



655 N. Tamiami Trail, Sarasota, FL 34236

Board Meeting Agenda
July 20, 2021
3:00 – 5:00 pm

Call to Order	Cathy Layton, Chair
Public Comment*	Cathy Layton, Chair
Mission Moment	Cathy Layton, Chair
Consent Agenda	Cathy Layton, Chair
Finance Report	Rob Lane, Treasurer
Agency/Sasaki Report <ul style="list-style-type: none">• Next step design	Gina Ford, Susannah Ross
Board Nomination	Cathy Layton, Chair
Management Report <ul style="list-style-type: none">• Founding CEO Update• Mangrove Walk Construction Update• Phase 1 Construction• Additional Projects Update<ul style="list-style-type: none">○ Phase 2 Entitlement Process○ Historic District○ West Waterfront• Activation Update• Fundraising Update	AG Lafley, Founding CEO Bill Waddill, Chief Implementation Officer Jeannie Perales, Chief Experience Officer Veronica Brady, Director of Advancement



Old Business
New Business
Adjourn

Cathy Layton, Chair
Cathy Layton, Chair
Cathy Layton, Chair

*Guidelines for comments by members of the public at BPC Board Meetings:

- Comments and input are welcome. If questions are posed, they will be responded to by Management outside of the meeting rather than during the meeting.
- Speaker must register prior to speaking (name, organization)
- 2 to 3 minutes maximum time speaking per person
- 10-minute maximum period devoted to this segment

Handouts

Financial Report - June 30, 2021
Financial Report – May 31, 2021

Consent Agenda

Team Update Meeting Minutes – June 15, 2021
Finance Committee Meeting Minutes – May 27, 2021
Board Meeting Minutes – May 18, 2021

Public Meetings: Board Meetings are held at the BPC office at 655 N. Tamiami Trail.

Team Update Zoom Call	August 17, 2021	3:00 pm - 4:00 pm
Board Meeting	September 21, 2021	3:00 pm - 5:00 pm
Team Update Zoom Call	October 19, 2021	3:00 pm - 4:00 pm
Board Meeting	November 16, 2021	3:00 pm - 5:00 pm
Team Update Zoom Call	December 21, 2021	3:00 pm - 4:00 pm



June 2021

Financial Statement Package

The Bay Park Conservancy, Inc
Balance Sheet
Accrual Basis Presentation

	June 30, 2021	December 31, 2020	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Centerstate Cash Manager	\$ 10,892,586	\$ 7,991,430	\$ 2,901,156	36.30%
CenterState Bank - Money Market	100,000	100,021	(21)	-0.02%
CenterState Bank - Checking	39,680	24,879	14,801	59.49%
Bank of Baroda - Mangrove Endowment	-	240,001	(240,001)	-100.00%
Total Checking/Savings	<u>11,032,266</u>	<u>8,356,331</u>	<u>2,675,935</u>	<u>-4.23%</u>
Accounts Receivable				
Grants Receivable	6,300,000	1,301,929	4,998,071	383.90%
Total Accounts Receivable	<u>6,300,000</u>	<u>1,301,929</u>	<u>4,998,071</u>	<u>383.90%</u>
Other Current Assets				
Prepaid Insurance	5,616	1,225	4,391	358.45%
Total Other Current Assets	<u>5,616</u>	<u>1,225</u>	<u>4,391</u>	<u>358.45%</u>
Total Current Assets	<u>17,337,882</u>	<u>9,659,485</u>	<u>7,678,397</u>	<u>79.49%</u>
Other Assets				
Investments				
Mangrove Bayou Endowment	259,637	-	259,637	N/A
Total Other Assets	<u>259,637</u>	<u>-</u>	<u>259,637</u>	<u>N/A</u>
TOTAL ASSETS	<u>\$ 17,597,519</u>	<u>\$ 9,659,485</u>	<u>\$ 7,938,034</u>	<u>82.18%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	\$ 370,625	\$ 791,187	\$ (420,562)	-53.16%
Total Liabilities	<u>370,625</u>	<u>791,187</u>	<u>(420,562)</u>	<u>-53.16%</u>
Equity				
Net Assets with Donor Restrictions	259,637	240,001	19,636	8.18%
Net Assets without Donor Restrictions				
Designated for compensation	175,000	175,000	-	0.00%
Undesignated	8,433,660	7,350,026	1,083,634	14.74%
Total Net Assets without Donor Restrictions	<u>8,608,660</u>	<u>7,525,026</u>	<u>1,083,634</u>	<u>14.74%</u>
Net Income	8,358,597	1,103,271	7,255,326	657.62%
Total Equity	<u>17,226,894</u>	<u>8,868,298</u>	<u>8,358,596</u>	<u>94.25%</u>
TOTAL LIABILITIES & EQUITY	<u>\$ 17,597,519</u>	<u>\$ 9,659,485</u>	<u>\$ 7,938,034</u>	<u>82.18%</u>

