



REQUEST FOR PROPOSAL - RFP: 25-02-27-FS

FEBRUARY 27, 2025

Real Estate and Property Management Services

CITY OF CRESTVIEW, FLORIDA



CBRE



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CBRE



Firm Qualifications and Experience

1. The cover letter shall provide a summary of the services to be provided, list the project manager/key point of contact, and explain the primary reason why the Proposer would be the best choice for the contract. The cover letter must be signed by an authorized officer or employee of the firm who has authority to negotiate and contractually bind the organization. The title of the authorized officer or employee, their name, address, e-mail, and phone number must be included. The City intends to correspond only with Proposer's authorized officer or employee for all correspondence regarding this RFP. Submitting accurate and updated contact information is the responsibility of the Proposer. Obligations committed by such signatures shall be binding.

February 27, 2025

Heather Sutton
City of Crestview - City Hall
198 N Wilson St
Crestview, FL 32536
850 682 8077
heathersutton@cityofcrestview.org

CBRE

**CBRE, Inc.
Brokerage Services**

600 Grand Blvd
Miramar Beach, FL 32550

Re: RFP: 25-02-27-FS Real Estate and Property Management Services

Dear Ms. Sutton,

On behalf of CBRE, Inc. (CBRE), thank you for the opportunity to respond to your RFP for Real Estate and Property Management Services. We are delighted to have the opportunity to present our qualifications and express our sincere hope to represent and advise you on your projects.

CBRE offers the City of Crestview an ideal value proposition—local experts who represented \$107M+ in sales and leasing of commercial properties in the Florida Panhandle in 2024, property management expertise backed by a world class management platform and the resources, expertise, and service approach of the world's leading commercial real estate services provider. In addition, our team on this proposal specializes in representing government clients in their commercial real estate transactions in support of mission-critical service delivery. As part of this process and in this proposal CBRE offers:

- Professionals from our Public Institutions & Education Solutions team, specializing in providing acquisition and development services to public sector clients such as Bay County, Pinellas County, the City of Naples and the State of Florida. We understand the public sector process, need for transparency, bond issues, Board requirements, and public engagement concerns and are prepared to support you throughout this project. CBRE reserves the right to review and comment on contract terms and provisions if we are your selected vendor.
- Market leading brokerage specialists from our Advisory & Transaction Services platform transacting over 88 transactions in the Panhandle in 2024, providing the best available market intelligence and insights to put the City of Crestview in the optimal position to acquire/dispose of/lease property while limiting your risk and costs in the project.
- Management services for your properties will be delivered by an experienced local team with a history of strong operational results and tenant satisfaction from the #1 commercial property management firm in the industry.
- A corporate culture in support of your values of social equity, inclusion, and justice. At CBRE, we take our leadership role in the real estate industry to heart. We recognize the impact we have on our communities, clients, employees and stakeholders. Our initiatives are key to building a more just and sustainable future that includes everyone.

As Managing Director of CBRE's Jacksonville/Northwest Florida offices, I am authorized to sign this proposal and any resulting contract on the company's behalf. Please contact Lee Ann Korst, our Account Lead for this contract at **+1 850 251 9319** and **leeann.korst@cbre.com** with any next steps. We are excited about this project and confident that we can substantially support and catalyze your process to achieve your service delivery goals for your citizens and stakeholders.

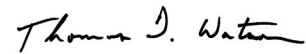
Sincerely,



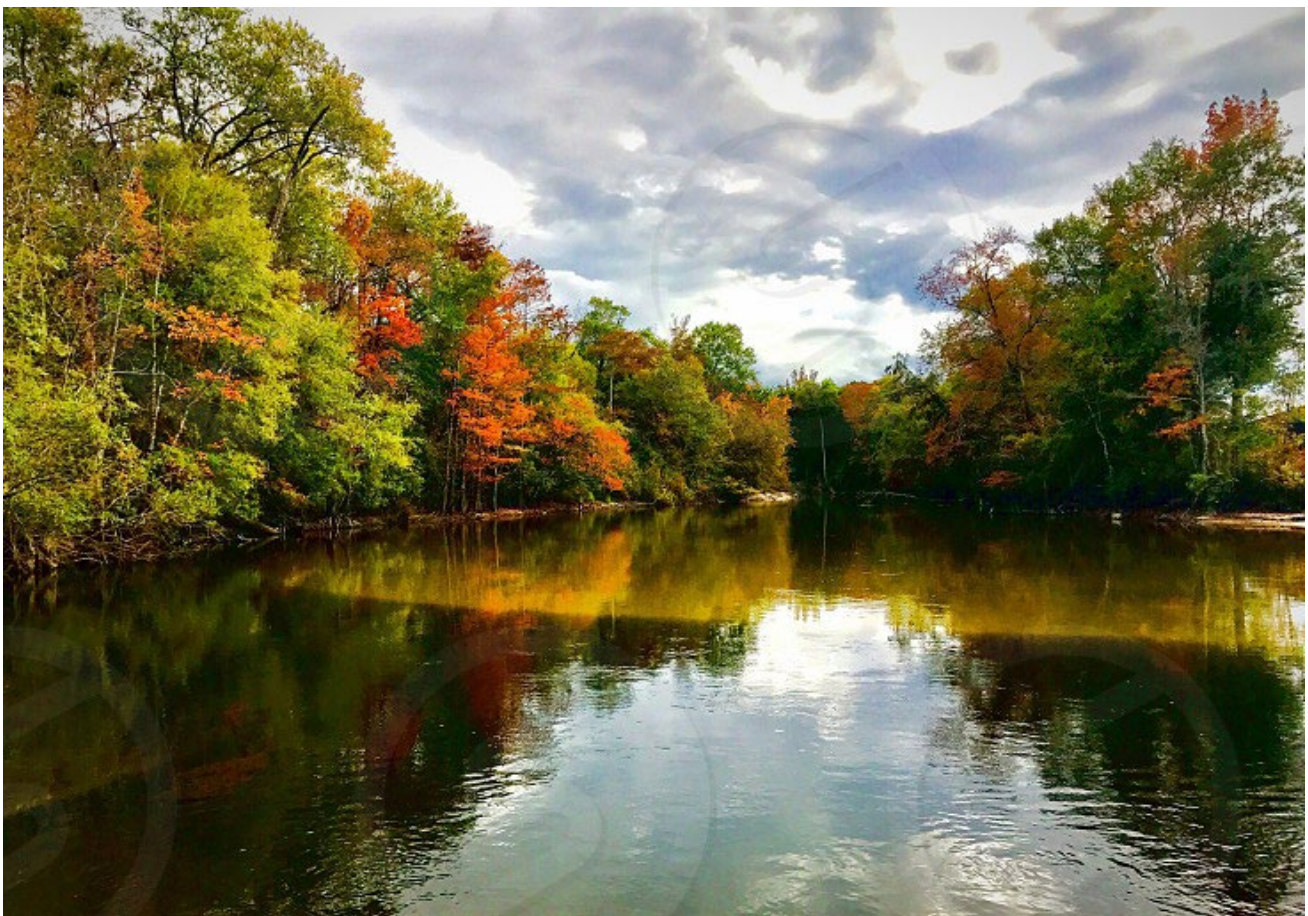
Tommie Reilly
Managing Director
CBRE Jacksonville/NW Florida



Lee Ann Korst
Senior Vice President
Southeast Regional Manager



Tom Watson
Senior Vice President
Advisory & Transaction Services



2. Corporate Background Information (2 pages maximum)

- a. Legal name, address, and telephone numbers of the principal office (national headquarters), project office and local office (if applicable). If services will be provided from additional locations, provide this same information for these offices.
- b. Year established.
- c. Type of organization (partnership, corporation, etc.).
- d. Name, title, address, e-mail, and telephone number of the person to whom correspondence shall be directed
- e. Description of the services usually provided by firm.
- f. Description of projects performed for agencies in the State of Florida during the last 3 years.

CBRE Group, Inc. (NYSE:CBRE) is the world’s largest commercial real estate services and investment firm, with the #1 global market position in leasing, property sales, property management, occupier outsourcing and valuation. Additionally, our development business (Trammell Crow Company) is the largest in the U.S.; we operate one of the largest investment management businesses (CBRE Investment Management) globally, and our subsidiary Industrious is a leading provider of premium flexible workplace solutions. In addition, our majority owned subsidiary, Turner & Townsend Holdings Limited, is a global professional services company specializing in program management, project management, and cost consulting across the commercial real estate, infrastructure and natural resources sectors.

- a. CBRE, Inc. (“CBRE”)
2100 McKinney Ave, Suite 1250
Dallas, TX 75201
Tel: 1+ 214 979 6100

Local Office:
600 Grand Boulevard
Miramar Beach, FL 32550
Tel: 1+ 850 527 3524

Additional Location:
1 Independent Dr, Suite 3000
Jacksonville, FL 32202
Tel: 1+ 904 634 1200
- b. Established 1906 in San Francisco
- c. CBRE, Inc. is a Corporation
(#0777218 - Delaware Sec. of State)
- d. **Correspondence shall be addressed to:**
Lee Ann Korst | CBRE
600 Grand Boulevard
Miramar Beach, FL 32550
leeann.korst@cbre.com
- e. **Services provided by CBRE:**
Our services include leasing on behalf of tenants and landlords, property sales, acquisitions, valuation/appraisals, development and transaction advisory, as well as property management, facilities management, project management, and consulting services related to commercial property.

Our Business Segments

Advisory Services	Building Operations & Experience	Project Management	Real Estate Investments
<ul style="list-style-type: none">Advisory & Transaction ServicesCapital MarketsValuations	<ul style="list-style-type: none">GWS EnterpriseGWS LocalIndustriousProperty Management	<ul style="list-style-type: none">Turner & Townsend	<ul style="list-style-type: none">Investment ManagementDevelopment Services (Trammell Crow Company)
2024 Revenue \$7.73B Net Revenue \$7.67B Seg Op Profit \$1.50B	2024 Revenue \$20.21B Net Revenue \$9.04B Seg Op Profit \$0.89B	2024 Revenue \$6.81B Net Revenue \$3.14B Seg Op Profit \$0.50B	2024 Revenue \$1.04B Net Revenue \$1.04B Seg Op Profit \$0.26B

2024 Business Statistics



* Including Turner & Townsend employees
**As of December 31, 2024

Projects performed for agencies in the State of Florida during the last 3 years

State of Florida Case Study

Portfolio Strategy, Consulting and Brokerage Services

OVERVIEW

As a long-term strategic partner to the State of Florida, CBRE has represented the State's Department of Management Services (DMS) and associated agencies since 2008. The State occupies approximately 6 MSF of leased space and owns approximately 13,000 facilities of varying uses.

We are a hand-in-glove partner to the State, advising on funding strategies, legislative matters, and real estate strategies on some of their most complex and high-profile projects.

CBRE provides strategic planning and portfolio optimization services, occupier representation, disposition, and other consulting services in support of efficient management and operation of the portfolio. Our contract was recently re-awarded through 2029.

SOLUTIONS

CBRE's successful projects for the State include:

- Conducting state-wide portfolio optimization analysis, including facility condition assessments, space utilization, and recommendations
- Analyzing and making recommendations for more efficient use of space in specific owned assets
- Procuring build-to-suit lease transactions
- Disposing of surplus property
- Acting as state-wide tenant broker for 400+ lease transactions
- Ad hoc consulting projects through credit hour pool
- Facilities management assessment and recommendations
- Disaster response and recovery solutions



SAMPLE RESULTS

\$77M+

In identified savings opportunities through portfolio optimization

30%

Reduction in leased square footage

400+

Lease transactions negotiated

94%

Of CBRE lease transactions rated A or A+ by State Agencies in last 3 years

50+

Surplus properties sold

\$125M+

Revenue generated for the State

20%

Over minimum bid on average

1,760+

Consulting credit hours generated from commissions

\$1M+

Estimated annual property tax returned to Florida municipalities

Please see Tab E, Additional Information, page E5, for additional projects performed for agencies in Florida in the past 3 years

3. Organizational Qualifications and Experience

Describe the firm's qualifications for performing similar, relevant, or related services. Identify the team's experience pertaining to the following:

- a. Technical capabilities in terms of personnel, equipment and materials, method of assigning work, and procedures for maintaining level of service.
- b. Developing, evaluating, performing real estate professional services and property management.
- c. Developing innovative approaches and problem solving.
- d. Specific knowledge of Florida's requirements that may relate to the scope of services.
- e. Completing projects within established schedules and budgets.

Our Qualifications—a Proven Record of Success

CBRE is a full service real estate firm with the ability to provide brokerage and consulting services in each listed sector in the City of Crestview's Request for Proposal. CBRE is the world's largest commercial real estate services and investment firm, with 2024 revenues of \$35.8 billion. We have been included on the Fortune 500 since 2008, currently ranked #138.

In 2024 CBRE was recognized as the top ranked firm in U.S. commercial real estate sales activity for the 18th

consecutive year and is ranked #1 in brokerage categories of Office, Industrial, Retail, Multifamily and Hotels as noted by MSCI Real Estate (formerly Real Capital Analytics), an independent research and analysis firm.

CBRE has more than 130,000 employees in approximately 500 offices worldwide. We serve real estate investor and occupier clients in more than 100 countries and are proud to be recognized for our leadership, including the following awards and accolades:

- A **FORTUNE's** Most Admired Real Estate Company 14 years in a row
- **FORTUNE** Named one of America's Most Innovative Companies in 2024
- **Ethisphere** World's Most Ethical Companies eleven years in a row
- **Lipsey** #1 brand for 23 consecutive years
- **Forbes** Named one of the best large employers in America for the 4th consecutive year
- **Bloomberg** Named to Gender-Equality Index four years in a row
- **Financial Times** Diversity Leaders list 3 years in a row
- **BARRON'S** #3 most sustainable U.S. company
- **Forbes** A top company for both women and diversity 2024
- **Forbes 2024 Net Zero Leaders**; highest-ranked commercial real estate services company 2 years in a row
- **Newsweek** 2024 America's Most Responsible Companies list
- **3BL Media 2024 Best Corporate Citizens list**; 6th consecutive year on list
- **Kiplinger ESG 20** A top 20 company for meeting ESG challenges

a. Technical capabilities in terms of personnel, equipment and materials, method of assigning work, and procedures for maintaining level of service.

Through its account management philosophy, CBRE combines the strategic, operational and financial acumen of dedicated professionals with the superior local market knowledge and tactical expertise of field professionals. The main goal of our account management philosophy is to maintain an account structure and culture that foster the right balance of execution excellence, systematic process and cost savings.

We help clients leverage and integrate CBRE's resources to build and achieve real estate goals by working in unison with clients to form execution strategy, manage resources, evaluate account performance and incorporate best practices. The proposed team for this opportunity forms the foundation for unsurpassed quality and consistency in execution. The CBRE Team will be responsible for all client-reporting functions, including monthly and yearly status reports, financial summaries and client satisfaction surveys. All transaction reporting will be integrated in to the current reporting structure of the client account.

The goal of this model is to provide a single point of connection between the City of Crestview and the CBRE Team to ensure the highest level of communication, create direct responsibility for service delivery and drive consistent processes. Our team consists of subject matter experts and will be engaged and aligned with all stakeholders.

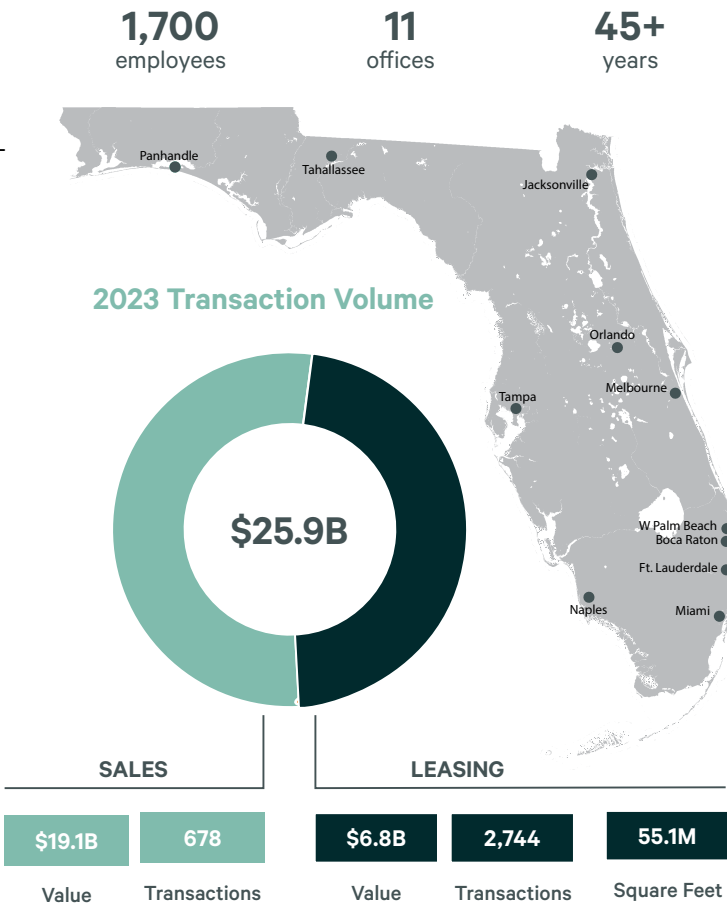
b. Developing, evaluating, performing real estate professional services and property management.

CBRE serves as advisors to tenants, developing real estate strategies aligned with their business, negotiating on their behalf, and leveraging our partners to add value. Our investor leasing experts create tailored marketing and leasing strategies to enhance value across all commercial real estate asset classes. Additionally, we manage acquisition or disposition of properties based on market trends and coordinate sale-leaseback transactions to reduce occupancy costs and free up capital.

Our key differentiators include our knowledgeable team of transaction professionals and subject matter experts, holistic strategies to meet business and financial goals, and advanced technology and data analytics for portfolio visualization and savings identification. We also provide detailed site selection analyses and workplace strategies for a productive employee experience.

CBRE Property Management focuses on one goal: shaping the property experience of tomorrow so our clients can realize the greatest potential from their real estate assets. We offer the City of Crestview the power of curated industry data, strategy built on human insights and the global solutions of CBRE. We're equipped, energized and eager to put our power to work in creating value for the City's properties. We come to every engagement with the power of deep industry knowledge, a strong advisory approach and the full resources of CBRE.

Florida's #1 Commercial Real Estate Services Firm
Statewide Coverage & Leadership



c. Developing innovative approaches and problem solving.

CBRE's culture – grounded in service excellence and pushing real estate boundaries beyond traditional models and solutions – compels our team to relentlessly adapt, innovate, and evolve. Each year, CBRE invests heavily in new tools, technologies, and processes that deliver superior, cost-effective outcomes for our clients, driving disruptive change and differentiated outcomes across their global portfolios.

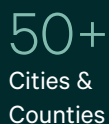
Our firm leads the industry in outcome-focused innovation and will provide the City of Crestview with best practices, advice, and data-supported insights, from workplace solutions, to new technologies, to new equipment that can improve delivery and drive efficiencies. CBRE's strong financial position is a key differentiator, allowing us to invest in our business in ways that directly benefit our clients. In the last five years, CBRE doubled our overall annual spend on technology and tripled our spending on the enabling side of the business to better equip and enable our professionals to be more effective and efficient for our clients. We invest approximately \$600 million annually in digital capabilities investments, ensuring that we continue to drive technological innovation in our industry. By increasing our investment in cutting-edge technology, CBRE is perpetually prepared to discover, integrate, and share the next biggest innovations in the industry.

As a testament to the firm's innovative culture, CBRE is a four-time winner of the CoreNet Global Innovator Award for our tools and capabilities. CBRE was also named as one of America's Most Innovative Companies in 2024 by FORTUNE and received a Realcomm Digie Award for Best AI Innovation in Commercial Real Estate in 2024.

We empower our people to innovate by investing in platforms, organizations, and technologies that foster curiosity and reward ingenuity.

Lee Ann Korst of CBRE's Public Institutions & Education Solutions (PIES) team will serve as the City's Primary Point of Contact. Lee Ann currently leads a broker team representing the State of Florida's Division of State Lands in the disposition of over 2,200 acres of surplus land and buildings. She also represents municipal clients in the disposition of surplus property; similar clients include Pinellas County, the City of Miami, the City of Tallahassee, Broward County, and Port Tampa Bay. She is deeply familiar with the Invitation to Negotiation (ITN) process and other public sector processes and requirements.

CBRE PIES Group National Experience



25
States

20+ Team Members

100+
MSF

A+ Rating from State Agencies

150+
Combined Years of
Experience

\$3B

In Revenue Generated for Public Sector Clients Through Sales & Ground Leases

25+

Public-Private Partnerships (P3s) Structured & Brokered

e. Completing projects within established schedules and budgets.

If CBRE is awarded a project by the City of Crestview, a detailed project implementation plan will be completed prior to the project kick-off date, which includes a detailed schedule of activities as well as milestones and critical path activities for any acquisition. Regular monitoring of technical quality, cost and performance of the internal and sub-consultant partners work and reports. Project leadership will meet on a regular basis to ensure that the work performed is consistent with the overall contract expectations and with the CBRE Team's expectations for quality client service. These meetings will serve as a basis for directing the effort for productivity, cost control and early identification and resolution of problems. CBRE will provide continuity, conduct objective oversight of staff performance, and maintain quality control for all scope of services.

CBRE'S BENEFIT FOR THE CITY OF CRESTVIEW

Experience and Scale

When you're represented by a firm with this substantial transaction track record, you have the benefit of our knowledge, tools, and technology that helped us get to this point. Proven playbooks, process methodologies, research capabilities, technology tools for listing, evaluating, and analyzing property, and in-house specialty practices in dozens of relevant areas for the City are all benefits of the CBRE platform developed as a result of our transaction volume.

Network

\$45.0B in property sales and **\$27.6B in leasing** in five years throughout Florida was accomplished as a result of highly active brokers in every market including Crestview. Our team is connected with major property owners, sellers, buyers and developers in the Florida Panhandle region and will leverage these connections to achieve optimal deal terms for the City.

Credibility

CBRE is the leading commercial real estate brand as measured by independent analysts. As a result, our listings attract attention and can provide comfort and a message to the market that our government clients are professionally represented on complex projects and serious in their intent to transact. This credibility sends a message to the market and leads to more interest and better outcomes for our clients.

