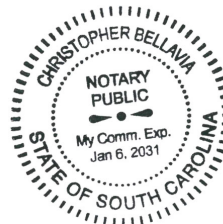
STATE OF South Carolina
COUNTY OF Charleston

PERSONALLY APPEARED BEFORE ME, the undersigned authority, Kyle Jones
(Name of individual signing)

who, after first being sworn by me, affixed his/her signature in the space provided above on this 22nd day
of February, 2023.


(NOTARY PUBLIC)

My Commission Expires: 1/6/2031



Proposal No.: RFP 2023-01

Scrutinized Companies Certification

1. This sworn statement is submitted with a bid, proposal, contract, or contract renewal 2023-01
Disaster Management Services, **Project or contract**
number] [Project name]
2. This sworn statement is submitted by Rostan Solutions, LLC whose
[Name of entity submitting sworn statement]
 business address is 3433 Lithia Pinecrest Road, Suite 287, Valrico, FL 33596.
3. Federal Employer Identification Number (FEIN) is 20-5425053 (or
 if the entity has no FEIN, include the Social Security Number of the individual signing this sworn
 statement).
4. My name is Kyle Jones and my relationship to the
 above is: **[Please print name of individual signing]**

Principal/Executive Vice President

5. Based on information and belief, the certification, which I have marked below, is true in relation to the
 entity submitting this sworn statement as required by §287.135, Florida Statutes.

[] Scrutinized Companies that Boycott Israel List (bid, proposal or contract renewal for any amount)

- ☒ The entity submitting this sworn statement is not on the Scrutinized Companies that Boycott Israel List nor is it engaged in a boycott of Israel.
☐ The entity submitting this sworn statement is on the Scrutinized Companies that Boycott Israel List or is actively engaged in a boycott of Israel..

[] Scrutinized Companies with Activities in Sudan List (bid, proposal or contract renewal for \$1 Million or more)

- ☒ The entity submitting this sworn statement is not on the Scrutinized Companies with Activities in Sudan List.
☐ The entity submitting this sworn statement is on the Scrutinized Companies with Activities in Sudan List.

[] Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List (bid, proposal or contract renewal for \$1 Million or more)

- ☒ The entity submitting this sworn statement is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.
☐ The entity submitting this sworn statement is on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

[] Business Operations in Cuba or Syria (bid, proposal or contract renewal for \$1 Million or more)

- ☒ The entity submitting this sworn statement does not have business operations in Cuba or Syria.
☐ The entity submitting this sworn statement does have business operations in Cuba or Syria.

Pursuant to §287.135, Florida Statutes, if the Village determines the entity executing this Certification has been placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel after this certification is executed, any associated contract with the Village may be subsequently terminated by the Village. Similarly, if the Village determines the entity is found to have submitted a false certification, is

Proposal No.: RFP 2023-01

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

The undersigned [Contractor] certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, Rostan Solutions, LLC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.

By: _____

Name: Kyle JonesTitle: Principal/Vice PresidentDate: 2/22/2023

THIS AGREEMENT, is made and entered into this ____ day of _____ 2023 by and between the Village of Estero, a municipal corporation of the State of Florida, whose address is 9401 Corkscrew Palms Circle #101, Estero, Florida 33928, hereinafter referred to as the "Village," and Hagerty Consulting, Inc. whose address is 1618 Orrington Avenue, Suite 201, Evanston, IL 60201, hereinafter referred to as the "Bidder."

WITNESSETH

WHEREAS, the Village has determined that it is necessary to retain the Bidder for the purpose of providing Disaster Management Services on an annual basis; and

WHEREAS, these services have been competitively bid in accordance with Ordinance 2015-06; and

WHEREAS, the Bidder is qualified, willing and able to provide and perform all such services in accordance with the terms and conditions of Village of Estero Bid No. RFP 2023-01; and

WHEREAS, the Bidder's proposal was reviewed and selected pursuant to RFP 2023-01 on March 15, 2023 by the Village Council; and

WHEREAS, the Village, has determined that it would be in the best interest of the Village to award a contract to Bidder for the rendering of those services described in the Scope of Services until March 15, 2024 with the option to renew for four (4) additional one (1) year periods.

NOW, THEREFORE, the Village and the Bidder, in consideration of the mutual covenants contained herein, do agree as follows:

ARTICLE 1.

RECITALS & INCORPORATION OF DOCUMENTS

1.1. The above-stated recitals are incorporated by this reference and made part of this Agreement.

1.2 Village Bid Package RFP 2023-01 Disaster Management Services, consisting of pages 1 through and including 32 and the Proposal submitted by Bidder dated February 22, 2023 are hereby specifically made part of this Agreement as if same had been set forth at length herein.

1.3 In the event of any conflict between the documents constituting this Agreement, the documents shall be given precedence in the following order:

- 1) Bid Package RFP 2023-01 Disaster Management Services and any Exhibits or Addenda thereto;
- 2) This Agreement and any Exhibits or Amendments thereto;
- 3) The Proposal submitted by Bidder.

ARTICLE 2.
BIDDER'S SCOPE OF SERVICES

2.1. Bidder agrees to perform all the services and provide all the materials requested and described in the Scope of Work which is attached hereto as Exhibit A and incorporated herein by this reference, which are hereinafter collectively referred to as the "Scope of Services."

2.2. Bidder agrees to provide its services and materials in the times allowed for performance contained in the Scope of Services. The Bidder will make no claims for additional compensation or damages owing to suspensions, delays, or hindrances which arise during the performance of this Agreement. Such suspensions, delays or hindrances may only be compensated for by an extension of time as the Village may decide. However, such extension will not operate as a waiver of any other rights of the Village.

2.3. In the event that Village desires Bidder to perform any additional services related to tasks not specifically contained in the Scope of Services, the Village Manager is authorized to approve such services based on the costs contained in Exhibit B provided the total amounts expended to do not exceed the limitation of paragraph 3.1.

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3.1. Village will pay Bidder for those tasks listed in the Scope of Services actually performed by Bidder. The total payment to Bidder will vary annually for Bidder's services under this Agreement, performed in accordance with the Scope of Services and this Agreement.

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3.6. Village will pay Bidder's monthly billings in accordance with Sections 218.70 through 218.80, Florida Statutes, known as the Local Government Prompt Payment Act.

3.7. It is expressly understood by the Village and the Bidder that funding for any successive fiscal years may be contingent upon appropriation of monies by the Village Council or other entities. In the event that funds are not available or appropriated, the Village reserves the right to terminate the Agreement without penalty or liability. Termination will occur (1) upon notice to the Bidder or automatically (2) on the last day of the then current fiscal year or (3) when the appropriation made for the then-current year or specific appropriation for the services covered by this Agreement is spent, whichever event occurs first.

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4.1. Bidder will perform or furnish consulting and related services to a level of technical skill, ability, and diligence customarily provided by an experienced professional in their field of expertise when rendering the same services, and in accordance with sound principles and practices generally acknowledged by professionals in their field of expertise, as represented to the Bidder, both orally and in writing, to be possessed by Bidder, all in accordance with the standards contained elsewhere in this Agreement and in accordance with generally accepted standards of professional consulting practice and with the laws, statutes, ordinances, codes, rules and regulations governing Bidder's profession. The same standards of care will be required of any subconsultant or subcontractor engaged by Bidder.

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6.1. The Village will perform the responsibilities contained in this Article 6 in a timely manner so as not to delay the services of Bidder.

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7.1. The term of this Agreement will begin on the date and year first written above and shall be continued until superseded by a subsequent Village agreement, the monetary limit in 3.1 is reached, or unless otherwise terminated in accordance herewith.

7.2. The Village will have the right at any time upon thirty (30) calendar days written notice to the Bidder to terminate the services of the Bidder and, in that event, the Bidder must cease work and will deliver to the Village all documents, (including reports, designs, specifications, and all other data) prepared or obtained by the Bidder in connection with its services. The Village will, upon receipt of the aforesaid documents, pay to the Bidder, and the Bidder will accept as full payment for its services, fees for all tasks completed in accordance with Scopes of Services.

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8.1. Any notice required or permitted to be sent herein shall be sent certified mail, return receipt requested to the parties at the addresses listed above to the designated contacts below:

Bidder: Hagerty Consulting, Inc.

Village: Steve Sarkozy

8.2. Each party shall immediately notify the other of any changes in address or designated contact.

ARTICLE 9. ASSIGNMENT

9.1. This Agreement, or any interest herein, will not be assigned, transferred or otherwise encumbered, under any circumstances by Bidder without the prior written consent of the Village. Further, no portion of this Agreement may be performed by subcontractors or subconsultants without written notice to and approval of such action by the Village. The Village and Bidder each binds themselves, their agents, successors, assigns and legal representatives to the other party hereto, their agents, successors,

assigns, and legal representatives in respect to all covenants, agreements, and obligations contained in this Agreement any obligations incorporated herein.

ARTICLE 10.
EXTENT OF AGREEMENT / SEVERABILITY / MODIFICATION

10.1. This Agreement represents the entire and integrated agreement between the Village and Bidder and supersedes all prior negotiations, representations or agreements, either written or oral.

10.2. In the event any provision of this Agreement be held invalid and unenforceable, the remaining provisions will remain valid and binding upon the parties. One or more waivers by either party of any breach of any provision, term, condition or covenant will not be construed by the other party as a waiver of any subsequent breach.

10.3. No modification, amendment or alteration in the terms or conditions contained herein will be effective unless contained in a written document executed by both parties.

10.4. This is a nonexclusive contract. The Village has the right to enter into contracts with other providers providing similar services.

ARTICLE 11.
GOVERNING LAW / VENUE

11.1. This Agreement shall be governed and construed in accordance with Florida law. In the event any litigation arises between the parties in connection with this Agreement, venue for such litigation shall lie exclusively in Lee County, Florida.

ARTICLE 12.
INDEPENDENT CONTRACTOR STATUS

12.1. Bidder is an independent contractor and is not an employee, servant, agent, partner or joint venturer of the Village.

12.2. Neither the Village nor any of its employees will have any control over the conduct of Bidder or any of Bidder's employees, except as herein set forth, and Bidder expressly warrants not to represent at any time or in any manner that Bidder or any of Bidder's agents, servants or employees are in any manner agents, servants or employees of the Village. It is understood and agreed that Bidder is, and will remain at all times remain, a wholly independent contractor and that Bidder's obligations to the Village are solely as prescribed by this Agreement.

ARTICLE 13.
AUDIT AND RECORDS REQUIREMENTS

13.1. Bidder will maintain books, records, documents, and other evidence directly pertaining to or connected with the services under this Agreement which will be available

and accessible at Bidder's local offices for the purpose of inspection, audit, and copying during normal business hours by the Village, or any of its authorized representatives. Such records must be retained for a minimum of five (5) years after completion of the services. Prior to destruction of any records, the Bidder will notify the Village and deliver to the Village any records the Village requests. Bidder will require all subconsultants and subcontractors to comply with the provisions of this paragraph by insertion of the requirements hereof in a written contract agreement between Bidder and the subconsultant or subcontractor.

13.2 If the records are unavailable locally, it will be the Bidder's responsibility to insure that all required records are provided at the Bidder's expense including payment of travel and maintenance costs incurred by the Village's authorized representatives or designees in accessing records maintained out of the county. The direct costs of copying records, excluding any overhead cost, will be at the Village's expense.

13.3. Bidder must fully cooperate with all public records requests by providing the necessary records to the Village promptly upon notice unless the records are exempt from Section 24 (a) of Article I of the State Constitution and Chapter 119, Florida Statutes. Failure by Consultant to promptly respond to notices requesting records constitutes grounds for unilateral cancellation by the Village at any time, with no recourse available to Bidder. Records may be provided in the form or format in which they are kept including electronic files. Bidder's right to claim an exemption from disclosure will not be deemed failure to comply with this article.

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE ESTERO VILLAGE CLERK (CUSTODIAN OF PUBLIC RECORDS) AT 239-221-5035, records@estero-fl.gov, OR VILLAGE HALL, 9401 CORKSCREW PALMS CIRCLE, ESTERO, FL 33928.

ARTICLE 14. INDEMNIFICATION

14.1. For ten dollars (\$10.00) and other good and valuable consideration, the receipt of which is hereby acknowledged, Bidder will pay on behalf of or indemnify and hold harmless the Village, its officials, officers, employees, agents and volunteers from and against any and all claims, actions, damages, fees, fines, penalties, defense costs, including attorneys' fees and court costs (whether such fees and costs are incurred in negotiations, collection of attorneys' fees or at the trial level or on appeal), suits or liabilities, of whatever kind of nature, caused by any negligent or intentional act, error, omission, or default of Bidder or Bidder's officers, employees, agents, servants, volunteers or subcontractors or consultants, if any, caused by the performance or failure to perform under the terms of this Agreement.

14.2 Bidder must carry a commercial liability insurance policy in coverage amounts as determined by the Village Manager and naming the Village of Estero as additional insured.

PURSUANT TO FS 558.0035, EMPLOYEES OF CONSULTANT MAY NOT BE HELD INDIVIDUALLY LIABLE FOR DAMAGES RESULTING FROM NEGLIGENCE UNDER THIS AGREEMENT.

ARTICLE 15.
EMPLOYEE RESTRICTIONS

15.1. The Village of Estero will not intentionally award publicly-funded contracts to any contractor who knowingly employs unauthorized alien workers, constituting a violation of the employment provisions contained in 8 U.S.C. Section 1324a(e) [Section 274A(e) of the Immigration and Nationality Act ("INA")]. The Village shall consider employment by any contractor or subconsultant or subcontractor of unauthorized aliens a violation of Section 274A(e) of the INA. Such violation by the Bidder of the employment provisions contained in Section 274A(e) of the INA will be grounds for termination of this Agreement by the Village.

15.2. If an owner (except a stockholder in a publicly traded corporation) or an employee of the Bidder has been convicted of any offenses requiring registration as a sexual offender or sexual predator, regardless of the location of conviction, the Bidder will ensure that the offender's or predator's work on the project is consistent with the terms of their probation and registry requirements.

15.3. The Bidder will incorporate the terms of paragraphs 15.1 and 15.2 into all contracts with any subconsultants or subcontractors.

ARTICLE 16.
NO CONTINGENT FEES

16.1. Bidder certifies that it has not employed or retained any company or person, other than a bona fide employee working solely for Bidder to solicit or secure this Agreement and that it has not paid or agreed to pay any person, company, corporation, individual or firm, other than a bona fide employee working solely for Bidder any fee, commission, percentage, gift or other consideration contingent upon or resulting from the award or making of this Agreement. For the breach or violation of this provision, Village has the right to terminate the Agreement without liability at its discretion, to deduct from the contract price, or otherwise recover, the full amount of such fee, commission, percentage, gift or consideration.

ARTICLE 17.
TRUTH-IN-NEGOTIATION CERTIFICATE

17.1. If applicable, in accordance with Section 287.055(4), Florida Statutes, signature of this Agreement by Bidder shall act as the execution of a truth-in-negotiation

certificate stating that wage rates and other factual unit costs supporting the compensation of this Agreement are accurate, complete, and current at the time of contracting. The original contract price and any additions thereto shall be adjusted to exclude any significant sums by which Village determines the contract price was increased due to inaccurate, incomplete, or noncurrent wage rates and other factual unit costs. All such contract adjustments shall be made within one (1) year following the end of this Agreement.

IN WITNESS WHEREOF, the parties hereto have caused the execution of these premises as of the date and year first above written.

Hagerty Consulting, Inc.

WITNESSES:

Signed By: _____	Signed by: _____
Print Name: _____	Print Name: _____
Date: _____	Title: _____
Signed By: _____	Date: _____
Print Name: _____	
Date: _____	

VILLAGE OF ESTERO

ATTEST:

By: _____
Carol Sacco, Village Clerk

By: _____
Steve Sarkozy, Village Manager

Date: _____

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY

By: _____
Robert M. Eschenfelder, Village Attorney

Exhibit List:
Exhibit A – Scope of Services
Exhibit B – Pricing Proposal

EXHIBIT A

DISASTER MANAGEMENT SERVICES

STATEMENT OF WORK

A. PROJECT OVERVIEW

To provide Disaster Management Services on an as needed/annual basis.

B. SCOPE OF SERVICES

Services shall include, but are not limited to: Providing the Village with services designed to help maximize FEMA funding (for both mitigation and debris), expedite the process, and retain funds during project closeout and audit.

C. SCHEDULE

As required and requested.

D. COMPENSATION

Unit Prices (see Exhibit B).

EXHIBIT B

PRICING PROPOSAL

Per pricing submitted in response to RFP 2023-01 – Unit Prices – as follows:

Project Executive - \$240/Hour

Senior Subject Matter Expert - \$260/Hour

Subject Matter Expert - \$230/Hour

Senior Project Manager - \$210/Hour

Project Manager - \$170/Hour

Engineer/Scientist III - \$210/Hour

Senior Engineer/Planner/Analyst - \$170/Hour

Engineer/Planner/Analyst - \$115/Hour

Damage Assessment Estimator III - \$220/Hour

Senior Damage Assessment Estimator - \$185/Hour

Damage Assessment Estimator - \$140/Hour

Financial Management Specialist III - \$210/Hour

Senior Financial Management Specialist - \$170/Hour

Financial Management Specialist - \$115/Hour

Grant Management Specialist III - \$200/Hour

Senior Grant Management Specialist - \$150/Hour

Grant Management Specialist - \$120/Hour

Recovery Consultant IV - \$200/Hour

Recovery Consultant III - \$180/Hour

Recovery Consultant II - \$155/Hour

Recovery Consultant I - \$110/Hour

Page 11 of 12

Analyst - \$105/Hour

Senior Administrator - \$90/Hour

Administrative Assistant - \$70/Hour

THIS AGREEMENT, is made and entered into this ____ day of _____ 2023 by and between the Village of Estero, a municipal corporation of the State of Florida, whose address is 9401 Corkscrew Palms Circle #101, Estero, Florida 33928, hereinafter referred to as the "Village," and Rostan Solutions, LLC whose address is 3433 Lithia Pine Crest Road, Suite 287, Valrico, FL 33596, hereinafter referred to as the "Bidder."

WITNESSETH

WHEREAS, the Village has determined that it is necessary to retain the Bidder for the purpose of providing Disaster Management Services on an annual basis; and

WHEREAS, these services have been competitively bid in accordance with Ordinance 2015-06; and

WHEREAS, the Bidder is qualified, willing and able to provide and perform all such services in accordance with the terms and conditions of Village of Estero Bid No. RFP 2023-01; and

WHEREAS, the Bidder's proposal was reviewed and selected pursuant to RFP 2023-01 on March 15, 2023 by the Village Council; and

WHEREAS, the Village, has determined that it would be in the best interest of the Village to award a contract to Bidder for the rendering of those services described in the Scope of Services until March 15, 2024 with the option to renew for four (4) additional one (1) year periods.

NOW, THEREFORE, the Village and the Bidder, in consideration of the mutual covenants contained herein, do agree as follows:

ARTICLE 1.

RECITALS & INCORPORATION OF DOCUMENTS

1.1. The above-stated recitals are incorporated by this reference and made part of this Agreement.

1.2 Village Bid Package RFP 2023-01 Disaster Management Services, consisting of pages 1 through and including 32 and the Proposal submitted by Bidder dated February 22, 2023 are hereby specifically made part of this Agreement as if same had been set forth at length herein.

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8.2. Each party shall immediately notify the other of any changes in address or designated contact.

ARTICLE 9. ASSIGNMENT

9.1. This Agreement, or any interest herein, will not be assigned, transferred or otherwise encumbered, under any circumstances by Bidder without the prior written consent of the Village. Further, no portion of this Agreement may be performed by subcontractors or subconsultants without written notice to and approval of such action by the Village. The Village and Bidder each binds themselves, their agents, successors, assigns and legal representatives to the other party hereto, their agents, successors,

assigns, and legal representatives in respect to all covenants, agreements, and obligations contained in this Agreement any obligations incorporated herein.

ARTICLE 10.

EXTENT OF AGREEMENT / SEVERABILITY / MODIFICATION

10.1. This Agreement represents the entire and integrated agreement between the Village and Bidder and supersedes all prior negotiations, representations or agreements, either written or oral.

