



November 29, 2018, 11:00 AM
 Science Center of Pinellas
 7701 22nd Ave. North, St. Petersburg, FL, 33710
 Conference Dial: 1-844-815-8411
 Conference Code: 268-750#

Science Center Committee

Agenda

- I. **Welcome and Introductions**..... Russell Leggette, Chair
- II. **Roll Call**
- III. **Discussion Items**
 - 1. Approval of Minutes – August 31, 2018..... Page 2
 - 2. Science Center Appraisal..... Page 8
- IV. **Other Administrative Matters**
(Items of urgency not meeting the seven-day guideline for committee review)
- V. **Information Items**
 - 1. Programs Update..... Page 77
 - 2. Facilities UpdatePage 80
 - 3. Programs & Services.....Page 81
 - 4. Financial ReportPage 86
- V. **Public Comments**
- VI. **Committee Members Comments**
- VII. **Adjournment**

Executive Committee – December 5, 2018
 Board of Directors – December 12, 2018
 Next Science Center Committee—February 28, 2019



**CareerSource Pinellas
Science Center Committee Meeting Minutes**

Date: August 31, 2018 at 11:00 a.m.

Location: Science Center of Pinellas, 7701 22nd Ave N, St. Petersburg

Call to Order

Chair Russell Leggette called the meeting to order at 11:03 a.m. There was a quorum present with the following Science Center Committee members participating:

Members in attendance

Michael Jalazo, John Kearney, Adrian LaTrace, Russell Leggette, Chad Simpson (phone), Scott Wagman, Glenn Willcocks (phone)

Members not in attendance

William Apple, Shri Goyal, Samuel Kolapo, Dr. Michael Laverty, Kim Marston and Lenné Nicklaus

Staff Present

Jennifer Brackney, Don Shepherd, Luna Clarke, Steven Blakey, Linsey Stiglic, David Miller, Deborah Budaj

Guests Present

Whitney Creech (phone), Commissioner Patricia Gerard (phone)

Action Item 1 – Approval of Minutes

The minutes of June 1, 2018 Science Center/STEIC Committee meeting were presented for approval.

Motion: John Kearney

Second: Adrian LaTrace

The minutes were approved as presented. The motion carried.

Other Administrative Matters

None.

Discussion Item

Feasibility of Selling the Science Center Property

Members discussed requesting CMA to be done by 4 or 5 real estate brokers to assess the potential value if WorkNet decides to sell the property. There was debate about whether this was necessary at this time. Members acknowledged that requesting CMAs would draw unnecessary media attention. It was also discussed having an additional appraisal of the property from the current financial institution. Both alternatives have the potential for figures to misrepresent the property yet would be helpful information to have for future decision making. Additionally, it was discussed that the Board of Directors and the Committee should be given the Strategic Plan for the Science Center.

There was a motion to request the CMA by 4 or 5 brokers. This motion was withdrawn after further discussion.

There was a recommendation made to conduct an appraisal of the Science Center, through the current financial institution for the purpose of refinancing.

Motion: John Kearney

Second: Adrian LaTrace

The Science Center recommends conducting an appraisal thru the current financial institution for the purpose of refinancing. The motion carried.

Information Items

1. Science Center Mortgage and Post-Closing Covenants

Background

Mortgage Payable

Effective December 12, 2014, WORKNET obtained a new business loan for the principal amount of \$700,000 with an interest at a rate of 4.650% per annum based on a year of 360 days. The proceeds of the loan were used to pay-off the remaining principal and interest of the mortgage payable existing at June 30, 2014. The payment terms require 59 regular payments of \$4,511 each and one irregular payment of \$585,710. The first payment was due January 10, 2015, and all subsequent payments are due on the same day of each month after that. The final payment will be due on December 10, 2019, and will be for all principal and all accrued interest not yet paid. As of June 30, 2018 and 2017, WORKNET is in compliance with all covenants and conditions of instruments governing the loan agreement. The loan is also secured by the real estate associated with the Science Center. In conjunction with this loan, WORKNET incurred loan issuance costs of \$16,032 to be amortized over five years.

Schedule maturities of the debt and loan issuance costs are as follows:

Year Ended June 30	Loan	Issuance Cost
2019	\$ 25,458	\$3,251
2020	\$594,346	\$1,247
	\$619,804	\$4,498

Interest expense totaled \$29,848 and \$29,500 for the years ended June 30, 2018 and 2017, respectively.

Equipment Financing Agreement

WORKNET entered into an Equipment Finance Agreement (EFA) on September 2015 to finance the labor and materials associated with the purchase and installment of a 70 ton air cooled chiller and building HVAC controls at the Science Center building. The terms of the EFA require WORKNET to pay principal of \$100,400 over 60 monthly installments at an interest rate of 7.86% per annum. The first payment of principal and interest of \$2,029 was due in November 2015 and last payment in October 2020. Schedule maturities of the debt are as follows:

Year Ended June 30	
2019	\$21,027
2020	\$22,741
2021	\$7,985
	\$51,753

The Science Center Asset Purchase Agreement restricts how proceeds from the sale of the property can be spent. The document stipulates the following: 4.3 Post Closing Covenants. Buyer covenants and agrees that in the event Buyer determines to sell the Real Property post-closing due to continuing operating losses related to the Business, Buyer shall place excess funds remaining after the satisfaction of all obligations and liabilities related to the Business including any reserve set aside to satisfy unknown liability as determined by Buyer, into a trust account to support STEM education

2. Science Center Building Inspection

Background

CareerSource Pinellas has hired a building inspector to assess the current structural condition of the Science Center of Pinellas. The inspection will cover the following areas:

- Lots & grounds
- Retaining walls & roof
- Surface & walls
- Visible foundation
- Walkways and steps
- Doors, windows & trim
- Faucets
- Electrical lights & outlets
- Heating and cooling systems
- Floors & walls
- Ceilings & windows
- Plumbing fixtures

We have received quotes from the following companies:

- I. National Property Inspections (\$2,700)
- II. Suncoast Inspections, Inc. (\$3,345)
- III. Britannia Building Consultants, Inc. (\$1,800)

Upon review, National Property Inspections (NPI) was selected because of their professional response, their ability to provide a more comprehensive report and their high customer review. NPI was able to review the property, their report was provided as a handout.

Science Center Termite Inspection:

The requested termite inspection was completed on August 28, 2018 by Safer Home Services with no evidence of termites found. The inspection included the main building and other buildings on the property. The report was being issued by vendor at the time of the meeting.

There was lengthy discussion about the condition of the building. While the roof has significant damage, most of it should be covered under warranty. Maintenance is needed on the HVAC system to maintain the system. The Committee discussed hiring an on-site contractor or training YouthBuild students to handle the maintenance of the HVAC system and some minor plumbing repairs.

Before advancing with any repairs, the Committee discussed what the purpose of CareerSource Pinellas specifically is and if the Science Center is the ideal location for serving out that purpose. While some members proposed selling the property, others were not certain that this was the necessary course of action at this time. There was discussion about the size of STEM programs and whether it should increase or decrease.

There was also discussion regarding any funds gained from the sale of the property. While options such as setting the funds aside for STEM programs were presented, the majority of members agreed it was premature before having a holistic cost analysis of the building.

3. MOU Amendment: The Science Center and St. Petersburg Astronomy Club, Inc.

Background

The Science Center (a wholly owned entity of CareerSource Pinellas) and St. Petersburg Astronomy Club, Inc. (hereinafter the "Astronomy Club") entered into a Memorandum of Understanding (MOU) on January 1, 2017 for a two year term through December 31, 2018 to affirm mutually beneficial educational program support between the parties and address requirements of the Workforce Innovation and Opportunity Act of 2014 (WIOA). The previous MOU specified quarterly payments from the Astronomy Club to The Science Center for provision of services in the amount of eight hundred dollars (\$800), which has been reduced in the amended MOU to three hundred dollars (\$300) due to decreased usage of the facility by the Astronomy Club for its monthly business meetings, and due to the club's monetary constraints. The Astronomy Club will continue to assist with the repairs, refurbishment and maintenance of the Observatory, located on the premises of The Science Center, as well as conduct public telescope viewings and other reasonably agreed to events while retaining continued access to the Mirror Laboratory. The Science Center has amended its contract with the Astronomy Club and will continue this partnership for another two year period, from October 1, 2018 through September 30, 2020 at this reduced quarterly payment amount.

4. Science Center Programs Update

Quarter 4 Program Reporting thru June 30, 2018

Cyber Security Program:

Cyber Security includes three stackable industry certifications:

- A+ Prep and Certification
- Network + Prep and Certification
- Security + Prep Certification

Participants Served during PY2017-2018 thru 06/30/18:

Total Students Enrolled	64
Total Students in Training	23
Total Completers	50
Total Student Employed while in Training	18 @ \$14.67/hour
Total Placements	48 @ \$17.31/hour

Note: Average wage increased \$2.64 per hour after completion of training. Due to IRMA, some students had barriers arise and withdrew from training.

Recruiting now for new classes for Cyber Security with A+ class starting on 09/24/18 and Security+ class starting on 09/25/2018. Pre-Vocational Certification Programs now rebranded Career Ready during PY2017-2018 thru 06/30/2018.

Soldering Program

Total Students Enrolled	48
Total Students in Training	8
Total Completers	37
Total Placements	31
Average Wage at Placement	\$13.15/hour

Mechatronics/Robotics Program

Total Students Enrolled	48
Total Students in Training	8
Total Completers	39
Total Placements	31
Average Wage at Placement	\$13.15/hour

Construction Trades Program

Total Students Enrolled	37
Total Completers	35
Total Placements	18
Average Wage at Placement	\$13.34/hour

Sector IT Training started in January 2018 and thru June 30, 2018

Consists of Python, SQL and JAVA certification training:

Total Students Enrolled	30
Total Students in Training	2
Total Completers	25
Total Placements	6
Average Wage at Placement	\$23.72/hour

Other Certification Programs:

MOS Certification Program:

Total Customers Enrolled	188
HS Diplomas attained	116

AHLEI Hospitality Certification Program:

Total Customers Enrolled	270
HS Diplomas attained	291

Note: Multiple Certificates may be earned

Penn Foster Program:

Total Students Enrolled	39
New Students Enrolled	12
HS Diplomas attained	18

Youth Stem Programs during PY2017-2018 thru June 30, 2018:

StemE Field Trips and Classes:

See below a recap of last year's Stem-E activities

Program Year	STEM-E Field Trips		Thanksgiving Camp		Winter Camp		Spring Break Camp		Summer Camp	
	Trips	Youth Served	Weeks	Youth Served	Weeks	Youth Served	Weeks	Youth Served	Weeks	Youth Served
2017-2018	141	5166	1	17	2	33	1	35	12	507
2018-2019 Goals	150	5500	1	20	2	40	1	50	12	600

Summer Camp:

Camp ended on August 10th with bang and over 70 youth in camp for one of our highest week of enrollment during the Summer Camp 2018 at Tyrone Center. The final numbers are in and 507 youth attended with close to 172 youth accessing before or after camp care. Total income generated was \$104,305. Themed science camps ran from May 29th through August 10th, from 9:00a.m.- 4:00p.m. Before Care was available from 7:30 a.m. till camp start and After Care: until 6:00 p.m. Several community-based organizations helped us enrich our program: St. Pete Astronomy Club, Suncoast Herpetology Society, St. Petersburg Forensic Science Department, WFLA Meteorology team, Florida Fish and Wildlife Conservation Commission, South Pasadena Fire Department, St. Pete Fire and Rescue, as well as a baker, a music producer and an exterminator.

5. Robotics Manufacturing Skills Development Grant Award July 2017 – June 2018

CareerSource Pinellas was awarded \$400,000 from a state Earmark grant to provide CareerREADY manufacturing skills development training and/or paid work experience to serve a minimum of 48 adults and 50 youth from July 1, 2017 - June 30, 2018. The grant required serving 48 adults in Mechatronics, 50 youth in Robotics and 20 OJT. Training programs include: Mechatronics, Robotics, Soldering and Cabling, and OJT. The 50 youth will receive services through Summer, Winter, and Spring STEM camps. To date through June 30, 2018:

Goal: Train 48 Adults in Mechatronics

- Total 52 participants have been enrolled in Mechatronics or 108% of goal.
 - Additionally, 38 Soldering/Cabling participants have been enrolled
- Total of 51 participants have completed Mechatronics.
 - Additionally, a total of 36 Soldering/Cabling students have completed.

Goal: Train 50 Youth participants in Robotics

- 90 Youth completed training thru grant end or 180% of goal

Goal: Provide job placement assistance to support participants entering employment at completion

- Replaced the OJT original goal under DEO's modification and approval.
- Multiple on site hiring events were held as well as two job fairs to present program completers to local employers.
- At the end of each class, local manufacturers were engaged to talk with class and accept application.
- 54 placements reported with 4 On-the-Job Training and 1 Apprenticeship enrollment.

Grant now in 60 day closeout:

- \$400,000 has been expended.
- Projected Return on Investment for project is \$13,953,685.

Through the CareerREADY programs, we have launched the new Mechatronics program. Curriculum was developed for this 8-week program with 4 modules and ability to earn 4 stackable industry certifications for a job into today's advance manufacturing. Under Mechatronics, the program provides students with knowledge in electronics, mechanics, and computer programs offering both theory and practical skills needed to design and maintain mechatronic systems. Instruction will include applied experience in:

- a) Mechanical (2 weeks)
- b) Electrical (2 weeks)
- c) Automation (2 weeks)
- d) Programmable Logic Control (2 weeks)

6. Facilities Update

Science Center Fire Inspection:

Follow-up Fire Inspection was recently conducted by the City of St. Petersburg of the Science Center. The following issues were found to be outstanding:

1. *ACTION REQUIRED: Provide inspection report(s) for dry standpipe system. Correct any deficiencies if noted. Provide copy of report(s) to marie.brumer@stpete.org or fax to 727-892-5011.*
 - o Completed: Work has been completed for the standpipe system inspection and we are awaiting the receipt of the inspection report to provide to the City.
2. *ACTION REQUIRED: Have fire protection contractor provide a fully compliant fire alarm system for the entire building. A permit with the City's Building & Construction Services shall be required. Provide documentation to marie.brumer@stpete.org or fax to 727-892-5011.*
 - o Update: Quotes have been obtained from current vendor supporting the building's fire alarm system. The sum of the proposed work is \$9,300 (fire alarm devices to comply with current code) and \$7,860 (replace discontinued EST2 fire alarm panel with a newer IO 1000 fire alarm panel) totally \$17,160. Other quotes were noted by previous staff working on issues, but found to be insufficient. New competitive quotes are being sought at this time.
3. *ACTION REQUIRED: All rooms greater than 1000 ft2 shall have minimum of two exit access doors. A permit with the City's Building & Construction Services shall be required. LOCATION: Provide second exit access door for rooms 208, 214, 216.*
 - o Update: Staff obtained a quote from the JB Group to install the three needed doorways for \$7,822. Additional quotes were obtained verbally that ranged from \$15,000 to \$35,000 to have three additional egress doors installed upstairs. New competitive quotes are being sought at this time. Anticipated scope of work needed is estimated at \$25,000.

Financial Report

A summary of financial activities for the Science Center, through period ending June 30, 2018.

Sponsorships

We gratefully acknowledge all the generous contributions made in sponsorship to the Science Center of Pinellas.

Public Comments

There were none.

Adjournment

The meeting was adjourned at approximately 12:45 p.m.



TOD MARR & ASSOCIATES, LLC

Real Estate Appraisers & Consultants

4735 94th Street North, Unit A
St. Petersburg, Florida 33708

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APPRAISAL REPORT

Special Use Property
Career Source Pinellas
7701 22nd Avenue North
St. Petersburg, Florida 33710

Marr File #09183744
Client Project #18-001839-01-01



PREPARED FOR

Mr. Marvin Ferebee, MAI, AI-GRS
Hancock Whitney Bank
8195 Point Meadows Way
Jacksonville, Florida 32256

EFFECTIVE DATE

September 28, 2018

Brian DeMuth
Cert Gen RZ2473

Tod Marr, MAI, CCIM
Cert Gen RZ1237

Tod Marr and Associates, LLC

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*Real Estate Appraisers
and Consultants
Tod Marr, MAI, CCIM
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October 5, 2018

Mr. Marvin Ferebee, MAI, AI-GRS
Hancock Whitney Bank
8195 Point Meadows Way
Jacksonville, Florida 32256

Re: An appraisal report of a special use property referred to as Career Source Pinellas. It is a private non-profit science and educational facility located at 7701 22nd Avenue North, St. Petersburg, Florida 33710. Marr File #09183744; Client Project #18-001839-01-01

Dear Mr. Ferebee:

At your request, we have prepared an appraisal report of the above referenced property. The purpose of this appraisal is to provide an opinion of the market value of the fee simple interest of the subject property in “as is” condition. The effective date of the report is September 28, 2018.