The Bay Park Conservancy, Inc.
Statement of Financial Income and Expense
For the period of January 2019 through June 2021
Accrual Basis Presentation

<u>Income</u>	<u>Phase 1 Budget</u>	<u>Actual</u>	<u>\$ Remaining</u>
Gifts and Grants (Private)	\$ 25,600,000	\$ 25,732,002	\$ (132,002)
Other Grants (Public)	6,400,000	1,936,172	4,463,828
Total Income	<u>\$ 32,000,000</u>	<u>\$ 27,668,174</u>	<u>\$ 4,331,826</u>
 <u>Expense</u>			
Phase 1 - Implementation:			
Capital-Mangrove Walk		\$ 4,787,309	
Design/Plan Consultants		2,845,163	
Other Consultants		869,770	
Capital-Fountain Garden		181,486	
Sunset Pedestrian Boardwalk		57,668	
Upland Park		37,889	
Future Phases		-	
Other Expenses		6,738	
Current Phase 1 - Implementation	<u>\$ 29,500,000</u>	<u>\$ 8,786,023</u>	<u>\$ 20,713,977</u>
 Phase 1 - Activation:			
Education		\$ 3,508	
Programming		2,188	
Current Phase 1 - Activation	<u>\$ -</u>	<u>\$ 5,696</u>	<u>\$ (5,696)</u>
 Park Maintenance:			
Historic District		\$ 119,812	
Water Quality Sampling		72,784	
Fountain Garden		50,951	
Mangrove Walk		6,132	
Total Park Maintenance Expense		<u>\$ 249,679</u>	
 Personnel Expense:			
Compensation and Benefits		\$ 637,560	
Consultant - Advancement		392,485	
Professional Fees-Managing Director		90,000	
Other Professional Fees		65,083	
Total Personnel/Professional Expense		<u>\$ 1,185,128</u>	
 Communications/Outreach:			
Community Outreach		\$ 440,757	
Website/Communications		27,533	
Memberships		8,888	
Business Meals		5,806	
Programming		5,000	
Mileage		287	
Total Communications/Outreach Expense		<u>\$ 488,271</u>	
 Occupancy			
Office Supplies and Equip		\$ 73,589	
Insurance		58,745	
Total Other Operating Expense		<u>\$ 32,672</u>	
Total Other Operating Expense		<u>\$ 165,006</u>	
Total Operating Expense	<u>\$ 2,500,000</u>	<u>\$ 2,088,084</u>	<u>\$ 411,916</u>
Total Expense	<u>\$ 32,000,000</u>	<u>\$ 10,879,803</u>	<u>\$ 21,120,197</u>
Net Ordinary Income	<u>\$ -</u>	<u>\$ 16,788,371</u>	<u>\$ 16,788,371</u>
 <u>Other Income/Expense</u>			
Interest earned - bank accounts		\$ 117,267	117,267
Other Income		31,333	31,333
Investment Income & Unrealized Gain/Loss		19,619	19,619
Total Other Income	<u>\$ -</u>	<u>\$ 168,219</u>	<u>\$ 168,219</u>
Bank and Merchant Fees		2,056	(2,056)
Total Other Expense	<u>\$ -</u>	<u>\$ 2,056</u>	<u>\$ (2,056)</u>
 Net Income	 <u>\$ -</u>	 <u>\$ 16,954,534</u>	 <u>\$ 16,954,534</u>

Note: The accumulated earnings totaling \$272,360 from 2018 and 2017 is reported as net assets without donor restrictions on the Balance Sheet.