At CBRE we've seen it all. We bring the City the widest array of expertise, a robust culture of learning and innovation, the security of knowing there is no issue in commercial real estate that we haven't addressed, and the comfort of knowing you're in good hands. 90 of the Fortune 100 use CBRE for their real estate needs, along with 100+ public sector clients including four of the nation's five most populous states. We are the ideal partner for the City of Crestview on your real estate journey.

In 2024 the CBRE Northwest Florida team were responsible for the following transactions:

**We're thankful for our incredible clients
and colleagues for an accomplished 2024!**

CBRE

88	630,000 SF	\$107M	474
Transactions Closed During the Year!	Total Space Leased or Sold!	Total Transaction Volume	Acreage Sold

CBRE Northwest Florida Panhandle Team | Advisory & Transaction Services



Tom Watson
Senior Vice President



Elizabeth Forsythe
Vice President



Sam Herrera
Associate



Crystal Collins
Client Services Team Lead



4. Key Individuals and Qualifications

Identify and include qualifications of specific individuals to be assigned to the project including the individual(s) who would be assigned overall responsibility for performing the services.

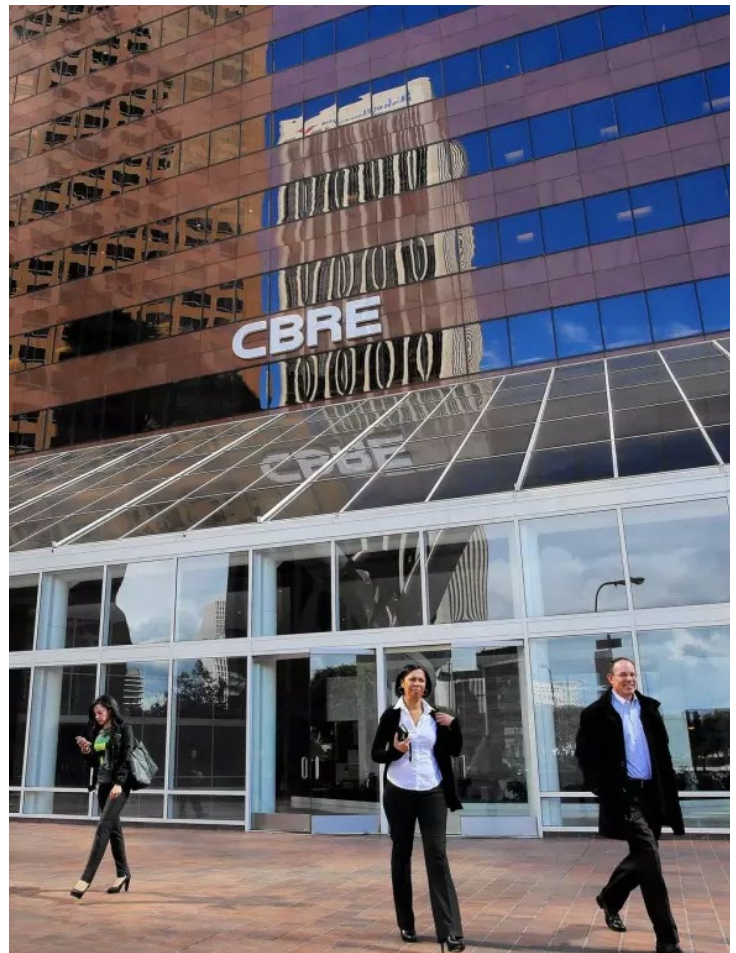
- a. Include project team resumes. Indicate the Project Team by name and title and specify which services the individuals will provide to the City. Resumes should focus on projects or work performed that is similar in scope to this type of work.
- b. Provide a project team organizational chart indicating the primary role and responsibility of each team member.
- c. The proposal should clearly associate specific staff with tasks, estimate the percentage of time they will be available to the project and their qualifications.
- d. Submit short experience statements for each identified individual, including prime personnel, and their key qualification and experience which makes them suited for their proposed assignment on the project. Full resumes can be included as an appendix to the proposal. Every effort should be made to ensure that staff resources identified in the proposal would be available for the project in the event an agreement is awarded to your firm.

CBRE has assembled a talented, collaborative, proactive service delivery team that will partner with the City of Crestview to provide a better informed understanding of drivers and factors impacting the real estate choices you make. We will be focused on outcomes and results that matter to you by providing local representatives that understand the nuances of the market along with state-wide resources, public sector experts, and a global platform of information, technological tools and best practices of the global industry leader.

Mike McShea & Tommie Reilly will lead the team in Executive Oversight roles. Tommie oversees the Jacksonville/Northwest Florida markets and brokerage service lines while Mike leads CBRE's national public sector practice. Tommie will ensure the right specialty practice areas are available to the City while Mike will ensure the City has access to best practices realized by other Cities, Counties and States with similar challenges and opportunities.

Tom Watson is the local Market Lead and has been active in the City of Crestview, Okaloosa County and the Panhandle region for over 30 years. His experience ranges across a wide variety of property types and uses and is based out of CBRE's Miramar Beach office. Tom is supported by Elizabeth Forsythe, Vice President and Samantha Herrera, Associate. Lee Ann Korst's role on the team is to bring an in-depth understanding of public sector challenges. As the former Director of Real Estate for the State of Florida, Lee Ann understands Florida public records law, the need for transparency and the specific requirements of public procurement. Importantly, these team members have worked together on previous projects and aren't "learning on the job."

For Property Management assignments we have engaged CBRE's North Florida Director of Property Management, Marc Scaffe, who will be responsible for the oversight of our property management teams and will assign the right managers and supporting roles as required for the City's industrial, office or retail properties. Additionally, if required by the City, CBRE can engage NAI Pensacola Property Management, a subcontractor we have worked with in the market.



Project Team Org Chart

Combining local, regional, and national experts in all facets of commercial real estate and property management, the CBRE team provides a one-stop shop for world-class advice and analysis.



Account Manager



Lee Ann Korst
Southeast Regional Manager
Public Institutions & Education Solutions (PIES)

Brokerage & Transaction Team



Tom Watson
Senior Vice President
Advisory & Transaction Services



Elizabeth Forsythe
Vice President
Advisory & Transaction Services



Samantha Herrera
Associate
Advisory & Transaction Services

Property Management Team



Marc Scaffa
Director
CBRE Property Management
North Florida



Cameron Cauley
President
NAI Pensacola Property Management
Subcontractor

Executive Oversight



Tommie Reilly
Managing Director
Jacksonville/Panhandle



Michael McShea
National Lead
Public Institutions & Education Solutions

Technical Specialists

Contractor Administrator



Tess Fleming
Public Institutions &
Education Solutions

Client Services



Crystal Collins
Client Services
Team Lead

Financial Consulting



Ross Huber
Director

Market Research



Marc Miller
Director

Property Marketing



Sara Restrepo
Senior Marketing
Specialist

PR & Communications



Justin Luera
Director

Location Intelligence



David Gervais
GIS Solutions
Consultant

Project Management



Matt Kiziah
Director

Key team member resumes are included in the Appendix.

Key Team Member Roles & Responsibilities

LEE ANN KORST

PUBLIC SECTOR SPECIALIST

Lee Ann Korst represents CBRE's Public Institutions Group. She will ensure every step of the development process is evaluated from a public sector perspective. She currently manages contracts for the States of Florida, Tennessee and South Carolina, and Cities of Miami, Hollywood and Pompano Beach, to name a few.

Lee Ann has managed the State of Florida account since 2011 by providing strategic advisory services, and led the CBRE team responsible for publishing the State's Real Estate Optimization Plan that identified between \$70-100M in annual savings. Most recently, Lee Ann managed the disposition of a variety of State-owned property, achieving 30.4% above the minimum bid price for the properties. Lee Ann has also co-led several Public-Private Partnerships, including high profile marina redevelopments, build-to-suit City administrative headquarters and re-negotiating long term ground leases for development purposes.

TOM WATSON

BROKERAGE SERVICES

Tom Watson represents investors, landlords, occupiers, and land owners in both the sale and leasing of commercial real estate properties across the Northwest Florida market, spanning from Tallahassee to Pensacola. He has 30 years of commercial real estate experience in the Southeastern US, and has been a knowledgeable and trusted advisor to Florida's Panhandle since 2001. Mr. Watson's expertise in a variety of commercial real estate product types, including retail, office, industrial, land and other specialty practice areas provides a broad perspective on economic and market trends, providing tremendous value to his clients in support of their critical decision-making. Over the course of his career, he has been involved in over 2 million square feet of lease and sales transactions and many thousands of acres of land development.

ELIZABETH FORSYTHE

BROKERAGE SERVICES

Elizabeth Forsythe represents investors, landlords and occupiers in both the sale and leasing of commercial real estate properties across the Northwest Florida market, spanning from Tallahassee to Pensacola. With over two decades of experience, Ms. Forsythe is uniquely qualified to serve her clients, regardless of the property type. Elizabeth and her team average over \$100M in transaction volume per year, and has transacted more than 1.4 million square feet of leasing and sales in just the last two years alone.

SAMANTHA HERRERA

BROKERAGE SERVICES

Samantha Herrera represents investors, landlords and occupiers in both the sale and leasing of commercial real estate properties across the Northwest Florida market, spanning from Tallahassee to Pensacola. To date, her team has been involved in more than 1 million square feet of leasing and sales and totaling over \$100M in transaction volume per year. Bilingual in English and Spanish, Ms. Herrera uses her resources within CBRE to translate and work with Spanish-speaking landlords and tenants in the market.

MICHAEL B. MCSHEA

PUBLIC SECTOR LEADER

Michael B. McShea is a co-leader of CBRE's state and local government practice. Michael provides strategic planning, development advisory, brokerage and other associated real estate services to government entities nationwide. Mr. McShea manages some of the nation's most significant state and local government projects and portfolios. He has provided development advisory services for the cities of Indianapolis, IN, Mobile, AL, Ann Arbor, MI and Miami, FL on economic development initiatives and public-private partnerships. Mr. McShea has developed strategic plans for various government entities including, most recently, the states of Florida, South Carolina, Oakland, California and Mobile, Alabama.

Key Team Member Roles & Responsibilities Cont'd

MARC SCAFFE CBRE PROPERTY MANAGEMENT

Marc Scaffe currently serves as a Director of Property Management for the Tampa, Jacksonville and Panhandle markets. Marc has over thirty years of experience in commercial real estate acquisition, development, finance, accounting, receiverships, third-party property management and leasing, brokerage and the disposition of assets.

Mr. Scaffe has successfully developed/managed over twenty million square feet of retail shopping centers, Class A office buildings, industrial buildings, multi-family, drug store and single tenant facilities for numerous national commercial real estate firms. He has served as the Court Appointed Receiver for more than 1.5/MSF of commercial property. Mr. Scaffe has successfully staffed, trained and managed numerous property management, leasing, accounting, finance and administrative operations for national and regional commercial real estate firms.

CAMERON CAULEY NAI PENSACOLA PROPERTY MANAGEMENT *Subcontractor*

Cameron Cauley is the President of the Property Management division of NAI Pensacola. Under Mr. Cauley's leadership and direction, the company manages over 1 million square feet of office, industrial, and multi-tenant retail space. Cameron is committed to providing a pleasant leasing experience, ensuring tenant satisfaction and retention. He applies an advanced skill set to the administration, oversight and leasing, adding value to all managed property in any asset class, resulting in a maximum return for owners upon the sale of their property.

Support Team Roles & Responsibilities

TESS FLEMING CONTRACT ADMINISTRATOR

Responsible for creating client proposals, board, public hearing and CRA reporting presentations, and also manages the sales process for disposition of property.

MARC MILLER FLORIDA RESEARCH

Marc Miller will engage research analysts to provide analyses, market trends, reports, and competitive set tracking. Gateway to providing CBRE national research and sector-specific market activity.

CRYSTAL COLLINS CLIENT SERVICES

Marketing support for property deliverables, reporting, tour packages & schedules and liaison to internal support teams.

ROSS HUBER FINANCIAL CONSULTING

Aids in evaluating bids and developer financial viability and will advise on the financial implications of any potential development and real estate transaction.

DAVID GERVAIS LOCATION INTELLIGENCE

Utilizes CBRE's location intelligence (Dimension) to analyze your trade area, site traffic, demographic trends and tell the data story to potential developers.

SARA RESTREPO PROPERTY MARKETING

Full marketing collateral support to include Offering Memorandums, brochures, e-blasts, website, marketing campaigns and special event support.

JUSTIN LUERA COMMUNICATIONS/SOCIAL MEDIA

Press releases, social media, industry event promotions, advertising and media relations that will promote your project and engage the community.

MATT KIZIAH PROJECT MANAGEMENT

Construction management, and project management advisory to assist in evaluating developer bids and plans as well as potential tenant improvements, build-outs & capital projects.

5. Litigation

Provide a summary of any litigation, claim(s), or contract dispute(s) which have been finalized and/or decided by a court of law, which were filed by or against the firm in the past five (5) years. The summary should state the nature of the project, litigation, claim, or contract dispute, a brief description of the case, the outcome, and the monetary amounts involved. The disclosure can be limited to:

- a. Cases, which are related to contractual services provided in the regular course of business.
- b. The regional/district office that will be supporting this contract.
- c. Sanctions: List any regulatory or license agency sanctions.
- d. Lost Accounts: Provide a complete list of all accounts lost due to early dissolution or non-renewal. Include contact names and telephone number, length of service at each account, and reason for the loss. This list can be limited to the regional/district office, which will be supporting this contract, and may be limited to the past five (5) years.
- e. Canceled Accounts: Provide a complete list of all accounts canceled/terminated by the Proposer prior to the expiration date. Include contact name and telephone number, length of service provided, and reason the firm chose to cancel the contract. This list can be limited to the regional/district office that will be supporting this contract and may be limited to the past five (5) years.
- f. Contract Denial: Indicate if your firm has been denied a contract award on which you submitted the best proposal. If so, explain in detail.

As a global firm with more than 130,000 employees, from time to time CBRE is involved in litigation incidental to its business. As a public company, any material litigation is disclosed in our SEC filings. In the company's opinion, no litigation to which CBRE is currently a party, if decided adverse to the company, is likely to have a materially adverse effect on CBRE's ability to perform for the City of Crestview.

Sanctions: There are no sanctions against CBRE or member of the CBRE Team assigned to the City of Crestview by any regulatory or licensing agency

Lost Accounts: From time to time clients will opt not to renew, based on market conditions or strategic changes in direction. We do not track these events in a centralized way but are proud to have earned a renewal rate over 95% for large corporate integrated accounts.

Canceled Accounts: We have never had a public sector contract terminated for cause.

Contract Denial: N/A

6. Financial Plan

Demonstrate your firm's financial soundness and history of meeting financial obligations.

1. Financial Stability. Each respondent is required to submit documentation to demonstrate that their business is fiscally and operationally sound, with sufficient human and financial resources necessary to: (1) fulfill the implicit and explicit contractual obligations identified in this solicitation and (2) provide the level of services required by the specifications that result from the solicitation process. The following documentation is required to be submitted with your response to this solicitation, or your response will be disqualified.

Respondents are required to submit the following checked items (if both 1 and 2 are checked then Respondent may submit either 1 or 2):

☒ 3. No Financial Documentation Required.

B. Pending Litigation Disclosure. Each respondent is required to provide disclosure of any current or pending litigation on the Respondent's letterhead. Respondent shall disclose any material changes in the business operations of the Respondent, including without limitation any pending bankruptcy proceedings, bankruptcies, receiverships, mergers, acquisitions, stock acquisitions or spin-offs which have occurred within the last three (3) years and any material pending or threatened litigation. If appropriate, discuss the impact of these changes on the Respondent's financial or managerial ability to perform the noted tasks under this Contract.

There are no material changes in the business operations of CBRE, including without limitation any pending bankruptcy proceedings, bankruptcies, receiverships, mergers, acquisitions, stock acquisitions or spin-offs which have occurred within the last three (3) years and any material pending or threatened litigation that will impact CBRE's financial or managerial ability to perform the noted tasks under this Contract.

FINANCIAL STRENGTH & EXECUTION CAPABILITY

CBRE's strong financial stability is paramount to our ability to invest in platform resources, technology, training, and leadership to support the City of Crestview throughout our partnership. Macroeconomic fundamentals remains supportive of solid growth for our business in 2025 Moody's: Baa1 Stable Outlook.

CBRE Financial & Debt Ratings

Standard & Poor's (S&P): BBB+ Stable Outlook.

Dun & Bradstreet Rating: 5A2

DUNS #: 61-760-8104

Latest Debt Ratings can be found on [CBRE's Investor Relations page](#)

CBRE Group, Inc. (NYSE:CBRE) has reported financial results for the fourth quarter and year ended December 31, 2024.

Key Highlights:

- Q4 GAAP EPS of \$1.58; Core EPS of \$2.32 and 2024 GAAP EPS of \$3.14; Core EPS of \$5.10
- Revenue up 16% for Q4 and 12% for 2024; net revenue up 18% for Q4 and 14% for 2024
- Resilient Business (1) net revenue increased 16% for Q4 and 14% for 2024
- \$1.7 billion net cash flow from operations and \$1.5 billion free cash flow for all of 2024
- Repurchased more than \$800 million worth of shares since the end of third-quarter 2024
- Expect to achieve 2025 Core EPS of \$5.80 to \$6.10 - reflecting mid-teens growth at the midpoint

B

CBRE



Similar Projects, Past Performance

- a. Client References. Provide a list of three former clients and representative services in size and scope undertaken in the last three (3) years, demonstrating experience relevant to this RFP.
- b. Provide each reference's contact person's name, title, address, phone number and email address.
- c. In addition, provide the dates of engagement of services, information, cost of services and total annual contract, description of services, and member(s) of the team including any sub-consultants that performed the services.
- d. Unless otherwise stated herein to submit references in a different manner, please complete and submit Reference Form (Attachment 9) with your proposal response.
- e. Describe any significant or unique awards received or accomplishments made in previous, similar projects.

NOTE: Please do not include projects completed or currently underway with the City of Crestview.

ATTACHMENT #9 - REFERENCES

The Proposer shall complete and submit this Reference Form as a part of their response. The contact person provided shall be a person who has personal knowledge of the Proposer's performance for the specific requirements listed and is aware the City may be contacting them.

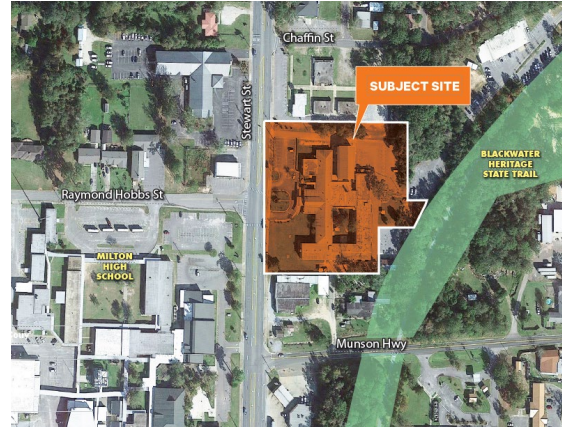
Reference 1:	
Project Name: The State of Florida	
Type of Project/Service: Portfolio Strategy, Consulting, Brokerage Services	
Address: 4050 Esplanade Way, Suite 315, Tallahassee, FL 32399-0950	
Contracting Agency/Client: State of Florida	
Contact Name and Phone #: Brian Fienemann T: 850-487-9921 (O) 850-766-4647 (M)	
Contact Email Address and Fax #: brian.fienemann@dms.fl.gov N/A	
Contract Amount: Variable, paid by 3rd party brokerage commissions	Date Work Performed: 2008-Present
Reference 2:	
Project Name: City of Pompano Beach, Florida	
Type of Project/Service: Development Advisory, P3 Structuring, Marketing, Negotiations	
Address: 501 Dr. Martin Luther King Jr. Blvd, Suite 1, Pompano Beach, FL 33060	
Contracting Agency/Client: City of Pompano Beach	
Contact Name and Phone #: Nguyen Tran T: 954-545-7769	
Contact Email Address and Fax #: nguyen.tran@copbfl.com N/A	
Contract Amount: Variable, paid by 3rd party brokerage commissions	Date Work Performed: 2022-Present
Reference 3:	
Project Name: City of Hollywood, Florida	
Type of Project/Service: Portfolio Strategy, Consulting, Brokerage Services	
Address: 2600 Hollywood Blvd, Suite 422, P.O. Box 229045, Hollywood, FL 33022-9045	
Contracting Agency/Client: City of Hollywood	
Contact Name and Phone #: Raelin Storey T: 954-921-3098	
Contact Email Address and Fax #: rstorey@hollywoodfl.org N/A	
Contract Amount: Variable, paid by 3rd party brokerage commissions	Date Work Performed: 2019-Present

Sample Dispositions for Public Sector Clients



Panama City, FL

Former group residential/rehabilitation center on ± 3.25 acres on Lisenby Avenue, sold for State of Florida



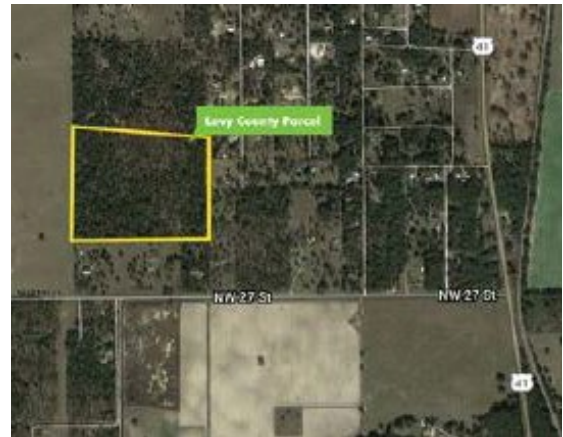
Milton, FL

Former group home facility on ± 3.72 acres in Milton, sold for State of Florida.



