



Alachua County Agenda

ALACHUA COUNTY BOARD OF COUNTY COMMISSIONERS

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

September 20, 2011 BoCC Special Meeting 10 AM

Call to Order (10:00 AM)

Adoption of Agenda

Items for Discussion

Presentations

- ✓ 1. Presentation by the City of Newberry regarding the purchase and use of the Canterbury Showplace as the County Fairgrounds (Amended)

Amount: N/A

Recommended Action: Receive presentation by representatives of the City of Newberry and provide staff with direction

- ✓ 2. Funding request by City of Alachua for expansion of Hal Brady Recreation Complex (Amended)

Amount: \$500,000.00

Recommended Action: Do not fund the request using Tourist Development Tax in order to preserve the process used to rank applications during the RFP cycle seeking capital projects.

Action Items

- ✓ 3. Termination Agreement Advantek Consulting Engineering Inc. (Advantek) (Amended)

Amount: \$42,352.44

Recommended Action: Approve Termination Agreement with Advantek Consulting Engineering Inc. and authorize staff to begin the RFP process to hire a new Engineer of Record for the Jail Energy Conservation Project Phase 2.

4-06-11-2011

4. Sales Tax: Pavement Management Program (Amended)

Amount: N/A

Recommended Action: Direct staff to proceed with development of a 2012 ballot initiative for a 1-cent Charter County Transportation System Surtax for a period of at least ten years and to begin the community involvement process

5. FY12 Budget Development - Final Adjustments to Tentative Budget and Tier 1 Decision Package

Amount: N/A

Recommended Action: Review outstanding budget requests and approve any changes to the FY12 Tentative Budget.

Time Certain (No Time Certain)

Recess

6. Recess for lunch (Amended)

Amount: N/A

Recommended Action: Break for lunch; establish a time to reconvene.

Commission General and Informal Discussion

Public Comments

Adjourn

September 20, 2011 BoCC Special Meeting 10 AM
Agenda Item #1

Title

Presentation by the City of Newberry regarding the purchase and use of the Canterbury Showplace as the County Fairgrounds
(Amended)

Amount

N/A

Description

To be presented by representatives of the City of Newberry

Recommendation

Receive presentation by representatives of the City of Newberry and provide staff with direction

Alternative(s)

None

Requested By

Rick Drummond

Originating Department

County Manager's Office

Attachment(s) Description

None

Documents Requiring Action

None

Executive Summary

None

Background

None

Issues

N/A

Fiscal Recommendation

N/A

Fiscal Alternative(s)

None

Funding Sources

N/A

Account Code(s)

N/A

CANTERBURY/COUNTY FAIRGROUND INITIATIVE

County purchase Canterbury: Approximately \$5M

Source: Bed Tax

Approximately 60 Acres

Convention Center/Sports Arena: Approximately \$4M

*Constructed By GoodSports Fieldhouse

*GoodSports Operates and Maintains the Facility

*50 year lease

Midway/Fair Improvements: Bed Tax \$?

Infrastructure already in place at Canterbury

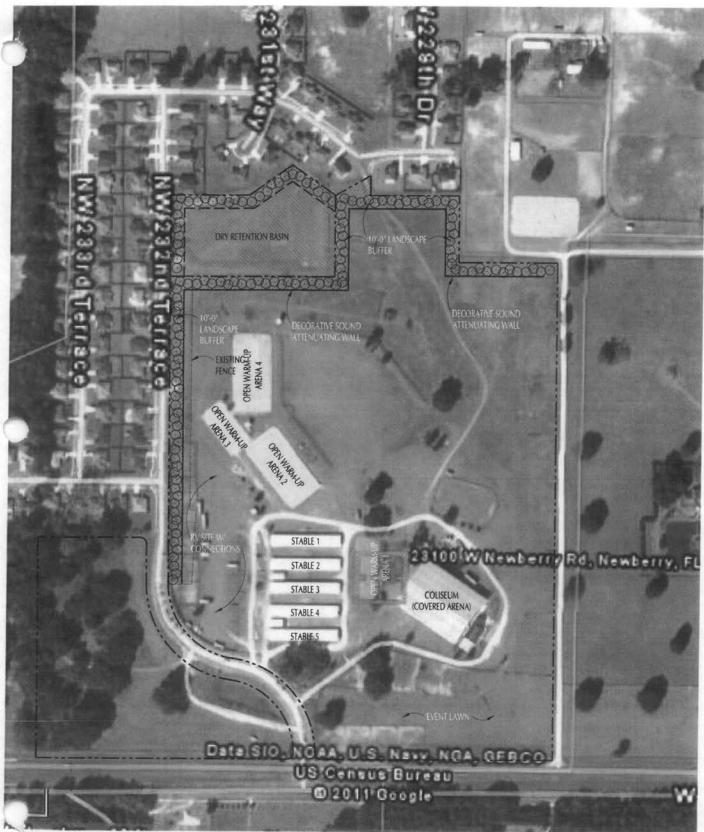
1. Four lane Highway
2. Turn lanes
3. Water/Sewer/Electricity
4. Covered Arena
5. Event Lawns
6. RV Park/Connections
7. Stables
8. Warm up area
9. Gates-Portals
10. Fencing
11. Portion paved driveways

COUNTRY'S PROPOSED PHASE 1 COST:

\$22M

CITY'S PROPOSED PHASE 1 COST

\$7-8M





**CITY OF GAINESVILLE***Office of the City Commission*

September 19, 2011

Commissioner Leo Pinkoson, Chair
Board of County Commissioners
P.O. Box 5547
Gainesville, FL 32627-5547

Dear Chair Pinkoson:

As the District 1 Gainesville City Commissioner representing the citizens of East Gainesville on the City of Gainesville Commission, it has come to my attention that a request for the potential use of Alachua County Tourism Development Tax funds for proposed projects in the cities of Newberry and Alachua will be discussed at the Board of County Commission scheduled for today, September 20, 2011. I am compelled to speak out forcefully against consideration by the Alachua County Board of County Commissioners of any recommended action that is inconsistent with Plan East Gainesville and promoting the economic revitalization of east Gainesville and eastern Alachua County, present and future.

Without reservation, I emphatically state that I am opposed to any proposal that seeks to reallocate County Tourism Development Tax dollars from development of the new Alachua Fair Grounds located on Waldo Road. The decision to site the new Fair Grounds at this location was arrived at using a process that was open to the public and which was generally perceived as fair to all. Any request to reconsider the use of TDT funds for projects in western Alachua County that were not funded as part of this established public process for the allocation of TDT funds will open a Pandora's box of negative speculation. Already, many area residents question the motives and commitment of County government to the economic revitalization of Eastern Alachua County, and particularly in East Gainesville, an area that has historically suffered inequitable allocation of economic development resources.

I agree with my colleagues of the Gainesville City Commission that any formal consideration of a request for a potential use of County Tourism Development Tax funds should occur only after rigorous review through the previously established public process for the allocation of Tourism Development Tax revenues. This process should include an opportunity for all County municipalities to submit projects that best serve the goals and objectives of the Alachua County Tourism Development Tax Fund.

For example, Gainesville has two projects that are eligible for consideration. One project proposes to develop a Downtown Hotel and Convention Center that would generate additional TDT funds and would be centrally located at the seat of County government. The other project would enable expansion of the Martin Luther King, Jr. Multipurpose Center to bring additional sporting venues and revenue directly to East Gainesville and Eastern Alachua County.

To be clear, I do not support any request for the potential use of Alachua County Tourism Development Tax funds for proposed projects in the cities of Newberry and Alachua and I will work vigorously in my elected office to rally public support against what must be considered bad public policy. I strongly urge my colleagues at the Alachua County Board of County Commissioners to maintain support for their own Tourism Development Tax allocation process and stand by the decisions that were made as part of that process. Also, please refuse any request relating to use County Tourism Development Tax Funds that does not include reopening the allocation process to all municipalities to submit projects that best meet the goals and objectives of County Tourism Development Tax Fund.

Sincerely,

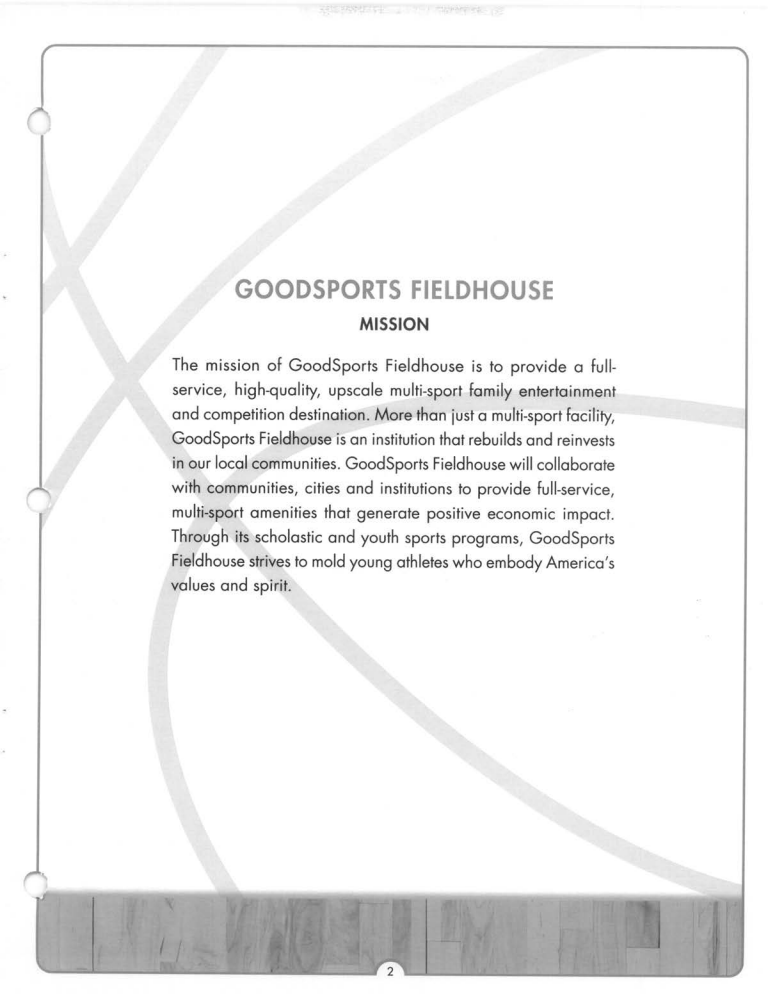
Scherwin Henry
District 1 Commissioner

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INVESTMENT IN YOUTH SPORTS

GET IN THE GAME





GOODSPORTS FIELDHOUSE

MISSION

The mission of GoodSports Fieldhouse is to provide a full-service, high-quality, upscale multi-sport family entertainment and competition destination. More than just a multi-sport facility, GoodSports Fieldhouse is an institution that rebuilds and reinvests in our local communities. GoodSports Fieldhouse will collaborate with communities, cities and institutions to provide full-service, multi-sport amenities that generate positive economic impact. Through its scholastic and youth sports programs, GoodSports Fieldhouse strives to mold young athletes who embody America's values and spirit.

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GOODSPORTS FIELDHOUSE



GOODSPORTS FIELDHOUSE

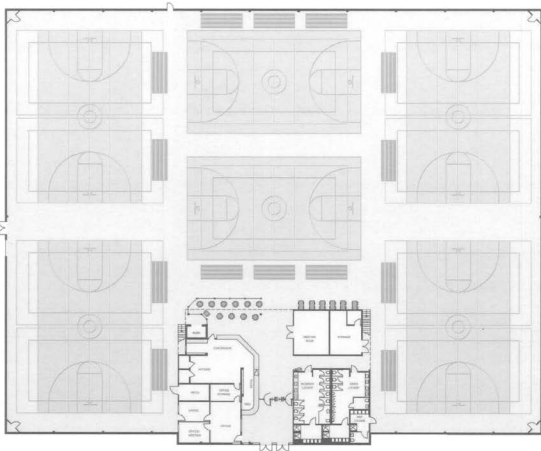
BUSINESS PROPOSITION

GoodSports Enterprises is the sports entertainment division of Focus Hospitality Services - a vertically-integrated development, construction and management company specializing in hotels, water parks, and sports recreation facilities. Over the past 30 years, Focus companies have successfully built and operated over 43 hotels, resorts and entertainment properties. As a developer and operator, the company currently employs over 500 exceptional people.

GoodSports Enterprises proposes to design, build and operate a network of contemporary indoor sports Fieldhouses - multi-sport themed, family destination venues throughout the nation and eventually overseas. Branded as **GoodSports Fieldhouse**, the 55,000 square-foot

facility is professionally designed to be a premier destination for basketball, volleyball, gymnastics, tennis, wrestling, fencing, cheerleading and dance competitions and tournaments. GoodSports Fieldhouses will meet the sport expectations for groups of all ages and abilities. In addition to tournaments and youth training, the facility is an ideal location for convention and exhibitor events, trade shows and meetings.

A GoodSports Fieldhouse is a valuable investment for a local community. Due to the significant social and economic benefits realized from a GoodSports Fieldhouse, GoodSports Enterprises will collaborate with local municipalities, convention and visitors bureaus and sports commissions to promote tourism, local spending and youth participation. GoodSports Enterprises is dedicated to providing value-based programs to improve youth sports through destination venues with premier amenities, education and training programs.



GOODSPORTS FIELDHOUSE

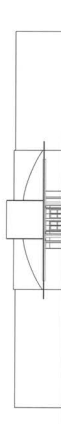
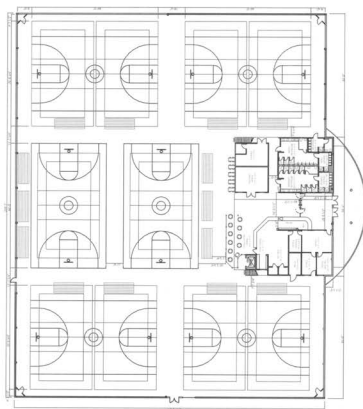
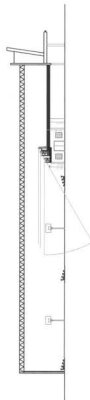
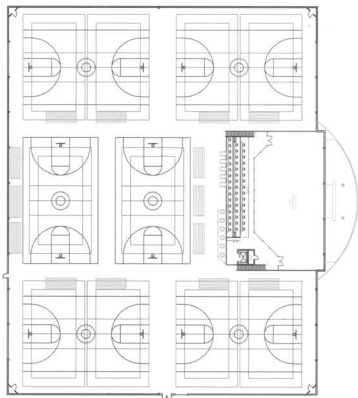
FACILITY DESIGN

The 55,000 square-foot multi-use facility deploys and utilizes cost and space-efficient designs featuring six high school regulation, bio-cushioned hardwood basketball courts (convertible into ten volleyball courts) with quality spectator accommodations.

Amenities provided to players, coaches and spectators include: center court for championship competitions, a concession area catering to athletes and their families, separate referee locker rooms, generous restrooms, an

arcade area and ample vending machines. The raised mezzanine level is a unique, multi-functional space. It is an ideal area to serve as an observation deck, and can function as a conference area. Furthermore, the mezzanine level is suitable for fitness training, strength and conditioning programs, trade and trunk shows, product demonstrations and pre-game team meetings. To accommodate all the traffic associated with the activities, GoodSports Fieldhouse offers abundant, dedicated parking outside the facility with ample parking for tournaments and other peak usage requirements.





GOODSPORTS FIELDHOUSE

VISION

The GoodSports Fieldhouse vision is to become America's first and foremost youth sports experience by creating state-of-the-art designed "experience venues" with brand identities similar to Madison Square Garden, Cooperstown USA and ESPN's Wide World of Sports. The premier, branded youth sports experience venue will be focused on indoor sports activities and will cater to the cultural, social and commercial needs of a vast and growing youth market.



CUSTOMER

GoodSports Fieldhouse is for families, players, fans, coaches and referees who are looking for quality venues and youth sports programs organized around the development of fundamental skills and installation of fair play and etiquette in sports. The reputable, branded environment is aligned with the values and interests of players, coaches, schools and parents. This environment will create and deliver a consistent experience across multiple markets.

Additionally, event rights holders and national sporting organizations will be drawn to GoodSports Fieldhouse for the first-class facility accommodations, family-friendly environment, convenience and affordability.

GOODSPORTS FIELDHOUSE

YOUTH SPORTS MARKET & TRENDS

Youth Sports Participation

According to the National Council of Youth Sports, the number of youth participants in all organized youth sports activities exceeded 60 million in 2008. This represents a 38% increase in the number of youth participants since 2000.

A 2010 household survey conducted by the Sporting Goods Manufacturers Association (SGMA) revealed approximately 9.9 million youth between the ages of six and 17 years old participated in basketball activities and 3.2 million participated in volleyball activities.

In 2010, the National Federation of State High School Associations (NFHS) conducted a study titled the High School Athletic Participation Survey to assess high school sports participation rates. The survey revealed that during the 2009-2010 school year, a record breaking number of boys and girls participated in high school athletics [7,628,377].

- Of the 7,628,377 participations, 4,455,740 boys and 3,172,637 girls were involved in high school athletics: both are all-time highs.
- Boys and girls total participation increased by 33,078 and 58,546, respectively.

Youth Sports Spending

According to the 2011 Sports Events Trends and Economic Impact Study for North America, the itinerant sports competition marketplace represents an annual impact of about \$6.65-billion in direct spending in communities.

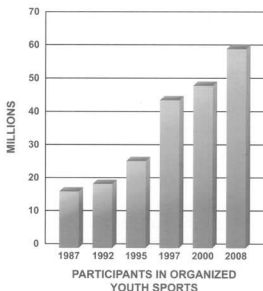
The Sports Events Trends and Economic Impact Study for North America indicated in 2010 that athletes spent an estimated average of \$688 per competition, down

from \$719 in 2009. While some of the decrease is due to market contraction, a significant portion of the spending decrease was a result of lower hotel room rates during that period. As the hospitality industry continues to recover, athlete spending per competition is anticipated to increase in 2011. According to Colliers PKF Hospitality Research, the hospitality industry should experience a 7.1% increase in revenue per available room (RevPar) in 2011.

Market Niche

Recent data reveals active sports participants are set to increase spending in 2011. The 2011 SGMA Sports Participation Report indicates two of the leading increases in spending by participants will be in sports and recreation related travel and "pay to play" fees.

In conclusion, there is a flight to quality in youth sports. Young athletes and families are seeking high quality, cost-effective, learning-centered athletic programs to provide access to full service training and competitive



PROVIDED BY: THE NATIONAL COUNCIL OF YOUTH SPORTS

experiences. As a result, traditional indoor sport venues such as recreational centers and local facilities no longer satisfy the demand for superior programs and competition. These demands create an opportunity for a **national brand** to fill the needs for quality venues and indoor sports programming.

GOODSPORTS FIELDHOUSE

OPPORTUNITY

CHURCHES

Due to the number of activities and other functions being conducted in church facilities, availability for court rental or tournaments is limited. Churches host church leagues for students and members of the parish.

FITNESS CLUBS

Fitness Clubs are member-only facilities – with limited courts (typically one or none) and do not feature skill development clinics, leagues or tournaments.

PRIVATELY-OWNED FACILITIES

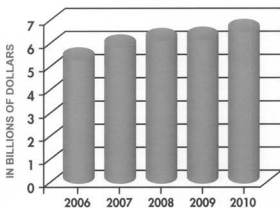
Privately-owned and independent facilities are typically operated by sports enthusiasts or ‘lovers of the game’ who do not possess the required business acumen to operate a profitable facility.

Typically, family sports and youth athletic facilities lack a memorable **national brand** that consumers associate with a high-quality, destination family sports experience.

PARK DISTRICT & RECREATION FACILITIES

Park District and Recreation Facilities are operated on a non-profit basis by local municipalities, and focus solely on the inclusion of town residents – leaving out nearby municipalities who do not offer indoor sports programming.

Economic Impact of the Itinerant Sports Events Marketplace



SOURCE: SPORTS EVENTS MAGAZINE, MARCH 2011

GoodSports Fieldhouse is focused on a higher level of skill ability rather than basic level recreational sports experiences.

SCHOOLS (PUBLIC AND PRIVATE)

School facilities are the largest source of court supply in a market. However, the availability of courts are limited due to other activities that schools utilize the courts for such as concerts, cheerleading and pom practices, plays, graduations, fundraisers, games and practices for sports and meetings.

Additionally, school facilities lack the number of courts needed to host tournaments and leagues. Our research indicates groups of school facilities are often combined to host events making the competitions inconvenient for participants and inefficient for the operators.

YMCAS

With few exceptions, YMCA facilities do not rent their courts to non-members or manage competitive tournaments and leagues.

Table. Comparison of Facility Amenities and Services

Facility Type	Host State, National & International Events	Ample Court Space (4 or more)	Tournament Management	Alternative Uses	Not Limited to Members Only	Leagues	Lessons, Skills Clinics & Camps	National Alliances & Partnerships	Concessions & Other Amenities	National Trusted Brand
GoodSports Fieldhouse	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Churches				✓	SOMETIMES	✓				
Park District & Recreation Facilities	SOMETIMES		✓				✓			
Fitness Clubs									✓	
Privately-Owned Facilities	SOMETIMES	SOMETIMES	✓		SOMETIMES		✓		✓	
Schools (Public & Private)	SOMETIMES			✓	✓	SOMETIMES	SOMETIMES			
YMCA					SOMETIMES		✓		✓	✓



GOODSPORTS FIELDHOUSE

ECONOMIC IMPACT

GoodSports Fieldhouse is intended to be a catalyst for economic growth and development in a community. Events sponsored at GoodSports Fieldhouse will attract attendees from outside the marketplace contributing to the local economy by creating jobs, increasing tax revenues and encouraging development of additional commercial partners such as restaurants, hotels, family entertainment attractions and retail. According to the 2011 Sports Events Trends and Economic Impact Study for North America, the itinerant sports competition marketplace represents an annual impact of about \$6.65-billion in direct spending in communities. Positive economic impact created by GoodSports Fieldhouse will allow it to establish mutually beneficial relationships with municipalities and further attract events to the facility.

Citing credible national sources, the following information highlights how GoodSports Fieldhouse can stimulate local spending and job growth. It is intended to provide a general estimate and overview of GoodSports Fieldhouse's potential impact on a community.

Direct and Indirect Spending

Based upon youth sport event formulas provided by Florida Sports Foundation*, a 50-team event at GoodSports Fieldhouse can attract up to 1,875 visitors per competition. Participants and visitors attending the GoodSports Fieldhouse competition can account for as much as \$490,000 in additional spending between lodging, food and other goods and services (see table on page 13.)

The management team envisions hosting 24 to 32 youth sports events at GoodSports Fieldhouse annually. Events will be a combination of state, regional and national competitions, and will range in size from individual sport participants (karate, judo, wrestling) to over 100 team tournaments. A GoodSports Fieldhouse hosting 24 events can provide between \$10 million and \$14 million in economic benefits to a community per year.

Furthermore, GoodSports Enterprises plans to host non-sporting events such as conferences and conventions which will have a similar positive economic impact. The unique layout and ability to accommodate groups of all types and sizes makes GoodSports Fieldhouse a valuable tool for generating new revenues in a community.

* A private, non-profit corporation operating under contract with the Office of Tourism, Trade and Economic Development for the Executive Office of the Governor

**Table. Example of Economic Impact
from a GoodSports Fieldhouse Event**

ASSUMPTIONS	AMT.
Average # of Teams per Event	50
Average # of Participants per Team	15
Average # of Spectators per Participant	1.5
Average Days of Event	2
Average # of Nights	2
Average Daily Rate	\$89
Youth Athlete Spending Per Day*	\$72
Adult/Spectator/Family Spending Per Day*	\$143
Percent of Spectators Requiring Lodging*	75%
Number of Visitors per Hotel Room	4

* Information provided by Florida Sports Foundation

TOTAL VISITORS	
Teams	50
Average # of Participants per Team	15
Total Youth Athletes	750
Average # of Spectators per Participant	1.5
Total Adult/Spectator/Family	1,125
Total Visitors	1,875

HOTEL/LODGING IMPACT	
Total Visitors	1,875
Percent of Visitors Lodging	75%
Total Visitors- Lodging	1,406
Average # of Participants per Room	4
Average # of Nights	2
Total Room Nights	703
Average Room Rate	\$89
Total Event Lodging Impact	\$62,578

SPENDING IMPACT	
Total Youth Athletes	750
Average Days of Event	2
Youth Athlete Spending per Day	\$72
Total - Youth Athlete Spending	\$108,000
Total Spectators	1,125
Average Days of Event	2
Adult/Spectator/Family Spending Per Day	\$143
Total - Adult/Spectator/Family Spending	\$321,750
Total Event Spending Impact	\$429,750
Total Spending/Hotel Impact	\$492,328

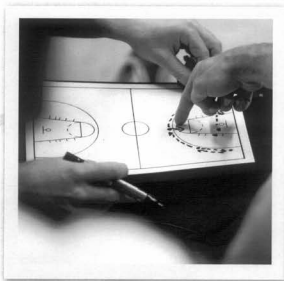


Potential Job Creation

A GoodSports Fieldhouse project has the potential to create jobs in a number of areas: management, operations, part-time and construction. The initial plan is to staff the facility with a general manager and assistant manager. As the business stabilizes, additional positions relating to sports marketing, event management and accounting will be established. Special events require additional staffing and will be determined by event basis. Examples of part-time staffing include: parking, concessions, tickets, merchandising, trainers, officials, security (private & law enforcement) and medical (EMT). GoodSports Enterprises will aim to utilize local labor and vendors at every available opportunity.



KEYS TO THE GAME



OUR UNIQUE MODEL

GoodSports Fieldhouse is built on an efficient model that combines a sport-focused mission and identity, first-class layout and facilities and highly competent operations management. The facility will be supported by a globally-recognized team of industry experts in real estate, business, event management and hospitality – allowing the company to expertly manage construction of the facility and operate the business.

The blueprint for GoodSports Fieldhouse's operating system is built around a detailed evaluation of existing sports recreation facilities offering comparable amenities and athletic activities. Revenue and expense projections are consistent with historical operating financial records for similar types of profitable facilities.

GoodSports Fieldhouse has created a proprietary optimization model to evaluate revenue generation relative to court usage. The model will be used not only to identify scheduling opportunities, but will also be used as a management tool that will create fundamental operating metrics for each specific location.

Revenue Generators: The vast majority of game time and practice time within the facility occurs between 5:00 p.m. and 10:00 p.m. Monday through Friday (25 hours), 8:00 a.m. to 8:00 p.m. Saturday (12 hours) and 8:00 a.m. to 8:00 p.m. (12 hours) Sunday for a total of 49 prime revenue generating hours per court per week. GoodSports Fieldhouse optimizes revenues during peak demand periods utilizing dynamic pricing strategies. Main revenue generators include:

- Tournaments
- Leagues (youth and adult)
- Convention and exhibitor events
- Club programs
- Skills training and camps
- Court rental
- Concessions
- Sponsorships
- Retail

Cost Management: Elastic cost controls are closely aligned to the level of activity in each facility. The chief expenditures for a single location are:

- Occupancy costs, maintenance and overhead (taxes, insurance and utilities)
- Salaries and benefits for full-time employees
- Referee expenses
- Concessions (retail food and merchandise costs)
- Tournament and league-related costs including trophies and jerseys

(Please see financial information under separate cover for further details.)

NATIONAL PARTNERSHIPS

GoodSports Fieldhouse will partner with national sports organizations, sports commissions, convention and exhibitor bureaus and local area operators to develop tournament and camp packages that combine registration with inclusive amenities such as hotels and lodging, dining choices, entertainment options (movie theaters, museums and water parks) and on-site food and merchandise programs. This strategy will allow GoodSports Fieldhouse to become a credible, single resource for families, coaches and youth organizations for all amenities associated with weekends, overnight camps and tournaments. More importantly, these national affiliations have built in member team systems, and are able to attract scores of teams from all over the United States for sanctioned events.

Partnerships with national youth sports associations are critical to constructing strong barriers to entry for competitors. GoodSports Fieldhouse plans to establish strategic affiliations with the following organizations:

MULTI-SPORT

Amateur Athletic Union (AAU) is one of the largest, non-profit, volunteer, sports organizations in the United States with over 500,000 participants and 50,000 volunteers. AAU is a multi-sports organization divided into 56 districts. Collectively, these districts annually sanction more than 34 sports programs, 250 national championships and over 30,000 age division events. AAU sports include: basketball, volleyball, gymnastics, wrestling, dance, cheerleading, jump rope, badminton, martial arts, aerobics and baton twirling.

United States Olympic Committee (USOC) is the coordinating body for all Olympic-related athletic activities in the United States. There are 45 Team-USA

sports under the USOC including USA Wrestling, USA Archery, USA Badminton, USA Basketball, USA Table Tennis, USA Gymnastics, USA Volleyball, USA Judo, USA Karate and USA Fencing.

Special Olympics offers over 30 Olympic-type individual and team sports that provide meaningful training and competition opportunities for persons with disabilities. Some of the sports include: artistic gymnastics, badminton, basketball, rhythmic gymnastics, volleyball, tennis, table tennis, powerlifting and judo.

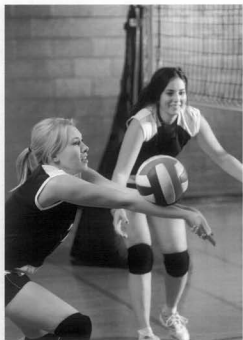
United States Specialty Sports Association (USSSA) offers 14 different sports including basketball (5 on 5, 3 on 3), wrestling, volleyball, taekwondo, baseball and traditional karate. USSSA has over 90,000 teams nationwide.

BASKETBALL

Youth Basketball of America (YBOA) is an international governing body which promotes youth basketball worldwide and offers league development, tournaments, educational clinics, scholarship programs and insurance. YBOA has over 200,000 youth (boys/girls) members with programs in 22 countries worldwide.

US Junior Nationals (USJN) is known as one of the premier competition event organizations in the United States. USJN operates grade-based, team-oriented boys and girls basketball tournaments and events from grades 5 through 12. USJN has run tournaments for girls basketball across the country since the late 1980s.

American Youth Basketball Tour (AYBT) is a summer, grade-based, youth basketball organization that has tournaments throughout the Midwest and East Coast culminating in an annual national tournament.



VOLLEYBALL

USA Volleyball (USAV) is the national governing body of volleyball, serving all ages and levels through its 40 Regional Volleyball Associations (RVA) and other affiliated members. The USAV/RVA community contains nearly 250,000 American athletes, coaches and officials. USAV hosts premier qualifier and national tournaments around the country.

Junior Volleyball Association (JVA) promotes the growth of youth and junior volleyball through program and resource development, education and events. JVA works hand in hand with the American Volleyball Coaches Association (AVCA) and has partnered with the AAU and the AAU National Championships.

GYMNASTICS

USA Gymnastics is the sole governing body for the sport of gymnastics in the United States. Currently, more than 110,000 athletes and professionals are members of this organization. USA Gymnastics sanctions approximately 3,500 competitions and events throughout the United States every year. Additionally, USA Gymnastics provides educational opportunities for coaches and judges, as well as gym club owners.

TENNIS

United States Tennis Association (USTA) is the national governing body for the sport of tennis. USTA is the largest tennis organization in the world with 17 geographical sections, over 700,000 individual members, 7,000 organizational members, thousands of volunteers and a professional staff dedicated to growing the game.

Intercollegiate Tennis Association (ITA) is the governing body of college tennis, overseeing men's and women's varsity tennis at NCAA Divisions I, II and III, NAIA and Junior/Community College levels. The ITA is comprised of nearly 1,700 men's and women's coaches representing over 1,200 institutions across the country, and oversees activities involving more than 15,000 athletes.

WRESTLING

USA Wrestling is the national governing body for the sport of wrestling with more than 160,000 members. Members include athletes, coaches, officials, parents and fans striving to strengthen the sport. Each year, USA Wrestling charts over 3,000 wrestling clubs and sanctions over 1,600 local, state, regional and national competitions.

Organizations such as **National Collegiate Wrestling Association (NCWA)** and **National Wrestling Coaches Association (NWCA)** are committed to growing the number of wrestlers, coaches, teams and wrestling programs at all levels.

CHEERLEADING

AmeriCheer has grown to offer expert year-round instruction to students ages 3 to 23. AmeriCheer annually attracts over 100,000 athletes and spectators to its camps and competitions. AmeriCheer administers over 60 competitions and 200 educational summer camps each year throughout the United States.

Cheerleaders of America (COA) recently celebrated its 20th anniversary and continues to be an industry leader. COA administers championships, instructional programs and special events in 32 states servicing over 100,000 customers per year.

DANCE

National Dance Council of America, Inc (NDCA) is the official governing council of dance and dance sport in the United States with 17 member organizations encompassing more than 20,000 dance professionals and over 110 sanctioned competitions and championships. NDCA is the leading authority on dance for professionals, amateurs and Pro/Am competitors.

USA Dance has approximately 23,000 members across 170 chapters, and promotes DanceSport as a sport, both nationally and internationally.



ADDITIONAL SPORTS AND ACTIVITIES

- Karate
- Judo
- Sport/Cup Stacking
- Yoga
- Pickleball
- Jump Rope
- Power Lifting
- Fencing
- Dodgeball
- Fitness Competitions
- Table Soccer
- Archery
- Boxing
- Table Tennis
- Weightlifting
- Bodybuilding
- Kickball
- Martial Arts
- Cornhole



GOODSPORTS LOCAL ALLIANCE PROGRAM

While state, national and international events are important pieces to the operating model, a local component is critical to maximizing court occupancy and use. GoodSports Local Alliance Program is an internal initiative for a facility to establish multiple relationships with local youth recreational and travel sports groups in a market. Creating a strong base of local participants is essential to both the short-term and long-term success of the business. GoodSports Fieldhouse management will develop relationships with teams through court rental agreements and travel (league/tournament) packages.

A solid network of teams provides GoodSports Fieldhouse with predictable cash flows and a foundation to develop a league and tournament base. An ideal GoodSports Local Alliance Program candidate will be a competitive program with a reputation for sportsmanship, honesty and youth development. The general manager of the GoodSports Fieldhouse facility will be responsible for building the GoodSports Fieldhouse Local Alliance Program in their respective market. In the long-run, the GoodSports Fieldhouse Local Alliance Program will be an effective tool for GoodSports Fieldhouse locations, enabling them to leverage team networks and alliances across multiple facilities.



ALTERNATIVE USE

The 55,000 square-foot floor plan affords GoodSports Fieldhouse the flexibility to be utilized for alternative revenue-generating uses. GoodSports Fieldhouse's efficient design, open floor plan and quality amenities are ideal for hosting non-sport activities such as:

- Convention and exhibitor events
- Trade shows
- Consumer events (e.g. home, art shows)
- Concerts
- Proms and graduations
- Religious and other special focus meetings
- Political and medical events

Cross-utilizing the facility for both sport and non-sport events is critical to maximizing occupancy and revenue potential. The unique layout ensures the facility can be used year-round.

GoodSports Enterprises will partner with local governmental and media entities to sponsor events at GoodSports Fieldhouse. Relationships with professional exhibition and consumer show organizations will be important for securing alternative uses in the facility. Active ongoing partnerships will be developed with organizations such as:

- International Association of Exhibitions and Events (IAEE)
- National Association of Consumer Shows (NACS)
- International Association of Venue Managers (IAVM)
- State and local convention and visitor bureaus
- Religious Conference Management Association (RCMA)
- Destination Marketing Organizations (DMO)

Professional groups such as the ones listed above are responsible for organizing and promoting events to bring attendees and exhibitors together. Attendees benefit from a diverse product mix, expert advice, education and entertainment. Exhibitors benefit from consumer purchases, product and brand awareness, public relations, research and development and product testing.

Alternative use events can be held over one to ten day periods, and will attract thousands of attendees from outside the marketplace contributing to local tourism, jobs and tax revenues.

GENERAL MANAGER: JOB DESCRIPTION

GoodSports Fieldhouse recognizes the general manager as a key member of the management team. The right individual selected for the management position is critical to achieving GoodSports Fieldhouse financial goals and milestones, especially during the initial development and stabilization periods. As part of the due diligence process in analyzing a new market, GoodSports Fieldhouse will identify and screen potential candidates possessing the ideal combination of business skills and youth sports knowledge.

MANAGER DUTIES:

In addition to operating the facility, it is critical that the manager leverage existing relationships with local recreation and travel clubs to establish a core base of participants. The manager will be responsible for developing a strong alliance of teams during the pre-opening and stabilization periods of the facility.

- Organization and management of team schedules
- Work directly with local recreation and travel club programs
- Oversee officials and skill training operators
- Supervise and manage assistant manager and staff
- Coordinate business operations and maintenance
- Budgeting and fiscal control
- Develop new business opportunities
- Marketing and GoodSports Fieldhouse events

MANAGER SKILLS:

As the head of operations, the general manager must exemplify business professionalism and sound communication skills.

- Strong network of relationships in youth recreation and competitive sport programs
- Leadership ability
- Teamwork skills
- Communication skills
- Comprehensive understanding of both local youth programs and events
- Motivated self-starter
- Ability to make quick and decisive decisions
- Problem solving and conflict management
- Thorough knowledge of company culture, identity and goals

CREDENTIALS

The manager will have a strong background in youth sports and working with both youth travel and recreation programs.

- Experience as a youth club or recreation program director
- 10 years of experience in youth sports
- Experience coordinating youth tournaments and leagues
- Coaching certification and licenses

COMPENSATION

Since the manager will have a significant impact on the success of the facility, GoodSports Fieldhouse intends to establish a salary plus incentive-based bonus for every manager. A successful manager should be rewarded for efficient operations control, quality of service and new business development. Ideally, the general manager will receive an annual bonus equal to a percentage of the net cash flow, following debt service for the facility. Additional revenue sharing programs will be employed for both the general and assistant managers to encourage camps and club team participation growth.

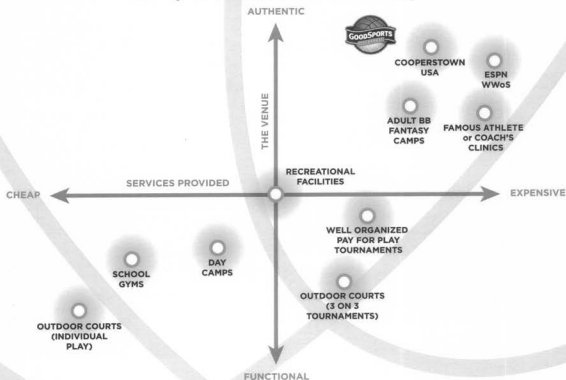


STRATEGY FOR SUCCESS

BRAND POSITIONING STRATEGY

As an experience venue, the primary focus will be creating an authentic environment that engages all audience segments; kids, parents and coaches, while offering a full menu of services in a safe, clean, state-of-the-art facility. This synergy creates an experience for participants unlike any other. GoodSports Fieldhouse's unique offering position will allow it to become the leader in the industry and the "go to" arena for all sports-related events and activities.

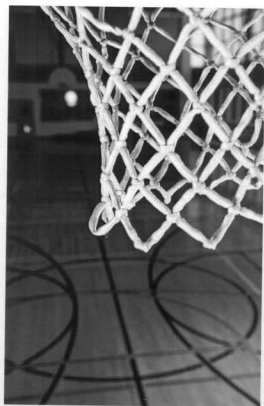
GoodSports Fieldhouse Brand Positioning



HIGHER EDUCATION STRATEGY

Focus Sports Enterprises is partnered with Education Alliance, the nation's premier higher education consulting firm, to co-develop indoor sports recreation facilities at colleges and universities across the United States. The demand for quality student sport recreation facilities continues to grow. At a time when many colleges and universities lack desired recreational facilities, this is a great opportunity for them to leverage their unencumbered real estate. GoodSports Fieldhouse's operating model has the versatility to develop on or adjacent to college campuses – acting as a cooperative recreational opportunity that many colleges and universities could not otherwise afford. In addition to youth sports training and competition services, GoodSports Fieldhouse will offer colleges and universities a state-of-the-art facility for student recreation, fitness, and interscholastic activity.

Additionally, colleges and universities that offer sports management or sports business degrees (a field that continues to grow in the U.S. and abroad) can establish an internship program with GoodSports Fieldhouse – where students can receive quality internship experiences, learning how to operate a state-of-the-art recreation and competition facility. This option will be mutually beneficial to GoodSports Fieldhouse and local institutions of higher education. GoodSports Fieldhouse can recruit talented and low-cost support staff, while college and university students will receive quality internship experiences.



Establishing partnerships with colleges and universities will provide court demand during normally dark time periods (typically before 5 p.m. on weekdays) and will act as a mutually beneficial recreational opportunity for colleges and universities that could not otherwise afford GoodSports Fieldhouse's level of facilities. The key in the campus relationship is to balance court usage between 5 p.m. and 10 p.m. during the week – a time when both local recreational players and college students will desire court time.

MARKETING STRATEGY

Marketing strategies will be designed to promote the GoodSports Fieldhouse brand. The vehicles used will be a combination of advertising media (print, web, outdoor, radio, etc.) designed to generate a favorable reach and frequency within the target audience segments and community subsets. The management team will also develop public relations campaigns within every community and school in the area. GoodSports representatives for each facility will be responsible for visiting all the schools within the market to build rapport with the local community sports directors, club organizers, principals and athletic directors. In addition, GoodSports Fieldhouse will also leverage partner affiliations to connect with the local sports community.

Ongoing marketing will focus on developing a database of contacts to advertise tournaments, classes, clinics and leagues with the goal of conversion to registration and participation.



SPONSOR STRATEGY

GoodSports Fieldhouse's focus on amateur team sports puts sponsor messages in front of thousands of highly motivated individuals - exposing the sponsor's brand to legions of family-oriented consumers. There will be multiple sponsorship packages available, including:

Building Naming Rights - Highly visible signage on the exterior and interior of the building.

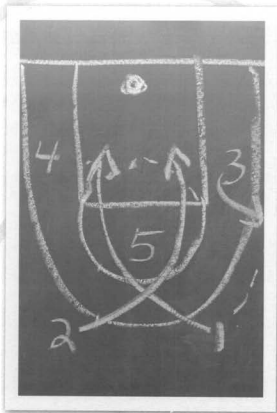
Court Naming Rights - Logo/slogan featured in the tipoff circle or along the sideline of the court.

Wall Signage - Prominently displayed boards placed on the team side of each court.

Scoreboard Signage - Showcase a logo, slogan or company name on the scoreboard for an individual court or the entire suite of courts.

Score Table Signage - Illuminated, backlit panels featuring the sponsor on the score table.

Website - Direct links to company website on the GoodSports Fieldhouse webpage.



REAL ESTATE STRATEGY

A location-related error is permanent and costly. Researching the viability of a market and site is imperative to making a long-term commitment. In an effort to reduce location-related risks, the GoodSports Enterprise team designed a multifaceted approach to screen markets for prime GoodSports Fieldhouse opportunities. The quantitative site selection technique addresses GoodSports Fieldhouse's unique location requirements and assesses the viability of a site by utilizing national sports participation research to determine the demand for a subject area. The underlying goal is to identify optimal locations with high demand and low supply of courts. A prime location that meets GoodSports

Fieldhouse's real estate requirements is crucial to the success of the facility and achieving favorable returns for investors.

The methodology integrates five core concepts: market population, basketball and volleyball participation, basketball and volleyball court supply, supply/demand gap and physical site characteristics. The following information highlights the site selection criteria and demographic targets utilized to quantify the court demand for new GoodSports Fieldhouse locations.

MARKET POPULATION

An indoor sports facility has two main revenue sources: local events and regional events. Local events primarily consist of league play, skills and development programs and court rental. Regional events are typically defined as tournaments. Based upon sports facility research for suburban locations, the bulk of customers participating in local events reside within a 15-mile radius while a majority of regional event customers will travel within a 50-mile radius. Potential suburban locations will be evaluated to assess levels of core customer participation levels. The trade area criteria for urban locations will be modified to account for density and condensed participant travel times.



BASKETBALL & VOLLEYBALL PARTICIPATION

The National Sporting Goods Association (NSGA) and Sporting Good Manufacturers Association (SGMA) assembled state and regional sports participation data in 2010 using national mail and internet survey panels. Both studies are reflective of the United States population and categorize frequency of sports participation by: household size, household income, age, socioeconomic status, geographic region and market size.

A GoodSports Fieldhouse "core customer" is defined as an individual 6 years of age or older who has partaken in basketball or volleyball activities at least 13 or more times per year. In order to measure the demand in a subject market, core customer participation rate data from NSGA and SGMA is extrapolated to forecast the total number of potential GoodSports Fieldhouse customers. Once the potential number of core customers is determined, several variables are measured to calculate the demand for indoor basketball or volleyball courts in a given market. The following is the formula for calculating the court demand in a potential suburban market:

$$\text{COURT DEMAND} = \frac{\left(\left(\frac{P \times CC}{AV} \right) \times T \right)}{PC}$$

P = Subject trade area population age 6 or above

CC = Core customer participation rate provided by SGMA and NSGA data

AV = Average number of players per team (For the purpose of this study, assumed 10 players per team)

T = Average hours per week a team participates in basketball (For the purpose of this study, assumed 2.5 hours per week)

PC = Potential court hours per week available to teams (For the purpose of this study, assumed 49 prime hours per week)



BASKETBALL & VOLLEYBALL COURT SUPPLY

In order to determine the supply of courts within the market, six different types of facilities are researched: churches, park district & recreation facilities, privately owned sports facilities, schools (public and private) and YMCAs. Additionally, the market rates for competing facility events are examined to help establish anticipated entry and registration fees for GoodSports Fieldhouse events.