10.2. In the event any provision of this Agreement be held invalid and unenforceable, the remaining provisions will remain valid and binding upon the parties. One or more waivers by either party of any breach of any provision, term, condition or covenant will not be construed by the other party as a waiver of any subsequent breach.

10.3. No modification, amendment or alteration in the terms or conditions contained herein will be effective unless contained in a written document executed by both parties.

10.4. This is a nonexclusive contract. The Village has the right to enter into contracts with other providers providing similar services.

ARTICLE 11.

GOVERNING LAW / VENUE

11.1. This Agreement shall be governed and construed in accordance with Florida law. In the event any litigation arises between the parties in connection with this Agreement, venue for such litigation shall lie exclusively in Lee County, Florida.

ARTICLE 12.

INDEPENDENT CONTRACTOR STATUS

12.1. Bidder is an independent contractor and is not an employee, servant, agent, partner or joint venturer of the Village.

12.2. Neither the Village nor any of its employees will have any control over the conduct of Bidder or any of Bidder's employees, except as herein set forth, and Bidder expressly warrants not to represent at any time or in any manner that Bidder or any of Bidder's agents, servants or employees are in any manner agents, servants or employees of the Village. It is understood and agreed that Bidder is, and will remain at all times remain, a wholly independent contractor and that Bidder's obligations to the Village are solely as prescribed by this Agreement.

ARTICLE 13.

AUDIT AND RECORDS REQUIREMENTS

13.1. Bidder will maintain books, records, documents, and other evidence directly pertaining to or connected with the services under this Agreement which will be available

and accessible at Bidder's local offices for the purpose of inspection, audit, and copying during normal business hours by the Village, or any of its authorized representatives. Such records must be retained for a minimum of five (5) years after completion of the services. Prior to destruction of any records, the Bidder will notify the Village and deliver to the Village any records the Village requests. Bidder will require all subconsultants and subcontractors to comply with the provisions of this paragraph by insertion of the requirements hereof in a written contract agreement between Bidder and the subconsultant or subcontractor.

13.2 If the records are unavailable locally, it will be the Bidder's responsibility to insure that all required records are provided at the Bidder's expense including payment of travel and maintenance costs incurred by the Village's authorized representatives or designees in accessing records maintained out of the county. The direct costs of copying records, excluding any overhead cost, will be at the Village's expense.

13.3. Bidder must fully cooperate with all public records requests by providing the necessary records to the Village promptly upon notice unless the records are exempt from Section 24 (a) of Article I of the State Constitution and Chapter 119, Florida Statutes. Failure by Consultant to promptly respond to notices requesting records constitutes grounds for unilateral cancellation by the Village at any time, with no recourse available to Bidder. Records may be provided in the form or format in which they are kept including electronic files. Bidder's right to claim an exemption from disclosure will not be deemed failure to comply with this article.

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE ESTERO VILLAGE CLERK (CUSTODIAN OF PUBLIC RECORDS) AT 239-221-5035, records@estero-fl.gov, OR VILLAGE HALL, 9401 CORKSCREW PALMS CIRCLE, ESTERO, FL 33928.

ARTICLE 14. INDEMNIFICATION

14.1. For ten dollars (\$10.00) and other good and valuable consideration, the receipt of which is hereby acknowledged, Bidder will pay on behalf of or indemnify and hold harmless the Village, its officials, officers, employees, agents and volunteers from and against any and all claims, actions, damages, fees, fines, penalties, defense costs, including attorneys' fees and court costs (whether such fees and costs are incurred in negotiations, collection of attorneys' fees or at the trial level or on appeal), suits or liabilities, of whatever kind of nature, caused by any negligent or intentional act, error, omission, or default of Bidder or Bidder's officers, employees, agents, servants, volunteers or subcontractors or consultants, if any, caused by the performance or failure to perform under the terms of this Agreement.

14.2 Bidder must carry a commercial liability insurance policy in coverage amounts as determined by the Village Manager and naming the Village of Estero as additional insured.

PURSUANT TO FS 558.0035, EMPLOYEES OF CONSULTANT MAY NOT BE HELD INDIVIDUALLY LIABLE FOR DAMAGES RESULTING FROM NEGLIGENCE UNDER THIS AGREEMENT.

ARTICLE 15.
EMPLOYEE RESTRICTIONS

15.1. The Village of Estero will not intentionally award publicly-funded contracts to any contractor who knowingly employs unauthorized alien workers, constituting a violation of the employment provisions contained in 8 U.S.C. Section 1324a(e) [Section 274A(e) of the Immigration and Nationality Act ("INA")]. The Village shall consider employment by any contractor or subconsultant or subcontractor of unauthorized aliens a violation of Section 274A(e) of the INA. Such violation by the Bidder of the employment provisions contained in Section 274A(e) of the INA will be grounds for termination of this Agreement by the Village.

15.2. If an owner (except a stockholder in a publicly traded corporation) or an employee of the Bidder has been convicted of any offenses requiring registration as a sexual offender or sexual predator, regardless of the location of conviction, the Bidder will ensure that the offender's or predator's work on the project is consistent with the terms of their probation and registry requirements.

15.3. The Bidder will incorporate the terms of paragraphs 15.1 and 15.2 into all contracts with any subconsultants or subcontractors.

ARTICLE 16.
NO CONTINGENT FEES

16.1. Bidder certifies that it has not employed or retained any company or person, other than a bona fide employee working solely for Bidder to solicit or secure this Agreement and that it has not paid or agreed to pay any person, company, corporation, individual or firm, other than a bona fide employee working solely for Bidder any fee, commission, percentage, gift or other consideration contingent upon or resulting from the award or making of this Agreement. For the breach or violation of this provision, Village has the right to terminate the Agreement without liability at its discretion, to deduct from the contract price, or otherwise recover, the full amount of such fee, commission, percentage, gift or consideration.

ARTICLE 17.
TRUTH-IN-NEGOTIATION CERTIFICATE

17.1. If applicable, in accordance with Section 287.055(4), Florida Statutes, signature of this Agreement by Bidder shall act as the execution of a truth-in-negotiation

certificate stating that wage rates and other factual unit costs supporting the compensation of this Agreement are accurate, complete, and current at the time of contracting. The original contract price and any additions thereto shall be adjusted to exclude any significant sums by which Village determines the contract price was increased due to inaccurate, incomplete, or noncurrent wage rates and other factual unit costs. All such contract adjustments shall be made within one (1) year following the end of this Agreement.

IN WITNESS WHEREOF, the parties hereto have caused the execution of these premises as of the date and year first above written.

Rostan Solutions, LLC

WITNESSES:

Signed By: _____ Signed by: _____

Print Name: _____ Print Name: _____

Date: _____ Title: _____

Signed By: _____ Date: _____

Print Name: _____

Date: _____

VILLAGE OF ESTERO

By: _____
Steve Sarkozy, Village Manager

Date: _____

ATTEST:

By: _____
Carol Sacco, Village Clerk

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY

By: _____
Robert M. Eschenfelder, Village Attorney

Exhibit List:
Exhibit A – Scope of Services
Exhibit B – Pricing Proposal

EXHIBIT A

DISASTER MANAGEMENT SERVICES

STATEMENT OF WORK

A. PROJECT OVERVIEW

To provide Disaster Management Services on an as needed/annual basis.

B. SCOPE OF SERVICES

Services shall include, but are not limited to: Providing the Village with services designed to help maximize FEMA funding (for both mitigation and debris), expedite the process, and retain funds during project closeout and audit.

C. SCHEDULE

As required and requested.

D. COMPENSATION

Unit Prices (see Exhibit B).

EXHIBIT B

PRICING PROPOSAL

Per pricing submitted in response to RFP 2023-01 – Unit Prices – as follows:

Principal/Program Manager - \$250/Hour

Senior Program Specialist - \$200/Hour

Program Manager - \$190/Hour

Senior Consultant - \$175/Hour

Consultant - \$150/Hour

Junior Consultant - \$125/Hour

Administrative Support - \$90/Hour

Senior Appeal/Policy Specialist - \$225/Hour

Appeal/Policy Specialist - \$175/Hour

Senior Technical Specialist - \$190/Hour

Technical Specialist - \$170/Hour

Junior Technical Specialist - \$150/Hour

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA
VENDOR DISCLOSURE FORM

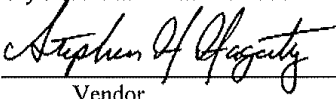
Project No.: 2023-01

Project Name: Disaster Management Services

Please check as appropriate:

- ☒ I am the sole proprietor/owner. The company is not publicly held.
- ☐ The company is not publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.
- ☐ The company is publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.

I do hereby certify that to the best of my knowledge and belief certify that the information above and attached is true and correct.

Signed: 
Vendor
Printed Name Steven Hagerty
Company Name: Hagerty Consulting, Inc.
Date: 02/22/2023

Proposal No.: RFP 2023-01

VILLAGE OF ESTERO, FLORIDA
VENDOR DISCLOSURE FORM

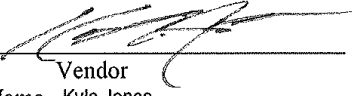
Project No.: 2023-01

Project Name: Disaster Management Services

Please check as appropriate:

- ☐ I am the sole proprietor/owner. The company is not publicly held.
- ☒ The company is not publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.
- ☐ The company is publicly held.
The names and addresses of the owners having a greater than 5% interest is attached.

I do hereby certify that to the best of my knowledge and belief certify that the information above and attached is true and correct.

Signed: 

Vendor
Printed Name Kyle Jones

Company Name: Rostan Solutions, LLC

Date: 2/22/2023

Proposal No.: RFP 2023-01

NAMES & ADDRESSES OF OWNERS

NOTE: Please list individuals; the listing of a corporation(s) is **NOT** acceptable.

Darius Stankunkas, President, 2000 S A1A, Apt 407, Jupiter, FL 33477

Sam Rosania, Executive Vice President, 3204 Fox Squirrel Lane, Valrico, FL 33596

Kyle Jones, Vice President, 410 Deer Point Drive, Gulf Breeze, FL 32561

Travis Mays, Vice President, 7394 Verdot Court, New Kent, VA 23124

AGENDA ITEM SUMMARY SHEET
VILLAGE COUNCIL MEETING
March 1, 2023

Agenda Item:

US 41 Medians 1-5 Landscaping Contract

Motion to approve Miscellaneous Contractor Services contract EC 2019-66 STA 36 with P&T Lawn & Tractor Services to install landscaping within US 41 Medians 1-5, including a 10% contingency.

Background:

The Village of Estero installed landscaping along US 41 through a Florida Department of Transportation Joint Participation Agreement (JPA). FDOT provided \$766,000 to install landscaping along US 41. At the time, FDOT would not allow the installation of any trees. Recently, FDOT has agreed to allow the installation of a limited number of trees within some medians.

The construction phase of the U S41 landscaping project was completed in March 2020 with 2-years of landscape maintenance to follow. The contractor was not able to meet the contract maintenance conditions and in August 2021 the Village of Estero replaced the original contractor due to lack of performance.

The Village of Estero is working with the maintenance contractor and Bruce Howard & Associates to address issues within each median.

Description:

The attached contract with P&T is for landscaping improvements in medians 1 (southernmost) to 5 (south Coconut Road).

Copies of the landscape plans are attached. Generally, the proposed improvements include the following.

- Median 1
 - Replace Flax Lily with Bougainvillea
 - Add Christmas Palms
 - Add Alexander Palms

- Replace some Foxtail Palms with Alexander Palms
- Replace Flax Lily and Bougainvillea with Sunshine Mimosa
- Median 2
 - Replace Cast Iron Plants and Crotons with Downy Jasmine
 - Replace Crinum Lilies with Hibiscus
 - Replace Flax Lily with Emerald Blanket
- Median 3
 - Add Pigeon Plum Trees
 - Replace Flax Lily and Juniper with Golden Creeper
 - Add Christmas Palms
- Median 4
 - Replace Cast Iron Plant with Downey Jasmine & Horizontal Cocoplum
 - Add Christmas Palms
 - Replace Flax Lily with Horizontal Cocoplum
- Median 5
 - Remove dead tree
 - Replace Cast Iron Plant and Foxtail Fern with Horizontal Cocoplum
 - Replace Flax Lily with Sunshine Mimosa

Bruce Howard is currently working on the design for the medians between Coconut Road and Corkscrew Road. Plans for those median improvements will be coming to Village Council over the next several months.

Action Requested:

Approve Misc. Contractor Services contract EC 2019-66 STA 36 with P & T Lawn & Tractor Services for \$61,949 to install new landscaping within US 41 Medians 1 - 5.

Also approve a contingency fund amount of \$6,200 (an amount equal to 10% of the total project cost) to cover unforeseen circumstances which may occur.

Authorize the Village Manager to execute the contract documents on behalf of the Village of Estero Council.

Process and Timeline:

After the Village provides notice to proceed, it is expected to take the contractor 25 days to procure materials and 14 days to complete construction work.

Financial Impact:

The proposed financial impact is \$68,149.00, contract cost plus 10% contingency.

The Fiscal Year 2022-2023 budget included \$540,000 of available funds for additional landscaping along US 41.

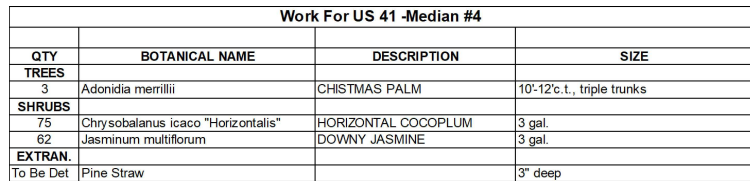
Prepared by: David Willems, P.E.

Attachments:

1. Location Map
2. Landscape Plans
3. Contract







PROJECT:
U.S.41 Medians
 DRAWING TITLE:
PLANTING PLAN- Median 4

DATE: 09-21-2022

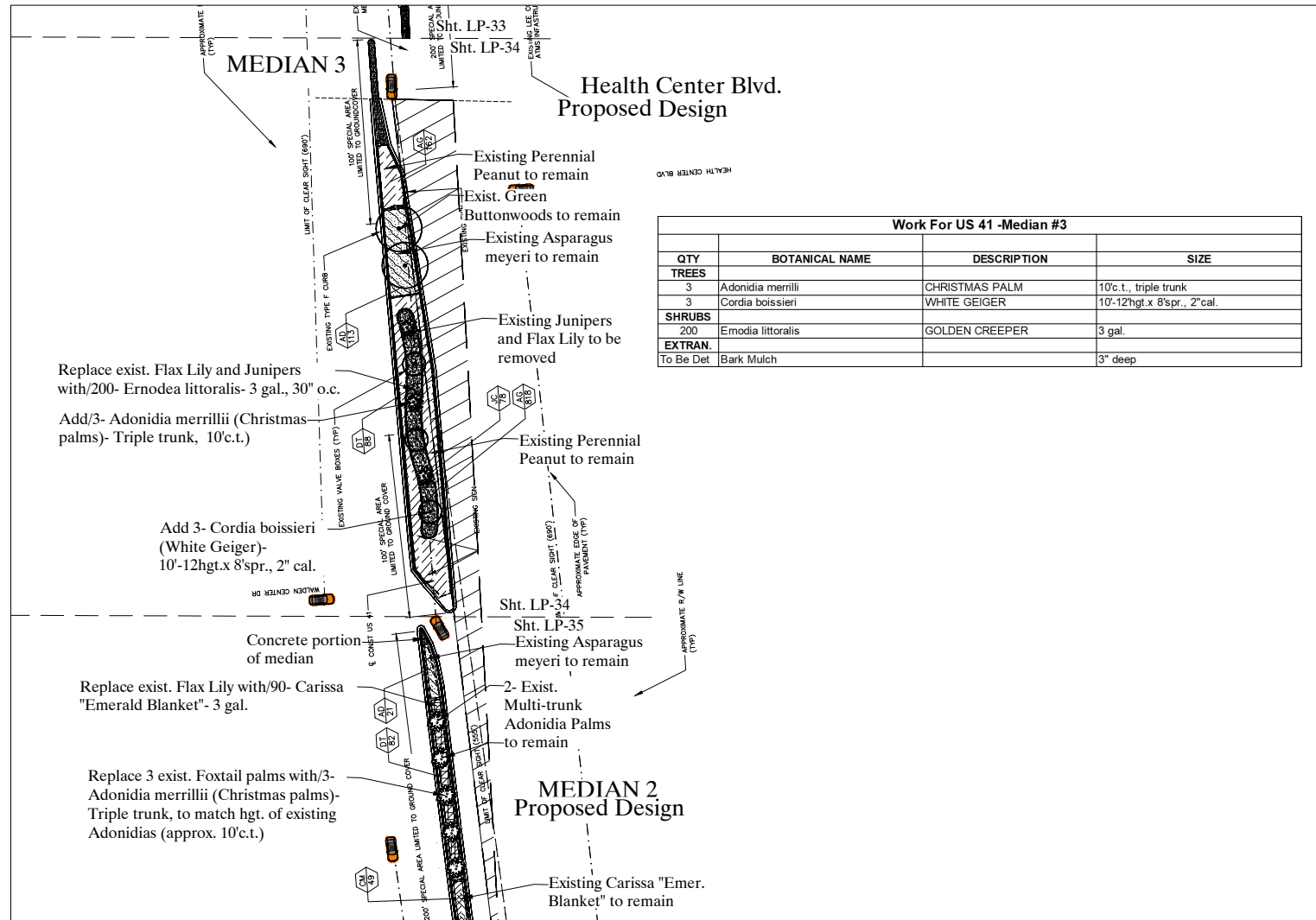


SCALE: 1"=50'-0"

SHEET #

LP-33

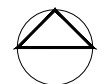
4872 S.W. 72nd Avenue
Miami, Florida 33155
(305)668-3196
Fax(305)668-2871



BRUCE HOWARD &
ASSOCIATES, INC.
Landscape Architects,
Site Planners &
Golf Course Designers

PROJECT:
U.S. 41 Medians
DRAWING TITLE:
PLANTING PLAN- Median 3

DATE: 09-21-2022

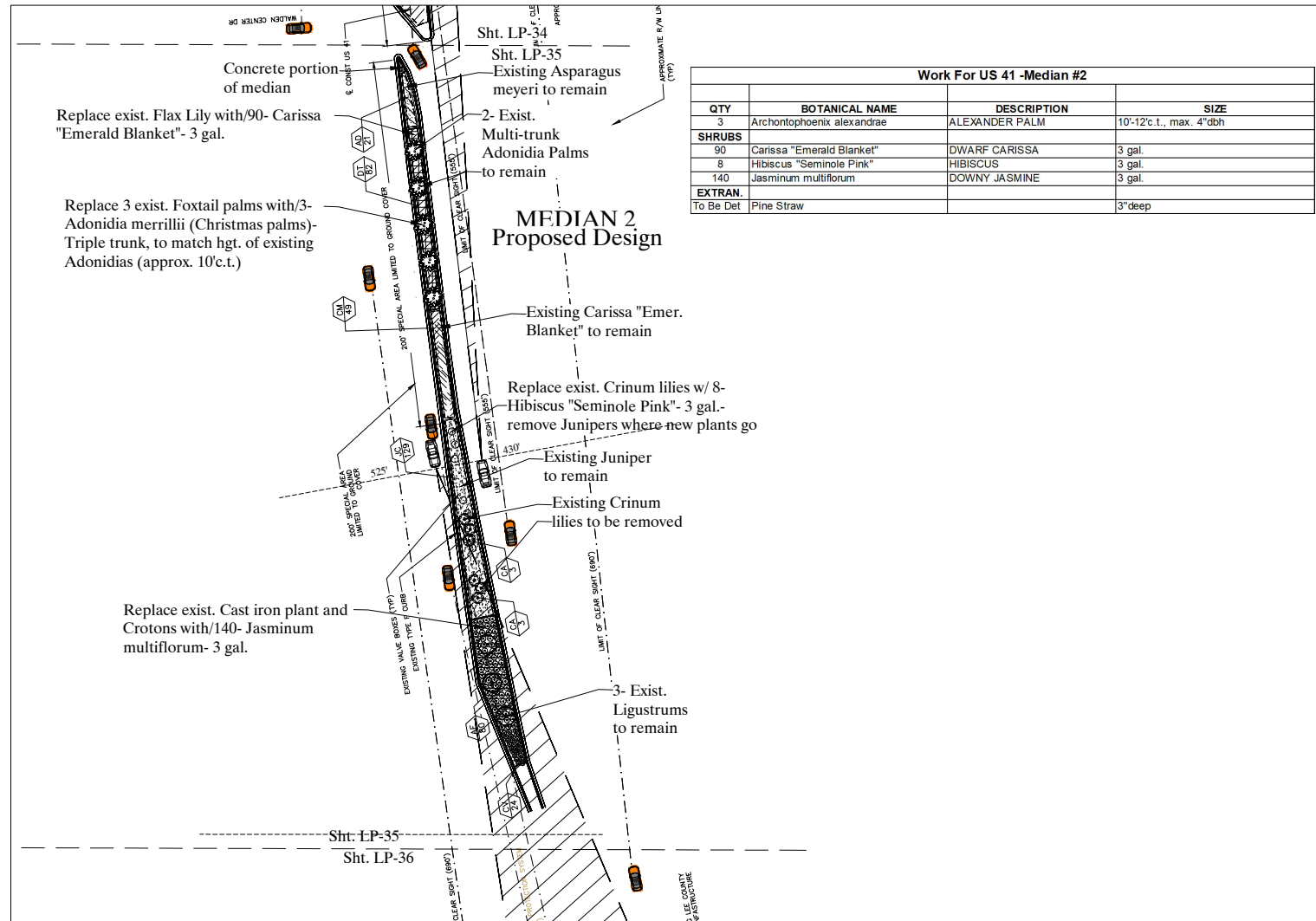


NORTH

SCALE: 1"=50'-0"