Pensacola, FL

Three story, 39,312 \pm SF professional medical facility on 2.72 \pm acres, sold for State of Florida



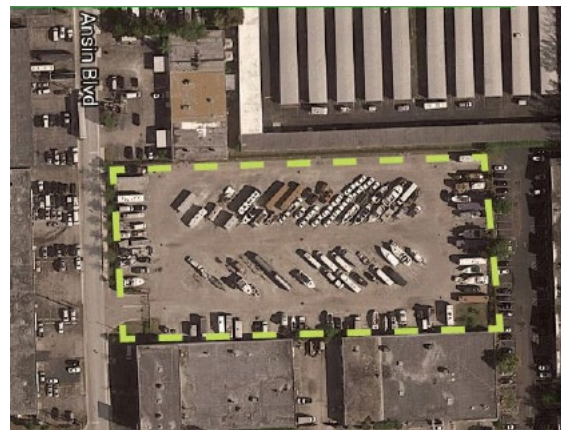
Levy County, FL

Sale of 39 acres on behalf of the State of Florida



City of Miami, FL

Ground lease of urban land for mixed use redevelopment



City of Hallandale Beach, FL

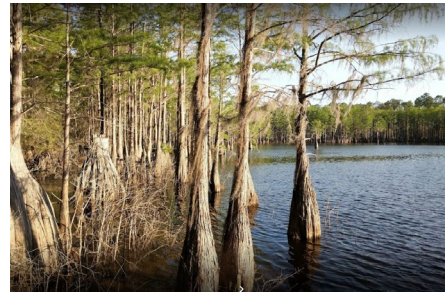
Disposition of sites for development

Sample Acquisitions for Public Sector Clients



Florida Highway Patrol

Acquisition of office building for Troop D Headquarters



Ebro, Florida

Purchase/sale of 630-acres in Washington County for the Pine Log State Forest expansion



City of Fort Myers, Florida

Acquisition of former newspaper printing site for conversion into police department headquarters



City of Miami, Florida

Acquisition of new headquarters facility and redevelopment of vacated site



City of Oxnard, California

Acquisition of 80-key hotel for conversion to affordable housing



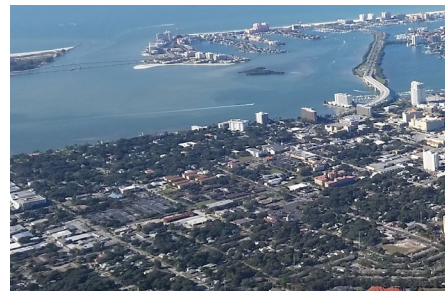
Adams County, Colorado

Acquisition of 14 acres of vacant land for future parks, recreation, and open space uses.



Ramsey County, Minnesota

Acquisition of new site for use as environmental service center and hazardous waste recycling



Pinellas County, Florida

Purchase of property for development of future County headquarters

Case Studies

Bay County, FL

Land disposition services

CHALLENGE

CBRE was engaged by Bay County, FL following a competitive procurement. The County was seeking expert commercial real estate advice and representation related specifically to two parcels it was seeking to sell. The parcels include ±138 acres of raw land, and the former Juvenile Justice Courthouse centrally located in Panama City.

SOLUTION

CBRE provided an assessment of each property's strengths and weaknesses, and a customized marketing strategy that took into account in-demand use types in the region, a likely pool of buyers, and the individual property's characteristics. The team developed custom marketing materials for each property and launched a global campaign to generate interest and competition for the assets.



RESULTS

The County is currently under contract on the land parcel with closing anticipated for later in 2025. The price is highly competitive and the future buyer intends to develop residential housing on the site. We have continued to bring interested parties to the Courthouse property, most recently a FL agency with an occupier requirement.

City of Pompano Beach, FL

Development Advisory, P3 Structuring, Marketing, Negotiation

CHALLENGE

The City of Pompano Beach, FL, and its Community Redevelopment Agency (CRA) have embarked on an ambitious plan to establish a more robust downtown area to stimulate economic development, enhance the area's competitiveness, and create a sense of place and identity for the City. The City and CRA have strategically designed a land assemblage of over 121 parcels totaling ± 75 acres, invested in drainage and site infrastructure, and are working on modifications to the traffic patterns in the area to improve safety and pedestrian access. The City and CRA sought CBRE's support in engaging appropriate development partners to deliver effective mixed uses on the properties, including a new City Hall facility, transit-oriented development, and retail and multifamily services.

SOLUTION

CBRE has worked consultatively with the City and CRA to capture citizen feedback and desires for growth in the area, preparing a comprehensive developer solicitation and incorporating the significant amount of pre-development work the City has already completed. CBRE launched a global marketing campaign encompassing all 75 acres with highly customized marketing materials, including an Invitation to Negotiate, a property website, drone video, and media outreach.



RESULTS

The offering received significant market interest, and CBRE was proud to deliver multiple competitive offers for the City's consideration. CBRE has been the City's full partner in the proposal evaluation and review process, providing detailed financial, construction, and feasibility analyses to support the City's evaluation team. In October 2023, CBRE presented a side-by-side comparison of the developer proposals and was proud to achieve a 5-1 approval vote from City Commission to move forward with negotiations with the highest ranked offeror. The final project has a value of \$1.9B and will entirely remake the City's downtown.

[Click here to view a video of the proposed redevelopment](#)

Case Studies

JEA, Jacksonville, FL

Purchase of Build to Suit Headquarters

CHALLENGE

The Jacksonville Electrical Authority (JEA) struggled with deferred maintenance and modernization at its existing headquarters. An external study determined that JEA would need to spend \$98 million on capital expenditures to maintain the campus over the next 20 years and has spent over \$8 million on repairs alone in the last ten years. The building did not meet JEA's operational needs and represented a risk to JEA's continuity of operations.

SOLUTION

CBRE was engaged to advise and represent JEA in the planning and executing of a new headquarters building acquisition. CBRE's global marketing process enabled JEA to receive six proposals, narrowed to three in the shortlist process. Nationally recognized developers participated in proposing a range of options ranging from integration with existing NFL-centered development, an existing City-owned site, and a developer-owned site adjacent to a hotel. The proposals represent an opportunity for the new headquarters to help JEA realize its mission of providing the best service by becoming the center of its customers' energy and water experience.

RESULTS

On April 3, 2019, JEA announced its selection of Ryan Companies as its preferred developer, citing extremely high-quality proposals and developer responsiveness. Ryan proposed building the new headquarters on a City-owned parcel on Adams Street, which is purchased from the City, and then leasing the new headquarters to JEA. The proposed development would combine the customer service center and the corporate offices into a 207,810-square-foot tower, with an attached 850-space parking garage. The total rentable square footage comprises 195,426 square feet, and the project would cost \$72 M. The Board unanimously approved the award, and Ryan began its preparations. In May of 2020, the Interim CEO requested that Ryan consider a smaller building: six floors and 152,000 square feet, to reduce JEA's costs and account for a separate initiative to move 220 employees to a "hardened," weather-proof 40,000 SF facility. The CBRE team evaluated the cost impact to JEA and determined that the updated design will reduce construction costs by \$10 million to \$14 million. Further, a reduced footprint would save JEA \$19 million to \$35 million in operational costs from its existing 360,000-square-foot, 19-story tower, and campus. The Board approved this approach, and construction began in 2020. CBRE was engaged to provide owner's representation services and managed the successful delivery of the building in early 2023.



C

CBRE



Project Approach/ Work Plan

- a. Work Plan/Technical Approach/Project Management. Outline your project management approach including how you will address competing timelines and inter-project dependencies. Submit a work plan for each task for carrying out the scope of services described in this RFP, including strategy, tools, techniques, critical path items, and decision points which reflect an understanding of the City's requirements. Assumptions, desired outcomes, and deliverables must be included as part of your firm's approach to each major task area.
- b. Schedule: Describe the task and overall project schedule; highlighting any critical path items and essential input or staff requirements. Provide a project implementation schedule for proposed services including any management and planning strategies.
- c. Confirm the adequacy of resources, including personnel, availability of personnel, labor, equipment and supply resources, and other requirements to provide the requested services.
- d. Provide a clear statement of the specific services and tasks to be performed. Include information concerning each task and staff committed to accomplish each task.
- e. Explain any proposed innovative concepts that may enhance the value and quality of the services to be performed.
- f. Validate the current and projected workload of Firm.

Responses to **a. through f.** have been combined and our approach broken down by service type—Disposition, Acquisition, Leasing (Landlord & Occupier Representation) and Property Management. These include capabilities and tasks, scheduling and timelines, resources, innovative tools and technology and staffing to carry out the services required by the City as set forth in the following Scope of Services. CBRE provides the combined resources of our market-leading brokerage professionals and the national perspective; the insights of our Public Institutions & Education Solutions team, uniquely focused on the real estate needs of states, counties, municipalities, and educational institutions; and the robust and scalable platform of our Property Management service line.

Services	Outlined on page(s):
Provide property management services of all leased real property assigned by the City.	38, 39
Obtain executed purchase agreements in accordance with the form and content as directed by the City.	31-33
Advise the City, and its staff in matters regarding the purchase, offers, claims, counteroffers, discussions, and issues pertaining to the purchase/sale/lease of the assigned property(ies).	31-33
Attend closings schedules on purchases/sales by the City, at the request of the City.	31, 33
Attend meetings and/or public hearings with City staff, their agents, City officials, property owners, and other parties involved in the project at either the request of the City or as part of the Contractor's work effort.	E2 (Additional Information)
Assist the City with efforts of obtaining plans, right-of-way maps, title searches, title commitments, owner's title policies, appraisals, acquisition and/or eminent domain use in a project.	28, 33
Provide other real property services requested by the City to plan, implement, negotiate, purchase, sell, lease and acquire the property assigned by the City.	27-39

Approach to Dispositions

Services & Tasks

In the event the City would like to sell property for any reason, CBRE offers the industry's broadest regional, national, and international platform for the analysis and marketing of disposition opportunities. We will develop a custom strategy for any project but only after carefully reviewing all previous work, investing time to understand stakeholder needs, considering changes in the overall commercial real estate market in the region, completing financial analysis tasks, and considering the impact of Board approvals and other unique public-sector elements.

Following the development of a marketing plan/strategy for each parcel, CBRE will develop and distribute dynamic marketing material to potential buyers, investors, and developers. Following the execution of a signed listing agreement, CBRE will prepare professionally developed and designed marketing materials to set the stage for the offering.

Our marketing approach is to not only "sell" the site, but the community, the suburban lifestyle, and culture of the Panhandle region itself. We consider factors such as:

- The local political and social aspects that the sites provide to the community, if any
- Timing considerations for the City and its stakeholders
- What are the likely reuses of the site?
- What would the current demand for your site be and from what sector?
- Which buyers are qualified?

Maximizing Value – CBRE realizes the highest price is not necessarily the only consideration for the City. Our process incorporates the future plans of the City, and the best outcome takes into consideration, timing, price, structure, community benefits and flexibility

EVALUATE & IDENTIFY

- Visual Structure Assessment
- Environmental Conditions
- Due Diligence Documentation

ASSESS & QUANTIFY

- Property value
- Benefits & trade-offs for disposition scenarios
- Return on investment
- Highest and best use of existing site

RECOMMEND & EXECUTE

- Sale Scenarios
- Buyer Selection

Understand Market Position and Disposition Options

CBRE will perform market analyses based on different likely uses and provide insights on the market conditions for each type of potential use, with comparable transactions providing insights on potential values that may be expected, market velocity, and major players. Understanding the current and future market for various use types is a critical element in project planning. Backed by the industry's leading research platform, CBRE provides timely, relevant, office, retail and multifamily data and knowledge in every market on a scale that can't be matched by any other competitor. The presentation of information is at least as important as the information itself. At CBRE we are adept at preparing dynamic and clear presentations in plain language to explain current market trends, comparable properties and opportunities for the City.

STAFF



Tom Watson
Senior Vice President



Elizabeth Forsythe
Vice President



Sam Herrera
Associate



Lee Ann Korst
Southeast Regional
Manager | PIES

Analyze the Property

Determining the highest and best use of any potential development or disposition site is an important first step to understanding its value and corresponding marketing approach. CBRE will study the property and provide a consulting report on its strengths, challenges, opportunities, and threats (SCOT). The report may take the form of a Broker Opinion of Value (BOV) to understand the highest and best use of the property and its potential value. A BOV typically includes a description of the property, its strengths, weaknesses, and opportunities, area/neighborhood analysis, comparable recent sales, and a financial summary indicating a value range. Although a BOV is not an appraisal, it is an important tool to understanding the potential value at a site as per any developer or buyer's planned use and potential other uses. The BOV process will lead to the City having the most informed perspective as you address the market.

Assist the City With Efforts of Obtaining Due Diligence Material

It is often prudent for the seller to perform and obtain the primary due diligence reports itself to shorten the due diligence period required by a Buyer and, in turn, save time/money in ongoing operating expenses. Further, self-performing the due diligence enables the City to rely on information provided by its own professionals rather than rely upon the conclusions of an adverse party. We recommend that sellers obtain the following reports and can support the City during this process with vendor recommendations and coordination. This information will be incorporated into the marketing materials and site due diligence vault to provide a clear picture to potential investors, prevent re-trades, and solicit realistic and competitive offers.

- | | | |
|-------------------------------------|---|--|
| – Survey | – Title Policy | these services in-house or facilitate engagement of a third party, if desired) |
| – Topography | – As-built floor plans of each building | |
| – Site Plan with Existing buildings | – Right-of-way maps | – Operating expenses vacant and occupied |
| – Any prior Geotechnical Reports | – Appraisals (CBRE can provide | |

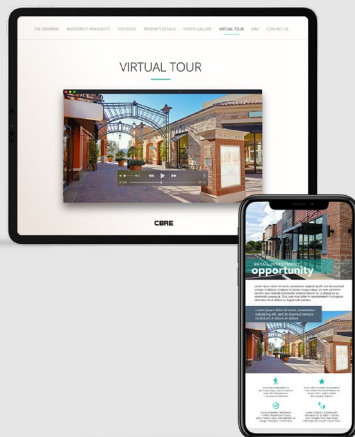
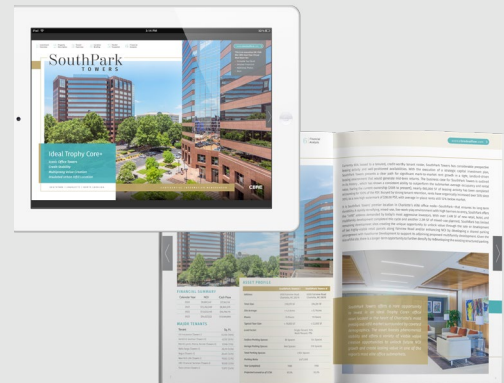
Market the Property

When you partner with CBRE, you unlock the industry's leading marketing platform. Our team will deliver a tailored marketing strategy specific to your goals, develop a highly polished collection of materials and apply tactics and technologies that will communicate the unique value and opportunity at the property.

Our integrated suite of virtual marketing solutions delivers maximum results.

Offering Documents: Digital-First Experience

- A concise, graphical, data and story-driven marketing package
- Captures the attention of decision makers by driving them to focus on high-level information of the investment
- Enhances speed-to-market and increases efficiencies in the marketing process
- Supporting documents such as reports, required County documents, and deep-dive market information available in Deal Flow virtual deal room



Web Presence

- An engaging, full-featured, mobile-friendly executive summary presentation made available on the Deal Flow platform
- Potential investors can interact with a virtual tour, review investment highlights, access and sign a registration agreement, and more

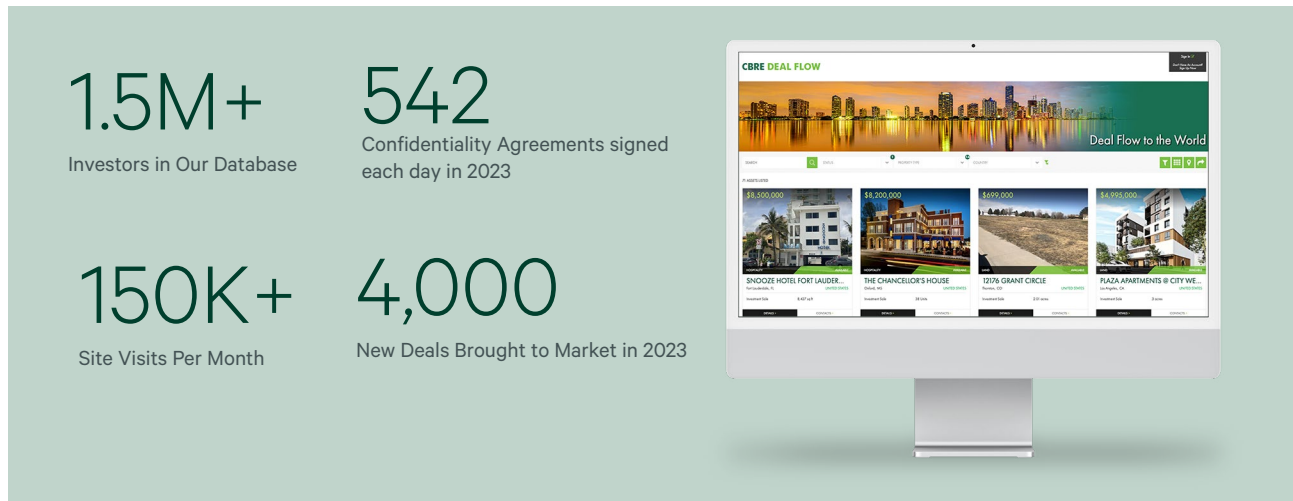
Launch Email

- Targets active, qualified buyers
- Includes standard touch points and virtual marketing materials
- Distributed through the Deal Flow platform

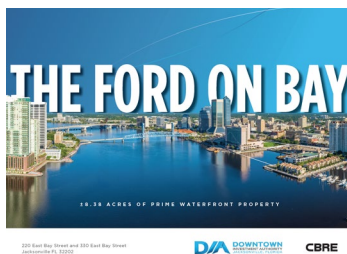
CBRE Deal Flow

CBRE Deal Flow connects investors to the largest, most diverse for-sale inventory, and we put this data to work to anticipate trends and drive our industry-leading sales volume. Deal Flow brings together a highly targeted audience of pre-qualified buyers and matches them with global inventory to accelerate performance and deal velocity.

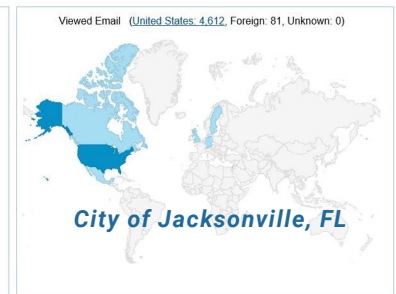
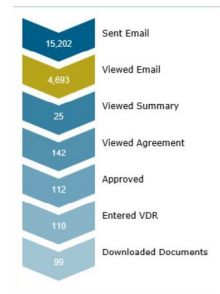
With Deal Flow we can securely store due diligence materials, track market interest, send emails to interested parties, and update documentation with the click of a button.



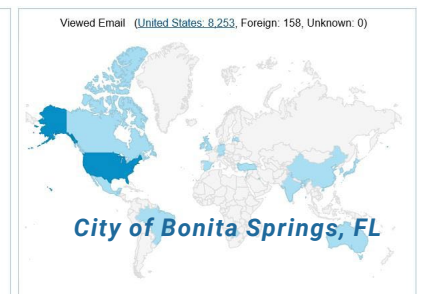
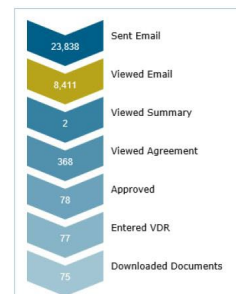
Sample Marketing Campaigns for Similar Clients



- Customized branding strategy
- Custom offering memorandum, brochure, flyers, website
- International interest
- Waterfront property



- Customized branding strategy
- Custom website
- Custom offering memorandum, brochure, flyers
- International interest
- Multiple offers
- Waterfront Property



Sample Videography for Similar Clients

Global Exposure, Local Relationships

Our market strategy will combine CBRE's local market relationships with its global network of investors and developers. In CBRE's experience, the successful purchaser will most likely come from the target list of regional developers and users who best fit the development opportunity. That said, in order to achieve maximum pricing, CBRE will use its global marketing platform to create as much competitive bidding as possible.

In terms of market engagement, CBRE recommends not establishing an asking price on assets and would advise a competitive process in which all prospects are given adequate information and a fair opportunity to prepare and present their best offers. CBRE's in house practice groups for Office, Industrial, Housing, Retail, and other uses will be mobilized as needed to facilitate increased competition.

CBRE migrates more global capital around the world and into the U.S. than any other firm.

2023 Highlights

#1

Globally in total properties sold
& total dollar volume for the 11th
consecutive year

23.7%

Global market share

\$64.8B

Global cross-border
investment sales activity

52.2%

More than our closest
competitor

\$177.0B

Global cross-border
investment sales activity
since 2019

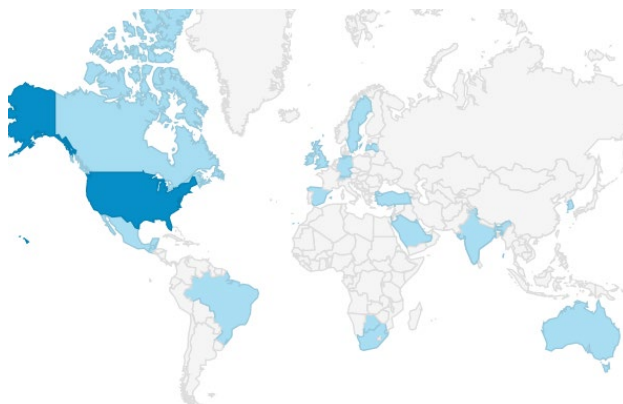
CITY OF HOLLYWOOD

185 Interested Foreign Parties



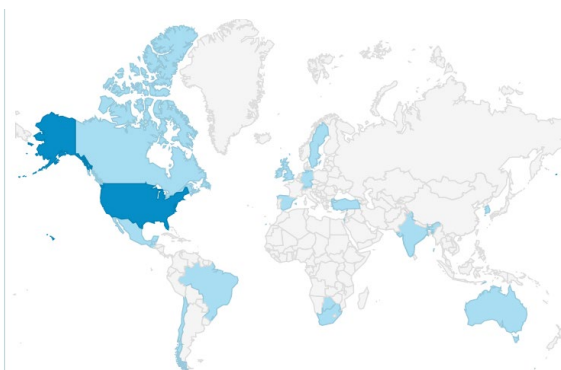
CITY OF MIAMI GARDENS

168 Interested Foreign Parties



DOWNTOWN INVESTMENT AUTHORITY, JACKSONVILLE

167 Interested Foreign Parties



Proposal Evaluation, Selection, Negotiation & Closing

Prior to negotiation and execution of sales contract, CBRE will advise and facilitate the City's decision making to select a purchaser. This includes presenting all offers to the City with an analysis of terms, advising the City regarding any counter offers and/or "best and final" requests, and conducting interviews with interested parties. The team will solicit draft transaction documents from selected buyers, analyze offers and counteroffers and provide like kind comparisons of buyer terms to recommend the optimal path for the City.