May 2021

Financial Statement Package

The Bay Park Conservancy, Inc
Balance Sheet
Accrual Basis Presentation

	May 31, 2021	December 31, 2020	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Centerstate Cash Manager	\$ 11,369,432	\$ 7,991,430	\$ 3,378,002	42.27%
CenterState Bank - Money Market	100,116	100,021	95	0.09%
CenterState Bank - Checking	49,139	24,879	24,260	97.51%
Bank of Baroda - Mangrove Endowment	-	240,001	(240,001)	-100.00%
Total Checking/Savings	<u>11,518,687</u>	<u>8,356,331</u>	<u>3,162,356</u>	<u>39.88%</u>
Accounts Receivable				
Grants Receivable	1,000,000	1,301,929	(301,929)	-23.19%
Total Accounts Receivable	<u>1,000,000</u>	<u>1,301,929</u>	<u>(301,929)</u>	<u>-23.19%</u>
Other Current Assets				
Prepaid Insurance	6,433	1,225	5,208	425.14%
Total Other Current Assets	<u>6,433</u>	<u>1,225</u>	<u>5,208</u>	<u>425.14%</u>
Total Current Assets	<u>12,525,120</u>	<u>9,659,485</u>	<u>2,865,635</u>	<u>29.67%</u>
Other Assets				
Investments				
Mangrove Bayou Endowment	243,146	-	243,146	N/A
Total Other Assets	<u>243,146</u>	<u>-</u>	<u>243,146</u>	<u>N/A</u>
TOTAL ASSETS	<u>\$ 12,768,266</u>	<u>\$ 9,659,485</u>	<u>\$ 3,108,781</u>	<u>32.18%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	\$ 302,379	\$ 791,187	\$ (488,808)	-61.78%
Total Liabilities	<u>302,379</u>	<u>791,187</u>	<u>(488,808)</u>	<u>-61.78%</u>
Equity				
Net Assets with Donor Restrictions	243,146	240,001	3,145	1.31%
Net Assets without Donor Restrictions				
Designated for compensation	175,000	175,000	-	0.00%
Undesignated	8,450,151	7,350,026	1,100,125	14.97%
Total Net Assets without Donor Restrictions	<u>8,625,151</u>	<u>7,525,026</u>	<u>1,100,125</u>	<u>14.97%</u>
Net Income	3,597,590	1,103,271	2,494,319	226.08%
Total Equity	<u>12,465,887</u>	<u>8,868,298</u>	<u>3,597,589</u>	<u>40.57%</u>
TOTAL LIABILITIES & EQUITY	<u>\$ 12,768,266</u>	<u>\$ 9,659,485</u>	<u>\$ 3,108,781</u>	<u>32.18%</u>

The Bay Park Conservancy, Inc.
Statement of Financial Income and Expense
For the period of January 2019 through May 2021
Accrual Basis Presentation

<u>Income</u>	<u>Phase 1 Budget</u>	<u>Actual</u>	<u>\$ Remaining</u>
Gifts and Grants (Private)	\$ 25,600,000	\$ 20,264,922	\$ 5,335,078
Other Grants (Public)	6,400,000	1,756,071	4,643,929
Total Income	<u>\$ 32,000,000</u>	<u>\$ 22,020,993</u>	<u>\$ 9,979,007</u>
 <u>Expense</u>			
Phase 1 - Implementation:			
Capital-Mangrove Walk		\$ 4,179,073	
Design/Plan Consultants		2,715,286	
Other Consultants		840,172	
Capital-Fountain Garden		181,486	
Sunset Pedestrian Boardwalk		57,668	
Future Phases		-	
Other Expenses		6,737	
Current Phase 1 - Implementation	<u>\$ 29,500,000</u>	<u>\$ 7,980,422</u>	<u>\$ 21,519,578</u>
 Phase 1 - Activation:			
Education		\$ 3,508	
Programming		2,188	
Current Phase 1 - Activation	<u>\$ -</u>	<u>\$ 5,696</u>	<u>\$ (5,696)</u>
 Park Maintenance:			
Historic District		\$ 119,512	
Water Quality Sampling		63,159	
Fountain Garden		48,919	
Mangrove Walk		4,890	
Total Park Maintenance Expense		<u>\$ 236,480</u>	
 Personnel Expense:			
Compensation and Benefits		\$ 611,614	
Consultant - Advancement		377,013	
Professional Fees-Managing Director		90,000	
Other Professional Fees		62,564	
Total Personnel/Professional Expense		<u>\$ 1,141,191</u>	
 Communications/Outreach:			
Community Outreach		\$ 406,147	
Website/Communications		27,533	
Memberships		8,888	
Business Meals		5,702	
Programming		5,000	
Mileage		287	
Total Communications/Outreach Expense		<u>\$ 453,557</u>	
 Occupancy			
Office Supplies and Equip		\$ 70,393	
Insurance		56,922	
Total Other Operating Expense		<u>\$ 31,916</u>	
		<u>\$ 159,231</u>	
Total Operating Expense	<u>\$ 2,500,000</u>	<u>\$ 1,990,468</u>	<u>\$ 509,532</u>
Total Expense	<u>\$ 32,000,000</u>	<u>\$ 9,976,586</u>	<u>\$ 22,023,414</u>
Net Ordinary Income	<u>\$ -</u>	<u>\$ 12,044,407</u>	<u>\$ 12,044,407</u>
 <u>Other Income/Expense</u>			
Interest earned - bank accounts		\$ 116,369	116,369
Other Income		31,333	31,333
Investment Income & Unrealized Gain/Loss		3,128	3,128
Total Other Income	<u>\$ -</u>	<u>\$ 150,830</u>	<u>\$ 150,830</u>
Bank and Merchant Fees		1,708	(1,708)
Total Other Expense	<u>\$ -</u>	<u>\$ 1,708</u>	<u>\$ (1,708)</u>
 Net Income	 <u>\$ -</u>	 <u>\$ 12,193,529</u>	 <u>\$ 12,193,529</u>