SHEET #
LP-34

4872 S.W. 72nd Avenue
Miami, Florida 33155
(305)668-3196
Fax(305)668-2871



Work For US 41 -Median #2			
QTY	BOTANICAL NAME	DESCRIPTION	SIZE
3	Archontophoenix alexandrae	ALEXANDER PALM	10'-12' c.t., max. 4" dbh
SHRUBS			
90	Carissa "Emerald Blanket"	DWARF CARISSA	3 gal.
8	Hibiscus "Seminole Pink"	HIBISCUS	3 gal.
140	Jasminum multiflorum	DOWNY JASMINE	3 gal.
EXTRAN.			
To Be Det.	Pine Straw		3" deep



**BRUCE HOWARD &
ASSOCIATES, INC.**

**Landscape Architects,
Site Planners &
Golf Course Designers**

PROJECT:
U.S.41 Medians
DRAWING TITLE:
PLANTING PLAN-Median 2

DATE: 09-21-2022



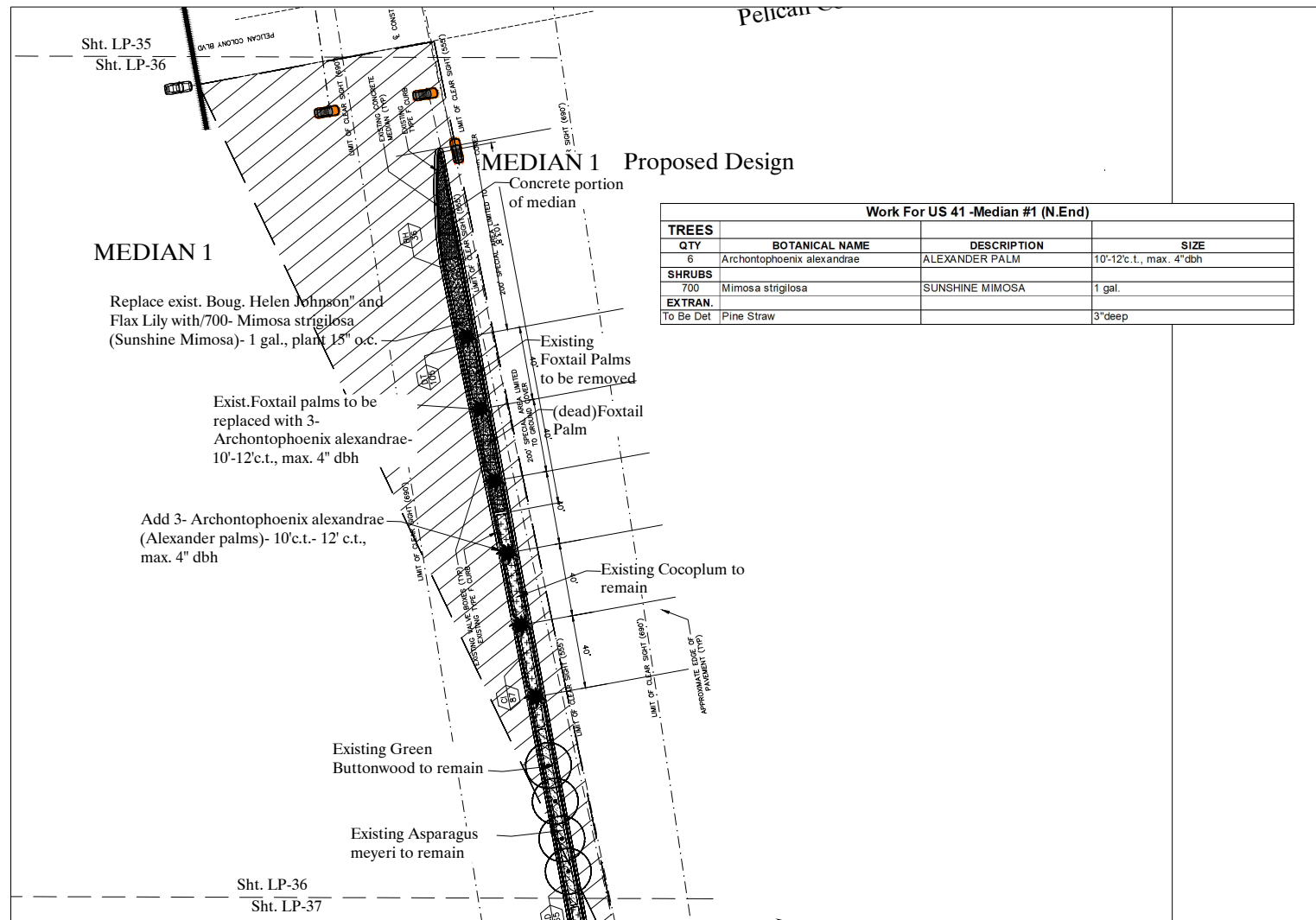
NORTH

SCALE: 1"=50'-0"

SHEET #

LP-35

4872 S.W. 72nd Avenue
Miami, Florida 33155
(305)668-3196
Fax(305)668-2871



BRUCE HOWARD &
ASSOCIATES, INC.
Landscape Architects,
Site Planners &
Golf Course Designers

PROJECT:
U.S. 41 Medians
DRAWING TITLE:
PLANTING PLAN- North End Median 1

DATE: 09-21-2022



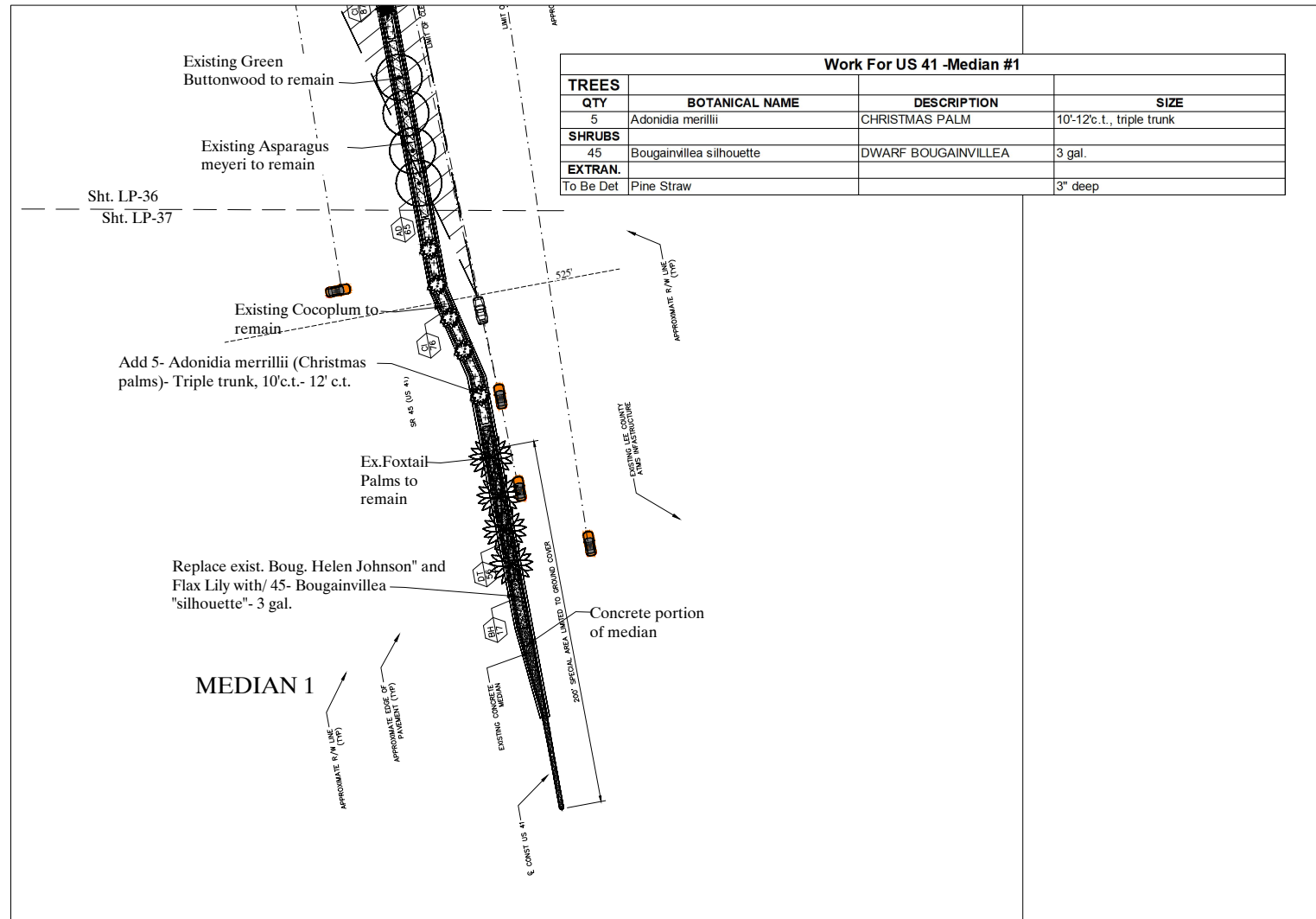
NORTH

SCALE: 1"=50'-0"

SHEET #

LP-36

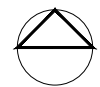
4872 S.W. 72nd Avenue
Miami, Florida 33155
(305) 668-3196
Fax: (305) 668-2871



BRUCE HOWARD &
ASSOCIATES, INC.
Landscape Architects,
Site Planners &
Golf Course Designers

PROJECT:
U.S.41 Medians
DRAWING TITLE:
PLANTING PLAN- South End Median 1

DATE: 09-21-2022



NORTH

SCALE: 1"= 50'-0"

SHEET #

LP-37

4872 S.W. 72nd Avenue
Miami, Florida 33155
(305)668-3196
Fax:(305)668-2871



Misc. Professional Services

EC 2019-66

STA No. 36

Project Name: US 41 Median 1-5 Landscaping

Consultant: P & T Lawn and Tractor

Village of Estero Contract No.: 2019-66 STA 36

Village of Estero Account Number: _____

Brief Description: Install landscaping within US 41 Medians 1-5.

Total Fees: \$61,949

The Consultant shall perform the services outlined in the attached Exhibit A – Scope of Services and Fees, under the terms and conditions outlined in the above referenced Village of Estero Contract No. EC2022- 66.

Consultant: P&T Lawn & Tractor
Services, Inc.

By: _____

Name: _____

Title: _____

Date: _____

Village of Estero

By: _____

Name: Steve Sarkozy

Title: Village Manager

Date: _____

Attachments:

Exhibit A – Scope of Services and fees



P & T Lawn & Tractor Service, Inc.

15980 Old Olga Road
Alva, FL 33920

Estimate

Date	Estimate No.
1/16/2023	13040

Name/Address
Village of Estero 9401 Corkscrew Palms Circle Estero, FL 33928

Project
US 41 Median Planting 1-5

Description	Qty	U/M	Rate	Total
Labor and materials to perform the following for The Village of Estero on US 41:				
LP 32--MEDIAN 5				
Demolition	1	LS	800.00	800.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	124	Per Bale	10.00	1,240.00
Cocoplum Horizontal, 3 gallon	200	EA	20.00	4,000.00
Mimosa, 1 gallon	175	EA	7.00	1,225.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Removal of Dead Red Flame Tree	1	LS	250.00	250.00
LP-33--MEDIAN 4				
Demolition	1	LS	800.00	800.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	85	Per Bale	10.00	850.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Cocoplum Horizontal, 3 gallon	75	EA	20.00	1,500.00
Downy Jasmine, 3 gallon	62	EA	12.00	744.00
Christmas Palm Triple, 12' OA **Size specified in plans not available**	3	EA	1,100.00	3,300.00

Total

Signature

Page 1



P & T Lawn & Tractor Service, Inc.

15980 Old Olga Road
Alva, FL 33920

Estimate

Date	Estimate No.
1/16/2023	13040

Name/Address
Village of Estero 9401 Corkscrew Palms Circle Estero, FL 33928

Project
US 41 Median Planting 1-5

Description	Qty	U/M	Rate	Total
LP-34--MEDIAN 3				
Demolition	1	LS	500.00	500.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	80	Per Bale	10.00	800.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Golden Creeper, 3 gallon	200	EA	12.00	2,400.00
Christmas Palm, Triple, 12' OA **Size specified in plans not available**	3	EA	1,100.00	3,300.00
Pigeon Plum in place of Geiger	3	EA	550.00	1,650.00
LP-35--MEDIAN 2				
Demolition	1	LS	900.00	900.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	93	Per Bale	10.00	930.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Christmas Palm/Alexander Palm NOT Needed, replaced under another PO				
Dwarf Carissa, 3 gallon	90	EA	12.00	1,080.00

Total

Signature

Page 2



P & T Lawn & Tractor Service, Inc.

15980 Old Olga Road
Alva, FL 33920

Estimate

Date	Estimate No.
1/16/2023	13040

Name/Address
Village of Estero 9401 Corkscrew Palms Circle Estero, FL 33928

Project
US 41 Median Planting 1-5

Description	Qty	U/M	Rate	Total
Hibiscus Seminole Park, 15 gallon	8	EA	150.00	1,200.00
Downy Jasmine, 3 gallon	140	EA	12.00	1,680.00
LP-36--MEDIAN 1 NORTH END				
Demolition	1	LS	1,200.00	1,200.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	58	Per Bale	10.00	580.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Alexander Palm, 16' OA, with splits **Size specified in plans not available**	6	EA	1,100.00	6,600.00
Mimosa, 1 gallon	700	EA	7.00	4,900.00
LP-37--MEDIAN 1 SOUTH END				
Demolition	1	LS	500.00	500.00
MOT Services	1	LS	250.00	250.00
Pine Straw Installation	32	Per Bale	10.00	320.00
Irrigation Adjustment	1	LS	1,750.00	1,750.00
Christmas Palm, Triple, 12' OA **Size specified in plans not available**	5	EA	1,100.00	5,500.00
Helen Johnson Bougainvillea, 3 gallon	60	EA	20.00	1,200.00

Total	\$61,949.00
--------------	--------------------

Signature _____

Page 3

AGENDA ITEM SUMMARY SHEET
VILLAGE COUNCIL MEETING
March 15, 2023

Agenda Item:

Recreational Proposals for the Village-owned Williams Road Property

Motion to approve Recreational Proposals for the Village-owned Williams Road Property.

Background:

The Village purchased the 20 acres on Williams with the idea of utilizing the property for some of the recreational needs of the community. Rather than developing our own facilities at our sole expense and then incur the on-going maintenance and operational expenses, the Village decided to solicit private proposals for recreational facilities under the Florida Public-Private-Partnership Act. The deadline for receiving proposals was February 17th.

Four (4) proposals were received by the deadline. Each of the firms remains very interested in this opportunity.

In addition, the Village may wish to consider the continued operation of the Golf Driving Range. The financial terms for the Driving Range would be the same criteria as being applied to the 4 firms that have submitted formal proposals.

The purpose of the Workshop discussion is to present publicly these proposals. A more thorough comparison and ranking of the proposals will be discussed at the March 15th Village Council meeting.

Description:

As the Village proceeds with the development of recreational facilities that respond to the needs of our residents and begins the implementation of the Parks and Open Space Master Plan the approach embraced by the Council is to leverage our public purchases with private investment to lessen taxpayer costs. Reduced taxpayer costs translates into an on-going revenue stream that represents both a financial return on our initial investment plus a share of the revenue stream going forward that can help defray the costs of maintenance on other nearby recreational properties.

This action, to formally authorize the staff and our consultant, to negotiate agreements with interested parties will come back to the Village Council for adoption in April of May.

Action Requested:

Council to advise which operators the Village is authorized to begin negotiations and subsequently draft definitive agreements with.

Process and Timeline:

12/25/2022	Notice of receipt of unsolicited proposal
12/26/2022 – 02/17/2023	The Village requests and accepts additional proposals
02/18/2023 – 02/28/2023	Initial review of proposals received
3/1/2023	Council meeting – Overview of proposals received
3/15/2023	Council meeting – Comparison & ranking of proposals. Council to authorize Village Manager to proceed with negotiations and drafting definitive agreements.
03/16/2023 – 04/15/2023	Negotiations with firms Community Outreach - TBD
04/5/2023 or soon thereafter	Council Meeting – Final recommendations and awarding of agreements.

Financial Impact:

Financial impact would include investment already made in the purchase of land and, possibly, further investment into recreational infrastructure to be managed by a private partner. Revenue sharing, ground lease and land purchase proceeds would be realized as a return on that investment. Preferred access rights to Estero residents would be included in the financial impact negotiations.

Prepared by: Steve Sarkozy

Attachments:

1. March 10, 2023 Letter Recreational Proposals for Williams Road Site
2. High 5 Entertainment Unsolicited Proposal
3. Chicken N Pickle Unsolicited Proposal
4. Crystal Lagoons Unsolicited Proposal

5. Pickle and Social Unsolicited Proposal



March 10, 2023

Mr. Steve Sarkozy, Village Manager
Village of Estero
9401 Corkscrew Palms Circle, Second Floor
Estero, Florida 33928

RE: Recreational proposals for Williams Road site

Dear Mr. Sarkozy:

This letter is to convey our updated observations and recommendations related to the four unsolicited proposals received for the Williams Road property. We continue to evaluate the ongoing operation of our driving range as an additional component.

Since we last met, our team has had the opportunity to further review and evaluate the proposal documents received. We've given additional consideration to both financial terms and opportunities for community benefits. Finally, we've looked closely at the opportunity to blend complimentary programming with multiple partners. The most significant limiting factors are site related. We will need make sure that all site related matters are addressed in order to accomplish our programming goals.

In the end, we feel that pickleball, golf and bowling provide three strong complimentary entertainment options. We believe that the sense of place created by the lagoon element would be a significant differentiator in Southwest Florida. Other indoor entertainment concepts, especially bowling, would be compelling draws in our opinion.

We recommend that the Village take the following steps:

- Pursue negotiations with Pickle & Social and Chicken n Pickle to determine which of those two concepts work best for the Village, then notify the selected concept of intent to negotiate an agreement.
- Notify High 5 Entertainment of the Village's intent to negotiate an agreement
- Notify Crystal Lagoons of the Village's intent to negotiate an agreement
- Further develop programming for the driving range
- Commence negotiations and collaborate with all three potential partners on programming and land planning to blend all together into a complete recreational and entertainment campus.