AVAILABILITY OF COURTS

Depending on the type of facility and programs offered, the total supply of courts in a market will not completely reflect the total number of available courts. In order to account for different functions and activities occupying court time, the supply of courts is discounted for certain types of facilities such as churches and schools which host a multitude of activities (religious services, youth group meetings, graduation, plays, games and practices) that occupy court time.

COURT SUPPLY ALLOCATION

Since basketball and volleyball teams generally compete for the same court time, the total supply of courts needs

to be allocated between basketball and volleyball use. 2010 SGMA research data identified 16,449,000 core basketball participants and 3,986,000 core volleyball participants. These numbers project a court allocation of 80% for basketball and 20% for volleyball. Therefore, the total courts available for basketball and volleyball can be calculated by:

$$\begin{aligned} \text{Basketball Court Supply} &= \text{Total Basketball Courts} \times 80\% \\ \text{Volleyball Court Supply} &= \text{Total Volleyball Courts} \times 20\% \end{aligned}$$

SUPPLY/DEMAND GAP

Subtracting the projected court demand from the supply of courts, the GoodSports Fieldhouse team can establish a supply/demand gap for a particular market. A positive calculation result reflects a shortage of courts in the market. If the result is negative, it signifies the market is saturated with extra courts and a new facility would not be viable.

$$\text{Supply/Demand Gap} = \text{Court Demand} - \text{Court Supply}$$

While a positive supply/demand gap is important it is not the only step in underwriting the market. It is essentially just the first step. A positive supply/demand gap will require additional due diligence on the market such as:

- Identifying local youth travel programs for the GoodSport Alliance Program
- Surveying local recreation programs to confirm unmet demand in the community
- Identifying potential general managers that fit the GoodSports Fieldhouse job description
- Confirming local league and tournament structures, fees and dates



REAL ESTATE PHYSICAL SITE CHARACTERISTICS

Physical site features evaluated for new locations:

Site Size: GoodSports Fieldhouse will require a minimum of 4 acres to accommodate the 55,000 square-foot building and provide adequate parking.

Access to Interstate Highway: In order to maximize access to teams and participants, establishing a facility in close proximity to a highway interchange is important to provide convenient and quick access for customers.

Highway Visibility: Securing a location with highway visibility will increase the exposure of the brand and provide an additional marketing tool for the facility.

Parking: A facility requires ample parking in order to accommodate customers during high-volume periods on weekends and during tournaments.

Co-tenants: Locations with complementary venues such as restaurants, hotels, shopping centers and family entertainment facilities help provide additional goods and services for GoodSports Fieldhouse customers as well as establish the location as a premier family entertainment destination.



You Tube

facebook

WEB AND SOCIAL MEDIA STRATEGY

Management will utilize the latest technology to create digital platforms and social media to connect to teens, young adults, parents, coaches and referees. GoodSports Fieldhouse's website platform is designed to combine a "master and satellite" site strategy. The master site will be a central resource featuring the GoodSports Fieldhouse brand and all current and future locations. The satellite sites will be location/facility specific with separate domain names. The sites will mimic the master site in capabilities, but also have the ability to market and promote local programming more prominently. The sites will be easily modified and updated to accommodate the posting of schedules, program offerings and score/standing updates on a daily basis by on-site personnel. In order to protect brand uniformity, the template will remain constant to prevent local site personnel from changing the look or functionality of the site.

In addition, satellite sites will have:

- A "resource/facility manager" function that allows on-line management of court usage and availability, perhaps with a public interface that allows teams/individuals to search and rent available courts (much like a hotel/flight reservation system).
- A basic scheduling program that creates league and tournament schedules with the ability to input "conflict parameters" to accommodate schedule issues. Ideally, this scheduling program is integrated into the facility resource manager function so that when a league or tournament is scheduled, the corresponding court usage is reflected in the overall facility manager.
 - Online registration and payment capabilities
 - Online game and tournament scheduling for officials
 - Facebook page for posting events, promotional offers and event marketing
 - YouTube channel with facility tours, court overviews and league promotional videos
 - Website links to promote the local community and area operators (municipality, chamber of commerce, hotels, restaurants)



THE TEAM

GOODSPORTS ENTERPRISES TEAM

**(Executive Management Team for
GoodSports Fieldhouse)**

GoodSports Enterprises is the sports entertainment division of Focus Hospitality Services - a vertically-integrated development, construction and management company specializing in hotels, water parks, and sports recreation facilities. Over the past 30 years, Focus companies have successfully built and operated over 43 hotels, resorts and entertainment properties. As a developer and operator, the company currently employs over 500 exceptional people.

The GoodSports Enterprises executive management team brings a unique combination of skills and capabilities to execute the plan including prior youth recreational facilities management, hotel and resort operations, real estate, brand development and hospitality services. The management team understands what is required to deliver a consistent level of service and entertainment experience to visitors while maintaining cost controls.

Jerald J. Good

Jerald J. Good, President and CEO of Focus Hospitality Services, LLC has been a real estate developer, owner and operator since 1964. He has developed residential communities, apartment projects, restaurants, commercial retail projects, indoor sport and recreation facilities, intermediate and long-term skilled nursing homes, and most recently, a chain of more than 20 limited- and full-service hotels and indoor water parks (Splash Universe) in the Midwest. Strategically created by Focus Hospitality Services from the ground up, Splash Universe designs, plans, and trains, and has built its proprietary indoor water park resorts in com-

munities such as Dundee, Michigan and Shipshewana, Indiana. Jerry has built Focus into a vertically-integrated company that develops and manages all activities in the successful formulation of his ventures. In the course of a single project, Focus provides design, feasibility, analysis, estimating, bidding, construction, cost control, audit procedures, furniture, fixtures and equipment, design and purchasing, pre-marketing, pre-opening and ongoing day-to-day management of the asset venture. Focus Hospitality Services, LLC is part of the Focus family of companies with its corporate office located in Sarasota, Florida.

Jerry has enjoyed extensive community involvement, such as providing support to many organizations, continuous reinvestment of his hotels, and innovative employee development programs known as "Focus on Excellence," which drives the success of all Focus hotels and real estate ventures. He has served on many boards for non-profit corporations and on the board of Siena Heights University in Adrian, Michigan. He was also chairman of the Holiday Inn Express Committee and the Candlewood Suites Committee and a member of the Development Task Force Committee and Southern Regional Committee for the International Association of Holiday Inns (IAHI), which is an organization comprised of the franchise owners of Intercontinental Hotels Group. In addition, Jerry has served as a member of the board of directors of Opportunity Enterprises in Valparaiso, Indiana, which is a non-profit corporation that is a leader in creation, development and delivery of exciting programs and opportunities for challenged individuals of all ages.

Kevin S. Carlson

Kevin S. Carlson has been involved in the hospitality industry for over 30 years. He began his professional career as a CPA in public accounting, and in 1985

accepted a position with Focus with responsibilities for financial analysis, real estate development, acquisition and disposition activity, and the review and execution of legal documents for projects pertaining to the development and operation of hotels, water park resorts, indoor sports recreation facilities, office buildings, restaurants and long-term care facilities.

More recently Kevin's concentration has been to establish and implement the strategic business plan for each asset, which includes joint venturing and real estate finance in conjunction with the development of new properties and indoor sports entertainment centers. Kevin has developed spreadsheet models for real estate investments which have proved useful for owners, investors and lenders.

A native of the Chicago area, Kevin received his bachelor's degree from Illinois State University and his CPA license from University of Illinois.

Michael Vidmar

Michael Vidmar is vice president of Capital Formation at Focus Hospitality Services. He is responsible for the procurement and evaluation of capital financing for GoodSports Fieldhouse and other Focus subsidiaries. Prior to joining Focus, Michael was CFO of Dmyterko & Wright responsible for managing financial operations as well as the sourcing of over \$100 million in retail real estate project debt and equity, construction draw management, and financial pro forma preparation. Michael also worked for Jones Lang LaSalle where he was involved in the financial privatization of multi-family housing on behalf of the Department of the Army. Pursuant to the Military Housing Privatization Initiative, Michael helped produce a 50-year Community Development and Management Plan which outlined the privatization of 925 homes at historic Fort Sam Houston. The plan outlined the construction, property operations, management and finances for the

Army installation as it functioned as an integral part of medical training for all military branches.

Michael graduated from Dartmouth College with degrees in economics and religion. Additionally, Michael serves as the president of the Dartmouth Club of Chicago and is an avid soccer player.

Joe Vidmar

As vice president of Real Estate Development, Joe Vidmar is responsible for overseeing the development of GoodSports Fieldhouse and other Focus Hospitality projects. Prior to joining Focus, Joe worked for Dmyterko & Wright Partners where his responsibilities included: retail market entry and repositioning strategy, construction underwriting, risk mitigation, financial pro forma preparation, contract negotiations, municipal relationships and business development activities. Joe has assisted in negotiating over \$1 million in economic assistance with municipal entities on behalf of private investors.

In addition to providing support to a variety of roles related to construction and development, Joe also managed relationships with a number of strong national and regional retailers including Advance Auto Parts, Radio Shack, 7-Eleven, Urban Active, Gold's Gym, Road Ranger USA, Radio Shack and Baja Fresh. Joe's duties for retail clients involved high-level site location strategy, demographic and competitive analysis and the identification of site attributes related to optimal store performance.

Prior to joining Dmyterko & Wright Partners, Mr. Vidmar played soccer at the University of Richmond and professionally for teams in the United States and Slovenia. Mr. Vidmar remains actively involved in coaching and playing soccer in the Chicagoland area.

Joe holds a B.A. in history from the University of Richmond.

GOODSPORTS ENTERPRISES PARTNERS

THE EDUCATION ALLIANCE

The Alliance is a nationally-recognized, full-service higher education consulting firm specializing in academic planning and program development, enrollment management, campus, multi-campus and system-wide change management, strategic alliances, new academic program development, executive leadership search and organizational development, international education, and distance learning. The Alliance offers a broad range of services to education clients throughout the world. Members of the Alliance form an interdisciplinary team of experienced and talented educational leaders and management consultants, academic planners, program developers, and accreditors, regulatory merger and acquisition experts, architects and engineers, institutional advancement specialists, communications and distance education experts, executive search consultants, and library and information technology specialists.

The paramount mission of the Alliance is to provide public, independent and for-profit institutions with the shared resources of a world-class education consulting firm - which offers its clients a unique combination of consulting excellence, innovation and experience.

Dr. James E. Samels is the founder and chief executive officer of The Education Alliance. James is also the founding partner of Samels Associates, a law firm serving independent and public colleges, universities, foundations, non-profit and for-profit higher education organizations across the nation and overseas, and Stonegate Alliance.

James has served on the faculties of the University of Massachusetts and Bentley College, and as a guest lecturer at Boston University and Harvard University. Prior to his appointment at the University of Massachusetts, James served as the deputy and acting state comptroller in Massachusetts, special assistant attorney general, Massachusetts Community College counsel, and general counsel to the Massachusetts Board of Regents.

James holds a Bachelor's degree in political science, a master's degree in public administration, a juris doctor degree and a doctor of education degree.

Dr. James Martin was the first consultant to join The Education Alliance in the late 1980s. Since that time, James has joined Dr. Samels in writing, lecturing and consulting for institutions of higher education and other non-profit organizations - nationally and internationally.

James holds a Bachelor's degree in english literature, a master of divinity degree, and a Ph.D. in interdisciplinary studies.

Jonathan Reinsdorf serves as a senior analyst for the Education Alliance. He also serves as a senior vice president for Michigan Avenue Real Estate Group, a full-service real estate services company. In this role, he is responsible for investor and investment solicitation and deal analysis. In addition, Jonathan founded and serves as the managing member of Stonegate a higher education development company. He is responsible for running day-to-day activities as well as sales development and project management. Previously, Jonathan was a managing director of a higher educa-

tion development company. In this role, Jonathan was responsible for developing new client relationships and managing higher education development. Prior to this, Jonathan served five years as an investment banker with EVEREN Securities and Mesrow Financial. In this capacity, he was responsible for managing projects, negotiating transactions, preparing private debt and equity offering memoranda, and led management presentations. Preceding his role as an investment banker, Jonathan spent three years as a real estate attorney. In this capacity, he negotiated and structured real estate transactions, as well as led public zoning hearings, orchestrated government relations and assisted in client development.

Jonathan is an adjunct professor in Roosevelt's Steinfield School of Hospitality and Tourism Management and serves on the Lasell College Sports Management and Balance BPO Advisory Boards. He is also a member on the executive committee for the United Center Joint Venture, which is home to The Chicago Bulls professional basketball team and The Chicago Blackhawks professional hockey team. In addition, Jonathan is the chairman of the board for StreetWise and board of trustee for the Noble Network of Charter Schools and the Academy of Country Music's Lifting Lives Charity.

Jonathan holds an M.B.A. with concentrations in accounting and finance from The University of Chicago Graduate School of Business and a J.D. from Northwestern University School of Law.

OAN EVENTS & SPORTS MARKETING, INC.

OAN Events and Sports Marketing is a full-service sports marketing company specializing in the youth sports industry in both, regional and international sports tourism. With over 25 years of experience in the sports and event marketing industry, our team of dedicated professionals can assist you with any need that may come your way. Our team has worked with counties, cities, national governing bodies, sports organization decision makers, rights holders, sports commissions, convention and visitor bureaus and private owners.

OAN has worked internationally in many diverse sports and tourism markets with student groups, cities and organizations. OAN offers organization planning, consulting, client representation, marketing and sales, strategic planning, facility and community analysis, event creation/management and fundraising.

OAN assists local communities, sports commissions, private ventures, facilities, government agencies and non-profit organizations to realize and maximize their available options in the sports travel and event industry. Additional services provided are to analyze and develop event RFP's and bid process, identification of potential events, create a personalized blue print for hosting, budget creation, R.O.I., governance, risk management and project management.

Joseph N. Pickett **President/CEO**

Joseph N. Pickett is president of sports marketing, management and consulting firm, OAN Events & Sports Marketing, Inc of Bradenton, Florida. He has served as a Florida Sports Commissioner since 1999 and is an active member of the National Association of Sports Commissioners. For twelve years, Joe has been the executive director of the Florida Gulf Coast

Sports Commission. In that role he was instrumental in attracting over 800 events that produced more than \$345 million in estimated visitor spending to Florida's west coast. In addition, Joe was a past board member of the Manatee County Tourist Development Council (TDC) and a Downtown Development board member for many years.

Joe is continually consulted on matters of interest and concern to the sports industry and is called upon to speak to national governing bodies, conferences on tourism and other industry conferences and suppliers to the industry. Joe has spent the last thirty years working with rights holders, bidding on and promoting sports events, conducting market and feasibility studies, and consulting with cities on how they can obtain a larger share of the sports event travel market.

Rob Ondo **OAN Director of Business Development**

Rob Onda has over fifteen years experience in the tourism, sports and events industry. He has worked extensively in the domestic and international markets covering a wide array of segments. Rob has worked as an international student travel representative for both student groups and host communities. Additionally, Rob has extensive international trade show and conference representation experience with business partners in Costa Rica, Panama, Colombia, Chile, U.K., France and Brazil.

As a sports consultant, Rob provides organization consulting, client representation, strategic planning, facility and community analysis along with event management and development to CVB's, new sports commissions, parks and recreation departments and national governing bodies (NGB).

Dale S. Robbins, Sr.

OAN Director Sales & Events

Dale Robbins has almost thirty years experience in sales, marketing, public relations, advertising and special event production. He is a dynamic leader with a national and international resume that includes: Regional Vice President of dmg/World Media Group; an Executive with National Marine Manufacturers Association; General Manager of the Miami International Boat Show; Managing Partner of World Expositions, Boating Expositions, Florida State Boat Shows; and, Special Events Director for Marine Media Group and Media General Publications.

Lindsay Hugenholtz, EMBA, CRM, PMP

OAN Director of Regional Development

Lindsay Hugenholtz has over thirteen years of progressive experience working for government and non-profit organizations in a variety of challenging roles including: Deputy CEO, Halifax 2011 Canada Games, Director, Senior Policy Advisor, Department of Canadian Heritage (Sport Canada), Special Assistant to the Secretary of State (Sport and Physical Activity), Sport Executive and All Sport Ventures Inc.



GoodSports Enterprises, LLC

Corporate Headquarters

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or

Joe Vidmar: jvidmar@focushotels.com

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FINANCIAL PLAN: GOODSPORTS FIELDHOUSE, LLC

GoodSports Enterprises, LLC (GSE)

INVESTMENT IN YOUTH SPORTS

GoodSports Enterprises, LLC
1626 Ringling Blvd, Suite 400
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JULY 2011

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Executive Summary

- 143% Unleveraged Return on Investment
- \$3.9 million EBITDA over 5 year stabilization period
- 17% unleveraged cash-on-cash return at stabilization (9% in Year 1)
- \$5.5 - 6.0 million total project cost per facility; includes land and all soft costs
- \$10 - 14 million potential annual impact to local community
- 5 year stabilization period
- Efficient design and layout enables the facility to be used for a multitude of activities
- Ideal facility for major youth sports events and competitions, convention and exhibitor expos, trade shows and concerts
- Proprietary Optimization and Management Tool (POMT) created to evaluate performance metrics and programming efficiency
- Focus Call Center is a significant value differentiator relative to competitors and will be a key factor in direct marketing campaigns and securing participants for GoodSports events

GoodSports Fieldhouse unique operating model is built upon generating revenue through strategic marketing, managing expenses effectively and preserving the customer base. The executive management team at GoodSports Enterprises has internally developed the necessary tools to maintain these three key operating principles. Founded and supported by Focus Hospitality Services, GoodSports Enterprises will be responsible for maintaining and growing the GoodSports Fieldhouse brand.

Over the next 7 years, GoodSports Enterprises aims to develop 25 GoodSports Fieldhouse locations in major markets across the country. Locations that meet target demographic needs as well as GoodSports' supply-demand gap analysis, will be identified and pursued aggressively. With a reputation for providing quality, competition and exhibition facilities, GoodSports Fieldhouse has the distinct advantage of being able to establish a national brand within both sports networks as well as government entities.

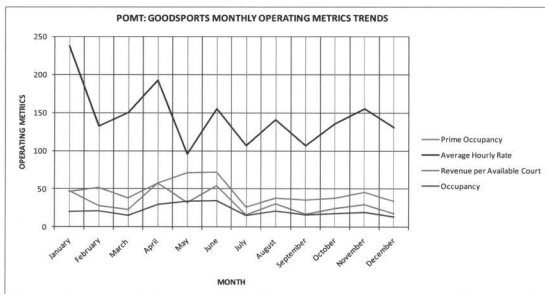
Revenue Generation

Youth sports participation is seasonal. By utilizing the facility for alternative uses, GoodSports Fieldhouse effectively reduces its exposure during off season periods. With basketball and volleyball accounting for approximately 60% of the total revenue, other sports and profit centers such as gymnastics, cheerleading competitions, business conferences, concessions, retail sales and sponsorships will drive additional revenue center during off-peak operating periods.

REVENUE SUMMARY - Year 1		
League Play	\$403,300	25%
Tournaments	\$403,410	25%
Court Rental		
Basketball	\$57,400	4%
Volleyball	\$76,560	5%
Alternative Use	\$176,500	11%
Camps	\$51,000	3%
Concessions and Retail	\$285,500	18%
Sponsorships	\$120,000	7%
Other Departmental Income	\$44,950	3%
	\$1,618,620	

Customer Preservation and Facility Management

The executive management team has established two key value differentiators to assist in driving revenue; POMT and Focus Call Center. Derived from hospitality industry management software, GoodSports Enterprises developed POMT as a proprietary analytics tool for the specific function of evaluating performance metrics relative to court usage. This is an incredibly powerful tool for analyzing facility revenue and management effectiveness. The POMT output below displays an occupancy calculation based upon prime operating hours as well as overall usage per day. Management has used a conservative growth model in calculating the stabilization period. In the first year of operation, approximately 22% of all court hours are being utilized and 46% of prime court hours (defined as 5pm to 10pm Monday through Friday, 8am to 8pm on Saturday and Sunday). This reflects the seasonality of sports programming based upon scholastic calendars. Considering the revenue generated from operating only a portion of all court hours, there is potential for additional revenue. GoodSports Fieldhouse's POMT will be instrumental in preserving the facility performance and efficient operation



Conservation

Management's creation of a call center is derived from experiential marketing and booking from Focus' background in water park and resort ownership. The call center is organized with one manager and eight additional staff members to contact sports organizations, professional conference groups and sponsors to effectively pursue teams, exhibitions and advertising revenues as well as field calls for tournament and event programming. No other similar facility has this competency.

PARTICIPATION and EVENTS					
	Totals	Stabilization Period			Stabilized
		Year 1	Year 2	Year 3	Year 4
BASKETBALL					
Number of Boys Leagues	25	5	5	5	5
Number of Girls Leagues	9	1	1	2	2
Number of Adult Leagues	20	4	4	4	4
Total Number of Leagues		10	10	11	11
Boys League and Club Teams	1,668	290	311	332	355
Girls League and Club Teams	290	20	40	60	80
Adult Teams	396	20	74	79	84
Total Teams	2,353	380	425	471	519
EVENTS					
Basketball Tournaments	64	11	12	13	14
1-Day Shootouts	15	4	4	3	2
Volleyball Tournaments	27	5	5	5	6
Other Events					
Other Sports Events (GSFH)	30	4	5	6	7
Third Party Sports Events	35	5	6	7	8
Third Party Alternative Events	40	6	7	8	9
Total Other Events	105	15	18	21	24
TOTAL EVENTS	196	31	35	39	44

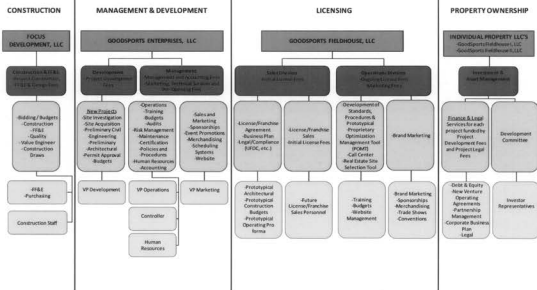
Expense Management

Effective expense management is imperative in the long term success of GoodSports Fieldhouse. The management team has value engineered the design and construction to provide a quality facility that is financeable in the current market. The total project cost of approximately \$5.5 million, including land and FF&E, allows the facility to minimize operating expenses. Furthermore, the smaller project size will be more attractive to lenders seeking less exposure while being able to access local community lenders more familiar with target markets.

Minimizing on-going operating expenses will be an important part of the long-term sustainability of the facility. POMT will assist in reviewing per court hourly expenses and reducing variable expenses during off-peak operating hours. In the first year of operation, each court carries an expenditure of approximately \$181,126. While this is offset by approximately \$271,000 in revenue, per court expenses will continue to increase, at a declining rate, as the facility matures and stabilizes with more tournaments and events.

Management Structure

The asset will be held in a single purpose, joint venture LLC. GoodSports Enterprises and the Investor Representative group will be the members of the LLC. GoodSports Fieldhouse will enter into a management agreement with Focus Hospitality Services for the day-to-day operation of the facility. Focus Hospitality Services will also be responsible for the development and construction of the facility.



Capitalization

GoodSports Enterprises, LLC has budgeted approximately \$5,750,000 in total project costs. The management team anticipates using a combination of debt and equity to finance the owner-occupied facility. For pro forma purposes, management team has used the following capitalization assumptions for financing.

DEBT AND EQUITY COMPONENTS			
	Year Contributed	%	
Investor Representative Equity Contribution	1	35%	\$ 2,012,500
Loan Amount		65%	\$ 3,737,500
Total Project Cost			\$ 5,750,000
Term		20	
Interest		6.50%	
Annual Debt Service Payment		\$334,390	
SOURCES & USES			
Sources			
Investor Representative Equity Contribution		35%	\$ 2,012,500
Loan Amount		65%	\$ 3,737,500
			\$ 5,750,000
Uses			
Hard Costs			
Building			\$2,897,000
Special Construction (courts, equipment, bleachers)			551,250
FF&E			112,500
Total Hard Costs			\$3,560,750
Soft Costs			
Land			\$1,000,000
Third Party Fees (A&E, cons., dev., bank)			545,000
Working Capital Reserve			150,000
Loan Interest Reserve			110,000
Pre-Opening & Advertising			104,000
Other Soft Costs			118,000
Contingency			162,250
Total Soft Costs			\$2,189,250
Total Design Build			\$5,750,000

It is estimated that the time to complete the building and all infrastructure improvements will be 6 months. The construction budget line items are listed on the following page.

Construction Budget

	PROJECT TOTAL	Square Foot	Cost Per Court
# of Courts	6		6
Building Square Feet	\$5,000	\$5,000	
Square Feet per Court	9,167		
Office/Lockers/Concession Square Feet	6,050		
Estimated Construction Time	6 Months		
Project Costs			
General Requirements	\$231,000	\$4.20	\$38,500
Site Development	\$378,500	\$6.88	\$63,083
Concrete	\$665,000	\$12.09	\$110,833
Masonry & EIFS	\$60,000	\$1.09	\$10,000
Metal	\$380,000	\$6.91	\$63,333
Wood & Plastic	\$83,500	\$1.52	\$13,917
Thermal & Moisture Protection	\$160,000	\$2.91	\$26,667
Doors & Windows	\$72,000	\$1.31	\$12,000
Finishes	\$112,000	\$2.04	\$18,667
Specialties	\$90,000	\$1.64	\$15,000
Equipment	\$5,000	\$0.09	\$833
Elevator	\$45,000	\$0.82	\$7,500
Mechanical	\$315,000	\$5.73	\$52,500
Electrical	\$300,000	\$5.45	\$50,000
Total Building	\$2,897,000	\$52.67	\$482,833
Special Construction -			
Basketball/Volleyball Courts	\$350,000	\$6.36	\$58,333
Basketball Hoops/Padding/Curtains	\$56,000	\$1.02	\$9,333
Volleyball Equipment	\$45,000	\$0.82	\$7,500
Bleachers	\$50,000	\$0.91	\$8,333
Scoreboards	\$42,000	\$0.76	\$7,000
Mezzanine Furniture	\$8,250	\$0.15	\$1,375
Weight Equipment	\$0	\$0.00	\$0
Total Special Construction	\$551,250	\$10.02	\$91,875
Main Building	\$3,448,250	\$62.70	\$574,708
Kitchen Equipment	\$45,000	\$0.82	\$7,500
Arcade	\$0	\$0.00	\$0
Telephone, Internet, TV	\$15,000	\$0.27	\$2,500
Other FF&E, Equipment, Initial Inventories	\$52,500	\$0.95	\$8,750
Total FF&E Budget	\$112,500	\$2.05	\$18,750
Hard Cost Sub-Total	\$3,560,750	\$64.74	\$593,458
Construction Management Fees	\$200,000	\$3.64	\$33,333
FF&E Procurement Fees	\$10,000	\$0.18	\$1,667
Development Fees	\$100,000	\$1.82	\$16,667
Franchise Fees	\$75,000	\$1.36	\$12,500
Architectural & Engineering Fees	\$85,000	\$1.55	\$14,167
Interior Design Fees	\$0	\$0.00	\$0
Construction Loan Fees-Senior	\$75,000	\$1.36	\$12,500
Construction Loan Interest	\$110,000	\$2.00	\$18,333
Appraisal	\$7,500	\$0.14	\$1,250
Taxes, Title, Inspection	\$20,500	\$0.37	\$3,417
Legal	\$25,000	\$0.45	\$4,167
Financial Consulting Fees (3rd Party)	\$15,000	\$0.27	\$2,500
Builders Risk	\$15,000	\$0.27	\$2,500
Property Taxes	\$15,000	\$0.27	\$2,500
Training Fees	\$20,000	\$0.36	\$3,333
Pre-opening : Labor, Advertising, etc.	\$104,000	\$1.89	\$17,333
Working Capital & Interest Reserves	\$150,000	\$2.73	\$25,000
Land	\$1,000,000	\$18.18	\$166,667
Contingency	\$162,250	\$2.95	\$27,042
Total Land & Soft Cost	\$2,189,250	\$39.80	\$364,875
TOTAL PROJECT	\$5,750,000	\$104.55	\$958,333

Participation & Events

GoodSports Enterprises will manage to a 4 year stabilization period. Year 5 will be the baseline year in order to establish the long-term operating standards for the first and subsequent facilities.

PARTICIPATION and EVENTS						
	Totals	Stabilization Period				Stabilized Year 5
		Year 1	Year 2	Year 3	Year 4	
BASKETBALL						
Number of Boys Leagues	25	5	5	5	5	5
Number of Girls Leagues	9	1	1	2	2	3
Number of Adult Leagues	20	4	4	4	4	4
Total Number of Leagues		10	10	11	11	12
Boys League and Club Teams	1,668	290	311	332	355	380
Girls League and Club Teams	290	20	40	60	80	90
Adult Teams	296	20	24	29	34	39
Total Teams	2,353	330	425	471	519	599
EVENTS						
Basketball Tournaments	64	11	12	13	14	14
1-Day Shootouts	15	4	4	3	2	2
Volleyball Tournaments	27	5	5	5	6	6
Other Events						
Other Sports Events (GSFH)	30	4	5	6	7	8
Third Party Sports Events	35	5	6	7	8	9
Third Party Alternative Events	40	6	7	8	9	10
Total Other Events	105	15	18	21	24	27
TOTAL EVENTS	196	31	35	39	44	47

Profit & Loss Summary

A summary of the Profit and Loss statement is listed below. GoodSports Enterprises believes in the long-term sustainability of the concept and its ability to create wealth over time. A hypothetical sale is calculated in Year 5 in order to estimate the Internal Rate of Return over a standard investment period. This is for pro forma purposes only.

Based upon a conservative stabilization period, a 143% unleveraged return on investment is targeted for the partnership. A more detailed line item breakdown follows.

Year		Construction	Stabilization			
		0	1	2	3	4
Revenue		0	1,618,620	1,905,615	2,163,392	2,464,397
Expenses		0	(1,085,163)	(1,242,278)	(1,382,327)	(1,541,906)
Net Operating Income		0	533,457	663,337	781,065	922,491
Capital Reserves		0	(48,559)	(57,168)	(64,902)	(73,932)
Free Cash Flow		0	484,898	606,169	716,164	848,559
Sale Analysis						
Sale Price	9%					10,678,383
Sale Expenses	3%					(320,351)
Equity Balance						(5,750,000)
Net Proceeds						4,608,031
Member Returns	Percentage					
JV Partnership Returns (total)	100%	0	484,898	606,169	716,164	848,559
Unleveraged ROI	143%					11,319,086

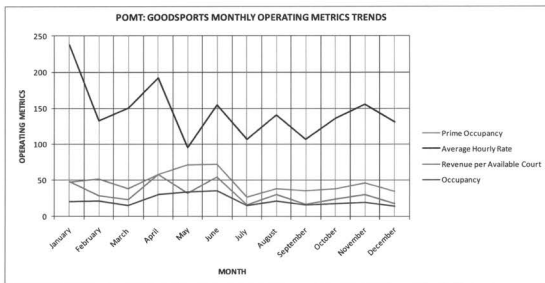
GOODSPORTS FIELDHOUSE: FINANCIAL PLAN

Expenses: 5 Year Pro Forma Statement

	Year 1	Year 2	Year 3	Year 4	Year 5
Undistributed Operating Expenses					
Administrative & General	174,625	184,625	194,625	204,625	214,625
Marketing	64,779	85,753	97,353	110,898	122,727
License Fees (3.0% / 5.0%)	52,931	67,281	80,170	95,220	108,364
Property Operation & Maintenance	51,600	60,893	69,130	78,748	87,148
Utility Costs	79,441	85,796	92,660	100,072	108,078
Total Undistributed Operating Expenses	423,376	484,348	533,937	589,564	640,943
Income After Undistributed Operating Expenses	703,802	848,330	979,632	1,136,459	1,270,818
Taxes, Insurance & Management Fees					
Property Taxes	90,000	92,700	95,481	98,345	101,296
Insurance	15,600	16,068	16,550	17,047	17,558
Management Fees	64,745	76,225	86,536	98,576	109,091
Total Taxes, Insurance & Management Fees	170,345	184,993	198,567	213,968	227,945
TOTAL EXPENSES	1,085,163	1,242,278	1,382,327	1,541,906	1,684,403
Per Court	\$180,861	\$207,046	\$220,388	\$256,984	\$280,734
Net Operating Income	\$33,457	\$63,337	\$81,065	\$92,491	\$142,873
Per Court	\$48,909	\$110,556	\$130,178	\$159,749	\$173,812
Capital Reserves Allowance	48,559	57,168	64,902	73,932	81,818
Cash Flow Before Debt Service	484,898	606,169	716,164	848,559	961,054

Performance Analytics

Due to the seasonal nature of youth sports, the floor plan has been designed to optimize "off peak" periods during the year. Alternative uses have been incorporated to balance the income stream for the facility.



GOODSPORTS FIELDHOUSE: FINANCIAL PLAN

Revenues: 5 Year Pro Forma Statement

	Year 1	Year 2	Year 3	Year 4	Year 5
LEAGUE & TOURNAMENT REVENUES					
Event and Gate Revenue					
Boys Leagues	332,050	362,254	394,732	430,140	469,177
Girls Leagues	20,500	76,620	102,611	127,702	148,842
Boys Softball	20,500	76,620	102,611	127,702	148,842
Tournaments - Basketball	32,500	32,500	32,500	32,500	32,500
Shooting - Basketball	222,550	260,920	301,111	340,422	379,680
Tournaments - Volleyball	38,500	40,331	31,661	22,076	23,073
GoodSports - Volleyball	80,600	87,312	94,600	122,280	133,180
GoodSports - Alternative Use	124,000	165,375	211,746	283,604	321,485
Third Party - Competitions	61,370	75,542	89,943	104,847	120,312
Third Party - Alternative Use	53,500	62,475	72,828	83,570	94,713
Total League & Tournament Revenue	892,210	1,182,587	1,359,870	1,590,935	1,729,688
LEAGUE & TOURNAMENT EXPENSES					
Gate Attendance Wages	18,264	20,593	22,913	25,461	27,750
Employee Benefits and Payroll Taxes	3,912	4,119	4,583	5,132	5,550
Awards	16,889	26,083	29,913	34,536	38,546
Amateurship Fees	21,000	22,000	23,000	24,000	25,000
Officials	15,075	17,252	19,716	22,837	26,848
Officials - out of Rental	60,000	78,750	99,225	121,551	145,861
Booth Rental	18,000	22,500	27,000	31,500	36,000
Event Manager	3,000	3,250	3,500	3,750	4,000
Miscellaneous	300,640	358,547	411,260	471,448	526,354
Total League & Tournament Expenses	682,570	827,040	944,411	1,076,586	1,225,729
Gross Profit - Leagues & Tournaments	209,640	355,547	415,459	514,349	503,959
CONCESSION AND RETAIL SALES					
Concession Sales - Food	143,506	161,805	180,029	201,626	218,032
Concession Sales - Beverage	117,414	132,886	147,296	164,967	178,390
Retail Sales	24,580	29,640	33,992	39,246	43,902
Total Concession and Retail Sales	285,500	324,331	361,317	405,839	440,324
CONCESSION & RETAIL COSTS					
Food Costs	71,753	80,903	90,014	100,813	109,016
Beverage Cost	41,095	46,335	51,554	57,738	62,436
Concession Supplies	11,420	11,768	13,093	14,664	15,857
Retail Cost	11,061	13,318	15,296	17,661	19,711
Wages	31,310	35,263	39,279	43,991	47,974
Utilities	12,500	13,500	14,500	15,500	16,500
Total Concession & Retail Costs	178,139	200,887	224,166	253,312	277,594
Total Concession & Retail Profit	117,361	123,444	137,151	151,037	162,730
Gross Profit - Concession & Retail	117,361	123,444	137,151	151,037	162,730
OTHER DEPARTMENTAL INCOME					
Court Rental	131,960	143,960	155,960	167,960	179,960
Storage Rental	15,000	15,000	15,000	15,000	15,000
Office Rental	3,500	3,500	3,500	3,500	3,500
Other Pay	9,000	10,000	11,000	12,000	13,000
Exercise Class	12,000	13,500	15,000	16,500	18,000
Boat Camp	12,000	16,000	20,000	24,000	28,000
Sports Performance Training, Net of Revenue Share	12,000	16,000	20,000	24,000	28,000
Academy	2,500	3,557	4,079	4,709	5,356
Miscellaneous	1,000	1,000	1,000	1,000	1,000
Other Departmental Income	120,000	140,000	160,000	180,000	200,000
Total Other Departmental Income	349,910	396,197	442,004	488,726	534,909
OTHER DEPARTMENTAL EXPENSES					
Boat Camp Profit Share	8,000	9,000	10,000	11,000	12,000
Exercise Class Profit Share	6,000	6,667	7,333	8,000	8,667
Miscellaneous	4,000	4,000	4,000	4,000	4,000
Other Departmental Expenses	12,000	13,684	15,471	17,362	19,256
Total Other Departmental Expenses	32,000	37,351	42,804	48,664	53,923
Gross Profit - Other Departmental Income	317,910	358,846	399,200	440,062	480,986
TOTAL REVENUE	1,618,920	1,905,615	2,160,392	2,464,397	2,772,724
TOTAL EXPENSES	526,770	591,663	660,565	740,733	814,546
Net Profit	1,092,150	1,313,952	1,499,827	1,723,665	1,958,178
Per Court	493,442	577,388	649,851	738,194	815,535
Per Court	1,322,478	1,331,678	1,513,589	1,726,623	1,914,751
TOTAL OPERATING DEPARTMENT INCOME	518,763	522,113	522,262	529,721	538,427

Target Markets

East:

- New York City Area
- Philadelphia
- Boston
- Washington DC/Baltimore/Alexandria
- Richmond
- Norfolk
- Providence
- Syracuse
- Pittsburgh

Southeast:

- Sarasota/Bradenton
- Atlanta
- Raleigh/Durham (Cary)
- Charlotte
- Orlando
- Tampa
- Miami
- Nashville
- Memphis
- Knoxville
- Birmingham
- Jacksonville
- Greensboro/Winston Salem

Southwest:

- Houston
- Austin/Round Rock
- San Antonio
- Dallas/Ft. Worth
- Oklahoma City
- Tulsa
- New Orleans
- Albuquerque

Midwest:

- Chicago
- St. Louis
- Kansas City
- Wichita
- Columbus
- Cleveland/Akron
- Cincinnati
- Louisville
- Lexington
- Detroit/Lansing/Ann Arbor
- Grand Rapids
- Toledo

West:

- Los Angeles Area
- Denver
- Salt Lake City
- Portland
- Sacramento
- Las Vegas
- Phoenix

Risk Management

Potential Risks	Mitigants
Seasonality of Youth Sports	- GoodSports Fieldhouse is adaptable for multiple sport and non-sport types of events to optimize court usage during off peak hours - Consistent distribution of revenues between leagues, tournament and alternative use events
Facility Operating Efficiency	- GoodSports Fieldhouse will be supported by a team of professionals in real estate, operations, event management and hospitality - GoodSports Enterprises has developed a proprietary management tool, POMT (Proprietary Optimization Management Tool) to evaluate revenue generation relative to court usage Focus Call Center will assist management in fielding tournament and event inquiries
Market Selection	GoodSports Enterprises has developed real estate market analytics tool to quantify demand for court time in a subject market
Construction	GoodSports Enterprises' affiliation with Focus Hospitality Services, a vertically-integrated hotel and resort development company, will allow it to take advantage of over 30 years of destination hospitality and entertainment experience to deliver projects on time and on budget
Terminal Use	- GoodSports Fieldhouse is not a single use facility. The cost effective design and open floor plan enables the facility to be utilized for alternative uses such as expositions, conventions and trade shows. - GoodSports Fieldhouse is convertible into an industrial warehouse or storage facility

September 20, 2011 BoCC Special Meeting 10 AM
Agenda Item #2

Title

Funding request by City of Alachua for expansion of Hal Brady Recreation Complex (Amended)

Amount

\$500,000.00

Description

City of Alachua is seeking \$500,000 to expand the Hal Brady Recreation Center through the purchase of land and construction of Lacrosse/Field Sports arenas

Recommendation

Do not fund the request using Tourist Development Tax in order to preserve the process used to rank applications during the RFP cycle seeking capital projects.

Alternative(s)

Accept the presentation and provide direction to staff on how to proceed

Requested By

Roland Loog

Originating Department

Tourist Development

Attachment(s) Description

None

Documents Requiring Action

None

Executive Summary

The City of Alachua is seeking funding to aid in the expansion of the Hal Brady Recreation Complex, titled Project Legacy. The funds would be used to purchase land and construct Lacrosse/Field Sports arenas at the site. This is an initial part of a larger plan to further develop the site with additional baseball/softball fields, tennis courts and a multi-purpose building. The City has until December 31, 2011 to close on the land.

Background

On August 31, 2011, the City of Alachua made a presentation to the Tourist Development Council (TDC) outlining Project Legacy. The presentation detailed the plan to purchase the 105 acre tract adjacent to the Hal Brady Complex. The City has approximately \$700,000 of the estimated \$1.2 million purchase price through a combination of private donations and Wild Spaces Public Places funds. Prior to a motion being made, Comm. DeLaney stated that there was still some of the County's General Fund dollars available for the County Commission to allocate. The TDC approved the motion that they supported the presentation in principle and to have the City of Alachua make a presentation to the County Commission for funding.

Issues

Process: A formal RFP process was conducted to find capital projects that could be funded through Tourist Development Tax.

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

On the July 13, 2010 meeting the BOCC approved funding from this process for the top choice, the Alachua County Fairgrounds and an amount to aid in the fund raising efforts of the Cade Museum. The Martin Luther King Center renovation project and a Downtown Conference Center presented by the Gainesville CRA were not awarded funding. The issue arises here of a project from outside of the process moving forward in front of the projects that participated. Leverage: The funds in the remaining 1% of TDT have been set aside by the BOCC for use to enhance the new fairground site and to assist the Cade Museum in their fundraising efforts. A fund balance has been accruing. The project that could use TDT funds at the fairgrounds would be the construction of an auditorium, coliseum or arena. The cost of any of those options would be significant. If the TDT is awarded to projects other than the ones voted for in July 2010, the ability to leverage these becomes diminished and pushing the timeline of the fairgrounds enhancement even farther into the future. Additionally, other projects that could utilize TDT funding, also that did not participate in the RFP, may begin to ask for the chance to make funding request presentations to the BOCC. Failure to Perform: The possibility exists of awarding the TDT funds with a performance requirement of developing a legal use on the site within a specific time period. If the City failed to meet this criteria it would put the County in a situation of having to sue the City to get the funds back.

Fiscal Recommendation

Do not fund

Fiscal Alternative(s)

Provide staff direction for funding

Funding Sources

N/A

Account Code(s)

N/A

September 20, 2011 BoCC Special Meeting 10 AM
Agenda Item #3

Title

Termination Agreement Advantek Consulting Engineering Inc. (Advantek) (Amended)

Amount

\$42,352.44

Description

Termination Agreement Advantek Consulting Engineering Inc. (Advantek)

Recommendation

Approve Termination Agreement with Advantek Consulting Engineering Inc. and authorize staff to begin the RFP process to hire a new Engineer of Record for the Jail Energy Conservation Project Phase 2.

Alternative(s)

Reject Termination Agreement and advise staff

Requested By

Charlie R. Jackson

Originating Department

Administrative Services/Facilities Management

Attachment(s) Description

Termination Agreement

Documents Requiring Action

Termination Agreement

Executive Summary

Staff and Advantek have agreed that it is in the best interest of both parties to terminate the agreement for consulting services related to the Jail Energy Conservation Project Phase 2. The termination is for various reasons, including good faith irreconcilable disagreements, and regarding design and conduct of the Project. Advantek will provide the drawings and specifications in their current state, and the County will pay outstanding invoices in amount of \$42,352.44.

Background

This resolves disputes between staff and Advantek regarding invoice formatting and design and conduct of the Project.

Issues

Staff would immediately need to begin the RFP process to replace Advantek as the Engineer of Record for the Jail Energy Conservation Project Phase 2.