Note: The accumulated earnings totaling \$272,360 from 2018 and 2017 is reported as net assets without donor restrictions on the Balance Sheet.



Team Update Meeting Minutes

June 15, 2021

3:00 pm

(via Zoom)

Board Members by Zoom: Cathy Layton – Chair, Rob Lane – Treasurer, Kyle Battie, Steve Cover, Keith DuBose, Michael Klauber, Emily Walsh

BPC: Bill Waddill – Chief Implementation Officer, Veronica Brady – Director of Advancement, Lori Denny - Project Coordinator

Agency Consulting Team: Suzannah Ross

Public: Pamela Mones, Richard Mones, Nicole Zimmerman, Anand Pallegar, Chris Hall, Marty Taffel, “SMac”

Cathy Layton began the Team Update call at 3:00 pm.

Team Update:

Mr. Waddill, Ms. Brady and Ms. Zimmerman from atLarge presented the management report and communication updates:

- Mr. Waddill provided an update on implementation.
 - Swing installation will be completed tomorrow.
 - Baffle box installation is in process.
 - Complete installation of 200 ft. of Mangrove Bayou Walkway
 - Third week of July the bridge will be closed and demolished, and bayou dredged. Material dredged will be tested to see if it needs to be trucked off as hazardous material; if determined not dangerous, it could be used as fill on-site.
 - Once dredging is done, the bridge will be reinstalled 18” above its current location, and kayak launch will be completed. This work should be completed by the fall.
 - Sweet Sparkman test of shading concept built by the Asolo.

- FDOT grant for frontage improvement along 41 should be ready to go in the late fall.
- Cleanup at south lawn next to Municipal Auditorium. Land has been cleared for new landscaping, installation of palm trees, installation of lighting, etc. Area can be used to begin activation events.
- Design team is planning a site visit the second week of July doing a kick-off of next phases.
- Ms. Brady provided an update on fundraising.
 - Discussed the benefit of services provided through community partnerships.
 - Fundraising continues to go well with several opportunities upcoming.
 - Last Sunday at The Bay event was held on Sunday. The activation was possible in part through the support of Community Foundation of Sarasota County.
 - We are continuing to receive requests for tours by groups for presentations and tours.
 - Special mention to encourage people to come out and visit the new swing on the walkway. People are excited and coming in larger numbers to visit the site and hear about and witness the progress being made. Shared experience of a young man coming in to ask about a location where he could propose to his girlfriend.
- Ms. Zimmerman from atLarge provided updates on social media activities, survey results and newsletter distribution.

Adjourn

The call ended at 3:23 pm.