Sincerely,

Michael A. Comparato
Chairman, CEO
VIESTE, LLC

27299 Riverview Center Boulevard | Suite 200
Bonita Springs, FL 34134

AN UNSOLICITED PROPOSAL TO

THE VILLAGE OF ESTERO, FLORIDA

FOR

PUBLIC-PRIVATE PARTNERSHIP OPPORTUNITIES

DECEMBER 5, 2022

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December 5, 2022

The Village of Estero
Mr. Steve Sarkozy, City Manager
9401 Corkscrew Palms Circle
Suite 101
Estero, FL 33928



Dear Mr. Sarkozy:

Thank you for a pleasant visit and tour of Estero last week. The Village appears to be on a significant trajectory, and High 5 would be honored to play a role in Estero's plan.

We are taking this opportunity to utilize Florida's public private partnership statute to propose a joint venture, P3 approach to bring our High 5 business model to Estero. We are confident that our partnership will prove to be mutually beneficial.

It is our hope that you will seriously consider our proposal as a starting point for further discussion and negotiation. Our sincere desire is that we can come to agreement and work together to stimulate the development of the Village Center Hub.

We would be happy to have you, or any Village representatives, visit our operating locations in Austin, Texas at your convenience.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Scott Emley", is written over the printed name.

Scott Emley
President
High Five Entertainment, LLC

SECTION 2 – PROPOSED PROJECT INFORMATION

Originated in Austin, Texas, High 5 is a popular entertainment center that offers a wide variety of fun activities for people of all ages. Located in convenient locations, High 5 features bowling, a state-of-the-art arcade, laser tag, mini golf, escape rooms, and a full-service restaurant, making it the perfect destination for families, friends, and groups looking to have a good time. One of the standout features of High 5 is its expansive arcade, which features over 100 games and attractions. From classic arcade games like Pac-Man and Donkey Kong, to the latest virtual reality experiences and redemption games, there is something for everyone at High 5's arcade. In addition to the arcade, High 5 also offers a thrilling laser tag experience in a futuristic arena. The arena features multiple levels and obstacles, as well as high-tech laser guns and vests, making for an exciting and immersive game of laser tag. Another popular attraction at High 5 is the outdoor miniature golf course, which features 18 challenging and fun holes of mini golf in a beautiful and serene park setting. The course is beautifully landscaped, with waterfalls, streams, and rock formations, and is suitable for players of all skill levels. Overall, High 5 is a fantastic entertainment center that offers a wide range of activities for people of all ages; the perfect destination for a fun and exciting day out.



The Village of Estero project will include a High 5 Entertainment Center consisting of two floors of indoor/outdoor entertainment space, with at least 16 full-size USBC bowling lanes, 8 lanes of duckpin bowling, bocce, outdoor miniaturized golf, real axe throwing, immersive laser tag, arcade and virtual reality, escape rooms, events and celebrations space and Happy Hour revelry. The emphasis of a High 5 Entertainment Center is on the entire family so that all age groups can participate and enjoy activities for a true family experience.

An important component of the High 5 space is community. Community leagues can enjoy bowling, couples can enjoy the High 5 Upstairs Bowling Lounge & Bar on date night and youth groups have several options for team building and fellowship.

Representative renderings, floor plans and images are provided as Exhibit "A" to this proposal document.

SECTION 3 – FINANCIAL TERMS

High 5 proposes that the Village of Estero participate as a public partner by way of constructing and conveying 18-holes of miniature golf, including infrastructure (\$1.25 million anticipated). Lease terms for the outdoor miniature golf element will be negotiated. The Village would contribute land for the indoor building anticipated to be four (4) acres.

The total expected contribution is anticipated to be valued between \$3.75 million and \$4.25 million in value, once entitled and improved.

High 5 will secure all remaining capital requirements, including all remaining equity, guaranty provisions, and/or bank loans needed for financing. The expected remaining capital sourced by High 5 is anticipated to be \$14-14.75 million.

The Village of Estero will receive an economic interest in High 5 Estero, commensurate to its portion of the total capital raise for the entire High 5 project. The Village would have no default guaranties to the primary lender.

Each year, the Village will receive a 9% coupon payment against the total value of the amount contributed. Assuming a \$4 million valuation, that would translate to an annual \$360,000 payment.

Additionally, after all capital stack commitments for a given year have been satisfied, including all equity payments, principal, interest and taxes, the Village will receive an additional distribution commensurate with the total value of their contribution. In the example above, this is 15% of all remaining distributable cash.

No other user, lease or service payments are contemplated at this time.

SECTION 4 – COMMUNITY IMPACT

We have looked at the Village’s Open Space Master Plan. The Village Center Hub concept has several opportunities to blend sports, recreation and entertainment for all residents to enjoy at a central location. We believe that our programs are a perfect complement to that vision. Our collective programming will offer the community high value entertainment options.

Our core business model centers on family and community. From employment to programming to community investment, High 5 will be completely invested in the Village of Estero.

High 5 expects to work with the Village to create a resident user fee structure that provides preferred access to High 5 programming for Estero residents, as well as donated community space in a “partnership trade” with local community organizations, such as Chamber, youth sports organizations, and the local school district (for example).

Further, High 5 will actively look for creative ways to offer its available capacity to raising money for local charities. For example, High 5 works closely with Special Olympics, among other organizations, hosting celebrity fundraising events to raise money for the programs. To date, High 5 has helped raise over \$1M for local charities.



Community First!

SECTION 5 – CONTACT PERSON

Below is the name and address of the person who may be contacted for additional information concerning the proposal. High 5 is happy to provide additional material or information that the Village may request.

Scott Emley
President, High 5 Entertainment Centers
Phone: 512-897-9713
scott@bowlhighfive.com
www.bowlhighfive.com

SECTION 6 – DEFINITIONS

DEFINITIONS. Unless otherwise specified, whenever the following terms are used, they have the meanings set forth below.

“Village” means The Village of Estero

“Comprehensive Agreement” means the agreement between the Contracting Person and the Village that is required before the development or operation of a Proposed Project.

“Interim Agreement” means an agreement, before or in connection with the negotiation of a Comprehensive Agreement, between the Village and a Contracting Person whereby the Contracting Person may be authorized by the Village to conduct due diligence or further studies or investigations related to the Proposed Project which may include, but not be limited to, project planning and development, design, engineering, environmental analysis and mitigation, surveying, financial and revenue analysis, ascertaining the availability of financing, or any other aspect of the Proposed Project. The rights of the Contracting Person and the Village will be governed by the terms of the Interim Agreement, which must be in writing. No purported Interim Agreement or terms relating thereto shall be effective, binding, or valid until approved by the Village and signed in writing.

“Private Entity” means any individual person, corporation, general partnership, limited liability company, limited partnership, joint venture, business trust, public benefit corporation, nonprofit entity, or other business entity. A private entity includes a “Proposer” that submits an unsolicited proposal or a “Respondent” that submits a proposal in response to a Solicitation. “Private Entity” also means each individual entity participating in or comprising a Proposer’s or Respondent’s team.

“Proposer” means a Private Entity that submits or is considering submitting an unsolicited proposal. “Proposer” is the Private Entity with whom the Village is expected to contract for a Proposed Project. If the Private Entity has not yet been formed, then “Proposer” shall mean all entities collectively who are known and intend at that time to participate on the Proposer’s team.

“Proposed Project(s)” means:

1. A facility or project fulfilling a public purpose or goal, including, but not limited to, any mass transit facility, vehicle parking facility, rail facility or project, fuel supply facility, medical or nursing care facility, recreational facility, sporting or cultural facility, public library, power generation facility, waste treatment facility, educational facility, civic facility, or other building or facility that is used or will be used by a public educational institution, or any other public facility or infrastructure that is used or will be used by the public at large or in support of an accepted public purpose or activity.
2. An improvement, including equipment, of a building that will be principally used by a public entity or the public at large or that supports a service delivery system in the public sector.

3. A water, wastewater, or surface water management facility or other related infrastructure; or
4. Any other project the Village designates as a Proposed Project.

Notwithstanding anything herein to the contrary, a Proposed Project may also include, in addition to the public facility or project, residential, retail, commercial, hospitality or other private, revenue-generating facilities and uses as appropriate and necessary to achieve the public purposes intended for the Proposed Project on a cost model acceptable to the Village.



**AN UNSOLICITED PROPOSAL TO
THE VILLAGE OF ESTERO, FLORIDA
FOR
PUBLIC-PRIVATE PARTNERSHIP OPPORTUNITIES**

FEBRUARY 10, 2023



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February 1, 2023

The Village of Estero
Mr. Steve Sarkozy, City Manager
9401 Corkscrew Palms Circle
Suite 101
Estero, FL 33928

Dear Mr. Sarkozy:

Thank you for the opportunity to become a member of the Estero community. We are excited about the future and the direction of Estero under your guidance. Chicken N Pickle has an immense amount of gratitude to you for the opportunity to be included in the community's future plans.

Chicken N Pickle is taking this opportunity to utilize Florida's public-private partnership statute to propose a joint venture, P3 approach to bring Chicken N Pickle to Estero. Unquestionably, this partnership will be mutually beneficial for both parties.

Chicken N Pickle believes with the Village of Estero's partnership and guidance, we can create a special place for community members of all ages that will spur continued economic development and community engagement.

Respectfully submitted,

A handwritten signature in black ink that reads "Garrett Stutz".

Garrett Stutz,
Director of Real Estate & Expansion
Chicken N Pickle LLC



Section 2 - Proposed Project Information

Founded in 2016, in North Kansas City, Missouri, Chicken N Pickle is a unique, indoor/outdoor entertainment complex whose mission is to provide an atmosphere that fosters fun, friendship, and community for all ages. Chicken N Pickle features a fast casual, chef-driven restaurant, a large sports bar, an indoor/outdoor rooftop bar along with indoor, outdoor and outdoor covered pickleball courts. Additional amenities include an expansive game yard for other recreation including shuffleboard, bocce ball, bag toss, life sized jenga and battleship and much more. Chicken N Pickle is a nationally-recognized family entertainment amenity that hosts a variety of property events for all ages, such as trivia nights, junior camps and clinics, watch parties, and private/corporate events.



The Village of Estero project will include a Chicken N Pickle complex that contains a minimum of 14 pickleball courts, a fast-casual restaurant with a rooftop bar and first floor sports bar, three indoor private event spaces, and a game yard with lawn games, firepits, and bier gardens. The Village of Estero property will fall in line with the seven locations that are open and will have similar charitable, community, and pickleball programming.



Section 3 - Financial Terms

Chicken N Pickle Proposes a fee simple purchase of one and two tenths (1.2) acres with a purchase price of \$1. Chicken N Pickle will enter into a ground lease agreement with the Village of Estero for the remaining eighth (.8) acres.

Chicken N Pickle proposes that the Village of Estero finance the fourteen (14) outdoor covered pickleball courts and parking.

The total expected contribution made by the Village of Estero for the fourteen (14) outdoor covered or indoor pickleball courts and parking is expected to be five (5) million dollars.

Chicken N Pickle will make a payment equal to fifteen (15%) percent of all pickleball revenue annually to the Village of Estero. Based on Chicken N Pickle's experience as an operator of seven (7) locations the expected return for the Village of Estero will be one-hundred eighty thousand (\$180,000) dollars annually.

Chicken N Pickle will secure all remaining capital requirements, including all remaining equity, guarantee provisions, and/or bank loans needed for financing. The expected remaining capital sourced by Chicken N Pickle is expected to be \$13-17 million.

Additionally, Chicken N Pickle requests REA for all parking in the entertainment district.

No other user, lease or service payments are contemplated at this time.



Section 4 - Community Impact

Chicken N Pickle believes our cultural imperative to our community is to give back, with many philanthropic events and service-oriented endeavors to strengthen our neighborhood and beyond. We love to collaborate with local organizations and believe in going the extra mile to serve the areas where we live, work and play.

We frequently donate meeting space to charitable organizations for use in hosting board meetings, volunteer appreciation nights and more. We participate in philanthropic efforts throughout the communities we serve, embracing causes that matter most to our Chicken N Pickle guests and giving back to them in meaningful ways.

Through the *Our Hearts Are Local* program, we focus on creating philanthropic partnerships to strengthen local neighborhoods and beyond. Hundreds of charitable events are held annually, and proceeds are donated back to the local community.

The Chicken N Pickle Foundation was established in 2020 to partner with local charitable organizations and improve the lives of people in the communities they serve. The foundation's vision is to become a recognized leader in the transformation of their communities by ensuring that all charitable organizations have the ability to reach those in need. Through fun and fellowship, Chicken N Pickle is determined to create unifying bonds of goodness that will ripple throughout our communities and lead to a better world.





Section 5 - Contact Person

Below is the name and contact information of the person who may be contacted for additional information concerning the proposal. Chicken N Pickle is happy to provide any additional material or information that the Village may request.

Garrett Stutz
Director of Real Estate & Expansion
Phone: 816-585-3216
Email: garretts@chickennpickle.co

**AN UNSOLICITED PROPOSAL TO
THE VILLAGE OF ESTERO, FLORIDA
FOR
PUBLIC-PRIVATE PARTNERSHIP
OPPORTUNITIES**

February 16, 2023

Crystal Lagoons®

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February 16, 2023
The Village of Estero
Mr. Steve Sarkozy, City Manager
9401 Corkscrew Palms Circle
Suite 101
Estero, FL 33928

Dear Mr. Sarkozy:

We are happy to deliver a proposal for The Village of Estero where we believe that our technology and concept could play a major role in the development.

We expect that you could review and analyze this proposal in detail and identify the value that Crystal Lagoons® can add to the whole project, in order for us to start discussing and negotiating terms that would better suit The Village of Estero plans.

We want to bring the safe beach-lifestyle experience to the Estero in a way that water and beach sports and recreational activities can be more accessible and safer, while protecting the natural beach areas and waterfront locations.

We will be happy to host you and the Village team on a tour through some of our locations in Florida or Texas, where the best options would be in Tampa, where there are three crystalline lagoons powered by our technology in operations.

Respectfully submitted,

Iván Manzur

Senior VP of Sales

Crystal Lagoons US Corp.

Chapter 1 - Company information

Crystal Lagoons® is a U.S. company with offices and locations around the world that has developed and patented state-of-the-art technology that allows crystalline lagoons of unlimited sizes to be built and maintained at low costs, offering an idyllic beach lifestyle anywhere in the world.

The company is a leader in innovation and technology. They are focused on improving people's lives through the creation of new and attractive meeting points for people in their cities. At the same time, they are focused on increasing the value of real estate projects through the implementation of their technology, which in turn helps solve some of the world's most pressing sustainability issues such as water scarcity, energy scarcity, and pollution.

Crystal Lagoons is the first and only company able to provide their clients with this technology, which has been patented in 190 countries and is transforming the real estate markets of both the private and public sectors around the world.

With the Crystal Lagoons concept and technology, it is possible to create a beach lifestyle and tropical paradise anywhere in the world, transforming the local landscape and creating a magical turquoise water environment whose apartments, houses, beach, restaurants, etc. can be enjoyed year-round.

At the moment Crystal Lagoons has more than 60 projects in operation worldwide, which 8 of them are in the US, between Texas and Florida, and more than 300 projects under contract in different development phases.

Technology Overview

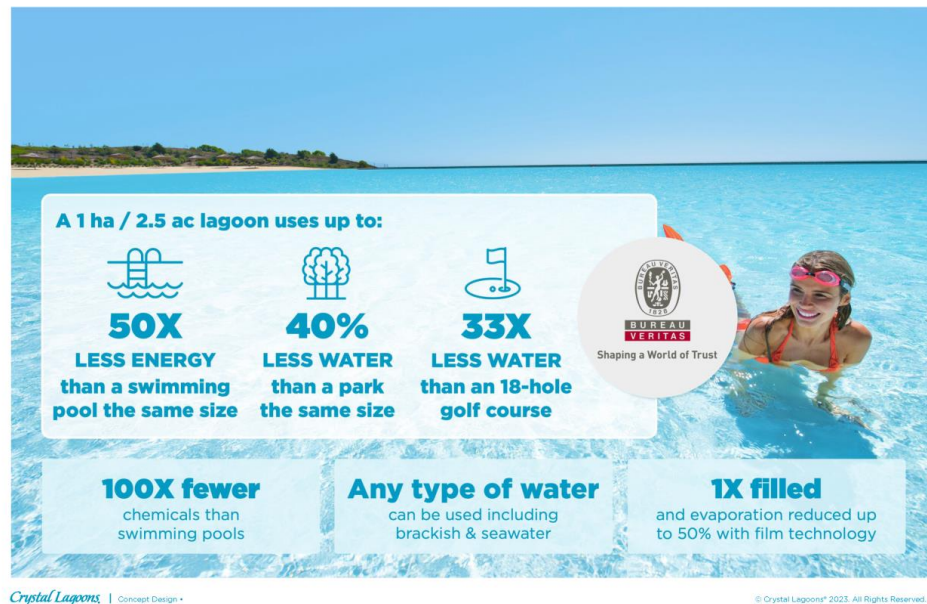
Crystal Lagoons is a U.S. company that has developed a pioneering, innovative, and sustainable technology that has been patented worldwide. This technology allows crystalline lagoons of unlimited sizes to be built and maintained at very low costs globally by having low water consumption and using a minimum amount of additives and energy. A detailed description of the technology can be found on [Exhibit A](#) and a description of the base services provided by Crystal Lagoons are on [Exhibit B](#).

The eco-friendly advantages of Crystal Lagoons® technology are:

- They consume only 2% of the energy needed by conventional swimming pool filtration systems. (Certified by Bureau Veritas)
- Crystalline lagoons require 100 times fewer chemicals than traditional swimming pools and fully comply with the most stringent international physicochemical and microbiological water quality standards.
- Lagoons powered by Crystal Lagoons® technology use 33x less water than an 18-hole golf course and 40% less than a park of the same size.
- They are filled only once and operate in a closed circuit.
- Crystal Lagoons® amenities can use any type of water, including seawater and brackish water, which is abundant and has little to no alternative use.

- The proprietary Crystal Lagoons® molecular film technology can reduce evaporation by an additional 50%.
- Lagoons are only filled once and operate in a closed circuit.
- Crystalline lagoons have a far more intensive recreational use than green areas, golf courses, and surf parks, constituting a more efficient use per acre of space and gallon of water.

Environmentally Friendly



Project Types

Crystal Lagoons® technology brings an idyllic beach lifestyle anywhere in the world, from coastal and second row sites, to inland and urban locations.

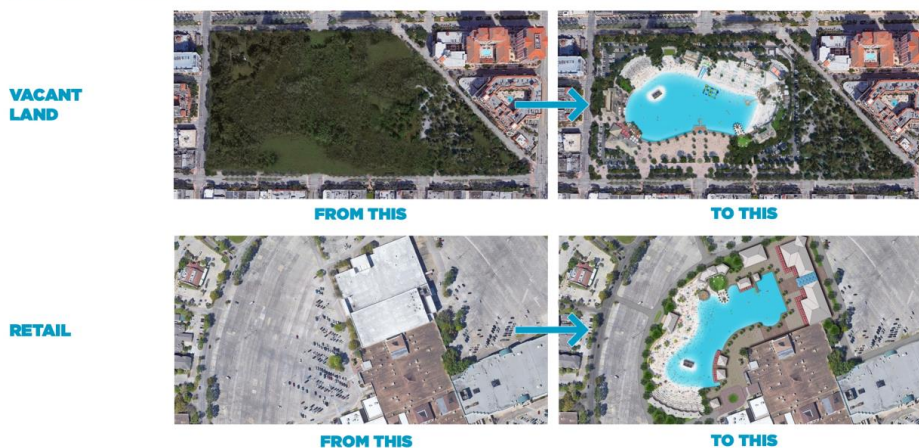
Public Access Lagoons (PAL™)

Public Access Lagoons™ projects (also known as PAL™ developments) are a revolutionary patented concept that creates the most profitable business by bringing beach life to the cities. The PAL™ projects obtain multiple revenue streams from entrance tickets, water sports, restaurants, retail, concerts, trade shows, weddings, day clubs, and other events. These venues are the most beautiful place in the city, with a turquoise water lagoon surrounded by white sand beaches. Crystal Lagoons contributes the intellectual property and know-how to make this happen, charging only a percentage of sales, which keeps interests aligned in the project's success. The technology and business method behind PAL™ projects are patented.