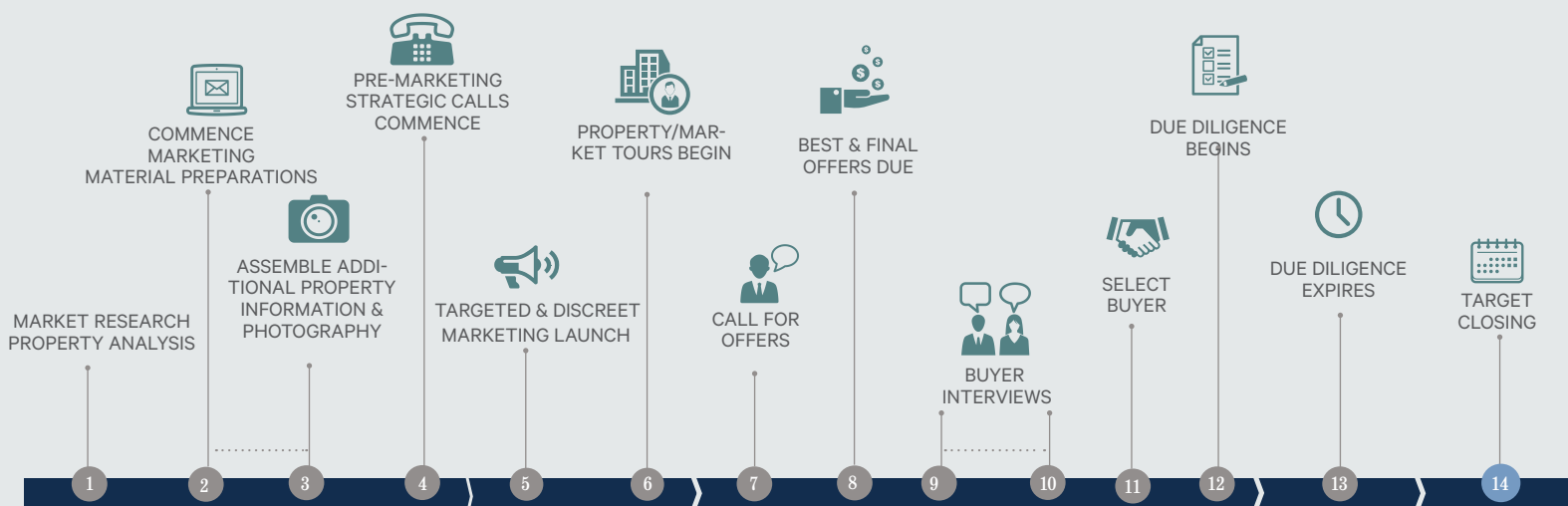
CBRE will work with the City of Crestview's selection team to review all proposals on a like-kind basis and participate in the respondent selection process. Our team will implement a fair, confidential negotiation process that includes:

- Evaluating offers with the City including financial analysis of various offers including price, terms, contingencies, and their relative merits to the City
- Sending out "best and final" letters to the top buyer prospects along with due diligence materials
- Receiving best and final bids
- Conducting buyer interviews
- Buyer selection
- Executing agreements necessary to contract sale

CBRE's negotiation with the selected buyer will be a fair and confidential process. CBRE will advise the City regarding financial and business terms (for example, study period and contingencies) to be incorporated in a contract of sale. Once the contract of sale is fully executed, CBRE's role working towards contract close is to facilitate the purchaser's reasonable due diligence requests, including review of title and survey, zoning, physical inspection and market reviews. Any issues necessary for closing are addressed promptly. CBRE will provide the closing attorney's contact information to the City and ensure all proper steps are taken to close on schedule and in accordance with the Purchase & Sale Agreements. Attending closings is a key part of this process, ensuring everything proceeds smoothly. Finally, escrow is closed, and the transition to new ownership is successfully completed. This final phase is detail heavy and relies on the strength of our platform, initial due diligence and years of experience with similar projects.

Typical Disposition Timeline

Proven Steps for a Successful Sale



Approach to Acquisitions

We identify and engage owners of on- and off-market properties by leveraging our deep network in the City of Crestview, Okaloosa County and the Panhandle, along with the entrepreneurialism of our brokers. CBRE's leadership in the City means that we have a better understanding of the market and more information about opportunities.

We are in the market every day, building relationships, scouting properties, and meeting owners, developers, and community members to ensure we have our fingers on the pulse of Crestview real estate. We have excellent relationships in the brokerage community and are known as trustworthy and effective colleagues.

Services & Tasks

- Review the City of Crestview's desired goals for the project including ultimate purpose for acquiring property, site selection criteria, and any timing priorities or constraints
- Review City of Crestview's geographical search parameters
- Prepare a comprehensive market study of available properties (on and off-market), along with an interpretation and assessment of relevant market trends
- Recommend off-market opportunities for potential acquisition
- Conduct preliminary due diligence investigation of each potential property's suitability for the proposed use
- Analyze potential site plans and their corresponding feasibility for desired uses
- Confidentially contact property owners to confirm availability and pricing expectations on potential sites
- Assist the City in determining appropriate shortlist of candidate properties by preparing presentations comparing alternatives
- Develop offer strategy based on market activity and due diligence information received
- Prepare letter of intent substantiating the offer; manage counter-offer process if any and communicate with seller in accordance with jointly developed CBRE and City strategy
- Communicate with the seller on behalf of City of Crestview to obtain and review all necessary due diligence information, manage any notice periods and critical dates to the City's advantage, obtain any necessary 3rd party reports, and prepare to execute the purchase and sale agreement
- If any items arise during due diligence that may be of concern, work with the City to review them and suggest remedies such as cures by the seller, price reductions, or other measures
- Concurrently work on behalf of the City and with its legal counsel to prepare and negotiate the final purchase and sale agreement (PSA) that will govern the final sale following the due diligence period
- Assist in developing, communicating, negotiating, and presenting offers, counteroffers, and notices that relate to the offers and counteroffers until a purchase agreement is signed and all contingencies are satisfied or waived

Identify & Qualify Properties

We will begin our engagement by meeting with the City to discuss your desired goals in the acquisition process and to understand your site selection criteria. Thoughtful strategy starts with the right questions:

Why are you looking to acquire property?

What size property are you looking for?

Are you seeking land, buildings, or both?

Do you have a budget in mind?

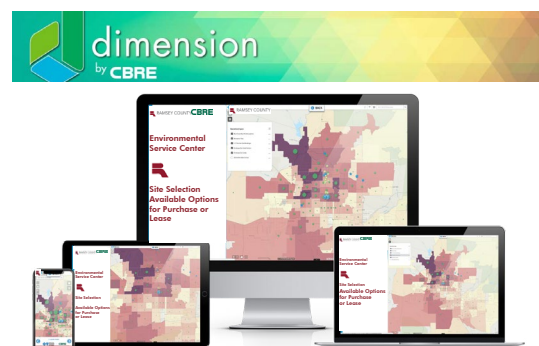
Has the County compared its lease versus buy options?

In what parts of the County are you interested in purchasing?

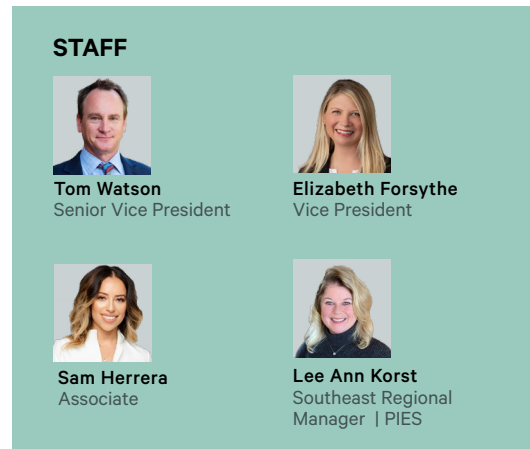
How many properties are you looking to buy?

How quickly do the transaction(s) need to be completed?

Following our discussion and complete understanding of your priorities and needs, the team will begin by preparing a comprehensive market study of available properties. CBRE will identify available sites through a combination of on and off-market sources. Using CBRE's proprietary Dimension platform, we will prepare customized maps showing the properties under consideration, the relative advantages and disadvantages to their locations, and their interactivity with their locations such as proximity to major transit corridors, population centers, power infrastructure, etc.



We harness the power of maps and demographics to visually understand a location and its impact on your strategy



We are in the market every day, building relationships, scouting properties, and meeting owners, developers, and community members to ensure we have our fingers on the pulse of Crestview, Okaloosa County and Panhandle area real estate. With this network at its fingertips, the City has a significant advantage in the market. Following our gathering of information, CBRE will present the available options to the City of Crestview team and develop a preliminary shortlist for further due diligence.

Support due diligence on relevant properties

Following the shortlisting of sites of particular interest to the City of Crestview, CBRE will conduct due diligence investigation of each potential property suitability for the City's intended use.

Below is a check list of the items that may be reviewed in preparation of purchase. These items may vary based on the nature of the asset (ie vacant land versus improved land, etc). CBRE will review them along with your primary experts (attorneys, consultants, inspectors, etc) and provide our opinion to the City on the impact to site value and negotiation strategy.

Title Report

- land
- improvements

Survey

- zoning
- utilities to the site
- land area calculation
- easements
- covenants
- conditions and restrictions

Environmental Issues

- Phase I reports
- Phase II reports

Building Specifications (if applicable)

- approximate areas and source & method of measurement
- building footprint & number of units
- exterior structure description
- foundations/framing/windows
- roofing/age
- interior finishes
- pending capital requirements
- HVAC/electrical/emergency generators/life safety

Parking

- asphalt conditions report
- total number of stalls/ handicapped stalls
- revenue from parking

Third Party Contracts / Agreements

- maintenance (elevators, roofs, HVAC etc.)

Operating Information

- tenant leases (if any)
- recent operating statements
- annual budget

Consultant Reports On Hand (if any)

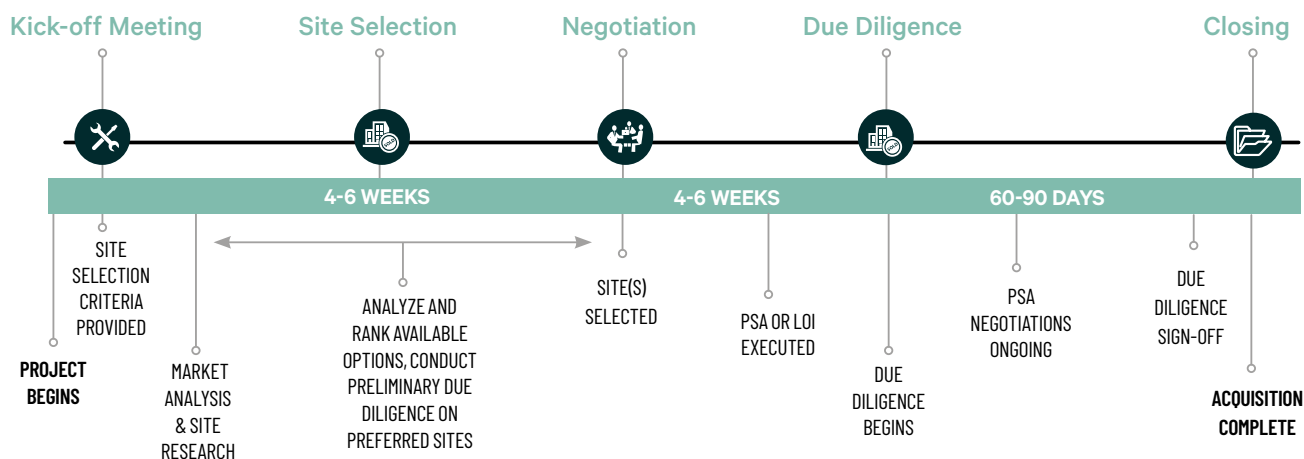
- mechanical
- electrical
- parking
- roof
- ADA

Negotiate the real estate transaction to minimize the City of Crestview's overall cost

Throughout the process we will continually seek ways to maximize your value on the acquisition and find leverage points in the negotiation. We pride ourselves on running clean and defensible negotiations and transaction strategies that withstand scrutiny and public attention. The team will solicit draft transaction documents from selected sellers, analyze offers and counteroffers and provide like kind comparisons of seller terms to recommend the optimal path for the City.

CBRE will assist the County with the purchase negotiation process by (i) recommending offer and counter-offer approaches based on market data and our knowledge of owner pain points and potential competing offers; and (ii) recommending a shortlisting process that leverages seller anxiety about potentially losing an offer and maintains the County's information advantage

Finally, CBRE will be your complete partner throughout the closing process, coordinating execution of all transaction documents, partnering with the County's project team in Board meetings, staff communication, and other stakeholder management tasks at the direction and discretion of the County on an as-needed basis. This may include in-person participation, drafting presentations or other documents/materials, and/or other tasks to support the County in closing the best deal. We anticipate the below workplan and timeline as a guide to our activities on an acquisition assignment, subject to refinement based on our consultations with the City



Approach to Leasing

City of Crestview as Landlord

Our experienced professionals are experts in developing tailored, comprehensive strategies and creating value across office, industrial, and retail asset classes. CBRE's relationships with global occupiers, including 90+ of the Fortune 100, give our professionals proprietary insight and a knowledge base distinctive in today's marketplace. CBRE maintains the **#1 global position with \$157.6B in property leasing transactions, or 66,525 total transactions, in 2024**. CBRE's fully integrated global network runs wide and deep and generates lasting value for our clients at every stage of the investment cycle.

Services & Tasks

CBRE utilizes a signature process to thoroughly examine and understand the assets of each agency assignment before developing a comprehensive marketing and leasing strategy. Based on an objective review of the project, as well as competing properties and the surrounding market, our strategy leverages our current network of relationships and applies it to the unique demands of a property. This five-step approach is outlined below:

1. DISCOVERY	2. CANVASSING	3. MARKETING	4. MEETINGS/ SHOWING	5. CLOSINGS
<ul style="list-style-type: none">– SCOT analysis– Data analytics– User profiling– Identify targeted tenants– Market identification	<ul style="list-style-type: none">– Direct user canvassing– CBRE database– CBRE network– CBRE SPOCs– Brokerage community Consultants– Equity sources	<ul style="list-style-type: none">– Advertising– Press releases– Email campaigns– Direct mailings– Marketing flyers– Website(s)– Signage– Broker events– CoStar/ LoopNet, MLS	<ul style="list-style-type: none">– Local broker calls– Local broker showings– Property/market tours– Target meetings with industry leaders, corporate end users and business development groups	<ul style="list-style-type: none">– Lease/contract negotiation– Executed transaction– Project management of planned build-out

STAFF



Tom Watson
Senior Vice President



Elizabeth Forsythe
Vice President



Sam Herrera
Associate



Lee Ann Korst
Southeast Regional
Manager | PIES

CBRE ADVANTAGES FOR THE CITY OF CRESTVIEW

- Proven methodology for attracting tenants and rapid lease-up
- Best in class technology and reporting tools to streamline coordination with your real estate staff
- Unique collaboration between markets and service lines to leverage relationships in Occupier Reps, Global Workplace Solutions, Project Management, and Location Intelligence

RESULTS:

- Reduced lease costs due to less turnover
- Fully leased portfolio performing to projections
- Healthy tenant base with rent payments offsetting tenant improvement costs
- Confident, data-based decision-making due to market insight and technology tools

Proven Methodology for Producing a Tenant

Direct Tenant Solicitation

CBRE Research maintains canvassing notes for the competitive buildings in each major market for use in identifying potential prospects and building-specific canvassing.

Tenants-in-the-Market Report

CBRE Research maintains a list of tenants with active space requirements.

Current CBRE Clients

Our unique culture of collaboration fosters communication and partnerships between markets and service lines to find opportunities for creative real estate solutions while maintaining client confidentiality.

Broker Solicitation

CBRE maintains a mailing list of thousands of real estate brokers to whom we regularly distribute marketing materials.

Media Placement

Strategic press announcements reach a wide audience at no cost. CBRE Florida's cultivates strong relationships with all media outlets and is frequently consulted and quoted for trends and industry news.

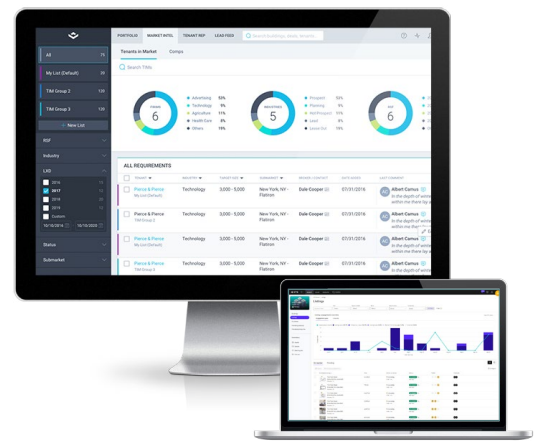
Third-party Marketing Outlets

CBRE has customized marketing tools developed with CoStar/LoopNet to market availabilities. These are visible to the public and at no cost to the client and linked through CBRE websites.

Reporting Insight

As your trusted advisors, we regularly update you through active communication and insight to the data that drives informed investment decisions. CBRE utilizes VTS, an all-in-one tracking platform where deal activity can be accessed in real-time.

Through this dashboard technology tool, proposals, tours, and day-to-day deal activity are managed and monitored and can be accessed via mobile app or website 24/7. As our client, you are fully integrated into every move regarding leasing with full visibility of our productivity and action through this technology. **CBRE is a top strategic investor in VTS, investing \$100M in 2022.**



Typical Marketing Timeline

30 Days	60 Days	90 Days/Ongoing
<ul style="list-style-type: none"> Initial team meeting and discovery with the City of Crestview Strategize and kickstart creation of property marketing collateral and multichannel approach Determine target tenants Leverage social media for awareness Explore visualization tools, including Matterport, Dimension and virtual buildouts from CBRE Plans to help market the space Install signage on site; post on 3rd party sites (CoStar/Loopnet/MLS) 	<ul style="list-style-type: none"> Complete core marketing collateral Commence targeted outreach with key prospects Email campaign to CBRE Occupier Practice Leads in Florida and nationally Broker marketing Continue social media campaign Launch advertising campaign 	<ul style="list-style-type: none"> Ongoing client communications and updates Broker networking and events Continue presentations with key targets Broker, tenant and media/PR marketing Email campaigns to CBRE Occupier Practice Leads Broker lunches to expand project

Approach to Leasing

City of Crestview as Tenant

Obtaining lease space

CBRE will work collaboratively and diligently with the City to obtain lease space to meet your operational needs. Our proposed team currently represents the State of Florida in obtaining lease space throughout the state including in Okaloosa County and is deeply familiar with both the market and the process of incorporating unique governmental requirements into a typical commercial

Services & Tasks

Our approach is grounded in careful planning and preparation to ensure that the City of Crestview's operational and financial goals are met, and that the solution is executed seamlessly and with minimal risk to the organization. CBRE can perform all services necessary and customary in representing the City in lease transactions, such as:

- Review the City's geographical search parameters
- Prepare a comprehensive market study of available properties, along with an interpretation and assessment of relevant market trends
- Analyze potential site plans and their corresponding feasibility for the City of Crestview
- Conduct due diligence investigation of each potential property's suitability for the City's requirements
- Assist in determining appropriate shortlist of candidate properties
- Prepare and negotiate property purchase or lease agreements
- Analyze term sheets received – both financial and non-financial proposed terms, as well as build-out cost and time frame implications
- Prepare presentations comparing alternatives for the City
- Assist in selecting a primary and fallback locations
- Solicit draft transaction documents from selected sellers and/or landlords
- Assist the City and legal counsel with purchase and/or lease negotiation process
- Coordinate execution of all transaction documents

STAFF



Tom Watson
Senior Vice President



Elizabeth Forsythe
Vice President

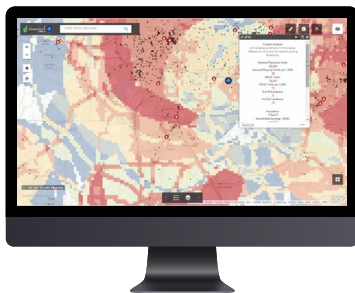


Sam Herrera
Associate



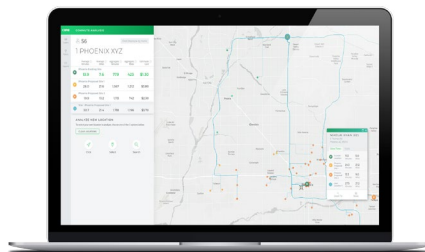
Lee Ann Korst
Southeast Regional
Manager | PIES

Enabling technology included at no cost to the City of Crestview or Landlord



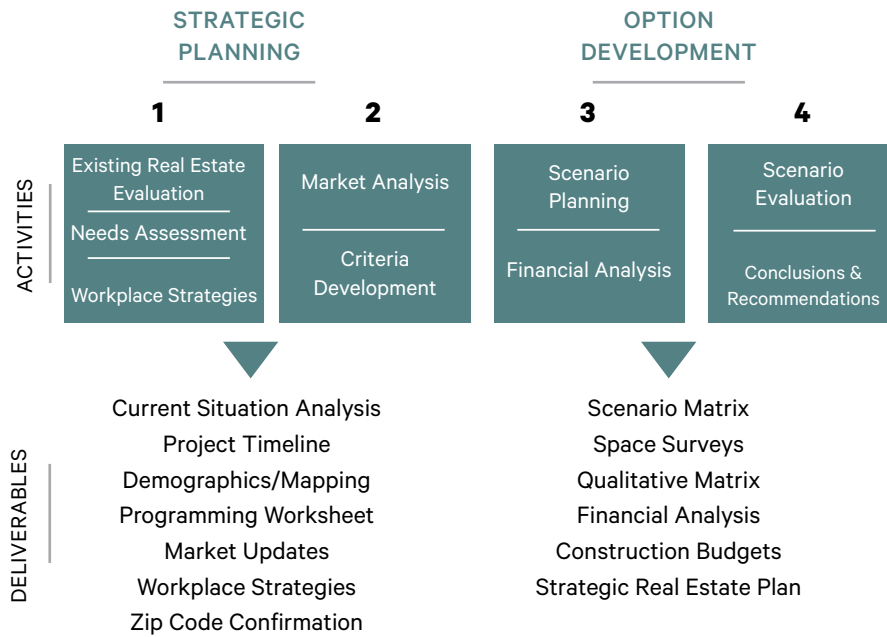
Dynamic mapping and intelligent site selection with **CBRE Dimension**.