Finance Committee Meeting Minutes

May 27, 2021

3:30 – 4:30 pm

(via Zoom)

Board Members Present: Cathy Layton – Chair, Rob Lane – Treasurer, Carlos de Quesada

BPC Staff: AG Lafley – Founding CEO, Bill Waddill, Chief Implementation Officer, Veronica Brady – Director of Advancement

Public: No attendees

Phase 1 Development Budget

- Bidding process on Upland part of the park shows we are less than 10% over the estimate. Once bid is accepted, the pricing will be locked in.
- With the volatility in the materials and labor market, bids are fewer.
- Sunset Boardwalk conceptual design cost estimate is on hold until Army Corps of Engineers permit application gets further in the process and to allow commodities volatility to settle down – likely to restart in 2022.
- Mr. Lafley indicated based on timing for permitting for the boardwalk, it may take 12-15 months, that could allow for current market volatility issues to ease.
- Mr. Waddill indicated the dredging permit could be issued today or tomorrow, with the boardwalk application to follow.
- Cost for Phase 1 is estimated to be \$27.5 to \$32.5 million as previously projected. This cost is for development. It does not include operations or activation costs.
- Army Corps of Engineers will be providing questions and input on the design of the boardwalk, so Mr. Lafley recommended not establishing a budget at this time.
- Operating costs should remain less than \$1 million per year for BPC.
- Ms. Layton confirmed that our budget numbers, as reflected on the financial statements, remain the same.
- Ms. Brady provided information on tracking spending in cost centers that reflect current and future phase work that is ongoing.
- Mr. Lafley indicated the financial statements being generated are sufficient to meet current needs.

- Mr. Lafley discussed the reporting of consultant costs currently under operations. Mr. Waddill indicated Fontana is helping us refine our cash flow analysis system which will include projected vs. actual monthly updates. Ms. Brady indicated this will be important as new grants come in.
- Mr. Fontana indicated a combination of QuickBooks and Excel would be used for cash flow, and Excel would be a good tool to begin setting up and including adjustments.
- Mr. Waddill indicated that substantial detail is provided in the Swift monthly pay applications, and the cash flow report will provide a summary. This report would be at a higher level.
- Ms. Brady shared information on reporting that will be required for grants. The establishment of cost centers by Fontana will help ensure accuracy in reporting.
- Mr. de Quesada cautioned that budget information needs to go through a thorough QA/QC process prior to going public. He asked about the ability to link Swift's information to Fontana's and touched on setting up for tax increment financing reporting.
- Mr. Lafley discussed the forecasting process and the requirements to provide financial information as BPC operates in the sunshine.
- Ms. Layton stressed the importance of establishing the level of knowledge provided to the board, dashboarding, and need for management team to be very knowledgeable and informed.
- Ms. Brady indicated that more detailed financial statements would always be needed, but other more detailed information would be summarized at a higher level for the board.
- Mr. de Quesada discussed metrics, commitments vs. cash, and cash burn reporting.
- Mr. Lane indicated the BPC will not have a bond on our books. We will be submitting invoices to be paid by the City through the TIF.
- Mr. Lafley indicated the City has provided contributions toward capital expenses on the park. Mr. Waddill shared current City reimbursements are the only capital expenses for Phase 1 of the Mangrove Walk.
- Ms. Brady pointed out that once the park is built, all assets become City assets, not BPC assets.
- Ms. Layton discussed systems and processes to track updates to the final report for the City, conflicts of interest, and other requirements.
- Mr. Lafley shared importance of doing the same annual reports to reporting agencies.

Separation in our budget and financials is being done through cost center development by Fontana:

- Development
- Activation
- Operations
- Future Planning

How often should the Finance Committee meet?

- Quarterly is agreed.
- Mr. Lafley indicated meeting at the end of quarters is appropriate.
- The next committee meeting will be scheduled when deemed timely.

The meeting was adjourned at 4:25 pm.



Board Meeting Minutes

May 18, 2021

3:00 pm

(via Zoom)

Board Members by Zoom: Cathy Layton – Chair, Rob Lane – Treasurer, Jennifer Compton – Secretary, Steve Botelho, Steve Cover, Carlos de Quesada, Leslie Turner, Emily Walsh

Excused Board Members: Keith DuBose, Michael Klauber, Kyle Battie

BPC: A.G. Lafley – Founding CEO, Bill Waddill – Chief Implementation Officer, Veronica Brady – Director of Advancement, Lori Denny – Project Coordinator

Agency Consulting Team: Susannah Ross, Gina Ford

Public: Nicole Zimmerman, Anand Pallegar, Bo Medred, Bob Pirollo, Chris Hall, Jon Thaxton, Mary Haber, Steve Brown,

Cathy Layton began the Board Meeting call at 3:00 pm.

Public Comments

- None

Mission Moment

Resignation

- Ms. Layton shared the resignation of board member Cynthia McCague.
- Motion to accept resignation of Cynthia McCague made by Ms. Compton, seconded by Mr. Lane.
Motion passed.