Some graphic references on how a PAL project could transform a location can be find below:

Sites Transformations (Renders)

PAL™ SEGMENTS THE MEETING POINT OF THE 21ST CENTURY



PAL™ SEGMENTS THE MEETING POINT OF THE 21ST CENTURY

GOLF COURSES



HORSE RACETRACKS



Some of key comparison points between a Public Beach and a PAL project are:

*Crystal Lagoons® PAL™ Projects:
Better Than a Public Beach*

	Public Beach	Crystal Lagoons® PAL™ Development
White Sand	Rare	✓
Turquoise Water	Rare	✓
Food & Beverage Services	Rare	✓
Water Sport Rentals	Rare	✓
Beach Chairs & Cabanas	Rare	✓
Restrooms	Rare	✓
Parking	Inconvenient	✓
Security & Crowd Control	No	✓
Free of Seaweed	No	✓
Free of Sharks	No	✓
Free of Stings	No	✓
Free of Marine Life	No	✓

Real Estate Projects Coastal Areas

Many projects along coastal areas present difficult conditions for swimming and water sports, such as pollution, rough seas, rocky beaches and seabeds, dangerous cliffs, strong currents, jellyfish and sharks, among others. Crystal Lagoons innovative technology solves this problem by developing crystalline bodies of water that enable the practice of water sports, and an endless variety of beach activities, in safe and enjoyable surroundings.

Even in coastal areas with good conditions, this exceptional amenity offers numerous advantages when enjoying water activities, such as swimming, surrounded by a beach paradise, in a private and protected environment, anywhere in the world. Furthermore, people who never practice water sports in the sea, do so in a clear water lagoon because it is a safe environment that can be enjoyed year-round.

Second Row Coastal Areas

Many coastal areas that attract high numbers of tourists have a sea front that is completely developed. Crystal Lagoons is capable of bringing an idyllic beach lifestyle, behind first row developments, and creating very profitable projects on properties that previously had little commercial value.

These crystalline lagoons enable attractive projects to be developed in less saturated areas, but still with a coastal climate. All the while creating a beach paradise that is ideal for water sports and swimming.

Inland Areas

Beach projects can now be developed in areas that were not considered possible before, away from the coast, with low real-estate or tourist attraction value. Crystal Lagoons technology can bring once unfeasible projects to life by creating an idyllic beach life anywhere in the world, improving users' quality of life, adding tremendous value to the project and transforming these properties into successful real-estate projects.

Crystal Lagoons is bringing beach life closer to people and changing the real estate paradigm of "location, location, location" forever, adding enormous value anywhere.

Primary Homes in Urban Areas

Urban projects powered by Crystal Lagoons® technology are completely changing the lives of primary home residents, by creating idyllic beaches just a few steps away from their homes. This is revolutionizing the real-estate market, transforming urban developments into paradise beach destinations, available to everyone. Crystal Lagoons® technology enables residents to practice swimming and water sports such as sailing or kayaking among others; or to just relax on the beach and enjoy the idyllic view of turquoise water, without having to travel much further than their backyard. Crystal Lagoons® is completely transforming the landscape into a magical turquoise water environment that can be enjoyed year-round.

Chapter 2 –Proposed Project Information

Crystal Lagoons, known as the world's top amenity, wants to bring the tropical/Caribbean beach life experience to Estero with the Public Access Lagoon concept, creating a safe environment for swimming, water sports, beach activities and recreational waterfront activities. With currently 8 locations in operation in the US, 45 under contract and more than 60 projects in operation worldwide, Crystal Lagoons wants to propose the development of an entertainment and recreational ecosystem around a crystalline lagoon in the Village of Estero, where people can enjoy beach areas, with white sand, get into the water for swimming, or water sports, go to a waterfront restaurant, have a picnic, do yoga on the water, watch the stream of match day, go to a concert, or enjoy an outdoor movie night. The Public Access Lagoons concept can power all of these activities and more.

The PAL development proposed for Village of Estero consist of a **4.35 acres lagoon**, with 0.79 acres of white sandy beaches, plus infrastructure for retail stores, restaurants, event esplanade, wedding peninsula and landscaping that will integrate with the surroundings.

This project will allow for between **600 – 1,000 people at the same time** in the beach area, that all of them can enjoy the lagoon as well, plus the lagoon will be divided between designated area for swimmers and for water sports, like kayaking, SUP, pedal boats, sailing, scuba diving, among others.

The lagoon will have 2 beach areas, a starting from zero depth beach entry to a max depth of 8 ft. that would allow different water activities like inflatables structures, sailing, kayaking, among others.

This project will allow to be the meeting point for the people of Estero and surrounding cities, as to also be a destination for people of other states to come and visit, creating an economic development pole for the city and a sport a recreational facility for the community, where everyone can learn to swim on a safe environment.

A representation of the project design and layout is provided on **Exhibit D** as well as some referential images on the general look and feel on **Exhibit E**.

PAL Conceptual Design



Design Description:

The North Bay forms part of the main access while giving visibility to the PAL™ area through its relationship with Coconut Point Avenue.

The South Bay fulfills a similar function to the North Bay, giving access and visibility to the lagoon from Williams road.

To the west, a visual connection between the lagoon and the future lineal park was proposed. In addition, the existing forest on the site and the retention ponds were largely maintained.

To the east, the bay generates a visual and programmatic connection in front of the existing stores in the original master plan. Based on this, the stores were rotated to guarantee direct views towards the lagoon on one hand and, on the other, to generate a multipurpose esplanade for fairs or food trucks, for example, to take better advantage of this area- a possibility of making extra revenue.

A Wedding Peninsula™ was added to accommodate this type of market within the lagoon. Its location is set for being in the quietest area of the project and also because it looks towards the most extended section of the project to take better advantage of its views where we also added a lighthouse to further emphasize this effect.

Chapter 3 –Financial Terms

Crystal Lagoons is open to work with the Village of Estero on the best structure for the city in order to develop this project.

The potential options are, but not limited to:

- **Own:**
 - The Village of Estero will own the project, meaning that the city will license directly to Crystal Lagoons the technology, and will hire or do directly the construction, engineering and design process, with Crystal Lagoons supervision for the lagoon development.
 - Operation will be in charge of The Village, or a third company that they can hire for it and that Crystal Lagoons can recommend.
- **Participate:**
 - The Village will assign the land to the developer as part of an equity contribution to the project, which will be weighted with all the contributions to define a Profit share structure between the parties involved in the project.
- **Lease:**
 - The Village of Estero will lease the space for the development of the lagoon project to the developer (either Crystal Lagoons or a third-party developer), where a lease agreement will be signed between the Developer and The Village
 - Lease Options:
 - Revenue Share: Once the project is in operation, The Village will receive a % of the profits that the developer will accrue from the project.
 - Fixed Payment: A fixed lease payment will be defined and negotiated between the Developer and The Village, for the exploitation of the area dedicated for the project.
 - Mixed: A balance between the prior two proposals, where a base amount (less than the fixed payment previously defined) will be granted to The Village and a revenue share structure will allow for The Village to generate more revenue than with just a Fixed Payment Structure, based on the performance of the project.
 - The amount and percentages will be negotiated in good faith with The Village, in order to arrange amounts and percentages that will make sense for the development.

- Operation will be in charge of The Village, or a third company that they can hire for it and that Crystal Lagoons can recommend.
- **Sell:**
 - The Village could sell the dedicated lot for the development of the project to the Developer on a price to be defined, and from there, the Developer will own and manage that piece of the territory based on what the zoning allows to develop.
- **Turnkey solution:**
 - Either Crystal Lagoons or a selected Developer will oversee the development and operation of the facility, just needing to be defined from the city the type of structure in which the land will be assign to the development, if it's going to be a contribution, lease agreement or selling.

The development of a project like the one proposed encompasses the following costs concepts

Development Cost:

- Land Cost: Land value, provided by the City.
- Studies: Cost to develop site studies, such as soil studies, demand studies, water studies, among others.
- Construction cost: Includes all the earth works, civil works, landscaping, labor, contingency and cost related to the construction of a lagoon and its surroundings, for a project with this characteristics the cost will range from US\$30M to \$40M, depending on soil conditions, access to utilities, pre-conditioning works, and type of infrastructure to be included in the project. The lagoon cost for a 4.35 acres lagoon and with the proposed design will range from US\$5.8M to \$6.5M, depending as well on soil conditions.
- License Fees: Related to the technology's fees from Crystal Lagoons, this is something to be calculated based on the final design of the project, as the licensing fee is subject to the impact that the lagoon is creating on the whole development. We work into an economic proposal that will make sense for the project.

Ongoing Cost:

- Support and Service Agreement: Monthly payment made to Crystal Lagoons to supervise the water quality of the lagoon, and provide telemetry assistance with the dosing of additives, sending reports, pictures and alerts to the owner and operator of the lagoon when required, in such cases

like, need to re-stock additives, the maintenance process is not being performed as required, or a system/equipment is down.

- Facility management: Depending on if there will be a third-party management or an in-house management team, this cost will vary, but it will be needed to have a facility management team, to operate and maintain the venue on a daily basis, with staff for ticketing, cleaning, lifeguards, guards, Food and beverage, lagoon maintenance, among others activities.
- General administration: If not integrated with The Village development, it's necessary to have a team that will handle the general administration of the venue, for marketing, accounting, operations, legal, etc.

Chapter 4 –Community and environmental benefits

With the goal of adding value to the Open Space Master Plan proposed by The Village, Crystal Lagoons' proposal is looking to positively impact the local community at Estero and surrounding cities, mainly by creating this open air entertainment hub around a crystalline lagoon under the Public Access Lagoon™ (PAL™) concept.

Some of the direct benefits that are provided to the communities around the project with this concept are access to a safe recreational water environment, where for instance some academies or school could benefit from it to teach students different type of water activities outside of a swimming pool environment into "open water" with a turquoise lagoon, plus learning or having experiences by doing scuba diving, sailing or other activities in the venue. Special programs could be defined for these cases where local schools or programs can benefit from discounted or subsidized entries and the space to perform these activities.

There is also the opportunity to host charitable events on the event esplanade or the wedding peninsula, in order to help the city or local programs on raising money, or host events associated with local clubs, organizations for a discounted price as well.

These are all opportunities that Crystal Lagoons or the Developer can work with The Village into defining the best structure for the city and residents in a way to generate the most benefits to the community.

Related to the environmental benefits from Crystal Lagoons technology, some of them can be seen summarized on [Exhibit C](#), but the technology allows for a better use of water and energy, consuming just 2% of the energy that a traditional swimming pool of the same size would use, 100 times less chemicals than a swimming pool, it's just filled once and would only require to compensate for evaporation, and even for that there is an additive that could reduce evaporation up to 50%.

The development of Public Access Lagoons would also reduce the amount of pollution that human creates on natural beach areas, from erosion to direct waste and damage produced on beach areas and directly in the ocean and marine life. Plus, the carbon footprint will be reduced as people will travel shorter distances from their houses to PAL projects, than going to other beach locations (this is not the particular case of The Village).

Some references on the impact that Crystal Lagoons technology has generated over Master plan communities can be found on [Exhibit F](#) and some awards related to our technology and how its helping on creating a more sustainable environment can be found on [Exhibit G](#)

Chapter 5 –Point of Contact

To discuss in further detail this proposal the contact information from Crystal Lagoons is below.

Crystal Lagoons is more than glad to share more information and to host the Village of Estero team on a tour through different lagoons in the Tampa Bay area.

Iván Manzur

Senior VP of Sales

imanzur@crystal-lagoons.com

www.crystal-lagoons.com

Crystal Lagoons US Corp.

Exhibit A – Technology Overview

Water Treatment

The technology of Crystal Lagoons applies a system of pulses of disinfection that allows up to 100 times less chemicals than those used in conventional swimming pools.

Conventional swimming pool technology requires maintaining high levels of residual chlorine or other disinfectants in the water, to achieve permanent disinfection and avoid contamination of water by external agents, such as swimmers. Maintaining such high and permanent levels of chemicals in large bodies of water has very high costs, which makes it economically unfeasible. In addition, it generates a large amount of by-products that can be harmful to the environment. Therefore, it is not viable to apply this disinfection technology in large bodies of water.

Crystal Lagoons patented solution consists of applying controlled pulses of small amounts of safe additives in the water of the lagoons, in very specific patterns that are determined by their own algorithms. This way, it is not necessary to maintain a high and permanent level of disinfection in the water.

The results of this efficient system based on pulses of disinfection allows to use up to 100 times less chemicals compared to conventional swimming pools and drinking water treatments, reducing the excessive costs of additives and their consequent damage to the environment.

The application of additives is determined electronically by injectors and sensors strategically located in the lagoon. This operation is managed online by the Crystal Lagoons Control Center, so that the presence of qualified personnel for the application of the additives and the monitoring of the water quality of the lagoon is not necessary.

Filtration

Crystal Lagoons technology includes an efficient filtration system that uses only 2% of the energy compared to conventional centralized swimming pool filtration systems (Certified by Bureau Veritas).

Traditional swimming pool technology requires the filtration of the full volume of water between 1 to 6 times a day (usually 4 times daily, depending on local regulations). For this, large and costly centralized filtration systems are used but not viable in large bodies of water. If this technology were applied to lagoons, the filtration systems would be exorbitant due to the large volumes of water that would have to be filtered daily, with a significant impact on the costs and physical space necessary for their installation. Likewise, the consumption of energy for the operation of filters and pumps would be immense. Therefore, the use of pool filtration systems for large lakes or lagoons is neither economically feasible nor technologically viable.

Crystal Lagoons patented solution consists of applying safe additives and different ultrasonic waves in the water, which causes the contaminating particles to agglomerate into larger particles, which are later

removed from the lagoon. With this technique, it allows for the filtration of only a small portion of the total volume of water.

Crystal Lagoons efficient filtration system consumes only 2% of the energy compared to conventional swimming pool filtration systems. In addition, as the Crystal Lagoons filtered volume is up to 300 times lower than in conventional systems, the complete filtration system is smaller, allowing the space required for the installation of pumps and filters to be reduced.

Telemetric Monitoring and Operation

All lagoons that use Crystal Lagoons technology around the world are monitored, controlled, and operated online from the Crystal Lagoons Control Center (CLCC) 24/7.

Specially designed measuring systems and sensors continuously report the specific physicochemical properties and other water quality parameters, through a telemetric platform operated from the CLCC, through the cloud. All the mechanical and hydraulic systems of the lagoons around the world are activated and controlled from the CLCC, allowing 24/7 online monitoring and operation, ensuring excellent water quality all year round.

Intellectual Property

The technologies developed by Crystal Lagoons are protected through diverse intellectual property mechanisms, such as patents, trade secrets, trademarks, trade dress, designs and copyrights.

The protection of the technology includes a patent portfolio of over 2,000 patents in over 190 countries and/or territories, in addition to trademarks, designs, copyrights, trade secrets and trade dress for: construction methods and techniques, including structures to contain large water bodies; methods and processes for the treatment of large water bodies; several systems and devices for bottom cleaning; systems, methods, and processes related to efficient filtration technologies; localized disinfection systems, methods and systems for cooling industrial processes through crystalline lagoons; water purification technologies, surface cleaning systems and degreasers; ultrasound equipment and systems; plastic coatings and geomembranes in addition to lining systems; additives and water treatment products and chemicals; conceptual and architectural designs; engineering plans and technical designs; hydraulic systems; floating lagoon structures and methods for treating water contained within such structures; modular treatment and dosing systems, which include machine room designs; trademarks in different classes; and trade dress and look & feel of the trademark.

These patents also include systems and methods for urban beaches, including urban beach entertainment complexes for public access that include a crystalline lagoon as their centerpiece, and methods for providing efficient use of land through the use of urban beach entertainment complexes.

Exhibit B – Base Services Provided by Crystal Lagoons

Some of the services provided along the development of a lagoon project from Crystal Lagoons are:

Pre Start-Up of the Lagoon

Technical Assistance for:

- Design of the Lagoon
 - **Masterplan and Zero Geometry:** Masterplan proposal that defines all aesthetic design elements and distinctive forms of the Lagoon, including its geometry, contours, depth and ground slope. After this is finalized, a signed approval from the Developer is required to proceed to the Engineering stage.
 - **DCP:** The Design Criteria Package includes the technical specifications, recommendations and guidelines regarding pipe connections, filtration systems and other structural and electrical design aspects of the Lagoon.
- Implementation of the technology
- Visits during construction phase
- Ongoing Marketing and PR support to help clients promote their project.
 - The Marketing department provides:
 - Welcome Pack with various materials such as photos, videos, documents, manuals, and logos
 - Guidance on how to correctly apply them.

Post Start-Up of the Lagoon

- **Maintenance guidance** and supervision, routine and emergency operation visits
- **Training** of local staff and maintenance personnel
- **24/7 telemetric** operation system managed online by the Crystal Lagoons Control Center. The application of additives is determined electronically by injectors and sensors strategically located in the Lagoon reporting the physicochemical properties
- Access to **new developments** and improvements during the life of the license
- Access to **proprietary equipment**

Exhibit C –Environmentally Friendly

Environmentally Friendly

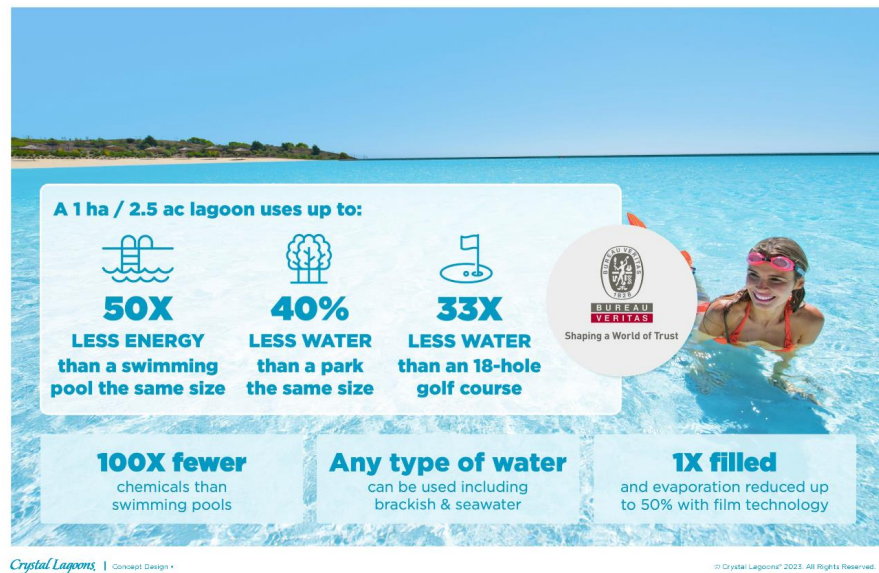
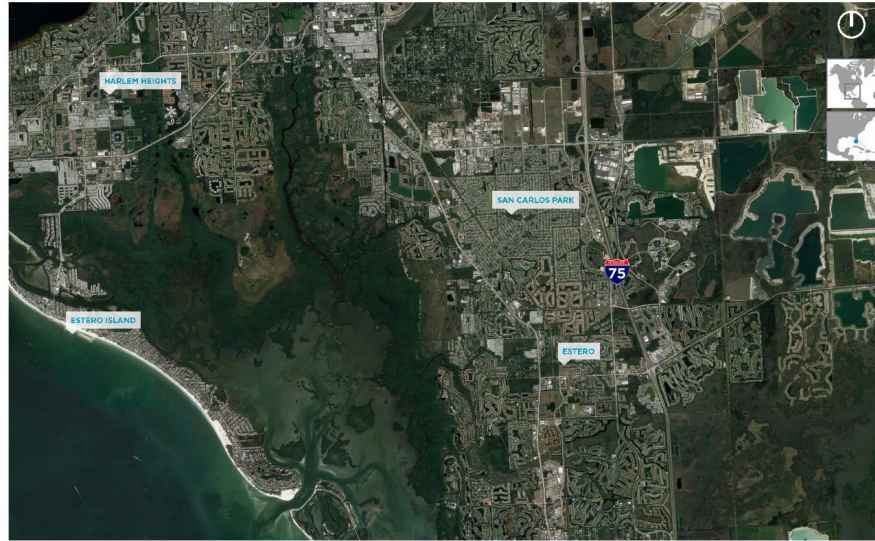


Exhibit D – Project Conceptual Design

Location Overview



Crystal Lagoons | Concept Design

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Site Plan



Crystal Lagoons | Concept Design

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Lagoon Master Plan



Zoning

1. Crystalline Lagoon (4.35ac)
2. Beach Area 0.79 ac
 - A. Family Beach
 - B. Activity Beach
3. Events Esplanade
4. Wedding Peninsula™ & Cocktail Lawn
5. Beach Services
6. Waterfront Restaurants
7. Commercial Buildings
8. Lookout Lawn
9. Lighthouse
10. PAL™ Project Entrance & Club House
11. Kid's Zone
12. Boat House & Water Sports Rental
13. Retention Ponds
14. Food Truck Area
15. Continuous Pedestrian Promenade

- PAL™ Project Access Point
- 📍 Social Media Spot & Panoramic Views
- *** PAL™ Project Site +/- 8ac

Crystal Lagoons | Concept Design

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Referential Diagrams PAL™ Project Programmatic Areas



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OPEN ACCESS

WATERFRONT RESTAURANTS & RETAIL
1.1 ac

OPEN ACCESS

RETAIL / F&B
4.1 ac

TICKETED ACCESS

FAMILY BEACH AREA
0.44 ac

ACTIVITY BEACH AREA
0.35 ac

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Exhibit E –Referential Images

Tropical Beach Life Anywhere



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The Most Beautiful Place in the City



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The Meeting Point of the 21st Century



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Beach Life



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Water Sports



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Event Esplanade



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Wedding Peninsula™



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Exhibit F –Projects in the US **Sunterra**

Starwood Land / Land Tejas - Katy, Texas, U.S.