The following report contains a summary of the data, analysis, assumptions and limiting conditions on which we have based our value conclusions. Your attention is directed to the general assumptions and limiting conditions and certificate of appraisal which are considered typical for this type of assignment and have been included within the text of this report. This report has been prepared in compliance with the Uniform Standards of Professional Appraisal Practice (USPAP) and title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA), revised June 7, 1994, and amendments thereto and the Interagency Appraisal and Evaluation Guidelines, December 10, 2010.

The intended users of this report are Hancock Whitney Bank and/or affiliates. The intended use of this appraisal is for loan underwriting and-or credit decisions by Bank and-or participants. The appraisers are not responsible for unauthorized use of this report and no one other than the intended users may rely on its conclusions.

Based on the available market data and following analysis, our opinion of the as is market value of the *fee simple* interest of the subject, as of the effective date of September 28, 2018, is estimated at

**THREE MILLION ONE HUNDRED FIFTY THOUSAND DOLLARS
(\$3,150,000).**

Respectfully Submitted,

Tod Marr, MAI, CCIM
Cert Gen RZ 1237

Brian D. DeMuth
Cert Gen RZ 2473

SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

Address:	7701 22 nd Avenue North, St. Petersburg, Pinellas County, Florida, 33710
Location:	North side of 22 nd Avenue North, east of 79 th Street within the city limits of St. Petersburg
Parcel Numbers:	07-31-16-70038-300-5700
Owner of Record:	WorkNet Pinellas, Inc.
Property Rights Appraised:	Fee Simple Interest
Effective Date of Report:	September 28, 2018
Typing Date of Report:	October 5, 2018
Property Type:	Special use educational facility
Highest and Best Use:	Continued use of property as an education facility
Improvements:	The subject is improved with a two-story educational facility with 27,404 square feet of gross building area. It was constructed in 1965 and 1968 and is maintained in average condition. The property is owner occupied and used as a work training and education facility.
Land Area:	295,430 sf or 6.78 acres, mol
Zoning Designation:	“NS-1” Neighborhood Suburban, Single Family, by the City of St. Petersburg
Future Land Use Designation:	“RU”, Residential Urban
Land to Building Ratio:	10.78: 1.0
Estimated Marketing/Exposure Time:	6 Months

OPINIONS OF VALUE

Sales Comparison Approach:	\$3,150,000
Income Capitalization Approach:	\$3,180,000
Final Opinion of Market Value:	\$3,150,000

SUBJECT PHOTOGRAPHS



VIEW OF SUBJECT FACING NORTHWEST



EASTERN ELEVATION FACING SOUTHWEST



REAR OF STRUCTURE FACING SOUTH



VIEW OF SUBJECT PROPERTY
FACING NORTHEAST FROM 22ND AVENUE



OBSERVATORY STRUCTURE



STORAGE BUILDING



INTERIOR PHOTOGRAPH, OFFICE AREA



INTERIOR PHOTOGRAPH, 2ND FLOOR OPEN AREA



INTERIOR PHOTOGRAPH, CLASSROOM



INTERIOR PHOTOGRAPH, CLASSROOM



INTERIOR PHOTOGRAPH, AUDITORIUM



INTERIOR PHOTOGRAPH, PLANITARIUM



INTERIOR PHOTOGRAPH, OPEN RETAIL AREA



INTERIOR PHOTOGRAPH, EMPLOYEE BREAK ROOM



PAVED WALKWAY WITH MOSAIC TILEWORK
AND FOOTBRIDGE



GARDEN AREA AND MOSAIC WALKWAYS
ALONG WEST SIDE OF STRUCTURE



22ND AVENUE FACING WEST
SUBJECT LOCATED ON RIGHT SIDE OF PHOTOGRAPH



22ND AVENUE FACING EAST
SUBJECT LOCATED ON LEFT SIDE OF PHOTOGRAPH

AERIAL PHOTOGRAPHS (GOOGLE MAPS)



FACING NORTH



FACING WEST

APPRAISAL REPORT
Special Use Property
Career Source Pinellas
7701 22nd Avenue North
St. Petersburg, Florida 33710
Marr File #09183744
Client Project #18-001839-01-01

SCOPE OF WORK

In preparing this appraisal, we

- Inspected the subject site and surrounding properties. Brian DeMuth made an interior and exterior inspection of the subject on September 28, 2018. A representative of the owner, Jennifer Brackney was present at the time of inspection and provided access to the property. Photographs were taken at the time of inspection. Our firm previously appraised the property in 2014 and a partial set of older building plans were provided at that time. The plans and physical measurements were used to estimate the gross building area. Pinellas County tax map was relied on for the estimate of site size. Tod Marr made a prior inspection of the property.
- Gathered and reviewed specific data such as public record information and market data relative to the analysis of the subject
- Gathered relevant data pertaining to the neighborhood from a personal inspection of the surrounding area as well as local publications and real estate journals
- Discussed market conditions and trends with local brokers, managers, financial institutions and/or appropriate governmental agencies
- Estimated the property's most probable and likely utilization under the basic real estate valuation principle of highest and best use
- Gathered market information pertaining to improved sales and rent comparables for the analysis of the subject via the sales comparison and income capitalization approaches to value. Improved sales and listings of special use properties were researched through Micro Base Plus, County Property Appraiser websites, FGCR and MLS. The sales time parameter was roughly twenty-four months and the area searched included Pinellas County. A "drive-by" cursory inspection of the comparables was made. Verification of the comparables was through public records, and/or a knowledgeable source.

This appraisal report is intended to comply with the reporting requirements set forth under the Uniform Standards of Professional Practice. It presents summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated.

The sales comparison and income capitalization approaches were used in the analysis. It is our opinion that these methods provide a credible estimate of value for the subject property. In the sales comparison approach, the improved sales were compared on a price per square foot basis and their sale prices were adjusted to the subject using a sales comparison adjustment grid. In the income approach we estimated the potential gross income, then subtracted for vacancy and expenses resulting in an estimated net operating income. The estimated net operating income was capitalized to obtain a value estimate. The sales comparison and income capitalization approaches were then reconciled to obtain a final value estimate. Due to the age of the improvements and difficulties in accurately estimating the amount of accrued depreciation, the cost approach is less reliable and was not used in our analysis. At the request of the client, the insurable value has also been estimated.

CLIENT

Mr. Marvin Ferebee, MAI, AI-GRS
Hancock Whitney Bank
8195 Point Meadows Way
Jacksonville, Florida 32256

APPRAISERS

Brian D. DeMuth
Cert Gen RZ2473

Tod Marr, MAI, CCIM
Cert Gen RZ1237

PURPOSE OF APPRAISAL

The purpose of this appraisal is to provide an opinion of the market value of the fee simple interest in the property described herein.

DATE OF APPRAISAL

The effective date of the appraisal is the date of the on-site inspection, September 28, 2018. The typing date of the appraisal is October 5, 2018.

INTENDED USER AND USE OF THE APPRAISAL

The intended users of this report are Hancock Whitney Bank and/or affiliates. The intended use of this appraisal is for loan underwriting and-or credit decisions by Bank and-or participants. The appraisers are not responsible for unauthorized use of this report and no one other than the intended users may rely on its conclusions.

INTEREST APPRAISED

The fee simple interest of the property described herein has been appraised. Liens and encumbrances, if any, have been disregarded and the property has been analyzed as though free and clear.

DEFINITION OF FEE SIMPLE ESTATE

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat. Source: The Dictionary of Real Estate Appraisal, 5th edition, pg 78

DEFINITION OF MARKET VALUE

Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated.
2. Both parties are well informed or well advised, and acting in what they consider their own best interests;
3. A reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. Source: 12 CFR part 34 subpart C-Appraisals 34.42 (g) Office of Comptroller of the Currency

Important elements affecting market value include the time element, neighborhood and economic changes, as well as anticipation thereof. Market prices do not necessarily follow all of these concepts and are often affected by salesmanship and the urgency and need of the buyer and/or the seller.

The market value of the property appraised in this report is estimated as of the effective date of appraisal. Constantly changing economic conditions have varying effects upon real property values. Even after the passage of a relatively short period, property values may change substantially and require a review of the appraisal and re-certification.

LEGAL DESCRIPTIONS

The subject legal description is lengthy and has been included in the addendum. It was copied from a recent recorded deed, OR Book 18414, Page 2323. The legal description is assumed correct and no warranty is made as to its accuracy.

TAX INFORMATION

Parcel Number:	07-31-16-70038-300-5700	
Owner of Record:	WorkNet Pinellas, Inc.	
Tax Year:	<u>2017</u>	<u>2018 (proposed)</u>
Assessed Value:	\$2,567,617	\$2,555,516
Millage Rate:	22.0150	
Ad-Valorem Taxes:	Tax exempt	

The subject is owned by a non-profit organization and is tax exempt. The subject's assessed value is considered to be reasonable.

SALES HISTORY OF THE SUBJECT PROPERTY

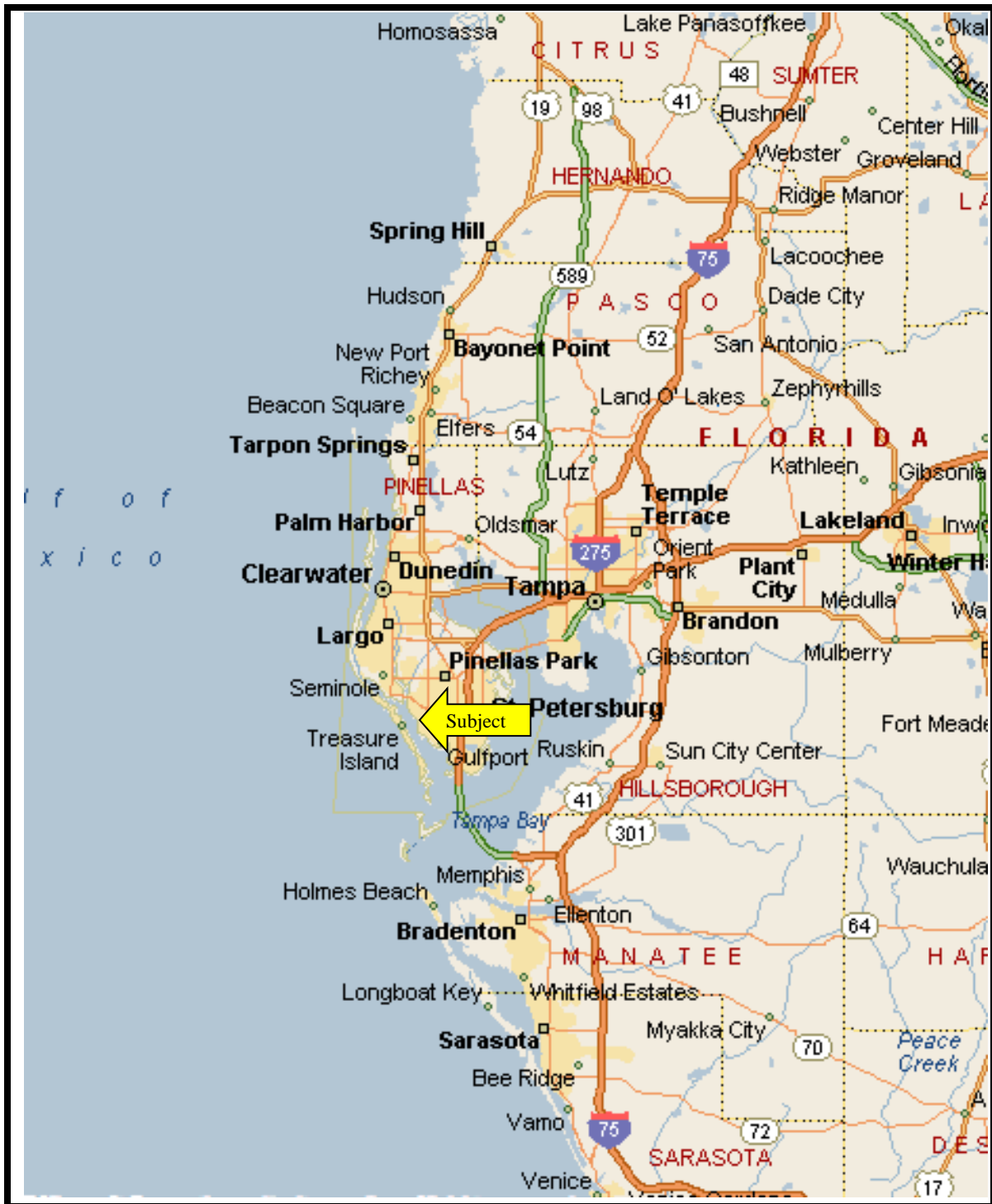
The subject property transferred ownership in May 2014 as recorded in OR Book 18414, page 2323. The property transferred from The Science Center of Pinellas County, Inc. to WorkNet Pinellas, Inc. It was indicated that this was a merger of two non-profit organizations and was not a sale. There have been no other transfers of the property in the past three years. To our knowledge, it has not been listed for sale in the past twelve months.

HIDDEN CONDITIONS

We assume that there are no hidden or unapparent conditions of the property, subsoil or structures that would make it more or less valuable than otherwise apparently comparable property. We assume no responsibility for such or for engineering which might be required to discover such conditions.

AMERICANS WITH DISABILITIES ACT OF 1990

The Americans with Disabilities Act of 1990 sets strict and specific standards for handicapped access to and within most commercial and industrial buildings. Determination of compliance with these standards is beyond appraisal expertise. We assume no responsibility for the cost of such determination and this appraisal is subject to revision if the improvements are not in compliance.



REGIONAL MAP

NEIGHBORHOOD DESCRIPTION

A neighborhood can be a portion of a city, community or an entire town. It is usually considered to be an area that exhibits a fairly high degree of homogeneous, as to use, tenancy and certain other characteristics. Homogeneity is a state of uniform structure or composition throughout. Therefore, in real estate terminology, a homogeneous neighborhood is one which the property types and uses are similar. A neighborhood is more or less a unified area with somewhat different boundaries.

The subject is located in southwestern Pinellas County within the city limits of St. Petersburg, Florida. It is located in the Tyrone area of northwestern St. Petersburg. The neighborhood is 100% built-out with a minimal amount of land for new development. The neighborhood boundaries could be defined as Tyrone Boulevard to the north, Central Avenue to the south, Boca Ciega Bay to the west and 58th Street to the east. The neighborhood consists of a mix of residential, commercial and limited industrial development. The Gulf Beaches are located just west of the subject neighborhood and is accessed by Treasure Island Causeway.

Tyrone Boulevard, 22nd Avenue N., 5th Avenue N. and Central Avenue are the primary east-west arterial roads in the subject neighborhood. Pasadena Avenue, 66th Street and Park Street are the primary north-south roads. Commercial development is typically located along the arterial roads. These include restaurants, financial institutions, auto service stations, neighborhood shopping centers, strip centers, small office buildings, and numerous service related businesses. Industrial development is typically located between 22nd Avenue and Tyrone Boulevard, just west of the Pinellas Trail.

Residential development typically consists of a mix of single-family and multi-family properties. The most notable single family developments in the area include Jungle Shores Golf Course and Jungle Subdivision, Jungle Country Club, Jungle Cove, Boca Ciega Woodlands, Villa Park Estates, Eagle Manor and Parque Navaez. Due to the built-up nature of the area, there is limited land available for single-family development. Some limited construction is occurring on remnant lots throughout the neighborhood. The homes typically range in age from the late 1920's to the mid 1980's. A number of newer homes and small residential developments are scattered throughout the area. Single-family homes range widely in price, typically between \$135,000 to over \$1,500,000.

Located along Park Street are some of the more prestigious single family residential homes in Pinellas County. The west side of Park Street, between 5th Avenue N. and 22nd Avenue North, is typically lined with large estate type homes, most of which are located on acreage sites fronting on Boca Ciega Bay. The homes range in size from roughly 2,500 sf to over 9,500 sf with values in excess of \$5,000,000.

Raytheon operated a defense manufacturing plant at 1501 72nd Street North; however the plant has been closed for a number of years. The plant is the source of soil and ground water contamination in the area. The pollution originated from a drum storage area when the property belonged to E-Systems and was discovered in 1991. Florida Department of

Environmental Protection has approved the ongoing efforts to clean-up the contamination. The property is located several blocks southeast of the subject. Based on a map provided by Robert Luhrs with Raytheon, the contamination plume is located more than ¼ mile southeast of the subject. An environmental study for the subject property is recommended.