Keep bad commutes from driving away top talent with **Commute Optimizer**.



Take the guesswork out of test-fits with **CBRE Plans**.

Space Identification



Enter into a lease agreement



CBRE Financial Consulting and Scenario Analysis Platform

CBRE's Financial Consulting Group (FCG) provides sophisticated financial analysis and underwriting unparalleled in the real estate industry. FCG concisely and accurately presents viable options while taking into consideration the potential impact to earnings and/or the balance sheet, as well as other stated financial/operating benchmarks. Combined with the depth of experience and market knowledge of our brokerage professionals, CBRE's FCG empowers clients to make the optimal business decision. CBRE's extensive capabilities include:

- Comparative Lease Analysis
- Early Renewal – "Blend & Extend" Modeling
- Lease Abstracts
- Expense Recovery Verification
- Historical Expense Analysis
- Own vs. Lease Analysis
- Market Supported Underwriting Assumptions
- Customized Excel Models
- Due Diligence
- Market Valuations



Powerful financial analysis on your side of the table.

Included at no cost to the City of Crestview or landlord

Approach to Property Management

CBRE offers a full-service property management platform to support the City as needed. In addition we have partnered with NAI Pensacola to provide supplemental services and coverage based on the City's needs.

Services & Tasks

Accounting

Accurate and timely, ensures financial integrity and targets specific accounting and financial reporting needs.

Asset Management

Brings together expertise from management, leasing, communications and finance to provide a single point of contact across all asset classes.

Building Engineering & Technology Services*

Comprehensive engineering services, safe environments and tenant satisfaction.

Business Continuity

Ensures critical business functions supporting our clients continue to operate and function in the event of disruptions or emergencies (includes Hurricane Preparedness outlined in Tab E, Additional Information, page E9).

Digital Solutions

Powered by the industry's best intelligence across all property types, we harness data and technology to enable exceptional client outcomes:

- **PULSE**—Comprehensive property management tool
- **Procure to Pay (P2P)**—Transparent electronic procurement platform
- **Host Core**—Nimble work order system
- **MRI & Yardi**—Fully integrated accounting and reporting solutions

Energy & Sustainability

Greenest capabilities to set the standard for eco-friendly operations, further bolstering property performance and market perception.

Human Resources (People)

Attracts, retains and onboards the industry's best talent to client properties.

Lease Administration

Maximizes the earning potential of properties and portfolios.

STAFF



Marc Scaffe
Director | North Florida
CBRE Property Management



Cameron Cauley
President
NAI Pensacola Property Management

Procurement

The best possible service providers, real-dollar cost savings and streamlined property efficiencies. Transparent electronic procurement platform (P2P) to regulate the purchasing lifecycle and maximize vendor performance. Leverages CBRE's national purchasing power to secure best possible pricing.

Project Management (PJM)

Reduces overall delivery costs, keeps projects on schedule and provides superior market knowledge for informed decision making. PJM oversees \$124 billion in managed capital projects and new construction and manages 52,000 projects annually. Also, supervises outside consultants for complex projects requiring a third-party consultant.

Security

Lowers risk and ensures a secure environment at our managed properties for the benefit of our clients and tenants.

Sustainability Services

Sets the standard for eco-friendly cost-effective operations. Reduces energy consumption with low- or no-cost techniques. Meets benchmarking for ENERGY STAR® and certification standards for LEED (Leadership in Energy and Environmental Design).

Tenant Relations

Boosts overall property image, promotes renewals and achieves asset management objective. Scalable, hospitality-based programs. All-inclusive services focused on the needs of tenants, their employees and visitors.

Transition Services

Swift, seamless transfer of property operations to CBRE, with zero interruption to tenants or stakeholders.

*CBRE Building Engineering & Technology Services does not maintain a professional engineering license. This is a service offering under CBRE, Inc. and does not include engineering services for which a professional engineering license from a state registration board is required.

STRATEGIC PARTNERSHIP

CBRE regularly partners with NAI |Pensacola's Property Management division on properties we manage in the Panhandle area, and may engage them as a subcontractor to perform property management based on the City's needs.

NAI Pensacola Services

Maintenance of Physical Asset

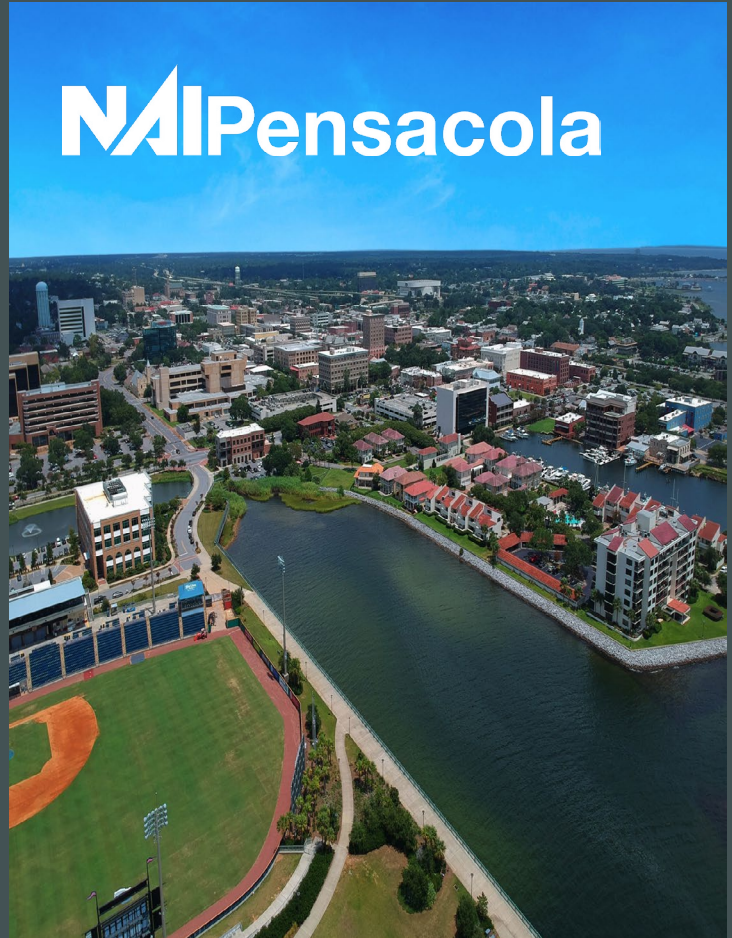
- Establish preventative & reoccurring maintenance program
- Log all building equipment data to trigger automated alert when maintenance needs to occur
- Perform property visits with detailed inspection report, photos & recommendations
- Conduct property evaluation program checklist
- Measure energy consumption through Energy Star programs

Vendor Management & Service Contracts

- Recommend vetted list of preferred vendors
- Regularly bid and evaluate contracts
- Leverage economies of scale to mass bid services
- Assemble COI database to track expiration and compliance
- Utilize risk management & vendor compliance forms
- Routinely evaluate building system warranties

Accounting, Reporting, & Financial Benchmarking

- Produce annual property budgets
- Compile 5-year capital expenditure plan
- Provide monthly variance reports comparing actual expenses to budget
- Benchmark operational expenses to industry standards
- Oversee financial management with thorough multi-level review
- Process & enforce rent collections



D

CBRE



RFP Required Forms

Insurance Certificate



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
10/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Northeast, Inc. Connecticut Office 800 Connecticut Ave Norwalk CT 06854 USA		CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): 8003630105 E-MAIL ADDRESS:	
		INSURER(S) AFFORDING COVERAGE	NAIC #
INSURED CBRE Group, Inc. and Subsidiaries 2121 N. Pearl Street Suite 300 Dallas TX 75201 USA		INSURER A: American International Group UK Ltd INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	AA1120187

COVERAGES **CERTIFICATE NUMBER:** 570109191181 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION						EACH OCCURRENCE AGGREGATE	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> N/A					<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT E.L. DISEASE-EA EMPLOYEE E.L. DISEASE-POLICY LIMIT	
A	E&O - Professional Liability - Primary			18255420 Claims Made SIR applies per policy terms & conditions	11/01/2024	11/01/2025	Per Claim/Aggregate SIR	\$10,000,000 \$30,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Insurance.

CERTIFICATE HOLDER

CANCELLATION

CBRE Group, Inc. and Subsidiaries 2121 N. Pearl Street Suite 300 Dallas TX 75201 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

Proof of Licenses/Certifications

Name:	KORST, LEE ANN LLC	License Number:	SL3242575
Rank:	Real Estate Sales Associate	License Expiration Date:	09/30/2026
Primary Status:	Current	Original License Date:	02/21/2011
Secondary Status:	Active		

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
CQ224480	Current, Active	CBRE INC	Employed By	04/05/2011	Real Estate Corporation	03/31/2026

Name:	WATSON, THOMAS DAVID LLC	License Number:	SL3231614
Rank:	Real Estate Sales Associate	License Expiration Date:	09/30/2025
Primary Status:	Current	Original License Date:	03/15/2010
Secondary Status:	Active		

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
CQ224480	Current, Active	CBRE INC	Employed By	12/02/2015	Real Estate Corporation	03/31/2026

Name:	FORSYTHE, ELIZABETH OTTE	License Number:	SL3245627
Rank:	Real Estate Sales Associate	License Expiration Date:	03/31/2025
Primary Status:	Current	Original License Date:	05/23/2011
Secondary Status:	Active		

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
CQ224480	Current, Active	CBRE INC	Employed By	03/30/2021	Real Estate Corporation	03/31/2026

Name:	HERRERA, SAMANTHA E LLC	License Number:	SL3525115
Rank:	Real Estate Sales Associate	License Expiration Date:	09/30/2025
Primary Status:	Current	Original License Date:	01/08/2022
Secondary Status:	Active		

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
CQ224480	Current, Active	CBRE INC	Employed By	01/10/2022	Real Estate Corporation	03/31/2026

Name:	MCSHEA, MICHAEL B	License Number:	BK3077020
Rank:	Real Estate Broker Sales Associate	License Expiration Date:	09/30/2025
Primary Status:	Current	Original License Date:	02/24/2004
Secondary Status:	Active		

Related License Information

License Number	Status	Related Party	Relationship Type	Relation Effective Date	Rank	Expiration Date
CQ224480	Current, Active	CBRE INC	Employed By	11/02/2022	Real Estate Corporation	03/31/2026

Local Business Tax Receipt

In lieu of Local Business Tax Receipt, we have provided brokerage licenses from the DBPR for the local and additional office locations as well as our State of Florida certificate to do business.

THE OFFICIAL SITE OF THE FLORIDA DEPARTMENT OF BUSINESS & PROFESSIONAL REGULATION

dbpr Department of Business & Professional Regulation
HOME CONTACT US MY ACCOUNT

ONLINE SERVICES
Apply for a License
Verify a License
View Food & Lodging Inspections
File a Complaint
Continuing Education Course Search
View Application Status
Find Exam Information
Unauthorized Activity Search
ABST Delinquent Invoice & Activity List Search

LICENSEE DETAILS 10/11/06 AM 2/25/2025

Licensee Information
Name: CBRE INC (Primary Name)
Main Address: CBRE INC (aka Name)
777 BRICKELL AVENUE
SUITE 1100
MIAMI Florida 33131
DADE
County: 1 INDEPENDENT DRIVE, SUITE 3000
JACKSONVILLE FL 32202
DUVAL
County: 600 GRAND BLVD
SUITE 300
MIRAMAR BEACH FL 32550
WALTON
County:

License Information
License Type: Real Estate Branch Office
Rank: RE Branch Office
License Number: 802033880
Status: Current/Active
License Date: 01/17/2024
Expires: 03/31/2026

Special Qualifications
Qualification Effective
Alternate Names

[View Related License Information](#)
[View License Complaint](#)

THE OFFICIAL SITE OF THE FLORIDA DEPARTMENT OF BUSINESS & PROFESSIONAL REGULATION

dbpr Department of Business & Professional Regulation
HOME CONTACT US MY ACCOUNT

ONLINE SERVICES
Apply for a License
Verify a License
View Food & Lodging Inspections
File a Complaint
Continuing Education Course Search
View Application Status
Find Exam Information
Unauthorized Activity Search
ABST Delinquent Invoice & Activity List Search

LICENSEE DETAILS 10/13/15 AM 2/25/2025

Licensee Information
Name: CBRE INC (Primary Name)
Main Address: 777 BRICKELL AVENUE
SUITE 1100
MIAMI Florida 33131
DADE
County: 1 INDEPENDENT DRIVE
SUITE 3000
JACKSONVILLE FL 32202
DUVAL
County: 1 INDEPENDENT DRIVE
SUITE 300
JACKSONVILLE FL 32202
DUVAL
County:

License Information
License Type: Real Estate Branch Office
Rank: RE Branch Office
License Number: 802033880
Status: Current/Active
License Date: 01/17/2024
Expires: 03/31/2026

Special Qualifications
Qualification Effective
Alternate Names

[View Related License Information](#)
[View License Complaint](#)

State of Florida Department of State

I certify from the records of this office that CBRE, INC. is a Delaware corporation authorized to transact business in the State of Florida, qualified on October 22, 1980.

The document number of this corporation is 847299.

I further certify that said corporation has paid all fees due this office through December 31, 2024, that its most recent annual report/uniform business report was filed on April 18, 2024, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capital, this the Twenty-eighth day of May, 2024



[Signature]
Secretary of State

Tracking Number: 8627203057CU
To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.
<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

Tax Identification Number (TID)

USA CBRE, Inc.,
Federal Tax ID#
(FEIN): 95-2743174

W-9
Form (Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification
► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
CBRE, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.
☐ Individual/sole proprietor or single-member LLC
☐ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
☐ Limited liability company. Enter the tax classification (C-Corporation, S-S corporation, P-Partnership) in the space below the box.
☐ Other (see instructions) _____
Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check L.L.C. if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3).
Exempt payee code (if any) _____
Exemption from FATCA reporting code (if any) _____
Applicable to accounts maintained outside the U.S. ()

5 Address (number, street, and apt. or suite no.) See instructions.
P.O. Box 406588, Location Code 2013

6 City, state, and ZIP code
Atlanta, GA 30384-6588

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN, later.
Note: If the account is in more than one name, see the instructions for line 1. Also see What Name and Number To Give the Requester for guidelines on whose number to enter.

Part II Certification
Under penalties of perjury, I certify that:
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.
Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here
Signature of U.S. person *Chase Page* Date 6/5/24

General Instructions
Section references are to the Internal Revenue Code unless otherwise noted.
Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.
Purpose of Form
An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.
• Form 1099-DIV (dividends, including those from stocks or mutual funds)
• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
• Form 1099-S (proceeds from real estate transactions)
• Form 1099-K (merchant card and third party network transactions)
• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
• Form 1099-C (canceled debt)
• Form 1099-A (acquisition or abandonment of secured property)
Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

1. Public Entity Crimes

ATTACHMENT #1 – PUBLIC ENTITY CRIMES

CITY OF CRESTVIEW, FLORIDA REQUEST FOR PROPOSAL (RFP) [25-02-27-FS]

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

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER
OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid, Proposal or Contract
25-02-27-FS Real Estate and Property Management Services [number/title]

2. This sworn statement is submitted by CBRE, Inc.

[name of company/firm]
whose business address is 600 Grand Boulevard, Miramar Beach, Florida 32550 and (if
applicable) Federal Employer Identification Number (FEIN) is 95-2743174. If
the entity has no FEIN, include the Social Security Number of the individual signing
this sworn statement: _____

3. My name is Tommie Reilly and my relationship to the entity named
above is Managing Director

4. I understand that a "public entity crime" as defined in Paragraph
287.133(a)(g), Florida Statutes, means a violation of any state or federal law by
a person with respect to and directly related to the transaction of business with
any public entity or with an agency or political subdivision of any other state or
with the United States, including, but not limited to, any bid or contract for goods
or services to be provided to any public entity or any agency or political subdivision
of any other state or of the United States and involving antitrust, fraud, theft,
bribery, collusion, racketeering, conspiracy, or material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in paragraph
287.133(a)(b), Florida Statutes, means finding of guilt or a conviction of a public
entity crime with or without an adjudication of guilt, in any federal or state trial
court of records relating to charges brought by indictment or information after
July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty
or nolo contendere.

6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida
Statutes, means:

- a. A predecessor or successor of a person convicted of a public entity crime;
or

(Page 1 of 3 ATTACHMENT #1)

b. An entity under the control of any natural person who is active in the
management of the entity and who has been convicted of a public entity
crime.

c. The term "affiliate" includes those officers, directors, executives, partners,
shareholders, employees, members, and agents who are active in the
management of an affiliate. The ownership by one of shares constituting a
controlling income among persons when not for fair interest in another
person, or a pooling of equipment or income among persons when not for
fair market value under a length agreement, shall be a prima facie case
that one person controls another person. A person who was knowingly
convicted of a public entity crime, in Florida during the preceding 36
months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida
Statutes, means any natural person or entity organized under the laws of the
state or of the United States with the legal power
to enter into a binding contract for provision of goods or services let by a public
entity, or which otherwise transacts or applies to transact business with a public
entity. The term "person" includes those officers, directors, executives, partners,
shareholders, employees, members, and agents who are active in management
of an entity.

8. Based on information and belief, the statement which I have marked below is
true in relation to the entity submitting this sworn statement. **(Please indicate
which statement applies)**

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

_____The entity submitting this sworn statement, or one or more of the officers,

directors, executives, partners, shareholders, employees, members, or agents
who are active in management of the entity, or an affiliate of the entity has been
charged with and convicted of a public entity crime subsequent to July 1, 1989.
(Please attach a copy of the final order)

_____The person or affiliate was placed on the convicted vendor list. There has
been a subsequent proceeding before a hearing officer of the State of Florida,
Division of Administrative Hearings. The final order entered by the hearing officer
determined that it was in public interest to remove the person or affiliate from the
convicted vendor list. (Please attach a copy of the final order)

(Page 2 of 3 ATTACHMENT #1)

_____The person or affiliate has not been placed on the convicted vendor list.
(Please describe any action taken by, or pending with, the Department of General
Services.)

Tommie Reilly
(Signature)

February 27, 2025

Date:

STATE OF FLORIDA
COUNTY OF Duval

The foregoing instrument was sworn to (or affirmed), subscribed, and
acknowledged before me by means of X physical appearance or online
notarization, this 27th day of Feb 2025 by Tommie Reilly who is
personally known to me or has produced _____ as identification.

My Commission Expires:

May 11, 2025

Notary Public



LINDA J. DUELL
Commission # HH 128718
Expires May 11, 2025
Bonded Thru Budget Notary Services

(Page 3 of 3 ATTACHMENT #1)

2. Drug Free Workplace

ATTACHMENT #2 – DRUG FREE WORKPLACE

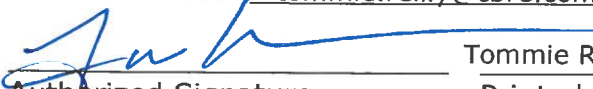
CITY OF CRESTVIEW, FLORIDA REQUEST FOR PROPOSAL (RFP) [25-02-27-FS] DRUG-FREE WORKPLACE CERTIFICATION

The below signed Bidder certifies that it has implemented a drug-free workplace program. To have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling rehabilitation and employee assistance programs and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection 1.
4. In the statement specified in subsection 1., notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation occurring in the workplace no later than five (5) working days after such conviction.
5. Impose a sanction on or require the satisfactory participation in drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign this statement, I certify that this firm complies fully with the above drug-free workplace requirements.

Bidder/Contractor Name: CBRE, Inc.
Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550
Telephone Number: 904 588 8198 Fax Number: _____
E-mail Address: tommie.reilly@cbre.com FEIN: 95-2743174


Authorized Signature _____ Printed Name/Title Tommie Reilly, Managing Director Date February 27, 2025

3. Conflict of Interest Statement

ATTACHMENT #3- CONFLICT OF INTEREST STATEMENT

**CITY OF CRESTVIEW, FLORIDA
REQUEST FOR PROPOSAL (RFP) [25-02-27-FS]
CONFLICT OF INTEREST STATEMENT**

A. THIS SWORN STATEMENT IS SUBMITTED

BY CBRE, Inc.

[Name of entity submitting sworn statement]

whose business address

is 600 Grand Boulevard Miramar Beach, Florida 32550

and (if applicable) its Federal Employer Identification Number
(FEIN) is 95-2743174.

My name is Tommie Reilly and my relationship to the
above entity is Managing Director
[Please print name of individual signing]

B. CONFLICT OF INTEREST

1. The entity hereby submits a proposal/offer to RFP # 25-02-27-FS for Real Estate and Property Management Services Services.
2. The AFFIANT has made diligent inquiry and provided the information in this statement affidavit based upon its full knowledge.
3. The AFFIANT states that only one submittal for this solicitation has been submitted and tendered by the appropriate date and time and that said above stated entity has no financial interest in other entities submitting a proposal for the work contemplated hereby.
4. Neither the AFFIANT nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion or collusive activity, or otherwise taken any action which in any way restricts or restrains the competitive nature of this solicitation, including but not limited to the prior discussion of terms, conditions, pricing, or other offer parameters required by this solicitation.
5. Neither the entity nor its affiliates, nor anyone associated with them, is presently suspended, or otherwise prohibited from participation in this solicitation or any contract to follow thereafter by any government entity.
6. Neither the entity nor its affiliates, nor anyone associated with them, have any potential conflict of interest because and due to any other clients, contracts, or property interests in this solicitation or the resulting project.
7. I hereby also certify that no member of the entity's ownership or management or staff has a vested interest in any City Division/Department/Office.
8. I certify that no member of the entity's ownership or management is presently applying, actively seeking, or has been selected for an elected position within City of Crestview government.