RCLCO
REAL ESTATE CONSULTING

In **2022**
Sunterra ranked

#8

among the **50-top-selling**
master-planned communities
according to RCLCO's 2022
yearly report.



Crystal Lagoons | By the Numbers

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Lago Mar

Land Tejas - Houston, TX, U.S.



In 2021,
home sales rose
34%
compared
to 2020.

2018, 2020, 2021:
Ranked among the
50-top selling
master-planned communities
according to RCLCO's
Mid Year and End Year reports.

In the first
six months of 2021,
Lago Mar sold
297 homes.

Lago Mar moved up nine
places in the RCLCO's
Mid Year ranking
**from #45 in 2020
to #36 in 2021.**



**Awarded Master-Planned
Community of the Year**
in the 2021 Houston's Best
PRISM Awards hosted
by the Greater Houston
Association of Builders.

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Epperson

Metro Development Group - Wesley Chapel, Florida, U.S.

7.5-Acre Lagoon in MPC with limited Public Access



2019:
Platinum Award for
Game Changer



2020:
Silver Award for
Best Community Amenity

Epperson home sale prices **increased by 21%** during pre-construction, while competitors only managed to increase prices by 1-5%.

The sale of houses in the sector increased **174%** compared to 2020, totaling **342** units acquired from January to June 2021.

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Epperson

Metro Development Group - Wesley Chapel, Florida, U.S.

MetroLagoons



The success of Epperson led Metro Development Group to sign **7 additional lagoon projects** with Crystal Lagoons in Florida

% Zonda.

Epperson had **705** new home starts and **493** closings from September 2020 to September 2021. It ranks 21st in home starts nationwide.

% Zonda.

Epperson ranked

N° 1
in most new home starts in Tampa
between September 2020
and September 2021.

% Zonda.

Metro Development Group is responsible for **five of the 20 fastest-growing communities** in the Tampa Bay region, including two lagoon projects Mirada and Southshore Bay.



2021 & 2022: Ranked among the **50-top-selling** master-planned communities according to RCLCO's reports.



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Balmoral

Land Tejas - Humble, Texas, U.S.

2-Acre Lagoon in MPC with limited Public Access



In 2021 Balmoral became the
No.1 best-selling community
in Houston and the
No. 2 best-selling community
in Texas.

RCLCO
REAL ESTATE CONSULTING

Awarded
"MPC with Most Increased Sales"
in 2018 by John Burns Real Estate
Consulting's ranking,
after experiencing a
345% increase
from a partial sales
year in 2017.

In 2020 Balmoral ranked
#11
among the **50-top-selling**
master-planned communities
according to RCLCO's
End Year report.

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Balmoral

Land Tejas - Humble, Texas, U.S.



The Amenity Village was named the **2020 Master-Planned Community Amenity of the Year** in the Greater Houston Builders Association's Houston's Best PRISM Awards and **Best Community Amenity** during the 2020 Texas Association of Builders Texas Star Awards.

2018, 2020, 2021: Ranked among the **50-top-selling** master-planned communities according to RCLCO's Mid Year and End Year reports.

Sales increased 12% during 2021, with 458 homes purchased by buyers excited to enjoy Balmoral's fun-filled lagoon lifestyle.



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Solé Mia

Turnberry / LeFrak - Miami, Florida, U.S.

6.6-Acre Lagoon in mixed-use with no Public Access



Laguna Solé is the recipient of two prestigious awards:

1. The Architecture Community's 2020 World Design Award for **Best Landscape Design Built.**
2. The Golden Novum Design Award 2020 for **Urban Planning and Landscape Design.**

LeFrak confirmed the Shoreline at Solé Mia is the **fastest and most successful rental lease-up** in the company's 100-year history of real estate development.

The 3-bedroom units directly facing the lagoon are more popular and, on average **\$300 more expensive** per month than those directly facing the ocean.

The Miami Herald

Pegged as a "neighborhood game changer" by the Miami Herald, the Shoreline's success is record-breaking. Within **three months of launching** in January 2019, **the first tower was leased entirely.**

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Sierra Vista

Land Tejas - Houston, TX, U.S.



RCLCO
REAL ESTATE CONSULTING

In 2020, 2021 and 2022

Sierra Vista ranked among the **50-top-selling** master-planned communities according to RCLCO's Mid Year and End Year reports.

In 2021, the community earned spot

#20

in the RCLCO 50-top-selling MPCs Mid Year ranking with 397 home sales.

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Windsong Ranch

Tellus Group - Prosper, Texas, U.S.



In 2020, and for the second consecutive year, Windsong Ranch was a finalist for the **most prestigious real estate awards** presented by the National Association of Home Builders (NAHB).

2016 - 2017 / 2019 - 2020: Silver Award for Master-Planned Community of the Year.
2019: Gold Award for Lifestyle Director of the Year.
2019 - 2020: Silver Award for Lifestyle Program of the Year
2020: Silver Award for Best Community Signage.
2020: Silver Award or Lifestyle Director of the Year.

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Southshore Bay

Metro Development Group - Tampa, Florida, U.S.



RCLCO
REAL ESTATE CONSULTING

Ranked
#48
among the **50-top-selling**
master-planned communities
according to RCLCO's 2022
yearly report,
with a sales increase of 29%.



Crystal Lagoons | By the Numbers

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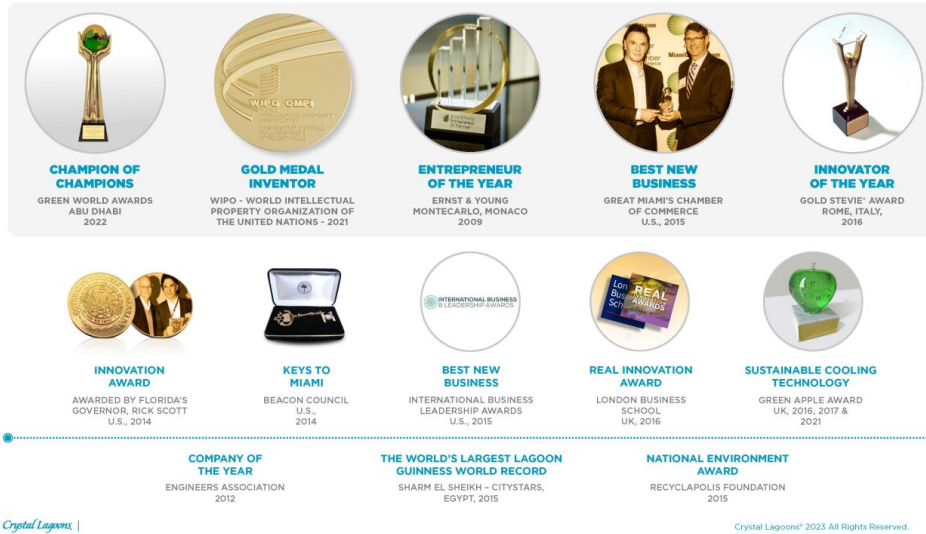
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Exhibit G – Awards

Globally Awarded More than 22 Worldwide



AN UNSOLICITED PROPOSAL TO

THE VILLAGE OF ESTERO, FLORIDA

FOR

PUBLIC-PRIVATE PARTNERSHIP OPPORTUNITIES

WITH

COMPETITIVE SOCIAL VENTURES, LLC



February 15, 2023

TABLE OF CONTENTS

SECTION 1	COVER LETTER
SECTION 2	PROPOSED PROJECT INFORMATION
SECTION 3	CORPORATE OVERVIEW
SECTION 4	PROPOSED FINANCIAL TERMS
SECTION 5	COMMUNITY IMPACT



February 17, 2023

The Village of Estero
Mr. Steve Sarkozy, City Manager 9401
Corkscrew Palms Circle Suite 101
Estero, FL 33928



Dear Mr. Sarkozy:

Thank you for an incredible visit and tour of Estero earlier this year as we were blown away with your vision and passion for creating amazing destinations for your constituents. The Village of Estero appears to be on a significant trajectory, and Competitive Social Ventures and our fastest growing Pickle and Social brand would be honored to be a partner with you in this iconic project.

We are confident that our partnership will prove to be mutually beneficial by bringing both Fairway Social brand simulators along with our Pickle and Social brand to the city and project. It is our hope that you will seriously consider our proposal as we look forward to diving deeper into the details soon with everyone involved. We also believe having our friends from High Five in the same complex is beneficial as we are partnering on many new locations together throughout the US.

We would be happy to host you, or any Village representatives, visit our operating locations and headquarters in Georgia at your convenience.

Respectfully submitted,

Joe Reardon President
& COO
Competitive Social Ventures, LLC

SECTION 2 – PROPOSED PROJECT INFORMATION

Pickleball is the fastest growing sport worldwide for the past three years. The spread of the sport is attributed to its popularity in all age demographics, creating a social and competitive atmosphere for all to enjoy. Pickle and Social will be a unique combination with various pickleball court prototypes based on each locations needs, size and demographics. The proposed menus for each location will feature health-conscious items as well as items that will fulfill the needs of sports bar enthusiasts, always featuring local favorites and delicious cocktails, all in a relaxed setting.

An outdoor gathering space (known as The American Cornhole League Yard) with a stage for live music and with multiple food and beverage options. The Yard will be the perfect place to gather before or after some friendly competition, such as league play, pickleball, clinics, private and corporate events, parties, family outings and fundraisers and more that will highlight an active marketing schedule for Pickle and Social. The ACL Yard will also be the home of regional and national cornhole tournaments for the American Cornhole League.

Learn more at www.pickleandsocial.com.





SECTION 3— CSV CORPORATE OVERVIEW

Competitive Social Ventures was founded with a vision to create competitive social entertainment brands and supercharge their long-term growth. In an industry positioned for expansion, our partners saw an opportunity to build a company unlike any other, with a family of distinct but complementary brands encouraging play.

Competitive Social Ventures was founded with a vision to create competitive social entertainment brands and supercharge their long-term growth. In an industry positioned for expansion, our partners saw an opportunity to build a company unlike any other, with a family of distinct but complementary brands encouraging play.

Our three (3) uniquely themed entertainment brands are centered around shared experiences, premium food and beverage offerings, and live entertainment. Listed below are more details only on the 2 brands we are considering for the Villages of Estero.

FAIRWAY SOCIAL



Fairway Social began as an idea: to create an amazing sports- and entertainment-themed destination where family and friends of all ages and skill levels could come together for fun and shared experiences. Through thoughtful design, Fairway Social offers a multitude of activities, from competitive games on world-class sports simulators and outdoor music on the Rooftop Terrace.

Fairway Social's first venue opened Spring 2021 in Downtown Alpharetta. The walkability and bike-ability of the downtown location make it the go-to neighborhood spot to work on your swing, unwind, listen to music, or just enjoy drinks with friends.

This location is a total of 11,000 square feet with 11 Full-Swing powered simulator bays, a rooftop bar & green space, a Back 9 Putting Green, dedicated private event spaces plus curated food & beverage offerings for all to enjoy.

Fairway Social's second venue opened on February 16, 2023, at the Trilith Town Centre, a 235-acre master-planned residential and mixed-use project that is adjacent to Trilith Studios. Fairway Social at Trilith will have a total of seven simulator bays that are powered by Full Swing™, a central outdoor green space, and a full-service restaurant & bar with inspired menus and cocktails. Fairway Social at Trilith will be a one-of-a-kind destination equipped with live-music, darts, cornhole, ping-pong, and so much more. We have 4 new venues in design and construction today.

PICKLE AND SOCIAL



Pickle and Social will be a unique combination of indoor and outdoor pickleball courts, table tennis, and an outdoor gathering space known as The ACL Yard, with a stage for live music. Pickle and Social is a full-service restaurant and bar, with a chef-inspired menu that offers fresh American classics made from high-quality ingredients with healthy, decadent, gluten-friendly, and allergen-conscious options. Pickle and Social will be the perfect place to gather before or after some friendly competition, league play, lessons & clinics, tournaments, private events, parties and so much more. Pickle and Social will highlight an active marketing schedule!

PICKLE AND SOCIAL FEATURES

- Indoor and outdoor world-class pickleball courts
- Pickleball lessons, leagues, clinics and tournaments
- The ACL Yard with additional outdoor games
- Full-service restaurant and bar
- Open-air patio with stage for live entertainment
- Retail pro-shop
- Ideal setting for events and celebrations

SECTION 4 – FINANCIAL TERMS

CSV proposes a public private partnership with the Village of Estero (“Village”) by way of constructing and conveying fourteen (14) pickleball courts, including related parking and infrastructure.

CSV will purchase two (2) acres for the purchase price of \$100,000. Include in those two acres would be the following:

- 6 climate-controlled indoor pickleball courts
- Four outdoor courts
- Restaurant with a rooftop bar for full food and beverage offerings
- Private event spaces
- The aforementioned ACLYard

CSV will pay a royalty of eighteen (18%) percent of all pickleball revenue annually to the Village of Estero which annually could be more than \$200,000.

CSV’s planned ten (10) courts partnered with the Village’s fourteen (14) courts will allow the venue to attract all major pro pickleball events and tournaments across the United States which is impactful to the Village of Estero.

CSV has committed to secure the necessary capital requirements and loans to complete this iconic project in conjunction with The Village of Estero.

SECTION 5 – COMMUNITY IMPACT

Community giveback and philanthropic endeavors are at the core of who we are at CSV. We are currently in the process of establishing our own 501(c)(3) called CSV Cares which will serve as the launching point for our community outreach events. Our first initiative is a motor and social skills enhancement program hosted at our first venue, Fairway Social, bi-weekly in Alpharetta, Georgia. This initiative was established in conjunction with the Lionheart School for Autism in which is the premier school for autism in the southeast United States. There are 24 students that come each week to socialize and learn different sports through the avenue of our multi-sport simulators. CSV Cares will continue this program in each of our venues through partnerships with local communities, foundations, organizations, schools, etc. CSV also contributes to a “give back Wednesday” program in which a portion of daily proceeds are donated to varying causes throughout the region. This commitment to giving back will continue to be at the forefront of what we do and we are eager to integrate CSV Cares within The Village of Estero and the surrounding communities.



CONTACT PERSON

Below is the name and address of the person who may be contacted for additional information concerning the proposal. CSV is happy to provide additional material or information that the Village may request.

Joe Reardon
President & COO
Competitive Social Ventures
Phone: 404-357-4439
Joe.reardon@cosoventures.com
<https://www.competitivesocialventures.com/>



WORKSHOP ITEM SUMMARY SHEET
VILLAGE COUNCIL MEETING
March 15, 2023

Agenda Item:

Planning, Zoning and Design Board Annual Report

Description:

The Planning, Zoning and Design Board has provided Council an annual report with a status on different projects that have been reviewed over the year. A report for 2023 is attached for Council's review. Scotty Wood, the Chair of the PZDB, will attend the meeting.

Financial Impact:

No impact.

Attachment:

1. 2022 Annual Report



VILLAGE OF ESTERO, FLORIDA

Planning, Zoning & Design Board

2022 Annual Report to the Village Council

INTRODUCTION

The Village of Estero Planning, Zoning & Design Board (PZDB) serves as the Village of Estero's State required Local Planning Agency. The PZDB is responsible for conducting all public hearings on zoning requests for proposed Estero land developments and then makes recommendations to the Village Council and/or takes actions itself on variances, deviations and special exceptions. Also, in its role as the overseer of the design and review of approved developments and portions thereto, all Development Order applications must be reviewed and acted upon by the PZDB, independently of the Village Council.

The PZDB usually meets monthly to review and decide action items and to conduct workshops and Public Information Meetings (PIM). A PIM is a session where applicants can make presentations, questions can be asked by the public or the Board, but no decisions are made. Public input is invited and encouraged at all PZDB meetings.

The PZDB is directly accountable to the Village Council. The Board members serve staggered terms. Currently, the District 3 Village Councilor, who is also the Vice Mayor, serves as the liaison to the PZDB. The Village Director of Community Development and staff provide necessary staff support, field studies, developer/owner dialogue and reports and recommendations to the PZDB. The Village has also retained a prominent land use attorney who advises the PZDB on all legal matters that come before the PZDB. The efforts of Village staff and the land use attorney are immeasurably helpful to the PZDB, enabling it to conduct its assigned responsibility.

THE GOAL OF THE PZDB

The PZDB has the goal of overseeing the development, redevelopment and other changes to various properties within the Village in such a way that Estero grows responsibly. This means that proposals need to be consistent with the Village's Comprehensive Plan and Land Development Code (LDC) and are consistent or complementary with the values and design concepts that Estero has created over a continuum predating its incorporation in 2014 and continuing as an incorporated government. The Comprehensive Plan identifies what is important to Estero's residents, and these items are contained in the Plan's Vision Statement.

PZDB activity also includes monitoring and planning to make sure that the Village infrastructure is able to support new development without overtaxing existing infrastructure. The PZDB, being the Local Planning Agency under the State of Florida Community Planning Act, recommends to the Village Council, after review of land development regulations and development proposals, whether they are consistent with the Village Comprehensive Plan. In concert with the Village Council and staff, the PZDB properly evaluates development proposals' effect on infrastructure and makes necessary recommendations to the Village Council to ensure that Village growth occurs responsibly and in a fashion that maintains the safe and efficient operation of the Village. When landowners and their developer partners seek to develop, they must have approved zoning, apply for a Development Order, and receive approval in most cases from the PZDB prior to obtaining a building permit.

The PZDB seeks to effectively serve several constituencies. First the residents, second the Village Council, and third, landowners who wish to develop or redevelop properties within the Village.

PZDB PROCESS

The PZDB reviews a wide variety of requests from landowners, developers or their representatives. These items range from minor changes to reviewing complex zoning change proposals and Comprehensive Plan Amendments.

The PZDB conducts zoning and Development Order public hearings in a quasi-judicial capacity. Quasi-judicial hearings occur regarding site-specific zoning and Development Order applications. The purpose of a quasi-judicial procedure, which is somewhat more formal than normal public hearings, is to assure due process to all concerned parties and to bring evidence to the PZDB (and ultimately the Village Council) that allows the PZDB to apply the existing adopted regulations/policies/requirements to a specific application (i.e., to determine whether the application for the requested action meets the existing requirements). Presenters and witnesses are sworn in and the members of the Board must disclose any ex-parte communications and any conflicts of interest. The hearing is open to the public with public comment encouraged either in person or by correspondence. Witnesses are subject to cross-examination.

PZDB RULES OF PROCEDURE

With the assistance of the Village Director of Community Development and the Village Land Use Attorney, the PZDB developed formal rules of procedure that it follows as it considers zoning applications, Development Order applications, and other matters. These rules were adopted pursuant to the authority of the Village LDC, Section 2-302.A.10.

The purpose of these rules of procedure is to provide for the orderly conduct of the business of the PZDB. They are intended to ensure a reasonable and consistent process, to promote the orderly and efficient conduct of public proceedings, and to ensure the fair and impartial treatment of each person who appears before the Board. It should also be noted that the Board is scrupulous in its adherence to the Florida "Sunshine Laws", and deviations from those laws are not tolerated in any way.