Fiscal Recommendation

Approve Termination Agreement and begin RFP process

Fiscal Alternative(s)

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Do not approve

Funding Sources

Capital Project Funds

Account Code(s)

300-3264, 348-3264 and 352-3264

Attachment: TERMINATION_AGREEMENT.pdf

Grace Knight Conference Room
County Administration Building
12 SE 1st Street

Termination Agreement

This Termination Agreement, executed by both parties this _____ day of _____, 2011, is entered into by and between Alachua County, a charter county and political subdivision of the State of Florida, by and through its Board of County Commissioners ("County"), and Advantek Consulting Engineering, Inc. ("Advantek")

Purpose

On or about November 25, 2008, the County and Advantek entered into an agreement for design and consulting services related to the design of Alachua County Jail Energy Conservation and Upgrade Project (the Project) titled, "Agreement to move the Design Drawings for the Jail HVAC Replacement to 80% completion" which was amended by a First Amendment dated January 27th, 2009, a Second Amendment dated November 10, 2009, and a Third Amendment dated March 9th, 2010 (together, "Agreement").

For various reasons including good faith irreconcilable disagreements regarding design and conduct of the Project, the parties have agreed that it is in the best interest of both the County and Advantek to terminate the Agreement for their mutual convenience. Accordingly, in consideration of the signing of this document and the obligations imposed by this Termination Agreement, the parties have entered into the following agreement.

Agreement

1. The Agreement is terminated for convenience as of June 30, 2011 ("Termination Date"). As of the Termination Date, all obligations imposed by the Agreement are extinguished and neither party shall be obligated to the other party after that date except as stated in this Termination Agreement.
2. Advantek shall deliver to the County Attorney's Office all deliverables required by the Agreement ("Deliverables") in their current stage of completion, whether or not complete. At the time of delivery, the County shall provide Advantek with a County check for the sum of \$42,352.44.
3. The County may use the Deliverables for the project and extensions of the project, subject to the following limitations: (i) The County acknowledges that, if modified, the Deliverables may not be suitable for use on the project, or suitable for use or reuse by the County or others on extensions of the project or on any other project; (ii) any such use or reuse, or any modifications of the Deliverables, without written verification, completion, or adaptation by Advantek, as appropriate for the specific purpose intended, will be at the County's sole risk and without liability or legal exposure to Advantek or its subconsultants; (iii) use, reuse, or modification of the Deliverables by the County shall not create any rights in third parties. Advantek shall not be obligated to modify, verify or adapt the Deliverables, but if Advantek at the County's request modifies, verifies or adapts the Deliverables for the project, extensions of the project or for any other project, or renders any other services after the Termination Date then the County shall compensate Advantek at Advantek's customary rates with reimbursements based on the County's customary policies. Formatting and detailing of bills shall be based on

Advantek's customary invoicing practices, but shall include, at a minimum, a description of the services provided.

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

4. Each party for itself, its officers, directors, shareholders, employees, agents, consultants and their respective successors and assigns, does hereby covenant not to sue and forever releases and discharges the other party hereto and its officers, directors, shareholders, employees, agents, consultants and their respective successors and assigns from any and all liabilities, damages, claims, and demands of every kind and character, whether present, conditional, or contingent, whether known or unknown, arising out of any matters occurring from the beginning of time up to and including the Termination Date, including by way of example and not limitation any claims based on the Agreement, breach of contract, or any other claim of any kind that was or might have been asserted by either party under any federal or state statute, local ordinance, common law, tort law, contract law, decision or rule of law whatsoever. This release does not apply to any violations of the terms or conditions of this Termination Agreement.
5. Advantek consents to and has no objection to the County communicating with, or contracting for services with Cape Design Engineering, Inc. or any subcontractor used by Advantek on the Project.
6. Both parties acknowledge that they have read this Termination Agreement in its entirety; that they understand and agree to all of the terms and provisions of this Termination Agreement, and that there are no other promises or representations relating to this Termination Agreement or its subject matter except as specifically stated in this Termination Agreement.

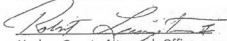
ALACHUA COUNTY, FLORIDA

By: _____
Lee Pinkoson, Chair
Board of County Commissioners

ATTEST:

APPROVED AS TO FORM

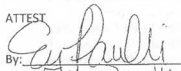
J. K. Irby, Clerk


Alachua County Attorney's Office

(SEAL)

ATTEST

ADVANTEK CONSULTING ENGINEERING, INC.

By: 
Print: Eric Paulin

By: 
Print: Michael K. West

Title: Office Manager

Title: Principal-CEO

September 20, 2011 BoCC Special Meeting 10 AM
Agenda Item #4

Title

Sales Tax: Pavement Management Program (Amended)

Amount

N/A

Description

Detailed discussion involving a potential sales surtax initiative for pavement management.

Recommendation

Direct staff to proceed with development of a 2012 ballot initiative for a 1-cent Charter County Transportation System Surtax for a period of at least ten years and to begin the community involvement process

Alternative(s)

Provide further direction to staff

Requested By

Richard Hedrick (David Cerlanek x1214)

Originating Department

Public Works

Attachment(s) Description

1. Presentation; 2. Prioritized Pavement Management Project List; 3. Types of Work Associated with 3R Projects

Documents Requiring Action

None

Executive Summary

The deteriorating condition of the County's roadway infrastructure, and finding effective ways to fund capital maintenance for roads has been a key topic of discussion for several years. In a recent series of regular and informal meetings, the Board of County Commissioners has discussed the possibility of placing a sales surtax referendum for pavement management on a future general election ballot. The purpose of this special meeting is to discuss in greater detail several critical items involving the initiative, including a comparison between the Charter County Transportation System Surtax and the Local Government Infrastructure Surtax, definitions of maintenance and reconstruction relating to roadway projects, anticipated terms of an initiative, and engaging the public.

Background

The Board directed staff to provide a progress report of the Pavement Management Program and to provide the information necessary for the Board to be able to discuss the roadway capital maintenance needs of the County, including life-cycle cost set-asides for new infrastructure. Staff distributed the Pavement Management Report to the Board in June 2010. On October 5, 2010, the Board directed the County Manager and staff to prepare a summit in the first quarter of the new year (2011) to discuss a one-cent sales tax, and to pursue a proactive roadway capital maintenance plan. On February 1, 2011, a summit was held for the Board and the public to discuss the use of a sales tax for pavement management. On March 15, the Board received further information on how the County's current roadway maintenance funding is being used. On April 5, 2011, the Board directed staff

to, (1) provide information as to the process for the Board to consider a sales tax referendum, (2) recommend a process for engaging the public and local municipalities, (3) provide a list of projects including maintenance-only and those requiring enhancements, (4) provide definitions for the terms "maintenance" and "reconstruction", and (5) list in detail what is required for each project. On August 23, 2011, the Board approved the pavement management project ranking methodology and directed staff to schedule a special meeting to discuss issues in further detail.

Issues

· The County is responsible for 677.2 miles of paved roadways, 302.9 miles of which are in the urbanized areas. · The funding allocated to pavement capital maintenance since 2005 has been used to repair 43.7 miles to date and will be used to fund 56.2 miles in up-coming projects. · Gas tax revenues alone have not been sufficient to address the County's roadway infrastructure maintenance. · The estimated capital pavement maintenance backlog has grown from \$360,000,000 in 2005 to \$380,000,000 in 2010. · Although major steps were taken since 2005 to address the County's infrastructure maintenance needs, they weren't enough to keep up with the infrastructure deterioration rate. · Further deterioration of the infrastructure will occur unless additional funding is dedicated for capital pavement maintenance. · The cost per mile is lowest when roadway infrastructure is maintained on a proactive basis. · The cost per mile increases when roadway infrastructure maintenance is deferred and allowed to deteriorate. · Proactive roadway infrastructure maintenance includes setting aside funding annually for periodic resurfacing as new roads are constructed. · A one-cent sales tax would be adequate to address the current capital pavement maintenance backlog.

Fiscal Recommendation

N/A

Fiscal Alternative(s)

N/A

Funding Sources

TBD

Account Code(s)

TBD

Attachment: Type of Work Associated with 3R Projects.pdf

Attachment: SalesTaxBoCC9202011.pptx

Attachment: PMPriorityList09202011.pdf

Type of Work Associated with 3R Projects

Extend the Service Life of the Roadway

- Milling and paving of the existing roadway cross section
- Process of repairing and renovating the roadway close to original structural condition
- Process of restoring roadway after some process has damaged it

Safety Modifications

- Bring the roadway close to current design standards
- Safety modifications needed to address crash problems
- ADA compliance
- Modifications to roadside barriers (guardrail)
- Widen roadway and bridge lanes
- Widen or add roadway bridge shoulders
- Provide clear zone
- Upgrade pavement markings
- Add, update or remove traffic signals
- Correct skid hazards
- Replace bridges rated "insufficient"
- Upgrade to current access management requirements
- Add or extend auxiliary (i.e. turning, acceleration, deceleration) lanes to a roadway
- Other safety modifications or enhancements

Improve Operational Characteristics

- Paved shoulders
- Adjustments to roadway features (curbing, striping, intersection, turn lanes, etc.)
- Provide non vehicular transportation needs
- Add turn lanes at an intersection or on a roadway
- Replacement of bridges which cannot be widened economically
- Upgrade at-grade railroad crossings
- Intersection modifications
- Removal of parking lanes
- Add or upgrade transit stops

Prioritized Pavement Management List
Methodology Approved August 23, 2011

RANK	ROAD_NO	FROM	TO	LENGTH	ADA	SAFTEY	CORRECT	ADD	ADD	COST*
					CORRECTION	MODS	SUBSTANDARD	PAVED	SIDEWALKS	
							LANE WIDTHS	SHOULDER		
Partially Funded	1 NW 43 ST	W NEWBERRY RD	NW 53 AV	3.279	Yes	Yes	Standard	Existing	No	\$ 6,749,597.48
	2 NW COUNTY RD 235 / NW 140 ST	NW 78 AV	NW 143 PL / CR 2054	5.349	Yes	Yes	Standard	Yes	0.6	\$ 5,088,584.57
	3 NW CR 236	NW US 441	I-75	4.198	Yes	Yes	Yes	Yes	0.3	\$ 3,841,526.82
	4 NW COUNTY RD 235 / NW 242 ST	W NBERRY RD / SR 26	NW 78 AV	6.146	Yes	Yes	Standard	Yes	No	\$ 5,659,588.20
	5 SW 282/266 ST(CR 337)	LEVY CL	W NEWBERRY RD	8.427	Yes	Yes	Yes	Yes	No	\$ 7,521,603.42
	6 NW 69 TER	W NEWBERRY RD	NW 11 PL	0.287	Yes	Yes	Standard	No	0.287	\$ 318,358.87
	7 W UNIV AV	SW 75 ST	EAST END	0.54	Yes	Yes	Standard	Yes	No	\$ 413,963.58
	8 NW 16 AV	NW 13 ST (US 441)	NE 2 ST	1.046	Yes	Yes	Standard	No	No	\$ 1,273,038.55
	9 N MAIN ST	NW 23 AV	NW 39 AV	0.577	Yes	Yes	Standard	Existing	No	\$ 1,050,008.98
	10 NW 53 AV	NW 34 ST / SR 121	NW 13 ST / US 441	1.213	Yes	Yes	Standard	Existing	No	\$ 1,262,845.19
	11 SW 75 ST	SW 8 AV	W UNIVERSITY AV	0.57	Yes	Yes	Standard	Existing	No	\$ 942,494.91
	12 NW 27 AV	NW 55 ST	NW 51 ST	0.251	Yes	Yes	Standard	No	No	\$ 234,696.22
	13 NW 23 AV	NW 83 ST	NW 55 ST	1.723	Yes	Yes	Standard	Yes	No	\$ 1,586,636.91
	14 NW 43 ST	NW 53 AV	NW 13 ST / US 441	3.099	Yes	Yes	Standard	Existing	0.8	\$ 3,443,571.68
	15 MILLHOPPER RD / NW 53 AV	NW 143 ST	NW 43 ST	6.699	Yes	Yes	Standard	Existing	No	\$ 6,564,026.91
	16 SW 75 ST	N OF PUBLIX	SW 8 AV	2.797	Yes	Yes	Standard	Yes	No	\$ 2,575,637.52
	17 SE COUNTY RD 234 (BEVILLE BP)	MARION CL	S US HIGHWAY 441	2.932	Yes	Yes	Standard	Yes	No	\$ 2,520,395.40
	18 SW 91 ST	SW ARCHER RD	SW 44 AV	1.608	Yes	Yes	Standard	No	No	\$ 1,213,058.05
	19 SW 75 ST	SW ARCHER RD	N OF PUBLIX	0.28	Yes	Yes	Standard	Existing	No	\$ 534,595.59
	20 NW 83 ST	NW 23 AV	NW 39 AV / SR 222	1.004	Yes	Yes	Standard	No	No	\$ 1,093,525.68
	21 NW 170 ST	W NEWBERRY RD	NW 32 AV	1.992	Yes	Yes	Standard	Yes	No	\$ 1,712,355.95
	22 NE 16 AV	NE 2 ST	NE WALDO RD	1.205	Yes	Yes	Standard	Existing	No	\$ 885,541.02
	23 SW 34 ST / SW 63 AV (CR 23)	SW 13 ST (US 441)	S OF FARM B.	1.808	Yes	Yes	Yes	Yes	No	\$ 1,583,967.53
	24 NW 59 DR	NW 120 LN	NW 156 AV	2.242	Yes	Yes	Standard	No	No	\$ 1,385,162.62
	25 SW 75 ST	SW 75 WAY	SW ARCHER RD	1.996	Yes	Yes	Standard	Yes	No	\$ 1,838,030.92
	26 FT CLARKE BLVD	W NEWBERRY RD (SR 26)	NW 23 AV	1.089	Yes	Yes	Standard	No	No	\$ 1,046,838.21
	27 SE 101 AV	HOLDEN PK RD	PUTNAM CL	0.593	Yes	Yes	Standard	No	No	\$ 335,839.12
	28 SW 75 WAY	SOUTH END	SW 75 ST	0.977	Yes	Yes	Standard	Yes	No	\$ 748,967.45
	29 SE COUNTY RD 234	SE COUNTY RD 2082	SE HAWTHORNE RD	0.717	Yes	Yes	Standard	Yes	No	\$ 616,344.99
	30 NW 53 AV	NW 43 ST	NW 34 ST / SR 121	1.505	Yes	Yes	Standard	Existing	No	\$ 1,566,844.20
	31 SW 35 DR	SOUTH END	SW WILLISTON RD	0.998	Yes	Yes	Standard	No	0.998	\$ 836,195.98
	32 NW 32 AV	NW 186 ST	NW 143 ST	2.662	Yes	Yes	Standard	Yes	No	\$ 2,359,874.25
	33 DELOACH S/D	12-09-17		0.823	Yes	Yes	Standard	No	No	\$ 230,383.50
	34 NW COUNTY RD 237	NW US HIGHWAY 441	W STATE RD 235	4.039	Yes	Yes	Yes	Yes	0.1	\$ 3,565,673.65
	35 NW COUNTY RD 235 A	NW US HIGHWAY 441	NW COUNTY RD 236	5.429	Yes	Yes	Standard	Yes	0.6	\$ 4,975,750.99
	36 NW 11 PL	NW 69 ST	TOWER HILL INS.	0.166	Yes	Yes	Standard	No	0.166	\$ 130,736.85
	37 NW 78 AVE	Gilchrist	NW STATE ROAD 45	3.01	Yes	Yes	Standard	Yes	No	\$ 2,771,780.10
	38 NW 94 AV	NW STATE ROAD 41	NW COUNTY RD 235	4.102	Yes	Yes	Yes	Yes	No	\$ 3,751,521.57
	39 NE 1 ST/ CHOLOKA BLVD	US HIGHWAY 441	NE 2 AV	0.463	Yes	Yes	Standard	Yes	No	\$ 410,451.46
	40 SW 170 ST	SW STATE ROAD 45	W NEWBERRY RD	7.467	Yes	Yes	Standard	Yes	No	\$ 6,876,040.53
	41 SW 170 ST/ 134 AV/ 132 LN	LEVY	SW STATE ROAD 45	3.372	Yes	Yes	Yes	Yes	0.2	\$ 3,064,018.95

*Conceptual estimate using 2010 costs. Costs include rehabilitation of roadway plus basic safety modifications and sidewalk as indicated.

**Prioritized Pavement Management List
Methodology Approved August 23, 2011**

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
42	NE COUNTY RD 1471	NE US HIGHWAY 301	BRADFORD CL	5.65	Yes	Yes	Yes	Yes	No	\$ 5,088,004.00
43	E UNIV AV/ LAKESHORE DR	SE HAWTHORNE RD	NE STATE ROAD 26	3.822	Yes	Yes	Yes	Yes	No	\$ 3,474,319.67
44	NW 58 TER	MP 0.28	NW 218 AV	0.29	Yes	Yes	Yes	No	No	\$ 164,519.35
45	SE COUNTY RD 234 / NE 1 ST	US HIGHWAY 441	SE COUNTY RD 2082	6.846	Yes	Yes	Standard	Yes	No	\$ 5,884,934.15
46	NW 75 ST	W UNIVERSITY AV	W NEWBERRY RD	0.559	Yes	Yes	Standard	No	No	\$ 594,598.05
47	SE COUNTY RD 346	S US HIGHWAY 441	S COUNTY RD 325	5.102	Yes	Yes	Yes	No	No	\$ 4,666,080.71
48	SE COUNTY RD 2082 / SE 69 AV	SE 152 ST	SE US HIGHWAY 301	4.461	Yes	Yes	Yes	Yes	No	\$ 5,280,722.48
49	KENWOOD	17-10-19		4.28	Yes	Yes	Standard	No	No	\$ 1,317,916.77
50	NW 156 AV	NW 103 TER	NW COUNTY RD 237	2.03	Yes	Yes	Standard	No	No	\$ 1,149,668.50
51	SE COUNTY RD 234	SE HAWTHORNE RD	E COUNTY RD 1474	3.715	Yes	Yes	Standard	Yes	No	\$ 3,193,475.08
52	ROBINSON HEIGHTS	16-10-20		1.34	Yes	Yes	Standard	No	No	\$ 375,108.00
53	NE CR 1475/ NE 148 AV/COLE ST	NE WALDO RD	BRADFORD CL	5.665	Yes	Yes	Yes	Yes	0.4	\$ 5,164,965.63
54	NW 120LN / NW 126 AV	MP 0.278	NW US HIGHWAY 441	1.254	Yes	Yes	Standard	Yes	No	\$ 832,190.10
55	NW 46 AV	NW COUNTY RD 235	NW 186 ST	1.686	Yes	Yes	Standard	Yes	No	\$ 1,494,646.13
56	NW 164 LN	08-08-18		0.223	Yes	Yes	Standard	No	No	\$ 49,939.75
57	NW 138 AV	NW 195 ST	NW 173 ST	0.957	Yes	Yes	Standard	No	No	\$ 541,986.58
58	SE 43 ST	SE HAWTHORNE RD	E UNIVERSITY AV / SR 26	1.138	Yes	Yes	Standard	Yes	0.6	\$ 1,210,855.00
59	NW 78 AVE	NW STATE ROAD 45	NW CR 235	3.566	Yes	Yes	Yes	Yes	No	\$ 3,182,869.09
60	NW 170 LN	NW US HIGHWAY 441	NW 188 ST	0.853	Yes	Yes	Yes	No	No	\$ 483,913.80
61	NW 98 ST	W NEWBERRY RD	NW 39 AV	2.074	Yes	Yes	Standard	Yes	No	\$ 1,117,360.66
62	NW 23 AV	WEST END	NW 98 ST	0.389	Yes	Yes	Standard	No	0.2	\$ 294,640.26
63	S MAIN STREET	SR 331	S DEPOT AVENUE	1.9	Yes	Yes	Standard	Existing	No	\$ 4,534,516.17
64	SE COUNTY RD 225	SE 185 AV	SE COUNTY RD 346	2.142	Yes	Yes	Yes	No	No	\$ 1,158,995.37
65	SW COUNTY RD 346	SW US HIGHWAY 45	SW WILLISTON RD	7.339	Yes	Yes	Yes	Yes	No	\$ 6,550,498.10
66	SW 46 AV	SW 202 ST	SW 170 ST	1.99	Yes	Yes	Standard	Yes	No	\$ 1,710,636.72
67	NW 23 AV	FORT CLARKE BLVD	NW 83 ST	0.43	Yes	Yes	Standard	Existing	No	\$ 202,259.58
68	SW 103 AV	SW 170 ST	EAST END	1.002	Yes	Yes	Yes	No	No	\$ 542,163.10
69	NW 234 AV	N STATE ROAD 121	NW COUNTY RD 1493	1.414	Yes	Yes	Standard	No	No	\$ 800,803.58
70	SAVANNAH PLACE	27-09-19		0.215	Yes	Yes	Standard	No	No	\$ 59,023.36
71	NW 226 ST/ NW102 AV/ NW 234 ST	NW 94 AV	NW 110 AV	1.489	Yes	Yes	Yes	Yes	No	\$ 1,304,495.39
72	S COUNTY RD 325	SE COUNTY RD 346	SE HAWTHORNE RD	4.905	Yes	Yes	Yes	Yes	No	\$ 4,297,212.81
73	CR 1475/ COLE ST	NE WALDO RD / SR 24	NE US HIGHWAY 301	0.16	Yes	Yes	Standard	Yes	0.16	\$ 190,782.36
74	SE/NE COUNTY RD 219A	SE US HIGHWAY 301	NE STATE ROAD 26	6.503	Yes	Yes	Standard	Yes	No	\$ 5,764,936.99
75	E COUNTY RD 1474	NE US HIGHWAY 301	NE/SE COUNTY RD 219A	1.74	Yes	Yes	Yes	Yes	No	\$ 1,591,332.89
76	BARRINGTON PL	28-09-19		0.28	Yes	Yes	Standard	No	No	\$ 84,554.40
77	NW 143 ST	W NBERRY RD	NW 39 AVE	2.431	Yes	Yes	Standard	Existing	1.2	\$ 1,469,311.27
78	SW/ NW 122 ST	SW 24 AV	W NEWBERRY RD	2.001	Yes	Yes	Standard	Existing	1	\$ 977,442.02
79	NW 202 ST	NW CR 2054	NW US HIGHWAY 441	2.73	Yes	Yes	Standard	Yes	No	\$ 2,513,940.09
80	NW 110 AV	NW STATE ROAD 45	NW 234 ST	1.001	Yes	Yes	Standard	No	No	\$ 153,368.64
81	NW 94 AV	NW COUNTY RD 235	NW 143 ST	2.758	Yes	Yes	Standard	Yes	No	\$ 2,539,724.09
82	NW 210 LN	MP 0.365	NW STATE ROAD 26	0.218	Yes	Yes	Standard	No	No	\$ 123,461.94

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*Concept estimate using 2010 costs. Costs include rehabilitation of roadway plus basic safety modifications and sidewalk as indicated.

Prioritized Pavement Management List
Methodology Appendix August 23, 2011

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
83	PARK AV RESIDENTIAL	33-09-19		0.528	Yes	Yes	Standard	No	No	\$ 159,445.43
84	SE 15 AV	SE 27 AV	SE 32 ST	0.304	Yes	Yes	Standard	Yes	No	\$ 261,323.40
85	NE 225 ST / NE 69 AV	NE STATE ROAD 26	NORTH END	1.008	Yes	Yes	Standard	No	No	\$ 518,972.62
86	NW 177 AV	N STATE RD 121	MP 0.516	0.516	Yes	Yes	Yes	No	No	\$ 279,197.76
87	SW 91 ST	SW 24 AV	SW 8 AV	1.004	Yes	Yes	Yes	Yes	No	\$ 559,893.49
88	SE 179 ST	SOUTH END	SE COUNTY RD 2082	0.238	Yes	Yes	Standard	No	No	\$ 122,535.20
89	NW 78 AVE	NW CR 235	NW 143 ST	3.127	Yes	Yes	Yes	Yes	No	\$ 2,791,035.23
90	SW 30 AV	SW 202 ST	SW 170 ST	1.989	Yes	Yes	Yes	Yes	No	\$ 1,742,539.51
91	NW 173 ST / COUNTY RD 235 A	NW COUNTY RD 235	NW US HIGHWAY 441	3.202	Yes	Yes	Standard	Yes	No	\$ 1,630,933.91
92	SE 16 AV	BOAT RAMP	SE COUNTY RD 234	0.697	Yes	Yes	Standard	No	No	\$ 430,623.71
93	GREENLEAF	21-10-19		1.614	Yes	Yes	Standard	No	No	\$ 531,704.40
94	NW 188 ST	NW 151 AV	NW US HIGHWAY 441	0.962	Yes	Yes	Standard	No	No	\$ 594,347.21
95	NW 109 LN	SOUTH END	NW 143 ST	1.499	Yes	Yes	Standard	No	No	\$ 771,765.82
96	CREEK PARK EST	01-10-20		0.79	Yes	Yes	Standard	No	No	\$ 260,251.85
97	SE / SW WACAHOOTA RD	S US HIGHWAY 441	SW WILLISTON RD	6.05	Yes	Yes	Yes	No	No	\$ 5,617,948.86
98	DEVONSHIRE HILLS	11-10-20		1.36	Yes	Yes	Standard	No	No	\$ 448,028.49
99	NE COUNTY RD 234	E COUNTY RD 1474	NE STATE ROAD 26	3.43	Yes	Yes	Yes	Yes	No	\$ 3,061,480.92
100	NW 15 PL	FT CLARK BLVD	EAST END	0.417	Yes	Yes	Standard	No	No	\$ 156,732.46
101	WEST END ESTATES			0.964	Yes	Yes	Standard	No	No	\$ 242,868.43
102	NW 156 AV	N STATE ROAD 121	NW COUNTY RD 231	2.425	Yes	Yes	Standard	Yes	No	\$ 2,233,078.65
103	N FL REG. DOCTOR'S PK	33-09-19		0.516	Yes	Yes	Standard	No	0.516	\$ 380,153.48
104	NW 76 BLVD	W NEWBRY RD	NORTH END	0.433	Yes	Yes	Standard	No	0.433	\$ 517,321.85
105	NW 91 EXT	NORTH RD (SFCC)	NW 39 AV	0.398	Yes	Yes	Standard	Yes	0.398	\$ 307,688.06
106	SE 15 ST (CR 2043)	SE HAWTHORNE RD	SE 41 AV	1.346	Yes	Yes	Standard	No	No	\$ 1,509,054.80
107	KIMBERLY WOODS	27-09-19		0.943	Yes	Yes	Standard	No	No	\$ 310,655.05
108	WEST HILLS	33-09-19		1.423	Yes	Yes	Standard	No	No	\$ 398,342.30
109	SHADY LAWN EST	12-10-20		0.528	Yes	Yes	Standard	No	No	\$ 173,940.47
110	SE COUNTY RD 2082	SE HAWTHORNE RD	SE COUNTY RD 234	1.827	Yes	Yes	Yes	Yes	No	\$ 1,670,899.54
111	WYNDWOOD HILLS	28-09-19		1.001	Yes	Yes	Standard	No	No	\$ 329,762.15
112	EDGECLIFF	LEVY GRANT		1.556	Yes	Yes	Standard	No	No	\$ 479,130.49
113	SPRINGHILL	15-10-20		0.125	Yes	Yes	Standard	No	No	\$ 41,179.09
114	SUGARFOOT OAKS	09-10-19		1.317	Yes	Yes	Standard	No	No	\$ 433,862.89
115	DONNA RAY ESTS	MAKEY HD5N		0.058	Yes	Yes	Standard	No	No	\$ 19,107.10
116	NE 221 ST	NE STATE ROAD 26	NE 69 LN	0.467	Yes	Yes	Yes	No	No	\$ 252,684.80
117	SPRING MEADOWS	07-09-21		0.498	Yes	Yes	Standard	No	No	\$ 153,346.39
118	SW 91 ST, 137 AV (CR 346 A)	SW COUNTY RD 346	SW WILLISTON RD	3.662	Yes	Yes	Yes	Yes	No	\$ 3,268,554.85
119	CRANE SONG	33-08-22		0.138	Yes	Yes	Standard	No	No	\$ 38,630.53
120	NE 63 AV (TRANSFER STA. RD)	NE WALDO RD	EAST END	0.622	Yes	Yes	Standard	Yes	No	\$ 385,108.69
121	NE 77 AV	N COUNTY RD 225	NE 56 TER	1.191	Yes	Yes	Standard	Yes	No	\$ 851,700.60
122	HICKORY WOODS	28-09-19		0.468	Yes	Yes	Standard	No	No	\$ 154,174.51
123	NW 121 TER	W STATE ROAD 235	NORTH END	0.212	Yes	Yes	Standard	No	No	\$ 109,149.00

*Conceptual estimate using 2010 costs. Costs include rehabilitation of roadway plus basic safety modifications and sidewalk as indicated.

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Prioritized Pavement Management List
Methodology Approved August 23, 2011

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
124	NW COUNTY RD 239	NW COUNTY RD 236	N STATE ROAD 121	3.098	Yes	Yes	Yes	Yes	No	\$ 2,714,121.36
125	PINE WOODS	34-09-19		0.813	Yes	Yes	Standard	No	No	\$ 227,584.18
126	ARROWHEAD	29-10-19		1.034	Yes	Yes	Standard	No	No	\$ 318,393.91
127	SHADY LANE	10-11-18		0.631	Yes	Yes	Standard	No	No	\$ 176,636.68
128	NE 27 AV	NE 39 AV	NE 55 BLVD (SR 26)	0.88	Yes	Yes	Standard	Yes	0.88	\$ 868,248.84
129	WEST PARK	34-09-19		1.071	Yes	Yes	Standard	No	No	\$ 269,825.82
130	SW 24 AV	SW 122 ST	SW 75 ST	3.173	Yes	Yes	Standard	Yes	No	\$ 1,709,443.28
131	HAILE PLANTATION	18,19,20-10-19		27.493	Yes	Yes	Standard	No	No	\$ 9,057,093.68
132	MALIBU FARMS	11-09-18		0.444	Yes	Yes	Standard	No	No	\$ 124,289.52
133	NE 8 TER	SOUTH END	NE 192 AV	0.129	Yes	Yes	Standard	No	No	\$ 66,416.14
134	KINCAID S/D	11-10-20		2.485	Yes	Yes	Standard	No	No	\$ 556,503.51
135	SE 152 ST	SE COUNTY RD 2082	SE HAWTHORNE RD	0.761	Yes	Yes	Yes	Yes	No	\$ 666,703.15
136	NW 143 PL / RACHAEL BLVD	NW 140 ST	NW US HIGHWAY 441	1.981	Yes	Yes	Yes	Yes	0.8	\$ 1,952,756.85
137	NW COUNTY RD 2054 / NW 234 ST	NW 110 AV	NW 173 ST / CR 235 A	4.896	Yes	Yes	Yes	Yes	No	\$ 4,289,328.01
138	SE 35 ST	SOUTH END	SE HAWTHORNE RD	1.618	Yes	Yes	Standard	No	No	\$ 1,715,801.10
139	N COUNTY RD 225 / E CR 225	NE 156 AV	NE US HIGHWAY 301	9.513	Yes	Yes	Standard	Existing	No	\$ 4,194,975.46
140	NW 171 TER	NW 94 AV	NORTH END	0.44	Yes	Yes	Standard	No	No	\$ 271,842.80
141	McRAE MANOR	11-10-20		0.086	Yes	Yes	Standard	No	No	\$ 28,331.21
142	SE 219 AV	SE US HIGHWAY 301	SE 201 TER	0.107	Yes	Yes	Yes	No	No	\$ 60,701.97
143	LAKE BONNET EST	10-09-22		1.342	Yes	Yes	Standard	No	No	\$ 300,534.29
144	CROSS CREEK MOBILE HOME EST	36-11-21		0.304	Yes	Yes	Standard	No	No	\$ 85,099.13
145	NW PEGGY RD / CR 2054	NW 173 ST / CR 235 A	NW 140 ST / W SR 235	2.246	Yes	Yes	Standard	Yes	0.5	\$ 2,066,464.80
146	SE 203 / 201 ST	SE US HIGHWAY 301	SE US HIGHWAY 301	1.626	Yes	Yes	Standard	Yes	No	\$ 1,397,736.33
147	SE 59 LN / VETERANS WAY	S US HIGHWAY 441	S US HIGHWAY 441	0.389	Yes	Yes	Standard	Yes	No	\$ 369,623.64
148	PRAIRE SOUTH	LEVY GRANT		1.307	Yes	Yes	Standard	No	No	\$ 402,457.29
149	SW 41 PL	SW 75 ST	SW 63 BLVD	0.621	Yes	Yes	Standard	Yes	No	\$ 293,208.15
150	SW 91 ST	SW 44 AV	SW 24 AV	1.4	Yes	Yes	Standard	No	No	\$ 608,202.82
151	OAKCREST S/D	31-09-19		2.432	Yes	Yes	Standard	No	No	\$ 801,180.37
152	MCNEIL / JACKS 2	12-10-20		0.372	Yes	Yes	Standard	No	No	\$ 122,548.97
153	SW 46 BLVD	WEST END	SW 75 ST	2.118	Yes	Yes	Standard	Yes	No	\$ 1,761,178.05
154	BLUES CREEK	10-09-19		0.899	Yes	Yes	Standard	No	No	\$ 251,658.28
155	COPELAND	30-09-21		0.394	Yes	Yes	Standard	No	No	\$ 99,263.65
156	BURRITT ESTS	NAPIER GRNT		0.781	Yes	Yes	Standard	No	No	\$ 218,626.38
157	FARNSWORTH S/D	29-09-18		0.918	Yes	Yes	Standard	No	No	\$ 256,976.97
158	NW COUNTY RD 239	N STATE ROAD 235	NW COUNTY RD 236	5.378	Yes	Yes	Yes	Yes	No	\$ 4,711,602.54
159	DEVANWOOD	11-10-20		0.095	Yes	Yes	Standard	No	No	\$ 31,296.11
160	LAKE ALTO ESTS	19-08-22		0.502	Yes	Yes	Standard	No	No	\$ 140,525.53
161	SE 27 ST / SE 41 AV (CR 2043)	MP 1.346	SE HAWTHORNE RD	3.968	Yes	Yes	Yes	Yes	No	\$ 4,697,132.21
162	SW 43 ST	SR 24	NORTH END	0.168	Yes	Yes	Standard	No	No	\$ 63,144.01
163	SW 34 ST / SW 63 AV (CR 23)	SE FARM B.	SW WILLISTON RD	0.45	Yes	Yes	Standard	Existing	No	\$ 373,773.19
164	SE 165 AV / SE TUSCAWILLA RD	NE 2 AV	US HIGHWAY 441	0.983	Yes	Yes	Standard	Yes	No	\$ 905,202.60

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Prioritized Pavement Management List
Methodology Appendix August 23, 2011

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
165	FAIRWAY ESTS	McTSH GRNT		0.152	Yes	Yes	Standard	No	No	\$ 50,073.77
166	SE 24 AV	SE 163 ST	SE 171 ST	0.513	Yes	Yes	Standard	Yes	No	\$ 276,377.06
167	NW 262 AV	NW COUNTY RD 1491	MP 0.038	0.038	Yes	Yes	Standard	No	No	\$ 21,520.89
168	N / W COUNTY RD 1491	MP 1.349	NW COUNTY RD 241	4.318	Yes	Yes	Standard	Yes	No	\$ 3,711,823.79
169	WESTWOOD	08-10-19		0.971	Yes	Yes	Standard	No	No	\$ 319,879.17
170	SUNNINGDALE	05-10-19		2.972	Yes	Yes	Standard	No	No	\$ 795,873.37
171	TOWER HILL	05-09-19		0.75	Yes	Yes	Standard	No	0.75	\$ 608,324.69
172	NW 154 ST	SR 26 N R/W	MP 162+46	0.98	Yes	Yes	Standard	No	No	\$ 316,912.54
173	TOWER OAKS	09-10-19		2.371	Yes	Yes	Standard	No	No	\$ 796,460.66
174	NE CR 1469 / NE 114 AV	NE STATE ROAD 26	NE US HIGHWAY 301	5.694	Yes	Yes	Yes	Yes	No	\$ 4,988,446.43
175	COBBLEFIELD	08-10-19		4.37	Yes	Yes	Standard	No	No	\$ 1,319,652.56
176	SE 41 LN	SE US HIGHWAY 301	SE 245 ST	2.407	Yes	Yes	Standard	No	No	\$ 1,363,178.37
177	NW 186 ST	NW 32 AV	NW 46 AV	1.014	Yes	Yes	Standard	Yes	No	\$ 871,651.07
178	HILLS OF SANTA FE	30-09-19		1.511	Yes	Yes	Standard	No	No	\$ 497,772.84
179	NW 298 ST	MP 2.984	NW 182 AV	3.569	Yes	Yes	Standard	Yes	No	\$ 3,286,539.26
180	FLETCHER'S MILL	36-09-19		1.75	Yes	Yes	Standard	No	No	\$ 528,464.98
181	CHULA VISTA	26-09-19		0.117	Yes	Yes	Standard	No	No	\$ 38,543.63
182	NW 92 CT/ NW 36 PL	NW 91 ST	NW 39 AV	0.338	Yes	Yes	Standard	No	No	\$ 185,124.95
183	SE 219 AV	SE 201 TER	MARION CL	2.714	Yes	Yes	Yes	No	No	\$ 1,539,674.17
184	HOLDEN PK RD / SE 75 AV	SE US HIGHWAY 301	PUTNAM CL	3.501	Yes	Yes	Standard	Yes	No	\$ 3,009,517.16
185	SW 143 ST	SW 15 AV	W NEWBERRY RD	1.008	Yes	Yes	Standard	Yes	1.008	\$ 984,548.89
186	PARK AVE OFFICE	34-09-19		0.387	Yes	Yes	Standard	No	0.387	\$ 343,258.50
187	NW CR 236	NW CR 241	NORTH SR 121	4.17	Yes	Yes	Standard	Yes	No	\$ 2,246,573.74
188	SOUTH POINT	36-09-18		2.356	Yes	Yes	Standard	No	No	\$ 776,143.48
189	SEMINOLE WOODS	25-08-19		1.705	Yes	Yes	Standard	No	No	\$ 525,011.24
190	WEATHERLY			0.912	Yes	Yes	Standard	No	No	\$ 250,368.86
191	VILLAGES OF SANTA FE	29-09-19		1.215	Yes	Yes	Standard	No	No	\$ 408,139.90
192	CHARLESTON	16-09-18		1.158	Yes	Yes	Standard	No	No	\$ 338,292.44
193	LOCHLOOSA	27-11-22		0.936	Yes	Yes	Standard	No	No	\$ 157,209.44
194	WOODLANDS	08-10-19		0.835	Yes	Yes	Standard	No	No	\$ 275,076.32
195	NW 202 ST	W NBERRY RD	NW 46 AV	3	Yes	Yes	Standard	Yes	No	\$ 2,762,571.53
196	TIMBERWAY	27-09-19		0.597	Yes	Yes	Standard	No	No	\$ 196,671.33
197	JOCKEY CLUB	02-10-18		1.289	Yes	Yes	Standard	No	No	\$ 424,638.77
198	NW 140 ST	NW 109 LN	NW CR 235	2.087	Yes	Yes	Standard	Existing	1.4	\$ 380,145.58
199	ROYAL OAKS	07-10-19		0.676	Yes	Yes	Standard	No	No	\$ 208,156.95
200	HAMMOCK OAKS	11-10-20		0.309	Yes	Yes	Standard	No	No	\$ 95,148.66
201	ROLLING K	17-11-19		0.446	Yes	Yes	Standard	No	No	\$ 137,334.32
202	BROADMOOR	31-09-19		2.785	Yes	Yes	Standard	No	No	\$ 917,470.12
203	LAKE FOREST GLEN	02-10-20		0.366	Yes	Yes	Standard	No	No	\$ 120,572.37
204	SW 41 BLVD	SW WILLISTON RD	SW ARCHER RD	1.45	Yes	Yes	Standard	Yes	1.45	\$ 1,120,974.10
205	BROOKFIELD	30-09-19		1.493	Yes	Yes	Standard	No	No	\$ 491,843.05

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RANK	ROAD_NO	FROM	TO	ADA		SAFETY MODS	CORRECT	ADD	ADD	COST*
				LENGTH	CORRECTION		SUBSTANDARD LANE WIDTHS	PAVED SHOULDER	SIDEWALKS	
206	NE 101 AV	NE COUNTY RD 1469	E END	0.242	Yes	Yes	Standard	No	No	\$ 103,619.75
207	SE 149 PL	WEST END	SE US HIGHWAY 301	0.411	Yes	Yes	Yes	No	No	\$ 265,501.71
208	NW 97 BLVD	S END	NW 39 AV	0.377	Yes	Yes	Standard	No	0.377	\$ 380,477.25
209	NE 192 AV	NW COUNTY RD 231	NE 21 ST	2.476	Yes	Yes	Standard	Yes	No	\$ 1,333,936.83
210	LAKESHORE/GATHERCOLE-DAVIS	06-10-21		1.924	Yes	Yes	Standard	No	No	\$ 538,587.91
211	HEATHERWOOD	27-09-19		0.534	Yes	Yes	Standard	No	No	\$ 175,917.07
212	N COUNTY RD 1491	NW COUNTY RD 236	MP 1.349	1.349	Yes	Yes	Standard	Yes	No	\$ 687,111.13
213	TIMBERLANE	27-09-19		0.589	Yes	Yes	Standard	No	No	\$ 194,035.87
214	QUAIL RIDGE	28-09-19		0.28	Yes	Yes	Standard	No	No	\$ 86,218.85
215	GREEN ACRES	01-10-20		0.752	Yes	Yes	Standard	No	No	\$ 247,733.40
216	HAMILTON HEIGHTS	06-10-19		3.096	Yes	Yes	Standard	No	No	\$ 1,019,923.69
217	OAKS OF KANAPAHA	22-10-19		0.396	Yes	Yes	Standard	No	No	\$ 130,455.36
218	NE 132 AV	NE COUNTY RD 1471	EAST END	1.481	Yes	Yes	Standard	Yes	No	\$ 655,722.58
219	NE 100 AV	NE COUNTY RD 1469	BUDDY'S LDG	0.228	Yes	Yes	Standard	No	No	\$ 97,625.22
220	SW 177 ST	SW 46 AV	MP 0.749	0.749	Yes	Yes	Standard	No	No	\$ 385,625.49
221	NW COUNTY RD 1493	N STATE ROAD 121	BRADFORD CL	2.854	Yes	Yes	Yes	Yes	No	\$ 2,500,353.83
222	CADILLAC FARMS	05-09-18		0.403	Yes	Yes	Standard	No	No	\$ 124,093.56
223	SW 179 AV	SW 1 ST	MP 0.170	0.189	Yes	Yes	Standard	No	No	\$ 107,038.10
224	LAKE LOCHLOOSA SHORES	21-11-22		1.864	Yes	Yes	Standard	No	No	\$ 573,971.23
225	CARRIAGE HOUSE LN (SW 73 TERR)	01-10-19		0.069	Yes	Yes	Standard	No	No	\$ 22,730.86
226	NE 191 TER	NE COUNTY RD 1474	MP 0.463	0.463	Yes	Yes	Standard	No	No	\$ 238,377.30
227	COCO PLUM EST	30-09-20		0.432	Yes	Yes	Standard	No	No	\$ 120,930.34
228	NE 168 TER	NE STATE RD 26	NE US HIGHWAY 301	0.328	Yes	Yes	Standard	No	No	\$ 133,336.12
229	SOUTHERN COMFORT	08-09-18		0.44	Yes	Yes	Standard	No	No	\$ 117,827.82
230	NE 111 AV	NE COUNTY RD 1469	EAST END	0.422	Yes	Yes	Standard	No	No	\$ 217,268.30
231	HICKORY FOREST	29-10-19		1.86	Yes	Yes	Standard	No	No	\$ 510,620.71
232	SE 171 ST	SE HAWTHORNE RD	SE 24 AV	2.066	Yes	Yes	Standard	Yes	No	\$ 1,113,050.68
233	BLACK OAKS	27-09-19		0.962	Yes	Yes	Standard	No	No	\$ 316,914.27
234	MONTEOCHA CREEK	22-08-20		0.89	Yes	Yes	Standard	No	No	\$ 260,000.23
235	IDYLVILD	NAPIER GRNT		1.466	Yes	Yes	Standard	No	No	\$ 410,379.35
236	ROBINLANE	20-09-19		1.468	Yes	Yes	Standard	No	No	\$ 483,607.23
237	RUSTLEWOOD	22-09-19		0.512	Yes	Yes	Standard	No	No	\$ 168,669.55
238	WELLINGTON PL	25-09-18		1.888	Yes	Yes	Standard	No	No	\$ 673,799.72
239	CEDAR RIDGE(GORDON MANOR)	04-10-19		1.138	Yes	Yes	Standard	No	No	\$ 374,894.43
240	CADILLAC EST	13-09-17		0.465	Yes	Yes	Standard	No	No	\$ 130,168.07
241	NW 55 ST	NW 23 AV	NW 27 AV	0.248	Yes	Yes	Standard	No	No	\$ 93,212.59
242	NW 156 AV	NW COUNTY RD 237	N STATE ROAD 121	2.286	Yes	Yes	Standard	Yes	No	\$ 1,231,574.96
243	NW 156 AV / NE 156 AV	NW COUNTY RD 231	N COUNTY RD 225	3.879	Yes	Yes	Standard	Yes	No	\$ 1,975,762.85
244	GREEN GROVE	12-10-20		1.052	Yes	Yes	Standard	No	No	\$ 346,563.22
245	NW 143 ST/140 ST	NW 39 AVE	NW 109 LN	4.44	Yes	Yes	Standard	Existing	No	\$ -
246	WEST END GOLF VIEW EST	02-10-18		0.927	Yes	Yes	Standard	No	No	\$ 285,445.99