9. In the event that a conflict of interest is identified in the provision of services, I, the undersigned will immediately notify the City in writing.

C. NON-COLLUSION PROVISION CERTIFICATION

The undersigned hereby certifies, to the best of his or her knowledge and belief, that on behalf of the person, firm, association, or corporation submitting the bid certifying that such person, firm, association, or corporation has not, either directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action, in restraint of free competitive bidding in connection with the submitted bid. Failure to submit the executed statement as part of the bidding documents will make the bid nonresponsive and not eligible for award consideration.

D. LOBBYING CERTIFICATION

The undersigned hereby certifies, to the best of his or her knowledge and belief, that:

1. No City appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence either directly or indirectly an officer or employee of the City, City Council Member of Congress in connection with the awarding of any City Contract.
2. If any funds other than City appropriated funds have been paid or will be paid to any person for influencing or attempting to influence a member of City Council or an officer or employee of the City in connection with this contract, the undersigned shall complete and submit Standard Form-L "Disclosure Form to Report Lobbying", in accordance with its instructions.

By the signature(s) below, I/we, the undersigned, as authorized signatory to commit the firm, certify that the information as provided in this Conflict of Interest and Non-Collusion Statement, is truthful and correct at the time of submission.

Bidder/Contractor Name: CBRE, Inc.

Mailing Address: 600 Grand Boulevard Miramar Beach, Florida 32550

Telephone Number: 904 588 8198

Fax Number: _____

E-mail Address: tommie.reilly@cbre.com

FEIN: 95-2743174


Authorized Signature

Tommie Reilly, Managing Director
Printed Name/Title

February 27, 2025
Date

(Page 2 of 2 ATTACHMENT #3)

(Page 1 of 2 ATTACHMENT #3)


4. Liability and Indemnification

ATTACHMENT #4 – LIABILITY & INDEMNIFICATION

CITY OF CRESTVIEW, FLORIDA REQUEST FOR PROPOSAL (RFP) [25-02-27-FS] LIABILITY & INDEMNIFICATION FORM

To the fullest extent permitted by law, CONSULTANT shall indemnify and hold harmless CITY, its officers and employees from liabilities, damages, losses, and costs including but not limited to reasonable attorney fees, to the extent caused by the negligence, recklessness, or intentional wrongful conduct of the CONSULTANT and other persons employed or utilized by the CONSULTANT in the performance of this Agreement.

Bidder/Contractor Name: CBRE, Inc.
Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550
Telephone Number: 904 588 8198 Fax Number: _____
E-mail Address: tommie.reilly@cbre.com FEIN: 95-2743174

 Tommie Reilly, Managing Director February 27, 2025
Authorized Signature Printed Name/Title Date

5. Addendum Receipt Acknowledgement

ATTACHMENT #5 - ADDENDUM RECEIPT ACKNOWLEDGEMENT

CITY OF CRESTVIEW, FLORIDA REQUEST FOR PROPOSAL (RFP) [25-02-27-FS]

The undersigned acknowledges receipt of the following addenda to the solicitation document(s) (Give number and date of each):

Addendum No. 1 Dated: 2/24/2025

Addendum No. 2 Dated: 2/25/2025


Addendum No. _____ Dated: _____

Addendum No. _____ Dated: _____

Addendum No. _____ Dated: _____

By the signature(s) below, I/we, the undersigned, as authorized signature to commit the firm, certify that the information as provided in the Addendum Receipt Acknowledgement Certification, is truthful and correct at the time of submission.

Bidder/Contractor Name: CBRE, Inc.
Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550
Telephone Number: 904 588 8198 Fax Number: _____
E-mail Address: tommie.reilly@cbre.com FEIN: 95-2743174

 Tommie Reilly, Managing Director February 27, 2025
Authorized Signature Printed Name/Title Date

6. Public Access Form


ATTACHMENT #6 – PUBLIC ACCESS FORM

**CITY OF CRESTVIEW, FLORIDA
REQUEST FOR PROPOSAL (RFP) [25-02-27-FS]
PROPOSAL FOR [Real Estate and Property Management]
PUBLIC ACCESS FORM**

CBRE, Inc. _____, as Proposer, shall comply with the requirements of Florida's Public Records law. In accordance with Section 119.0701, Florida Statutes, Contractor shall:

- a. Keep and maintain public records required by the public agency in order to perform the service.
- b. Upon request from the public agency's custodian of public records, provide the public agency with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided under Florida's Public Records Law or as otherwise provided by law.
- c. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of this contract if Contractor does not transfer the records to the public agency: and
- d. Upon completion of the contract, transfer, at no cost, to the public agency all public records in possession of Contractor or keep and maintain public records required by the public agency to perform the service. If Contractor transfers all public records to the public agency upon completion of the contract, Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If Contractor keeps and maintains public records upon completion of this contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the public agency, upon request from public agency's custodian of public records, in a format that is compatible with the information technology systems of the public agency.
- e. **IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CITY'S CUSTODIAN OF PUBLIC RECORDS, ATTN: Maryanne Girard, City Clerk, (850) 682-1560 Extension 250, cityclerk@cityofcrestview.org, 198 North Wilson Street, P.O. Box 1209, Crestview, Florida 32536.**
- f. In the event the public agency must initiate litigation against Contractor in order to enforce compliance with Chapter 119, Florida Statutes, or in the event of litigation filed against the public agency because Contractor failed to provide access to public records responsive to a public record request, the public agency shall be entitled to recover all costs, including but not limited to reasonable attorneys' fees, costs of suit, witness, fees, and expert witness fees extended as part of said litigation and any subsequent appeals.

Bidder/Contractor Name: CBRE, Inc.
Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550
Telephone Number: 904 588 8198 Fax Number: _____
E-mail Address: tommie.reilly@cbre.com FEIN: 95-2743174

 _____
Authorized Signature Printed Name/Title Date
Tommie Reilly, Managing Director February 27, 2025

7. Certification Re: Scrutinized Companies

ATTACHMENT #7 - CERTIFICATION RE: SCRUTINIZED COMPANIES

"Company" means Contractor throughout this exhibit. Section 287.135, Florida Statutes, prohibits companies from bidding, submitting proposals, entering into or renewing contracts with a local government for goods or services over one million dollars if that company is on the Scrutinized Companies with Activities in Sudan List, on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or that is engaged in business operations in Syria. Both lists are created pursuant to Section 215.473, Florida Statutes.

In addition, regardless of contract value, the companies may not be listed on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, Florida Statutes, or be engaged in a boycott of Israel, if bidding, submitting proposals, entering into or renewing contacts with a local government for goods and services.

As the person authorized to sign on behalf of the company, I hereby certify that the company identified below is not listed on the Scrutinized Companies with Activities in Sudan List, is not listed on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and is not engaged in business operations in Syria. In addition, the company is not listed on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, Florida Statutes, and is not participating in a boycott of Israel.

I further understand that pursuant to the Florida Statutes, any contract with the City for goods or services of any amount may be terminated at the option of the City if the company (i) is found to have submitted a false certification, (ii) has been placed on the Scrutinized Companies that Boycott Israel List, or (iii) is engaged in a boycott of Israel. And, in addition to the foregoing, if the amount of the contract is one million dollars (\$1,000,000) or more, the contract may be terminated at the option of the City if the company is found to have submitted a false certification, has been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or has been engaged in business operations in Syria.

This Certification is deemed amended by any amendments to Fla. Stat. 287.135 binding on the City.

(page 1 of 2, Attachment #7)

By the signature(s) below, I/we, the undersigned, as authorized signatory to commit the company, certify that the information as provided in this Contractor Certification Regarding Scrutinized Companies, is truthful and correct at the time of submission.

Bidder/Contractor Name: CBRE, Inc.

Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550

Telephone Number: 904 588 8198

Fax Number: _____

E-mail Address: tommie.reilly@cbre.com

FEIN: 95-2743174


Authorized Signature

Tommie Reilly, Managing Director

Printed Name/Title

February 27, 2025

Date

(page 2 of 2, Attachment #7)

8. Subcontractor Participation

ATTACHMENT #8 - SUBCONTRACTOR PARTICIPATION

<input type="checkbox"/> No Subcontracting (of any kind) will be utilized on this project.		Solicitation Number: 25-02-27-FS	
Title: Real Estate and Property Management		Total Project Amount: \$ TBD	
Subcontractor Minority Code (if applicable) Federal ID	Company Name Address Phone, Fax, Email	Trade, Services or Materials portion to be subcontracted	Percent (%) of Scope/Contract TBD Dollar Value
Fed ID: 37-1902925	Company Name: NAI Pensacola	Selected Property Management Services	TBD
	Address: 24 W. Chase St. Pensacola, FL. 32502		
	Phone Number: +1 850 433 0577		
	naipensacola.com		
PERCENTAGE TOTALS FOR SUBCONTRACTOR PARTICIPATION			TBD
PERCENTAGE TOTALS FOR MINORITY SUBCONTRACTOR PARTICIPATION			

Minority Code	Code Description	Minority Code	Code Description
(MBE) AA	African American	(MBE) NA	Native American
(MBE) A	Asian/Pacific Islander	WBE	Woman-Owned Business Enterprise
(MBE) H	Hispanic	VBE	Veteran-Owned Business Enterprise

(page 1 of 2, Attachment #8)

When applicable, the Proposer will enter into a formal agreement with the subcontractors identified herein for work listed in this schedule conditioned upon execution of a contract with the City. By the signature(s) below, I/we, the undersigned, as authorized signatory to commit the firm, certify that the information as provided in the **Proposed Schedule of Subcontractor Participation**, is truthful and correct at the time of submission.

Bidder/Contractor Name: CBRE, Inc.


Mailing Address: 600 Grand Boulevard, Miramar Beach, Florida 32550

Telephone Number: 904 588 8198

Fax Number:

E-mail Address: tommie.reilly@cbre.com

FEIN: 95-2743174


Authorized Signature

Tommie Reilly, Managing Director
Printed Name/Title

February 27, 2025
Date

(page 2 of 2, Attachment #8)

9. References

Please see Tab B, page 19, for completed Form #9: References

E

CBRE



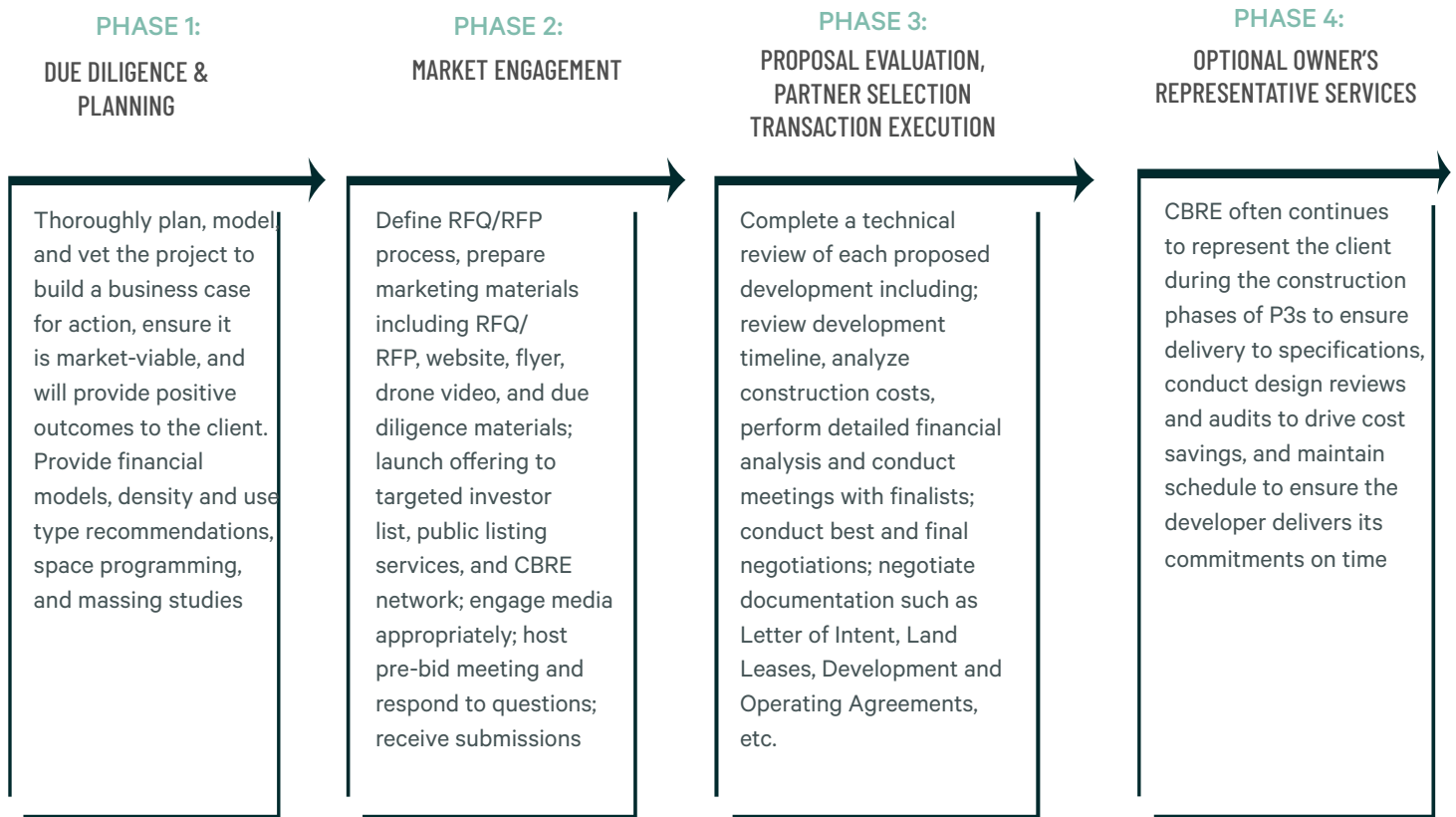
Additional Information

Additional Services

Development Advisory Public-Private Partnerships (P3s)

Often public sector and municipal clients are seeking to develop or redevelop owned properties to their highest and best use, for community engagement and economic development purposes, or to deliver mission-critical administrative or facility buildings. Public-private partnerships (P3s) are an ideal way to access the creativity, efficiency and capital of the private sector while ensuring that the City's goals on the property are satisfied. Our process has withstood media interest, bid protests and passed voter referenda.

Proven Transparent Process: Combine public sector requirements with best practices in private sector marketing and development



Commercially Familiar Process

- Reduce perception of complex and prolonged public sector process
- Clearly specifies requirements to interested parties
- Professional marketing materials to present offering in its best light



Global Exposure

- Largest commercial real estate network in the world
- Credibility of most recognized brand in the industry
- 800,000+ prospects in proprietary listing platform



Maximize Returns

- Competitive environment created through listing process and broad marketing
- Best knowledge of deal terms and industry norms
- Subject matter experts negotiating on behalf of your best interests

Current and recent P3 clients:

- City of Jacksonville
- JEA
- City of Miami
- City of Miami Gardens
- City of Hollywood
- City of Bonita Springs
- City of Mobile
- City of Austin

Additional Services

Meeting Attendance

As is customary on nearly all of CBRE's public and private sector engagements, the CBRE team is adept at presenting and briefing to a wide variety of audiences. We frequently brief and present to leadership teams, Boards, City Councils and Commissions as well as interested community groups and vested stakeholders.

Sample presentations



CBRE presenting proposed P3 redevelopment project to interested citizens on behalf of a municipal client.



Relevant Platform Services

Capital Markets

CBRE Capital Markets is the **#1 ranked brokerage firm globally with 23.5% market share**. We provide proactive insights and executable strategies to unlock hidden value, drive returns and enhance outcomes for our clients' real estate investments.

Our trusted, tenured experts seamlessly collaborate to help clients connect to global capital and opportunities through a cohesive, cross-disciplinary service offering. We unlock hidden value, drive returns and enhance outcomes for your real estate investments, in all geographies and across all asset classes.

INVESTMENT PROPERTIES

Offers customized investment dispositions, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

DEBT & STRUCTURED FINANCE

Synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best financing terms for our clients.



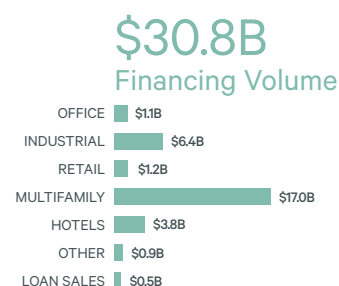
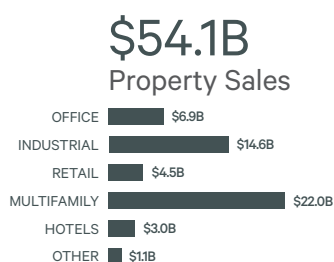
INVESTMENT BANKING

Solves critical business problems for clients by providing investor access and strategic advice across the spectrum of real estate investment banking activities, including M&A advisory, equity placement, secondary LP trading and investment advisory.

Property Type Specialties

- | | | | | |
|---------------|-------------------------|------------------|------------------------|-------------------|
| – Office | – Affordable Housing | Markets | – Healthcare | – Parking |
| – Industrial | – Auto Dealership | – Data Centers | – Land Services | – Self Storage |
| – Retail | – Aviation | – Gaming | – Life Sciences | – Senior Housing |
| – Multifamily | – Build-to-Rent Housing | – Golf & Resorts | – Manufactured Housing | – Student Housing |
| – Hotels | – Corporate Capital | – Government | – Net Lease | |

U.S. Capital Markets Activity



Relevant Platform Services

Valuation & Advisory Services

CBRE provides valuation, advisory and assessment services for real estate owners, investors and lenders. We help clients make confident, informed business decisions by combining our specialized expertise and premier technologies to deliver industry-leading analyses.

With 91 Valuation & Advisory offices across the country, the County will have access to an industry-leading network of appraisers and national portfolio coverage.

760+

U.S. Valuation
Producers

91+

U.S. Valuation
Offices

70K+

U.S. Valuation Yearly
Assignments

Valuation & Appraisal

- Property and Portfolio Appraisals
- Market and Feasibility Studies
- Evaluations (Alternative Valuations)
- Financial and Tax Reporting
- Litigation Support and Testimony
- Right-of-Way and Eminent Domain

Property & Transaction Tax

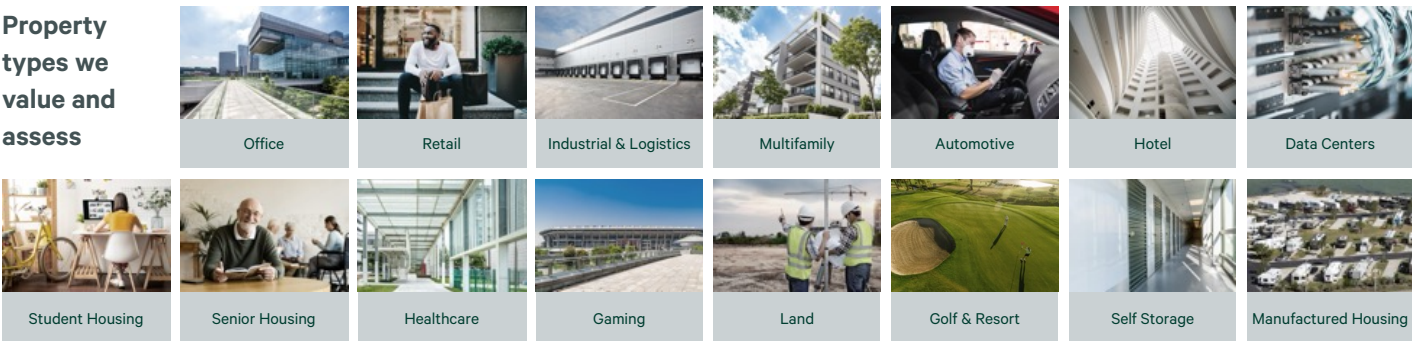
- Property Tax Assessment and Appeals
- Budgets, Accruals and Pre-Acquisition Due Diligence
- Real Estate Transaction Tax
- Property Tax Payment Services

Assessment & Consulting

- Property Condition Assessments (PCA)
- Environmental Site Assessments (ESA) & Consulting
- Fannie Mae & Freddie Mac Agency Scopes
- Land Surveying & Zoning Compliance

CBRE offers a full spectrum of due diligence services. The County's property value is a key factor in guiding real estate decisions. In today's ever-changing market, you need access to the most comprehensive, real-time data and skilled professionals who derive intelligence from analytics. We help you realize the true value of your property with trusted real estate insights from the most recognized professionals in the industry.

Property types we value and assess



Relevant Platform Services

Project Management

8K+

52K+

350+

\$124.3B

By the Numbers

PROFESSIONALS

PROJECTS MANAGED

LEED PROFESSIONALS

ANNUAL MANAGED CAPITAL

We have built one of the world's largest networks of commercial real estate project managers. Our professionals will plan and execute a full suite of customized services on your behalf, from managing and negotiating project costs and mitigating risk to accelerating project delivery and maximizing scheduling opportunities. Our team will use an optimized service delivery process to manage every aspect of your project's budget, schedule, and scope while we protect your interests throughout your entire real estate journey.

CBRE's 9,000+ Project Management professionals advise occupiers and investors on 52,000+ projects each year. Our integrated team can seamlessly deliver projects and potentially help you realize 12% typical cost savings thanks to our 7:1 value-to-fee ratio. We will help implement cost-efficient, scalable staffing models to make your on-site activities and use of capital more efficient through multiple integrated service offerings.