Once the Board has completed its review of a matter, the Board considers the evidence in the record, the public's input, and any recommendations of the Village staff. On all decisions or recommendations made in any quasi-judicial proceeding, the Board's decision shall be based on competent substantial evidence in the record of the proceeding, and the applicable law. Should any application be denied, the Board shall state findings regarding the criterion or criteria that are not met.

2022 PZDB ACTIVITY

When the Board, or its predecessor Boards or Council, approves an application for development, it can take several years for the approved development to be completed. In addition, Estero, like most of Florida, is a rapidly growing community experiencing high demand for quality residential development thus creating an environment where multiple projects are underway simultaneously. There are numerous developments in various stages ranging from initial land acquisition, planning, application submission, zoning approval, Development Order approval, permitting and construction.

During 2022, the PZDB met 12 times and reviewed a wide variety of development projects. New developments approved included the 23-story high rise Island at West Bay Club, the first high rise development approved by the Village. Via Coconut, a 330-unit mixed use development south of Corkscrew Road along Via Coconut Point received zoning approval. The 300-unit Corsa residential component of Estero Crossing and the Market Place commercial project along US 41 opposite Fountain Lakes were approved. A development order was approved for 213 single family homes comprising Phase 2 of Corkscrew Crossing (now known as RiverCreek) along Corkscrew Road east of I-75. A 34-acre mixed use development just east of US 41 and north of Broadway Avenue is proposed and pending.

Several other single site retail store developments received development orders. During the year, several gated communities sought development orders to renovate club houses. Pickleball is America's fastest growing sport and several communities sought approvals to add or expand pickleball court facilities.

Infrastructure related activity included an application for a new AT&T cell tower at the Elks Club west of US 41 and south of Coconut Road. Several applications for signage include the Miromar Outlets signage along I-75 and placement of Village of Estero entry signage on both US 41 and Three Oaks Parkway. Lee County continued its widening of Corkscrew Road east of I-75, and the Estero Fire District's 5th fire station construction was completed. Improvements to the Williams Road and US 41 intersection were also approved.

The Village approved rezoning of the Estero on the River and Happehatchee properties and initiated a rezoning process on a 19-acre parcel including the golf driving range on Williams Road. The intent of these rezonings is to provide public amenities for the Village going forward.

There are several projects in Lee County and the City of Bonita Springs that impact the Village and are worth noting:

Corkscrew Road Area East of I-75

- The Place at Estero, 1,325 residential units
- Wild Blue, 1,100 residential units
- Verdana Village, 2,400 residential units and commercial uses
- Future projects Kingston and FFD

Coconut Road Area

- London Bay – “Saltleaf” Project, twin high rise development with marina and restaurant (former Weeks Fish Camp) north of the Hyatt Regency resort.

The PZDB also engaged in three governance related activities during the year. A Comprehensive Plan Amendment was recommended to the Village Council to comply with a new Florida law regarding the inclusion of a property rights element in comprehensive plans. The rezoning of the Estero on the River and Happehatchee properties also required a comprehensive plan amendment which the PZDB recommended to the Village Council.

Lastly, The PZDB, with the assistance of the land use attorney and Village staff, developed and recommended a new Village Ordinance to allow the PZDB to have a "designated member" on the board who is a State registered engineer, architect or landscape architect. The PZDB observed that having a designated member helps to provide the Board with needed knowledge and understanding the role and conduct of registered professionals in the development process. Strict rules to avoid conflict of interest were included in the Ordinance. The Council approved the new Ordinance.

HURRICANE IAN

On September 28, 2022, Category 4 Hurricane Ian struck southwest Florida, and the Estero communities principally west of US 41 received significant and often catastrophic damage, much of which was caused by a major 14 foot storm surge. The communities along West Broadway, Pelican Sound and the West Bay Club received the brunt of damage rendering hundreds of homes and condominiums severely damaged or uninhabitable, and thousands of homes throughout Estero were damaged.

Ian was the worst hurricane in Florida history and number 3 nationwide in terms of damage (\$119 billion). While its impact does not per se immediately affect the work of the PZDB, it is impossible to predict whether or not future development activity will be impacted. There is no question that the rebuilding will tax existing construction resources both manpower and material, but construction activity that was present pre storm is continuing.

At the close of 2022, the entire focus of the Village's storm response was assisting residents and communities with debris removal, remediation, inspection, code compliance, contractor monitoring, FEMA assistance and necessary permitting for the massive rebuilding effort that is just beginning. Also, the 54-acre vacant property immediately west of US 41 and north of Coconut Road was designated as a debris removal site. Dozens of salvage contractors have occupied the site and are removing debris for recycling or ultimate destruction.

FAREWELL TO VALUED BOARD MEMBERS

During 2022, the PZDB regrettably lost Co-Chairman Howard Levitan and Vice Chairman Marlene Naratil, both of whom moved away. Howard's distinguished service to the Village predates the Village incorporation when he chaired the Estero Planning Board. He served as Vice Mayor and Council person during the first years of incorporation, and as a retired land use attorney, added much knowledge and guidance to the PZDB. He also received two prestigious awards from the State of Florida in 2022 for his achievements. Vice Chair Marlene served for six years on the Board and its predecessor Board. She enriched the PZDB with her in-depth background and measured judgment, drawing on her prior experience as a member of other planning commissions in earlier years. Board member Anthony Gargano was elected Vice Chair to replace Marlene.

THE OUTLOOK FOR ESTERO IN 2023

In 2000, the full-time resident population of Estero was just over 9,000. The 2022 official US Census.gov estimate placed the resident population at 37,522. Most of this growth occurred when Estero's 39 gated communities were built but, as detailed in this report, development continues principally along the Corkscrew Road corridor, Via Coconut Road, US 41 and Coconut Road.

When all current developments under construction are added together, the population in these developments could total over 17,500, resulting in a population of over 50,000 for the Village and nearby areas. Future projects outside Estero will increase growth even more. Estero is now approximately 90% developed or under development.

As previously noted, this growth takes several years to mature but it requires advance planning to provide necessary infrastructure including not only roads, storm water management, water supply and utilities, but also public safety (police, fire, and EMS), public education and other essential public services.

It is not possible to accurately predict how, if at all, recent high inflation, higher loan interest rates, supply chain issues or Hurricane Ian aftermath will impact Estero's development. It is a fact that Estero is a strong, highly regarded and desirable place to live and work.

The work of Village staff, the Village Council and the Planning, Zoning and Design Board continues. The goal remains responsible development.

Respectfully submitted to the Village Council and the Residents of Estero.

The Village of Estero Planning, Zoning and Design Board
 Scotty Wood, Chairman
 Anthony Gargano, Vice Chairman
 Kristin Jeannin
 Barry Jones
 Mike Sheeley
 James Tatoes
 Jim Wallace

1-17-2023

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WORKSHOP ITEM SUMMARY SHEET
VILLAGE COUNCIL MEETING
March 15, 2023

Agenda Item:

Update on Development Projects in Estero

Description:

Community Development staff will provide a status update on development projects in the Village, including those that have been recently completed or under construction, as well as pending and future projects.

Financial Impact:

No direct financial impact for workshop, but these projects will contribute to the Village's tax base.

Attachment:

1. PowerPoint Presentation

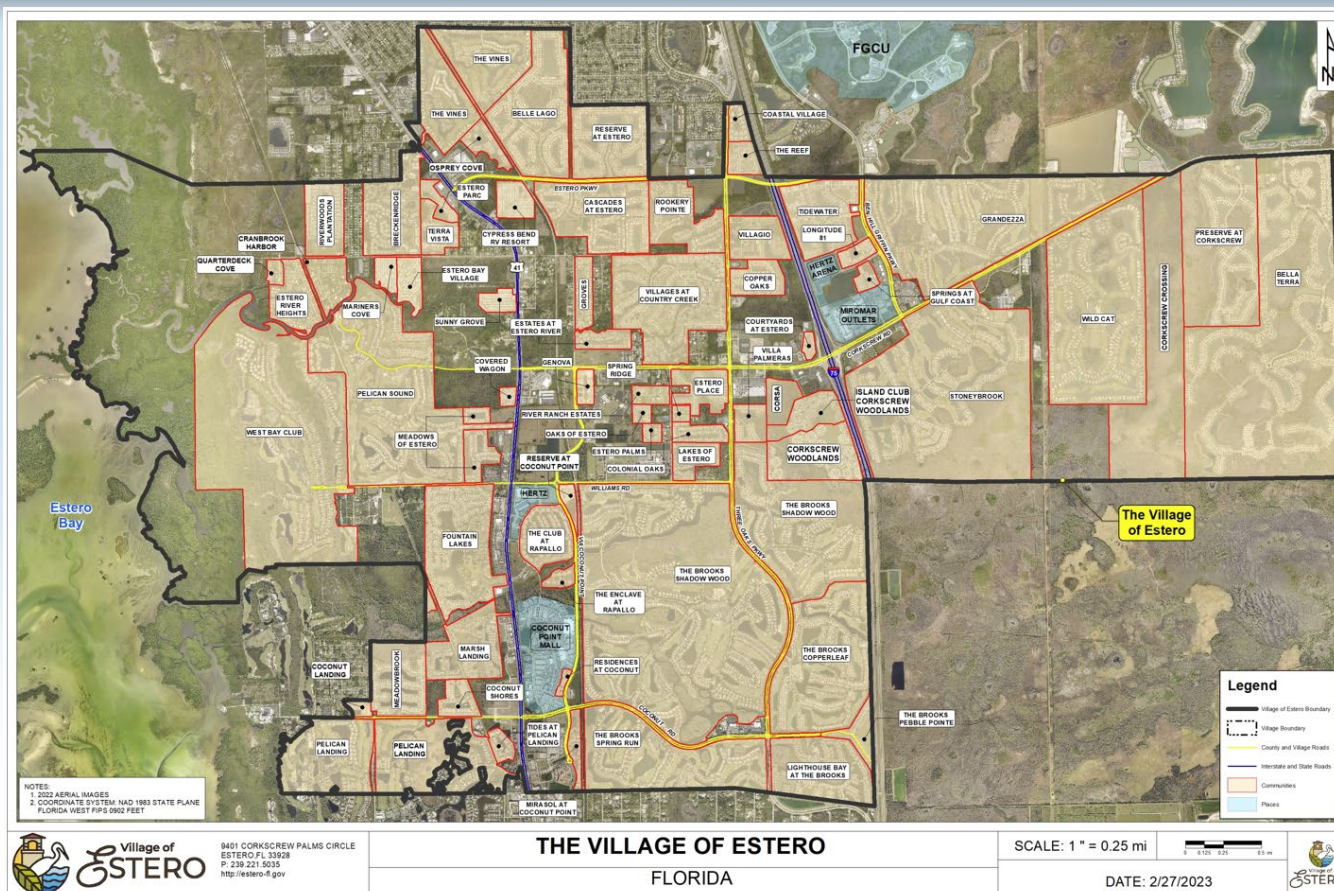


Update on Development Projects in Estero

Village Council Meeting
March 15, 2023

Slide 1







Recently Completed Projects



Clean Machine Carwash



**1-Acre Site
US 41 next to
Vines Community**



Mister Formerly Clean Machine Carwash



Mister Carwash soaks up Clean Machine Florida locations

- **Architecture**
- **Tree Preservation**
- **Hours of Operation**





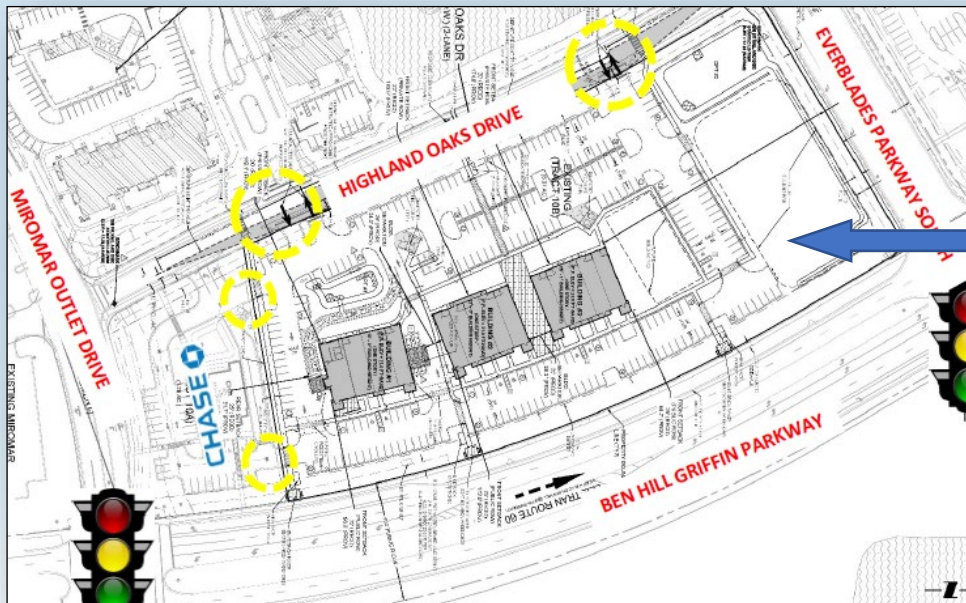
Fifth Third Bank



Located at Miromar Outlets Mall



University Highlands



**West on Ben Hill Griffin Parkway & north
of Miromar Outlet Drive**



Lee Health



Lee Health





University Highlands Building #5



West on Ben Hill Griffin Parkway & north of Miromar Outlet Drive





New Businesses & Remodels



Artisan Bakery



**Broadway
Shops**



Located at US 41 & Broadway



Bicycle Café

Located at US 41 & Estero Parkway



Estero Ridge

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Floral Artistry Studio



Located at US 41 & Estero Parkway



Tacos on the Road



in the Marathon Gas Station on Corkscrew





Coming Soon...



Located at Coconut Point - former "Stir Crazy" site

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Projects Under Construction

**Reviewed and Approved by
Council or Planning Zoning and Design Board**



Estero Crossing



**43-Acres
Located on
Corkscrew Road
west of I-75**

Approved as a Mixed Use Planned Development (MPD)

- **Stock Development**
- **300 Multi-Family Residential Units & 60,000 sq. ft. Commercial**
- **with Placemaking**

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Estero Crossing Commercial



Commercial Retail – Sherwin Williams, Chicken Salad Chick, Orangetheory, The Joint, Affordable Dentures & Implants, Crisp & Green, Restore, Dunkin Donuts



Estero Crossing Commercial



Paseo area connects commercial to residential across “Main Street”



Estero Crossing Commercial



Placemaking



Public Art





Oak & Stone Restaurant





Oak & Stone Restaurant



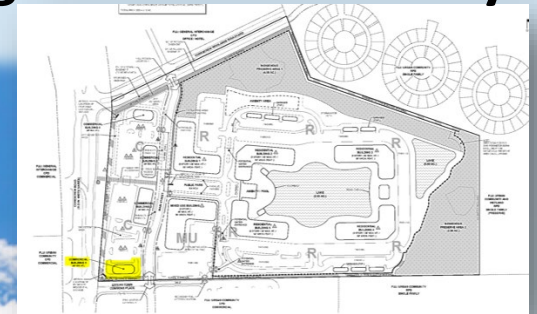
23



Dunkin Donuts at Estero Crossing



Located at the western end of
Estero Crossing off of Puente Way





Estero Crossing Residential



CLUBHOUSE FRONT ELEVATION



Coming Soon



Coconut Landing



**10-Acres located on Coconut Road west of US 41
Property Annexed into Estero from Lee County**

26



Coconut Landing



25 Single Family Residences

27



Coconut Landing



15 Homes Completed



28



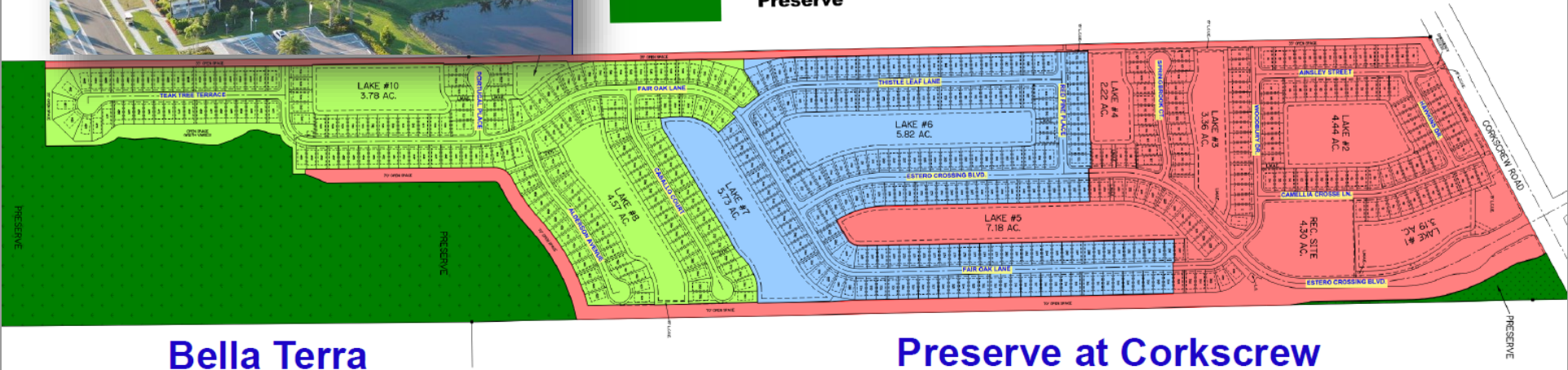
Rivercreek formerly Corkscrew Crossing



Development Order approved for Phase 2



-  Phase One (141 Lots)
-  Phase Two (213 Lots)
-  Phase Three (200 Lots)
-  Preserve



Purchased by GL Homes
Residential Development on 400-Acres with a 200 acre preserve area



Rivercreek formerly Corkscrew Crossing



30



Rivercreek

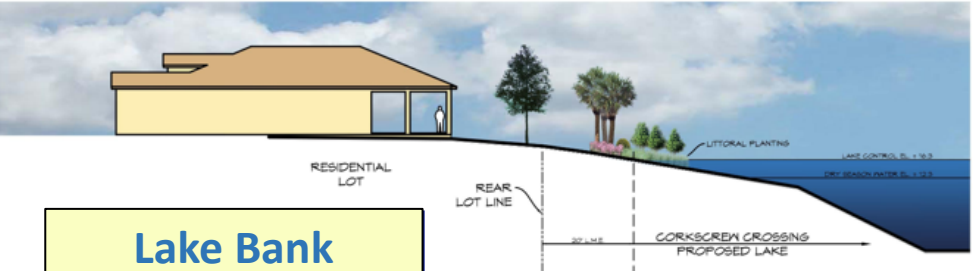




Rivercreek



TYPICAL LAKE EDGE PLANTING CROSS SECTION



Lake Bank
Treatments

Donation to Village for Wetland Mitigation





Future Projects

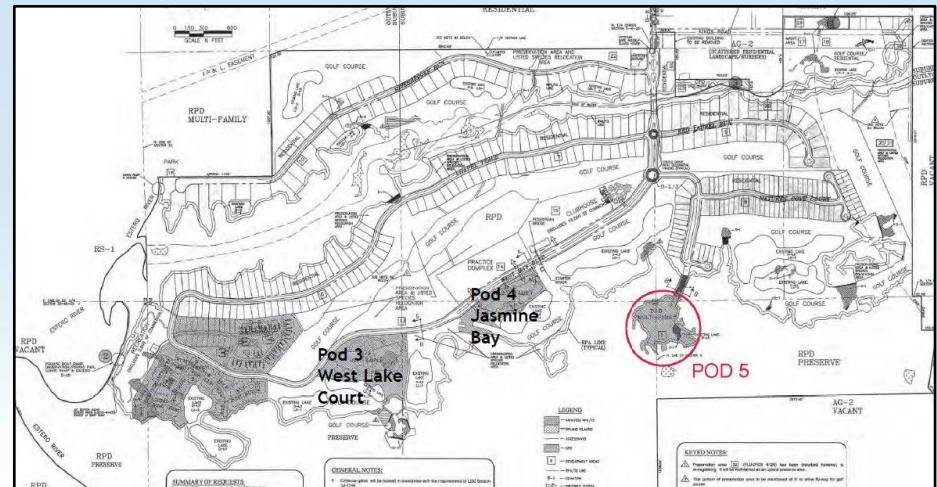


West Bay Club



High Rise Building on Pod 5

Past west end of Williams Road



Approved Zoning & Development Order

34



Downtown Estero

Mixed Use Project



PZDB Expecting to review Development order April/May



US 41 & Broadway





Corkscrew Pines

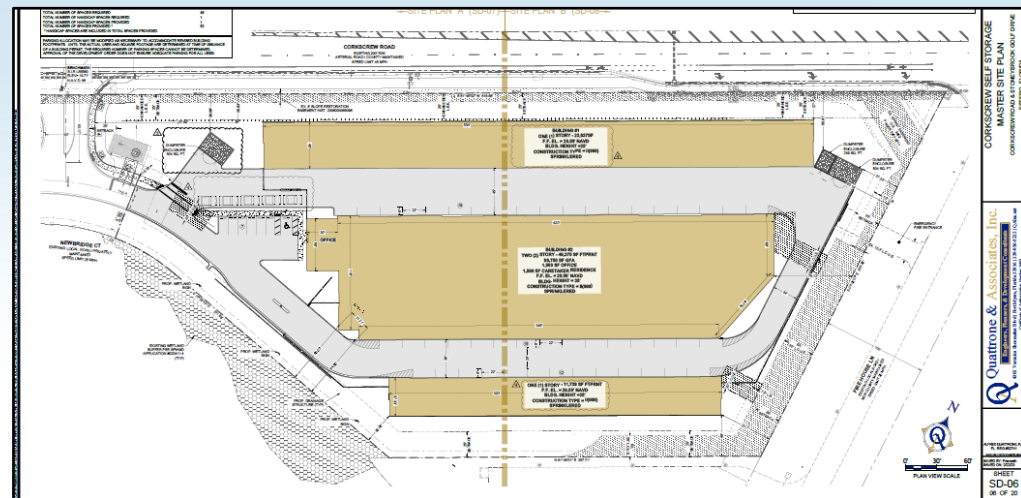


Development Order for Self-Storage, roads and infrastructure to be reviewed by PZDB March/April 2023