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RANK	ROAD_NO	FROM	TO	LENGTH	ADA	SAFETY	CORRECT	ADD	ADD	COST*
					SUBSTANDARD	MODS	LANE WIDTHS	PAVED SHOULDER	SIDEWALKS	
247	QUAIL HOLLOW	07-10-19		0.93	Yes	Yes	Standard	No	No	\$ 286,369.76
248	BENWOOD ESTATE	27-09-19		1.468	Yes	Yes	Standard	No	No	\$ 483,607.23
249	LEEARE ESTS	36-10-18		1.813	Yes	Yes	Standard	No	No	\$ 558,267.08
250	FAIRBANKS	12-09-20		1.237	Yes	Yes	Standard	No	No	\$ 346,275.07
251	EASTWOOD MEADOWS	12-10-20		0.312	Yes	Yes	Standard	No	No	\$ 102,783.01
252	MEADOW WOOD	33-09-19		0.888	Yes	Yes	Standard	No	No	\$ 248,579.03
253	FOREST LAKE EST	01-10-20		0.238	Yes	Yes	Standard	No	No	\$ 78,404.99
254	RUTHLAND	01-10-20		0.201	Yes	Yes	Standard	No	No	\$ 66,215.98
255	AVALON	08-10-19		2.514	Yes	Yes	Standard	No	No	\$ 844,496.88
256	PARKER RD SD	01-10-18		0.227	Yes	Yes	Standard	No	No	\$ 63,544.42
257	LAKE RIDGE	01-10-20		1.129	Yes	Yes	Standard	No	No	\$ 316,042.49
258	NW 27 AV	NW 51 ST	CITY LIMITS	0.113	Yes	Yes	Standard	No	0.113	\$ 69,521.22
259	BLUEBERRY BAY	28-08-22		0.709	Yes	Yes	Standard	No	No	\$ 218,318.46
260	SERENOLA ESTS	SENOI PLTN		0.523	Yes	Yes	Standard	No	No	\$ 172,293.31
261	SOCIAL SQUARE	MCTSH GRNT		0.165	Yes	Yes	Standard	No	No	\$ 46,188.67
262	VALWOOD	20-10-19		3.373	Yes	Yes	Standard	No	No	\$ 1,111,176.55
263	HAUFER ESTATES	30-09-19		0.868	Yes	Yes	Standard	No	No	\$ 242,980.41
264	ELLIS PARK	31-09-19		1.115	Yes	Yes	Standard	No	No	\$ 336,707.69
265	OAKLEIGH	11-10-18		0.605	Yes	Yes	Standard	No	No	\$ 147,284.78
266	MISTY HOLLOW	28-09-19		0.392	Yes	Yes	Standard	No	No	\$ 129,137.62
267	BROKEN ARROW BLUF	22-10-19		0.232	Yes	Yes	Standard	No	No	\$ 76,428.39
268	NE 21 ST	NE 156 AV	NE 192 AV	2.42	Yes	Yes	Standard	Yes	No	\$ 1,303,767.02
269	E COUNTY RD 1474	SE COUNTY RD 219A	PUTNAM CL	2.119	Yes	Yes	Yes	No	No	\$ 1,146,550.51
270	MONTEOCHA HIGHLANDS	14&15-08-20		0.795	Yes	Yes	Standard	No	No	\$ 193,539.50
271	NE COUNTY RD 1469 / NE 45 PI	NE COUNTY RD 219A	NE STATE ROAD 26	3.763	Yes	Yes	Standard	Yes	No	\$ 2,027,303.84
272	NW 51 ST	NW 39 AV	N END	0.347	Yes	Yes	Standard	No	No	\$ 11,158.73
273	SE 163 ST	SE 24 AV	E COUNTY RD 1474	1.836	Yes	Yes	Standard	Yes	No	\$ 989,138.94
274	MAUTZ S/D	33-09-19		1	Yes	Yes	Standard	No	No	\$ 279,931.34
275	SHERWIN ACRES	06-09-21		0.492	Yes	Yes	Standard	No	No	\$ 165,271.47
276	BUCK RIDGE WEST	27-09-19		0.605	Yes	Yes	Standard	No	No	\$ 182,697.89
277	KANAPAH HIGHLANDS	31-10-19		2.32	Yes	Yes	Standard	No	No	\$ 621,273.96
278	BUCK RIDGE	27-09-19		0.607	Yes	Yes	Standard	No	No	\$ 183,301.85
279	MELTON MANOR	15-10-20		0.125	Yes	Yes	Standard	No	No	\$ 41,179.09
280	CAMBRIDGE FOREST			2.806	Yes	Yes	Standard	No	No	\$ 770,323.50
281	SUMMIT OAKS	29-09-19		1.143	Yes	Yes	Standard	No	No	\$ 376,541.60
282	FAIRFIELD	08-10-19		1.122	Yes	Yes	Standard	No	No	\$ 338,821.55
283	NW 202 ST	MP 0.244	NW COUNTY RD 236	0.293	Yes	Yes	Standard	No	No	\$ 103,364.05
284	PARKER PLACE	14-10-18		1.971	Yes	Yes	Standard	No	No	\$ 649,311.88
285	NE 211 DR	NE COUNTY RD 1469	MP 0.057	0.057	Yes	Yes	Standard	No	No	\$ 16,756.97
286	NW 97 BLVD	NW 39 AV	NORTH END	0.212	Yes	Yes	Standard	No	0.212	\$ 166,029.09
287	NW 10TH PL	33-09-19	(MENDOTA K)	0.118	Yes	Yes	Standard	No	0.118	\$ 111,229.99

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RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
288	WINDWARD MEADOWS	18-10-19		3	Yes	Yes	Standard	No	No	\$ 803,371.50
289	RICHMOND	28-09-19		1.568	Yes	Yes	Standard	No	No	\$ 516,550.50
290	WOODMEADOWS	13-08-19		0.43	Yes	Yes	Standard	No	No	\$ 115,149.92
291	N MAIN ST	NW 8 AV	NW 16 AV	0.51	Yes	Yes	Standard	Existing	No	\$ -
292	NORTHBRIDGE	29-09-19		1.351	Yes	Yes	Standard	No	No	\$ 445,063.60
293	SUNRISE	08-10-19		0.48	Yes	Yes	Standard	No	No	\$ 140,224.84
294	COUNTRYSIDE	25-09-18		2.384	Yes	Yes	Standard	No	No	\$ 785,367.60
295	WESTCHESTER MANOR	05-10-19		1.486	Yes	Yes	Standard	No	No	\$ 489,537.02
296	HOLLY HILLS / NW 128 TER	26-09-18		0.127	Yes	Yes	Standard	No	No	\$ 30,917.63
297	RESERVE, THE	08-10-19		0.485	Yes	Yes	Standard	No	No	\$ 159,774.87
298	NE 7 AV	NE COUNTY RD 234	WEST END	0.624	Yes	Yes	Standard	No	No	\$ 183,444.74
299	RICELAND	22-10-19		0.684	Yes	Yes	Standard	No	No	\$ 199,820.40
300	VILLAS OF WEST END	35-09-18 & 2-10-18		1.671	Yes	Yes	Standard	No	No	\$ 458,735.06
301	HAYES GLEN	12-10-18		1.675	Yes	Yes	Standard	No	No	\$ 489,326.28
302	SHENANDOAH	32-09-19		0.604	Yes	Yes	Standard	No	No	\$ 161,745.46
303	SCHOOLHOUSE RD	SW 91 ST	SW 24 AV	0.328	Yes	Yes	Standard	No	No	\$ -
304	UNIVERSITY ACRES	33-09-19		1.482	Yes	Yes	Standard	No	No	\$ 497,829.90
305	DEER RUN	15-09-19		3.43	Yes	Yes	Standard	No	No	\$ 1,129,954.22
306	HUNTER'S GLEN	22-09-19		0.392	Yes	Yes	Standard	No	No	\$ 129,137.62
307	PENNINGTON	02-10-20		0.454	Yes	Yes	Standard	No	No	\$ 110,524.44
308	QUARRIES	07-10-19		0.464	Yes	Yes	Standard	No	No	\$ 124,254.79
309	BELLAMY RD EST	18-07-18		0.607	Yes	Yes	Standard	No	No	\$ 162,548.83
310	GATOR GET AWAY	16-11-19		0.782	Yes	Yes	Standard	No	No	\$ 190,374.70
311	BUCKINGHAM	05-10-19		3.961	Yes	Yes	Standard	No	No	\$ 1,304,882.99
312	LAKSEHORE GARDEN	11-11-22		1.359	Yes	Yes	Standard	No	No	\$ 397,011.59
313	PRAIRIE OAKS	03-11-19		0.331	Yes	Yes	Standard	No	No	\$ 88,638.66
314	KREFTWOOD EST	12-10-20		0.718	Yes	Yes	Standard	No	No	\$ 236,532.69
315	EMERALD WOODS	21-09-19		2.507	Yes	Yes	Standard	No	No	\$ 825,887.82
316	MELROSE	13-09-22		2.122	Yes	Yes	Standard	No	No	\$ 475,211.45
317	SANDY ACRES	18-08-18		1.596	Yes	Yes	Standard	No	No	\$ 388,539.67
318	SE 16 AV	SOUTH END	SW WILLISTON RD	0.075	Yes	Yes	Standard	Yes	No	\$ 62,454.65
319	AUTUMN WOODS	27-09-19		0.347	Yes	Yes	Standard	No	No	\$ 104,787.06
320	SE 13 PL	SE 27 ST	EAST END	0.245	Yes	Yes	Yes	No	No	\$ 83,862.59
321	IVY PARK	15-09-18		0.453	Yes	Yes	Standard	No	No	\$ 121,309.10
322	NW 128 LN	NW 59 DR	MP 0.216	0.216	Yes	Yes	Standard	No	No	\$ 76,200.12
323	MARMADUKE WEST	17-09-19		0.603	Yes	Yes	Standard	No	No	\$ 161,477.67
324	NW 235 TER (TRI CITY OAKS)	34-08-17		0.177	Yes	Yes	Standard	No	No	\$ 47,398.92
325	TOWER VILLAGE	21-10-19		1.044	Yes	Yes	Standard	No	No	\$ 343,927.76
326	GRAND VIEW EST	17-10-19		0.206	Yes	Yes	Standard	No	No	\$ 55,164.84
327	GREENTREE VILLAGE	11-10-20		0.557	Yes	Yes	Standard	No	No	\$ 183,494.02
328	WESTPOINT	09-10-19		0.23	Yes	Yes	Standard	No	No	\$ 75,769.52

Prioritized Pavement Management List
Methodology Approved August 23, 2011

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
329	NW 218 AV	NW 58 TER	N STATE ROAD 121	0.162	Yes	Yes	Standard	No	No	\$ 52,387.58
330	NE 72 PL	NE US HIGHWAY 301	NE 174 TER	0.253	Yes	Yes	Standard	No	No	\$ 74,377.43
331	SE 209 ST / SE 65 AV	WEST END	SE 210 TER	0.371	Yes	Yes	Yes	No	No	\$ 126,991.92
332	LITTLE CANDLEWOOD	06-10-18		0.478	Yes	Yes	Standard	No	No	\$ 128,003.86
333	NW 46 TER	27-9-19		0.125	Yes	Yes	Standard	No	No	\$ 42,962.44
334	LIVE OAK HILLS	14-10-20		0.272	Yes	Yes	Standard	No	No	\$ 72,839.02
335	NE 134 PL	E EDGE PK	NE COUNTY RD 1471	0.278	Yes	Yes	Standard	No	No	\$ 98,072.38
336	SW 88 ST (FIRE STATION RD)	SW ARCHER RD	SOUTH END	1.105	Yes	Yes	Standard	Yes	No	\$ 164,396.03
337	AIR PARK EAST	14-09-20		0.134	Yes	Yes	Standard	No	No	\$ 35,883.93
338	N MAIN ST	NW 16 AV	NW 23 AV	1	Yes	Yes	Standard	Existing	No	\$ -
339	ORANGE HEIGHTS	07-09-22		0.535	Yes	Yes	Standard	No	No	\$ 130,243.56
340	MARLBORO FARMS	04-10-18		0.639	Yes	Yes	Standard	No	No	\$ 171,118.13
341	SHAFTO MEADOWS	07-10-19		1.193	Yes	Yes	Standard	No	No	\$ 290,430.97
342	NW 23 AV	NW 98 ST	FORT CLARKE BLVD	0.563	Yes	Yes	Standard	Existing	No	\$ -
343	SHANNON WOODS	08-10-19		0.614	Yes	Yes	Standard	No	No	\$ 149,475.79
344	GRANITE PARK	07-10-19		0.923	Yes	Yes	Standard	No	No	\$ -
345	SUNNY ACRES	36-10-18		0.734	Yes	Yes	Standard	No	No	\$ 196,558.23
346	ELOISE GARDENS			1.069	Yes	Yes	Standard	No	No	\$ -
347	MIDKIFF MANOR	07-10-19		0.469	Yes	Yes	Standard	No	No	\$ 125,593.75
348	BLAKEMEADE	33-09-19		0.256	Yes	Yes	Standard	No	No	\$ 68,554.37
349	CHACHALA PARK	SENOL PLTN		0.81	Yes	Yes	Standard	No	No	\$ 266,840.50
350	NW/NE 53 AV	NW 13 ST / US 441	NE WALDO RD / SR 24	4	Yes	Yes	Standard	Existing	4	\$ 1,086,130.24
351	NW 39 AV	NW 143 ST	I 75	2.793	Yes	Yes	Standard	Existing	2.793	\$ 1,327,183.27
352	SW 20 AV / SW 24 AV	HOGTOWNE CREEK	SW 34 ST (SR 121)	1.28	Yes	Yes	Standard	Existing	No	\$ -
353	NW 140 TER	W NEWBERRY RD	NORTH END	0.143	Yes	Yes	Standard	No	No	\$ -
354	NW CR 236	I 75	NW CR 241	2.888	Yes	Yes	Standard	No	No	\$ -
355	NW 138 TER	W NEWBERRY RD	NORTH END	0.135	Yes	Yes	Standard	Existing	No	\$ -
356	TOWN OF TIOGA	02-10-18		5.368	Yes	Yes	Standard	No	No	\$ -
357	SW 20 AV / SW 24 AV	SW 75 ST	HOGTOWNE CREEK	2.138	Yes	Yes	Standard	Existing	No	\$ -
358	NW 91 ST	NW 39 AV	NORTH END	0.203	Yes	Yes	Standard	No	0.1	\$ 20,364.94
359	MENTONE	29-10-19		3.458	Yes	Yes	Standard	No	No	\$ -
360	WILDS PLANTATION	18-10-19		1.3	Yes	Yes	Standard	No	No	\$ -
361	NW 51 ST	NW 23 AV	NW 39 AV / SR 222	1.004	Yes	Yes	Standard	Existing	No	\$ -
362	NW 115 ST (FLETCHER'S MILL)	SR 26	N END	0.715	Yes	Yes	Standard	Yes	No	\$ 106,373.90
363	SW 8 AV	SW 91 ST	SW 75 ST	0.996	Yes	Yes	Standard	Existing	0.996	\$ 202,834.82
364	NW 2 LN	NW 143 ST	NW 138 TER	0.354	Yes	Yes	Standard	No	0.1	\$ 20,364.94
365	EAGLE POINT	32-09-19		1.814	Yes	Yes	Standard	No	No	\$ -
366	BILTMORE (SW 110 TER)	13-10-18		0.337	Yes	Yes	Standard	No	No	\$ -
367	LAKE FOREST FARMS			0.483	Yes	Yes	Standard	No	No	\$ -
368	BELMONT			0.929	Yes	Yes	Standard	No	No	\$ -
369	STILLWIND	20-10-19		1.777	Yes	Yes	Standard	No	No	\$ -

**Prioritized Pavement Management List
Methodology Approved August 23, 2011**

RANK	ROAD_NO	FROM	TO	LENGTH	ADA CORRECTION	SAFETY MODS	CORRECT SUBSTANDARD LANE WIDTHS	ADD PAVED SHOULDER	ADD SIDEWALKS	COST*
370	STRAWBERRY FIELDS	34(FR)-09-18		0.567	Yes	Yes	Standard	No	No	\$ -
371	RIDGEMONT	36-09-18		0.928	Yes	Yes	Standard	No	No	\$ -
372	HUNTINGTON	22-09-19		3.015	Yes	Yes	Standard	No	No	\$ -
373	GARISON WAY	16-1019		1.461	Yes	Yes	Standard	No	No	\$ -
374	NW 92 CT	NW 39 AV	NORTH END	0.288	Yes	Yes	Standard	Yes	No	\$ 114,037.17
375	CARAWAY			0.579	Yes	Yes	Standard	No	No	\$ -
376	HAWKS RIDGE			0.93	Yes	Yes	Standard	No	No	\$ -
377	HOPEWELL ESTATES	36-08-17		0.855	Yes	Yes	Standard	No	No	\$ -
378	SW 8 AV	CG POWER LN	SW 133 WAY	0.272	Yes	Yes	Standard	No	No	\$ -
379	STERLING PLACE	10-09-19		0.817	Yes	Yes	Standard	No	No	\$ -
380	BAY HILL	21-09-22		0.146	Yes	Yes	Standard	No	No	\$ -
381	NW 115 TER	NW 39 AV	NORTH END	0.115	Yes	Yes	Standard	Existing	No	\$ -
382	NW 16 AV	NW 55 TER	NW 55 ST	0.046	Yes	Yes	Standard	No	No	\$ -
383	CHELSEA LANE	32-09-19		0.213	Yes	Yes	Standard	No	No	\$ -
384	HYDE PARK	27-09-18		0.321	Yes	Yes	Standard	No	No	\$ -
385	N COUNTY RD 225 / NE 38 ST	N OF RACETRACK	NE 156 AV	2.27	Yes	Yes	Standard	Existing	No	\$ 40,729.88
386	SUMMER CREEK	21-09-19		1.601	Yes	Yes	Standard	No	No	\$ -
387	BRYTAN	28-10-19		0.529	Yes	Yes	Standard	No	No	\$ -
388	NW 182 AVE	GILCHRIST CL	US 27/41	3.439	Yes	Yes	Standard	Existing	No	\$ -
389	LONGLEAF			2.476	Yes	Yes	Standard	No	No	\$ -
390	SE 135 TER	S END	SE COUNTY RD 1474	0.308	Yes	Yes	Standard	Existing	No	\$ -
391	NW 133 ST/ NW 32 PL/ NW 136 ST	NW 39 AV	NW 39 AV	0.92	Yes	Yes	Standard	Existing	No	\$ -
392	TURNBERRY LAKE	27-09-18		1.571	Yes	Yes	Standard	No	No	\$ -
393	SW 122 ST	SW ARCHER RD	SW 24 AV	4.337	Yes	Yes	Standard	Existing	No	\$ -
394	NW 32 AV	NW 143 ST	E END	0.276	Yes	Yes	Standard	No	No	\$ -
395	CELEBRATION OAKS	11-10-20		0.288	Yes	Yes	Standard	No	No	\$ -
396	PARKWEST ESTATES			0.241	Yes	Yes	Standard	No	No	\$ -
397	ARBOR GREENS			1.499	Yes	Yes	Standard	No	No	\$ -
398	N COUNTY RD 225 / NE 38 ST	NE 53 AV (CR 232)	N OF RACETRACK	4.099	Yes	Yes	Standard	Existing	No	\$ -
399	SW 8 AV	SW 122 ST	SW 91 ST	2.012	Yes	Yes	Standard	Existing	No	\$ -
400	HAMMOCK RIDGE (UNIT IV)	06-11-19		2.14	Yes	Yes	Standard	No	No	\$ -
401	NW CR 241	NW CR 236	UNION CL	4.517	Yes	Yes	Standard	Existing	No	\$ -
402	NW CR 241	WEST SR 235	NW CR 236	5.432	Yes	Yes	Standard	Existing	No	\$ -
403	CAROLLTON	36-10-18		0.69	Yes	Yes	Standard	No	No	\$ -
404	ARREDONDO ESTS	21-10-19		3.691	Yes	Yes	Standard	No	No	\$ -
405	WILLOW OAK PLANTATION	32-10-19		2.511	Yes	Yes	Standard	No	No	\$ -
406	E COUNTY RD 1474	NE COUNTY RD 234	NE US HIGHWAY 301	4.294	Yes	Yes	No	Existing	No	\$ -
407	PINE HILL EST	36-09-18		3.532	Yes	Yes	Standard	No	No	\$ -
408	JACKS S/D	01-10-20		0.71	Yes	Yes	Standard	No	No	\$ -
409	FT CLARKE FOREST	06-10-19		1.496	Yes	Yes	Standard	No	No	\$ -
410	FLETCHER'S PARK CLUSTER S/D	01-10-18		0.972	Yes	Yes	Standard	No	No	\$ -

*Conceptual estimate using 2010 costs. Costs include rehabilitation of roadway plus basic safety modifications and sidewalk as indicated.

Prioritized Pavement* Management List
Methodology Approved August 23, 2011

RANK	ROAD_NO	FROM	TO	ADA		SAFETY	CORRECT		ADD		COST*	
				LENGTH	CORRECTION		LANE WIDTHS	SUBSTANDARD	PAVED	SHOULDER	SIDEWALKS	COST*
411	CHENEY WALK ESTATES	12/10/18										
412	NW 153 TER (RED OAK RANCH EST)	NW 94 AV	N END	0.932	Yes	Yes	Standard	No	No	No	\$	-
413	SW 75 TER	SW 75 ST	SW ARCHER RD	0.28	Yes	Yes	Standard	No	No	No	\$	-
414	OLD OAK ESTATES	19-09-18		0.227	Yes	Yes	Standard	No	No	No	\$	-
415	CAMPO VERDE	33-09-19		0.741	Yes	Yes	Standard	No	No	No	\$	-
416	PINE ACRES	01-10-20		0.332	Yes	Yes	Standard	No	No	No	\$	-
417	LANA'S PLACE SUBDIVISION	SEC 11-10-19		0.333	Yes	Yes	Standard	No	No	No	\$	-
				0.203	Yes	Yes	Standard	No	No	No	\$	-

September 20, 2011 BoCC Special Meeting 10 AM
Agenda Item #5

Title

FY12 Budget Development - Final Adjustments to Tentative Budget and Tier 1 Decision Package

Amount

N/A

Description

FY12 Budget Development - Final Adjustments to Tentative Budget and Tier 1 Decision Package

Recommendation

Review outstanding budget requests and approve any changes to the FY12 Tentative Budget.

Alternative(s)

None.

Requested By

Suzanne Gable

Originating Department

Office of Management and Budget

Attachment(s) Description

FY12 Budget Decision Package - Tier 1; FY12 Millage Rate Options GF only; 1-Proposed Poe Springs Budget; 2-CAPP Advisory Board Funding Recommendations; 2-Florida Certified Organic Growers Application; 5-Proposed Gas Tax Cuts for RTS; 5-RTS Reductions; 7-GTEC Memo from County Manager

Documents Requiring Action

None.

Executive Summary

The Board will review and discuss outstanding items related to the FY12 Budget. The final public hearing, as required by statutes and the Truth in Millage, is scheduled for September 27, 2011, at 5:30 pm.

Background

The Board will review and discuss outstanding items related to the FY12 Budget. The final public hearing, as required by statutes and the Truth in Millage, is scheduled for September 27, 2011, at 5:30 pm.

Listed under the issues section, are the outstanding items for discussion as of the September 13, 2011, public hearing.

Additional budget related items may be discussed at this meeting.

Issues

Outstanding budget issues:

1. Funding of Poe Springs operations
2. Additional funding request for Florida Organic Growers
3. Funding request from Community Design Center (\$15,000)
4. Funding request from the Family Data Center
5. Increased funding for RTS from Gas Tax Funds
6. Funding request from Blessed Hope
7. Funding request for GTEC building renovations

Fiscal Recommendation

N/A

Fiscal Alternative(s)

N/A

Funding Sources

N/A

Account Code(s)

N/A

Attachment: 5 Proposed Gas Tax Cuts for RTS Increase Memo.pdf

Attachment: 2 Florida Certified Organic Growers and Consumers Inc Alachua County Farmers Markets EBT Projects.pdf

Attachment: 2 FY12 CAPP Advisory Board Funding Recommendations.pdf

Attachment: 1 Proposed Poe Springs Budget.pdf

Attachment: FY12 Budget Decision Package Tier 1 as of Sept 1.pdf

Attachment: 5 RTS Reductions 09 13 2011.pdf

Attachment: 7 GTEC Memo from County Manager.pdf

Attachment: Adjusted Tentative Budget FY12 Millage Rates GF only 091511.pdf



Grace Knight Conference Room
2nd floor, County Administration Building
**Alachua County
Public Works Department**

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rhedrick@alachuacounty.us

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MEMORANDUM

DATE: September 15, 2011

TO: Randall Reid, County Manager

FROM: Richard Hedrick, Director of Public Works

SUBJECT: Proposed Gas Tax Cuts for RTS Increase

Attached please find the recommended reductions in the operating budget to offset the cost of the additional RTS increase in funding totaling \$204,477.

We have scrutinized our budget in detail and feel that these are the least consequential reductions available. We did look at the possibility of using fund balance but at this time we are not comfortable with that option.

RH:dbm

Cc: Richard Drummond, Asst. County Manager
Suzanne Gable, OMB
Ken Fair, Financial Analyst
David Cerlanek, County Engineer
File

**Section 1: 2011/2012 (RFA 12-198) CAPP REQUEST FOR FUNDING
FACE SHEET**

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Agency Name: Florida Certified Organic Growers and Consumers, Inc. (FOG)

(as filed with the Florida Department of State Division of Corporations)

Agency Type: ☒ National ☐ Regional ☐ Only in Alachua County

Mailing Address: PO Box 12311 Gainesville, FL 32604

Street Address: 1810 NW 6th Street Gainesville, FL 32609

Website: www.foginfo.org

Phone: (352) 377 - 6345 ext. _____

Fax: (352) 377 - 8363

Website up to date? ☒ Yes ☐ No

Agency Representative (Name, Title, Phone & E-Mail, generally Executive Director):

Marty Mesh, Executive Director, 377-6345, fog@foginfo.org

Person Completing Application (Name, Title, Phone & E-Mail):

Travis Mitchell, Community Food Project Coordinator, 377-6355, travis@foginfo.org

PROGRAM FOR WHICH FUNDS ARE BEING REQUESTED	CATEGORY (SEE DESCRIPTIONS)	09/10 CAPP AMT	10/11 CAPP AMT	CURRENT REQUEST
1. ALACHUA COUNTY FARMERS MARKETS PROJECT	☒ Food ☐ Health Care ☐ Housing/Utilities ☐ Child Physical Safety ☐ Child Academic	\$0.00	\$0.00	\$47,258.40
2. GAINESVILLE INITIATIVE FOR TASTY (GIFT) GARDENS	☒ Food ☐ Health Care ☐ Housing/Utilities ☐ Child Physical Safety ☐ Child Academic	\$45,000	\$20,701	\$62,736.80
3. GIFT GARDENS SCHOOL EDUCATION INITIATIVE	☐ Food ☐ Health Care ☐ Housing/Utilities ☐ Child Physical Safety ☒ Child Academic	0	0	\$30,996.90
TOTALS:		\$45,000	\$20,701	\$140,992.10

AUTHORIZATION BY BOARD OF DIRECTORS:

Our signatures below acknowledge that we are aware that the information contained in this funding proposal is public record. We further certify that this Request for Funding is consistent with our organization's mission, Articles of Incorporation and Bylaws, and that this application for CAPP funding was authorized by the Board of Directors. We further attest that at least one authorized agency representative either attended the pre-application workshop or viewed the instructional video online or via DVD.

Date of Board Meeting When Authorization to Apply for Funding Was Given: 2010

The following Authorized Agency Representative (Name and Title): Travis Mitchell, Community Food Project Coordinator

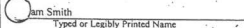
Attended Workshop ☒

Viewed Instructional Video Online ☒

Viewed Instructional Video on DVD ☐


Board Chair/Board President Signature


Board Secretary Signature


Typed or Legibly Printed Name


Typed or Legibly Printed Name

05-24-11

Page 29 of 134

15-24-11

Date

ECVD PM 4:31 05/25/11

Date

Section 2: EXECUTIVE SUMMARY – Must Remain One Page!

AGENCY NAME: Florida Certified Organic Growers and Consumers, Inc.
PROGRAM NAME: Alachua County Farmers Markets EBT Project

2nd floor, Grace Knight Conference Room
County Administration Building
12 SE 1st Street

CAPP FUNDING AMOUNT: FY 10/11
(Awarded) \$ 0.00

FY 11/12
(Requested) \$ 47,258.40

LENGTH OF TIME THIS PROGRAM HAS BEEN OPERATED BY APPLICANT: 0 years 5 months

OF YEARS PROGRAM HAS RCVD FUNDING FROM ALACHUA COUNTY (Both CAPP & non-CAPP): 1

BRIEF SUMMARY OF PROGRAM: Two farmers markets will be equipped with EBT technology allowing the use of SNAP (formerly food stamps) benefits. An education campaign will inform SNAP recipients about the benefits of purchasing fresh, healthy food. The project also aims to increase SNAP enrollment by offering SNAP sign-up at the market booth. This will provide a three-fold benefit for the county: improved healthy food access for low income residents; increased food education; and an increase of federal dollars flowing through our community.

NUMBER OF PARTICIPANTS THE PROGRAM WILL SERVE DURING THE CAPP GRANT PERIOD: 1,500

DAYS OF THE WEEK THE PROGRAM WILL BE CONDUCTED: 6 HOURS: 936

PROGRAM DATES: Oct 1, 2011 to Sep 30, 2012

FREQUENCY OF PROGRAM (Daily, Weekly, Bi-weekly, etc.): Daily

FUNDING UNDS WILL BE SPENT ON (Refer to funding guidelines in Instructions packet): Do not list amounts here.

- Personnel, 2 PTE Project Coordinators, 1 PTE Bookkeeper, 1 PTE Director of Education and Outreach
- Equipment and Supplies including tent and table for markets; EBT equipment, display materials
- Rental of terminal and banking fees
- Marketing and Printing Materials including signage, banners, brochures, flyers, posters, advertisements

FY 09/10: GOALS ACHIEVED: NA

GOALS NOT ACHIEVED: N/A

TO BE COMPLETED BY CAPP

☐ Program cannot be recommended for funding due to score below 78.4.

CAPP Funding Recommendation: \$ _____

Amt. Received: \$ _____

Justification/Comments: _____

Section 3: PROGRAM SUMMARY

Grace Knight Conference Room
2nd Floor, County Administration Building
12 SE 1st Street
TAR PROGRAM

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND CONSUMERS, INC. (FOG)

PROGRAM: ALACHUA COUNTY FARMERS MARKETS EBT PROJECT

1. **Program Description:** Two Alachua County farmers markets, the Union Street Farmers Market in Downtown Gainesville and the 441 Alachua County Farmers Market, will be equipped with necessary materials that enable Electronic Benefit Transfer (EBT), debit, and credit card users to shop at the markets. EBT is an electronic system that allows a recipient to authorize transfer of their government benefits from a Federal account to a retailer account to pay for products received. The Supplemental Nutrition Assistance Program (SNAP), formerly known as Food Stamps, provides low-income households with EBT cards they can use like a debit card to purchase food at locations authorized by the USDA. SNAP is the cornerstone of the Federal food assistance programs, and provides crucial support to needy households and to those making the transition from welfare to work. The decades-old federal assistance program got a 21st century makeover a decade ago when the paper slips were replaced with debit-style plastic cards known as EBT. The paperless system reduced both fraud and stigma, but it inadvertently left farmers markets on the wrong side of the digital divide. Selling out in the open air at places like the Downtown Plaza and the Alachua County Farmers Market, they lacked the phone lines and credit card machines necessary to process sales with those new cards. Since 2002 there has been a tremendous growth in the number of EBT-enabled farmers markets across the country.

The purpose of the Alachua County Farmers Markets EBT Project is to facilitate the redemption of SNAP benefits at farmers markets to increase access to healthy fresh food, to increase knowledge of nutrition and to increase SNAP enrollment by low income residents of Alachua County. Alachua County administered more than \$4m in SNAP benefits in December 2009 to 29,449 individuals, an increase of more than 7,000 from December 2008. SNAP enrollment in Alachua County jumped to 34,353 people in Dec. 2010. FOG estimates that of those approximately 1,500 SNAP recipients will increase their access to fresh, healthy food through the Alachua County Farmers Markets EBT Project. There are estimated to be 35,000 people in Alachua County eligible for SNAP but not receiving benefits. They will have the ability to apply for SNAP benefits at the market booth.

A central booth at the farmers markets will serve as site for both financial transactions and community outreach and education. It will have a terminal that accepts electronic transactions (EBT, debit and credit). A booth staff person swipes the customer's card, and distributes tokens in \$1 or \$5 denominations to the customer that are used to purchase goods. EBT tokens are colored blue, and Debit/Credit tokens are colored green. EBT tokens can only be used for SNAP eligible purchases at the market (meat, fish, produce, dairy, bread and other baked goods, as well as products like jam, honey and food-producing seeds and plants). There are no restrictions for Debit/Credit token purchases. Participating growers accept the tokens and will work with FOG project staff and volunteers at the end of the market day to tally their sales tokens. The amounts are recorded and delivered to a bookkeeper who maintains records, and administers reimbursements to each grower 1-2 weeks following each market.

Educating SNAP recipients about the ability to use their cards to purchase fresh, healthy food at farmers markets is an important part of this project. FOG aims to develop educational materials to promote healthy eating and a how-to guide for how to use EBT cards at the farmers markets, and distribute it through community partners. FOG will continue to work with the WIC offices in Alachua County, which distributes a farmers market voucher, and ElderCare, which distributes the Senior Farmers Market Nutrition Program vouchers, to educate their clients about the importance of healthy eating and ability to use their SNAP benefits at the EBT-enabled markets. FOG will also work with the partners to develop education sessions at the booth and hold voucher dispersal, and educate clients at the soon-to-open senior center under construction at Northside Park. Signage will be made available to partner agencies' educating them on the benefits of purchasing healthy food from farmers markets with SNAP benefits. Flyers educating about the importance

nutritious food to a well-balanced diet will be distributed to clients, mobile health units, academic institutions, libraries, special events and more.

Grace Knight Conference Room
2nd floor, County Administration Building

FOG will work with numerous community partners to provide information to SNAP recipients and educate market patrons about local foods, cooking, health, federal nutrition assistance programs and nutrition. Four cooking demonstrations will be offered annually at the booth that will focus on methods of preparation of fresh fruits and vegetables and highlight their nutritional qualities. Guest chefs from various Alachua County restaurants will wield their talents creating healthy dishes based on ingredients available from local farmers. Cooking demonstrations and partnerships with chefs help to inspire interest in good eating habits within the community as consumers learn healthy, new ways of preparing meals utilizing local fresh produce.

Increasing knowledge of and enrollment in SNAP is another goal of the project. The Alachua County Farmers Markets EBT Project will be an ACCESS community partner site, allowing patrons to seek assistance, apply for and update information for various government services and benefits including SNAP. New Orleans-based Crescent City Farmers Market boosted SNAP redemptions at the market by 400% in 2009. Increasing SNAP enrollment is a primary strategy for increasing community food security, and is also a recommendation in the Gainesville-Alachua County Hunger Abatement Plan adopted by Alachua County, and is included in the Alachua County Comprehensive Plan. Food security is defined as having access at all times to enough food for an active, healthy life. At a minimum, food security includes the ready availability of nutritionally adequate and safe foods and the assured ability to acquire acceptable foods in socially acceptable ways. That is, without resorting to emergency food supplies, scavenging, stealing, or other coping strategies.

2. Program History & Need:

a) What problem(s) or issue(s) that exist in Alachua County will the program address?

A number of recent studies show the relationship between hunger, food insecurity, poverty and obesity, all of which are prevalent in Alachua County. The Food Stamp program was renamed SNAP (Supplemental Nutrition Assistance Program) in 2008 to signal a stronger focus on nutrition – on helping low-income Americans put healthier food on their plates. Alachua County administered more than \$4m in SNAP benefits in December 2009 to 29,449 individuals, an increase of more than 7,000 from December 2008. SNAP enrollment in Alachua County jumped to 34,353 people in Dec. 2010. There are an estimated 25-30,000 people in Alachua County thought to qualify but not receive SNAP benefits.

According to the Alachua County Health Needs Assessment report published by Well Florida Council (2010), between 2002 and 2007 in Alachua County:

- Percentage of adults with diagnosed diabetes increased nearly 24%
- Percentage of adults with diagnosed hypertension increased by more than 13%
- Percentage of adults who were obese increased nearly 73%

Alachua County residents are more than 40 percent more likely to die of diabetes than residents in the rest of Florida. The odds are worse for African Americans. Between 2006 and 2008, the age-adjusted death rate from diabetes was 155 percent higher for black residents than for white residents. Those figures are part of the 2010 Alachua County Health Needs Assessment. And the No. 1 factor behind the numbers? Obesity.

We are growing fatter, and with obesity comes chronic health problems, including Type 2, or noninsulin-dependent diabetes. A report recently from the UnitedHealth Center for Health Reform & Modernization states that more than half of all Americans will have diabetes or pre-diabetes by 2020. The health care costs of the diabetes epidemic could reach \$3.35 trillion if current trends continue, the report warns. The average health

care costs in 2009 for a person with known diabetes totaled \$11,700, compared to \$4,000 for the remainder of the population, United HealthCare reports. Grace Knight Conference Room, 2nd floor, County Administration Building

Fortunately, diabetes is also one of those problems for which there is a solution. While there's no cure, diabetes can be managed. Healthier diets and more physical exercise are the two keys to controlling its potential health impacts, which are many and serious: heart attack, stroke, blindness, amputations and kidney failure. Type 2, or adult-onset diabetes, is reaching near-epidemic proportions. Obesity is a major risk factor, and those with it have trouble putting insulin to use in the body to metabolize dietary sugars. Type 2 diabetics face more complications, including high blood pressure, high cholesterol, heart disease and stroke.

In 2010, new Dietary Guidelines were released for Americans, including a new recommendation that every meal include a half plate of fruits or vegetables. According to the *White House Task Force on Childhood Obesity Report to the President*, the use of new technology systems such as an on-site SNAP sign-up increase the likelihood of individuals' consumption of fresh produce at farmers markets.

Similar EBT programs around the country have seen significant increases in market revenues in the range of 10-30% per year. In New York State multiple area markets implemented this program and recorded sales that were nearly tripled in 2006-2007. A study of one farmer participating in the Alachua County Farmers Markets EBT Project compared sales for 12 weeks. In those 12 weeks the farmer redeemed \$253 of tokens and coupons. In comparison to cash sales this represented an increase of 10.78% compared to 2011 sales during same period, 20.52% increase in compared to 2010 sales, 13.84% compared to 2009 sales—a three-year average sales increase of 15.04%. Many local farmers are low income themselves, struggling to maintain a viable farming operation in a volatile economy that values cheap and highly processed foods over fresh produce. The average Alachua County farmer brings in less than \$10,000 annually.

- b) Why is the program needed specifically in Alachua County? Include in narrative form, relevant statistics and data to support the premise that the program is needed specifically in Alachua County.

A food desert is a low-income community without ready access to healthy and affordable food. According to a new Food Desert Locator released by the USDA, the areas adjacent to both farmers markets included in the Alachua County Farmers Markets EBT Project are considered food deserts. Overall, the number of food stores in poor neighborhoods is nearly one-third lower than in wealthier areas, and the quality of these stores — their size and physical condition, the range and nutritional content of their merchandise — tends to be poorer.

FOG distributed 171 surveys to Alachua County food pantries and Women, Infants and Children (WIC) offices in Feb. 2008 to better understand access and consumption of fresh fruits and vegetables by those populations. Almost half of respondents experienced difficulty accessing fresh food. However, most indicated willingness to purchase and consume more fresh fruits and vegetables if they were more accessible and would purchase them from a farmers market if SNAP benefits were accepted. SNAP-enabled farmers markets increase the access to affordable fruits and vegetables.

FOG surveyed 227 residents of East Gainesville in 2009 to understand fresh food accessibility, availability and affordability. More than half of respondents (57 percent) stated that high food prices limit their ability to purchase healthy food. A study comparing a basket of vegetables consisting of one pound each of zucchini, summer squash, cucumbers, string beans, sweet onions, tomatoes and corn found that a consumer would spend an average of \$8.84 for a basket of food at a farmers market and \$10.45 for basket of food at a supermarket, a savings of more than 15% according to the Leopold Center in Iowa. Organic produce was on average 38.8% cheaper at a farmers market than at the supermarket according to the Northeast Organic Farming Association of Vermont.

In May, blueberries at the two farmers markets participating in the Alachua County Farmers Markets EBT Project were half the price of blueberries sold in two major supermarkets in the county. When food is produced and distributed locally, there is an abundance of the same crops available at the same time, driving prices

down. Oftentimes fruits and vegetables purchased from supermarkets travel 1,500-2,500 miles from the farm to your fork. The cost of transportation, packaging, marketing and more drives the price up – especially evident as gas prices rise. Eating food from the Alachua County Farmers Market for your dollar, and do less damage to the environment by reducing the transportation needed to get to the supermarkets. Eating food produced locally also means your food budget will be more stable, and not fluctuate as much based on the price of oil and gas.

FOG conducted a survey in spring 2011 on the impact of the Alachua County Farmers Markets EBT Project technology and the Double Dollar Coupon Program on customers' knowledge of and accessibility to specialty crops. Of the customers surveyed, 94% strongly agreed with the statement "The ability to use my EBT card at the farmers market increases my consumption of fresh and locally produced goods."

Establishing EBT technology at farmers markets was one of the central objectives identified in a stakeholder-driven Community Food Planning Project made possible by a 2009-2010 USDA Community Food Projects competitive grant awarded to FOG. The project's goal was to plan Gainesville's food system development to increase food security for Gainesville residents with low-incomes. Public meetings as well as more focused working groups discussed a variety of food system initiatives with diverse community members bringing a variety of perspectives to the table during the year-long planning process. Establishing EBT technology at farmers markets was a project identified through this process as having the potential to make a significant impact on the health and food security of low-income residents, while supporting local producers and Alachua County's economy. The second recommendation that was included in the project publication, *Community Vision for Food System Development in Gainesville-Alachua County: A Local Food Action Plan*, is to "Increase availability of fresh and healthy local foods by developing Electronic Benefits Transfer (EBT) system for farmers markets" and the third is to "Increase knowledge and awareness of healthy eating through expanded nutrition education and networking."

This project is supported by the Alachua County Comprehensive Plan, recommendations by the Energy Conservation Strategies Commission (ECSC), and the recommendations in the Hunger Abatement Plan (HAP). Providing greater access to fresh, local foods to low-income residents through EBT at farmers markets is one of the major goals of the HAP.

The Alachua County Comprehensive Plan states the following:

Community Health Element

Policy 1.2.4. Increase access to health-promoting foods and beverages in the community. Form partnerships with organizations or worksites, such as health care facilities and schools, to encourage healthy foods and beverages.

Policy 1.3.1. Alachua County shall promote access to healthful, affordable and nutritious food consistent with.

Policy 1.3.1.1. Promote food security and public health by encouraging locally-based food production, distribution, and choice in accordance of Policy 6.1.4 of the Future Land Use Element.

Policy 1.3.2. Alachua County shall partner with local organizations and develop standards to promote community food systems.

Policy 1.3.2.3. Alachua County shall utilize economic development tools including tax credits, public/private partnerships, tax increment financing, tax abatements, tax exemptions and site facilitation, to promote location of grocery stores and Farmers Markets in proximity to underserved areas.

b. Encourage farmers' markets and other healthy food retailers to accept federal nutrition programs such as WIC and SNAP (food stamps) and encourage information distribution via county offices and website.

Policy 1.3.2.4. Alachua County shall work to improve the Grace Knight Conference Room and future updates, and shall provide technical assistance for community food initiatives.

Policy 1.1.8. Alachua County shall pursue grant funding to ensure evidence-based health promotion and chronic disease self-management programs are carried out at the community level through senior centers, nutrition programs, senior housing projects, faith-based groups, and other community based health care providers.

Future Land Use Element

Policy 6.1.4. The County shall support the development of markets and programs that promote the sale of locally produced agricultural goods, including but not limited to farmers markets, community gardens, farm to institution programs, and agritourism opportunities. The County shall partner with local community groups and organizations and other local governments to pursue funding sources for the development of a sustainable local food system.

Energy Element

OBJECTIVE 6.1

Maximize local resource & energy-efficient food production and processing within the County's local foodshed.

Policy 6.1.4 Increase support for farmers' markets through partnerships with local governments, institutions and community groups.