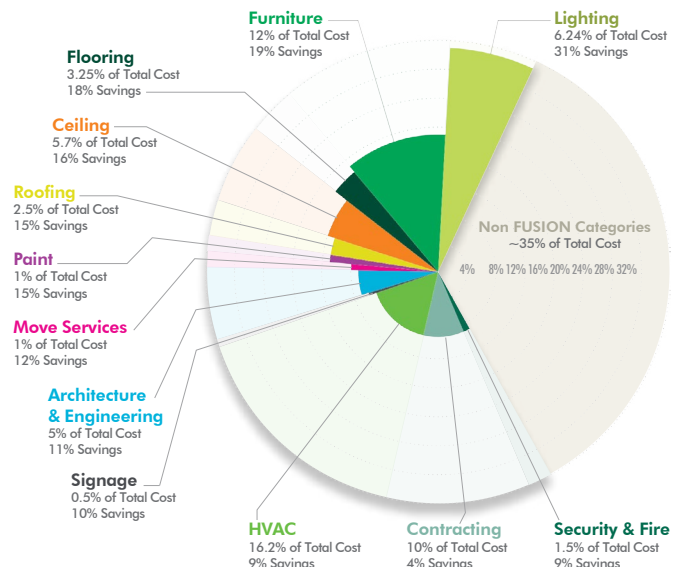
CBRE's End-to-End Services

- Brand Enhancement
- Building Certifications
- Capital Planning
- Change Management
- Commissioning
- Construction Risk Management
- Cost Consultancy
- Decommissioning
- Development Monitoring
- Dilapidations
- Document Control
- Engineering
- Engineering Design
- Environmental & Feasibility
- Facility Assessment Consulting
- Furniture Advisory
- Health & Safety (QHSE)
- Interior Design/BIM
- Move Management
- Occupancy Management
- Office Ready
- Procurement & Supply Chain Sourcing
- Program Management
- Project Management
- Project Management Office (PMO)
- Reinstatement Cost Assessments
- Sustainability & Energy Consulting
- Tax Depreciation: Cost Segregation
- Workplace Consulting
- Workplace Technology Services



CBRE FUSION SAVINGS

CBRE's Fusion program is a true value-add service for CBRE Project Management clients with no additional fees. FUSION utilizes CBRE's global, national, and regional scale to drive cost reduction and savings by working with qualified service providers and suppliers. Clients have access to preferred pricing, exclusive offerings, and select complimentary support services from Fusion partners, among other benefits.



Projects performed for agencies in the State of Florida during the last 3 years

Agency	Deal Type	Location	SF	Date Closed
Dept. of Agriculture & Consumer Services	Consulting	1424 Jackson, Chipley	0	10/26/21
Dept. of Agriculture & Consumer Services	Consulting	1169 E Highway 90, Bonifay	0	10/29/21
Dept. of Management Services	Consulting	4050 Esplanade Way, Tallahassee	0	9/1/22
Dept. of Management Services	Consulting	4050 Esplanade Way, Tallahassee	0	9/6/22
Citizens Property Insurance Corporation	Consulting	9961 Interstate Commerce Dr, Fort Myers	0	10/25/22
Agency for Persons With Disabilities	Consulting	3700 Williams Drive, Marianna	0	1/18/23
Dept. of Agriculture & Consumer Services	Consulting	Multiple Properties, Multiple, FL	0	8/28/23
Dept. of Management Services	Consulting	4050 Esplanade Way, Tallahassee	0	9/25/23
Hillsborough Community College	Consulting	10451 Nancy Watkins Dr, Tampa	0	10/18/23
Pinellas County Economic Development	Consulting	7887 Bryan Dairy Rd, Largo	0	4/19/24
Florida Department Health	Consulting	1217 N Pearl St Jacksonville	0	5/6/24
Dept. of Agriculture & Consumer Services	Lease - Landlord	5001 US Highway 1 N, Bunnell	0	2/4/2025
Agency for Persons with Disabilities	Lease - Tenant	901 Industrial Dr, Wildwood	7,594	6/10/2021
Dept. of Children & Families	Lease - Tenant	4080 Woodcock Dr, Jacksonville	24,878	8/24/2021
Florida Highway Safety and Motor Vehicles	Lease - Tenant	3718-3 W Oakland Park Blvd, Lauderdale Lakes	12,500	4/6/2021
Dept. of Children & Families	Lease - Tenant	5750 Major Blvd, Orlando	4,999	10/14/2021
FL Highway Safety and Motor Vehicles	Lease - Tenant	680 US-41-Byp N, Venice	6,420	5/23/2022
FL Dept. of Juvenile Justice	Lease - Tenant	639 Pat Thomas Pkwy, Quincy	3,252	6/25/2021
Dept. of Children & Families	Lease - Tenant	6100 Minton Road NW, Palm Bay	8,372	6/10/2021
Dept. of Children & Families	Lease - Tenant	728 North Ferdon Blvd, Crestview	4,753	1/28/2021
Dept. of Children & Families	Lease - Tenant	6120 West Colonial Dr, Orlando	9,789	4/5/2021
Division of Administrative Hearings	Lease - Tenant	700 South Palafox Road St, Pensacola	3,999	12/2/2021
Dept. of Children & Families	Lease - Tenant	350 West Vine Street, Kissimmee	7,518	6/10/2021
Dept. of Children & Families	Lease - Tenant	3750 US Hwy 27th North, Sebring	3,502	6/17/2021
Dept. of Children & Families	Lease - Tenant	225 Harvest Time Drive, Sanford	1,505	6/17/2021
Dept. of Children & Families	Lease - Tenant	1100 SW 38th Avenue, Ocala	36,514	10/13/2021
Dept. of Children & Families	Lease - Tenant	901 Industrial Drive, Wildwood	16,049	6/10/2021
Dept. of Children & Families	Lease - Tenant	661 South Broad Street, Brooksville	10,300	6/17/2021
Dept. of Children & Families	Lease - Tenant	33 Brent Lane, Pensacola	19,813	8/6/2021
Dept. of Children & Families	Lease - Tenant	375 Commerce Parkway, Rockledge	21,507	8/16/2021
Florida Dept. of Highway Safety	Lease - Tenant	4585 140th Ave N, Clearwater	2,458	8/16/2021
Florida Dept. of Elder Affairs	Lease - Tenant	4161 Carmichael Dr, Jacksonville	3,985	10/14/2021
Dept. of Children & Families	Lease - Tenant	9700 Coral Way, Miami	18,011	10/18/2021
Dept. of Business & Professional Regulation	Lease - Tenant	4161 Carmichael Ave, Jacksonville	12,135	4/14/2022
Dept. of Business & Professional Regulation	Lease - Tenant	240 Nw 76th Dr, Gainesville	7,623	3/15/2022
Dept. of Children & Families	Lease - Tenant	1111 SE Federal Highway, Stuart	4,100	10/18/2021
Dept. of Children & Families	Lease - Tenant	1145 18th Place, Vero Beach	2,709	3/2/2022
Dept. of Business & Professional Regulation	Lease - Tenant	8240 NW 52nd Terr, Miami	18,454	2/20/2023
Dept. of Children & Families	Lease - Tenant	4532 Tamiami Trail E, Naples	4,248	12/22/2021
Dept. of Children & Families	Lease - Tenant	1301 North 9th Ave, Pensacola	18,289	3/2/2022
Dept. of Children & Families	Lease - Tenant	2505 W 15th St, Panama City	13,555	10/18/2021

Agency	Deal Type	Location	SF	Date Closed
Florida Fish & Wildlife Conservation	Lease - Tenant	6565 44th St N, Pinellas Park	6,777	9/19/2022
Florida Highway Safety and Motor Vehicles	Lease - Tenant	1697 N Woodland Blvd, Deland	4,795	5/25/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	5750 Major Blvd, Orlando, FL	6,155	12/2/2021
Dept. of Children & Families	Lease - Tenant	1016-A 6th Avenue, Wauchula	2,200	12/29/2021
Dept. of Agriculture & Consumer Services	Lease - Tenant	7739 NW 48th St, Miami	11,290	4/25/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	525 7th Ave W, Palmetto	2,047	2/28/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	7825 Baymeadows Way, Jacksonville	4,378	6/21/2023
Florida Highway Safety and Motor Vehicles	Lease - Tenant	7795 West Flagler St, Miami	16,006	1/13/2023
Dept. of Children & Families	Lease - Tenant	705 W 15th Street, Panama City	10,295	1/6/2022
Dept. of Children & Families	Lease - Tenant	6557 Caroline St, Milton	4,289	12/22/2021
Dept. of Children & Families	Lease - Tenant	728 North Ferdon Blvd, Crestview	4,753	2/9/2022
Florida Highway Safety and Motor Vehicles	Lease - Tenant	7900 NW 27th Ave, Miami	6,236	11/24/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	111 Racetrack Rd, NW, Ft Walton Beach Fl, 32547	3,394	11/20/2023
Dept. of Agriculture & Consumer Services	Lease - Tenant	4451 Aidan Lane, North Port	4,844	11/2/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	1931 98th Ave, Vero Beach	4,000	9/1/2022
Agency for Health Care Administration	Lease - Tenant	15500 Lightway Dr, Clearwater	15,063	9/14/2022
Agency for Health Care Administration	Lease - Tenant	2727 Mahan Dr, Tallahassee	231930	5/25/2022
Dept. of Children & Families	Lease - Tenant	12985 SW 130 Court, Miami	4,005	2/6/2023
Fish and Wildlife Conservation Commission	Lease - Tenant	Appleyard Dr, Tallahassee	3,000	4/14/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	8418 20th St, Vero Beach	2,945	7/18/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	14505 Commerce Way, Miami Lakes	2,943	7/6/2022
Dept. of Children & Families	Lease - Tenant	117 S Waukesha St, Bonifay	4,315	5/16/2022
Dept. of Children & Families	Lease - Tenant	3910 S. Washington Ave, Titusville	2,059	8/30/2022
Dept. of Children & Families	Lease - Tenant	15495 Eagles Nest Lane, Miami Lakes	499	5/25/2022
CDR Health Care, Inc.	Lease - Tenant	109 Hamilton Park Dr, Tallahassee	9,000	5/24/2022
Agency for Persons With Disabilities	Lease - Tenant	901 Industrial Dr, Wildwood	7,594	7/15/2022
Agency for Persons With Disabilities	Lease - Tenant	3125 W Commercial Blvd, Fort Lauderdale	8,545	9/20/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	3800 Esplanade Way, Tallahassee	8,486	8/22/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	4510 Oak Fair Blvd, Tampa	13,987	9/1/2022
Dept. of Agriculture & Consumer Services	Lease - Tenant	8170 Okeechobee Blvd, West Palm Beach	2,681	9/27/2022
Dept. of Children & Families	Lease - Tenant	1389 US-90, Lake City	17,072	3/27/2023
Dept. of Children & Families	Lease - Tenant	3125 W Commercial Blvd, Fort Lauderdale	3,639	9/19/2022
Dept. of Children & Families	Lease - Tenant	1111 SE Federal Highway, Stuart	4,100	9/19/2022
Dept. of Children & Families	Lease - Tenant	727 SW Range Avenue, Madison	2,600	11/18/2022
Dept. of Children & Families	Lease - Tenant	4080 Woodcock Dr, Jacksonville	29,877	9/13/2022
Dept. of Children & Families	Lease - Tenant	2051 Dr Martin Luther King Blvd, Riviera Beach	21,047	11/24/2022
Agency for Health Care Administration	Lease - Tenant	6800 N Dale Mabry Hwy, Tampa	12,739	5/17/2023
Dept. of Business and Professional Regulation	Lease - Tenant	8550 NW 33rd St, Miami	18,454	4/6/2023
Dept. of Children & Families	Lease - Tenant	1100 SW 38th Ave, Ocala	36,514	11/9/2022
Dept. of Children & Families	Lease - Tenant	407 Racetrack Rd NE, Fort Walton Beach	11,948	11/21/2022
Division of Administrative Hearings	Lease - Tenant	250 S Austrailian Ave, West Palm Beach	7,989	3/27/2023
Dept. of Children & Families	Lease - Tenant	111 E Monument Ave, Kissimmee	10,486	2/10/2023

Agency	Deal Type	Location	SF	Date Closed	
FL Dept. of Law Enforcement	Lease - Tenant	2420 Jenks Ave, Panama City	3,000	\$354,390.00	2/28/23
Agency for Health Care Administration	Lease - Tenant	2727 Mahan Drive, Tallahassee	4,999	\$1,507,881.80	5/17/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	2601 Blair Stone, Tallahassee	4,817	\$503,954.76	3/27/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	5652 Isabella Avenue, Port Orange	1,936	\$180,390.00	3/27/23
Dept. of Children & Families	Lease - Tenant	1845 Town Center Blvd, Fleming Island	9,520	\$1,612,688.04	3/22/23
Dept. of Children & Families	Lease - Tenant	6100 Minton Road NW, Palm Bay	8,372	\$276,276.00	5/17/23
Division of Administrative Hearings	Lease - Tenant	2001 Drayton Drive, Tallahassee	31,425	\$15,283,863.12	8/1/23
Dept. of Children & Families	Lease - Tenant	3501 West Vine Street, Kissimmee	10,044	\$1,493,743.68	4/20/23
Dept. of Children & Families	Lease - Tenant	5818 Hoffner Avenue, Orlando	4,800	\$811,005.00	6/21/23
Dept. of Children & Families	Lease - Tenant	237 E Palmer Avenue, Tallahassee	4,000	\$195,000.00	6/21/23
Department of State	Lease - Tenant	2002 Old St. Augustine Rd, Tallahassee	18,178	\$4,160,402.40	8/1/23
Florida Department of Corrections	Lease - Tenant	750 S. Military Trail, West Palm Beach	8,109	\$2,221,866.24	9/12/23
Department of Children and Families	Lease - Tenant	1100 SW 38th Avenue, Ocala	36,514	\$8,085,660.36	11/18/24
Department of Children and Families	Lease - Tenant	217 N. Westmonte Dr, Altamonte Springs	2,150	\$261,311.04	6/21/23
Division of Administrative Hearings	Lease - Tenant	6497 Parkland Drive, Sarasota	2,000	\$160,860.12	7/27/23
Florida Gaming Control Commission	Lease - Tenant	1505 & 1525 Capital Circle NW,	4,999	\$460,307.88	9/21/23
Dept. of Children & Families	Lease - Tenant	1551 S. Nova Road, Daytona Beach	8,704	\$199,466.63	7/6/23
Agency For Persons With Disabilities	Lease - Tenant	3800 Esplanade Way, Tallahassee	4,999	\$913,949.16	9/7/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	5400 S University Drive, Fort Lauderdale	2,178	\$373,091.52	12/13/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	4733 W Atlantic Avenue, Delray Beach	1,255	\$204,878.76	11/20/23
Dept. of Children & Families	Lease - Tenant	57 Town Court, Palm Coast	4,999	\$1,581,278.88	9/12/23
Dept. of Children & Families	Lease - Tenant	2627 NW 43rd Street, Gainesville	5,950	\$1,385,993.04	3/6/24
Dept. of Children & Families	Lease - Tenant	6100 Minton Road NW, Palm Bay	11,188	\$2,072,354.60	10/1/23
Division of Administrative Hearings	Lease - Tenant	4379 Colonial Blvd, Fort Myers	7,097	\$1,082,789.28	11/5/24
Division of Administrative Hearings	Lease - Tenant	4200 W Cypress St, Tampa	10,800	\$7,386,012.00	5/1/24
Department of Children and Families	Lease - Tenant	230 N Woodland Blvd, Deland	7,700	\$937,475.16	2/7/24
FL Deptt of Corrections	Lease - Tenant	423 Fern Street, West Palm Beach	13,613	\$2,722,600.20	12/29/23
Department of State	Lease - Tenant	725 E. Park Avenue, Tallahassee	3,526	\$421,251.12	10/30/23
Dept. of Children & Families	Lease - Tenant	1250 Andrews Street, Starke	2,700	\$284,823.00	11/20/23
Dept. of Children & Families	Lease - Tenant	1016-A 6th Avenue, Wauchula	2,200	\$58,431.96	11/28/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	1835 US 441 SE, Okeechobee	3,525	\$71,381.28	12/13/23
Florida Gaming Control Commission	Lease - Tenant	1000 SW 33rd Avenue, Ocala	2,842	\$179,700.00	1/11/24
Dept. of Children & Families	Lease - Tenant	9503 Princess Palm Avenue, Tampa	20,950	\$4,164,775.68	1/24/24
Dept. of Children & Families	Lease - Tenant	325 John Knox Road, Tallahassee	9,702	\$906,166.92	12/13/23
Dept. of Agriculture & Consumer Services	Lease - Tenant	1720 El Jobean Road, Port Charlotte	800	\$97,200.00	7/23/24
Division of Administrative Hearings	Lease - Tenant	444 Seabreeze Blvd, Daytona Beach	2,909	\$185,797.92	4/25/24
Dept. of Children & Families	Lease - Tenant	1301 6th Avenue West, Bradenton	3,500	\$528,010.08	4/29/24
Dept. of Children & Families	Lease - Tenant	400 N State Road 19, Palatka	5,456	\$131,544.12	1/31/24
Dept. of Children & Families	Lease - Tenant	420 Sw 33rd Avenue, Ocala	4,999	\$430,713.84	3/6/24
Dept. of Children & Families	Lease - Tenant	400 Lexington Green Lane, Sanford	2,400	\$726,432.00	2/7/24
FL Highway Safety & Motor Vehicles	Lease - Tenant	11735 SW 147th Avenue, Miami	4,999	\$491,901.60	7/24/24

Agency	Deal Type	Location	SF	Date Closed	
Dept. of Agriculture & Consumer Services	Lease - Tenant	7825 Baymeadows Way, Jacksonville	4,378	\$99,293.04	3/6/24
Dept. of Agriculture & Consumer Services	Lease - Tenant	525 7th Avenue West, Palmetto	1,999	\$45,033.96	3/7/24
Dept. of Children & Families	Lease - Tenant	1300 Duncan Drive, Tavares	15,000	\$319,687.50	4/25/24
Dept. of Children & Families	Lease - Tenant	1901 W Cypress Creek Rd, Fort Lauderdale	25,775	\$6,377,250.60	5/1/24
Dept. of Children & Families	Lease - Tenant	1000 Ne 16th Ave, Gainesville	26,600	\$4,291,377.96	5/20/24
Dept. of Children & Families	Lease - Tenant	1381 Ohio Ave N, Live Oak	3,960	\$979,902.00	4/19/24
Dept. of Children & Families	Lease - Tenant	730 Highway 60 W, Lake Wales	7,422	\$202,398.00	4/26/24
Dept. of Children & Families	Lease - Tenant	18501 Murdock Circle, Port Charlotte	4,909	\$811,408.68	5/13/24
Dept. of Children & Families	Lease - Tenant	3960 W. Navy Blvd, Pensacola	13,170	\$93,638.76	9/5/24
Dept. of Children & Families	Lease - Tenant	1055 Us Highway 17 N, Bartow	16,000	\$3,397,920.00	10/30/24
Citizens Property Insurance Corp	Lease - Tenant	3111 W Dr Martin Luther King Blvd, Tampa	13,821	\$3,531,068.16	2/4/25
Florida Gaming Control Commission	Lease - Tenant	14476 Duval Place W, Jacksonville	4,999	\$287,242.44	10/24/24
Dept. of Children & Families	Lease - Tenant	3758 W Oakland Park Blvd, Fort Lauderdale	4,999	\$771,295.80	11/22/24
Division of Administrative Hearings	Lease - Tenant	250 S Austrailian Ave, West Palm Beach	7,989	\$4,107,943.80	2/10/25
Dept. of Business and Prof. Regulation	Lease - Tenant	415 N Richard Jackson, Panama City Beach	5,374	\$798,522.72	11/5/24
Dept. of Children & Families	Lease - Tenant	124 North Main Street, Chiefland	4,999	\$1,411,617.72	10/29/24
Dept. of Children & Families	Lease - Tenant	7601 Little Road, New Port Richey	14,070	\$2,530,489.80	11/4/24
Dept. of Children & Families	Lease - Tenant	15550 Lightwave Drive, Clearwater	17,325	\$3,967,944.96	11/18/24
Dept. of Agriculture and Consumer Services	Lease - Tenant	111 Racetrack Rd NW, Fort Walton Beach	3,394	\$154,291.20	11/27/24
FL. Department of Law Enforcement	Lease - Tenant	8421 Littleton Rd, North Fort Myers	9,600	\$318,240.00	11/6/24
Board of Trustees	Sale - Buyer	11059 International Drive, Orlando	39,863	\$5,200,000.00	1/4/21
City of Naples/CRA	Sale - Buyer	160-190 10th Street N, Naples	24,764	\$4,900,000.00	2/16/24
Dept. of Environmental Protection	Sale - Seller	1201 102nd Avenue, Saint Petersburg	29,600	\$8,750,000.00	9/3/24
Dept. of Agriculture and Consumer Services	Sale - Seller	5258 Rifle Range Road, Bartow	0	\$259,000.00	10/11/24
Dept. of Environmental Protection	Sale - Seller	5500 Stewart St, Milton	0	\$630,000.00	12/13/23
Dept. of Environmental Protection	Sale - Seller	201 W. Broward Blvd, Fort Lauderdale	0	\$62,000,000.00	6/1/23
Dept. of Environmental Protection	Sale - Seller	18150 SE Highway 19, Inglis	0	\$135,822.00	5/1/23
Dept. of Environmental Protection	Sale - Seller	6980 Florida 37, Mulberry, Fl	0	\$637,713.00	10/1/23

CBRE Property Management (PM) Hurricane Preparedness

National Emergency Operation Center (NEOC)

CBRE has developed an industry-leading National Emergency Operation Center (NEOC) located in Dallas, Texas, dedicated to property recovery. The NEOC was organized to assist local markets or Local Emergency Operation Centers (LEOCs) in the event of a major natural disaster. The center operates 24 hours a day, seven days a week in order to coordinate situational awareness, employee accountability, communication and critical resource response.

The NEOC also leverages internal resources such as Risk, Communications, HR, legal, BCP, HSSE and Tech Services. It is prepared to quickly deploy resources such as personnel, national vendors, supplies and security to any location in the United States.