BUILDING 1 WITH VIEW OF BUILDING 2 IN BACKGROUND
STREET VIEW



Located on Corkscrew Road at Stonybrook



36



Marketplace at Coconut Point



**10-acre site on US 41
in front of Rapallo**



37



Marketplace at Coconut Point



Development Order
Approved by PZDB





WAWA



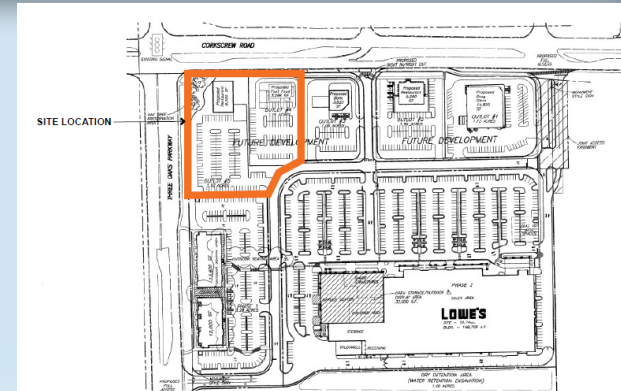
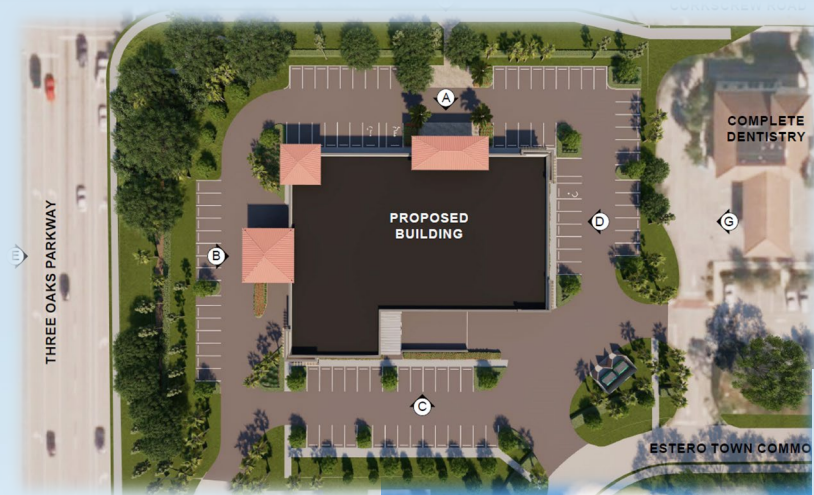
Former Ruby Tuesday Building Site Located on Corkscrew Road in Lowe's Plaza

**Zoning Amendment approved
Development Order under review**





Goodwill Industries



**Relocating from North Corkscrew Road to
South Corkscrew Road & Three Oaks Parkway**



PIM for Development Order reviewed by PZDB February 21, 2023

40



Culver's at Coconut Point



**Located at US 41 and
Pelican Colony Boulevard**

**PIM for Development Order held July 12,
2022 and a Workshop November 8, 2022**

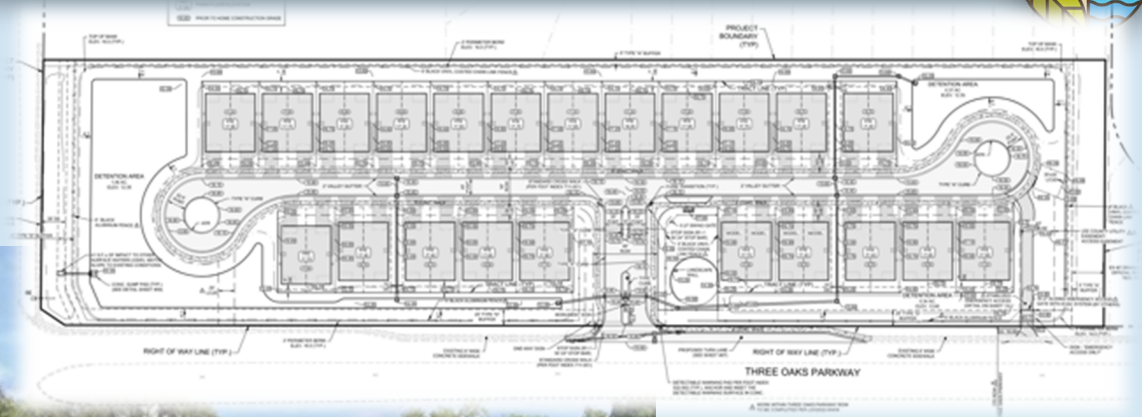




Milan Villas

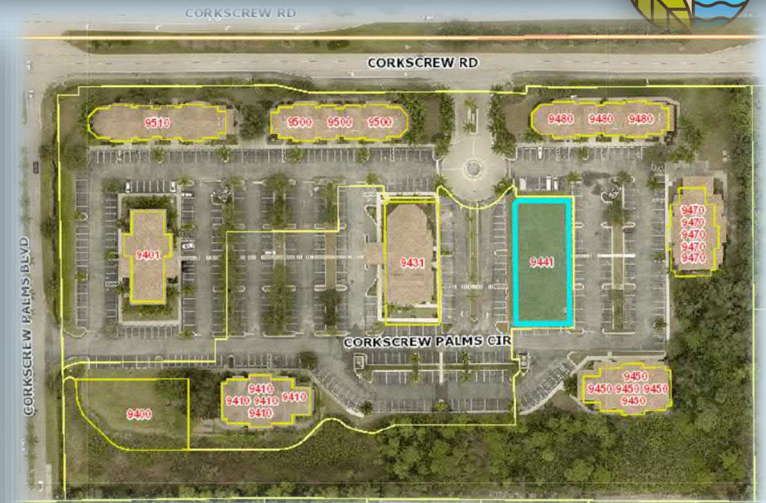


**Rezoned from CPD to RPD
Development Order approved
for 44 Single-Family Homes**



**10-acre site located on
Three Oaks Parkway
and Williams Road**

An architectural rendering of a multi-story commercial building for Ginsberg Eye Optometrists. The building features a mix of red, orange, and beige facades. The central section is a taller, beige-colored tower with two floors of windows and a flat roof. It has the 'GINSBERG EYE' logo and 'OPTOMETRISTS' text on its upper levels. To the left is a red section with a gabled roof, a circular window, and three arched windows. To the right is an orange section with a gabled roof and arched windows. The building is surrounded by palm trees and a paved area.

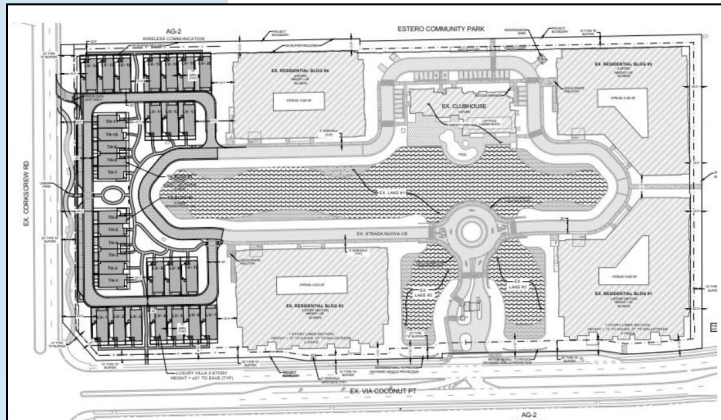




Genova Single Family



in lieu of 2 Condo. Buildings
Located on Corkscrew Road
& Via Coconut



Zoning Amendment approved
Awaiting Development Order to be submitted
31 attached villas and townhomes

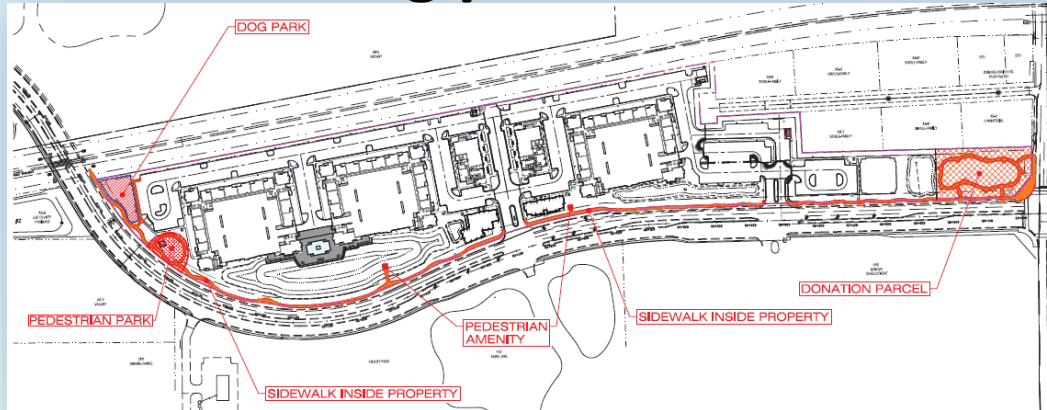


Via Coconut



Development Order under review

- Finalizing pedestrian amenities and park donation



Mixed Use Development

- Multi-Family & Commercial
- Main Street Area





Pavich Office Building



On Corkscrew Road - West of Via Coconut



- **Council approved Rezoning**
- **Development Order 9,000 sq. ft. building under review**

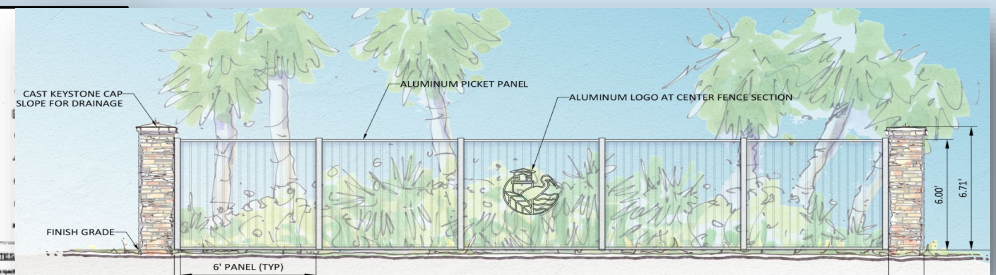
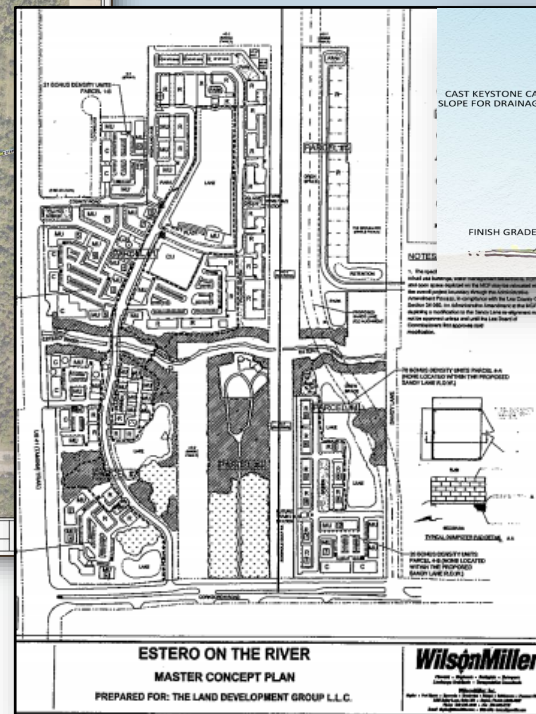
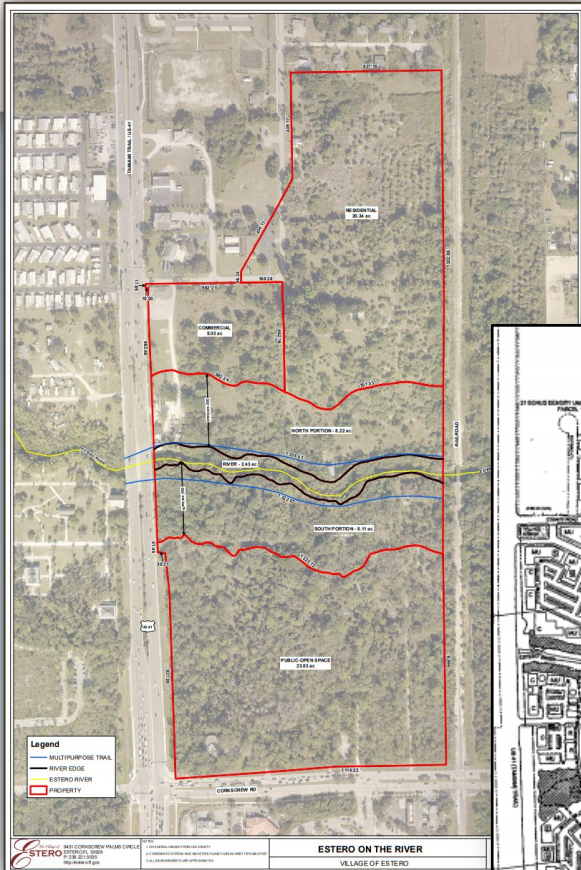


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Estero River Park



Village Property ± 62 Acres
US 41 & Corkscrew Rd.



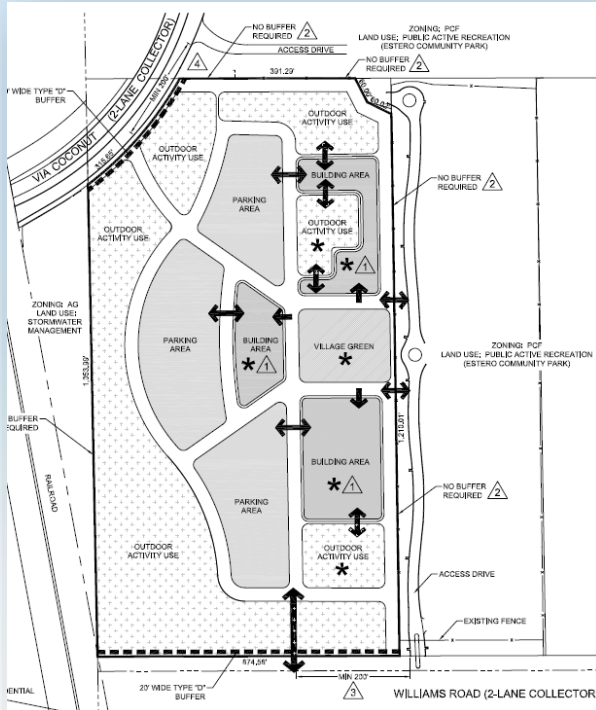
- South half rezoned to Parks & Community Facilities
- Phase 1 Walking Paths

48

Village Property 9000 Williams Road



± 19 acres north side of Williams Road, east of Via Coconut Point and the railroad right-of-way



- Rezoning from CPD & Agriculture to Estero Planned Development
- Specific Uses are currently being evaluated



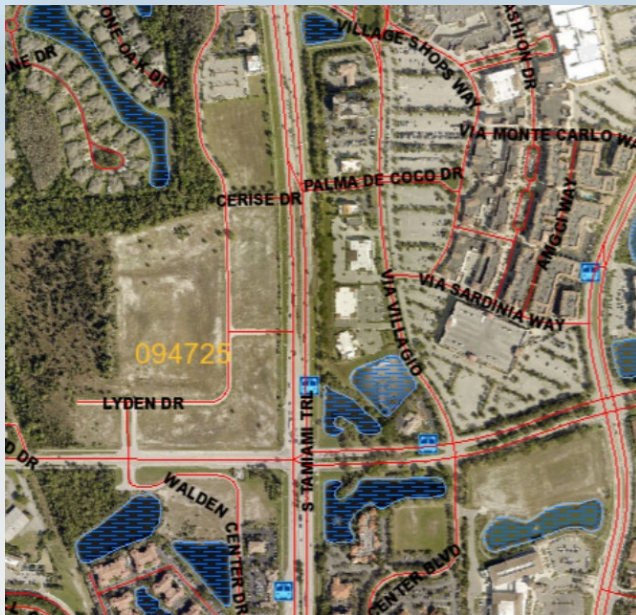
49



Woodfield formerly Lee Health



40 Acres
NW corner of US 41 &
Coconut Road



Rezoning to Estero Planned Development
• **Under review**

49



Woodfield



Proposed Mixed Use:

- Residential
- Office
- Restaurant
- Retail
- Public Green Space



PIM at PZDB February 21, 2023



50



North Point - HCA



± 100 Acres

**NE corner of US 41 &
Williams Rd. across from
Hertz**

- **Mixed Use**
- **No application submitted**



Whatever happened to these Projects?

52



The Colonnade



Site Plan



Rezoning approved by Council in 2016 for Continuing Care Facility



- **Development Order submitted but not finalized**
- **No official notification of project status**



Phoenix Senior Living Community



Now "For Sale"

- Rezoning and Development Order approved
- Building Permit reviewed but never issued (Applicant delay)



54



Hilton Garden Inn



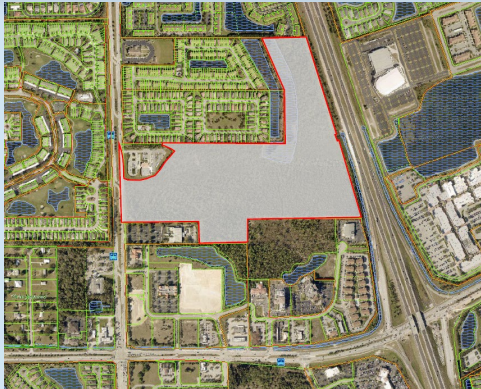
**Corner of Via Villagio &
Sweetwater Ranch Boulevard**



Coconut Point Tract 1D3



Three Oaks School Site



**± 68-acre site on
Three Oaks
Parkway**



- **Comprehensive Plan Amendment
from Wetlands and Village
Neighborhood 2 to Public Facilities**



Old Post Office 8111 Broadway E



1 acre site east of US 41



- **Rezoned from AG to Commercial Planned Development**
- **Development Order approved for redevelopment of 4,800 sq. ft. building**
- **Property for sale**



SW Corner of Three Oaks & Estero Parkway



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Comments?