Residential property values began to decrease in 2006 and continued through 2010. However, during 2011, values began to stabilize and have subsequently been on an upward trend. Information regarding the most recent data is set forth in the following two paragraphs.

The Florida Association of Realtors reported an increase in statewide sales activity of existing single-family homes of 4.2%, in the August 2018 year-to-year comparison. August sales of existing townhouse-condos statewide increased by 6.6% for the same time period. The Tampa Bay area has seen an increase in single family homes sales of 2.8% and a decrease in townhouse-condominium sales of 1.3%. The August medium statewide single family home sale price was up 6.0% and townhouse-condo prices increased by 8.8%. The Tampa Bay market has seen median price increases of 4.9% for single family homes and 8.1% for townhouse-condominiums in the August year-over-year reports. The inventory of single-family homes for sale in Florida was up 4.5% year over year and the month's supply inventory was up 5.3%. The inventory of townhouses and condos for sale in Florida increased by 0.4% and the month's supply decreased by 1.9%. The residential market stabilized several years ago and market data has been trending upward.

The Federal Reserve District economic report for August 2018 indicates that economic activity continued at a modest pace through August. Contacts in the subject district (Sixth District) remain positive for the most part and expect higher growth for the remainder of the year. Retailers reported an increase in sales, as did automotive dealers. Tourism and hospitality contacts reported solid activity and the outlook for the remainder of the year remains optimistic. Home builders reported modest growth year over year. Manufacturing activity was reported as solid for the reporting period. The Bureau of Labor Statistics reported the August 2018 unemployment rate for Florida at 3.7%, which is much lower than the January 2010 rate of 12.0%; however it is higher than the historic low rate of 3.3% reported in July 2006.

With regards to commercial properties, there was a notable slowdown in sales between 2007 and 2010. During this time period, there was a decline in values. Since 2010, sales of commercial properties in the subject market area have increased. Values were stable for a couple of years and have subsequently been increasing.

The neighborhood is located conveniently to shopping, schools, churches, hospitals, recreational activities and the Gulf Beaches. Tyrone Mall is located towards the center of the neighborhood, at the southwest quadrant of Tyrone Boulevard and 66th Street North. The mall is currently being renovated and expanded with the addition of several new

tenants. All typical services and utilities are available in the area. Pasadena Park, Navaez Park, Walter Fuller Park, Joan Payson Field and a municipal boat ramp and pier are located in the neighborhood. The Palms of Pasadena Hospital is located on Pasadena Avenue, just south of the subject neighborhood and St. Petersburg Hospital is located on 66th Street, just north of the neighborhood.

In summary, the neighborhood is located in the city of St. Petersburg, in southwest Pinellas County. Most of the development occurred from the late 1920s to 1980s. Because of the limited amount of land, many structures have been razed for new development or have been completely renovated. The neighborhood is primarily residential in nature with a good amount of supporting commercial development. The neighborhood is located close to employment centers, recreational activities, and schools. Property values have been increasing over the last few years and this trend is expected to continue.



NEIGHBORHOOD MAP

SITE DESCRIPTION

Location

The subject property is located on the north side of 22nd Avenue North, just east of 79th Street, within the city limits of St. Petersburg. It is located north (across 22nd Avenue) from single-family homes, east of Azalea Middle School, south of City of St. Petersburg Southwest Water Reclamation Facility. It is adjacently west of excess land, which is part of an office-manufacturing plant owned by Raytheon. The subject's physical address is 7701 22nd Avenue North, St. Petersburg, Florida 33710.

Size and Shape

The subject site is rectangular. The gross site size is 295,430 square feet, or 6.78 acres, mol. The site has 505.5 feet of road frontage along the north side of 22nd Avenue North. See tax map and aerial photograph at end of site description for a visual depiction.

Ingress/Egress (Access)

The subject has an interior location on the north side of 22nd Avenue North. It has one curb cut on 22nd Avenue and access to the property is adequate for its current use. 22nd Avenue North is a moderately busy east-west road and in the area of the subject it is two lanes. The 2017 average annual daily traffic count was 7,400.

Topography and Soil

The site appears to be generally level and above street grade. It has no on-site storm water retention, which is common to a property of this age. As discussed, Raytheon operated a defense manufacturing plant east of the subject at 1501 72nd Street North; however the plant has been closed for a number of years. The plant is the source of soil and ground water contamination in the area. The pollution originated from a drum storage area when the property belonged to E-Systems and was discovered in 1991. Florida Department of Environmental Protection has approved the ongoing clean-up efforts of the contamination. The property is located several blocks southeast of the subject. Based on a map provided by Robert Luhrs of Raytheon, the contamination plume is located southeast of the subject. An environmental study for the subject property is recommended.

Based on a visual inspection, there did not appear to be any adverse environmental conditions regarding the soil or subsoil. We are not experts in this field and give no warranty as to soil or subsoil conditions. This appraisal is valuing the subject as though it is clean with no soil contamination.

Utilities

All utilities were indicated to be to the subject site. Electric service is available from Duke Energy and telephone service is available from private providers. Public water and sewer services are to the site and provided by the City of St. Petersburg.

Improvements

The subject is improved with a two-story educational facility with 27,404 square feet of gross building area. It was constructed in 1965 and 1968 and is maintained in average condition. The property is owner occupied and used as a work training and education facility.

Site improvements include asphalt paved drive and parking areas, concrete walks, landscaping, fencing, masonry privacy wall, mosaic tile walk with foot bridge, crushed asphalt parking area, etc. The subject has a 10.78: 1.0 land to building ratio. This is higher than other special use facilities. The subject is considered to have surplus land which is available for open storage or expansion of the existing facility.

Nuisances and Hazards

No adverse nuisances or hazards were observed. Per FIRM community panel number 12103C 0211G, map dated September 3, 2003, the subject is located in flood zone "X". Properties located within the "X" designated areas do not typically require flood insurance. The flood zone should be confirmed with a flood certification. See flood map at the end of the site description.

Easements and Encroachments

No easements or encroachments which would adversely affect the subject property were observed at the time of the physical inspection. It is assumed that none are present.

Concurrency

The January 1990 enactment of Concurrency Laws in the state of Florida directly impacts the use of a site. Concurrency is part of the 1985 Growth Management Act, which states in part that all of an area's infrastructure, which are or will be affected by the development of a property must be in place or concurrent with development and must be adequate.

In mid-2011 the Florida legislature made major changes to the growth management laws. The act was changed from the "Local Government Comprehensive Planning and Land Development Regulation Act" to the "Community Planning Act". This reflected a change from State oversight to local government control of the planning and growth management process. The Act's purpose moves from "control future development" to "manage future development consistent with the proper role of local government". The

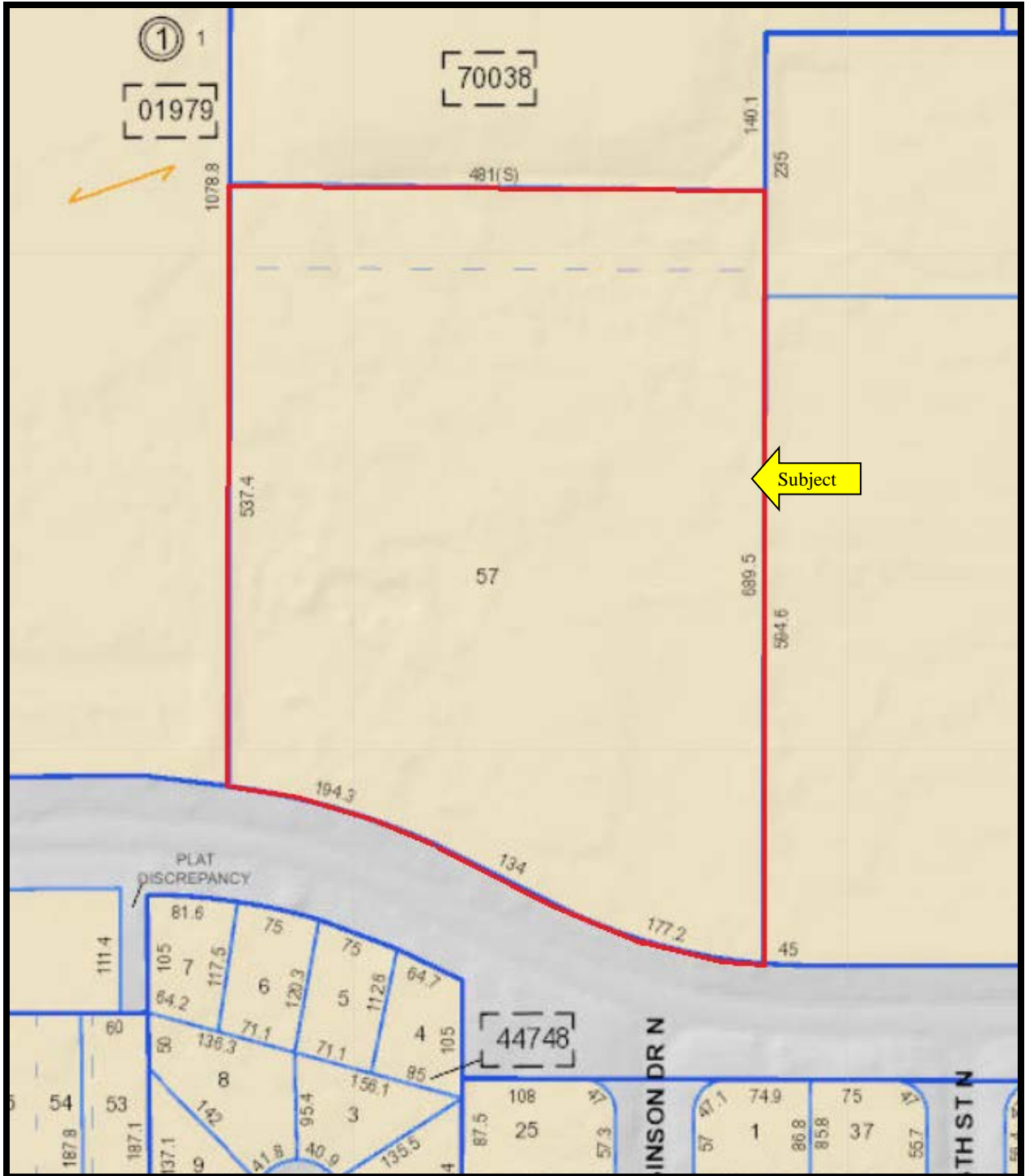
new statement focuses on recognizing and protecting “the traditional economic base of the state, agriculture, tourism and military presence” while also encouraging “economic diversification, workforce development and community planning”. The subject is developed and is therefore vested.

Zoning/Future Land Use Designation

The subject property is zoned “NS-1”, Neighborhood Suburban, Single Family by the City of St. Petersburg. The property has a compatible “RU”, Residential Urban (7.5 u.p.a.) future land use designation. Permitted uses include community residential homes, single-family residential dwellings, public schools, etc. Private schools, houses of worship and meeting halls are allowed as special exceptions. The zoning and future land use are compatible and consistent with surrounding development.

Summary

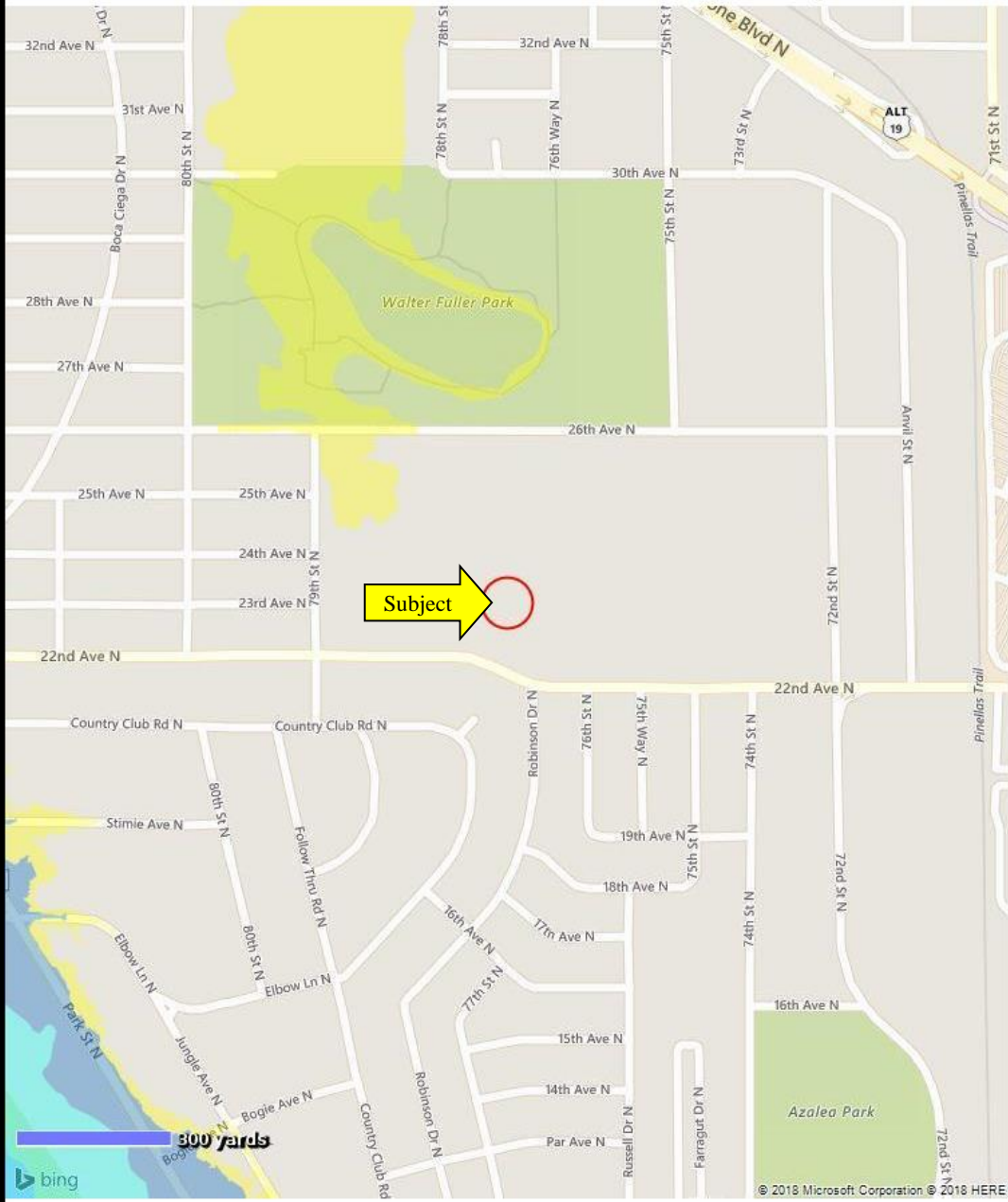
In summary, the site is located on the north side of 22nd Avenue North, east of 79th Street, within the city limits of St. Petersburg, Pinellas County, Florida. The total site size is 6.78 acres, mol. It is rectangular, generally level and all typical utilities are available. The subject is zoned “NS-1”, Neighborhood Suburban, Single Family by the City of St. Petersburg. The property has a compatible “RU”, Residential Urban future land use designation.



TAX MAP



AERIAL PHOTOGRAPH WITH TAX MAP OVERLAY



MAP DATA
 FEMA Special Flood Hazard Area: **No**
 Map Number: **12103C0211G**
 Zone: **X**
 Map Date: **September 03, 2003**
 FIPS: **12103**

MAP LEGEND

Areas inundated by 500-year flooding	Protected Areas
Areas inundated by 100-year flooding	Floodway
Velocity Hazard	Subject Area

FLOOD MAP

IMPROVEMENT DESCRIPTION

The improvements consist of a two-story educational facility referred to as Career Source Center as well as the Science Center. The southern portion of the building is circular and the second floor is highly irregular in shape due to areas open to below. We used a partial set of older building plans and our physical measurements to estimate the size of the subject structure. We have estimated the subject gross building area at 27,404 square feet. It was built in two phases 1965 and 1968 and is maintained in overall average condition. The building floor plan includes classrooms, planetarium, auditorium, and administrative offices.

The building was designed for use as the Science Center of Pinellas and is currently being used as an educational facility and office location for Career Source of Pinellas. A summary of the building and site characteristics is outlined below.