Consent Agenda

- Ms. Layton asked for a motion to approve the consent agenda. The motion was made by Mr. Lane and seconded by Mr. de Quesada. **Motion passed.**

Financial Report

- Mr. Lane provided the financial report
 - Review of April 2021 financials.

Management Report:

Mr. Lafley, Mr. Waddill and Ms. Brady presented the management report:

- Mr. Lafley provided CEO report
 - Mr. Lafley discussed The Bay “acceleration” and “donut design” strategy.
 - Working with the City to streamline and accelerate our development process.
 - Small activation and programming events are being held and tested.
 - Accelerating planning and development.
 - Accelerating public and private support of the initiative.
- Mr. Waddill provided an update on implementation and exciting activity happening on the property –
 - Mangrove Walk construction – remaining portion of the city’s water line project to be completed within a couple weeks.
 - ADA kayak launch will be installed in the coming weeks.
 - Once the City finishes its work on Van Wezel Way, Swift will complete the final section of the walkway.
 - Polluted silt will be dredged out of the mangrove bayou, with reconstruction of the bridge to follow.
 - While the bridge will be shut down and renovated over the summer, the Mangrove Bayou Walkway will remain open throughout Phase 1 construction.
 - Phase 1 – construction fence has been moved and demolition has begun. Footings for the shade structure will begin. This time next year we will be opening the upland part of Phase 1 of The Bay Park.
 - Historic District projects –
 - South lawn bowling lawn next to the auditorium. Demolition is being done, the landscaping and irrigation is being installed, ramps and curbing being installed.
 - Design plans being completed for landscaping along 41 corridor through FDOT \$100K matching grant.
 - The 80-year old Hazzard Fountain is planned for restoration.
 - Art Center has begun plans for enhancement of their structure.
 - Softening the shoreline will continue with benches, landscaping, etc.
 - Purple intake structure will eventually be de-commissioned but is currently also being used as a fishing pier. Discussing what can be done to enhance fishing capabilities in the short-term, with a long-term plan for fishing once de-commissioned.
 - Preliminary design is ongoing regarding potential pop up restaurants and other short-term enhancements to the Canal District.
 - WCIND grant for \$500,000 was approved by Sarasota County commission for the sunset boardwalk. The grant will go back to WCIND for final approval.

- Ms. Brady provided an update on fundraising and activation.
 - Thanks to The Patterson Foundation for their match that provided incentive and momentum for other donations, allowing us to achieve the \$20MM funding goal for Phase 1 of the park.
 - Philanthropy will continue to play a key role in the development of The Bay Park.
 - Group tours are becoming more popular and in demand.
 - Excited about activation evolving with Jeannie Perales.
- Mr. Lafley provided an update on digital efforts, with thanks to the atLarge team for their efforts. He also asked for continued distribution of surveys for completion by friends, family and the community.
- Ms. Layton shared the positive impact Jeannie will have as an addition to The Bay team.

Agency/Sasaki –Susannah Ross, Gina Ford

- No update

Old Business

- Steve Cover advised they have hired Mary Davis Wallace to head the public arts program for the City.

New Business

- None

Adjourn

The call ended at 3:38 pm.

CHARLES D. HINES, Esq.
Charlesdhines@gmail.com / 941-223-1870

I offer my experience to your organization in navigating through the complexities of the private and public sector business and political environments via the application of my strong relationships and unique professional background so that your organization can meet its goals and mission.

My professional acumen has been accumulated over thirty-years of legal and business experience, including eight years of county-wide elected service. Throughout my career I established and built upon many strong, personal relationships with local, state, and federal officials and organizations, earning the reputation as a collaborator and consensus builder. These efforts have resulted in significant capital projects and thoughtful long-term policies implemented for our community. I will apply this unique skill set to assist your organization in achieving its goals.

EDUCATION: University of Florida College of Law: Juris Doctorate - 1990.
University of Florida - B.A. Political Science - 1987.

PUBLIC SERVICE EXPERIENCE:

Sarasota County Commissioner, 2012 – 2020. Chairman of Board– 2014 & 2017.