CBRE has multiple sets of National Emergency Response Trailers (ERTs) located in Florida, readily available to support our teams. Each set consists of a mobile command post, equipment trailer and 1,000-gallon diesel tank trailer. Additional features include:

- Fully self-contained response trailers have generators and battery backup and can provide living and working quarters for up to four people.
- Satellite phone and TV provide communication and situational awareness.
- 12-volt charging bank allows charging of multiple cell phones and two-way radios.
- Mobile office with plan review table, printer, etc. available for on-site response planning sessions.
- Hand-picked tools and supplies that account for the most potential needs during and after an event.

Emergency Procedures Manual

Our firm has developed an emergency procedures manual. This document can be used as the foundation to develop a site-specific manual for the City's properties. To reflect today's environment, CBRE's Emergency Procedures Manual has been updated adding new sections such as recommended procedures for bio-hazards and a new risk assessment tool.



CBRE Florida PM Response to Hurricanes



Inspection

All buildings monitored with inspections occurring within 24-hours after storm.



Data & Reporting

CBRE Employee Welfare Check-In Program engaged for all 364 employees around the state of Florida to report in & accounted for properties within 24 hours of the storm.



Recovery

Streamlined recovery process. By way of example, 140 properties that were without power or damaged during recent hurricane were open for business within 48-hours (92% of our portfolio at the time)

POST STORM PLANNING & PREP

FUEL, EQUIPMENT & RESOURCES MOBILIZED



Fuel Truck

Pumper truck with 7,500 gallons of diesel fuel are driven into Florida from Birmingham, AL.



Dispatch Establishment

CBRE has established an out-of-state command center staffed by 2 for monitoring & dispatching resources throughout the state.

During storms a staging area for emergency equipment in Orlando is established to serve as a central location with access to all parts of Florida.



Diesel Tank

10,000 gallon diesel tank delivered & stationed in Orlando.

Utility vehicles

2 trucks available with utility trailers including 3x100 gallon diesel tanks, 1x 90 gallon gasoline tank, tools & supplies, food & water.





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Key Team
Member
Resumes

CBRE



Appendix



Lee Ann Korst
Southeast Regional Manager
Senior Vice President
Public Institutions & Education
Solutions

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leeann.korst@cbre.com

Clients Represented

- State of South Carolina
- State of Tennessee
 - AHCA
 - APD
 - CPIC
 - DCF
 - DEP
 - DJJ
 - DMS
 - DOACS
 - DOAH
 - DOC
 - DOE
 - DOEA
 - DOR
 - DOS
 - DOT
 - EOG
 - FWC
 - HSMV
- State of Florida
- City of Atlanta
- City of Bonita Springs, FL
- City of Cape Coral, FL
- City of Fort Myers, FL
- City of Hallandale Beach, FL
- City of Hollywood, FL
- City of Miami, FL
- City of Miami Beach, FL
- City of Orlando, FL
- City of Tallahassee, FL
- City of Ocala, FL
- Port Tampa Bay, FL
- Martin County, FL
- City of Mobile, AL
- Broward County, FL
- University of South Florida
- Commonwealth of Puerto Rico

Experience

Lee Ann Korst is a Senior Vice President within the PIES team and is responsible for the Southeast region government practice. She currently manages contracts for the States of Florida, Tennessee and South Carolina, and Cities of Miami, Jacksonville, Fort Myers, and Mobile, among others.

Ms. Korst has managed the State of Florida account since 2011 by providing strategic advisory services, along with representing the State as both tenant and owner. Lee Ann led the CBRE team responsible for publishing the State's Real Estate Optimization Plan that identified between \$70-100M in annual savings. Most recently, she managed the disposition of a variety of State-owned property, achieving 30.4% above the minimum bid price for the properties as well as more than 1 million square feet of occupier representation assignments. Ms. Korst has also led several Public-Private Partnerships, including high profile marina redevelopments, build-to-suit City administrative headquarters, long-term ground leases for development as well as land sales for residential development purposes.

Ms. Korst has extensive government experience serving in high level positions at two Departments with the State of Florida. She served as the Director of Real Estate and Deputy Secretary at the Department of Management Services which included oversight and management of 7.9 MSF in the Florida Facilities Pool as well as 10 MSF of private sector leasing. Ms. Korst then served as the Deputy Executive Director, Department of Highway Safety and Motor Vehicles, with responsibility for direct management and oversight of the Division of Driver Licensing, Division of Motor Vehicles, Customer Service Center and Cabinet Affairs. She also served the Department of Highway Safety and Motor Vehicles as the Chief of Staff, a role that included overseeing administrative functions of that 4,500-employee state agency and \$280M budget.

Prior to her public service, Ms. Korst worked for Equity Office Properties for more than 10 years, leasing and managing a variety of property types and ultimately serving as General Manager for One Ninety-One Peachtree Tower in Atlanta, Georgia, where she led the successful financial and operational performance of this 1.2 MSF Class A space.

Significant Assignments

- State of Florida Department of Juvenile Services lease, Walton County
- State of Florida, Department of Corrections lease, Okaloosa County
- State of Florida, Department of Children & Families lease, Bay County
- Redevelopment of Hollywood Beach Cultural & Community Center, Hollywood, FL
- Acquisition of Police Department Headquarters, Fort Myers, FL
- Redevelopment of Miami Riverside Center site, Miami, FL
- Disposition of industrial property, Hialeah, FL
- Disposition of 25 acre campus, Johnson & Wales University, North Miami, Florida

Professional Affiliations and Education

- Licensed Real Estate Sales Associate, State of Florida
- Master of Business Administration, Oglethorpe University
- Bachelor of Science in Management and Quantitative Methods, Illinois State University
- Harvard University - Strategic Negotiations: Deal Making for the Long Term



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Clients Represented

- State of Florida
- Accenture
- Booz Allen Hamilton
- BOTE
- Caliber Home Loans
- Casto Properties
- DR Horton
- EBSCO Industries
- FL Homebuilder's Assoc.
- Gramercy Property Trust
- Imperium Blue
- Johns Hopkins University
- Johnson Controls
- JPB Partners
- Lululemon
- McKesson
- OBP Partners
- Oceaneering Int'l
- Pacifica Properties
- St. Joe Company
- Taziki's Mediterranean Cafe
- Trustmark Bank
- Yamaha Corp

Education

- Bachelor of Science in Finance from the Florida State University

Experience

In December 2015, Tom Watson opened CBRE's Northwest Florida office in Miramar Beach, which has since grown to four sales associates and over \$100 million in annual transaction volume.

Mr. Watson represents investors, landlords and occupiers, and land owners in both the sale and leasing of commercial real estate properties across the Northwest Florida market, spanning from Tallahassee to Pensacola.

With 30 years of commercial real estate experience in the Southeastern US, and including a background in banking, research and consulting, Mr. Watson is established as a knowledgeable and trusted advisor. Having relocated to Florida's Panhandle in 2001, his career has focused on serving a diverse set of clients, including institutional portfolio owners, local families with generational real estate holdings, small business owners and Fortune 500 occupiers of space.

Mr. Watson's expertise in a variety of commercial real estate product types, including retail, office, industrial, land and other specialty practice areas provides a broad perspective on economic and market trends, providing tremendous value to his clients in support of their critical decision-making. Over the course of his career, he has been involved in over 2 million square feet of lease and sales transactions and many thousands of acres of land development and sales, advising on over \$1 billion in transaction value.

Significant Projects/Transactions

Client	Address	Type	Size (SF)
Pier Park North	Panama City Beach, FL	Landlord Rep/Lease	350,000
Shoppes at Paradise Key	Destin, FL	Landlord Rep/Lease	265,000
GKN Aerospace - Venture Crossing Industrial	Panama City, FL	Lease	140,000
Gulf Place	Santa Rosa Beach, FL	Investment Sale	23,000 SF Retail Center - \$12M
Oceaneering Int'l	Port of Panama City, FL	Occupier Rep	54,000
Washington Crossing	Ebro, FL	Entitlement/ Development and Disposition	630 AC - \$15.2M
Crestview Ridge	Okaloosa County, FL	Entitlement/ Development and Disposition	500 AC - \$9.3M

Professional Affiliations

- Licensed Real Estate Sales Associate, State of Florida
- Member: ICSC, NAIOP
- Board of Directors (Past & Present)
 - Florida's Great Northwest
 - Children's Volunteer Health Network | Chair of Finance Committee
 - The Seaside School - Chair of Governance Committee
 - Cultural Arts Alliance of Walton County - Vice President
 - Seaside Repertory Theatre Company
- Lakeplace at Grayton HOA - President



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Clients Represented

- Ascension Sacred Heart
- Booz Allen Hamilton
- BurgerFi
- CASTO Properties
- Clean Juice
- Club Champion
- Compass Real Estate
- Crumbl Cookies
- EBSCO Industries
- EG America – Tom Thumb
- Ferguson Enterprises
- GKN Aerospace
- Island Fin Poke
- Jeremiah's Italian Ice
- johnnie-O
- Mariner Finance
- Move-it Storage
- Pacifica Real Estate
- Rock & Roll Sushi
- Skechers
- State of Florida
- The St. Joe Company

Experience

With over 18 years and a proven track record in the commercial real estate industry, Elizabeth Forsythe, joined the Northwest Florida CBRE office in Fall 2019. Prior to that, Elizabeth served as Asset Manager for The St. Joe Company, overseeing its broad and diverse commercial assets. In this capacity, Elizabeth served as the in-house leasing representative for its retail, industrial and office opportunities and procured build-to-suit and strategic joint venture partners for the company's commercial land development projects across the Florida panhandle. Possessing acute knowledge of the Northwest Florida market, spanning from Tallahassee to Pensacola, and encompassing all aspects of the commercial real estate industry, Elizabeth is uniquely qualified to serve her clients, regardless of the type of transaction.

Elizabeth is a proud graduate of the University of Georgia, and upon graduating immediately began her career in commercial real estate in Atlanta, GA, before relocating to Northwest Florida in 2011. While in Atlanta, she served as landlord leasing representative for multiple Class-A office buildings, responsible for leasing over two million square feet of office space.

Significant Assignments

- Greenway Station – 26,000 SF, Santa Rosa Beach, FL (retail leasing)
- Alys Beach Town Center – 100,000 SF, Alys Beach, FL (retail leasing)
- Laguna Beach Retreat – Main Campus (9.3 acres) and Cottage Campus (4.5 acres) (disposition)
- Beckrich Office Park – 60,000 SF, Panama City Beach, FL (office leasing)
- St. Joe Company - Town Center Community Portfolio: WaterColor Town Center (Watercolor, FL), Southwood Town Center (Tallahassee, FL), WaterSound Town Center (WaterSound, FL), Windmark Village Center (Windmark, FL)

Professional Affiliations and Education

- Licensed Real Estate Sales Associate, State of Florida
- Seaside Schools, Inc. Board of Directors (2017-2020; serving as Chairwoman 2019-2020)

Education

- Bachelor degree in Business Administration/Marketing, University of Georgia



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Clients Represented

- Lennar
- Los Angeles Mission
- Ben E Keith
- Campbell's Snack
- Cambridge College
- CDR Maguire
- CHCS Services Inc.
- Clarion Partners
- Ferguson
- GenesisCare
- Hilltop Holdings
- LabCorp
- National Seating & Mobility
- PrimeLending
- Radiology Partners
- Rockwood Capital
- Smith+Nephew

Experience

Sam Herrera represents investors, landlords and occupiers in both the sale and leasing of commercial real estate properties across the Northwest Florida market, spanning from Tallahassee to Pensacola. To date, her team has been involved in more than 1 million square feet of leasing and sales and totaling over \$100M in transaction volume per year.

Bilingual in English and Spanish, Ms. Herrera uses her resources within CBRE to translate and work with Spanish-speaking landlords and tenants in the market.

Over the past decade, Ms. Herrera has advised clients through all aspects of leasing and sales transactions. Acting as a consultant for her clients, she has prepared BOVs (broker opinion of value) for various transactions and property types, including land acquisitions, retail, and mental health centers.

As an active participant within the Northwest Florida market, she is involved with Greater Fort Walton Beach Chamber of Commerce and United Way's Emerging Leaders.

Prior to joining CBRE NW Florida, Ms. Herrera represented landlords in the Greater Los Angeles area to oversee a diverse portfolio of over 4.5 million square. Additionally, she represented tenants throughout California, totaling over 100,000 square feet of transactions.

Professional Affiliations and Education

- Greater Fort Walton Beach (Florida) Chamber of Commerce
- United Way, Emerging Leaders
- CBRE HOLA Member & Virtual Chapter Lead
- CBRE Women's Network

Education

- Bachelor degree, University of Oregon



Marc Scaffe
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Experience

Marc Scaffe currently serves as a Director of Property Management for the Tampa, Jacksonville and Panhandle markets and provides statewide oversight for new Retail Management and Agency Leasing pursuits. Marc has over thirty years of experience in commercial real estate acquisition, development, finance, accounting, receiverships, third-party property management and leasing, brokerage and the disposition of assets.

Mr. Scaffe has successfully developed/managed over twenty million square feet of retail shopping centers, Class A office buildings, industrial buildings, multi-family, drug store and single tenant facilities for numerous national commercial real estate firms. He has served as the Court Appointed Receiver for more than 1.5/MSF of commercial property. He has an extensive background in securing senior and mezzanine construction/permanent financing for all commercial real estate product types and is well versed in handling complex loan workouts. Mr. Scaffe has successfully staffed, trained and managed numerous property management, leasing, accounting, finance and administrative operations for national and regional commercial real estate firms.

Prior to joining CBRE, Mr. Scaffe held senior level management positions with national and regional commercial real estate firms, including The Rouse Company, Lincoln Property Company, The Hogan Group and Moor + South. Additionally, supplementing a multi-faceted real estate career, Mr. Scaffe has also served as Vice President of Commercial Lending with BankAtlantic, a Florida-based lending institution.

Professional Affiliations and Education

- The International Council of Shopping Centers
- NAIOP
- The Chamber of Commerce

Education

- Hillsborough College, Degree in Business Administration
- Florida Real Estate License

SUBCONTRACTOR



Cameron Cauley
President
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Scope of Service Experience

Specializes in the sales and leasing of commercial investment, office, retail, land and industrial properties.

Property Management.

Cameron is the President of the Property Management division of NAI Pensacola, under Cameron's leadership and direction the company manages over 1 million square feet of office, industrial, and multi-tenant retail space. Cameron is committed to providing a pleasant leasing experience, ensuring tenant satisfaction and retention. He applies an advanced skill set to the administration, oversight and leasing, adding value to all managed property in any asset class, resulting in a maximum return for owners upon the sale of their property.

Background & Experience

Cameron Cauley brings extensive experience and a creative mind-set as a licensed commercial real estate agent at NAI Pensacola. Professionalism, market knowledge, a strong work ethic, along with determination and dedication are characteristics that Cameron bases his career on. Cameron specializes in applying his expertise and market knowledge to broker commercial investment, office, industrial, retail and multifamily properties that consistently exceed the investment goals of his clients. He stays abreast of the latest trends and key market intelligence which directly impacts his client's financial success. By applying these professional philosophies, he has earned a reputation for being a skilled negotiator with refined negotiating and sales tactics and is a solid top producer in the region. Cameron is inventive, resourceful and displays a distinct knack for thinking outside of the box to put deals together that achieve high returns for his clients.

Clients Represented

- | | | |
|-----------------------------------|------------------------------|----------------------------------|
| – Terramore Development | – Rimrock Development | – SunTrust Bank |
| – Finger Enterprises | – Big Top Investment Group | – Dogwood Square Shopping Center |
| – Dr. Randall Brown | – FDC Holdings | – City of Milton |
| – Loftin Properties | – The First National Banking | – C&H Ventures |
| – Ahamad, Ruman, & Merman | – Association | – Blue Ridge Summit |
| – JRMA Investments | – Lemarc Properties | – Goodson Consulting |
| – AIM Behavioral | – North Hill Developers | – Steker LLC |
| – RaceTrac, Inc. | – NRMF, LLC | – Elks Lodge |
| – Elavatorski | – Davis and Gallagher | – Grant, Grant, Seals |
| – Orpin and Orpin | – Navarre Square | – Litchfield Pear Orchard |
| – Horticulture Investment Service | – Quantum Telecommunications | – Pensco Trust |



Tess Fleming
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Solutions

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Clients Represented

- State of South Carolina
- State of Florida
- State of Tennessee
- City of Bonita Springs
- City of Hollywood
- City of Fort Lauderdale
- City of Jacksonville
- City of Cape Coral
- City of Fort Myers
- City of Orlando
- City of Miami
- City of Miami Beach
- Commonwealth of Puerto Rico
- Hillsborough County, FL
- Port Tampa Bay
- Mobile, AL

Experience

Tess Fleming joined CBRE in May 2015 and serves as a Transaction Manager for CBRE's Public Institutions and Education Solutions group (PIES). Tess also leads the group's public sector property marketing efforts for the Southeast. Tess is responsible for creating client proposals, presentations, and offering memorandums for public sector clients. Tess has created marketing materials for properties owned by marquee clients including the Cities of Miami, Miami Gardens, Ft. Lauderdale, Hollywood, Bonita Springs, Cape Coral, and Mobile, among others.

In addition, Tess manages CBRE's sales process for disposition of surplus property on behalf of the State of Florida's Department of Environmental Protection. The team has sold over \$44M in surplus property to date. Tess brings more than 15 years of real estate experience and 25 years of account management and administrative support.

Significant Assignments

- State of Florida, Division of State Lands dispositions
- Johnson & Wales Campus disposition
- City of Miami Riverside Center redevelopment
- City of Miami Gardens multi-parcel disposition
- City of Jacksonville Downtown Investment Authority, disposition and redevelopment of The Ford on Bay project
- City of Bonita Springs disposition and redevelopment

Professional Affiliations and Education

- Licensed Real Estate Sales Associate, State of Florida
- BAS, Supervision and Management, Florida State College of Jacksonville



Michael McShea
National Lead & Executive Vice President
Public Institutions & Education Solutions

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Clients Represented

- State of Florida
- Miami, FL
- Ft Myers, FL
- Cape Coral, FL
- Fort Lauderdale, FL
- Mobile, AL
- Oakland, CA
- San Diego, CA
- Indianapolis, IN
- Tulsa, OK
- Bloomington, IN
- Ann Arbor, MI
- Arlington County, VA
- Alexandria, VA
- Washington, DC
- Orange County, CA
- State of Maryland
- State of North Carolina
- State of Tennessee
- State of South Carolina
- State of New York
- State of Michigan
- Commonwealth of Puerto Rico
- US Navy

Experience

Michael B. McShea, Executive Vice President, is a co-leader of CBRE's state and local government practice. Mr. McShea provides strategic planning, development advisory, brokerage and other associated real estate services to government entities and education institutions nationwide.

Mr. McShea manages some of the nation's most significant state and local government projects and portfolios. His public sector career began with the oversight of a contract with the Government of the District of Columbia, involving the restructuring of over 1 million square feet of municipal space under the auspices of the congressionally established Financial Control Board.

He has provided development advisory services for the College of William & Mary, Alexandria City Public School System, National Institutes of Health, John Hopkins Applied Research Laboratory and the University of Cincinnati. He has advised the cities of Indianapolis, IN, Mobile, AL, Ann Arbor, MI and Miami, FL on economic development initiatives and public private partnerships.

Mr. McShea has developed strategic plans for various government entities including, most recently, the states of Florida, South Carolina, Oakland, California and Mobile, Alabama. He has implemented strategic real estate plans for the City of New York, as well as the states of Arizona, Colorado, Maryland, Michigan, and Pennsylvania.

Mr. McShea is currently advising the North County Transit District in Oceanside, CA on the development of a 10-acre TOD site surrounding the Oceanside Transit Center, as well as other numerous other ongoing P3 projects including for the Cities of Miami, Hollywood, Bonita Springs, Jacksonville, and others.

Significant Achievements

- United States Conference of Mayors Outstanding Achievement in Public Private Partnership, City of Tulsa, City Hall Acquisition
- National Association of State Facility Administrators Outstanding Achievement Award, Portfolio Management with the State of Michigan

Industry Recognition

- Mr. McShea has been a guest lecturer on various topics involving corporate, municipal and educational real estate including the National Association of College & University Business Officers (NACUBO), National Association of State Facility Administrators (NASFA), American Institute of Architects, California Association for Local Economic Development, American Association of Port Authorities, the Construction Manager Association of America and the Keenan Flagler Business School at the University of North Carolina Chapel Hill. He is also a regular speaker at various federal and state-level P3 conferences.

Professional Affiliations and Education

- Bachelor of Science, Business and Management, University of Maryland



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Experience

As Managing Director and Market Leader for CBRE's Jacksonville and Northwest Florida offices, Tommie Reilly oversees business operations and drives the office's growth strategy for all Advisory Services lines of business, including leasing, sales, valuations, project management and property management.

Ms. Reilly partners with CBRE professionals to solve real estate and business challenges for commercial real estate clients. She manages a wide variety of critical business functions including strategic business development initiatives, pursuit leadership, broker business plans, recruiting, and strategic team formation.

She joined CBRE in 2017 as a Sales Manager, supporting CBRE's North and Central Florida markets before being promoted to Sales Director in March 2020. During her time with CBRE, Ms. Reilly has played a pivotal role in strategy for pursuits of the North Florida CBRE brokerage professionals to increase market share and client satisfaction. She has developed a local employee engagement plan, training programs, internship programs, and guided strategic objectives.

In addition to her local leadership duties in Jacksonville, Ms. Reilly has acted as a delegate for CBRE's Women's Network since 2016. In this role, she champions the pillars of Advocacy, Mentorship and Growth for CBRE professionals across Florida. In 2021, Ms. Reilly was elected the Co-Chair of CBRE's Women's Network in Florida, a position in which she still serves. She spearheads a robust leadership team supported by field delegates and committees to lead local programs for more than 235 members across the state. Ms. Reilly also serves on a local committee in partnership with the Melanoma Research Foundation to raise awareness and funding for research grants at Moffit.

Prior to joining CBRE, Ms. Reilly gained more than 10 years of leadership experience in both sales and the mortgage banking industry.

Professional Affiliations and Education

- NAIOP
- Urban Land Institute
- Jacksonville Chamber Trustee

Education

- Bachelor of Science in Business Administration from the University of Missouri – Columbia
- Bachelor of Arts in International Relations from the University of Missouri – Columbia
- Master of Business Administration from the University of North Florida