Foundation:	Concrete slab assumed to be over compacted fill with vapor barrier.
Roof:	Pre-engineered roof joists with a recently installed built-up modified bitumen covering.
Exterior walls:	Concrete block with painted finish and estimated eave height is 24'
Interior walls, flooring and Ceiling:	The interior walls are a mix of concrete block and drywall. The ceilings are acoustical tile grid systems, with some of the lighting updated with high efficiency fixtures. The floor coverings are a mix of carpet, ceramic tile, vinyl plank VCT.
Doors & Windows:	The exterior doors are a mix of glass in metal frames, and metal. There are a limited number of windows, and they are located at the main entrances to the building. They are fixed aluminum frames with single-pane glass.
H.V.A.C:	Chiller system
2 nd Floor Access:	The building is equipped with one elevator and three interior staircases.
Plumbing:	The building is equipped with adequate restrooms.
Electrical:	The subject has breaker boxes located in the mechanical room. Some of the electric has been updated and is assumed to be adequate.

The subject property is improved with two structures which are connected by a second floor finished hallway and ground floor canopy. The northern portion is rectangular and

is finished with offices, auditorium and classrooms. The ground floor has a main lobby area, reception area, a large auditorium, individual offices, classrooms and two restrooms. The second floor is finished individual classrooms, storage areas and two restrooms. The southern portion of the building is circular in shape. It is finished with an open retail area, individual offices, storage areas, two restrooms and a planetarium. The planetarium has a dome ceiling, built-in chairs with seating for twenty-two.

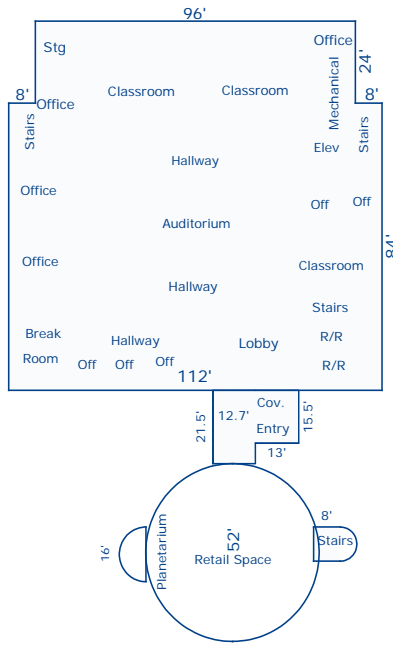
The property is also improved with a detached 1,881 square foot structure which is used for storage and workshops. It has two garage spaces, two restrooms and several areas which are used as workshops. The property also includes a 310 square foot detached observatory structure. The observatory has a domed roof with a partially retractable opening and is equipped with a Mead 16" LX200 telescope. This structure is masonry with concrete floors. These additional structures are considered to have limited contributory value and have not been included in our gross building area calculation.

Based on the Marshall Valuation Service, the subject is classified as an average cost education facility with an estimated economic life of roughly 45 years. The building was constructed in 1965 and 1968 and has an actual age of 53 years. The property has had some recent updates. The roof covering over the eastern portion of the structure was indicated to have been replaced in 2015 at a cost of \$50,000. The a/c chiller system was replaced one year ago at a cost of \$30,000. The auditorium was renovated at an indicated cost of \$75,000. The parking lot has recently been resurfaced and striped.

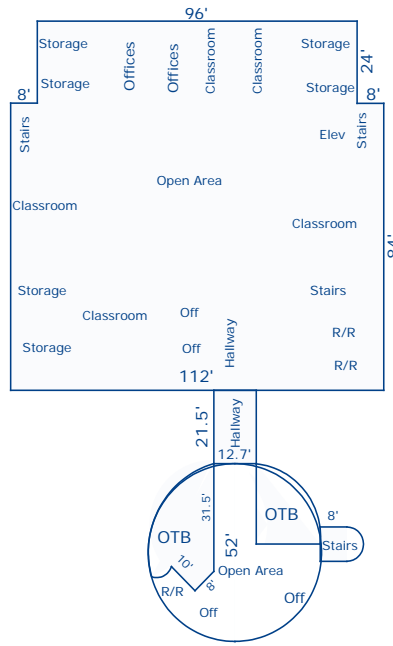
The exterior paint is older, is at the end of its economic life and the exterior walls will need to be painted in the near future. Some exterior wood work has water damage and needs to be repaired. The metal purlins of the covered entry, located towards the northeast side of the building has some rust which needs to be addressed. Some of the ceiling tiles have water stains, this was indicated to be due to air conditioning condensation and/or prior roof leaks. These panels need to be replaced. The roof covering was recently replaced and is assumed to be in good condition; however, a recent building inspection indicated there are three active leaks. Considering the age of the roof, it is assumed that only minor repairs are needed. An electric panel is missing its inside plate, which is a safety hazard and should be repaired. No other items of deferred maintenance were observed. The total cost to repair the deferred maintenance is estimated at \$25,000.

The effective age of the subject property is estimated to be lower than its actual age, or at 25 to 30 years; therefore, its remaining economic life is estimated at 15 to 20 years. The improvements are average to good quality and appear to be well maintained. It is similar to other older educational facilities located in the Tampa Bay area. The improvements conform to the site and are consistent with the surrounding uses.

FIRST FLOOR



SECOND FLOOR



Sketch by Apex Sketch v5 Standard™

Scale: 1" = 75'

AREA CALCULATIONS SUMMARY				BUILDING AREA BREAKDOWN		
Code	Description	Net Size	Net Totals	Breakdown		Subtotals
GBA1	First Floor	11712.00		First Floor		
	Second Floor	11712.00		112.0 x 84.0	9408.00	
	Second Floor	273.05		24.0 x 96.0	2304.00	
	First Floor	119.27				
	Second Floor	119.27		112.0 x 84.0	9408.00	
	Second Floor	-357.01		24.0 x 96.0	2304.00	
	Second Floor	2123.72		21.5 x 12.7	273.05	
	First Floor	2123.72				
	Second Floor	-522.10		8.0 x 10.0	80.00	
	First Floor	100.53		15.7 @ 180.0°	39.27	
P/P	First Floor	100.53	27404.44	Second Floor		
	Porch	474.55	474.55	8.0 x 10.0	80.00	
				Curve 15.7 @ 180.0°	39.27	
				0.5 x 19.2 x 23.5	-225.60	
				Curve 33.7 @ 90.0°	-131.41	
				Curve 81.7 @ 180.0°	1061.86	
				Curve 81.7 @ 180.0°	1061.86	
				First Floor		
				Curve 81.7 @ 180.0°	1061.86	
				Curve 81.7 @ 180.0°	1061.86	
				Second Floor		
				0.5 x 12.7 x 22.6	-143.87	
				32 Items (rounded)	27404	
	Net BUILDING Area	(rounded)	27404			

BUILDING AREA CALCULATION AND GENERAL FLOOR PLAN

HIGHEST AND BEST USE

The highest and best use is defined as; the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability.

Highest and Best Use as Though Vacant

Highest and best use of land or a site as though vacant is defined as: Among all reasonable, alternative uses, the use that yields the highest present land value, after payments are made for labor, capital, and coordination. The use of a property based on the assumption that the parcel of land is vacant or can be made vacant by demolishing any improvement.

The subject is located on the north side of 22nd Avenue North, east of 79th Street, within the city limits of St. Petersburg, Pinellas County, Florida. The site size is 6.78 acres with a good amount of road frontage. It is zoned “NS-1”, Neighborhood Suburban with a compatible “RU”, Residential Urban (7.5 u.p.a.) future land use designation. Permitted uses include community residential homes, single-family residential dwellings, public schools, etc. Private schools, houses of worship and meeting halls are allowed as special exceptions.

Considering the size, location and physical characteristics of the subject site, most legally permissible, non-speculative uses would be considered physically possible, legally permissible and would be the most reasonable type use. New residential development is occurring throughout the Tampa Bay area. Development of the subject site with single-family residential type development is the most reasonable type use. The subject could also be developed with a special use property, assuming special exception is approved. Based on our analysis, the highest and best use of the subject property as though vacant, is development of single-family residential homes, or construction of a special use structure for a specific end user.

Highest and Best Use as Improved

Highest and best use of the property as improved is defined as; the use that should be made of a property as it exists. An existing property should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one.

As discussed, the subject property is improved with a 27,404 square foot educational facility which was constructed in 1965 and 1968. There are no known modifications, other than repair the deferred maintenance, which would feasibly increase the property’s market value. Based on our analysis, the value of the subject site and improvements exceed value of the site alone. Therefore, in our opinion the highest and best use of the subject property as improved is to repair the deferred maintenance and continue the property’s use as an education facility.

THE VALUATION PROCESS

The estimate of market value for real property involves a systematic process in which the problem is defined, the work necessary to solve the problem is planned, and the data required is acquired, classified, analyzed and interpreted into an estimate of value. In this process, three approaches are used to estimate value. They are:

THE COST APPROACH

THE SALES COMPARISON APPROACH

THE INCOME CAPITALIZATION APPROACH

The cost approach is a method in which the value of a property is derived from creating a substitute property with the same utility as the subject property. In the cost approach, the appraiser must estimate the market value of the subject site as if vacant, by using the direct sales comparison approach, then estimate the reproduction cost new of the improvements. Depreciation from all sources is estimated and subtracted from the reproduction cost new of the improvements. The depreciated reproduction cost of all improvements is then added to the estimated site value with the results being an indicated value by the cost approach.

The sales comparison approach also referred to as the market approach, involves the comparison of similar properties that have recently sold or similar properties that are currently offered for sale, with the subject property. The basic principle of substitution underlies this approach.

The income capitalization approach is a process which discounts anticipated income streams (whether in dollar income or amenity benefits) to a present worth figure through the capitalization process. The appraiser is again faced with obtaining certain data related to the subject and comparing it to similar physical, functional and economic properties. Comparable rental information is analyzed to estimate potential gross income (actual and/or comparative) to determine a projected net income stream. The appraiser must estimate a capitalization rate, either through extraction from the market or using other available techniques. The net income stream is capitalized into an indicated value by this approach.

The value estimates as indicated by the three approaches are then reconciled into a final estimate of the property's value. In the final reconciliation, the appraiser must weigh the relative significance, defensibility, amount and accuracy of data, and applicability of each approach as it pertains to the type of property being appraised and that best approximates the value being sought in the appraisal.

The sales comparison and income capitalization approaches were used in the analysis. In our opinion these methods provide a credible estimate of value for the subject property. Due to the age of the property and the difficulty in accurately estimating the amount of accrued depreciation, the cost approach is not considered applicable and was not used.

THE SALES COMPARISON APPROACH

The sales comparison approach involves a detailed comparison of the subject property with similar properties, which have recently sold in the same or competitive market. This approach is based primarily on the principle of substitution. This principle states, when several commodities or services with substantially the same utility are available, the lower price attracts the greatest demand and widest distribution. In other words, a prudent investor/purchaser would not pay more to acquire a given property in the market, considering that an alternative property may be purchased for less. The five basic steps in this analysis are listed below:

1. Research the market to identify similar properties for which pertinent sales listings offerings and/or rental data is available.
2. Qualify the data as to terms, motivating forces, or bona fide nature.
3. Analyze the salient characteristics of the comparable properties in relation to the property being appraised, particularly those items relating to date of sale, location, physical characteristics, and condition of sale.
4. Consider all dissimilarities and the probable effect on the price of each sale and derive individual market value indications for the property being appraised.
5. Formulate an opinion of market value from the pattern developed from the foregoing analysis.

Special use properties, like churches and education facilities are typically constructed for owner occupancy and sales are limited. Extensive research was made to find recent pertinent sales. The distance parameter was extended to include competing areas of Pinellas County. The sales used were considered the most reliable found and are presented on the following pages.

IMPROVED COMPARABLE 1:



Street Address:	6740 Park Street S., South Pasadena, FL
Location:	Southeast corner of Park Street S and Oleander Way
Parcel I.D.:	30-31-16-12186-000-0002
Date of Sale:	March 2018
Grantor:	Tradewinds Christian Church, Inc.
Grantee:	International Church of the Foursquare Gospel
O.R. Book/Page:	19970/854
Sale Price:	\$1,150,000
Building Size:	8,572 sf
Year Built:	1971
Condition:	Average
Quality:	Average to good
Land Size:	72,492 sf
Land To Building Ratio:	8.46: 1.0
Financing:	Cash to Seller
Price Per Sq. Ft.:	\$134.16

Comments: This comparable is a worship facility located in the South Pasadena area of southwestern Pinellas County. It is located in a residential subdivision and has no primary road frontage. It consists of two adjacent structures and a detached steeple. The buildings includes a sanctuary, kitchen, fellowship hall and classrooms. The structure is built of concrete block construction with relatively low eaves. The property was purchased for owner occupancy and continued use as a church. The sale was verified with a representative of the grantee.

IMPROVED COMPARABLE NO 2:



Street Address:	2355 Nebraska Ave., Palm Harbor, Florida
Location:	North side of Nebraska Avenue, west of U.S. Hwy 19
Parcel Number:	06-28-16-00000-240-0400
Date of Sale:	February 2018
Grantor:	Endeavor PHMA Propco, LLC
Grantee:	Early Childhood Education, LLC
O.R. Book/Page:	19949/383
Sale Price:	\$2,884,300
Building Size:	19,302 sf
Year Built:	1972-2006
Condition:	Average (+)
Quality:	Average to Good
Land Size:	208,120 sf or 4.78 acres
Land to Building Ratio:	10.78: 1.0
Financing:	Cash to Seller
Price Per Square Foot:	\$149.43
Capitalization Rate:	7.25%

Comments: This is the sale of Palm Harbor Montessori Academy in the Palm Harbor area of northern Pinellas County. It is a Pre-K through 8th grade facility which includes six adjacent structures and a swimming pool. The property sold to a real estate investment trust and was for real estate only. Enrollment at the time of sale was indicated to have been at 225 students. The sale was the result of leaseback situation at a rental rate of \$12.30/sf, Net. The sale was verified with a representative of the grantee.

IMPROVED COMPARABLE NO 3:



Street Address: 10999 60th Street North, Pinellas Park, Florida
Location: Southeast corner of 60th Street and 110th Avenue North
Parcel Number: 17-30-16-69750-400-3404
Date of Sale: September 2017
Grantor: Grace Bible Fellowship of St. Petersburg, Inc.
Grantee: Bosanski Mesdzid, Inc.
O.R. Book/Page: 19783/1994
Sale Price: \$750,000
Building Size: 8,168 sf
Year Built: 1982 & 1986
Condition: Average
Quality: Average to Good
Land Size: 77,165 square feet or 1.77 acres, mol
Land To Building Ratio: 9.45: 1.0
Financing: Cash to Seller
Price Per Square Foot: \$91.82

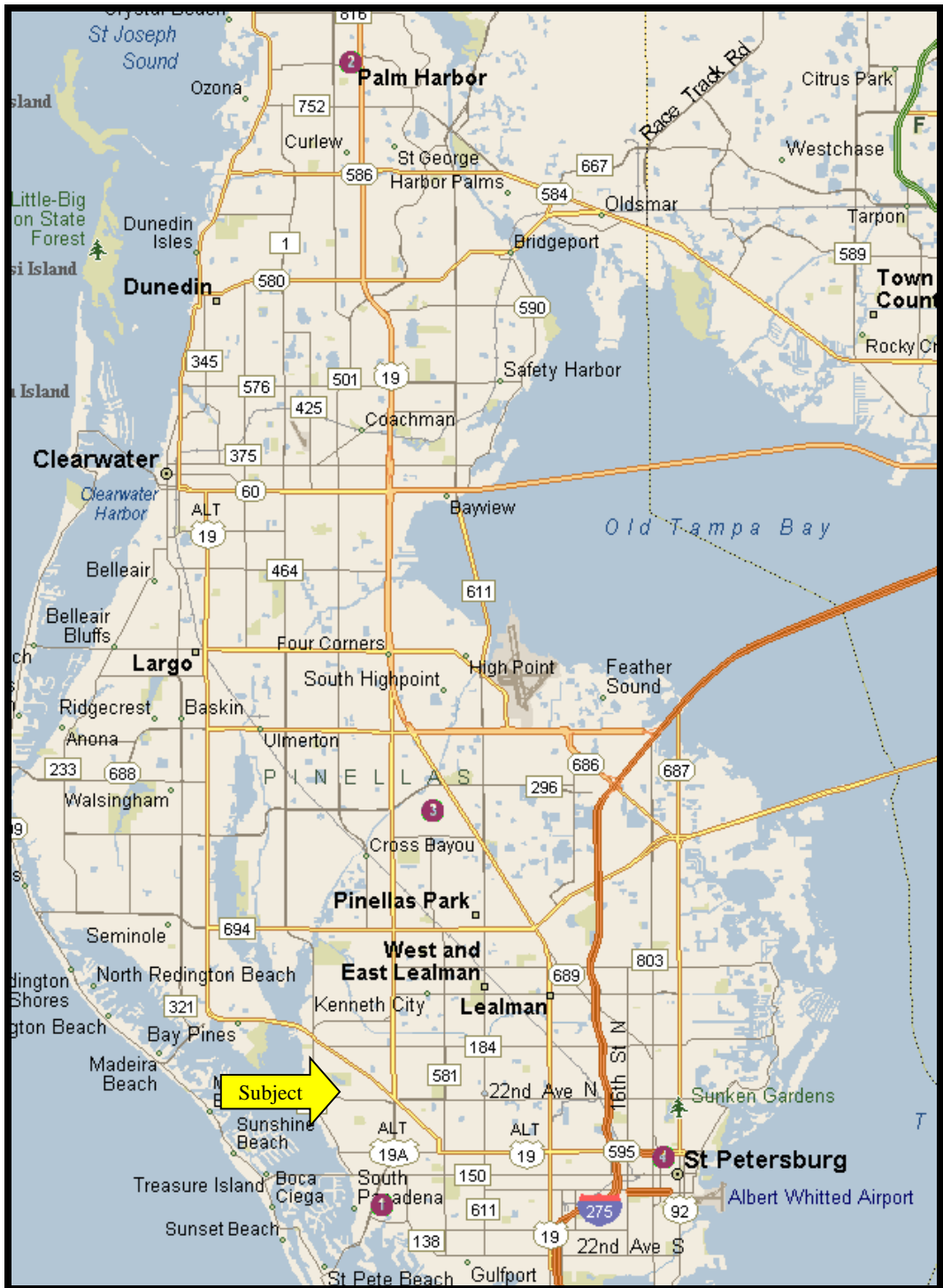
Comments: This is the sale of a special use property located in a residential neighborhood of Pinellas Park. It has no primary road frontage. The property includes surplus land which can be used for expansion of the existing facility. The floor plan includes a sanctuary, large fellowship hall, kitchen, several offices and three classrooms. The property was operated as a worship facility at the time of sale and was purchased for owner occupancy and continued use as a church. The sale was verified with the listing agent, Joey Blakley of Foundry Commercial. It was listed for sale for \$750,000 and was on the market for roughly 2 months prior to contract.