Furthermore, this initiative would directly address recommendations provided by the recent *White House Task Force on Childhood Obesity Report to the President*:

Recommendation 4.4: Encourage communities to promote efforts to provide fruits and vegetables in a variety of settings and encourage the establishment and use of direct-to-consumer marketing outlets such as farmers' markets and community supported agriculture subscriptions. Options that communities could consider include the following:

- Promote the use of WIC cash value vouchers, WIC and Seniors Farmers' Market coupons, and SNAP benefits in farmers markets and other settings where fruits and vegetables are sold.
- Fund outreach, education, and transportation to encourage residents of lower-income neighborhoods and nutrition assistance program participants to use farmers' markets and farm stands.
- Use land use policies to promote, expand, and protect potential sites for community gardens and farmers' markets such as vacant city-owned land or unused parking lots.
- Develop community-based group activities that link procurement of affordable, healthy food with improving skills in purchasing and preparing food.
- Provide incentives to purchase and sell local native-grown produce to Indian schools and communities.
- Consider the adoption of ordinances or by-laws that promote healthy food vendors and mobile.

Recommendation 4.7: Provide economic incentives to increase production of healthy foods such as

fruits, vegetables, and whole grains, as well as create greater access to local and healthy food for consumers.

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c) What is the history of this program?

FOG started offering EBT technology at two Alachua County farmers markets in Dec. 2010 with financial support from Alachua County. With initial funding, FOG acquired and developed many needed items to operate EBT at the two markets, including a highly visible market booth, tokens, required vendor forms, vendor signage, accounting procedures, tracking databases, a laptop for SNAP sign-up and other structural items necessary to offer the service. There have been 812 EBT transactions since Dec. 18, 2010, totaling \$16,257. Daily EBT transactions average 34 transactions totaling \$685 at the Union St. Farmers Market and a daily average of 5 transactions totaling \$89 at the Alachua County Farmers Market. Efforts to date have been focused on establishing the program, gathering tools needed and developing partnerships. Future efforts will be focused on continuing to establish best practices for project accounting, and promotion of the project using effective media and public relations strategies proven to reach low-income audiences.

In Jan. 2010, the Alachua County Farmers Markets EBT Project partnered with local celebrity chef Bert Gill for a demonstration of how to cook healthy collard greens and carrot soup with locally available ingredients. Gill owns three Gainesville restaurants and has his own educational cooking segment on North Central Florida's GTN News. The Alachua County Farmers Market EBT Project also partnered with Willie Robinson of Food for the Soul for a March 2011 cooking demonstration. Cooking demonstrations are effective strategies for introducing people to new foods by removing misconceptions about their difficulty of preparation.

FOG is actively participating in two stakeholder organizations that are instrumental in promoting and supporting EBT capabilities at farmers markets. FOG is a steering committee member in the Alachua County Healthy Communities Initiative (ACHCI) that is developing strategies to reduce obesity. ACHCI stakeholders include the City of Gainesville, Alachua County, Florida Department of Health, Alachua County School Board, WellFlorida, WIC and University of Florida. The numerous organizations represented by ACHCI will assist in promoting the EBT capabilities, and will have an opportunity to provide information at the market table and co-promote their programs and services related to nutrition and health. FOG also is an active member of the Alachua County Nutrition Alliance (ACNA), which oversees implementation of the Hunger Abatement Plan. The many community stakeholders involved with ACNA will disseminate information about the project to their audiences, ranging from school children to elderly populations. Members will also assist in educational resource development. ACNA members include FloridaWorks, Florida Department of Children and Families, Alachua County School Board, United Way, Alachua County Poverty Reduction Program, Coalition for the Homeless and Hungry, City of Gainesville/Alachua County Office on Homelessness, Bread of the Mighty Food Bank, Catholic Charities and community members receiving federal nutrition assistance.

3. **Program Eligibility Criteria:** List the criteria participants must meet in order to be accepted into the program:

Participants must be SNAP recipients or eligible to receive SNAP benefits. The Department of Children and Families looks at a variety of factors in determining eligibility. Net household monthly income must be at or below 100% of the poverty level, or gross monthly income must be at or below 130% of the poverty level, or where elderly or disabled have separate household gross income, it must be at or below 165% of the poverty level. For a three person household this currently equates to a net monthly income \$1,526, or gross monthly income of \$1,784.

4. **Participant Contributions:**

- a) Are participants required or requested to contribute funds or labor to the program?
 _____ Yes X No _____ Participants are required to contribute labor to the program
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- b) If anything other than 'No' is checked, please describe:

5. **Program Partners:** List program partners and what each partner will provide to the program,

Volunteers	Technical Assistance/Education	Donations/In-Kind Services	Referrals/Outreach	Other
University of Florida (various student organizations, interns through the Sustainability in Action course)	Department of Children and Families	Department of Children and Families	Department of Children and Families	Alachua County 441 Farmers Market Board
Santa Fe College (various student organizations)	University of Florida	IFAS Extension	United Way	Downtown Union Street Market manager
Slow Food Gainesville	Alachua County Health Department	Blue Oven Kitchens	Various food pantries and food banks	High Springs Farmers Market manager
	Wholesome Wave Foundation		University of Florida College of Medicine	Citizen's Co-op
	Farmers Market Coalition		WIC	Alachua County Health Department
			Elder Affairs	
			Alachua County Library	
			WUFT FM	

Alachua County Healthy Communities Initiative Partners as well as Alachua County Nutrition Alliance will assist in many ways through volunteers, in-kind services, technical expertise and assistance with referrals and outreach

6. **Category Fit:** Based on the approved funding category descriptions contained in the Application Information & Instructions, state which category your program fits into and how the program fits into the listed category criteria.

Alachua County's most food insecure individuals and families enrolled in SNAP will have increased access to affordable, fresh and healthy goods including produce, seafood, meat, honey and milk. FOG will work with community partners to provide resources that will educate participants on nutrition, obesity prevention, food production and cooking with fresh ingredients. To further encourage the consumption of fresh fruits and vegetables the booth will host four cooking demonstrations that will focus on methods of preparation of fresh fruits and vegetables and highlight their nutritional qualities.

7. **Poverty Reduction:** How will the program reduce poverty in Alachua County? Grace Knight Conference Room
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Enabling SNAP recipients to shop at farmers markets decreases food insecurity by increasing access to the most affordable options for purchasing fresh produce. Health-promoting, nutritious food should not be a luxury of the middle class and wealthy; it is a necessity that must be accessible to all if we are to have a healthy population able to work, support their families and contribute to our community. While many services exist to help low-income residents' access food, the nutritional quality is often compromised for quantity. By increasing access to healthy food, the Alachua County Farmers Markets EBT Project increases SNAP recipients' abilities to prevent diet-related diseases and control the health care costs that contribute to poverty and leave many unable to work. Healthy Alachua County residents=healthy Alachua County workforce.

As a nation, we're subsidizing soda companies \$4 billion annually through the SNAP (food stamp) program. In return, decades later, the public will be handed the hospital bill for billions of dollars of extra health care costs from preventable diseases stemming from poor dietary choices.

Alachua County residents are more than 40 percent more likely to die of diabetes than residents in the rest of Florida. The odds are worse if we're African American. Between 2006 and 2008, the age-adjusted death rate from diabetes was 155 percent higher for black residents than for white residents. Those figures are part of the 2010 Alachua County Health Needs Assessment. And the No. 1 factor behind the numbers? Obesity.

We are growing fatter, and with obesity comes chronic health problems, including Type 2, or noninsulin-dependent diabetes. The U.S. spends \$147 billion a year treating obesity-related ailments. That's more than the current recession cost our economy in its first 12 months. A report recently from the UnitedHealth Center for Health Reform & Modernization states that more than half of all Americans will have diabetes or pre-diabetes by 2020. The health care costs of the diabetes epidemic could reach \$3.35 trillion if current trends continue, the report warns. While there's no cure, diabetes can be managed. Healthier diets and more physical exercise are the two keys to controlling its potential health impacts, which are many and serious: heart attack, stroke, blindness, amputations and kidney failure. Type 2, or adult-onset diabetes, is reaching near-epidemic proportions. Obesity is a major risk factor, and those with it have trouble putting insulin to use in the body to metabolize dietary sugars. Type 2 diabetics face more complications, including high blood pressure, high cholesterol, heart disease and stroke.

The average health care costs in 2009 for a person with known diabetes totaled \$11,700, compared to an average of \$4,400 for the remainder of the population, UnitedHealthCare reports. As a percentage of before-tax-income, the lowest income households spend five times more on healthcare than the highest income households but, in absolute dollar terms, spend less than half the amount of the highest income households. Low income households tend to spend less on food at home, and more on housing when compared to those of higher incomes (Castner and Malbi 2010). Monthly rent, mortgage and utility bills will consume a large portion (up to 43%), leaving little for food. Houses with incomes above 300 percent of the federal poverty line spend 50 percent more on fruits and vegetables per person than households with incomes below and just over the poverty line. The breakdown amounts to a difference in dollars a week, as the group earning up to 130 percent of the poverty line spends \$3.09 per person on fruits and vegetables, while those earning over 300 percent of the poverty line spent \$4.98, commonly attributed to purchasing fruits and vegetables at places like convenience stores, which are more common in food deserts where those with low incomes live.

Food insecurity among children can have very serious consequences on their physical and mental health as well as cognitive development causing reading and math skills to develop at a significantly slower pace. Poor physical fitness associated with unhealthy eating habits and hunger can lead to increased health care costs. These problems compound on one another and establish a cycle that becomes difficult to break. Feeding America states, "Good nutrition, particularly in the first three years of life, is important in establishing and maintaining a good foundation that has implications on a child's future physical and mental health, academic achievement, and economic productivity. Unfortunately, food insecurity is an obstacle that threatens that

critical foundation."

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8. **Program Effectiveness:** State what evidence there is that the program will be successful. (e.g., Is there a history of program success? Is this a Best Practice program? Has the program been successful in other locales?)

Since starting Dec. 18, 2010, the Alachua County Farmers Markets EBT Project has joined the ranks of successful farmers market EBT projects nationwide that provide low-income residents access to fresh, nutritious and affordable food. As of May 16, 2011, there have been 812 EBT transactions, totaling \$16,257. Daily EBT transactions average 34 transactions totaling \$685 at the Union St. Farmers Market and a daily average of 5 transactions totaling \$89 at the Alachua County Farmers Market. In comparison with EBT projects around the nation, the Alachua County Farmers Markets EBT Project has in its infancy exceeded some long-running EBT projects, a testament to the need in Alachua County for EBT access at farmers markets.

A study of one farmer participating in the Alachua County Farmers Markets EBT Project compared sales for 12 weeks. In those 12 weeks the farmer redeemed \$253 of tokens and coupons. In comparison to cash sales this represented an increase of 10.78% compared to 2011 sales during same period, 20.52% increase in compared to 2010 sales, 13.84% compared to 2009 sales—a three-year average sales increase of 15.04%.

In a survey conducted by the Alachua County Farmers Markets EBT Project in spring 2011, 97% of EBT card users strongly agreed with the statement "The ability to use my EBT card at the farmers market increases my consumption of fresh and locally produced goods." More than 100 individuals have been provided information about SNAP and other governmental assistance programs, a testament to the importance of the project to community outreach and increasing the number of people in Alachua County on SNAP, a primary goal of the Gainesville-Alachua County Hunger Abatement Plan.

The project also serves an important need of educating people on food preparation. A major barrier for people buying fresh fruits and vegetables is a lack of knowledge of preparation. In Jan. 2010, the Alachua County Farmers Markets EBT Project partnered with local celebrity chef Bert Gill for a demonstration of how to cook healthy collard greens and carrot soup with locally available ingredients. The Alachua County Farmers Market EBT Project also partnered with Willie Robinson of Food for the Soul for a March 2011 cooking demonstration. Providing education on how to prepare fresh foods will break down misconceptions people have about the ability to use fresh foods in their daily lives.

Similar EBT programs around the country have seen significant increases in market revenues in the range of 10-30% per year. In New York, multiple area markets implemented this program and recorded sales that were nearly tripled in 2006-2007 after they started with three markets in 2005 (with annual SNAP sales of \$1,000). EBT sales passed the half-million mark in 2010 and EBT clients can now redeem their benefits at 40 Greenmarkets throughout New York City.

The City Heights Farmers Market in San Diego began through a partnership between the International Rescue Committee (IRC) and the Farm Bureau, in which the two organizations agreed that the best way to support the market was for each organization to work with their strengths and support their core missions. The market features 13 vendors and has a weekly average 77 SNAP customers who bring \$400 in SNAP revenue. The program began in 2008 and by May 2009 SNAP sales were 6% of total vendor sales. By February 2010 they grew to 17% of total sales. The San Diego Hunger Coalition (SDHC) was an active presence at the market offering voluntary SNAP eligibility screening and assistance in completing the application. In addition, they offer follow-up services associated with the application process including ensuring that necessary documentation is submitted and that the applicant takes the next steps toward receiving their EBT cards. On average, the SDHC screens 18-20 customers and processes 8-10 SNAP applications per week. The City Heights Farmers Market, through this partnership between the IRC, Farm Bureau, SDHC, as well as several other community organizations, has become the community's source for healthy food and an entry point into

the SNAP program while also providing regional farmers a profitable direct marketing outlet in a community often thought of as unable to support a sustainable farmers market. Grace Knight Conference Room 2nd floor, County Administration Building

9. **Anticipated Program Challenges:** Other than funding, list or describe the challenges you or your staff expects to encounter with the program.

1. The greatest challenges the Alachua County Farmers Markets EBT Project faces is increasing the number of SNAP recipients using their benefits at farmers markets and the ability to use the booth to educate people about the SNAP program. Both these challenges relate to the need to educate low-income residents about the benefits of buying fresh, healthy food at farmers markets. Some key obstacles facing increased patronage of farmers markets by SNAP recipients are:

- a. Price. Many people perceive farmers markets to be more expensive, which is often a misperception. The education campaign will help break down this barrier. While there are some vendors with more expensive products, the vast majority of farmers sell produce at prices at or below those of supermarkets.
- b. Location. Since many SNAP recipients may have limited access to transportation, the location of markets can present barriers to regular patronage. This has not been an issue at the downtown market, which is easily accessible by public transportation. Transportation may contribute to the lower EBT user patronage at the Alachua County Farmers Market, as there is not a bus stop that services this market on Saturdays. This is anticipated to change with the opening of the Senior Center at Northside Park and the Super Wal-Mart across the street, which will establish more bus stops in the area, and bring an increased number of SNAP recipients. A former board member of the Alachua County Farmers Market stated that WIC and the Elder Farmers Market Nutrition Program are frequently utilized and it appears that carpooling is arranged based on when the benefits are received. An increased number of EBT user patronage was experienced when the WIC and Elder Farmers Market Nutrition coupons were released.
- c. Awareness. Many people simply do not even know about the farmers markets. FOG will educate users about the SNAP-enabled markets and importance of eating healthy, and reach out through appropriate agencies and organizations targeting SNAP recipients and SNAP-eligible individuals more directly.

An important comment on challenges comes from colleague and Farmers Market Coalition board president Sharon Yeago, who stated that while these programs can be tremendously successful, it takes time before high volumes of SNAP recipients are frequenting the markets. It could be a couple of years before significant impacts are noticed. This project has been fortunate in its first year to have such a huge response at the Union Street Farmers Market in Downtown Gainesville. FOG hopes to continue building momentum, support and awareness with a prolonged outreach campaign and efforts to increase SNAP enrollment. EBT enabled markets are envisioned as a permanent feature in Alachua County, with widespread community buy-in to support the program in years to come.

10. **Duplication of Services:** What other agencies in Alachua County, including Alachua County government, provide the same or similar services? How is your program unique?

The High Springs Farmers Market with assistance from the City of High Springs is the only market in the county accepting EBT. The Department of Children and Families administers SNAP benefits, and Farmers Markets are already in existence without EBT, but there is no service outside of High Springs connecting the two or providing the outreach efforts to increase low-income patronage at the markets.

11. **Client Increase:** Will requested Alachua County funding increase the number of clients who were served by

the program in 2010/11? N/A X Yes. If "Yes", by how much? 2,1500
 No. If "No", why not?

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12. **Funding Increase:** If this program is being funded by 2010/11 CAPP funds, is your current request an increase in the amount of funds received? N/A

If yes, why is an increase being requested?

13. **Waiting List:** Is there currently a waiting list for agency services? Yes X No

- If yes, which programs have a waiting list? GIFT Gardens
- If yes, how many individuals are currently on the list? 50
- If yes, is there a specific population that has been on the list the longest and for how long? No
- If yes, will the requested funding be used to reduce the number of individuals currently on the list? X Yes No N/A
- If yes, describe the efforts currently being made to reduce the length of time an individual waits for service(s): The limiting factor for GIFT Gardens in reducing the wait is funding. New funding sources are consistently sought and 1-4-1 fundraising program allows individuals to purchase a GIFT garden for themselves and also pay for GIFT garden to be installed at a low-income residency. Those on the list are attended to as soon as possible. In the meantime, those that are particularly anxious are provided with resources to get a jump start. We inform them of workshops, various gardening resources including websites and books. In some cases, organizations or individuals have offered to assist in some way (i.e. providing vehicles and volunteers) that helps expedite the process.

14. **Matching Funds:**

- Will CAPP funds be used as matching funds? Yes X No
- If so, what is the source of the funding?
- Total amount of funding through this source ("b" above): \$
- What dollar amount is required to draw down the funds listed in "c"? \$
- Will CAPP funds be the sole source of the local funding needed to draw down the funds?
 Yes No
- What other funding sources will be used to meet the match requirement?
- Ratio of match: : (Match Source : Local Funding)
- Give details of the match arrangement and what role CAPP funds play in the arrangement.

15. **Leveraged Funds:**

- Will CAPP funds be used to leverage other funds or resources? Yes X No
- If so, what is the source of these funds or resources?
- Describe the leverage arrangement and include what, if any, percentage/amount of in-kind contributions will be used and what role CAPP funds play in the arrangement.

16. **Religious Activities:** Each CAPP grantee is responsible for full and complete compliance with all applicable laws, rules and regulations, including compliance with Article I, Section 3 of the Florida Constitution. CAPP funds cannot be used for any program, project or activity that promotes religion, has the primary effect of advancing religion, or teaches the religious doctrines of a particular sect.

- Will program participants be required to agree to or participate in any religious activities (prayer, study,)

reading, attendance, etc.) before receiving program services or as a condition of continuing to receive services? ☐ Yes ☒ No

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- b) If yes, please describe the religious activity(ies):
- c) Are religion-related activities or topics mentioned or offered to participants? ☐ Yes ☒ No
- d) If yes on (c), explain. Include in your explanation: how the topics or activities are mentioned or offered (verbal, written, in-person), at which stage in the program is mention/offer made or activities mentioned/offered, how often the mention or offer is made, and by whom the mention or offer is made.
- e) Does the program include non-mandatory religious activities (prayer, study, reading, attendance, etc)? ☐ Yes ☒ No. If yes, are there alternate activities available to those who decline to participate in the religious activity? What are the alternate activities?

TAB: INTAKE
Grace Knight Conference Room
2nd floor, County Administration Building
Insert all forms used for Program Intake/Initial Assessment 12 SE 1st Street



Florida Certified Organic Growers & Consumers, Inc.
2nd floor, 6080 W. 14th Avenue, Ft. Lauderdale, FL 33309
352-377-6345 phone, 352-377-8363 fax
fog@foginfo.org
www.foginfo.org

Token Redemption Form

To redeem tokens complete this form and turn it into the EBT booth manager.

Date: ____/____/____

EBT Tokens: \$____ DEBIT/CREDIT Tokens : \$____ Coupons: \$____

Total Amount Redeemed: \$____ Receipt No. _____

Check made payable to: _____

Pick up at next market day _____

Mail check _____

Please print street address

City

State

Zip Code

Telephone numbers where you may be reached

Your Signature

EBT Booth Manager's Signature

Thank you for accepting tokens!

Alachua County EBT Booth Project Vendor Agreement
Florida Organic Growers, Alachua County Farmers Market and the Union St. Farmers Market
2nd floor, County Administration Building
12 SE 1st Street

This agreement is between **Florida Organic Growers**, a sponsoring agency for eligible food vendors (herein referred to as "SPONSORING AGENCY") organized within **Alachua County Farmers Market and the Union St. Farmers Market**

and _____, an authorized vendor (herein referred to as "VENDOR").

This agreement allows the above-mentioned VENDOR to participate in the Supplemental Nutrition Assistance Program (SNAP) Electronic Benefits Transfer (EBT) Card Program at the **Alachua County Farmers Market and the Union St. Farmers Market**

VENDOR is bound by this agreement to follow all guidelines, as set forth by federal and state authorities and SPONSORING AGENCY.

SPONSORING AGENCY reserves the right to immediately suspend or terminate VENDOR from the program if SPONSORING AGENCY observes, or receives evidence of, failure to abide by any of the agreements below.

VENDOR may voluntarily quit participating in the EBT program at any time, but must notify SPONSORING AGENCY of such action.

The EBT Card Program will operate in the following manner:

Patrons who have been issued an authorized EBT card may purchase scrip in the form of wooden tokens, up to the amount authorized, from designated SPONSORING AGENCY staff. The patron's EBT card will be debited for the value of the tokens purchased. Patrons will use the tokens only for purchase of eligible foods. There will also be tokens used for patron CREDIT or DEBIT transactions. There are no limitations to what these tokens may purchase. These tokens will be distinct and easily recognizable from EBT SNAP tokens. Patrons will use all tokens only to purchase goods from vendors authorized by the SPONSORING AGENCY. Patrons have no time limit on the use of purchased tokens at the SPONSORING AGENCY. Patrons may return unused tokens to SPONSORING AGENCY staff for credit only on the same day as purchase. Credit for the value of these tokens will be returned to the patron's EBT Card. No patron will be credited for tokens returned above the amount of that day's purchase by that patron. SPONSORING AGENCY staff will exchange tokens for receipt each market day, only with authorized vendors. Checks equal to the amount of the receipt will be mailed or directly deposited to vendors within 3-5 business days, or vendor can collect checks at the next market day.

The only tokens used will be plastic tokens with the unique imprint of GAINESVILLE MARKET MONEY, with the currency amount imprinted on one side. The only tokens used will be in \$1 and \$5 denominations.

The EBT Program will be strictly and carefully monitored at all times by SPONSORING AGENCY.

VENDOR Agreements:

Grace Knight Conference Room
2nd floor, County Administration Building
2601 East Street

- VENDOR agrees to accept only SPONSORING AGENCY tokens, and ~~not~~ accept any other market's tokens and/or printed scrip.
- VENDOR agrees to accept SNAP EBT tokens and accompanying coupons only for the purchase of SNAP eligible foods, including: bread products, produce, meat, fish, poultry, eggs, dairy products, seeds, and plants which produce food to eat.
- VENDOR agrees to **not** accept SNAP EBT tokens and accompanying coupons for the purchase of SNAP ineligible foods, including: hot food and food labeled as for pet consumption only. Or any non food items including: soaps, medicine, clothing, crafts, vitamins, and plants which do not produce food to eat.
- VENDOR agrees that no U.S. currency will be returned to the customer as change for SNAP EBT tokens and accompanying coupons, if payment for product is solely by tokens. The value of the tokens received by VENDOR will not exceed the posted value of the product purchased by the customer. (The customer will receive full value for his or her tokens.) Change is allowed for CREDIT or DEBIT tokens.
- VENDOR agrees to not exchange any SNAP EBT tokens for U.S. currency with any person except authorized SPONSORING AGENCY staff.
- VENDOR agrees to post a sign (to be provided by SPONSORING AGENCY) identifying VENDOR's stall as an authorized EBT vendor.
- If the VENDOR is not in compliance with any of the above, they will not be allowed to accept tokens, and or redeem tokens.

VENDOR Representative
Print Name

Title

Date

VENDOR Representative
Sign Name

Title

Date

SPONSORING AGENCY Representative
Print Name

Title

Date

SPONSORING AGENCY Representative
Sign Name

Title

Date

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Section 4: Program Statistics Table from Excel Worksheet Packet

Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Program A	10	12	15	18	20	22	25	28	30	32	35	38	40	42	45	48	50	52	55	58	60	62	65	68	70	72	75	78	80	82	85
Program B	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
Program C	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33
Program D	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
Program E	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Program F	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program G	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program H	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program I	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program J	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program K	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program L	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program M	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program N	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program O	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program P	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program Q	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program R	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program S	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program T	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program U	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program V	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program W	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program X	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program Y	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
Program Z	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

Section 4: PROGRAM STATISTICS

AGENCY NAME: Florida Certified Organic Growers and Consumers, Inc. (FOG)

PROGRAM NAME: Alachua County Farmers Markets EBT Project

TOTAL NUMBER OF UNDUPLICATED ALACHUA COUNTY CLIENTS/PARTICIPANTS		2009-2010 ACTUAL	2010-2011 ACTUAL/EST	2011-2012 PROJECTED
GENDER	TOTAL		1,250	1,500
Male				
Female				
Gender Unknown			1,250	1,500
Families				
AGE	TOTAL		1,250	1,500
0 to 4 years				
5 to 9 years				
10 to 14 years				
15 to 19 years				
20 to 34 years				
35 to 54 years				
55 to 64 years				
65 and over				
age unknown			1,250	1,500
ETHNICITY	TOTAL		1,250	1,500
White				
Black				
Hispanic				
Asian				
Indian				
Other				
HOUSEHOLD INCOME	TOTAL		1,250	1,500
Below \$10,000				
\$10,000 to 14,999				
\$15,000 to \$19,999				
\$20,000 to 29,999				
\$30,000 and above				
Income Unknown			1,250	1,500

NOTE: An unduplicated client is an individual who is counted one time during the contract year, even though that individual may receive multiple services or one service multiple times.

*All participants must be SNAP recipients and meet SNAP income requirements as established by the Department of Children and Family Services

Insert the program's most current CAPP End-of Year report:

- ☒ N/A
- ☐ 2007/08 Report is the most current.
- ☐ 2008/09 Report is the most current.
- ☐ 2009/10 Report is the most current.

Section 6-A: SCHEDULE K-1: PROGRAM LOGIC MODEL
Alachua County Community Agency Partnership Program

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND
CONSUMERS, INC. (FOG)

PROGRAM: ALACHUA COUNTY FARMERS MARKETS EBT
PROJECT

Program Summary: Two farmers markets will be equipped with EBT technology allowing the use of SNAP (formerly food stamps) benefits. An education campaign will be developed to inform SNAP recipients and community agency partners about the ability to use their benefits to purchase fresh, healthy food at EBT-enabled markets and to educate consumers about local food, health and nutrition.

Long-Term Program Goals: Develop lasting partnerships with community organizations that promote a sustainable local food system by:

1. Encouraging low income, at-risk and underserved populations to adopt healthy diets of fresh, local produce that will last a lifetime
2. Decrease food insecurity by increasing SNAP enrollment among those eligible
3. Decrease food insecurity by promoting affordable locally produced agricultural goods
4. Developing ongoing educational strategies that benefit both consumers and food producers

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INPUTS - Resources dedicated to the services	ACTIVITIES - Services provided to the participants	OUTPUTS - How much of the services will be provided to how many	OUTCOMES - Measurable benefits for participants
1. 2 P/T Project Coordinators; P/T Bookkeeper; P/T Director Education and Outreach 2. Basic market supplies including EBT equipment, tent, table, display materials, wooden tokens 3. Volunteers 4. Educational materials, including flyers, posters, banners, ads	1. Set-up booth at each market including: running transactions, administering tokens, tallying sales, answering questions, signing up SNAP recipients, providing educational materials, demonstrations etc. 2. Maintain financial records, process farmer reimbursements on a regular basis. 3. Working closely with partners to	1. 2 market days per week will have EBT capabilities. 2. Education campaign runs continuously for one year. 3. Four live cooking or other food preparation demonstrations. 4. Markets will be site locations for ACCESS, providing information on the SNAP and other assistance programs. The Union Street Market	1. 1,500 SNAP transactions at the farmer's markets 2. \$30,000 of SNAP benefits spent at both markets 3. 95% of SNAP recipients participating in Farmers Market program report increased consumption of fresh and locally produced food knowledge of local food increases

	reach target audiences, develop promotional materials and acquire materials for booth and outreach. 4. Develop and prepare educational materials for public displays; coupons and tokens. 5. Attend community events and programs to increase participation.	Booth will be equipped with a computer and help with applying for assistance on-line.	
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Section 6-B: SCHEDULE K-2: PROGRAM LOGIC MODEL
Alachua County Community Agency Partnership Program

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND
 CONSUMERS, INC.

PROGRAM: ALACHUA COUNTY FARMERS MARKETS EBT
 PROJECT

OUTCOME - List from Schedule K-1	INDICATOR – what shows participant goal status	MEASUREMENT TOOL/APPROACH – tools used to measure Indicators	SAMPLING STRATEGY AND SAMPLE SIZE – simple or random	FREQUENCY AND SCHEDULE OF DATA COLLECTION – when/how often the measurement tools are used
1. 1,900 SNAP transactions at the farmer's markets	Amount of SNAP transactions	Ongoing monitoring of SNAP transactions	Monitor all SNAP transactions	Transactions monitored throughout entire FY to record trends
2. \$35,000 of SNAP benefits spent at both markets combined	Amount of SNAP benefits spent	Ongoing monitoring of SNAP transactions	Monitor all SNAP Transactions	Transactions monitored throughout entire FY to record trends
3. 95% of SNAP recipients participating in Farmers Market EBT program report increased consumption of fresh and locally produced goods; knowledge of local food options increases	Surveys show increase in reported consumption and knowledge	Surveys at markets	Random samples of SNAP recipients pre-participation in Farmers Market EBT and random sample of EBT users at market.	Surveys are administered throughout FY

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12 SE 1st Street

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Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Section 7: Agency & Program Budget from Excel Worksheet Packet

Applicants may include supplementary, additional or explanatory budget information in this section. If you need or want to explain something about your agency or program budget, expenses, revenue, etc. please include the explanation and whatever other documents you feel are needed, in order for the Advisory Board to have a clear understanding.

Agency Name: Alachua County Farmers Markets EBT
Consumers, Inc. (FOG)

Program Name: Alachua County Farmers Markets EBT
Project

Summary of Revenue

	2009-2010	2010-2011	2011-2012
1 Grants from Government Agencies	\$217,915	\$325,809	\$333,668
2 Grants from Other Sources	\$76,912	\$101,432	\$117,276
3 Other Funding	\$0	\$0	\$0
4 Client Service Fees	\$708,181	\$632,157	\$674,301
5 Membership Dues	\$0	\$0	\$0
6 General Sales	\$274,022	\$680,583	\$423,600
7 Investment Income	\$1,076	\$0	\$0
8 Individual Contributions & Fundraising	\$20,280	\$73,629	\$73,190
9 Miscellaneous	\$5,328	\$6,834	\$12,816
11 Total Revenue Before CAPP Allocation	\$1,304,714	\$1,820,445	\$1,634,851
12 CAPP Allocation	\$45,000	\$20,700	\$140,992
13 Grand Total - All Revenue	\$1,349,714	\$1,841,145	\$1,775,843

Summary of Expenses

	2009-2010	2010-2011	2011-2012
1 Salaries	\$733,567	\$963,315	\$972,930
2 Employee Benefits	\$59,817	\$25,262	\$41,459
3 Payroll Taxes	\$54,289	\$19,430	\$15,380
4 Contracted Services	\$112,114	\$227,425	\$203,277
5 Fundraising	\$0	\$0	\$0
6 Supplies	\$58,202	\$90,443	\$89,680
7 Insurance (not allowed for CAPP)	\$7,114	\$9,530	\$7,659
8 Equipment Rentals & Maintenance	\$4,568	\$12,988	\$7,381
9 Marketing & Communications	\$0	\$242	\$258
10 Travel	\$105,079	\$115,225	\$100,022
11 Awards & Grants to Others	\$15,776	\$0	\$0
12 Memberships (not allowed for CAPP)	\$5,938	\$5,731	\$5,670
13 Miscellaneous (Double Dollar Coupons and Transaction Fees)	\$187,317	\$271,641	\$167,292
14 Grand Total - All Expenses	\$1,343,801	\$1,761,232	\$1,611,008
15 Increase/Decrease in Net Assets	\$5,913	\$79,913	\$164,835

Section 7 : CAPP 2011-2012 Agency & Program Budget (12-188)

Agency Budget Cycle:

	2009-2010	2010-2011	2011-2012
Agency Budget Current Year (Actual)	\$217,915	\$325,809	\$333,668
Agency Budget Next Year (Proposed)	\$76,912	\$101,432	\$117,276
Percent of Proposed Increase			2.4%
Other Funding	\$0	\$0	\$0
Client Service Fees	\$708,181	\$632,157	\$674,301
Membership Dues	\$0	\$0	\$0
General Sales	\$274,022	\$680,583	\$423,600
Investment Income	\$1,076	\$0	\$0
Individual Contributions & Fundraising	\$20,280	\$73,629	\$73,190
Miscellaneous	\$5,328	\$6,834	\$12,816
Total Revenue Before CAPP Allocation	\$1,304,714	\$1,820,445	\$1,634,851
CAPP Allocation	\$45,000	\$20,700	\$140,992
Grand Total - All Revenue	\$1,349,714	\$1,841,145	\$1,775,843

	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
Program Budget Current Year (Proposed)	\$0	\$0	\$5,000
Percent of Proposed Increase			#DIV/0!
Other Funding	\$0	\$0	\$0
Client Service Fees	\$0	\$0	\$700
Membership Dues	\$0	\$0	\$0
General Sales	\$0	\$0	\$0
Investment Income	\$0	\$0	\$200
Individual Contributions & Fundraising	\$0	\$0	\$0
Miscellaneous	\$0	\$200	\$750
Total Revenue Before CAPP Allocation	\$0	\$0	\$0
CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	2009-2010	2010-2011	2011-2012
Salaries	\$733,567	\$963,315	\$972,930
Employee Benefits	\$59,817	\$25,262	\$41,459
Payroll Taxes	\$54,289	\$19,430	\$15,380
Contracted Services	\$112,114	\$227,425	\$203,277
Fundraising	\$0	\$0	\$0
Supplies	\$58,202	\$90,443	\$89,680
Insurance (not allowed for CAPP)	\$7,114	\$9,530	\$7,659
Equipment Rentals & Maintenance	\$4,568	\$12,988	\$7,381
Marketing & Communications	\$0	\$242	\$258
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	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
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Percent of Proposed Increase			#DIV/0!
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	2009-2010	2010-2011	2011-2012
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	2009-2010	2010-2011	2011-2012
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CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
Program Budget Current Year (Proposed)	\$0	\$0	\$5,000
Percent of Proposed Increase			#DIV/0!
Other Funding	\$0	\$0	\$0
Client Service Fees	\$0	\$0	\$700
Membership Dues	\$0	\$0	\$0
General Sales	\$0	\$0	\$0
Investment Income	\$0	\$0	\$200
Individual Contributions & Fundraising	\$0	\$0	\$0
Miscellaneous	\$0	\$200	\$750
Total Revenue Before CAPP Allocation	\$0	\$0	\$0
CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
Program Budget Current Year (Proposed)	\$0	\$0	\$5,000
Percent of Proposed Increase			#DIV/0!
Other Funding	\$0	\$0	\$0
Client Service Fees	\$0	\$0	\$700
Membership Dues	\$0	\$0	\$0
General Sales	\$0	\$0	\$0
Investment Income	\$0	\$0	\$200
Individual Contributions & Fundraising	\$0	\$0	\$0
Miscellaneous	\$0	\$200	\$750
Total Revenue Before CAPP Allocation	\$0	\$0	\$0
CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
Program Budget Current Year (Proposed)	\$0	\$0	\$5,000
Percent of Proposed Increase			#DIV/0!
Other Funding	\$0	\$0	\$0
Client Service Fees	\$0	\$0	\$700
Membership Dues	\$0	\$0	\$0
General Sales	\$0	\$0	\$0
Investment Income	\$0	\$0	\$200
Individual Contributions & Fundraising	\$0	\$0	\$0
Miscellaneous	\$0	\$200	\$750
Total Revenue Before CAPP Allocation	\$0	\$0	\$0
CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	2009-2010	2010-2011	2011-2012
Program Budget Prior Year (Actual)	\$0	\$48,600	\$0
Program Budget Current Year (Proposed)	\$0	\$0	\$5,000
Percent of Proposed Increase			#DIV/0!
Other Funding	\$0	\$0	\$0
Client Service Fees	\$0	\$0	\$700
Membership Dues	\$0	\$0	\$0
General Sales	\$0	\$0	\$0
Investment Income	\$0	\$0	\$200
Individual Contributions & Fundraising	\$0	\$0	\$0
Miscellaneous	\$0	\$200	\$750
Total Revenue Before CAPP Allocation	\$0	\$0	\$0
CAPP Allocation	\$0	\$48,600	\$6,650
Grand Total - All Revenue	\$0	\$0	\$47,250
Grand Total - All Expenses	\$0	\$48,600	\$53,908
Percent of Proposed Increase			10.5%

	PROGRAM EXPENSES			PROJECTED CAP
				Funds
	\$0	\$22,169	\$32,175	45.1%
	\$0	\$2,956	\$4,290	45.1%
	\$0	\$4,434	\$6,435	45.1%
	\$0	\$0	\$0	0.0%
	\$0	\$0	\$0	0.0%
	\$0	\$8,450	\$2,700	-68.0%
	\$0	\$0	\$0	0.0%
	\$0	\$1,900	\$0	0.0%
	\$0	\$0	\$0	0.0%
	\$0	\$0	\$218	#DIV/0!
	\$0	\$0	\$0	0.0%
	\$0	\$0	\$0	0.0%
	\$0	\$9,091	\$1,440	-84.2%
	\$0	\$48,600	\$47,268	-2.8%
	\$0	\$200	\$6,650	3325.0%

Section 8A: FUNDING INFORMATION

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

FUNDING INTENT: It is the intent of the Alachua County Board of County Commissioners that CAPP funds are to be used primarily for direct program costs, rather than agency operational costs. Funds are not intended for "the cost of doing business". Funds are not to be used to maintain, enhance or enrich the agency, itself; they are to be used to maintain the program and enhance and enrich program participants; however, general office supplies, such as paper, pens, printer cartridges, staples, etc. are allowed. Funds deemed as solely or primarily as maintaining, enhancing or enriching the agency as opposed to the program and its participants will not be approved.

FUNDING RESTRICTIONS:

1. **Capital expenditures** - Items that cost \$1,000 or more are not allowed. Even if an item is less than \$1,000, that does not mean it will be allowed. For example, CAPP funds would not be authorized to purchase employee office furniture, regardless of the amount.
2. **Lawn/Building maintenance and repairs** are not allowed. Pest control is allowed if the property houses or shelters residents 24/7.
3. **Land/Building, building improvements and improvements other than buildings** are not allowed if the agency is the owner, leaseholder, occupant or future occupant.
4. **Rent or mortgage payments** are authorized only if program participants are sheltered or housed at the location.
5. **Utilities:** Authorized if used for the program participants. If the building houses non-program participants (such as staff) the amount/percentage of utilities used for the program must be calculated and only that amount/percentage is authorized for reimbursement.
6. **Vehicles:** The purchase of vehicles is not allowed. Rental of a vehicle is allowed for transporting program participants to a single event, such as needing to rent a van to transport multiple individuals to a particular venue.
7. **Vehicle maintenance:** If the vehicle is essential to the operation of the program, its maintenance is allowed.
8. **Gasoline:** Gasoline is allowed if the vehicle is essential to program operations and in the case of rental of a vehicle needed to transport program participants to a one-time event.
9. **Fundraising:** Agency fundraising expenses are not allowed.
10. **Storage facilities:** If a storage facility is essential to program operation, the expense is allowed. Only that portion that is used for program storage is allowed; an office space portion is not an allowable expense.
11. **Insurance:** Insurance premiums of any type are not allowed.
12. **Membership Fees or Dues:** No membership fees or dues are allowed.
13. **Staff/Volunteer Gifts/Awards/Recognition:** Gifts, awards or other expenses related to employee or volunteer celebration or recognition events or activities are not allowed, as this is not a direct benefit to program participants.

14. **Program Marketing/Communications:** **Communications:** Grace Knight Conference Room and General Courtroom for the Judicial Building are allowable expenditure; however, if the internet access is solely for program participants, then it should be disallowed. Office phone expenses are not allowed. Cell phones for on-call program staff or in-field program staff are allowed. **Marketing:** Marketing of the program does not directly benefit program participants; therefore, development of or printing costs for flyers, brochures, etc. for program marketing or recruitment of volunteers are not allowed.
15. **Office Equipment/Furniture:** Maintenance, purchase or rental of office equipment is an agency operating expense; it does not directly benefit the program participants and is not allowed. Purchase or rental of office furniture is not an allowable expense.
16. **Computers/Computer Labs/Upgrades:** CAPP funds will not pay for staff computers, upgrades, repair, maintenance, networking, Internet, software or other IT-related expenses. These are general operating expenses. CAPP funds may be used for computer-related expenses for computers that are for the sole use of participants.

Section 8B: PROGRAM FUNDING REQUEST RATIONALE

Grace Knight Conference Room
2nd floor, County Administration Building

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND
CONSUMERS, INC.

PROGRAM: ALACHUA COUNTY FARMERS MARKETS EBT
PROJECT

Provide a detailed rationale for the CAPP funding requested. Explain how the funds will be used for the program, applicable amounts and/or percentages, and the reason for requesting what is being requested. Include actual costs when possible of the items the agency wishes CAPP funds to pay for. If the costs are expected to increase, note this in your rationale. List the category of expense and then give a detailed explanation, including projected associated costs.

The categories below are examples, only, to show you the detail that is required in order to accurately complete the Rationale. Refer to the Funding Information for allowable and disallowable expenses, as these are examples, only. Expenses other than these are allowed. These are only examples. Maintain the format of the heading with the explanation following.

FOR EXAMPLE:

Program-Related Salaries, Payroll Taxes, Employment Benefits \$42,900

If the applicant is requesting CAPP fund salaries, describe the type(s) of position(s), the rationale for the position, and the amount of funding requested for the position(s). Indicate the Full Time Equivalent (FTE) based on the standard workweek for the type of position. FTE is determined by dividing the standard number of weekly hours (e.g. 40 hours) for the type of position (e.g. caseworker) into the actual work hours to be funded by the program. Describe what each position provides to the program and the percentage of time the position devotes to the program.

1 part-time project coordinator at 0.25 FTE \$15/hr @ 15hr/week + 25% fringe = \$14,625. Project coordinators will oversee all project details, communicating with partner agencies, volunteers, market managers and growers. The coordinator will also attend in conjunction or in rotation with the EBT project coordinator the two EBT markets to set up the booth, oversee general activity, conduct surveys and research as needed. Necessary grant reports will be submitted by a project coordinator as well.

1 part-time EBT project coordinator at .25 FTE \$13/hr @ 25hr/week + 25% fringe = \$12,625. EBT project coordinator will oversee the operation of the EBT booth. This person will attend the two EBT markets in conjunction or in rotation with the project coordinator and be responsible for setting up the booth, oversee general activity, conduct surveys and research as needed

1 part-time bookkeeper/accountant at 0.1 FTE \$20/hr @ 4hr/week + 25% fringe= \$5,200

This person will be responsible for maintaining accurate records of all transactions, reporting to necessary state agencies as needed and reimbursing growers. FOG has an in-house bookkeeper and this duty will be added to their job duties.

1 part-time director of education and outreach at 0.2 FTE \$20hr @ 8hrs/week + 25% fringe= \$10,400

The director of education and outreach will develop and implement a marketing and public relations campaign to inform area residents about the EBT technology availability. Resume provided.

Program Supplies & Materials/General Office Supplies \$4,140

If the applicant is requesting CAPP fund program supplies and materials, list and describe the specific program supplies and materials and associated costs. Agency general office supplies (paper, staples, pens, paper clips, etc.) are allowed.

Office supplies (pens, pencils, paper, envelopes, postage etc.) = \$200

How to use to your EBT card at the farmers market guides = \$500

Display materials = \$2,000
Terminal rental and wireless access fees = \$600
Surcharges and bank fees = \$840

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12 SE 1st Street

▪ **Vehicles: Rental/Repairs/Maintenance/Gasoline \$218.40**

If the applicant is requesting CAPP funds for vehicle-related expenses: **Rentals:** List each incidence of anticipated vehicle rental, what the venue will be (the specific event and where the participants will be transported), why a rental vehicle is needed for the transport, how the need for the venue transportation is related to the program, and associated costs (rental and gasoline). Insurance or extra coverage on a rental vehicle is not an allowed expense. For maintenance or gasoline costs of a vehicle that is essential to program operation, state the type of vehicle (pickup truck, van, delivery truck, etc.), how it is essential to the program and estimated costs of repairs, maintenance and/or gasoline.