- Tourist Development Council - Chairman 2014-2020.
- West Coast Inland Navigation District 2013-2019 Member, Chairman 2014 and 2017. A four-county taxing district managing the intercoastal waterway.
- Florida Association of Counties Board of Directors: 2014-2016.
FAC Advocacy Award Winner, 2016
Certified County Commissioner, Advanced Leadership Graduate.
- Sarasota/Manatee County Metropolitan Planning Organization for Transportation. 2014 to 2016.
- Southwest Regional Planning Board Member. 2013-2020.
- Economic Development Corporation of Sarasota County, Board of Directors. 2018-2020.
- Gulf Coast Consortium / Restore Act Board Member, (BP Oil Spill), 2014 -2019. Created a State approved standup plan for the Gulf-coast counties for the allocation of the settlement funds.
- Charlotte Harbor Estuary Program Board Member. 2013-2016
- Sarasota Bay Estuary Program. Board Member. 2013-2016.
- Sarasota County Criminal Justice Commission Member. 2015-2018.

Some highlights of projects and policy matters while on the Sarasota County Commission:

- Negotiated a unique resolution of the Community Redevelopment Agency dispute between the City of Sarasota and Sarasota County.

- Negotiated a partnership and built the largest diverging diamond traffic interchange in the United States; FDOT, Sarasota County, Manatee County and private developers.
- Negotiation team that effectuated the River Road swap between Sarasota County and FDOT which fast-tracked the long overdue road improvements that serve a growing part of the County.
- Negotiation team that brought the Atlanta Braves to Sarasota County, obtained State funding and built a \$125+ million stadium complex.
- Advocated for and negotiated the passing of a tax increment financing district that secured a funding source for The Bay project, a \$150 million redevelopment of a 50+ acre park on prime waterfront property.
- Negotiated a deal with Mote Marine Laboratory to secure public land for their Aquarium along with State/Private funding.
- Negotiated and advocated for State, local and private funding to expand Nathan Benderson Park into a world-renowned rowing facility that was able to host a world rowing championship, along with building a permanent, multi-use, world-class finish tower.
- Negotiated and advocated for Federal, State, and local funding and approval of the Dona Bay Watershed Restoration Project.
- Advocated for the approval of the County-wide referendum to extend the Legacy Trail to downtown Sarasota and into North Port, creating 30 miles of continuous non-motorized paved multi-use trail.

LEGAL / BUSINESS ACTIVITIES:

Charles D. Hines., Esq., Attorney at Law. Legal Representation & Expertise areas.

- In-House Counsel for a Large Family Business/Trust, 2005 –2009. Extensive commercial property and real estate transactions and management. Developing and leasing multiple properties and converting a large apartment complex to condominiums. Managing a sales team selling the units and the property management thereof. Purchase of and forming multiple corporations/LLC's.
- Extensive business law and litigation experience in contract matters, business disputes, land use, and probate/estate matters.
- Adjunct Professor at State College of Florida, 2017, teaching contract and tort law.
- The Boone Law Firm: Associate / Partner, Venice, FL, 1991 to 2003, business law, commercial and personal injury litigation practice.

- United Health Care Services, Inc. / DR Pharmacy, Inc. Co-Owner, 2003–2005 of a regional durable medical equipment company, providing medical home oxygen, respiratory inhalation drugs, and respiratory therapy in Southwest Florida.
- Legal Memberships: The Florida Bar Association, admitted to practice in all Florida Courts and in the Federal District Court for the Middle District of Florida. The Sarasota County Bar Association Member.

**COMMUNITY/LEADERSHIP
ACTIVITIES:**

- Sarasota County Sheriff Advisory Committee 2010-2012.
- Sarasota County Tax Oversight Committee.2011-2013.
- Leadership Sarasota Graduate: 1995 Distinguished Graduate award winner 2014.
- State College of Florida Foundation Board Member 2012- 2013.
- Sarasota Young Professionals, Inc., Co-Founder/President 1991-1994.
- City of Venice - Accessibility Advisory Committee 1992-1996.
- Venice Area Chamber of Commerce Board of Directors 1996-1998
- Sertoma Club of Venice Member 1991 present. Chairman of Board 1999–2000. President 1998–1999.
- Big Brothers/Big Sisters 1996 – 1997, Big Brother of the Year 1997.
- Venice Little League Board Member and Treasurer 2007 – 2009. Coach-Manager: multiple years.
- YMCA; baseball, football, and soccer coach multiple years.
- Venice High School and Pop Warner football coach multiple years.
- Life Loyal Member of the Sigma Chi Fraternity.

PERSONAL

INFORMATION:

Married to Susan H. Hines, Esq., Partner/Owner with Sabal Trust company. 3 adult children