IMPROVED COMPARABLE 4:



Street Address: 302 Grove Street North, St. Petersburg, Florida
Location: Northwest corner of Grove Street and 3rd Avenue N.
Parcel Number: 19-31-17-66528-000-0010 & 0020
Sale Price: \$3,800,000 (total)
O.R. Book/Page: 19454/2141 & 19477/629
Date of Sale: December 2016 & January 2017
Grantor: Munroe, Wilder & Taylor Partnership
Grantee: Bridgepoint Church, Inc.
Building Size: 33,358 sf
Year Built: 1926 (renovated)
Condition: Average
Quality: Average to Good
Land Size: 41,207 sf
Land To Building Ratio: 1.24: 1.0
Financing: Cash to Seller
Price Per Sq. Ft.: \$113.92

Comments: This is the sale of a special events property and adjacent parking parcel located in the western portion of Downtown St. Petersburg. At the time of sale it was used as a meeting and special events venue referred to as Mirror Lake Lyceum. The sale of the two parcels were negotiated together; however they were recorded separately. The entire property was listed for sale for \$4,390,000, reduced to \$3,990,000 and was on the market for roughly two years. The sale was verified with the buyer's real estate agent, Scott Clendening and the listing agent, David Wing. The gross building area differs from tax rolls; however was verified with the real estate brokers and internal files. The floor plan includes open hall with stage, kitchen, offices, lobby, grand lobby with stage, ball room, kitchen, manager's quarters, reception area, meeting rooms, conference room, etc.



IMPROVED COMPARABLE LOCATION MAP

IMPROVED COMPARABLE COMPARISON CHART

<u>NAME</u>	<u>SUBJECT</u>	<u>COMP. 1</u>	<u>COMP. 2</u>	<u>COMP. 3</u>	<u>COMP. 4</u>
SALE PRICE		\$1,150,000	\$2,884,300	\$750,000	\$3,800,000
GROSS BUILDING SIZE	27,404	8,572	19,302	8,168	33,358
PRICE/SQ. FT.		\$134.16	\$149.43	\$91.82	\$113.92
SALE DATE	Sep-18	Mar-18	Feb-18	Sep-17	Dec-16
MONTHS SINCE SALE		6	7	12	21
 <u>ADJUSTMENTS</u>					
FINANCING/CONDITIONS OF SALE		0%	0%	0%	0%
FIN/COND OF SALE ADJ PRICE		\$1,150,000	\$2,884,300	\$750,000	\$3,800,000
 <u>MARKET CONDITIONS</u>					
% ADJUSTMENT		0%	0%	0%	0%
TIME ADJUSTED SALE PRICE		\$1,150,000	\$2,884,300	\$750,000	\$3,800,000
 <u>PROPERTY CHARACTERISTICS</u>					
LOCATION	22nd Ave N St. Petersburg	Park Street South Pasadena	Nebraska Ave Palm Harbor	60th Street N Pinellas Park	Grove St St. Petersburg
OVERALL LOCATION	Average	Similar	Superior	Inferior	Superior
YEAR BUILT	1965-1968	1971	1972-2006	1982-1986	1926
CONDITION	Average	Similar	Superior	Similar	Similar
QUALITY	Average-Good	Similar	Similar	Similar	Similar
BUILDING SIZE	27,404	8,572	19,302	8,168	33,358
LAND SIZE	295,430	72,492	208,120	77,165	41,207
LAND:BUILDING RATIO	10.78	8.46	10.78	9.45	1.24
OTHER	Strg/Observatory	None	Pool	None	None
 <u>ADJUSTMENTS</u>					
LOCATION	22nd Ave N	0%	-15%	15%	-15%
AGE/CONDITION	'65-'68/Average	0%	-10%	0%	0%
QUALITY	Average-Good	0%	0%	0%	0%
BUILDING SIZE	27,404	-10%	0%	-10%	0%
LAND:BUILDING RATIO	10.78	3%	0%	3%	17%
OTHER	Strg/Observatory	<u>2%</u>	<u>0%</u>	<u>2%</u>	<u>2%</u>
NET PROPERTY ADJUSTMENTS:		-5%	-25%	10%	4%
 <u>ANALYSIS</u>					
ADJUSTED PRICE		\$1,092,500	\$2,163,225	\$825,000	\$3,952,000
ADJUSTED PRICE/SF		\$127.45	\$112.07	\$101.00	\$118.47

EXPLANATION OF ADJUSTMENTS

Where appropriate, adjustments have been made to the comparables to account for material differences from the subject. The adjustment categories include: financing/conditions of sale, market conditions (time), location, condition/age, quality, building size, land to building ratio and other. The following is an explanation of the various adjustments.

Financing/Conditions of Sale

All sales were verified with the grantee, grantor, an informed party and/or public records. No under-market financing or any special considerations which may have influenced the comparable's selling price were discovered; therefore, no adjustments were made.

Market Conditions (Time)

Market conditions refer to the appreciation or depreciation of a property over a period of time. The comparables sold within the past twenty-one months and based on a review of the sales, no time adjustments were warranted.

Location

The factor included in this adjustment category is the general location of the comparables when compared to the subject. Typically, properties on major roads or in exclusive areas sell at a higher price per unit. The subject is located on 22nd Avenue North in St. Petersburg. Comparable 1 is located on Park Street, south of Pasadena Avenue in the South Pasadena area. Its overall location is considered similar to the subject and no adjustment was warranted. Comparable 2 is located on Nebraska Avenue, a busy four-lane road, in the Palm Harbor area of northern Pinellas County. It has a superior location and based on a review of the sales, a downward adjustment was warranted. Comparable 3 is located on 60th Street in a residential area of Pinellas Park. It has an inferior overall location and was adjusted upward for the difference. Comparable 4 is located in the downtown area of St. Petersburg and has a superior location to the subject. It was adjusted downward accordingly.

Age Per Condition

This adjustment category is based on the condition of the comparables in relation to the subject. Properties in poor condition typically sell at a lower price per unit. The condition of the comparables was determined by an exterior inspection of the properties and/or by conversations with a knowledgeable source. The subject was built in 1965 and 1968. It has had some recent updates and several items of deferred maintenance need to be repaired. The property is maintained in overall average condition. Comparables 1, 3 and 4 appear to have sold in similar effective age/condition and no adjustments were warranted. Comparable 2 sold in superior effective age/condition and was adjusted downward for the difference.

Quality

This adjustment category is based on the quality of the comparables in relation to the subject. Typically, as the quality of a building increases so does its selling price per unit.

The quality of the comparables was determined by an exterior inspection of the properties and by conversations with the grantee, grantor and or the real estate agent involved in the sale. The subject is considered to be average to good quality construction. Comparable 1 has a lower eaves height and includes modular structures. These comparables are considered similar in overall quality and no adjustments were warranted.

Building Size

Size adjustments are made on the basis of the comparable’s size in relation to the subject. Typically larger buildings sell at a lower price per unit. Furthermore, smaller buildings are more affordable to a larger number of buyers indicating more demand and higher prices for smaller buildings. The subject has a gross building area of 27,404 square feet. Comparables 1 and 3 are notably smaller and required downward adjustments for their differences. Comparables 2 and 4 bracket the size of the subject and based on a review of the sales, no adjustments were warranted.

Land to Building Ratio

This adjustment category is based on the comparable’s land to building ratio when compared to the subject. Typically, a property with a high land to building ratio will sell at a higher price per unit. The subject has a land to building ratio of 10.78: 1.00. Comparables 1 and 3 have slightly lower ratios and required slight upward adjustments. Comparable 2 has an identical land to building ratio and no adjustment was warranted. Comparable 4 has a notably lower ratio and an upward adjustment was required.

Other

The subject includes a 1,881 sf detached storage/workshop and 310 sf observatory. These structures have limited contributory value and comparables 1, 3 and 4 were adjusted upward slightly. Comparable 2 includes a pool and no adjustment was warranted.

CORRELATION AND CONCLUSION

The comparable sales have adjusted sale prices between \$101.00 and \$127.45 per square foot, with a central tendency of \$114.75. Comparables 1, 2 and 3 are the most recent sales and have been given primary consideration. They have adjusted sale prices of \$127.45, \$112.07 and \$101.00 per square foot, respectively. Comparable 4 is an older sale of a special use property and has been given close secondary consideration. It has an adjusted sale price of \$118.47 per square foot.

Based on the above analysis, our opinion of the market value of the fee simple interest of the subject property is estimated as follows:

$$\begin{array}{rclclcl} \$115.00/\text{sf} & \times & 27,404 \text{ sf} & = & \$3,151,460 \\ \text{Rounded to} & & & & \$3,150,000 \end{array}$$

THE INCOME CAPITALIZATION APPROACH

The income capitalization approach, the basic tool for the valuation of income producing real estate, relates to an investor's thinking and motivation as to the future benefits of ownership. It is based on the principle of substitution, which is reflected in the definition of value as the present worth of all the rights to future benefits accruing to ownership. The income producing property is typically purchased for investment purposes, and the projected net income stream is therefore the critical factor affecting this market value.

The valuation by the income capitalization approach consists of the following steps:

1. Estimate the market rent for the subject property through a market analysis of competitive projects to arrive at a gross income estimate
2. Estimate the vacancy and collection losses for the income projection period
3. Deduct the estimated vacancy and collection losses and the annual operating expenses from the gross income estimate for an estimated net income before recapture
4. Determine the appropriate capitalization technique and gather market supported data for its application
5. Capitalize the resulting net income figure by an appropriate capitalization rate in order to obtain an indicated value of the property

ESTIMATE OF MARKET RENT

The first step in the income capitalization approach is to estimate the subject's market rent. The following are rent comparables which are considered the best indicators for the estimate of market rent for the subject property.

RENT COMPARABLE NO. 1:



Address:	1060 Keene Road, Dunedin, Florida
Building Size:	27,968 sf
Year Built:	1999
Condition:	Average to Good
Quality:	Average to Good
Land to Building Ratio:	6.06: 1.0
Verification:	Listing Agent
Rent/SF:	\$10.58, Net
Owner Expenses:	Reserves
Vacancy:	0%
Comments:	This comparable consists of two adjacent structures which were originally built as office buildings. They have been converted for use as a charter school, Academie Da Vinci. The tenant has a contract to purchase the property for \$4,188,000, or \$149.74 per square foot.

RENT COMPARABLE NO. 2:



Location:	2370 34 th Street North, St. Petersburg
Building Size:	16,284 sf
Year Built:	1983
Condition:	Average
Quality:	Average to Good
Land to Building Ratio:	3.11: 1.0
Verification:	Real Estate Agent
Rent/SF:	\$11.50, Net
Vacancy:	0%
Comments:	This comparable is a two-story, single-tenant commercial building which is leased to Cortiva Institute, a massage therapy school. The owner and tenant shared in tenant build-out.

RENT COMPARABLE NO. 3:

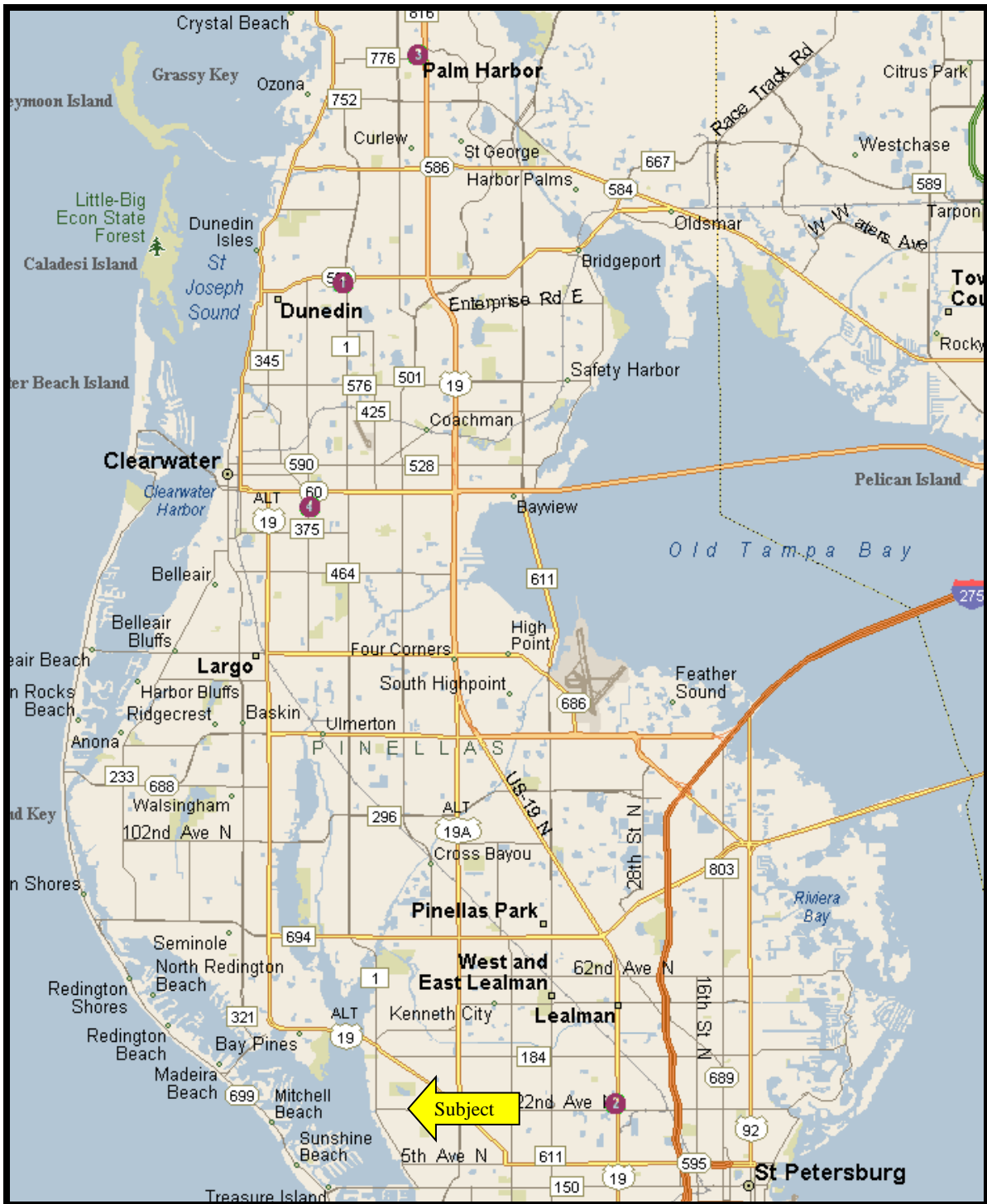


Location:	2355 Nebraska Avenue, Palm Harbor, FL
Building Size:	19,302 sf
Year Built:	1972-2006
Condition:	Average to Good
Quality:	Average to Good
Land to Building Ratio:	10.78: 1.0
Verification:	Real Estate Agent
Rent/SF.	\$12.30, Net
Vacancy:	0%
Comments:	This comparable is a Montessori school which consists of six adjacent structures and a swimming pool on one tax parcel. It has a 10.78: 1.0 land to building ratio. The property was leased back to the prior owner in February 2018.