Gas and oil to get to and from farmers markets at \$0.21 per mile x 20 miles a week to drive to markets x 52 weeks = \$218.40

▪ **Food/Food-Related Items**

If the applicant is requesting CAPP funds for food-related expenses, state what type of food needs to be purchased, purpose/why the food needs to be purchased, how it will be used and projected cost. Describe what controls will be used (where the food is kept, who has access to the food, etc.) to ensure the food is used solely for program participants. For food-related items, such as food pans or serving utensils, list the items, why they are necessary to the program and the associated costs.

▪ **Storage**

If the applicant is requesting CAPP funds for storage, describe what will be stored, why the storage is essential to the program and projected cost. If the storage facility includes designated office space, state this and show how you calculate the percentage that will be used just for program storage.

▪ **Program-Related Employee Travel**

If CAPP funds are being requested for employee travel, provide a description of and rationale for each type of travel to be supported with project funds, such as travel related to daily transportation of clients, delivery of meals to clients, or staff attendance at required conference(s) or trainings. Provide the cost of travel. Do not include vehicle rental or vehicle repair/maintenance in this category.

Section 9: PROGRAM AWARD LEVELS

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND
CONSUMERS, INC.

PROGRAM: ALACHUA COUNTY FARMERS MARKETS EBT
PROJECT

1. **0% Funding:** If the program is not approved for CAPP funding will the program be provided to Alachua County residents? ____ Yes X No ____ Partially
Describe in detail how the program will function, at what level, etc. if no funding is received from CAPP:
2. **25% Funding:** If the program receives only 25% of the requested amount, will the program be provided to Alachua County residents? ____ Yes X No ____ Partially
Describe in detail how the program will function, at what level, etc. if 25% funding is received from CAPP:
With 25% funding the Alachua County Farmers Markets EBT Project would be able to with difficulty operate at one market bi-weekly and would perform no education and outreach.
3. **50% Funding:** If the program receives only 50% of the requested amount, will the program be provided to Alachua County residents? ____ Yes X No ____ Partially
Describe in detail how the program will function, at what level, etc. if 50% funding is received from CAPP: With 50% funding the Alachua County Farmers Markets EBT Project would be able to with difficulty operate at one market and would have an extremely limited education and outreach campaign.
4. **75% Funding:** If the program receives only 75% of the requested amount, will the program be provided to Alachua County residents? X Yes ____ No ____ Partially
Describe in detail how the program will function, at what level, etc. if 75% funding is received from CAPP: With 75% funding the Alachua County Farmers Markets EBT Project would be able to operate at only one market and would not have fully developed education outreach campaign.

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2nd floor, County Administration Building
12 SE 1st Street
TALLAHASSEE, FL 32301
Section 10: PROGRAM SUCCESS STORY

Insert here at least one program success story.



Florida Certified Organic Conference Rooms, Inc.
2nd floor, County Administration Building 32604
352-377-6345 fax 352-377-6346
fog@foginfo.org
www.foginfo.org

Program Success Story

Since opening in December 2010 with financial support from Alachua County, the Alachua County Farmers Market EBT project has been received enthusiastically with 812 EBT transactions totaling \$16,257. On a particular nice day in February 73 individuals redeemed their SNAP benefits to purchase \$1,800 worth local fresh produce and other goods. Among those shopping with their EBT cards that day was Maggi Davison. Maggi worked for most her life with non-profit organizations helping those who needed it most. When her mother became ill several years ago she dedicated herself full time to caring for her mother. She renovated her house to be wheelchair accessible when she became wheelchair bound and gave up much of her social life, and volunteer work in order to provide the 24 hour care that her mother requires. With the bills continuing to build up and her savings dwindling Maggi and her mother applied to receive SNAP benefits or face an empty fridge and barren cupboards. SNAP benefits now make up almost the entirety of Maggi and her mother's food budget. Maggi had always enjoyed shopping at the farmers market and is an event that she looks forward to every week. Living in east Gainesville and relying solely on the bus for transportation going to the grocery store with her wheel chair bound mother is no simple task for Maggi. Luckily there is a direct bus route that has stop at the corner near Maggi's house and takes her across the street from the Union Street Farmers Market. There Maggi is able to leave her mother attended by friends, and do most of her weekly shopping. Maggi describes shopping at the market it this way: "To be able to buy food locally grown at a farmers market means a world to me, not only do I feel good about my purchases because I am able to support local farmers and get food I am confident in but the farmers market is also a very economical decision for me, especially for organic produce which I prefer to buy. Organic broccoli at Publix is often several dollars more than I am able to find it here, and this broccoli tastes and makes me feel a whole lot better." There are countless stories like Maggi's and every day the staff, and volunteers at the Alachua County EBT Project receive a multitude of thank you's and people wishing to show their appreciation for the project.

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND CONSUMERS, INC.**1. Agency Mission Statement:**

Florida Certified Organic Growers and Consumers, Inc. supports and promotes organic and sustainable agriculture, wherein; we educate consumers, farmers, future farmers (children & youth), businesses, policy makers and the general public.

2. Agency History: Florida Certified Organic Growers and Consumers Inc. (FOG) is a 501(c)(3) not-for-profit organization established in 1989. FOG operates two programs: Education & Outreach and Quality Certification Services.

FOG's Education & Outreach Program educates producers, consumers, media, institutions and governments about the benefits of organic and sustainable agriculture, presenting at tours, conferences, workshops, classes and other educational opportunities to a wide audience ranging from school children to farmers and agronomists in Uganda on topics including but not limited to: organic and sustainable farming practices, Farm Bill opportunities, certification options, marketing, food systems, social justice and opportunities and challenges in the organic marketplace. The Education and Outreach Program takes the lead on FOG's many community food system development projects.

To meet the demands of a growing organic industry, FOG operates Quality Certification Services (QCS), a USDA ISO Guide 65 accredited program that offers USDA National Organic Program, Canadian, Japanese and European Union accredited certification options. QCS also offers Social Justice, Aquaculture and Vegan certification options. QCS certifies farming, wildcrafting, livestock, processing, packing and handling entities large and small in more than 30 states and 13 countries.

Marty Mesh, FOG's Executive Director, is a board member of the Southern Sustainable Agriculture Working Group (SSAWG), Accredited Certifiers Association (ACA) and Florida Food Policy Council. He is a past charter board member of the Alachua County Nutrition Alliance (ACNA), Organic Trade Association (OTA), Organic Materials Review Institute (OMRI) and National Campaign for Sustainable Agriculture (NSAC). For more than 10 years, Mesh has spearheaded FOG's involvement in the Agricultural Justice Project, work that will lead to the widespread adoption of social justice standards on organic farms throughout the United States and beyond.

3. Agency Accomplishments in Alachua County:

From 1998 to 2005, FOG worked with numerous local partners to operate a nationally recognized community food program called Neighborhood Nutrition Network (NNN). NNN developed programs including school gardening, community gardening, youth entrepreneurship and food-gleaning and distribution.

FOG participated from 2004 to 2005 in the North Florida Local Food Partnership, a collaborative initiative to promote awareness of agricultural goods produced in North Florida through a buy-local campaign.

In 2008 FOG started Gainesville Initiative for Tasty Gardens, commonly known as GIFT Gardens. The project, supported with funding from Alachua County and the City of Gainesville, installs gardens at the homes of low income residents of Alachua County and the organizations that serve them, including churches, schools and community centers. Through the project, more than 240 gardens have been installed. Those whose incomes are too high to qualify for free gardens can purchase a 1-4-1 Garden – each purchase of a 1-4-1 garden provides a raised bed for a low-income resident of Alachua County that is on the long GIFT Gardens waiting list. GIFT Gardens has

also installed gardens at government buildings including the Alachua County Administration Building, the Thelma Grace Knight Conference Room, the Bolin Center and the garden at City Hall that will be installed in May 2011.

FOG and community stakeholders undertook a community food planning project funded by the USDA from Mar 2009 to Nov. 2010 to discuss food systems planning with a specific focus on community food security for low-income residents. The resulting report, entitled *Community Vision for Food System Development in Gainesville-Alachua County: A Local Food Action Plan*, was presented to stakeholders during the 2010 Gainesville-Alachua County Food Security Summit, which FOG helped organize. The project will inform future community projects to increase food security for low income residents of Alachua County. The project is also a model for other communities seeking to increase community food security.

The Alachua County Farmers Markets EBT project kicked off in Dec. 2010. EBT technology allows those with SNAP benefits (formerly known as food stamps) to use their benefits at two Alachua County farmers markets to purchase acceptable items. The benefits of adding EBT capabilities to farmers markets are three-fold: healthier families; healthier farms, and a healthier local economy with more customers for local producers. The farmers markets in the project are the Wednesday Union Street Farmers Market at the Bo Diddley Community Plaza in Downtown Gainesville, and the Saturday Alachua County Farmers Market at the intersection of US441 (NW 13 st.) and NW 34th St. Those who wish to use debit or credit cards are also able to use their cards at the market. Vendors at farmers markets with EBT technology can access an increasing amount of federal dollars that will improve the viability of their operations and their sales.

The Grow Gainesville urban garden network was started with support from Alachua County CAPP in 2011 to provide support to the many gardeners in Gainesville, including those created through GIFT Gardens. The goal is to assist gardeners in maximizing their ability to produce food, thereby increasing their self-sufficiency. Members receive seeds and starts every growing season, access to a tool lend program, workshop invitations, a bi-monthly newsletter, and most of all an opportunity to network with other gardeners and pick up tips and tricks.

FOG staff are active participants in the Alachua County Healthy Communities Initiative and the Alachua County Nutrition Alliance (ACNA), which oversees implementation of the Hunger Abatement Plan. FOG Executive Director Marty Mesh was a charter board member of the ACNA.

4. Agency Funding Diversification & Sustainability:

- a) What agency diversification of funding efforts were made in 2009/2010 and 2010/2011?
In 2009/10 and 2010/11 FOG applied to numerous new grant programs and foundations for support of its existing projects, for development of new projects, and for general support. FOG also held 11 screenings of the documentary *What's Organic About Organic?* in various Florida cities during 2010 to raise funds and increase visibility. In Sept. 2011 FOG has a benefit event planned in Gainesville to support its projects.
- b) What has the agency accomplished during the past two years toward increasing agency sustainability?
In 2010 FOG added two new members to its board, which will increase its fundraising ability and thus its sustainability. FOG also added a full-time bookkeeper in 2010 to assist in monitoring finances. FOG has also developed many new partnerships that assist in offering services to its clients that add value to its projects. FOG has also increased its use of interns and volunteers.
- c) What cost-saving measures or efforts have been taken by the agency in the last two years?
FOG added a full-time bookkeeper in 2010 to assist in monitoring finances and developing cost-saving measures for the agency. FOG also had its first audit in early 2011, with results to be available in summer 2011.
- d) What steps toward further sustainability have been or will be taken for 2011/2012?
In 2011/12 FOG will develop more fundraising events, further diversify its grant funding, and more aggressively seek general foundation support from a variety of sponsors. FOG will also utilize its audit to understand where money can be saved.

5. E-Civis:

- a) Is the agency signed up with the County's eCivis grants locator service? ☒ Yes ☐ No
- b) Did the agency search eCivis for grants prior to this application? ☒ Yes ☐ No
- c) What potential new funding sources have been identified through eCivis?
2nd floor, County Administration Building
12 SE 1st Street
FOG has collaborated on numerous grant proposals with the aid of e-Civis, including the USDA NIFA AFRI Childhood Obesity Grant, USDA Beginning Farmer and Rancher Grant Program, 1772 Foundation and more.
- d) If no new potential funding sources were identified, why not?
- e) What agency or Board position is responsible for searching for grants/alternate sources of funding?
Director of Education and Outreach

6. Fundraising:

- a) 10/11 fund-raising goal: \$15,000
- b) 10/11 amount raised: \$30,000
- c) 11/12 fundraising goal: \$30,000
- d) How will funds be raised for the 11/12 budget year?

FOG hopes to more aggressively raise funds in the 2011/12 budget year through special events, increased request for general operating support from foundations, and through partnerships with retailers throughout the state.

7. In-Kind Contributions:

- a) Does the agency have in-kind contributions/arrangements in the area of building lease/rent/mortgage or building maintenance? ☐ Yes ☒ No
- If yes, give a brief explanation of the arrangement and the amount saved:

- b) Does the agency have in-kind contributions/arrangements in the area of professional services/outside consultants? ☐ Yes ☒ No

If yes, give a brief explanation of the arrangement and the amount saved:

FOG often consults with IFAS Extension professionals, college professors, Abundant Edible Landscapes, other non-profit agricultural professionals and graduate students on multiple levels for different programs. It is estimated that FOG saves at least \$25,000 each year for these in-kind services.

- c) If the agency has other in-kind services that you would like to mention, please state here:

FOG often uses the in-kind services of volunteers and interns at the office for multiple programs and in the field for the labor involved with GIFT Gardens, and operating the EBT booth. Since we began logging volunteer hours in 2008 for GIFT Gardens volunteers, more than 240 individuals have contributed over 1,700 hours. This year FOG worked with the Alachua County Youth Build program having a Youth Build participant volunteer weekly for three hours. In addition, various seed companies have donated over the years, and occasional plant donations (i.e. from Master Gardeners, Harmony Gardens, local farms) have been used.

A trailer estimated at \$1,000 was donated to GIFT Gardens, as well as a Mitsubishi Raider truck valued at \$13,515 from a generous donor. FOG also pays for indirect costs (calculated at 26%) related to the Alachua County Farmers Market EBT Project and other Education and Outreach programs.

FOG has recently hired a new non-paid intern for the summer, has two semi-regular volunteers and recently had two other interns from UF that are now done for the summer.

8. **Agency Grants:** List the grants for which the agency has applied in the last 12 months. Grants are not to be included.

Name of Grant	Source	Amt Applied for & Amt Rcvd	Application Date	Start Date	End Date
Expanding Opportunities and Increasing Value for Florida Specialty Crops through Promotion of Markets for Transitional Farm Produce	Florida Department of Agriculture and Consumer Services: Specialty Crop Block Grant	\$66,000/\$66,000	11/08		9/30/11
Gainesville Initiative For Tasty Gardens (GIFT Gardens)	Alachua County Community Agency Partnership Program	\$131,500/\$45,000 \$76,468/\$20,701	6/09 5/10		9/30/10 9/30/11
New EBT Technology Implementation and Promotion Project	Alachua County	\$54,520/\$48,600	5/10		9/30/11
GIFT Garden Project	City of Gainesville Community Development Block Grant	\$22,250/\$8,000 \$80,011.65/\$6,000	6/09 6/10		9/30/10 9/30/11
Farmers Market EBT Program	City of Gainesville Community Development Block Grant	\$40,470/\$0	6/10		NA
Community Food Planning Project	Lydia B. Stokes Foundation	\$8,000/\$8,000	4/09		8/10
Organic Systems Management Education Initiative for Florida Specialty Crop Producers	Florida Department of Agriculture and Consumer Services: Specialty Crop Block Grant	\$90,048/\$90,048	4/10		03/31/13
Increasing Access to and Viability of Specialty Crop Producers Through Direct Marketing to Supplemental Nutrition Assistance Program Participants	Florida Department of Agriculture and Consumer Services: Specialty Crop Block Grant	\$113,408	4/11		NA
Building a Sustainable Florida Beginning Farmer and Rancher Network	USDA NIFA Beginning Farmer and Rancher Development Program	\$557,769.50	12/10		NA
Gainesville Initiative for Tasty Gardens (GIFT Gardens)	Gardenburger	\$10,000/\$0	5/09		NA
General Support	Jane's Trust	\$200,000/\$0	8/09		NA
Self-Reliance Award	Harry Chapin Foundation	\$7,000/\$0	7/10		NA
Outreach	NALITH	\$32,800/\$3,000	3/11		9/30/11
General Support	Lydia B. Stokes Foundation	\$4,000/\$4,000	4/11		4/12
General Support	Newman's Own Foundation	\$90,000/\$40,000 \$90,000/\$20,000 \$30,000/\$30,000	2/09 2/10 2/11		2/10 2/11 2/12
NRCS CIG Grant Support	NALITH	\$15,000/\$2,000	10/10		4/11
New EBT Technology Implementation and Promotion Project in Alachua County, Florida	USDA Farmers Market Promotion Program	\$97,974.80/\$0	4/10		NA
General Support	Agua Fund	\$1,500/\$1,500 \$1,500/\$1,500	8/09 8/10		8/10 8/11
General Support	Farm Aid	\$20,000/\$7,500 \$20,000/\$7,500	7/09 7/10		7/10 7/11
Integrating Sustainable and Organic Agriculture into NRCS Programs	NRCS CIG	\$39,435/\$39,435	7/10		10/13
Co-managing for Food Safety and Conservation Objectives in Specialty Crops	NRCS CIG	\$5,500/\$5,500	7/10		10/13
Gainesville Initiative for Tasty Gardens (GIFT Gardens)	CLIF Bar	\$10,000/\$0	7/09		NA
GIFT Gardens	Satchel's	\$500/\$500 \$500/\$500	6/09 9/10		6/10 9/11
Sustainable Community Demonstration Gardens	Tom's of Maine	\$10,000/\$0	7/10		NA

Gainesville Initiative for Tasty Gardens (GIFT Gardens)	Tom's of Maine	\$20,000/\$0	7/09	NA
Berry Organic: Florida Blueberry Grower Education and Outreach Project	Organic Farming Research Foundation	\$15,000/\$0	2nd floor, County Administration Building	12 SE 1st Street
Growing New Organic Farmers Throughout the United States Using Videos and New Media	USDA NIFA Beginning Farmer and Rancher Development Program	\$750,000	12/10	NA
A Comprehensive Research, Education, and Extension Approach to Prevention of Childhood Obesity for Elementary School Children and Their Parents	USDA NIFA Agriculture and Food Research Initiative (AFRI) - Childhood Obesity	\$2,490,663	5/11	NA

9. **Agency Volunteers:**

- How many volunteers does the agency utilize? Currently 270 volunteers are on our active list/serv
- How are volunteers used? Volunteers assist FOG in building GIFT Gardens, in staffing the Alachua County Farmers Markets EBT Project booth, and with general office filing and clerical tasks.
- How are volunteers recruited? FOG recruits volunteers at community events around the county when FOG is tabling. We also have attended volunteer events at Santa Fe and UF. FOG also receives volunteers through our Facebook site. Some notable UF professors continually send students our way to fulfill their community service requirements. FOG also receives volunteers needing to complete Community Service Hours and works with the Alachua YouthBuild program.

10. **Legal:** Does the agency have any current litigation pending against it? X Yes ☐ No

If yes, please provide details as you are allowed:

James Kelly Hall and Kelyn Investment Company, Inc. dba Kelly Hall Groves filed a lawsuit against numerous defendants, including FOG, Suntrust Bank and several others. FOG and its Executive Director were named in a lawsuit without any merit. Many other defendants were named included Suntrust Bank. The lawsuit has languished on with very little to no movement for the last 11 years. We anticipate it being dropped or dismissed by the court this year.

SECTION 11: AGENCY EMPLOYEE INFORMATION

Agency Name: Florida Certified Organic G_X_National Agency Regional Agency Neither National nor Regional

Complete table with

Position Title (not staff names)	Persons filling Positions				Last Year's Salary	Current Salary	Proposed Salary	% Difference Current/Prop
	Gender	Ethnic	Disabled	Currently Filled?				
EO Program Director, E&O	F	Caucasian	no	yes	\$18.01	\$17.84	\$18.73	4%
EO Program	M	Caucasian	no	yes	\$16.00	\$14.25	\$16.64	4%
EO Program Coord	M	Caucasian	no	yes	\$14.69	\$14.69	\$15.28	4%
EO Program Coord	M	Hispanic	no	yes	\$16.20	\$15.00	\$16.85	4%
Mgt Executive Director	M	Caucasian	no	yes	\$35.44	\$35.10	\$36.86	4%
Mgt Director of Operations	F	Asian	no	yes	\$24.74	\$24.50	\$25.73	4%
Mgt Director of Finance	M	African-American	no	yes	\$18.27	\$21.03	\$19.00	4%
Mgt Admin Asst	F	Brazilian Italian	no	yes	\$12.00	\$10.00	\$12.48	4%
Mgt Acctg Clerk	F	Caucasian	no	yes	n/a	\$10.00	\$10.00	0%
SP AJP Asst	F	Caucasian	no	yes	n/a	\$10.00	\$10.00	0%
QCS Program Director	M	Asian	no	yes	\$26.72	\$26.46	\$27.79	4%
QCS Admin Mgr	F	Caucasian	no	yes	\$15.00	\$15.00	\$15.60	4%
QCS Cert Coord	F	Caucasian	no	yes	\$18.94	\$18.94	\$19.70	4%
QCS Cert Coord	F	African-American	no	yes	\$15.40	\$15.40	\$16.02	4%
QCS Cert Coord	F	Caucasian	no	yes	\$14.00	\$14.00	\$14.56	4%
QCS Cert Coord / Insp	M	Caucasian	no	yes	\$14.75	\$14.75	\$15.34	4%
QCS Cert Coord / Insp	F	Caucasian	no	yes	\$13.00	\$13.00	\$13.52	4%
QCS Cert Coord / Insp	M	Caucasian	no	yes	\$13.00	\$16.35	\$13.52	4%
QCS Admin Asst	F	Caucasian	no	yes	\$10.00	\$10.00	\$10.40	4%
QCS Admin Asst	F	Caucasian	no	yes	\$10.00	\$10.00	\$10.40	4%
QCS Cert Coord	M	Caucasian	no	yes	\$15.58	\$15.58	\$16.20	4%
QCS Cert Coord / Insp	F	Caucasian	no	yes	\$17.33	\$20.30	\$21.11	4%
QCS Cert Coord / Insp	M	Caucasian	no	yes	\$14.00	\$14.00	\$14.56	4%
QCS Cert Coord / Insp (Remote staff, not in Ala City)	M	Hispanic	no	yes	\$17.33	\$17.33	\$18.02	4%
Grand Total - All Salaries						\$310	\$319	

Section 13: AGENCY BOARD INFORMATION

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND CONSUMERS, INC. (FOG)

ANSWER ALL OF THE FOLLOWING QUESTIONS & COMPLETE THE TABLE:

1. If you are a national or regional organization, do you have a local Board of Directors/Advisory Board/Steering Committee?
Yes ☒ No ☐ NA ☐
2. ** If the agency is a national or regional organization AND has a formal local Board you may complete the table below, using only the local Board member information.
3. Number of Board members required by agency by-laws 3-9
4. How often are Board meetings supposed to be held? quarterly
5. Number of meetings held during the past year? 7 Average attendance 84.72 %
6. Do your organizational by-laws set a term limit a volunteer may serve on the Board of Directors? Yes ☐
No ☒
7. If yes, what are these limits? _____

Name	Board Position	Business Affiliation/ Title	Telephone & Fax number	Gender	Ethnicity	Disabled?	Continuous Years on Board	Current Term Expiration
Kelli Brew	Community Food Project Advisory Council	Catholic Worker House	352.672.7467	F	C	N	1	9/2011
Edmund Brown	Community Food Project Advisory Council	Sustainable Retirement	352.372.0825	M	C	N	1	9/2011
Dorothy Burnham	Community Food Project Advisory Council	Unitarian Universalist Fellowship	352.372.3523	F	C	N	1	9/2011
Jean-Paul Calixte	Community Food Project Advisory Council	USDA Natural Resources Conservation Services	352.371.1923	M	B	N	1	9/2011
Vivian Filer	Community Food Project Advisory Council	Cotton Club	352.376.9956	F	B	N	1	9/2011
Maria Huff-Edwards	Community Food Project Advisory Council	Dreazner's Garden	352.374.8817	F	W	N	1	9/2011
Nkwandah Jah	Community Food Project Advisory Council	Cultural Arts Coalition	352.224.5610	F	B	N	1	9/2011
Frances Leslie	Community Food Project Advisory Council	Gainesville Harvest	352.378.3663	F	B	N	1	9/2011
Willie Robinson	Community Food Project Advisory Council	Food for the Soul Ministries	352.371.0944	F	B	N	1	9/2011

Pamela Smith	Board President	Owner, Center for Classical Acupuncture, Gainesville FL Boardmember, United Church of Gainesville, Gainesville FL Clinical Director, Academy for Five Element Acupuncture, Gainesville FL	1801 NW 11 th Road Gainesville, FL 32609 (352) 335-9276	Grace Knight Conference Room County Administration Building 12 SE 1st Street N/A				
Victoria Freeman	Board Secretary	Owner, The House on Cherry Bed and Breakfast	1844 Cherry Street Jacksonville, FL 32205 (904)384-1999	F	C	No	8	N/A
Marty Mesh	Board Member At Large	Executive Director, Florida Organic Growers and Consumers	PO Box 12311 Gainesville, FL 32604	M	C	No	4	N/A
Edward La Combe	Board Vice President	ING Financial Partners, Inc	2835 NW 23 rd Terrace; Gainesville, FL 32605 (352) 338-0082	M	C	No	1	N/A
Eddy M. Daniel	Board Treasurer	AgroIndustriis - Representative for Haiti and South America	011 509 3 773 0207, Haiti (863) 228-7077	M	B	No	1	N/A

Section 14: APPLICATION CHECKLIST

AGENCY: FLORIDA CERTIFIED ORGANIC GROWERS AND CONSUMERS, INC. (FOG)

Below is a checklist of items that are to be added to the end of the application, under the Misc (Miscellaneous) tab. The items are listed in the order in which they should be placed. Place a check mark in the appropriate column. If you do not have an item, explain why at the bottom of the page.

		Yes	No
1.	Copy of current, approved Board of Directors By-Laws	X	
2.	Copies of minutes from last 12 months Board of Directors meetings. (If you are a national or regional organization and you have a local Board or Advisory/Steering Committee that keeps minutes, please supply the Minutes from the local AND the national or regional Board. If both Board minutes are supplied, designate at the top of each page whether it is the Local or National/Regional Board.)	X	
3.	Copy of IRS determination letter declaring agency tax exempt under 26 USC 501 (c) (3)	X	
4.	Copy of any correspondence received between 10/1/07 and 9/30/10 from the IRS regarding agency's 501(c)(3) status		X
5.	Proof of Active corporation status with the Florida Department of State Division of Corporations (go to http://www.sunbiz.org/search.html , type in business name, click on name, print out only the "Detail by Entity" page that shows organization's Status as 'Active'.	X	
6.	Report on previous year's activities (e.g., Annual Report)	X	
7.	Copy of most recent Agency Audit or Financial Review	X	
8.	Copy of Agency EEO policy	X	
9.	Signed & Dated RFA 12-198 Addenda	X	
10.	Daily/weekly schedule of program activities. Include a weekly list of program activities and times. If activities are the same every day, then you may include one day's activities and note that the same activities occur at the same time every day.	X	

Explanation for all 'No' items: There has been no correspondence with the IRS.



**FLORIDA CERTIFIED ORGANIC GROWERS
& CONSUMERS, INC. (FOG)**
P.O. BOX 12311 GAINESVILLE, FL 32604
352-377-6345 PHONE, 352-377-8363 FAX
FOG@FOGINFO.ORG

Article I. Name

The name of this Corporation shall be Florida Certified Organic Growers and Consumers, Inc.

Article II. Principal Office

The principal office of this Corporation shall be located at 1810 NW 6th Street, Suite F, Gainesville, FL 32609.

Article III. Purposes

The purposes for which this Corporation is formed are as follows:

- (a) to facilitate the adoption and spread of sustainable and healthy agricultural and food system practices through the development of, education and outreach about, and certification of, such practices and for any other lawful purposes.
- (b) to operate exclusively in any other manner for such charitable, educational, and research purposes as will qualify for exempt organization under Section 501 (c) (3) of the Internal Revenue Code, as amended, or under any corresponding provisions of any subsequent federal tax laws covering the distributions to organizations qualified as tax exempt.

Article IV. Prohibited Activities

Notwithstanding any other provision of these Bylaws or the Articles of Incorporation, this Corporation shall not conduct or carry on any activities not permitted to be conducted or carried on by any organization that shall be tax exempt under Section 501(c)(3) of the Internal Revenue Code and its Regulations, no existing or hereafter amended.

Article V. Membership

Section 1. Eligibility

The Board of Directors may institute a membership program at its discretion so long as the membership program complies with these Bylaws and the Articles of Incorporation. If the Board of Directors choose to institute a membership program, any person or legal entity interested in the purposes of this organization and who agrees to be bound by the Articles of Incorporation and Bylaws thereof and by such rules and regulations as may from time to time be adopted by the Board of Directors of this organization may be

eligible for membership upon payment of the proper dues. The Board shall determine the proper dues.

Section 2. Classification

If the Board institutes a membership program, the Board may adopt classes of membership with varying levels of dues, benefits, and rights as long as such obligations, benefits, and rights do not contravene the Bylaws or Articles of Incorporation.

Section 3. Duration

The Board may adopt rules and procedures governing the duration of membership for any membership program duly instituted by the Board.

Section 4. Dues

The Board may adopt rules and procedures governing the payment of dues by any member of a membership program duly instituted by the Board.

Section 5. Rights of Members

The Board of Directors may not confer rights to members of a membership program duly instituted by the Board which contravenes the Bylaws or Articles of Incorporation. No member shall be entitled to share in any distribution of corporate assets upon the dissolution of the organization's corporate structure. The Board shall select members of the Board of Directors in accordance with the Bylaws. The Board may not delegate its authority and responsibility to select members of the Board of Directors to members of a membership program.

ARTICLE VI. Board of Directors

Section 1. Vested Authority

The general management of the affairs of the organization shall be vested in the Board of Directors.

Section 2. Number of Directors

The number of directors shall not be less than three (3) nor more than nine (9).

Section 3. Election of Directors

Members of the Board of Directors may be elected by the existing Board of Directors at any meeting at which such an election has been listed in advance on the meeting agenda delivered to all existing members of the Board of Directors at least 7 days in advance and at which a quorum is present. Election shall be by a majority vote of the members of the Board of Directors present.

Section 4. Duties and Powers of Directors

The Board of Directors shall have the authority to:

- a. hold meetings at times and places as may be deemed proper and necessary,
- b. elect, suspend, or expel members of the Board of Directors.

- c. appoint Committees on particular subjects from members of the Board and/or from the general public
- d. audit bills and disburse the funds of the organization,
- e. print and circulate documents and publish articles
- f. carry on correspondence and communicate with other associations with same, similar, or other interests,
- g. employ agents,
- h. devise and carry into execution such other measures as it deems proper and expedient to promote the purposes of the organization and protect the interest and welfare of the members,
- i. remove any or all of the officers of the organization with due cause prior to the termination date of such office,
- j. elect substitute directors in the event any director resigns or is removed from office prior to the termination date of such office,
- k. terminate the contract of any firm, individual or other entity employed by the organization to perform any kind and all nature of services to the organization, and
- l. employ, retain, or terminate any employee of the Corporation,
- m. carry out any responsibilities relevant to the operation of the organization.

ARTICLE VII. Meetings of the Board of Directors

Section 1. Annual Meetings

The annual meeting of the Board of Directors shall be held in the first or second quarter of each year the principal office of the Corporation or at such other place designated with proper notification. Written notice shall be given stating the purpose of such meeting and shall be either delivered to each member of the Board of Directors or mailed to each director at least seven (7) days prior to such meeting date.

Section 2. Special Meetings

Special meetings of the Board of Directors may be called by any member of the Board of Directors for any specific purpose. Written notice shall be given stating the purpose of such meeting and shall be either delivered to each member of the Board of Directors or mailed to each director at least seven (7) days prior to such meeting date.

Section 3. Regular Meetings

The Board of Directors shall hold regular meetings on a quarterly basis. The date, time, and place shall be set by the President. Reasonable notice of such meetings shall be communicated to each member of the Board.

Section 4. Quorum, Voting

A majority of the members of the Board of Directors shall constitute a quorum for the transaction of business. The affirmative vote of the majority of the directors present shall be considered the act of the Board of Directors at any annual, special, or regular meeting.

Section 5. Absence

Should any member of the Board of Directors absent him or herself unreasonably from three (3) consecutive meetings of the Board without notifying the President, Secretary or office of his or her reason for doing so, and if his or her excuse should not be accepted by the members of the Board, the Board may vote to elect a substitute director to serve the remainder of this term.

Section 6. Resignation

Any director may resign at any time by giving written notice of such resignation to the Board of Directors.

Section 7. Removal, Termination of Office

Any one or more of the directors may be removed with cause at any time by the Board of Directors.

Section 8. Delegation of Authority

The Board of Directors may delegate authority to the Executive Committee to conduct the business of the organization in accordance with the policies prescribed from time to time by the Board of Directors.

Section 9. Election of Directors

- A. At the annual meeting of February, 1995, nine directors were elected. The Board at its regular March meeting determined which 3 directors will serve for one year, which 3 will serve for 2 years, and which 3 will serve for 3 years.
- B. At each subsequent annual meeting a number of directors equal to the number of those whose terms have expired may be elected for terms of three (3) years. Any director may be re-elected.
- C. It is not required that the Executive Director serve as a member of the Board of Directors, but the Executive Director may serve if duly elected. If the Executive Director does serve on the Board of Directors he or she shall reclude himself or herself from any official debate or vote on compensation for the Executive Director's position as an employee of the corporation, or termination of the Executive Director's employment.

Section 10. Installation of Directors

The installation into office of those directors who have been elected in any particular year shall be held at the following meeting of the Board of Directors.

Section 11. Voting of Directors

Each member of the Board of Directors shall be entitled to one vote only at any meeting thereof on any issue or matter of business before such meeting. Directors may delegate their powers to another Board member by a signed proxy. A Director may hold only one proxy. The Executive Director can be given authority to vote in a tie breaking situation or

in cases when a quorum is needed except that if the Executive Director is also a member of the Board of Directors duly elected per this Article, the Executive Director's voting rights are no greater than any other duly elected member of the Board of Directors.

Section 12. Order of Business

The recommended order of business at board meetings shall be as follows:

- A. Proof of notice of meeting submitted
- B. Reading of minutes of previous meeting
- C. Reports of officers (as applicable)
- D. Reports of Committees (as applicable)
- E. Election of members of Board of Directors (as applicable)
- F. Unfinished business
- G. New business

Any question concerning the priority of the business to be conducted before the meeting shall be decided by the President or acting Chair of the meeting.

Section 13. Liability

The directors of the Corporation shall not be personally liable for its debts, liabilities, or other obligations as stated in Florida Statute 617.0834.

ARTICLE VIII Officers

Section 1. Number

The officers of the Corporation shall be the President, Vice President, Secretary, Treasurer, and such other officers with such powers and duties not inconsistent with these bylaws as appointed and determined by the Board of Directors.

Section 2. Election

Officers shall be elected by the Board of Directors at the annual meeting of the Board. Officers shall serve at the discretion of the Board of Directors.

Section 3. Installation

The newly elected officers shall be installed and take office immediately.

Section 4. Consent to Election

Only those who have signified their consent to serve if elected shall be nominated for or elected to such office.

Section 5. Multiple Offices

No person shall be elected to more than one office unless the number of directors is less than four (4).

Section 6. Vacancies in Office

Should the office of President become vacant, the Vice President shall succeed to the office for the un-expired term. Vacancies in any other elected office shall be filled for the un-expired term by persons appointed by the Board of Directors.

Section 7. Duties of Officers

A. President:

It shall be the duty of the President as the chief executive officer to preside at all meetings. He or she shall have the power to appoint the Chairs of all Committees subject to the approval of the Board. He or she shall call all regular and special meetings when deemed necessary. He or she shall have the power to sign any contracts and other obligations on behalf of the Corporation after approval by the Board. He or she shall be ex-officio member of all Committees except the Nominating Committee. In addition, he or she shall have and perform such other duties as may be delegated to him or her by the Board of Directors.

- B. Vice President:** The Vice President shall act for the President in his absence. He or she shall serve on all Committees in the absence of the President. In the absence of the Secretary, he or she shall record the minutes of the meeting.

- C. Secretary:** The Secretary shall be elected by the Board of Directors and shall take and keep minutes of all meetings of Board of Directors and Executive Committee. He or she shall furnish a copy of the minutes to the office within a reasonable time after each meeting. The Secretary may handle all necessary correspondence of the Corporation as directed by the President.

- D. Treasurer:** The Treasurer shall serve as Chair of the Budget and Finance Committee if such a committee is formed.

- E. Reports of Officers:** All officers shall perform the duties prescribed in the parliamentary authority in addition to those outlined herein and those assigned to them by the President from time to time and deliver to their successors all official material not later than ten (10) days following the election and installation of their successors.

ARTICLE IX. Committees

Committees may be appointed at the discretion of the Board of Directors. The Corporation shall have such Committees as shall be deemed necessary by the Board for the conduct of the organization's business and to carry out its purposes. The Board of Directors may delegate any lawful authority to a committee which it sees fit. For any committee created by the Board of Directors, the Board of Directors should establish standards, policies, and procedures governing the committees.

ARTICLE X. Parliamentary Authority

The Rules contained in Roberts Rules of Order as Revised shall govern the Board of Directors, Officers, Chairs of various Committees, and the members in all cases to which they are applicable, provided however, that they do not conflict with the Bylaws, Articles of Incorporation of the Corporation, or with any laws in effect in the State of Florida.

ARTICLE XI. Fiscal Year

The Fiscal Year of the Corporation shall commence on the 1st day of January, and terminate on the 31st day of December.

ARTICLE XII. Seal

The Corporation shall have a seal of such design as may be approved by the Board of Directors.

ARTICLE XIII. Distribution of Assets

Upon dissolution, liquidation and winding up of the Corporation the Board of Directors shall, after paying or making provision for payment of all of the liabilities of the Corporation, dispose of all of the assets of the Corporation exclusively for the purposes of the Corporation in such a manner, and to such organization or organizations organized and operated exclusively for charitable, educational, or scientific purposes, as shall at the time qualify as an exempt organization under Section 501(c)(3) of the Internal Revenue Code of 1954 as amended, as the Board of Directors may determine. Any assets not so disposed of shall be disposed of by a court of the competent jurisdiction in the county in which the principal office of the Corporation is then located, exclusively for such purposes, or to such organization or organizations as such court shall determine.

ARTICLE XIV. Indemnification

The Corporation is be empowered to indemnify any officer or director, or any former officer or director, by a majority vote of a quorum of directors, who were not parties to such action, suit or proceeding, in a manner provided in Section 607.014 of the Florida Statutes, as amended. If such indemnification is authorized by the directors, expenses incurred in defending such civil or criminal action, suit or proceeding may be paid by the Corporation in advance of the final disposition of such action, suit or proceeding in the manner described in Subsection 5 of Section 607.014 of the Florida Statutes, as amended, upon receipt of any undertaking by or on behalf of the director, officer, employee or agent to repay such amount unless he or she is found to be entitled to such indemnification.

ARTICLE XV. Contracts, Checks, Deposits

Section 1. Contracts

The Board of Directors may authorize any officer or agent of the Corporation to enter into any contract or to execute and deliver any instrument of document on behalf of the Corporation, which authority may be general or specific.

Section 2. Deposits

All funds received by the Corporation shall be deposited to the credit of the Corporation in such banks or other depositories as may be approved and authorized by the directors.

Section 3. Checks

All checks, drafts, or any authorization for the payment of any notes, sums of money, or other evidence of debt issued in the name of the Corporation shall be signed by such officers or agents as shall from time to time be designated and determined by the Board of Directors.

ARTICLE XVI. Records

The Corporation shall maintain correct and proper books and records and shall keep minutes of all meetings of the Board of Directors, at the principal office of the Corporation. All such records may be inspected by any director, or the agent or attorney of any authorized person, at any reasonable time.

ARTICLE XVII. Amendments to the Bylaws

These Bylaws may be amended by a majority vote of the Board of Directors at any meeting for which written notice has been given listing an amendment of the bylaws as one of the agenda items and which has been delivered to each member of the Board of Directors or mailed to each director at least seven (7) days prior to such meeting date.

FOG Meeting Dec. 20, 2009- Minutes

Present: Pam Smith, Victoria Freeman, Sue Morris, Marty Mesh.

Grace Knight Conference Room

Also attending: Marilyn Mesh, (board advisor).

2nd floor, County Administration Building
12 SE 1st Street

Called to order 1:00 PM

Approval of Minutes: The minutes from the Jan 8, 2009 meeting were approved unanimously after a motion by Pam Smith seconded by Victoria Freeman.

Financial Report

After discussion, the 2009 financial report was approved with a request from the board for reports regarding the cost/income ratio of the remote offices, and the payroll expenses, on a motion from Pam Smith seconded by Sue Morris, approved unanimously.

Staff members Sharon and Brenda joined the discussion for the financial report.

- * Ram Balasubramanianis will be conducting a remote office analysis for our three remote offices in Oregon, Virginia, and Missouri to determine the cost-income ratio. Victoria Freeman requested that a base-line analysis for the cost-income ratio be included in Rahm's report, and an analysis of the cost benefit of internalizing inspections.

- * Pam Smith requested a payroll evaluation to be submitted to the board by our next scheduled meeting.

- * Marty Mesh will work with Ram on a breakdown of our certification inspection rates and how the expenses/costs for inspections are accounted for.

QCS Report

Ram joined the discussion at 2:30. Regarding the 2010 budget, he advised that we pay attention to two trends: Competition locally with other certification agencies, and fee structures. Ram expressed concern that we can expect increased competition and historically heavy reliance on processor fees. He recommended that we restructure our fees to become more competitive including increasing fees to small farmers to bring more revenue from this sector of certified entities and make QCS less dependent on processor fees. Ram also advised that we increase the brand recognition of QCS to raise our profile with consumers and producers: Pam Smith requested a 2010 budget report be prepared 2 weeks prior (by Jan. 22, 2010) to our next meeting on Feb. 7, 2010. Rahm also spoke of the need to improve QCS customer service. Rahm sees the Ecuadorian office as the biggest potential to expand our revenue. He expects to recoup our investments there within 2 years and begin to show profit thereafter.

Internal control audit report. Marty Mesh reported that all corrections noted in the internal control audit have been made. Victoria moved to accept the Internal audit report. Pam Smith seconded the motion was approved unanimously by the board.

QCS had no non compliance findings from the 2009 NOP audit.

Marty Mesh would like to expand our certification efforts internationally to take advantage of an increasingly globalized food system.

QCS has begun the process to acquire EU certification accreditation.

One problem is the small growers who do not end up paying assessments. This can happen for various reasons to small growers who attain certification but do not have sales sufficient to require payment of assessments. This creates loss for QCS: Pam Smith proposed that there be a minimum assessment fee for all certified entities.

Financial Management: Marty Mesh proposed hiring a full-time book keeper to streamline accounting and allocate financial management to one staff member. Pam Smith moved that the hiring of a full-time bookkeeper be conducted by a committee of board members and outside consultants to be on the first floor, County Administration Building, Sue Morris 12 SE 1st Street and approved unanimously by the board.

In the spirit of due diligence, Marty Mesh informed the board that on occasion he uses a FOG vehicle to transport himself to and from work.

Loan to Marty Mesh for 5410.34: Pam Smith moved to forgive an outstanding loan to Marty Mesh for the amount of 5,410.34 from FOG. The motion was seconded by Victoria Freeman and approved unanimously by the board.

Property: The search for a new FOG office continues. The board engaged in a discussion of the merits of lease vs. purchase. Two properties are currently being considered: one on 6th street, a suite of offices in an urban environment for sale. Owner held note, 35,000 down 2800 per month mortgage, plus maintenance fees of 500 per month. Pam Smith moved to end consideration of this property. The motion was seconded by Victoria Freeman and approved unanimously by the board. Another option is the blueberry farm that has been considered previously for purchase, but this time on a lease basis. Portable buildings could be used with the potential for donations of the portable buildings. Victoria proposed that we compile a list of necessities for any property purchase: i.e. storage space, etc.

Victoria requested a review of board umbrella liability insurance and non-profit board state statutes as related to board liability.

The next meeting is scheduled for Sunday, Feb. 7, 2010 at 2:00 PM EST.

Pam moved to adjourn the meeting at 3:11 PM seconded by Sue Morris. Approved unanimously.

Respectfully Submitted,

Sue Morris
Secretary

FOG MEETING MARCH 16, 2010 2 PM

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

MEETING CALLED TO ORDER at 2:06 PM by Pam Smith.

Financial Report

The BOD reviewed the draft profit/loss for 2009. The report indicated an 81,000 loss for 2009.

Early 2010 reports indicate an additional loss of 100,000.

After a mistake was discovered in the presented budget, Pam Smith moved that we table discussions and a vote on the 2010 budget until a new corrected budget can be submitted. Pam also requested a line-by-line review to determine where savings can be achieved and also that the 2009 financials be reviewed to determine if this loss reflects reality. Victoria asked for a timely review. The motion to table was seconded by Victoria and approved unanimously by the board.

FOG has hired a new, full time bookkeeper: He will be working with Marty and Sharon to identify and implement improvements to our book keeping system.

Pam Smith moved to schedule a BOD phone meeting for Tuesday 4/20/2010 at 4:PM. The purpose of the meeting will be to go over the first quarter financials for 2010 and a revised budget. The motion was seconded by Sue Morris and approved unanimously.

QCS Report

Accounts Receivable indicate 30,000 dollars in outstanding in assessments.