RENT COMPARABLE NO. 4:



Address:	855 S. Highland Avenue, Clearwater
Location:	Southeast corner of Highland Ave and Druid Rd
Building Size:	12,112 sf
Year Built:	2005
Condition:	Average to Good
Quality:	Average to Good
Land to Building Ratio:	4.73: 1.0
Verification:	Leasing Agent
Rent/SF.	\$10.00, Net
Vacancy:	0%
Comments:	This comparable is a single-user commercial building that is leased to a medical tenant. The tenant is extensively renovating the interior of structure at their own expense. The lease is for a term of seven years with 2% annual increases for the first five years and 3% for the final two years.



RENT COMPARABLES

COMPARABLE RENTAL COMPARISON CHART

Name	Subject	Rental 1	Rental 2	Rental 3	Rental 4
Rent/SF:	N.A.	\$10.58	\$11.50	\$12.30	\$10.00
Terms:	Net	Net	Net	Net	Net
Vacancy:	0%	0%	0%	0%	0%
Gross SF:	27,404 sf	27,968 sf	16,284 sf	19,302 sf	12,112 sf
Location:	Average	Superior	Superior	Superior	Similar
Year Built:	1965-1968	1999	1983	1972-2006	2005
Condition:	Average	Superior	Similar	Superior	Superior
Quality:	Average-Good	Similar	Similar	Similar	Similar
L:B Ratio:	10.78: 1.0	6.06: 1.0	3.11: 1.0	10.78: 1.0	4.73: 1.0

CORRELATION AND CONCLUSION AND ESTIMATE OF RENT

Rent comparables 1, 2 and 3 are single-user special use properties which are built-out as education facilities. Comparable 4 is a single-user building which was occupied by the Salvation Army. It was leased in as is condition with the tenant building it out for medical office type use. The comparables are rented for between \$10.00 and \$12.30 per square foot, on a net basis.

The subject is owner occupied. It is a two-story special use property which is built out as an education facility. The roof covering and air conditioning system are newer. The property is maintained in overall average condition. It has a high land to building ratio and includes an additional detached storage/workshop and small observatory.

Based on the analysis, and considering the size, location condition and quality of this space, in our opinion the subject’s market rent is estimated towards the middle of the range, or at \$11.00/sf, on a net basis.

Vacancy & Collection Loss

A vacancy and collection loss must be accounted for to account for average market vacancy in the area, as well as tenant turnover. The subject is a single-user special use property. These are typically owner occupied or leased to a single-user on a long-term basis. Considering the current market conditions and the overall general vacancy rate in the area, the appropriate vacancy and collection loss rate for the subject is estimated at 7.0%. This is based on a stabilized occupancy rate over a typical investment holding period.

EXPENSES

The subject's market rent was estimated on a net basis. Under this type lease agreement, the tenant is typically responsible for their own utilities and property maintenance. They also reimburse the owner for real estate taxes and property insurance. The owner is responsible for management/leasing and structural reserves.

Tenant Reimbursement

As mentioned, the subject rents have been estimated on a net basis where the tenants pay their own electric and reimburse the owner for their pro rata share of the operating expenses including the real estate taxes and insurance. The tenant reimbursement is estimated by multiplying these figures by the stabilized occupancy rate.

Real Estate Taxes

As discussed in the assessment and tax analysis section of report, the subject is a non-profit organization. Most tenants for these type properties are non-profit education or religious organization. The property is tax exempt and no taxes have been used in our analysis.

Insurance

Insurance expenses for properties like the subject typically range between \$0.40 and \$1.00 a square foot. For purposes of this analysis, we have estimated the insurance expense for the subject at \$0.60 per square foot of gross building area.

Management & Leasing

Management expense for outside management is generally based on a percentage of effective gross income. The subject is a single-user property. These types of properties typically require minimal management and leasing. Thus, for purposes of this appraisal, we have estimated the management and leasing expense at 5% of effective gross income.

Structural Reserves/Tenant Improvements

This is a sinking fund used to annualize the future repairs of the roof, HVAC, interior finishes, parking lot, etc. The subject roof and a/c have been recently updated. Considering the age and quality of the subject, this expense is estimated at 3.0% of effective gross income.

DIRECT CAPITALIZATION

The last item needed to complete the summary of the income capitalization approach is deriving the capitalization rate (OAR). Direct capitalization is the process of converting income into value either by dividing the net income by an overall rate or by multiplying the potential or effective gross income by a multiplier. The basic formula for deriving this overall rate is $\text{Net Operating Income} / \text{Selling Price} = \text{Capitalization Rate (OAR)}$. A summary of the capitalization rates extracted from recent improved sales is below.

Market Extraction

Location	Date	Property Type	Overall Rate
2355 Nebraska Avenue, Palm Harbor	2/18	School	7.25%
2644 State Road 590, Clearwater	8/16	Day Care	7.5%
3721 Canoga Park Drive, Brandon	2/16	Day Care	9.0%
8012 N. Armenia Ave, Tampa	8/16	Day Care	7.5%

The sales above indicate overall capitalization rates between 7.25% and 9.0%. The capitalization rates of the above comparables reflect school and day care facilities.

The subject is a single-user special use property which is adequately maintained. Based on the above analysis, the appropriate overall capitalization rate by market extraction for the subject property is estimated towards the middle the range, or at 8.0%.

As discussed, the subject has deferred maintenance which needs to be cured. We have estimated the cost of the deferred maintenance at \$25,000. This will be deducted from the capitalized value to obtain and as is estimate of the subject property. Thus, our opinion of the market value of the *fee simple interest* of the subject property by the income capitalization approach can be estimated as follows:

SUMMARY OF THE INCOME CAPITALIZATION APPROACH

Gross Potential Income	<u>Building Area</u> 27,404 sf		<u>Rent/sf</u>		<u>Annual Rent</u>
Gross Potential Income	27,404 sf	X	\$11.00	=	\$ 301,444
Vacancy			7%		<u>\$ 21,101</u>
Effective Gross Income					\$ 280,343
Tenant Reimbursement					<u>\$ 15,291</u>
Total					\$ 295,634
Expenses					
Fixed Expenses		<u>\$/SF</u>	<u>% EGI</u>		
Real Estate Taxes	\$ -		0.0%		\$ -
Insurance	<u>\$ 0.60</u>		<u>5.9%</u>		<u>\$ 16,442</u>
Total Fixed	\$ 0.60		5.9%		\$ 16,442
Variable Expenses					
Management/Leasing Expense	\$ 0.51		5.0%		\$ 14,017
Structural Reserves	<u>\$ 0.31</u>		<u>3.0%</u>		<u>\$ 8,410</u>
Total Variable	\$ 0.82		8.0%		\$ 22,427
Total Expenses	\$ 1.42		13.9%		\$ 38,869
Net Operating Income					\$ 256,765
Capitalization Rate					8.00%
Capitalized Value					\$3,209,563
Less Deferred Maintenance					<u>\$ (25,000)</u>
Total					\$3,184,563
Rounded To					\$3,180,000

RECONCILIATION AND FINAL VALUE ESTIMATE

Reconciliation is the analysis of alternative conclusions to arrive at a final value estimate. The Dictionary of Real Estate Appraisal (5th edition, pg 79) published by The Appraisal Institute defines final reconciliation as: The last phase of any valuation assignment in which two or more value indications derived from market data are resolved into a final value estimate, which may be either a final range of value or a single point estimate. The following is a summary of the value conclusions obtained from the different approaches.

SALES COMPARISON APPROACH	\$3,150,000
INCOME CAPITALIZATION APPROACH	\$3,180,000

The sales comparison and income capitalization approaches were used to estimate the subject's market value. The sales comparison approach involves comparing similar properties that have recently sold, or similar properties that are currently offered for sale, with the subject. The basic principle of substitution underlies this approach. Four improved comparables were used in this report and after adjustments, supported the subject's estimated market value. Education facilities like the subject are commonly purchased for owner occupancy and the sales comparison approach is considered a credible indicator of value and has been given primary consideration.

The income capitalization approach most nearly reflects the value of the property as an investment. This method includes an analysis of the effective gross income that the subject is capable of generating, based on rents achieved and occupancy rates at competitive properties. A deduction for normal operating expenses produced the subject's net operating income which is capitalized at an overall capitalization rate. The resulting figure is the estimated value by the income capitalization approach. The income capitalization approach is considered reliable when valuing income producing properties. The subject is a single-user education facility which is owner occupied. The income capitalization approach has been given secondary weight.

Based on the foregoing analysis, our opinion of the market value of the fee simple interest of the subject in "as is" condition, as the effective date of September 28, 2018, is estimated at

**THREE MILLION ONE HUNDRED FIFTY THOUSAND DOLLARS
(\$3,150,000).**

Insurable Replacement Cost Estimate

At the request of the client, we have estimated the insurable replacement cost of the At the request of the client, we have estimated the insurable replacement cost of the subject improvements by estimating the replacement cost of the subject structure. The replacement cost, as defined herein, is the value of the destructive portions of the property that determines the amount of insurance that may or should be carried to indemnify the owner in the event of loss. Replacement cost is a cost concept and should not be confused with the market value of the property.

Our estimates are based on cost figures provided by Marshall Valuation Service.

Insurable Value Estimate

Structures

Gross Building Area	27,404 sf	X	\$ 142.00	=	\$ 3,891,368
Canopy	475 sf	X	\$ 30.00	=	<u>\$ 14,250</u>
Total					\$ 3,905,618
Soft Costs			5%		<u>\$ 195,281</u>
Total					\$ 4,100,899
Rounded					\$ 4,101,000

The architect fees have not been removed from the above cost estimate as plans, specifications and engineering are seldom repeated on the same site, since buildings are not usually rebuilt in exactly the same way after a loss. Also, ownership of the plans often remains with the architect, so that another user, together with modifications would call for further fees.

We are not experts in construction cost estimates. The above costs are calculations based on the Marshall Valuation Service, which provides general cost estimate information. For a more accurate cost figure, an estimate by a licensed contractor or insurance agent should be obtained.

ESTIMATED MARKETING AND EXPOSURE TIME

Marketing time is an opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal.

Source: The Dictionary of Real Estate Appraisal, 5th edition, pg 121

Exposure time is the time a property remains on the market. The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market. Exposure time is always presumed to precede the effective date of an appraisal. Source: The Dictionary of Real Estate Appraisal, 5th edition, pg 73

We have reviewed the marketing and exposure time for special purpose properties in the Tampa Bay market area, as well as discussed it with commercial brokers. In the subject market area, the demand for special use properties like the subject is considered adequate and appears to be in balance with available supply. Typically, most special use properties are on the market for 3 to 12 months. Thus, in our opinion, if appropriately priced and properly marketed, a marketing time of 6 months seems reasonable. As mentioned, exposure time is always presumed to occur prior to the effective date of the appraisal. An exposure time of 6 months would have seemed reasonable.

ASSUMPTIONS AND LIMITING CONDITIONS

The market value estimate of the property or properties appraised is subject to the following assumptions and limiting conditions:

1. No responsibility is assumed for legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated in this report.
2. The property is appraised free and clear of any or all liens and encumbrances unless otherwise stated in this report.
3. Responsible ownership and competent property management are assumed unless otherwise stated in this report.
4. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy.
5. All engineering is assumed to be correct. Any plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.
6. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.
7. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in this report.
8. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined and considered in this appraisal report.
9. It is assumed that all required licenses, certificates of occupancy or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report are based.

10. Any sketch in this report may show approximate dimensions and is included to assist the reader in visualizing the property. Maps and exhibits found in this report are provided for the reader reference purposes only. No guarantee as to accuracy is expressed or implied unless otherwise stated in this report.
11. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless otherwise stated in this report.
12. We are not experts in determining the presence or absence of hazardous substances, defined as all hazardous or toxic materials, wastes, pollutants or contaminants (including, but not limited to, asbestos, PCB, UFFI, or other raw materials or chemical(s) used in construction, or otherwise present on the property. We assume no responsibility for the studies or analyses which would be required to determine the presence or absence of such substances or for loss as a result of the presence of such substances. The value estimate is based on the assumption that the subject property is not so affected.
13. Unless otherwise stated in this report, the subject property is appraised without a specific compliance survey having been conducted to determine if the property is or is not in conformance with the requirements of the Americans with Disabilities Act. The presence of architectural and communications barriers that are structural in nature that would restrict access by disabled individuals may adversely affect the property's value, marketability, or utility.
14. Any proposed improvements are assumed to be completed in a good workmanlike manner in accordance with the submitted plans and specifications.
15. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. The separate valuations for land and improvements must not be used in conjunction with any other appraisal and is invalid if so used.
16. Possession of this report, or copy thereof, does not carry with it the right of publication or reproduction nor may it be used by anyone but the applicant without prior written consent of the applicant and the appraiser and in any event only in its entirety.
17. Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales or other media without the written consent and approval of the author, particularly as to the

valuation conclusions, the identity of the appraiser or firm with which he/she is connected, or any reference to the Appraisal Institute, the MAI designation.

18. Certain data used in compiling this report was given to the appraiser from sources he considers reliable; however, he does not guarantee the correctness of such data, although as far as is reasonably possible the data has been checked and is believed to be correct.
19. The soil and the area of the subject appear to be firm and solid, unless otherwise stated. Subsidence in the area is unknown or uncommon but the appraiser does not warrant against this condition or occurrence.
21. Subsurface rights (mineral and oil) were not considered in making this report, unless otherwise stated.
20. Any riparian rights and/or littoral rights indicated by survey, map or plat are assumed to go with the property unless easements or deeds of record were found by the appraiser to the contrary.
21. The appraiser, by reason of this report, is not required to give testimony in court with reference to the property herein appraised nor is he obligated to appear before any governmental body, board or agent unless arrangements have been previously made thereof.
22. Neither our name nor report may be used in connection with any financing plan which would be classified as a public offering under state or federal securities laws.

CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest or bias with respect to the parties involved.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- My analyses, opinions and conclusions were developed, and this report has been prepared in conformity with the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, Tod Marr, MAI, CCIM has completed the continuing education program for Designated Members of the Appraisal Institute.
- As of the date of this report, Brian DeMuth has completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute.
- I have performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

Tod Marr, MAI, CCIM
Cert Gen RZ 1237

Brian D. DeMuth
Cert Gen RZ 2473

ADDENDUM

QUALIFICATIONS OF APPRAISER

TOD MARR, MAI, CCIM

Education

Florida State University, 1985, Tallahassee Florida, Bachelor of Science Degree in Finance and Real Estate. Minor in Accounting.

Courses: Florida State University

Real Estate and Its Legal Environment; Real Estate Appraisal; Real Estate Feasibility Analysis Real Estate Finance; Real Estate Principles; Real Estate Market Analysis

Courses: American Institute of Real Estate Appraisers/Appraisal Institute

1A-1	Real Estate Principles	2-1	Case Studies in Real Estate
1A-2	Basic Valuation	2-2	Valuation Analysis/Report
1B-1	Capitalization Theory and Techniques	4	Litigation
1B-2	Capitalization Theory and Techniques	SPP	Standards Part A, B, & C
520	Highest and Best Use & Market Analysis	710	Condemnation Appraising

Courses: Commercial Investment Real Estate Institute

CI-101 Financial Analysis for Commercial Investment Real Estate

CI-201 Market Analysis for Commercial Investment Real Estate

CI-301 Decision Analysis for Commercial Investment Real Estate

Seminars:

Understanding Limited Appraisals

Appraisal Review-Income Properties

Persuasive Style Report Writing

The Appraiser's Legal Liability

Rates, Ratios & Reasonableness

Valuation of a Less than Fee Acquisition

& Sales Comparison App. in Litigation

Appraising Rural Properties

Appraisal Hotels

Dairy Appraisal

Critical Issues

The Appraiser as Expert Witness

UAS for Federal Land Acquisitions

USPAP-Core Law

Accrued Depreciation

Construction Cost Estimating

Sales Comparison Approach

Understanding Wetlands for

Appraisal Purposes & Mitigation

Banking as a Highest & Best Use

SFWMD Appraisal Seminar

Residential Subdivision Analysis

Subdivision Valuation

Property Tax Assessments

Real Estate Finance & Statistics

Site Valuation & Cost Approach

Professional Affiliations:

Member of the Appraisal Institute, MAI Designation #9440

Member of the Commercial Investment Real Estate Institute, CCIM Designation #7465

Member Pinellas County Realtor Organization & Florida Gulfcoast Commercial Association

Experience:

Owner, Tod Marr & Associates, Clearwater and Seminole, Florida, January 1993 to present

Staff Appraiser, Commercial Division, AppraisalFirst Inc. Clearwater, FL (1986-1993)

Staff Appraiser, Southeastern Real Estate Appraisal Corp., St. Petersburg, FL (1985-1986)

Licenses:

State-certified general appraiser RZ 1237

License Real Estate Broker, State of Florida

The Appraisal Institute conducts a program of continuing education for designated members. Designated members who meet the minimum standards of this program are awarded periodic educational certification.