After a complaint that a FOG inspector was too casual and friendly in his demeanor towards a client, QCS director, Ramkrishnan Balasubramanian, has emphasized the need for all QCS employees and inspectors to maintain a professional demeanor at all times with clients. Marty discussed the need to assign a customer service representative to interact with clients and expedite service to them.

At the Ecuador office, an internal audit was conducted. 16 non-compliance items were identified. Most were minor corrections that are now being addressed. QCS is now in the process of accreditation in Ecuador.

Approval of minutes: Minutes from the 12/20/09 meeting were reviewed and approved on a motion from Victoria Freeman seconded by Pam Smith and approved unanimously by the BOD.

ED report/ Marty is continuing the search for a new office space. Marty will be meeting with the city and the owner of the blueberry farm to investigate the

possibility of building a facility for FOG on the property. In the mean time an office suite in the complex FOG currently inhabits is opening up. The BOD encouraged Marty to investigate securing a lease on the space.

The FOG produced film: "What's organic about organic" will be screened March 30 at the Nature Conservancy in Naples in conjunction with a dinner/fundraiser. It will also be screened in connection with the Florida Film Festival in Orlando. Marty would like to use the film as a fundraising tool throughout the year.

An application for new BOD members will be placed on the website and appeals will be made in conjunction with the film screenings.

Victoria raised the question of FOG would have an easier time recruiting new board members if it were to purchase an errors and omissions insurance policy. Victoria offered to investigate the type of insurance that we would need for Ecuadorian E and O insurance and also Board of Director's insurance. Marty has investigated state law that indicates that BOD members of not for profit organizations are exempt from liability except in cases of criminal wrongdoing.

A disclosure was made by Sue Morris to the Board regarding a recent inheritance of stock in KRAFT Foods, Inc. a QCS certified entity.

Pam moved to adjourn the meeting at 3:59 PM. Seconded by Sue Morris approved unanimously.

Respectfully Submitted,

Sue Morris
Secretary

FOG BOD meeting April 20, 2010 4:15 PM

Present: Marty Mesh, Pam Smith, Victoria Freeman, Sue Morris

Financial Review: After discussion regarding FOG's 2010 budget shortfall, increased collection attempts will be employed to receive outstanding assessments. The Board requested that a full review of the budget to identify areas where costs could be cut and revenue could be increased.

Hank notified Marty in April that there is a Florida statute (Title XXXVI, Chapter 617) which prohibits a nonprofit from lending money to officers or members of the board. The board acknowledged approving loans to Marty in the past without knowing about this statute. All members of the board acknowledged their understanding of this prohibition and agreed that, going forward, no loans will be made to any board members or officers.

Discussions continue regarding the blueberry farm and its potential as a resource for FOG.

Marty provided the board with a quote for D&O insurance: between one and two thousand dollars per year. This will help to protect the board beyond the non-profit statute. Victoria will look into the possibility of donating a one time payment for the D&O insurance. A change in bylaws could possibly indemnify board members from liability.

Board member recruitment is underway. Several candidates have been identified and have been approached while others continue to be sought.

Pam Smith moves to adjourn the meeting at 5:28 PM, seconded by Sue Morris, approved unanimously.

Respectfully submitted,

Sue Morris
Secretary

FOG BOD meeting 8/6/06 Final 09-02-10

Present: Marty Mesh, Marilyn Mesh, Pam Smith, Sue Morris,

Old Business:

Approval of minutes: Marilyn moved to approve the minutes for the March 16, 2010 and the April 20, 2010 BOD meetings. Pam Smith noted that certain actions delineated in the minutes still need to be addressed.

Financial review:

Patrick presented 2010 Profit and Loss statements to the BOD.

Assessments for July are still being received. At best, after all the outstanding assessments and grants are received, there should be approximately a 50,000 surplus. This is not enough operating revenue for the remainder of the year.

Pam Smith has requested that excluding the FOG credit cards that are used for expenses for out of house inspectors and travel (which are paid immediately) that no borrowing be initiated by FOG.

Profit and Loss: 09 to 10: Marilyn asked for an explanation of the increases in salaries and benefits during the same time period from 09 to 10. Ram explained that more positions have been added. Marilyn suggested a health insurance review. Marty informed the BOD that there would be an insurance premium increase on Sept. 1. Marty has asked Sharon to get options together to present to staff regarding how to restructure health insurance benefits: i.e. increase deductibles or co pays or for a premium percentage contribution from staff. This will be presented to staff for input before a decision is made.

Ram explained that there have been changes made to how the certification program code certification income so that they can better track certification income. Additional efforts for collecting late assessments will be made.

Pam has asked that FOG management determine where expenses can be cut: salaries, benefits, travel, operating expenses, etc., so that this year's projected loss can be reconciled.

Marilyn requested an organizational chart be presented to the BOD at the next meeting.

Ram expects that the Ecuadorian office will be accepting clients by the end of the year, and hopefully generating revenue by 2011.

The Board raised the question of how to ensure impartiality in the certification process. Ram explained the same person would not conduct the initial review and

the final internal review. Other controls in place to ensure that there is impartiality include COI statements that are updated annually. There is no violation at this time to report to the BOD.

The BOD will conduct an internal management review yearly.

Board Recruitment: Several people have been approached and indicated willingness to serve on the BOD. Pam has submitted Ted LaCombe and Eddy Daniel (a former BOD member) who will fulfill a handling vacancy on the BOD.

Pam moved to accept Ted LaCombe as a BOD member, seconded by Marty, and approved unanimously.

Sue moved to approve Eddy Daniel as a BOD member, seconded by Pam and approved unanimously.

Thursday September 2, 2010 2 PM next BOD meeting scheduled.

Pam moved to adjourn the meeting at 4:21 pm, agreed unanimously.

Respectfully submitted,

Sue Morris
Secretary



Grace Knight Conference Room
2nd floor, County Administration Building
Florida Certified Organic Growers & Consumers, Inc.
P.O. Box 12311 Gainesville, FL 32604
352-377-6345 phone, 352-377-8363 fax
fog@foginfo.org
www.foginfo.org

FLORIDA CERTIFIED ORGANIC GROWERS & CONSUMERS INC. (FOG)

BOARD OF DIRECTORS MEETING

September 2, 2010

Present: Pam Smith, Victoria Freeman, Marty Mesh, Ted LaCombe,
Marilyn Mesh (Board advisor).

Absent: Eddy Daniel, Sue Morris- though both voted absentee (electronically on motions)

Old Business:

Approval of minutes from 8/6/10 meeting with identified corrections.

Reports from Executive Director regarding health insurance review: Group Premium went up \$120 per employee, employees will pay \$100 of that.

Board reviewed organizational chart and asked for more details on it, i.e., # of employees at each level and whether they are full time or not.

New Business:

Introduction of new Board member Ted LaCombe. Welcome Ted.

Dates for next meeting discussed. Two proposed dates to be decided between by e-mail: Saturday, Nov 13th or Saturday, Dec. 13th, 2010.

Board Officers Election—Term of One Year

Ted nominated Pam Smith as President, Victoria seconded, passed unanimously

Pam nominated Victoria as Vice President, Marty seconded, passed unanimously

Victoria nominated Sue as Secretary, Pam seconded, passed unanimously

Pam nominated Eddie as Treasurer, Ted seconded, passed unanimously (since Eddie was not present at meeting, we will ask him if he is willing to serve in this capacity)

Discussion of Reaching Out to Donors/Supporters:

To reach the general public:

- Put a section on our website for people to sign up as supporters/donors
- Print up a small donation card and an envelope to be given out at events such as the showing of the film "What's Organic about Organic", the farmer's markets, the Kathy Cantwell memorial which is Sept. 10th
- Have envelope and card ready to give to Victoria to give out at her talk to the Presbyterians on Sept 17th and Sept 18th.
- Have envelope and card ready to give to Frank to put in his store in Naples
- Ted suggested that each of the Board members contact 10 individuals that they know personally to ask them to join FOG as supporters.
- Victoria will create a one page hand out about urban farming to reach small individual gardeners.
- Pam give Christina an example of a card and envelope soliciting donations for another non-profit. Christina will be the staff member who develops our card and envelope.

Reaching large donors:

- a) Marty will ask Nell Newman if she is able to provide an introduction to John Travolta. He lives part time in North Florida and his church once contacted FOG asking for information on organic beef.
- b) Marty will ask Frank for an introduction to potential donors in Naples who are wealthy and come to his store often to buy organic food.
- c) Pam and Ted and Marilyn will reach out to local potential large donors, a few who were identified and others.
- d) Steve Kattell, our accountant, will help us figure out the categories/levels of donors—what are common levels for our size non-profit.

Financial Reports:

Patrick Jean-Francois, our bookkeeper, came into the meeting to present FOG's Profit and Loss statements and Balance Sheet, dated to August 31st, 2010. We compared 2009 to 2010. We have earned about the same amount of money in 2010 as in 2009. But we have spent more. Patrick and Marty have asked each Dept. head to look at their budgets and to come back with suggestions on how to make adjustments in revenue and expenses in the range totaling 15%. They are not hopeful, however, that this can be done. The Education and Outreach Dept. is funded by grants which cover their expenses, but they don't always cover our over-head costs.

Ted has talked to Steve Kattell, the accountant, about our finances. Steve has volunteered to lead a seminar for top management and Board members. It will be on Financial Controls and Transparency. It will be a 2 hour seminar. We voted to do this as soon as possible. Marty will call Steve to arrange a time.

QCS

Ram came into the meeting. We asked him how FOG Board could help QCS at this time.

1) Ram explained that QCS is in need of an updated computer software program that would greatly expedite their work. Its cost is about \$39,000. Marty will be talking to other certifiers at an upcoming meeting to see if several of them would also like to purchase this software and maybe we could get it cheaper if we all ordered together.

Pam offered to meet with Micky Singer, a local software developer, to ask for a donation toward this purchase. Ram will put together a packet for her to take with her to explain the software and our need for it.

2) Ram requested Board support for the next step in Ecuador: the transfer of ownership of QCS Ecuador LLC to FOG.

Motion #1: Pursuant to and in accordance with Florida Certified Organic Growers & Consumers, Inc. (FOG) Bylaws Articles VI.4 and XV.1, the FOG Board of Directors hereby authorize Executive Director and Board Member Marty Mesh to legally represent FOG and sign any needed documents, at the Ecuadorian Embassy in Miami, in Ecuador or in any other needed location, for the purpose of transferring majority ownership of the QCS Ecuador LLC to FOG.

Pam moved that Motion #1 be passed. Victoria seconded it. Motion #1 passed unanimously (with Sue and Eddy expressing support of the motion electronically).

Motion #2: The FOG Board of Directors hereby authorize Marty Mesh and/or Andrea Sotomayor to have the Power of Attorney and act as the representative of FOG for purposes related to QCS in Ecuador until December 31, 2011 or until such power is revoked by the Board of Directors.

Ted moved that Motion #2 be passed. Victoria seconded it. Motion #2 passed unanimously (with Sue and Eddy expressing support of the motion electronically).

Meeting Adjourned at 4:00 pm



personally known 4/3/10

William K. Morgan
Darleek K. Morgan

Florida Organic Growers BOD meeting Saturday January 15, 2011

Present: Sue Morris, Pam Smith, Victoria Freeman, Marty Mesh,

Approval of Minutes: after consideration the minutes from the September 2, 2010 meeting were approved on a motion from Marty Mesh seconded by Sue Morris approved unanimously.

QCS report: An internal audit revealed 21 areas that needed minor correction. The BOD read and discussed the corrective actions suggested by staff in the Management Report. Pam Smith moved to accept the management plan, seconded by Victoria Freeman approved unanimously by the BOD.

Executive Director's Report: Marty updated the BOD on special projects such as social justice label, agricultural justice, and the beginning farmer and rancher grant. Marty updated the BOD about staffing needs, potential consulting opportunities in Taiwan, and discussed the merits of setting up a certification program/office in China and Taiwan. Marty is making more use of interns to help develop more fundraising and marketing opportunities for FOG. FOG received a 10 thousand dollar grant from the Maine Community Foundation. Gainesville resident, Ellen Louis wrote the grant. Marty offered for consideration the idea that FOG hire a funding development staff member on a commission basis to aid in fundraising. Marty discussed the administrative problems with EBT technology in farmers markets and updated the BOD to a marketing plan being developed for QCS Ecuador.

Financial Report : The BOD members each individually reviewed the reports submitted from Staff. Pam Smith drew the board's attention to the financial narrative report as a summary of the financial picture. 2010 showed a profit to be determined by the assessments received by the end of January, 2011. QCS is budgeted for an increase in both income and expense Ram and Marty have discussed flat fee options to replace the assessment system of payments. This would provide the organization with a more steady and predictable stream of income and would save administrative costs associated with collections of late assessments. Internalized inspections have proven to be a cost saving measure. Pam Smith moved that a Pam and Ted meet as a sub committee with Patrick prior to the April meeting to develop a more in-depth financial picture. Ted moved that we approve the budget as it stands. Seconded by Victoria approved unanimously. The Board will revisit the 2011 budget in April after the sub committee presents their findings to the BOD. Pam, Marty, Ted, and Patrick met with FOG's CPA to discuss the possibility of having a full-fledged audit conducted to identify areas where FOG could improve its financial checks and balance system to safeguard the organization from financial fraud from within and also to make FOG more attractive to potential grant providers and donors.

Public policy: Marty just returned from DC where the focus now is to ensure that the 2008 Farm bill policies as they relate to organic farming be fully funded past

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1215 E 1st Street

2012. The new congress has removed the word "organic" from the name of the Horticulture and Organic sub committee (sub of house ag committee). Marty informed the BOD of the policy challenges with the new congress.

Meeting adjourned at 4:36 PM

The next meeting is scheduled for Sat or Sunday April 2 or 3 pending response from BOD members' availability.

Respectfully submitted,

Sue Morris
Secretary

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **AUG 03 2000**

Employer Identification Number:

59-3006664

DIN:

17053176727030

Contact Person:

DAVID ROOT

ID# 31297

Contact Telephone Number:

(877) 829-5500

Our Letter Dated:

November 1995

Addendum Applies:

No

★
FLORIDA CERTIFIED ORGANIC GROWERS &
CONSUMERS INC
PO BOX 12311
GAINESVILLE, FL 32604

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(c) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

You are required to make your annual information return, Form 990 or Form 990-EZ, available for public inspection for three years after the later of the due date of the return or the date the return is filed. You are also required to make available for public inspection your exemption application, any supporting documents, and your exemption letter. Copies of these documents are also required to be provided to any individual upon written or in person request without charge other than reasonable fees for copying and postage. You may fulfill this requirement by placing these documents on the Internet. Penalties may be imposed for failure to comply with these requirements. Additional information is available in Publication 557, Tax-Exempt Status for Your Organization, or you may call our toll free number shown above.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Letter 1050 (DO/CG)

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2nd floor, County Administration Building
12 SE 1st Street

FLORIDA CERTIFIED ORGANIC GROWERS &

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,

Steven T. Miller

Steven T. Miller
Director, Exempt Organizations

Letter 1050 (DO/CG)

Grace Knight Conference Room

FLORIDA DEPARTMENT OF STATE
DIVISION OF CORPORATIONS[Previous on List](#) [Next on List](#) [Return To List](#)[Events](#)[No Name History](#)**Detail by Entity Name****Florida Non Profit Corporation**

FLORIDA CERTIFIED ORGANIC GROWERS & CONSUMERS, INC.

Filing Information

Document Number N32521
FE/ EIN Number 593006664
Date Filed 05/25/1989
State FL
Status ACTIVE
Last Event AMENDMENT
Event Date Filed 11/15/1995
Event Effective Date NONE

Principal Address

1810 NW 6TH ST
SUITE F
GAINESVILLE FL 32609 US

Changed 01/23/2006

Mailing Address

P.O. BOX 12311
GAINESVILLE FL 32604 US

Changed 01/23/2006

Registered Agent Name & Address

MESH, MARTY
1810 NW 6TH ST
SUITE F
GAINESVILLE FL 32609

Name Changed: 07/31/1995

Address Changed: 01/24/2000

Officer/Director Detail**Name & Address**

Title P

SMITH, PAM
1801 NW 11TH RD
GAINESVILLE FL 32605 US

Title VP

2011 NOT-FOR-PROFIT CORPORATION ANNUAL REPORT

DOCUMENT# N32521

Entity Name: FLORIDA CERTIFIED ORGANIC GROWERS & CONSUMERS, INC.

FILED
Grace Knight, Secretary
2nd floor, County Administration Building
12 SE 1st Street**Current Principal Place of Business:**1810 NW 6TH ST
SUITE F
GAINESVILLE, FL 32609 US**New Principal Place of Business:****Current Mailing Address:**P.O. BOX 12311
GAINESVILLE, FL 32604 US**New Mailing Address:**

FEI Number: 59-300664

FEI Number Applied For ()

FEI Number Not Applicable ()

Certificate of Status Desired (X)

Name and Address of Current Registered Agent:MESH, MARTY
1810 NW 6TH ST
SUITE F
GAINESVILLE, FL 32609 US**Name and Address of New Registered Agent:**

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

Electronic Signature of Registered Agent

Date

OFFICERS AND DIRECTORS:Title: P
Name: SMITH, PAM
Address: 1801 NW 11TH RD
City-St-Zip: GAINESVILLE, FL 32605 USTitle: VP
Name: FREEMAN, VICTORIA
Address: 1844 CHERRY ST
City-St-Zip: JACKSONVILLE, FL 32205 USTitle: D
Name: LA COMBE, EDWARD
Address: 2835 NW 23RD TERRACE
City-St-Zip: GAINESVILLE, FL 32605 USTitle: D
Name: MESH, MARTY
Address: 1810 NW 6TH ST, STE F
City-St-Zip: GAINESVILLE, FL 32609 USTitle: T
Name: DANIEL, EDDY
Address: 1810 NW 6TH ST, STE F
City-St-Zip: GAINESVILLE, FL 32609

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 617, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: MARTY MESH

D

04/29/2011

Electronic Signature of Signing Officer or Director

Date

Education & Outreach

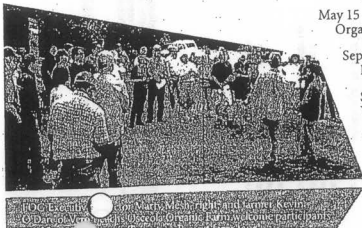
Organic Transition Project

FOG's Organic Transition Project supported by the U.S. Environmental Protection Agency provided free technical assistance to Florida farmers who committed to transitioning to organic production or reducing pesticide use. Participants were paired with crop advisors experienced in organic approaches to pest and disease control, soil fertility management and other important aspects of successful fruit and vegetable production. On-farm workshops that provided farmers with first-hand experience were offered in 2010 with guests from USDA, Agricultural Research Service, Natural Resources Conservation Service and UF IFAS faculty and extension:

Feb. 24 - Suwannee River Valley Farms, White Springs

March 26 - Crescent Moon Farm, Sopchoppy

Nov. 18 - Osceola Organic Farm, Vero Beach



FOG Executive Director Marty Mesh (right) and farmer Kevin O'Dare (left) at the Osceola Organic Farm welcome participants.

"What's Organic About Organic?" Documentary Screenings

FOG worked with organizations across the state to hold screenings of the documentary "What's Organic About Organic?", co-produced and starring FOG Executive Director Marty Mesh, directed by Shelley Rogers:

March 24 - Florida Premier - Gainesville, Hippodrome State Theatre, Gainesville Environmental Film and Arts Festival

March 30 - Gainesville, Hippodrome State Theatre, Gainesville Environmental Film and Arts Festival

March 31 - Naples, Conservancy of Southwest Florida (followed by fundraiser at Food & Thought Organic Market & Restaurant)

April 10 - Orlando, Enzian Theatre, Florida Film Festival (followed by fundraiser at Orlando Brewing Company)

May 15 - Ocala, Ocala Civic Theatre, Organic Food & Film Festival

Sept. 10 - Gainesville, University of Florida

Sept. 13 - Virginia Beach, Virginia Garden Organic Grocery

Oct. 26 - Seaside, Seaside Meeting Hall Theatre, in collaboration with Twin Oaks Farm and Raw & Juicy Juice Bar



Above: Crowd at the April 2010 Florida Film Festival screening of *What's Organic About Organic?* in Orlando, FL at the Florida Film Festival

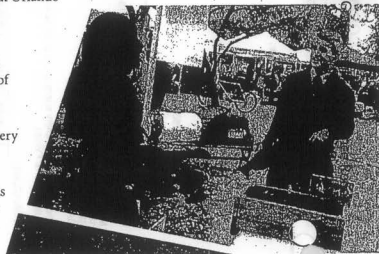
Nov. 15 - St. Petersburg, Studio@620, in collaboration w/ Slow Food Tampa Bay

Nov. 16 - Jupiter, in collaboration with the Florida Atlantic University EnviroClub

Nov. 17 - Vero Beach, Majestic Theatre, in collaboration with Growing Healthy Kids

Nov. 19 - Miami Beach, Green Monkey Yoga Studio, in collaboration with MindfulOrganics

Below: Reporters from two Gainesville television stations at the Union Street Farmers Market in Gainesville, FL covering the launch of the Alachua County Farmers Market EBT Project started by FOG in Dec. 2010.



Events

FOG shared information with farmers, consumers, industry and media through tabling and presenting at many events in 2010:

Feb. 19 – FOG Executive Director Marty Mesh presented at the Georgia Organics Annual Conference in Athens, GA

Feb. 26 – FOG Executive Director Marty Mesh took part in a panel discussion during the University of Florida Levin College of Law's 16th Annual Public Interest Environmental Conference in Gainesville, FL

March 4 – FOG Executive Director Marty Mesh gave a the keynote address and presentation on the Agricultural Justice Project at ACORN's Annual Conference in Prince Edward Island, Canada

March 12-14 – FOG staff tabled at the Harvest of Hope Fest in St. Augustine, FL

March 27 – FOG staff tabled at the Gainesville Environmental Film and Art Festival in Gainesville, FL

March 29 – FOG ED Marty Mesh presented to a UF class led by Dr. Xin Zhao in Gainesville, FL

April 12-13 – FOG staff took part in three panel discussions during the University of Florida Food Summit in Gainesville, FL

April 14 – FOG E&O Director Christine Hale presented to the Downtown Gainesville Rotary in Gainesville, FL

April 17-18 – FOG staff tabled at the 5th Avenue Arts Fest in Gainesville, FL

April 23 – FOG Community Food Project Coordinator Melissa DeSa attended the School Garden Partnership meeting in Tallahassee, FL

May 1 – FOG tabled at a May Day Celebration at Swallowtail Farm in Alachua, FL

May 28 – FOG ED Marty Mesh conducted a presentation on the USDA National Organic Program at BioFach Chin

June 12 – FOG ED Marty Mesh attended the Greater Everglades Community Food Summit in Miami, FL

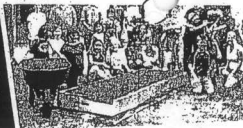
June 23 – FOG ED Marty Mesh conducted a presentation on social justice at the International Floriculture Expo in Miami, FL

June 7-11 – FOG ED Marty Mesh conducted a training to potential certifiers in Guam

July 23 – FOG E&O Director Christine Hale presented to Cultural Arts Coalition Environmental Ambassadors at the Downtown Farmers Garden in Gainesville, FL

July 30-Aug 1 – FOG ED Marty Mesh presented at and E&O Director Christine Hale tabled at the Florida Small Farms and Alternative Enterprises Conference in Kissimmee, FL

Stephen Foster Elementary received GIFT Gardens in Sept. during the Slow Food USA Dig In!



Aug 17 – FOG ED Marty Mesh presented to the NRCS all-staff meeting in Cocoa Beach, FL

Sept. 20 – FOG ED Marty Mesh presented to a UF class led by Dr. Xin Zhao in Gainesville, FL

Sept. 25 – FOG staff participated in the Slow Food Dig In!, installing a garden at Stephen Foster Elementary in Gainesville, FL

Sept. 26 – FOG staff presented Organic Gardening 101 during the DIY Fest in Gainesville, FL

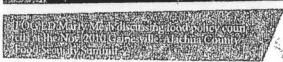
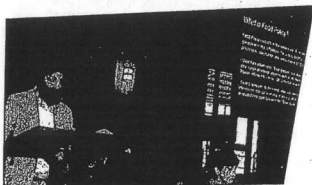
Oct. 20 & 22 – FOG ED Marty Mesh presented to a UF class led by Dr. Lyn Gettys in Gainesville, FL

Nov. 6-7 – FOG staff tabled at the Downtown Festival and Art Show in Gainesville, FL

Nov. 10 – FOG ED Marty Mesh and E&O Director Christine Hale gave a presentation during the Gainesville-Alachua County Food Security Summit

Nov. 19 – FOG staff tabled during the University of Florida NGO/PVO Day: Extending International Collaboration and Networking Conference in Gainesville, FL

Nov. 20 – FOG ED Marty Mesh tabled at the Winter Park Harvest Festival in Winter Park, FL



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County Administration Building
122 South Street

Research

FOG continued work in 2010 on a Specialty Crop Block Grant for a project entitled "Understanding Organic and Transitioning Specialty Crop Growers' Challenges and Expanding Markets for Transitional Produce." The research will establish an understanding of growers, consumers' and retailers' attitudes toward organic agriculture, specifically concerning transitional agriculture and market recognitions. Staff met with representatives from Publix, Winn Dixie, Sweetbay and Whole Foods to understand their attitudes toward transitional marketing, organic and local foods. Surveys and focus groups were conducted in 2010 as part of the project:

April 26 - FOG partnered with UF/IFAS Hillsborough County Extension to conduct a producer and a consumer meeting in Seffner, FL

June 18 - FOG collaborated with UF/IFAS WREC Suwannee Valley to host a producer focus group in Live Oak, FL

June 25 - FOG conducted a consumer focus group in Jacksonville, FL

July 10 - FOG conducted a consumer focus group in Orlando, FL

Community Food Systems Development

In Sept. 2010 FOG published *Community Vision for Food System Development in Gainesville-Alachua County: A Local Food Action Plan*. The 19-page Local Food Action Plan was the culmination of a USDA Community Food Planning Grant FOG was awarded in May 2009 to support the process of identifying Gainesville's needs for a more sustainable food system and to increase food security focus on low-income Gainesville residents. The Local Food Action Plan was presented to stakeholders Nov. 10 during the "Gainesville-Alachua County Food Security Summit" and mailed to industry partners around the nation. Through the stakeholder-driven planning project, recommendations were developed that informed the creation of two projects in 2010: the Alachua County Farmers Markets EBT Project and Grow Gainesville.

On Dec. 18, FOG kicked off the Alachua County Farmers Markets EBT project at the Alachua County Farmers Market, and at the Union Street Farmers Market in Downtown Gainesville on Dec. 22. The project, funded by Alachua County, enables those with Supplemental Nutrition Assistance Program benefits (formerly food stamps) to use their benefits at the markets, to increase their access to fresh, healthy food. Debit and credit card users can also now use their cards at the two markets. Educational resources, cooking demonstrations, and workshops are just a few of the other things offered at the booth. People can also sign up for SNAP at the booth. Consumers receive access to healthy, fresh food often picked within a couple days from the market date, and farmers receive access to an ever-increasing amount of federal nutrition assistance program dollars that circulate in Alachua County.

FOG, with support from the Alachua County Community Agency Partnership Program,



FOG Community Food Project Coordinator Travis Mitchell gives tokens to the first participant in the Alachua County Farmers Markets EBT Project.

started the Grow Gainesville urban garden network in 2010. The aim of Grow Gainesville is to network Gainesville's gardeners and organizations to provide each other education and support. A garden resource program gives Grow Gainesville members access to seeds and starts, along with the ability to rent equipment for gardening projects. The project grew from a need to offer recipients of FOG's Gainesville Initiative for Tasty Gardens (GIFT Gardens) project enhanced education and access to low-cost supplies.

GIFT Gardens began in 2008 to increase food security for low-income residents of Alachua County and organizations that serve those residents by providing them with raised-bed gardens to grow their own organic vegetables. In 2010 alone, 75 sites in Alachua County received free GIFT Gardens, including eight schools. By the end of 2010, 209 sites in Alachua County had received free GIFT Gardens, and another 24 sites purchased GIFT Gardens. FOG also installed its first gardens on government property in 2010. On Earth Day, the City of Gainesville's Thelma Boltin Center received GIFT Gardens that are used by the senior population that attends activities there. In July, FOG installed GIFT Gardens and other edible landscaping at the Alachua County Administration Building in collaboration with Abundant Edible Landscapes,



Gainesville Mayor Regan Hanrahan addresses participants at the GIFT Gardens installation at the Thelma Boltin Center Earth Day 2010.

and with funding from the Downtown Gainesville Rotary. FOG has continued to work with volunteer organizations and community members to host events at the Downtown Farmers Garden. Members of Alachua YouthBuild participate in caring for the garden as well.

2010 GIFT GARDENS AT ALACHUA COUNTY FAITH-BASED ORGANIZATIONS

LandMark Holy Temple
First United Methodist Church

2010 GIFT GARDENS AT ALACHUA COUNTY ORGANIZATIONS

Arklands Rehabilitation and Nursing Center
Rose Garden
S.E.T. on Success, LLC
Scorn Clinic
Peacock Houses
Krishna House
Addison's Daycare
Mt. Carmel UMC
Oak Ridge Apartment Complex
City of Gainesville Thelma Boltin Center
Alachua County Administration Building

2010 GIFT GARDENS AT ALACHUA COUNTY SCHOOLS

Einstein Montessori School
UF Baby Gator Child Care
The One Room School House
Stephen Foster Elementary School
Eastside High School
Howard Bishop Middle School
Sidney Lanier School
Lincoln Middle School
Hoggetowne Middle School

Certification Cost-Share Program

The 2008 Farm Bill provided funding for the USDA AMS National Organic Certification Cost Share Program. USDA AMS enters into agreements with state departments of agriculture to administer the program within each department's state. FOG operates the program for Florida Department of Agriculture and Consumer Services.

Florida Organic Growers (FOG) accepted applications in 2010 from certified organic growers and handlers in Florida for reimbursement of up to 75%, or a maximum of \$750. Reimbursement for certification costs paid between Oct. 1, 2009, and Sept. 30, 2010, were issued on a first-come, first-served basis.

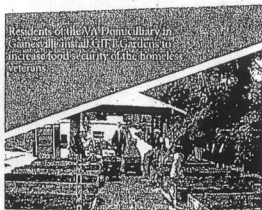
The program saw an increase in 2010 in the number of applications due to increased outreach efforts; by December 17, 2010, 142 applications

Florida NOP Cost Share 2010 Program

Total Funds	Total Amount Reimbursed	Adm Fee	Total Entities Applied	Average Amount Reimbursed
\$80,000	\$72,000	\$8,000	131	\$549.62

were received. A total of 131 applications were reimbursed totaling \$72,000. Applicants who received reimbursements during 2009-10 but incurred additional expenses which were not reimbursed because grant funds ran out, totalled \$4,196.77. A total of 11 new applications totaling an estimated \$5,994.34 remains to be reimbursed. The total amount of applicant reimbursements to be paid with 2010 funds was \$10,191.11.

Due to the increase in these outreach efforts, FOG requested additional funds to reimburse applications received after funds were exhausted. FOG received this approval late in the program period and, since then, have been able to reimburse all applications received with the combination of 2009-10 funds and 2011 funds.



Residents of the VA Homeless Veterans in Gainesville install Gift Gardens to increase food security of the homeless veterans.

Social Justice

The Agricultural Justice Project (AJP) supports an agricultural model that allows farmers and farmworkers to improve their quality of life and livelihoods together, a model in which farmers and farmworkers have an equal voice. FOG has been working since 1999 on AJP. Collaborators include the Rural Advancement Foundation International-USA (RAFI), Farm Worker Health and Safety Institute, Farm Workers Association of Florida, el Comité de Apoyo a los Trabajadores Agrícolas, Northeast Organic Farming Association, Quality Certification Services, Suwannee River Area Health Education Center, Seed to Shelf, Agricultural Economist Luanne Lohr, and Independent Filmmaker Shelly Rogers.

In May 2010 Quality Certification Services (QCS) certified Farmer Direct Co-operative Ltd. (FDC), a farmer-owned business of 70 certified

organic family farms in Canada, as the first non-pilot Food Justice Certified business, the culmination of years of standards development and piloting at farms and a food coop in the Upper Midwest. AJP published revised social justice standards for organic and sustainable agriculture in July 2010 after several rounds of public and stakeholder input. The Food Justice Certified label is now available to farms and food businesses that qualify. The label can be used as an additional claim along with certified organic, and as a stand-alone label for farms using advanced integrated pest management.

Organically Grown Company in Oregon and four of the farms that sell under its Ladybug label went through a pre-certification assessment in preparation for expanded adoption of the standards and eventual application for Food Justice Certification. As part of the work to bring Food Justice Certification to the South, FOG staff helped organize a presentation and discussion along with a film screening of What's Organic About Organic? Sept. 13 at Virginia Garden Organic Grocery in Virginia Beach, VA.

AJP started developing a farmer toolkit that provides resources, templates and best practices for supporting and improving fair and transparent workplace and internship policies



and procedures and for negotiating for fair prices and contacts with buyers.

AJP trained Centro Campesino in Minnesota and the Agricultural Workers' Alliance in Canada to serve as members of the certification inspection team. In addition, AJP partners teamed up with the Farmworker Health and Safety Institute (FHSI) to train worker organizations to be a resource for farmers and farmworkers on organic and sustainable farms that want to comply with the social justice standards. The Farmworker Association of Florida (FWAF) completed the two-day training at the end of Oct. 2010 to be a resource for sustainable and organic farmers and farmworkers in the South who participate in the Food Justice Certified program. They will also be trained to inspect operations for the Food Justice Certification program.

FOG continued participation in the Dominican Fair Trade Coalition, attending the annual conference in Santa Cruz, CA, Dec. 7-8, 2010.

Jeanne Economy with The Farmworker Association of Florida at a training in Oct. 2010 made possible by a grant from Southern Sustainable Agriculture Research and Education.



2nd floor, Queen Administration Building, 1200 E. 1st Street, Tallahassee, FL 32301-1100

As the organic and sustainable product industry continues to grow in the U.S. and abroad, producers and processors of certified organic products are increasingly eager to enter new markets. Quality Certification Services, the certification program operated by Florida Organic Growers, offers certification to the USDA National Organic Program, as well as verification of compliance to the organic standards of the European Union, Japan, Canada, Taiwan and Ecuador.

In addition to the trusted USDA Organic label and these international verifications, producers also come to QCS for its various other certification services such as Aquaculture, Agricultural Justice Project, Hormone/Antibiotic/Clone-free, Stock-free, Organic, Smithsonian Bird Friendly* and Specific Trade Practices certification. After 22 years in the certification business, QCS continues to flourish by steadily offering new programs in keeping with the demands of the ever expanding organic and sustainable industry.

QCS offers certification services nationally and internationally, certifying just under 250,000 acres of organic crop land in 10 countries. Of its 528 current clients, 384 are in the Southeast (73%) and 189 of those are in Florida (36%). The number of QCS clients grew by 25% in 2010.

In 2010 QCS opened an office in Quito, Ecuador accredited by the Ecuadorian Accreditation Organization (OAE) and Agrocalidad. FOG Executive Director Marty Mesh and QCS staff held meetings with growers and processors of Ecuador's flagship products such as quinoa, coffee, cacao and bananas, educating growers on organic standards and the certification process. QCS staff conducted grower meetings on the USDA Organic standards and the certification process in Virginia, Puerto Rico and Oregon to educate producers and reach new clients. QCS staff attended trainings and meetings held by the National Organic Program and ACA (Accredited Certifying Agents) to represent our clients and stay abreast of changes in organic regulations and industry standards.

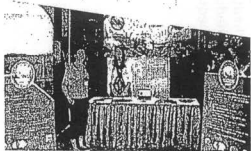
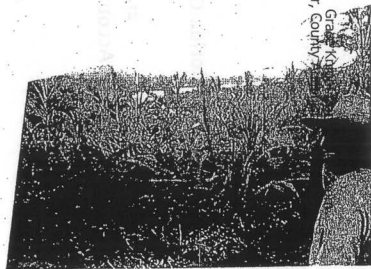
QCS launched a new website for its U.S. and Ecuador offices in 2010 to make its certification information more easily accessible, including a Spanish language site. QCS also exhibited at 18 regional and national organic and natural products expositions in 2010 in the U.S. and Ecuador.

QCS clients continue to be organic industry leaders. Conscious Coffees was awarded Micro Roaster of the Year from Roast Magazine. Other recognition of QCS clients in recent years include: industry magazine Produce Business gave its 1st Annual Retail Sustainability Award to Publix Supermarkets based in Lakeland, FL in 2009; Nicolas and Helen Donck of Crystal Organic Farm of Newborn, GA were Georgia Organics' 2008 Land Stewardship Award recipients; and Teas, Etc. of West Palm Beach, FL was the 2008 Winner of the World Tea Championship (Hot Tea Category).

Quality Certification Services (QCS)



2nd floor, County
Grand Ky



**Florida Certified Organic Growers and
Consumers, Inc.**

**Financial Statements and
Accountants' Compilation Report**

December 31, 2007

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Schedule 3 - Statement of Activities - Support Services	6



Helen K. Gyllstrom, C.P.A.
Strategic Accounting for Higher Profits

Grace Knight Conference Room
Andover, County Administration Building
12 SE 1st Street

8602 SW Fifth Place • Gainesville, Florida 32607 • 352-332-0618 • 352-871-4473 (cell) • gyllstr@bellsouth.net

ACCOUNTANTS' COMPILATION REPORT

The Board of Directors
Florida Certified Organic Growers and Consumers, Inc.
Gainesville, FL

I have compiled the accompanying statements of financial position of Florida Certified Organic Growers and Consumers, Inc. a not-for-profit corporation, as of December 31, 2007, and the related statements of activities for the years then ended, and the accompanying supplementary information contained in Schedules 1 through 3, which are presented only for supplementary analysis purposes, in accordance with Statements on Standards for Accounting and review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting, in the form of financial statements and supplementary schedules, information that is the representation of management. I have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and the statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

I am not independent with respect to Florida Certified Organic Growers and Consumers, Inc.

Helen K. Gyllstrom, CPA

October 3, 2008
Gainesville, Florida

Grace Knight Conference Room
County Administration Building
12 SE 1st Street

Statement of Financial Position
December 31, 2007

Florida Certified Organic Growers and Consumers, Inc.

Assets

Cash - Operating	\$ 69,467
Cash - Reserve Fund	90,318
Accounts Receivable	137,033
Fixed Assets, Net	<u>3,394</u>
Total Assets	<u>\$ 300,211</u>

Liabilities and Net Assets

Liabilities	
Payroll Liabilities	\$ 1,898
Accounts Payable	5,145
Credit Cards	3,216
Compensated Absences	<u>7,870</u>
Total Liabilities	<u>\$ 18,128</u>
Net Assets	
Unrestricted	<u>\$ 282,082</u>
Total Net Assets	<u>\$ 282,082</u>
Total Liabilities and Net Assets	<u>\$ 300,211</u>

See accountant's compilation report

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Statement of Activities
For the Year Ended December 31, 2007
Florida Certified Organic Growers and Consumers, Inc.

Revenue

Certification Fees	\$ 691,076
Education Fees	11
Contributions	381
Interest Income	2,924
Miscellaneous	6,849
Unrestricted Grants	103,188
Net Assets Released from Restrictions	<u> </u>

Total Revenue	\$ 804,430
----------------------	-------------------

Expenses

Program Services	
Certification	569,980
Education, Outreach and Assistance	40,434
Support Services	
Management and General	106,114
Fundraising	<u>35,712</u>

Total Expenses	\$ 752,241
-----------------------	-------------------

Change in Net Assets	\$ 52,189
-----------------------------	------------------

Net Assets, January 1, 2007	\$ 229,893
------------------------------------	-------------------

Net Assets, December 31, 2007	\$ 282,082
--------------------------------------	-------------------

See accountant's compilation report

Grace Knight Conference Room
County Administration Building
12 SE 1st Street

Schedule 1 - Statements of Activities - Certification
For the Year Ended December 31, 2007
Florida Certified Organic Growers and Consumers, Inc

Revenue	
Certification Fees	\$ 688,717
Miscellaneous Revenue	<u>6,692</u>

Total Revenue	\$ 695,409
----------------------	-------------------

Expenses	
Salaries	254,959
Payroll Taxes and Benefits	30,418
Inspections	186,540
Program Fees & Expenses	21,775
Registration	2,386
Dues and Subscriptions	4,809
Travel and Related	24,186
Professional Services	10,873
Postage and Delivery	7,020
Printing and Reproduction	10,364
Telephone & IT	4,973
Office Supplies	3,575
Facility & Equipment	7,314
Advertising	135
Insurance	593
Other Expenses	<u>60</u>

Total Expenses	\$ 569,980
-----------------------	-------------------

Increase (Decrease) in Net Assets	<u>\$ 125,429</u>
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See accountant's compilation report

-4-

Schedule 2 - Statements of Activities - Grass Knight Conference Room
For the Year Ended December 31, 2007 2nd floor, County Administration Building
 Florida Certified Organic Growers and Consumers, Inc. 12 SE 1st Street

Revenue	
Grants	\$ 13,188
Educational Programs	11
Certification Fees	25
Miscellaneous Revenue	23
Total Revenue	\$ 13,247
Expenses	
Salaries	28,903
Payroll Taxes and Benefits	6,647
Facility & Equipment	541
Dues and Subscriptions	179
Travel and Related	2,692
Professional Services	503
Postage and Delivery	460
Printing and Reproduction	6
Telephone & IT	65
Office Supplies	390
Other Expenses	49
Total Expenses	\$ 40,434
Increase (Decrease) in Net Assets	\$ (27,187)

See accountant's compilation report

Schedule 3 - Statements of Activities - Support Service Room
 For the Year Ended December 31, 2007
 Florida Certified Organic Growers and Consumers, Inc

Revenue

Grants	\$ 90,000.00
Contributions	381
Interest	2,924
Miscellaneous Revenue	<u>2,469</u>

Total Revenue \$ 95,773.92

Expenses

Management and General

Salaries	53,803
Payroll Taxes and Benefits	12,663
Program Fees & Expenses	4,026
Registration	98
Dues and Subscriptions	0
Travel and Related	6,917
Professional Services	8,521
Postage and Delivery	2,069
Printing and Reproduction	47
Telephone & IT	4,713
Office Supplies	1,306
Facility & Equipment	7,308
Advertising	66
Insurance	593
Other Expenses	2,346
Depreciation	<u>1,638</u>

Total Management and General \$ 106,113.97

Fundraising

Salaries	33,131
Payroll Taxes and Benefits	<u>2,582</u>
	\$ 35,712.46

Total Expenses \$ 141,826.43

Increase (Decrease) in Net Assets \$ (46,052.51)

**CHAPTER II
NONDISCRIMINATION POLICY**Grace Knight Conference Room
County Administration Building
12 SE 1st Street

FOG recognizes that good personnel administration is founded on a set of principles designed to ensure the dignity and rights of all staff members. These principles include at least the following:

EEO Policy: It is the policy of FOG to provide equal employment opportunity for all applicants and employees in all areas of employment, including recruitment, hiring, training, promotion, compensation, benefits, transfer, and social and recreation programs. FOG does not unlawfully discriminate on the basis of race, color, religion, sex, national origin, age, disability, veteran status, or marital status and makes reasonable accommodations for disabled employees.

Prohibition Against Harassment: FOG prohibits the harassment of any individual on any of the basis listed above. FOG strongly disapproves of and will not tolerate harassment of employees by managers, supervisors or co-workers and will also attempt to protect employees from harassment by non-employees in the workplace. Harassment includes verbal, physical, and visual conduct that creates an intimidating, offensive, or hostile working environment or that interferes with work performance. Some examples include; ethnic jokes; posting of offensive statements, posters, or cartoons; or other similar conduct. Sexual harassment includes solicitation of sexual favors, unwelcome sexual advances, or other verbal, visual, or physical conduct of a sexual nature.

Reporting Discrimination or Harassment: Any incident of discrimination or harassment should be immediately reported to the Executive Director or to the FOG BOD's President who will investigate the matter thoroughly, promptly and in a confidential manner. FOG emphasizes that it will not tolerate retaliation against any employee for making a complaint to the Executive Director or FOG BOD's President. A contact list of the FOG BOD is available upon request.

Violation of this Policy: In the case of FOG employees, if discrimination or harassment is established, the Executive Director or FOG BOD will discipline the offender. Disciplinary action for a violation of this policy can range from verbal or written warnings up to and including immediate termination, depending upon the circumstances. With regard to acts of harassment by non-employees, other appropriate action will be taken.

Questions about this Policy: If you have any questions regarding this policy, you should discuss them with the Executive Director or President.

CHAPTER II
NONDISCRIMINATION POLICY2nd floor
Grace Knight Conference Room
County Administration Building
12 SE 1st Street

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Questions about this Policy: If you have any questions regarding this policy, you should discuss them with the Executive Director or President.

Alachua County
Department of Administrative Services
Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

April 27, 2011

RE: Addendum #1
RFA #12-198 Annual Community Agency Partnership Program (CAPP)

Dear Sir/Madam:

Please be aware of the following clarifications regarding the above referenced RFA:

1. Direct Website Document Link: <http://www.alachuacounty.us/Depts/CSS/CAPP/Pages/ApplyforanAward.aspx>
2. Information & Application Instructions. 1.4, Acceptance/Rejection of Applications: Sections 1 – 12 should read Sections 1 – 13.
3. Information & Application Instructions. 1.11, Inquiries/Questions: Darryl Kight is the designated Purchasing Agent for this RFA. All inquiries/questions are to be directed to Mr. Kight in writing. His email address is dkight@alachuacounty.us, and his mailing address is Alachua County Purchasing Division, P.O. Box 1467, Gainesville, FL 32602. Questions can also be hand-delivered to the Alachua County Purchasing Division, 3rd floor, Alachua County Administration Bldg. 12 SE 1st Street, Gainesville, FL.
4. Information & Application Instructions. 1.11.1, Inquiries/Questions: May 9, 2010 should be corrected to May 15, 2011. Midnight, May 15, 2011 is the last date that written requests can be made to the Purchasing Division.
5. Information & Application Instructions. Attachment B, #3: The pre-application workshop is Tuesday, May 3, 2011.
6. Question #1: Application Eligibility: I have a question regarding the CAPP grant. It says: "The Alachua County Board of County Commissioners (hereinafter referred to as "Board") is seeking applications from qualified non-governmental, non-profit agencies with current 501(c)(3) tax exempt status and with a physical business location in Alachua County (hereinafter, referred to as "Applicant") for the Request for Application (hereinafter, referred to as "RFA") Community Agency Partnership Program (hereinafter, referred to as "CAPP")." My agency is a non-profit agency, however, we do not have 501(c)(3) status. Can I apply anyway as a non-profit, or does my lack of the 501(c)(3) status exclude my agency?

Answer #1: You must be a non-profit with 501(c)(3) status to be eligible to apply for this RFA.

7. Question #2: Pre-Application Workshop: I would like to attend the CAPP workshop on May 3 from 9am to 1pm. Do I need to register beforehand? Is there a website to register online?

Answer #2: There is no registration for the Tuesday, May 3, 2011 CAPP workshop. We will ask participants to sign in upon arrival.

Page 1 of 2

8. Question #3: Pre-Application Workshop Location: Can you tell me where the workshop will be held?

Answer #3: The Tuesday, May 3, 2011 pre-application workshop will be held at the Alachua County Health Dept. Auditorium, 224 SE 24th St, Gainesville, FL 32641. The hours are 9 am - 1 pm.

9. Question #4: Pre-Application Instructional DVD: I would like to know how I can obtain an instructional DVD.

Answer #4: You may obtain the DVD from the Alachua County Purchasing Dept, 3rd floor, Alachua County Administration Bldg, 12 SE 1st St., Gainesville, FL, 352-374-5202.

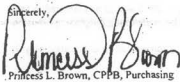
10. Question #5: Full Applications/More than One Program: In the past we were able to do a limited secondary application, if we were applying for more than one program, such as having to complete the agency-related information only once. Can we still do that?

Answer #4: No, we have discontinued the limited application practice due to confusion on the part of applicants; therefore, we are requiring full and complete applications for all programs.

NOTE: You should acknowledge receipt of this addendum on your Bid Form.

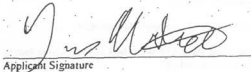
End of Addendum #1

Sincerely,



Princess L. Brown, CPPB, Purchasing

*Copy, sign and date all Addenda and include with each application.


Applicant Signature

5/24/11
Date

Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

May 18, 2011

RE: **Addendum # 3 - FINAL ADDENDUM** for RFA 12-198
RFA #12-198 Annual Community Agency Partnership Program (CAPP)

Dear Sir/Madam:

Please be aware of the following modifications/clarifications regarding the above referenced RFA:

Video/Information & Instructions: The following differences between the instructions on the video and written documents have been noted:

- **Section 14 (added after the video was filmed).**
- **Daily/weekly program activities (added to Misc section after the video was filmed).**
- **Tabbing – applicants are to follow instructions contained in the application packet. Applicants should have 12 tabs in the final funding request.**
- **Agency Grants – the video stated to list Received grants; however, grants for which the agency has Applied should be listed.**

Questions & Answers:

1. Question #1: Agency Grants

On Question #8, Agency Grants, under the AGENCY tab, the question reads "List the grants for which the agency has applied in the last 2 years." In the on-line video, Lee states to list those grants "received". Do we list all grants applied for? Or, just those received?

Answer #1: Please list all grants for which the agency has applied.

2. Question #2: Agency Grants

On Question #8, Agency Grants, under the AGENCY tab, "in the past two years", is this since May 2009? Or should we look at the fiscal year that May 2009 fell in, which is FY 2008-09? Or, just during FY 2009-10 and FY 2010-11?

Answer #2: Please list all grants for which the agency has applied during the agency's FY2009-10 and FY2010-11. If the agency will be applying for grants before the end of its 2011 fiscal year, list those grants, also, and the anticipated date of application.

Page 1 of 2

Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

3. Question #3: End-of-Year Report

For the Tab entitled "EOY": How much detail from the most recent Program Performance Data report is to be provided? Do you only want the completed forms? What about attachments (i.e., receipts for reimbursement & profit & loss statement for quarter)?

Answer #3: End-of-Year Report

Please submit just the CAPP 'End-of-Year' report form that was completed and signed. Financial statements/profit loss documents and invoice receipts are not considered part of the 'End-of-Year' report.

4. Question #4: Advisory Board Positions

In reviewing the county website CAPP section I noted that most of the Advisory Board member positions are listed as vacant. Can you tell me if this is correct?

Answer #4: The CAPP Advisory Board currently has 5 positions vacant, all Citizens-at-Large.

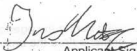
NOTE: You should acknowledge receipt of this addendum.

End of Addendum #3, Final Addendum

Sincerely,

Darryl R. Kight, CPPB, Purchasing Agent

Copy, sign and date all Addenda and include with each application



Applicant Signature

5/24/11
Date

Page 2 of 2

Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

May 9, 2011

RE: Addendum #2
RFA #12-198 Annual Community Agency Partnership Program (CAPP)

Dear Sir/Madam:

Please be aware of the following clarifications regarding the above referenced RFA:

I. Modifications/Revisions/Clarifications:

1. Re-Wording/Clarification of 2011/12 CAPP APPLICATION SCORING PROCEDURE (12-198) packet, page 1, first paragraph entitled "Scoring Process" should read: The members of the CAPP Advisory Board (CAPPAB) will evaluate and score each written Program Application and Oral Presentation Program Application. Once the final score is calculated, the potential level of funding for the program is determined, based on the table below. If a program scores below 78.4, the CAPP Advisory Board is prohibited from recommending the program for funding. Regardless of the (qualified) score, please be aware that funding may not be recommended or awarded.
2. Re-Wording/Clarification of 2011/12 CAPP APPLICATION SCORING PROCEDURE (12-198) packet Page 1, Second Paragraph, "Advisory Board Discussion" should read: While the overall raw score is an important variable, it is not the ultimate determinant of funding recommendations, unless the score is below 78.4. If an application scores below 78.4, the Advisory Board is not allowed to recommend the program for funding. Any score above 78.4 provides a starting point for deliberations among the members of the CAPP Advisory Board. During deliberations, members can offer their unique perspectives and practical insights based on areas of professional expertise and community involvement.
3. Re-Wording/Clarification of 2011/12 CAPP APPLICATION SCORING PROCEDURE (12-198) packet, Page 1, Third Paragraph, "Funding Recommendations" should read: The CAPP Advisory Board arrives at a consensus, not vote, regarding the funding recommendations made to the Board of County Commissioners.

Page 1 of 6

Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

4. **Re-Wording/Clarification of 2011/12 CAPP APPLICATION SCORING PROCEDURE (12-198) packet, Page 1, Last Paragraph, "Board of County Commissioners Meeting"** should read: The Board of County Commissioners decides funding. The meeting for funding decisions will be August 25, 2011 at 1:30 p.m. at the County Administration Bldg Auditorium, 2nd floor, 12 SE 1st Street.
5. **Add instruction to: INFORMATION & INSTRUCTIONS PACKET, Page 17:** Add instruction: "INSERT TAB ENTITLED 'MISC'" between Section 13 and Section 14.
6. **Add question to: APPLICATION, Section 11, Question 7 (c), entitled, "In-Kind Contributions:**
Add to question 7.c): "Give a brief explanation of the arrangement and the amount saved."
7. **EXPLANATION OF CAPP FUNDING INTENT:** In its quest to reduce poverty among Alachua County residents and to form partnerships with entities with like-intent, the Board of County Commissioners desires to contract with 501(c)(3) non-profits for specific services the Commission renders through the CAPP program. The funding is not to fund non-profits; rather, the Commission is purchasing services from its grantee partners. This arrangement allows the Commission to provide extended essential services to its citizenry, as it would be cost-prohibitive to provide these extended services on its own.
8. **Funding Restrictions: CAPITAL PROJECTS:** CAPP funds cannot be used for capital projects. Capital projects include home and building construction, including constructive additions to homes and buildings.
9. **Funding Restrictions: HOUSING CATEGORY – RENT/MORTGAGE PAYMENTS:** Rental or mortgage payments are not allowed on dwellings where the grantee, relatives of the grantee, friends of the grantee, etc. reside or use as a residence, whether it be a primary or secondary residence.

II. Questions & Answers

1. **Question #1: Application Eligibility – Housing Program:** Our agency provides free housing to people who live outside of Alachua County and have a diagnosis of cancer and are undergoing cancer treatments. They stay with us for an average of 6 to 8 weeks. Would we qualify for the CAPP award based on providing health care support to folks whose home is outside of our county?

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Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

Answer #1: CAPP-funded programs must serve only Alachua County residents. Additionally, a treatment-related facility does not qualify under the housing category.

2. **Question #2: Application Eligibility - Child Academic Assistance Program:** My non-profit targets under achieving youth in grades K-12 with a heavy emphasis on mentoring. Our academic focus is one on one tutoring assisting youth with homework and working with youth on specific academic skills using various tools such as computer interactive learning software, learning games etc. I'm writing to find out if this would be classified under the CAPP Program's Youth Academic Assistance Initiative.

Answer #2: The RFA states that "(Child) Academic education programs must supplement/enhance the child's current formal academic regimen or prepare the child to enter school through a school readiness program." As long as the 501(c)(3)'s program meets the category criteria set forth, the agency may apply for funding. Based on what you've stated about your program, it appears you are interested in seeking funds based on the supplemental/enhancement criteria, rather than the school readiness.

3. **Question #3: Application Eligibility - Child Academic Assistance Program:** (Follow-up question from Question/Answer #2): If we meet the criteria under the supplemental/enhancement criteria we would like to apply for funds. I wanted to clarify this before submitting an application.

Answer #3: Perhaps this further explanation will help you decide: With the supplemental/enhancement academic portion of the Child Academic Education programming, the Board of County Commissioners is interested in programming that augments an Alachua County student's current school curricula in order to assist the child in performing well or better with his/her current academic schoolwork regimen. Programs that (can) accomplish this are invited to apply, as long as the agency has current 501(c)(3) status and a physical location in Alachua County. Applicants are required to state in their application how their program fits into an approved category, based on the criteria given.

Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

4. Question #4: Health Insurance Premiums: I see that under funding restrictions it lists "Insurance: Insurance premiums of any type are not allowed". But does that include health insurance?

Answer #4: CAPP will pay for salaries and accompanying benefits. If the health insurance is an accompanying benefit, CAPP will pay for it.

5. Question #5: Final Addendum: When will the final addendum be issued?

Answer #5: Since the last date to submit questions is May 15, 2011 at midnight, the final addendum will be issued during that week. The addendum will be titled Final Addendum.

6. Question #6: Application Submission Prior to Deadline: May we submit our application prior to the deadline?

Answer #6: You may submit an application prior to the May 25, 2011 at 5:00 pm deadline; however, remember that you must include ALL addenda with your application, so you need to wait until the final addendum is issued. The final addendum will be issued by Wednesday, May 18, 2011.

7. Question #7: Final Addendum Issue Date: When will the final Addendum be issued?

Answer #7: The final addendum will be issued by Wednesday, May 18, 2011. The Addendum will be entitled, "Final Addendum", so if an addendum does not have "Final" in its title, you do not have the final Addendum.

8. Question #8: Housing/Utilities Category – Housing Construction:

In the Housing description it states that the "Program will provide or provide assistance with emergency, temporary, transitional or permanent shelter or housing for individuals and/or families with significantly limited resources that adversely affect their ability to acquire or maintain housing." Our main program solicits donations and grants to buy building materials that are constructed by volunteers to provide permanent shelter for those in the income categories targeted by CAPP. From our understanding, it would appear that expenses building supplies fit into the allowable category.

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Department of Administrative Services Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

Answer #8: The CAPP program will not pay for construction of a dwelling or building, or materials associated with such construction. Home/building construction is considered a capital project, for which CAPP funds are not allowed. CAPP will pay for certain home repairs or upgrades, but the repairs/upgrades must be associated with home weatherization, for the purpose of reducing the homeowner's utility costs/consumption. The home must have already been built and occupied in order for weatherization repairs to be approved.

9. **Question #9: In-Kind Contributions:** On Section 11, question 7a), are you referring to just the Alachua County office/region? We have multiple offices in 18 different counties.

Answer #9: In the instance of multiple offices, you may list in-kind contributions for just the Alachua County office, if you wish. This section is for the applicant to "showcase" its in-kind contributions/services, for the purpose of demonstrating working partnerships and the applicant's willingness to pursue partnerships and non-cash support for the agency.

10. **Question #10: Funding of Start-Ups:** Has CAPP ever funded start-ups?

Answer #10: Yes, CAPP has funded start-ups.

11. **Question #11: Financial Audit/Review and Annual Report:** You ask for both a financial audit and an annual report, either formal or informal. Will the Florida Department of State Division of Corporations 2011 Not-For-Profit Corporation Annual Report suffice? This is a one page report with current addresses, agents, officers, and directors. If not, can you define an "annual report" and describe what would be included in such a document?

Answer #11: An annual report is a report on an agency's activities throughout the preceding year. Annual reports are intended to give the Board of Directors and other interested people information about the agency's activities and financial performance. Some agencies produce a written annual report, others do not. In an informal sense, particularly with smaller agencies, the Executive Director or designee will often give a verbal annual report at a Board of Directors meeting.

If this is the case, please include the minutes of the meeting in which the annual report was given and note the section where the year's activities were addressed. If the State Division of Corporations' report includes the preceding year's financial performance, you may include that for the financial portion of the annual report, particularly if the agency has not had a recent (within the last year) financial audit or review.

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Alachua County
Department of Administrative Services
Purchasing

Larry M. Sapp, CPPB
Purchasing Manager

Christy S. Winters, CPPB
Purchasing Supervisor

12. **Question #12: Housing Category – Homebuying (Economic Development):** We are considering applying for was down payment assistance to first-time homebuyers serviced by our organization. In this instance, the grant request would cover down payment and closing costs (recording fees, attorney fee, title insurance, 1st year homeowner insurance/escrow, doc stamps, state/local taxes, survey, and appraisal/inspection) for individuals in CAPP's target population who would be first time homebuyers?

Answer #12: The Commissioners' intent with the Housing funding is geared more toward emergency-type situations for residents who have no place to live or are in imminent jeopardy of losing their housing, perhaps being just one mortgage or rental payment away from homelessness.

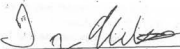
While certainly a worthy cause, the down payment assistance program you are describing is more of an economic development/opportunity program. We had an agency several years ago apply for CAPP funding for just such a homebuying program, and their proposal was rejected during the initial screening process because of that. Additionally, affordable housing programs would also be in the realm of economic development projects and would not be eligible for CAPP funding.

NOTE: You should acknowledge receipt of this addendum.

End of Addendum #2

Sincerely,
Darryl R. Kight, CPPB, Purchasing Agent

*** Copy, sign and date all Addenda and include with each application**


Applicant Signature

5/24/11
Date

Page 6 of 6

TIME	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
7:00					Grace Knight Conference Room 2nd floor, County Administration Building 12 SE 1st Street		
8:00		Conduct Outreach				County	
9:00		Throughout Week		File Necessary		Farmers	
10:00		As Needed		Forms from Market		Market	
11:00						8:30am	
12:00						To	
1:00						1:00pm	
2:00			Prepare Booth			File Necessary	
3:00			Union St.			Forms from Market	
4:00			Farmers				
5:00			Market				
6:00			4:00pm				
7:00			To				
8:00			7:00pm				
9:00							
10:00							
11:00							

Grace Knight Conference Room
Poe Springs Operational Proposal 2nd floor, County Administration Building
12 SE 1st Street

Option #1: Standard Operation

Consists of two full time employees. One at the gate house collecting fees and taking reservations and one handling the daily maintenance and oversite of the park. In the summer season two additional tempforce laborers will be hired to assist with the maintenance of the park. The park will be open Thursday-Sunday from 9:00 am to 6:00 pm and closed Monday-Wednesday. Efforts will be made to have a law enforcement officer live on site for security. Other Parks Division staff will be used for maintenance as needed throughout the year.

Off Season: October-April

- Open Thursday-Sunday 9 AM-6 PM (10 hrs/day)
- Closed Monday-Wednesday
- 1 Sr Office Assistant (Gate Keeper)
- 1 Maintenance Supervisor-1

Summer Season: May-September

- Open Thursday-Sunday & Holidays 9 AM-6 PM (10 hrs/day)
- Closed Monday-Wednesday
- 1 Sr Office Assistant
- 1 Maintenance Supervisor-1
- 2-Seasonal temporary laborer help

Projected Revenue: \$ 52,600 Based on Nautre Quest Average Revenue for 2009 & 2010

Projected Expenses:

Personnel Costs:	\$	75,191.83	
Operational Costs:	\$	95,443.00	
Subtotal:	\$	170,634.83	Annual recurring cost
Capital Outlay Costs:	\$	8,925.00	One time expenditure
Total:	\$	179,559.83	First year cost

Option #2: Minimal Operation

Consists of one full time employee handling the daily maintenance and oversite of the park. Entrance to the park will be free, no fees will be collect. The park will be open Thursday-Sunday from 9:00 am to 6:00 pm and closed Monday-Wednesday. Efforts will be made to have a law enforcement officer live on site for security. Other Parks Division staff will be used for maintenance as needed throughout the year.

Off Season: October-April

- Open Thursday-Sunday 9 AM-6 PM (10 hrs/day)
- Closed Monday-Wednesday
- 1 Parks Maintenance Worker
- Rental of Facilities through Public Works Office

Summer Season: May-September

- Open Thursday-Sunday & Holidays 9 AM-6 PM (10 hrs/day)
- Closed Monday-Wednesday
- 1 Parks Maintenance Worker
- Rental of Facilities through Public Works Office

Projected Revenue: \$ - No entrance fees collected

Projected Expenses:

Personnel Costs:	\$	33,777.10	
Operational Costs:	\$	64,419.00	
Subtotal:	\$	98,196.10	Annual recurring cost
Capital Outlay Costs:	\$	6,600.00	One time expenditure
Total:	\$	104,796.10	First year cost

Option #1: Fox Springs Park Standard Budget

Account Number/Account Name	Total Budget
PERSONAL SERVICES	
001-100-072.15-17 MERIT	\$ -
001-100-072.18-18 LONGEVITY	\$ -
001-100-072.13-00 REGULAR SALARIES	\$ 51,449.42
001-100-072.13-00 OTHER SALARIES	\$ -
001-100-072.14-00 OVERTIME	\$ 6,000.00
001-100-072.21-00 FICA	\$ 5,198.96
001-100-072.22-00 RETIREMENT	\$ 5,967.77
001-100-072.23-00 LIFE & HEALTH INSURANCE	\$ 8,047.69
001-100-072.30-00 WELLNESS	\$ -
* PERSONAL SERVICES	\$ 76,591.83
OPERATING EXPENDITURES	
001-100-072.34-00 PROFESSIONAL SERVICES	\$ -
001-100-072.31-00 ENGINEERING	\$ -
001-100-072.31-00 APPRAISALS	\$ -
001-100-072.31-00 SURVEY	\$ -
001-100-072.31-70 TEMPORARY SERVICES	\$ 21,384.00
001-100-072.31-00 OTHER PROFESSIONAL SERVICES (Courtier)	\$ -
SUBTOTAL PROFESSIONAL SERVICES	\$ 21,384.00
001-100-072.34-00 CONTRACTUAL SERVICES	\$ -
001-100-072.34-11 JANITORIAL	\$ 18,000.00
001-100-072.34-12 PEST CONTROL	\$ -
SUBTOTAL CONTRACTUAL SERVICES	\$ 18,000.00
001-100-072.40-00 TRAVEL & PER DIEM	\$ -
001-100-072.40-11 IN COUNTY	\$ -
001-100-072.40-13 OUT OF COUNTY (Fl. Rac/Park Assn.)	\$ -
001-100-072.40-13 OUT OF STATE (Natl Rac. & Park Assn.)	\$ -
001-100-072.40-00 MISCELLANEOUS (Training)	\$ -
SUBTOTAL TRAVEL & PER DIEM	\$ -
001-100-072.41-00 COMMUNICATION & FREIGHT	\$ -
001-100-072.41-30 LOCAL, LONG DIST & OTHER	\$ 3,000.00
001-100-072.41-00 MOBILE TELEPHONE	\$ 800.00
001-100-072.41-00 RADIOS	\$ -
001-100-072.41-00 POSTAGE	\$ 300.00
SUBTOTAL COMMUNICATION & FREIGHT	\$ 4,100.00
001-100-072.43-00 UTILITIES	\$ -
001-100-072.43-10 ELECTRIC, WATER	\$ 7,000.00
001-100-072.43-00 HEATING FUEL	\$ -
001-100-072.43-30 REFUSE DISPOSAL	\$ 4,800.00
001-100-072.43-00 OTHER	\$ -
SUBTOTAL UTILITIES	\$ 11,800.00
001-100-072.44-00 RENTALS & LEASES	\$ -
001-100-072.44-10 REAL PROPERTY (Pagers)	\$ 1,300.00
001-100-072.44-20 TANGIBLE PERSONAL PROPERTY	\$ -
001-100-072.44-20 LEASED VEHICLE	\$ -
001-100-072.44-20 LEASED EQUIPMENT	\$ 1,000.00
001-100-072.44-20 COMPUTER EQUIPMENT RENTAL	\$ 3,300.00
001-100-072.44-20 COMPUTER EQUIPMENT RENTAL	\$ 190.00
SUBTOTAL RENTALS AND LEASES	\$ 3,790.00
001-100-072.45-00 INSURANCE (Self Insurance)	\$ 12,000.00
SUBTOTAL INSURANCE	\$ 12,000.00
001-100-072.46-00 REPAIR & MAINTENANCE SVCS	\$ -
001-100-072.46-10 MOTOR VEHICLE	\$ 650.00
001-100-072.46-11 ADP/SHOP	\$ 1,000.00
001-100-072.46-12 COMMERCIAL	\$ -
001-100-072.46-20 BUILDINGS	\$ 5,000.00
001-100-072.46-20 EQUIPMENT	\$ 2,000.00
001-100-072.46-40 PARKS & MEDANS MAINT & REPAIRS	\$ 3,500.00
001-100-072.46-40 LANDSCAPE REPLACEMENT & MAINT	\$ 600.00
001-100-072.46-00 OTHER REP & MAINT	\$ 500.00
SUBTOTAL REPAIR AND MAINTENANCE	\$ 13,850.00
001-100-072.47-00 PRINTING & BINDING	\$ -
001-100-072.47-10 PRINTING (Brochures)	\$ 1,000.00
SUBTOTAL PRINTING & BINDING	\$ 1,000.00
001-100-072.48-00 OTHER CURR CHGS & OBLIG	\$ -
001-100-072.48-00 LEGAL ADVERTISING	\$ -
001-100-072.48-00 REGISTRATION FEES	\$ -
001-100-072.48-00 OTHER CURRENT CHGS & OBLIG (Fm Dev Wel Permits, Mar)	\$ 1,200.00
SUBTOTAL OTHER CURR CHGS & OBLIG	\$ 1,200.00
001-100-072.51-00 OFFICE MATLS & SUPPLIES	\$ -
001-100-072.51-10 OFFICE SUPPLIES	\$ 500.00
001-100-072.51-20 EQUIPMENT - 1 YEAR	\$ -
001-100-072.51-20 EQUIPMENT - 5 YEAR	\$ 1,600.00
SUBTOTAL OFFICE MATLS & SUPPLIES	\$ 2,100.00
001-100-072.52-01 EQUIPMENT - 5 YEAR	\$ 1,810.00
001-100-072.52-02 FUEL	\$ -
001-100-072.52-30 SOFTWARE - \$500	\$ -
001-100-072.52-30 PLUICS & GREASES	\$ 3,000.00
001-100-072.52-70 UNIFORMS	\$ 830.00
001-100-072.52-80 PERSONAL ITEMS (Safety Shirts)	\$ 900.00
001-100-072.52-00 OTHER OFFER SUPPLIES (Staplehouse)	\$ 1,000.00
SUBTOTAL OPERATING SUPPLIES	\$ 7,710.00
001-100-072.54-00 BOOKS, SUBS & MEMBERSHIPS	\$ -
001-100-072.54-10 BOOKS	\$ -
001-100-072.54-40 MEMBERSHIPS	\$ -
001-100-072.54-00 OTHER	\$ -
SUBTOTAL BOOKS, SUBS & MEMBERSHIPS	\$ -
* OPERATING EXPENDITURES	\$ 95,443.00
CAPITAL OUTLAY	
001-100-072.63-10 Buildings	\$ -
001-100-072.63-00 Other Than Buildings	\$ -
001-100-072.64-00 MACHINERY & EQUIPMENT - \$750	\$ 8,925.00
* CAPITAL OUTLAY	\$ 8,925.00
TOTAL EXPENDITURE	\$ 174,568.83

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Account Number/Account Name	Total Budget
PERSONAL SERVICES	
001-4100-572.10-17 MERT	\$ -
001-4100-572.10-19 LONGEVITY	\$ -
001-4100-572.12-00 REGULAR SALARIES	\$ 22,541.17
001-4100-572.13-00 OTHER SALARIES	\$ -
001-4100-572.14-00 OVERTIME	\$ 2,500.00
001-4100-572.21-00 FICA	\$ 2,377.79
001-4100-572.22-00 RETIREMENT	\$ 2,220.31
001-4100-572.23-00 LIFE & HEALTH INSURANCE	\$ 4,023.84
001-4100-572.30-00 WELLNESS	\$ 214.00
* PERSONAL SERVICES	\$ 33,777.18
OPERATING EXPENDITURES	
001-4100-572.31-00 PROFESSIONAL SERVICES	
001-4100-572.31-08 ENGINEERING	\$ -
001-4100-572.31-40 APPRAISALS	\$ -
001-4100-572.31-83 SURVEY	\$ -
001-4100-572.31-70 TEMPORARY SERVICES	\$ -
001-4100-572.31-83 OTHER PROFESSIONAL SERVICES (Contract)	\$ -
SUBTOTAL PROFESSIONAL SERVICES	\$ -
001-4100-572.34-00 CONTRACTUAL SERVICES	
001-4100-572.34-10 CONTRACTS (printing & seasonal contracts)	\$ 18,000.00
001-4100-572.34-11 JANITORIAL	\$ -
001-4100-572.34-12 PEST CONTROL	\$ 200.00
SUBTOTAL CONTRACTUAL SERVICES	\$ 18,200.00
001-4100-572.43-00 TRAVEL & PER DIEM	
001-4100-572.43-01 IN COUNTRY	\$ -
001-4100-572.43-02 OUT OF COUNTRY (Fl, Res, Park Assn.)	\$ -
001-4100-572.43-10 OUT OF STATE (Nat'l Rat. & Park Assn.)	\$ -
001-4100-572.43-99 MISCELLANEOUS (Training)	\$ -
SUBTOTAL TRAVEL & PER DIEM	\$ -
001-4100-572.41-00 COMMUNICATION & FREIGHT	
001-4100-572.41-03 LOCAL, LONG DIST & OTHER	\$ 1,000.00
001-4100-572.41-00 MOBILE TELEPHONE	\$ 400.00
001-4100-572.41-00 RADIOS	\$ -
001-4100-572.41-42 POSTAGE	\$ -
SUBTOTAL COMMUNICATION & FREIGHT	\$ 1,400.00
001-4100-572.43-00 UTILITIES	
001-4100-572.43-10 ELECTRIC, WATER	\$ 3,600.00
001-4100-572.43-20 HEATING, FUELS	\$ -
001-4100-572.43-30 REFUSE DISPOSAL	\$ 4,800.00
001-4100-572.43-99 OTHER	\$ -
SUBTOTAL UTILITIES	\$ 8,400.00
001-4100-572.44-00 RENTALS & LEASES	
001-4100-572.44-10 REAL PROPERTY (Property)	\$ 650.00
001-4100-572.44-20 TANGIBLE PERSONAL PROPERTY	\$ -
001-4100-572.44-21 LEASED VEHICLE	\$ -
001-4100-572.44-22 LEASED EQUIPMENT	\$ 1,000.00
001-4100-572.44-23 CONVEYER EQUIPMENT RENTAL	\$ -
001-4100-572.44-25 COMPUTER EQUIPMENT RENTAL	\$ -
SUBTOTAL RENTALS AND LEASES	\$ 1,650.00
001-4100-572.45-00 INSURANCE (Self-insurance)	\$ 12,000.00
SUBTOTAL INSURANCE	\$ 12,000.00
001-4100-572.46-00 REPAIR & MAINTENANCE SVCS	
001-4100-572.46-10 MOTOR VEHICLE	\$ 650.00
001-4100-572.46-11 ACADEMIC	\$ 1,000.00
001-4100-572.46-12 COMMERCIAL	\$ -
001-4100-572.46-20 BUILDINGS	\$ 5,000.00
001-4100-572.46-30 EQUIPMENT	\$ 2,000.00
001-4100-572.46-40 PARKS & MEDIAN MAINT & REPAIRS	\$ 3,500.00
001-4100-572.46-50 LANDSCAPE REPLACEMENT & MAINT	\$ 600.00
001-4100-572.46-99 OTHER REPAIR & MAINT	\$ 500.00
SUBTOTAL REPAIR AND MAINTENANCE	\$ 13,250.00
001-4100-572.47-00 PRINTING & BINDING	
001-4100-572.47-10 PRINTING (Brochures)	\$ 1,000.00
SUBTOTAL PRINTING & BINDING	\$ 1,000.00
001-4100-572.49-00 OTHER CURR CHRG & OBLG	
001-4100-572.49-00 LEGAL ADVERTISING	\$ -
001-4100-572.49-25 REGISTRATION FEES	\$ -
001-4100-572.49-99 OTHER CURRENT CHRG & OBLG (Firm Dev/Vol Permits, Misc)	\$ 1,200.00
SUBTOTAL OTHER CURR CHRG & OBLG	\$ 1,200.00
001-4100-572.51-00 OFFICE MATLS & SUPPLIES	
001-4100-572.51-10 OFFICE SUPPLIES	\$ -
001-4100-572.51-20 EQUIPMENT & FISSONUT	\$ -
001-4100-572.51-21 EQUIPMENT & FISSONUT	\$ -
SUBTOTAL OFFICE MATLS & SUPPLIES	\$ -
001-4100-572.52-00 EQUIPMENT & FISSONUT	
001-4100-572.52-01 EQUIPMENT & FISSONUT	\$ 1,818.00
001-4100-572.52-02 FUEL	\$ -
001-4100-572.52-03 SOFTWARE - \$500	\$ -
001-4100-572.52-04 FLUIDS & OILS	\$ -
001-4100-572.52-05 UNIFORMS	\$ 500.00
001-4100-572.52-06 PERSONAL ITEMS (Safety Shoes)	\$ 500.00
001-4100-572.52-99 OTHER OPER SUPPLIES (Warehouse)	\$ 5,000.00
SUBTOTAL OPERATING SUPPLIES	\$ 7,318.00
001-4100-572.54-00 BOOKS, SUBS & MEMBERSHIPS	
001-4100-572.54-10 BOOKS	\$ -
001-4100-572.54-40 MEMBERSHIPS	\$ -
001-4100-572.54-99 OTHER	\$ -
SUBTOTAL BOOKS, SUBS & MEMBERSHIPS	\$ -
* OPERATING EXPENDITURES	\$ 84,419.00
CAPITAL OUTLAY	
001-4100-572.62-10 Buildings	\$ -
001-4100-572.62-40 Other Than Buildings	\$ -
001-4100-572.64-00 MACHINERY & EQUIPMENT > \$750	\$ 6,800.00
* CAPITAL OUTLAY	\$ 6,800.00
TOTAL EXPENDITURE	\$ 194,786.18

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Tier 1 - General Fund Ongoing

<u>Budget Issue</u>	<u>Title and Description</u>	<u>FTE</u>	<u>Adjustment</u>
1	Property Tax Revenue - Increase millage rate to Simple Majority Adjusted for Revenue Stabilization Millage approved by the Board		1,557,747
2	Core Service Improvement Account BoCC Revenue and Millage Rate Reduction		(1,557,747)
3	Reduction in costs related to FRS contribution rate changes (ongoing portion only)		630,000
4	Employer Compensation Liability Account for employee benefit costs		(630,000)
5	Juvenile Detention Center (State formula reduction)		920,303
6	Inmate Medical Costs		(250,000)
7	Court Services - Mental Health Grant Match CJMSHAG		(166,500)
8	Austin Cary Tower		(29,046)
9	Child Protective Team Medical Expenses		(84,000)
10	Increased Costs for Indigent Burials		(25,000)
11	Fire/Rescue Operational Analysis and Master Plan Update (split funded)		(50,000)
12	Fire Rescue Radio Replacement (split funded)		(96,000)
13	Grace Marketplace One Stop Homeless Center (partial year funding) (Funded at \$154,000 in FY13)		(50,000)
14	One Solution Financial System Equipment Replacement (annual contribution)		(18,000)
15	Utility Cost Increase (loss of GRU Business Partner and Rate Increase)		(186,495)
16	Reduction of EPD Office Lease		34,738
17	Eliminate 1.00 FTE (V) - Veterinarian reallocate cost to contractual services	(1.00)	0
18	Eliminate 1.00 FTE (V) Assistant Housing Program Manager (split funded)	(1.00)	0
19	Elimination of CSS Share of building security guards		20,300
20	Eliminate 1.00 FTE (V) - Sr. Programming Analyst in ITS	(1.00)	90,000
21	Equal Opportunity Closed Captioning Reduction in Contract Costs		10,300
22	Sustainability Program Reduction in Operating Costs		7,000
23	Organizational Development & Training Operating Reductions		7,580
24	Community Support Services Reduction in Office Supplies		11,750
25	Eliminate WAV Program Funding in EPD		15,000
26	Reduced Work Hours (F) Housing Manager in Growth Management		11,727
27	Reduction in Operating Cost in Growth Management		13,230

Tier 1 - General Fund Ongoing

28	EPD Staff Workload Reallocations		4,496
29	Eliminate .75 FTE (V) - Sr. Staff Assistant in Administrative Services	(0.75)	29,777
30	* Elimination of Well Florida Funding		10,000
31	* Reduction in General Fund Tip Fee Waivers for Waste Management		29,267
32	* Court Administration Reduction in Overtime		3,452
33	* Decrease County Attorney Operating Budget		45,890
34	* Reduction in General Fund Transfer in to Gas Tax		57,000
35	* Eliminate On Call and Shift Differential in ITS		15,872
36	* Reduction Mowing Contracts for Parks		23,765
37	* Reduce Prescribed Fire Capital Expense in EPD		19,048
38	* Facilities Reduction in HVAC Contractual Services (reduced from \$40,000 as requested by Department)		25,000
39	* Reallocation of Planner Workload to Grant Funds in Growth Management		24,113
40	* Reallocate Staff Salary and Reduce Operating Costs (Administrative Services)		22,501
41	* Eliminate 1.00 FTE (V) Equal Opportunity Specialist	(1.00)	51,798
42	* Bus Passes (net difference between budgeted amount and new contract) (Human Resources)		650
43	* CCC - Adjustment for High Springs Dispatch Center costs		TBD
44	* Family Data Center (holding place awaiting final Board decision)		(35,000)
Subtotal Tier 1			(4.75) 514,516
FY12 Budget Reduction Goal at Revenue Stabilization			0
Adjusted Balance Allocated to Reserves			514,516

* Previous Tier 2 items moved to Tier 1 based on Board action

Tier 1 - General Fund One-time Expenditures

<u>Budget Issue</u>	<u>Title and Description</u>	<u>FTE</u>	<u>Adjustment</u>
1	Fund Balance Increase from Operational Costs Reductions (majority from DJJ formula change)		1,700,000
2	Reduction in costs related to FRS contribution rate changes (one-time portion only)		700,000
3	Capital Project (Jail HVAC/Energy Conservation) Debt Service coverage (one year)		(650,000)
4	Supervisor of Elections Presidential Primary Election Funding (one year)		(350,000)
5	Public Safety Radio System Replacement Analysis Consultant (shared funding with City of Gainesville)		(125,000)
6	Public Safety Radio System Infrastructure Replacement Fund (partial funding shared with City of Gainesville)		(500,000)
7	Supervisor of Elections Voter Equipment Replacement (partial funding)		(400,000)
8	Combined Communications Center Equipment Replacement Fund (partial and shared funding)		(125,000)
9	Fire and Rescue Station Emergency Generators (split funded)		(140,000)
10	Exchange Server Purchase for Public Defender (one-time)		(10,000)
11	Capital Technology - Mobile Applications for Website		(100,000)

Subtotal General Fund - One-time Expenditures

0.00 0

FY12 Budget Allocation of One-time Expenditures

0

Balance of Available One-time Allocation

0

Tier 1 - Fire MSTU

<u>Budget Issue</u>	<u>Title and Description</u>	<u>FTE</u>	<u>Adjustment</u>
1	Reduction in costs related to FRS contribution rate changes (ongoing portion only)		167,335
2	Employer Benefit Liability Account for employee benefit costs		(167,335)
3	Equipment Replacement Fund for CCC (MSTU Share)		(25,034)
4	Replacement of Fire Rescue Radios (split funded)		(96,000)
5	Fire Rescue Generators (split funded)		(169,000)
6	Fire Rescue Services Operational Analysis and Update Master Plan		(50,000)

Subtotal Tier 1 - Fire MSTU	0.00	(340,034)
FY12 Budget Reduction Goal at Current Millage Rate		340,034
Additional Adjustments to Meet Goal at Current Millage Rate		0

Tier 1 - Unincorporated MSTU

<u>Budget Issue</u>	<u>Title and Description</u>	<u>FTE</u>	<u>Adjustment</u>
1	Reduction in costs related to FRS contribution rate changes (ongoing portion only)		58,560
2	Employer Benefit Liability Account for employee benefit costs		(58,560)
3	Reduction in Mosquito Control Contract		60,000
4	Eliminate 1.00 FTE R (mid year retirement) Sr. Planner in Growth Management	(1.00)	26,754
5	Reallocate Personnel from MSTU to Gas Tax in Public Works		13,227
6	Reallocate Personnel from MSTU to Grant Programs in EPD		16,078
7	Reduction in Mowing Contracts in Parks		30,000
8	Reduction in EPD Office Lease		11,560
9	Utility Increase and Realignment		525

Subtotal Tier 1 - Unincorporated MSTU

(1.00) 158,144

FY12 Budget Reduction Goal at Current Millage Rate

(158,144)

Additional Adjustments to Meet Goal at Current Millage Rate

0

Proposed Gas Tax Fund Cuts for RTS Increase

Grace Knight Conference Room
2nd floor, County Administration Building
12 SE 1st Street

Engineering and Operations (Gas Tax Fund):

Neighborhood Traffic Calming Program

\$50,000

LOS/Program Effect: this is an elimination of the program and the county would no longer provide the service of installing and maintaining traffic calming devices (speed tables, chicanes, etc.) on neighborhood streets. Historically, the program has averaged the installation of traffic calming devices in three qualifying subdivisions per year.

Citizen/Public Effect: increased public complaints of vehicular speeding in neighborhoods.

Paving Overlays

\$82,000

LOS/Program Effect: reduce budget from \$84,733 to \$2,733. The service will be reduced to installing a limited number of paved side street aprons. Road & Bridge will cease applying full-lane overlays to short sections of damaged roads and will utilize hand pothole patching.

Citizen/Public Effect: The public will experience a rougher ride through the repaired areas. No expected increase in public complaints.

Adopt-A-Road Program

\$ 3,000

LOS/Program Effect: this is an elimination of a program and the County will no longer administer a volunteer program that assists with litter control on County roads.

Citizen/Public Effect: Limited to no effect due to lack of volunteer participation in recent years.

Fund Balance Reduction:

\$30,000

LOS/Program Effect: reduce funding in case of emergencies

Citizen/Public Effect: no impact.

Termination Agreement

This Termination Agreement, executed by both parties this 20th day of September, 2011, is entered into by and between Alachua County, a charter county and political subdivision of the State of Florida, by and through its Board of County Commissioners ("County"), and Advantek Consulting Engineering, Inc. ("Advantek")

Purpose

On or about November 25, 2008, the County and Advantek entered into an agreement for design and consulting services related to the design of Alachua County Jail Energy Conservation and Upgrade Project (the Project) titled, "Agreement to move the Design Drawings for the Jail HVAC Replacement to 80% completion" which was amended by a First Amendment dated January 27th, 2009, a Second Amendment dated November 10, 2009, and a Third Amendment dated March 9th, 2010 (together, "Agreement").

For various reasons including good faith irreconcilable disagreements regarding design and conduct of the Project, the parties have agreed that it is in the best interest of both the County and Advantek to terminate the Agreement for their mutual convenience. Accordingly, in consideration of the signing of this document and the obligations imposed by this Termination Agreement, the parties have entered into the following agreement.

Agreement

1. The Agreement is terminated for convenience as of June 30, 2011 ("Termination Date"). As of the Termination Date, all obligations imposed by the Agreement are extinguished and neither party shall be obligated to the other party after that date except as stated in this Termination Agreement.
2. Advantek shall deliver to the County Attorney's Office all deliverables required by the Agreement ("Deliverables") in their current stage of completion, whether or not complete. At the time of delivery, the County shall provide Advantek with a County check for the sum of \$42,352.44.
3. The County may use the Deliverables for the project and extensions of the project, subject to the following limitations: (i) The County acknowledges that, if modified, the Deliverables may not be suitable for use on the project, or suitable for use or reuse by the County or others on extensions of the project or on any other project; (ii) any such use or reuse, or any modifications of the Deliverables, without written verification, completion, or adaptation by Advantek, as appropriate for the specific purpose intended, will be at the County's sole risk and without liability or legal exposure to Advantek or its subconsultants; (iii) use, reuse, or modification of the Deliverables by the County shall not create any rights in third parties. Advantek shall not be obligated to modify, verify or adapt the Deliverables, but if Advantek at the County's request modifies, verifies or adapts the Deliverables for the project, extensions of the project or for any other project, or renders any other services after the Termination Date then the County shall compensate Advantek at Advantek's customary rates with reimbursements based on the County's customary policies. Formatting and detailing of bills shall be based on

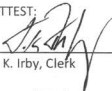
Advantek's customary invoicing practices, but shall include, at a minimum, a daily description of the services provided.

4. Each party for itself, its officers, directors, shareholders, employees, agents, consultants and their respective successors and assigns, does hereby covenant not to sue and forever releases and discharges the other party hereto and its officers, directors, shareholders, employees, agents, consultants and their respective successors and assigns from any and all liabilities, damages, claims, and demands of every kind and character, whether present, conditional, or contingent, whether known or unknown, arising out of any matters occurring from the beginning of time up to and including the Termination Date, including by way of example and not limitation any claims based on the Agreement, breach of contract, or any other claim of any kind that was or might have been asserted by either party under any federal or state statute, local ordinance, common law, tort law, contract law, decision or rule of law whatsoever. This release does not apply to any violations of the terms or conditions of this Termination Agreement.
5. Advantek consents to and has no objection to the County communicating with, or contracting for services with Cape Design Engineering, Inc. or any subcontractor used by Advantek on the Project.
6. Both parties acknowledge that they have read this Termination Agreement in its entirety; that they understand and agree to all of the terms and provisions of this Termination Agreement, and that there are no other promises or representations relating to this Termination Agreement or its subject matter except as specifically stated in this Termination Agreement.

ALACHUA COUNTY, FLORIDA

By: 
Lee Pinkoson, Chair
Board of County Commissioners

ATTEST:


J. K. Irby, Clerk

(SEAL)

APPROVED AS TO FORM


Alachua County Attorney's Office

ATTEST

By: 
Print: Erica Paulin
Title: Office Manager

ADVANTEK CONSULTING ENGINEERING, INC.

By: 
Print: Michael K. West
Title: Principal-CEO