Tod Marr, MAI, is currently certified under this program.

QUALIFICATIONS OF APPRAISER

BRIAN D. DEMUTH

Education:

Florida State University, Tallahassee, Florida 1989
Bachelor of Science Degree; Major - Finance and Real Estate

Professional Education:

Florida State University:
Real Estate Principals and Practices
Real Estate Law
Real Estate Appraisal I
Real Estate Appraisal II
Real Estate Finance

Appraisal Institute:
Real Estate Appraisals Principles
Basic Valuation techniques
Capitalization Theory & Techniques 1B-1
Capitalization Theory & Techniques 1B-2
Standards of Professional Practice, Part A
Standards of Professional Practice, Part B
USPAP Core Law
FHA & The Appraisal Process

Other Courses:
Residential Construction
Apartment Appraising

Experience:

Staff Appraiser; Tod Marr & Associates, Seminole, Florida
Commercial Appraiser (8/00 to Present)

Staff Appraiser; Riggins, Atkinson, Combs & Associates, Clearwater, Florida
Commercial Appraiser (6/94 to 8/00)

Staff Appraiser; AppraisalFirst, Inc., Clearwater, Florida
Commercial & Residential Appraiser (6/89 to 6/94)

License:

State-certified general real estate appraiser RZ2473

COPY OF APPRAISERS' CERTIFICATIONS



RICK SCOTT, GOVERNOR KEN LAWSON, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA REAL ESTATE APPRAISAL BD

LICENSE NUMBER	
RZ1237	

The CERTIFIED GENERAL APPRAISER
Named below IS CERTIFIED
Under the provisions of Chapter 475 FS.
Expiration date: NOV 30, 2018

MARR, TOD
4735 94TH STREET N UNIT A
ST. PETERSBURG FL 33708



ISSUED: 11/13/2016 DISPLAY AS REQUIRED BY LAW SEQ # L161130002217



RICK SCOTT, GOVERNOR KEN LAWSON, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA REAL ESTATE APPRAISAL BD

LICENSE NUMBER	
RZ2473	

The CERTIFIED GENERAL APPRAISER
Named below IS CERTIFIED
Under the provisions of Chapter 475 FS.
Expiration date: NOV 30, 2018

DE MUTH, BRIAN DONOVAN
10575 68TH AVENUE N.
SUITE A3
SEMINOLE FL 33772



ISSUED: 11/27/2016 DISPLAY AS REQUIRED BY LAW SEQ # L1611270001863

EXHIBIT A
Legal Description of Property

Parcel 1 (Fee Simple Estate)

A tract of land described as a portion of Farm 57 within Section 7, Township 31 South, Range 16 East, all according to the Plat of Pinellas Farms as recorded in Plat Book 7, pages 4 and 5 of the Public Records of Hillsborough County, Florida of which Pinellas County was formerly a part, being more particularly described as follows:

Commencing at the Southwest corner of said Section 7; run thence North 00°15'38" West along the West line of the Southwest 1/4 of said Section a distance of 211.46 feet to a Point on the proposed North right-of-way line of 22nd Avenue North; thence run North 89°44'26" East a distance of 21.35 feet to a point of curvature; thence along the arc of a curve to the right, having a radius of 622.96 feet, a chord bearing of South 86°45'28" East, a chord length of 76.10 feet, run an arc distance of 76.15 feet to a point on a curve described as the Point of Beginning; thence continue along said curve, having a radius of 622.96 feet, a chord bearing of South 74°19'08" East, a chord length of 193.56 feet, run an arc distance of 194.34 feet to a point of tangency; thence run South 65°22'54" East a distance of 134.09 feet to a point of curvature; thence along the arc of a curve to the left, having a radius of 522.96 feet, a chord bearing of South 75°05'26" East, a chord length of 176.38 feet, run an arc distance of 177.23 feet to a point on curve; thence run North 00°15'38" West a distance of 533.22 feet to a point; thence run South 89°44'22" West a distance of 478.00 feet to a point; thence run South 00°15'38" East along a line parallel to the West line of said Farm 57 a distance of 377.48 feet to the Point of Beginning.

Parcel 2 (Fee Simple Estate)

A tract of land lying within Farms 56 and 57 of Plat of Pinellas Farms, as recorded in Plat Book 7, pages 4 and 5, Public Records of Hillsborough County, Florida, of which Pinellas County was formerly a part, being more particularly described as follows:

From the Southwest corner of Section 7, Township 31 South, Range 16 East, run North 0°15'38" West 211.46 feet along the West line of said Section 7 to a point on the North right-of-way line of 22nd Avenue North; thence run North 89°44'26" East 21.35 feet thereon to a point of curvature; thence continuing along said North right-of-way line on a curve to the right having a radius of 622.96 feet, arc 76.15 feet, chord South 86°45'28" East, 76.10 feet to a point thereon; thence run North 0°15'38" West, 377.45 feet along a line lying 97.29 feet to the East of, and parallel to said West line of Section 7 to the Point of Beginning; thence continue North 0°15'38" West 455.65 feet along said parallel line to a point; thence run North 89°44'22" East 478 feet to a point; thence run South 0°15'38" East 455.65 feet to a point; thence run South 89°44'22" West 478 feet to the Point of Beginning.

Described tract of land lying in and being a part of the West 1/2 of the SW 1/4 of the SW 1/4 of said Section 7.

Less and except

That part of Farm 56 in the SW 1/4 of Section 7, Township 31 South, Range 16 East, Pinellas Farms, as recorded in Plat Book 7, pages 4 and 5, of the Public Records of Hillsborough County, Florida, of which Pinellas County was formerly a part, being further described as follows:

Beginning at a point on the South right-of-way line of 26th Avenue North, said point being South 00°07'13" West 40.0 feet and South 89°36'13" East 97.29 feet from the Northwest corner of the SW 1/4 of the SW 1/4 of said Section 7, thence South 89°36'13" East along said right-of-way line 478.41 feet; thence leaving said line South 00°08'42" West 545.84 feet to a point, said point being 140.26 feet South of the Northwest corner of Tyrone Planned Industrial District, Third Addition, as recorded in Plat Book 66, page 68, Public Records of Pinellas County, Florida; thence North 89°44'59" West 478.17 feet to a point on a line parallel to and 97.29 feet Easterly of the West line of said Section 7; thence North 00°07'13" East along said line, 547.08 feet to the Point of Beginning.

Parcel 3 (Non-Exclusive Easement Estate)

Together with the non-exclusive easement as created in Warranty Deed recorded in Official Records Book 4361, page 1914, of the Public Records of Pinellas County, Florida over the Westerly 30 feet of the following described property:

That part of Farm 56 in the SW 1/4 of Section 7, Township 31 South, Range 16 East, Pinellas Farms, as recorded in Plat Book 7, pages 4 and 5, of the Public Records of Hillsborough County, Florida, of which Pinellas County was formerly a part, being further described as follows:

Beginning at a point on the South right-of-way line of 26th Avenue North, said point being South 00°07'13" West 40.0 feet and South 89°36'13" East 97.29 feet from the Northwest corner of the SW 1/4 of the SW 1/4 of said Section 7, thence South 89°36'13" East along said right-of-way line 478.41 feet; thence leaving said line South 00°08'42" West 545.84 feet to a point, said point being 140.26 feet South of the Northwest corner of Tyrone Planned Industrial District, Third Addition, as recorded in Plat Book 66, page 68, Public Records of Pinellas County, Florida; thence North 89°44'59" West 478.17 feet to a point on a line parallel to and 97.29 feet Easterly of the West line of said Section 7; thence North 00°07'13" East along said line, 547.08 feet to the Point of Beginning.



APPRAISAL DEPARTMENT

FROM: Job Manager: Marvin Ferebee, MAI, AI-GRS DATE: 9/25/2018
Phone: 904-538-8061 x4658061
Email: James.Ferebee@hancockwhitney.com

TO: Tod Marr
Tod Marr and Associates
4735 94th Street North, Unit A, St. Petersburg, FL 33708

You are authorized to proceed with the assignment described below and in the RFP under the terms of the Master Commercial Engagement Letter which is available as a reference document on www.RIMSCentral.com ("RIMSCentral"). Indicate your acceptance of this assignment by choosing the Accept button on RIMSCentral for the RIMS Project # referenced below. Upon acceptance, links to pertinent documents may be available.

RIMS Project #: 18-001839-01-01
Borrower: Worknet Pinellas Inc
Project Name: Worknet Pinellas Inc
Subject Property: 7701 22nd Ave N, St Petersburg, FL 33710

Scope of Services:
Intended Use: The intended use of this appraisal is for loan underwriting and-or credit decisions by Bank and-or participants
Intended User: The intended users of this report is Hancock Whitney and-or affiliates
Approaches to Value: Sales Comparison Approach
Cost Approach
Inspection Requirements: An interior and exterior inspection of the subject property in sufficient detail to determine marketability
Additional Work Scope: None

Report Type: Appraisal Report
Format: Narrative

Appraisal Premise:

<u>Premise</u>	<u>Qualifier</u>	<u>Interest</u>
Market Value	As-Is	Fee Simple
Insurable Value	Insurable Cost	Fee Simple

Property Contact: Kai Sonnenschein, Account Officer kai.sonnenschein@hancockwhitney.com

Phone(s): 727-502-1980

Fee: \$2,400.00

Due Date: 10/15/2018

RFP COMMENTS: Appraisal request for a special purpose property located at 7701 22nd Ave N. St. Petersburg, FL. Parcel number 07-31-16-70038-300-5700. The improvements are reported to contain 27,404 SF on a 6.78 acre site. The two most applicable approaches to value (as determined by the appraiser) are requested.

Required items:

Insurable replacement cost new of the vertical improvements

AWARD COMMENTS: Please alert the Job Manager if items needed to complete this assignment has not been provided within five days. When completed, please upload an electronic copy of your report to www.rimscentral.com web site.

Scope of Services / Scope of Work

We acknowledge that the Scope of Work contained within the Letter of Engagement is an ongoing process; therefore, information and/or conditions discovered during the appraisal process may cause a reconsideration of the scope. Per USPAP [Standard Rule 2-2a (viii)], the appraiser should consider all applicable approaches to value for a credible valuation. If any approaches are deemed inapplicable, an explanation and rationale regarding its exclusion must be included and documented within the body of the appraisal report.

Appraiser Independence:

Appraiser Independence is a serious issue and one that is closely monitored by Hancock Whitney. Subsequent to accepting this engagement, you must immediately notify the Job Manager in writing, identified on the (FNC or RIMS) file, if you have been contacted by the borrower or anyone from loan production at any time during or before the award process. In addition, you must immediately notify the Job Manager both verbally and in writing if you experience undue influence, coercion or inappropriate actions by any party to the transaction that would compromise the independence of the collateral valuation function, including:

- Communicating a predetermined, expected, or qualifying estimate of value, or a loan amount or target loan-to-value ratio to an appraiser or person performing an evaluation.
- Specifying a minimum value requirement for the property that is needed to approve the loan or as a condition of ordering the valuation.
- Conditioning a person's compensation on loan consummation.
- Failing to compensate a person because a property is not valued at a certain amount.
- Implying that current or future retention of a person's services depends on the amount at which the appraiser or person performing an evaluation values a property.
- Excluding a person from consideration for future engagement because a property's reported market value does not meet a specified threshold.

You may also report incidents of undue influence, coercion or inappropriate actions by any party to the transaction, including the Hancock Whitney Appraisal Department Job Manager, to the Chief Appraiser, Elaine Ramirez at Elaine.Ramirez@hancockwhitney.com.

By completion of this assignment and submission of the appraisal with the appropriate signed USPAP certification and without providing written notification to Hancock Whitney as stated above, you certify

that your analysis and value conclusion(s) was completed independently and free from undue influence, coercion or inappropriate actions by any party to the transaction, or their agent(s).

Limitations on Liability and Indemnification Statements:

The appraiser may not as a condition of the assignment attempt to limit their liability, or have the bank indemnify them for any and all actions related to this assignment.

Should you experience any delays in the performance of this appraisal, please notify us in writing via email immediately. Notification should be no less than seven (7) days prior to the due date. Please contact Marvin Ferebee, MAI, AI-GRS for delivery extension approval - which must be approved in advance of the delivery date. For Hard Copy delivery instructions please refer to the RFP.

This document was created 9/25/2018 6:16:03 AM by Marvin Ferebee, MAI, AI-GRS for Hancock Whitney. The user's identity has been verified and authenticated by RIMS through a secure login. The original version of this document is retained in RIMS.

ACCEPTED:  _____

DATE: 09/25/2018

Appendix 4
Hancock Whitney
Environmental Site Inspection Checklist

To Be Completed by Relationship Manager or Appraiser (Not Owner/Agent)

Borrower:	WORKNET PINELLAS INC.	Inspection Date:	9/28/2018
Address:	7701 22ND AVENUE NORTH, ST PETERSBURG, FLORIDA 33710		
Actual / Proposed Use	SPECIAL USE	Date of Construction:	

The on-site inspection revealed the following: (All "Yes" responses require written comments).

Property Use		YES	NO
1.	Gasoline Station / Convenience Store with Gas Service	<input type="checkbox"/>	<input checked="" type="checkbox"/>
2.	Auto Repair or Maintenance	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3.	Dry Cleaning Operations	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4.	Photo Developing or Commercial Printing	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5.	Manufacturing or Heavy Industrial Use (Example: Ship Building)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6.	Car Wash	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Property Characteristics		YES	NO
7.	Floor Drains/ Sumps	<input type="checkbox"/>	<input checked="" type="checkbox"/>
8.	Air Stacks/ Vents/ Odors	<input type="checkbox"/>	<input checked="" type="checkbox"/>
9.	Mold/ Mildew	<input type="checkbox"/>	<input checked="" type="checkbox"/>
10.	Possible Asbestos sources (Pre 1980 Construction)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
11.	Underground or Aboveground Storage Tanks	<input type="checkbox"/>	<input checked="" type="checkbox"/>
12.	Pits, Ponds or Lagoons	<input type="checkbox"/>	<input checked="" type="checkbox"/>
13.	Wetlands/ Flooding (Wetlands Determination Recommended)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
14.	Oil/ Gas/ Water/ Monitoring Wells	<input type="checkbox"/>	<input checked="" type="checkbox"/>
15.	Radiation emitting equipment or Radioactive Materials	<input type="checkbox"/>	<input checked="" type="checkbox"/>
16.	On-site OWNED Electrical Transformers (PCBs or PCB containing equipment)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
17.	Hydraulic Lifts/ Elevators	<input type="checkbox"/>	<input checked="" type="checkbox"/>
18.	Equipment/ Vehicle Wash-Down Activities	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Stored Items		YES	NO
19.	Drums	<input type="checkbox"/>	<input checked="" type="checkbox"/>
20.	Tires	<input type="checkbox"/>	<input checked="" type="checkbox"/>
21.	Petroleum or Oil Products	<input type="checkbox"/>	<input checked="" type="checkbox"/>
22.	Auto or Industrial Batteries	<input type="checkbox"/>	<input checked="" type="checkbox"/>
23.	Stored Chemicals, Paints or Pesticides	<input type="checkbox"/>	<input checked="" type="checkbox"/>
24.	Dump Areas/ Solid Waste Storage Areas	<input type="checkbox"/>	<input checked="" type="checkbox"/>
25.	Spills or Releases (visible soil staining noted or stressed vegetation)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
26.	Waste Treatment Systems/Septic System or Liquid Waste Impoundment	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Other observations or comments:

In the case of existing improvements this inspection is not a home building inspection, structural inspection, or pest inspection. By preparing this report the Relationship Manager is not acting as a home building inspector, structural engineer or pest inspector. In performing the limited inspection of this property, areas that were readily accessible were visually observed and the review is superficial only. This inspection is not technically exhaustive and does not offer warranties or guarantees of any kind. It is advised to have the structure inspected by an inspector that offers such warranted or guaranteed inspection if there is any concern regarding adverse or negative conditions.

TOD MARR
Property Inspector's Name (Print)

10/04/2018
Property Inspector's Signature & Date

REV 04/25/2018



**Information Item 1 – Science Center Programs Update
Program Reporting thru September 2018**

Cyber Security Program:

Cyber Security includes three stackable industry certifications:

- A+ Prep and Certification
- Network + Prep and Certification
- Security + Prep Certification

Participants Served during PY2018-2019 thru 09/30/18:

Total Students Enrolled	41
Total Students in Training	19
Total Completers	19
Total Student Employed while in Training	7 @ \$21.13/hour
Total Placements	14 @ \$18.45/hour

Participants Served during PY2017-2018:

Total Students Enrolled	64
Total Students in Training	23
Total Completers	50
Total Student Employed while in Training	18 @ \$14.67/hour
Total Placements	48 @ \$17.31/hour

Note: Average wage increased \$2.64 per hour after completion of training
Due to IRMA, some students had barriers arise and withdrew from training.

**Pre-Vocational Certification Programs now rebranded *Career Ready* during
PY2018-2019 thru 09/30/2018**

Soldering Program: PY2018-2019 through September 2018

Total Students Enrolled	15
Total Students in Training	0
Total Completers	15
Total Placements	12
Average Wage at Placement	\$12.15/hour

Soldering Program: Year Ending PY2017-2018

Total Students Enrolled	48
Total Students in Training	8
Total Completers	37
Total Placements	31
Average Wage at Placement	\$13.15/hour

Mechatronics/Robotics Program: PY2018-2019 through Sept 2018

Total Students Enrolled	14
Total Students in Training	9
Total Completers	5
Total Placements	3
Average Wage at Placement	\$21.02/hour

Mechatronics/Robotics Program: Year Ending PY2017-2018

Total Students Enrolled	20
Total Completers	20
Total Placements	15
Average Wage at Placement	\$15.16/hour

Adjusted to reflect Pinellas only

Construction Trades Program: PY2018-2019 through Sept 2018

Total Students Enrolled	7
Total Completers	3
Total Placements	3
Average Wage at Placement	\$13.60/hour

Construction Trades Program: Year Ending PY2017-2018

Total Students Enrolled	37
Total Completers	35
Total Placements	18
Average Wage at Placement	\$13.34/hour

Sector IT Training: PY2018-2019 thru September 30, 2018

Consists of Python, SQL and JAVA certification training:

Total Students Enrolled	25
Total Students in Training	10
Total Completers	11
Total Placements	11
Average Wage at Placement	\$27.49/hour

Sector IT Training started in January 2018 and thru June 30, 2018

Total Students Enrolled	30
Total Students in Training	2
Total Completers	25
Total Placements	6
Average Wage at Placement	\$23.72/hour

Other Certification Programs:

Program Year 2018-2019 through October 2018

➤ **MOS Certification Program:**

Total Customers Enrolled	66
Certifications attained	20

➤ **AHLEI Hospitality Certification Program:**

Total Customers Enrolled	66
Certifications attained	64

Note: Multiple Certificates may be earned

➤ **Penn Foster Program:**

Total Students Enrolled	19
New Students Enrolled	6
HS Diplomas attained	6

Year Ending Program Year 2017-2018

➤ **MOS Certification Program:**

Total Customers Enrolled	188
Certifications attained	116

➤ **AHLEI Hospitality Certification Program:**

Total Customers Enrolled	270
Certifications attained	291

Note: Multiple Certificates may be earned

➤ **Penn Foster Program:**

Total Students Enrolled	39
New Students Enrolled	12
HS Diplomas attained	18

Youth Stem Programs during PY2018-2019 thru September 30, 2018:

StemE Field Trips and Classes:

See below a recap of Stem-E activities

<i>Program Year</i>	STEM-E Field Trips		Thanksgiving Camp		Winter Camp		Spring Break Camp		Summer Camp	
	<i>Trips</i>	<i>Youth Served</i>	<i>Weeks</i>	<i>Youth Served</i>	<i>Weeks</i>	<i>Youth Served</i>	<i>Weeks</i>	<i>Youth Served</i>	<i>Weeks</i>	<i>Youth Served</i>
2017-2018	141	5166	1	17	2	33	1	35	12	507
2018-2019 Goals	150	5500	1	20	2	40	1	50	12	600
2018-2019	22	765	1	20						

StemE Activities and Fall Camp:

StemE Activities have commenced since the end of the Summer Camp in August. We have 56 fields trips booked to date to serve roughly 2150 youth. To date, StemE has hosted 22 field trips and served a total of 765 youth.

Fall Camp was hosted last week during the week of Thanksgiving with 20 in attendance. A wide range of activities were provided to the attending youth within STEM making it another successful camp.



Information Item 2 – Facilities Update

1. **Fire Marshall Report**

a. Secondary Exits to 3 classrooms

Quote for three doors received. However, rough estimates indicate two of the rooms may be less than 1000 sq. ft. Staff can install doors where needed, however an engineer must re-submit the life plan to the city upon completion.

b. Drywall Repairs

The repairs are ready for painting. By the city's standards, this is complete.

2. **Pest Control**

a. Pest Control was initiated internally on 10/1/18. Contract was signed with Orkin and service was started on 10/23.

b. Upon recommendation of the Pest Control service, flora overgrowth has been removed from the perimeter of the building.

3. **Building Inspection**

a. Main Entrance: The beam will be inspected next week to determine minimum thickness.

b. Main Roof: The debris has been removed. No other progress at this time.

c. Exterior Surface: A man-lift has been rented to initiate pressure washing of the building. This is nearly complete. A lift with an articulating arm is needed to get around the chiller area. Duke Energy needs to insulate power lines to clean around electrical service.

d. Electrical: Pinellas County Electric has conducted the repairs listed in the Inspection Report. City Inspector has two additional items for PEC to perform before completion.

e. HVAC: Johnson Controls has changed the air filters on a regular schedule. However, they do not clean the filter cover. This task has been assigned to the cleaning crew to perform on a routine basis.

- The expansion valves need to be replaced and the boiler needs to be repaired. The expansion valves were quoted by Johnson Controls at \$10,000. Seeking additional quotes.

f. Plumbing: Staff tightened several valves to stop leaks. One leak has reappeared, so the seal may need to be replaced. One toilet appears to need a new wax ring.

Science Center of Pinellas

Programs & Services

Resource Room

All services offered through our resource room are always free and available to anyone. For universal job seekers and exceptional customers in Pinellas, we offer the following services:

- **Employ Florida (EF) registration**
Virtual recruiter, complete background wizard, and create email address
- **Reemployment Assistance**
Complete work search and navigation through claim filing assistance and navigation
- **Access to resources**
Computers, copiers, fax and telephone
- **Career Exploration**
Orientation of American Job Center (AJC) services, staff-assisted job search, referrals, resume development, interviewing techniques, networking tips and AARP of certification of weeks

Special Services

- **Veteran Services**
 - After taking eligibility assessments, local veterans are offered priority services from our staff to ensure they get the best possible assistance.
 - Services offered to veterans include job development, career guidance, supportive services, links to the Department of Veterans Affairs Medical and Benefits information and financial recovery information.
- **Migrant & Seasonal Farmworkers (MSFW)**
 - The National Farmworker Jobs Program (NFJP) is a nationally directed program created by Congress in response to the chronic seasonal unemployment and underemployment experienced by migrant and seasonal farmworkers.
 - CSPIN assists with orientation workshops, EF registration, training, supportive services, skill assessments, LMI, farmworker rights, job referrals, complain system, career guidance and provision of crop codes to those affected.
- **Wagner Peyser (WP) Complaint Resolution**
 - Wagner-Peyser related complaints can be either employer or agency related, must have occurred within the last twelve months and also involve a violation or discrimination from employers, representatives or one-stop center staff members.
 - CSPIN staff is trained to properly handle each complaint according to DOL standards.
- **EF Virtual One-Stop**
 - Virtual OneStop is the most advanced and comprehensive workforce development software available.
 - The system provides integrated services for individuals, employers, training providers, workforce staff and one-stop partners which CSPIN staff members are trained to offer assistance to all.

Trade Adjustment Assistance

The TAA Program seeks to provide adversely affected workers with opportunities to obtain the skills, credentials, resources and support necessary to (re)build skills for future jobs.

CSPIN staff member are able to help those affected by trade with:

- **Job assistance**
Training, reemployment services, job search allowances, Rapid Response, job search plan, career guidance and resume development
- **Trade adjustment**
Allowances and re-allowances
- **Assessments**
Skills, initial, interest and aptitude
- **Financial assistance**
 - Relocation allowances, wage subsidies for older workers, health coverage tax credits and benefits
- **Information sharing**
 - Orientation, information on training providers and job development

Program Services

- **Welfare Transition Program (WTP)**
 - Florida's Welfare Transition Program enables welfare recipients to move from welfare to work by emphasizing self-sufficiency and personal responsibility.
 - CSPIN staff members assist customers who are deemed eligible for TANF and who do not meet exemptions by DCF with career guidance and supportive services.
- **Supplemental Nutrition Assistance Program (SNAP)**
 - SNAP offers nutrition assistance to millions of eligible, low-income individuals and families and provides economic benefits to communities.
 - At each one-stop center, trained staff assists participants with gaining skills, training, experience and/or employment to lead to self-sufficiency.
- **Workforce Innovation and Opportunity Act (WIOA)**
 - WIOA is designed to help job seekers access employment, education, training, and support services to succeed in the labor market and to match employers with the skilled workers they need to compete in the workforce.
 - One-stop staff members assist eligible participants including youth and those with significant barriers to entry into employment.

Employability Workshops

Employability Skills Training courses allow career seekers to build their resume, learn how to get the most out of Employ Florida, build on their interview skills and gain some computer skills.

The three categories of courses include:

- **Informational**
 - EF Orientation, Employment Success, Future Plans, LMI, Breaking Down Barriers (Ex-Offenders) and Financial Recovery

- **Job Seeking**
 - Resumes That Work, Resume Development II, Career Development, Job Power Seminar and Professional Interviewing Skills
- **Computer**
 - Online Applications, Computer Skills, Spanish Computer Skills, Social Media and LinkedIn

CareerREADY Program

CareerREADY provides short-term, customized skill development to meet the demand for specialized workers.

In partnership with local employers, this program is integrated with work-based learning opportunities to give participants real-time knowledge of work environments and practices in the following disciplines:

- **Soldering & Cabling**
Electronic assembly, J Standard and IPC 610 Certifications, inspection programs for aerospace, defense, medical and more
- **Construction**
Fundamentals, OSHA safety, basic math, print reading, HVAC, plumbing, sheet rock, masonry and electrical wiring
- **Microsoft Office Specialist**
Word, PowerPoint, Excel and Office certifications in just 3 weeks
- **Mechatronics & Robotics**
Mechanical, electrical, hydraulic pneumatic, tools, meters, test equipment, NIMS certification for each 2-week module
- **Hospitality**
ALHEI certification for Guest Service Gold, Guest Service Golden Opportunities Customer Service, desk representative, guest room attendant, restaurant server, maintenance employee and food prep

Cyber Security

Founded in 2015, the Science and Technology Education Innovation Center is a credentialed post-secondary Technical Training Center that specializes in preparation for the CompTIA Cyber security Trifecta.

Participants can earn Comp TIA certifications in the below fields while also learning new technologies, tools and applications.

- **A+ 901 & 902**
 - Hardware and software used in enterprise and small office environments, as well as troubleshooting and IT professionalism
- **Network +**
 - N10-007, networking theory, physical devices, VLAN's, wireless, subnetting, routing and switching
- **Security +**
 - Learn SY0-501, secure networks, defense, systems and hardware as well as measure risk

Youth Services

- **STEM Camps**
 - Our themed camps are available for explorers of all grades and feature hands-on activities in science, technology, engineering and math for summer, Thanksgiving, winter and spring break.
 - Prices per camper range from \$175 to \$225, depending on the week of camp, and before and after care are available for an additional \$25.
- **STEM Extension Field Trips**
 - Public and private schools alike can come to the Science Center for a field trip.
 - The field trip includes STEM lessons, touch tank and planetarium and costs \$4 per student.
- **Science to Go**
 - Science to Go delivers hands-on science programs to public and private schools.
 - Our STEM lessons feature Lego Robotics and are available to 4th through 8th graders.
- **Tampa Bay YouthBuild**
 - YouthBuild programs in the United States and across the globe serve low-income young people learn construction skills to help build affordable housing and other community assets such as community centers and schools.
 - Tampa Bay YouthBuild assists St. Petersburg youth in earning a GED or high school diploma as well as learning OSHA training, NCCER curriculum through classroom and hands-on construction experience
- **WIOA Youth**
 - WIOA youth funds are targeted at young people, mostly out-of-school youth, to assist them in their career and educational development.
 - Guidance, counseling, case management, secondary education services, leadership development, employability skills workshops, career guidance, paid work experience and on-the-job training are only a few of the components of this program that staff members assist with.

Disability Services

- **Ticket to Work**
 - The Ticket to Work program provides Social Security disability beneficiaries who want to work with access to free employment support services.
 - Such services include career planning, assessment, goal setting, resource networking, assistance with workplace accommodation, community resources and disability access services.
- **ADA Approved Adaptive Equipment**
 - CSPIN one-stop centers provide many forms of equipment enhancements so that disabled customers can easily access our tools and services.
 - Upon walk-in or request, every person is offered Magic Magnification software, desktop magnification, job access with speech reader software, SARA scanner, sign language interpreter, optical trackball mouse, Braille keyboard and text telephone if deemed necessary.

Business Services

- **Employer & Job Seeker**
 - CSPIN's Business Services builds partnerships with local businesses and community programs to assist Pinellas County employers in finding top talent for their business.
 - This is done in a variety of ways including job posting for employers, assessments, seminars, career fairs, grants, recruitment, REACT and featured employer partnerships
- **Reemployment Services and Eligibility Assessments (RESEA)**
 - RESEA is a program through federal funding that is intended to help the newly unemployed find employment more quickly and is a mandatory requirement of continued Unemployment Insurance eligibility for benefits.
 - CSPIN staff members assist individuals receiving unemployment insurance benefits throughout the entire RESEA process.



Information Item 4 – Financial Report

**Science Center/STEMe
Key Balance Sheet Items
October 31, 2018**

Assets

Restricted cash, capital improvements		175,600
Endowment investments (6/30 Balance)		10,062
Property and equipment (original cost)		
Land	880,000	
Equipment	48,583	
Buildings	1,526,300	
Building Improvements	310,388	
Educational Videos	24,600	
Vehicles	22,842	
Accumulated Depreciation	(315,866)	
Book value of assets		2,496,847

Debt

Equipment debt		44,926
Mortgage payable		611,477
Total Debt		656,403

STEMe/STEIC
Statement of Activities
For the Four months ended October 31, 2018

	STEMe	STEIC	Able Trust	Total
Revenues and support:				
Camps and aftercare	15,548	-	-	15,548
STEIC manufacturing	-	-	-	-
Cyber Security	-	14,793	-	14,793
Educational programs	1,972	-	-	1,972
Contributions and sponsorships	10,939	-	-	10,939
Grant revenue - Local	-	-	15,042	15,042
Store Sales	1,173	-	-	1,173
Other income	1,428	-	-	1,428
Total revenues and support	<u>31,060</u>	<u>14,793</u>	<u>15,042</u>	<u>60,895</u>
Expenses:				
Salaries and Fringe	52,248	8,902	10,151	71,301
Contract labor-STEIC manufacturing	-	1,400	-	1,400
Contract labor-education programs	6,769	-	-	6,769
Cyber security expense	-	13,758	-	13,758
Customer Training	-	(77)	84	7
Interest expense	10,744	-	-	10,744
Depreciation/Usage fee & Amortization	-	-	-	-
Indirect/Admin	7,040	1,243	2,567	10,850
Occupancy	3,906	1,861	-	5,767
Community outreach	13,335	-	-	13,335
Office and operating expenses	4,223	-	-	4,223
Accounting and professional	1,016	-	277	1,293
Insurance	3,760	346	161	4,267
Vehicle expense	1,534	-	-	1,534
Cost of Goods sold	645	-	-	645
Other exp	4,537	-	-	4,537
Total Expenses	<u>109,757</u>	<u>27,433</u>	<u>13,240</u>	<u>150,430</u>
Revenue over <under> Expenses	<u>(78,697)</u>	<u>(12,640)</u>	<u>1,802</u>	<u>(89,535)</u>