

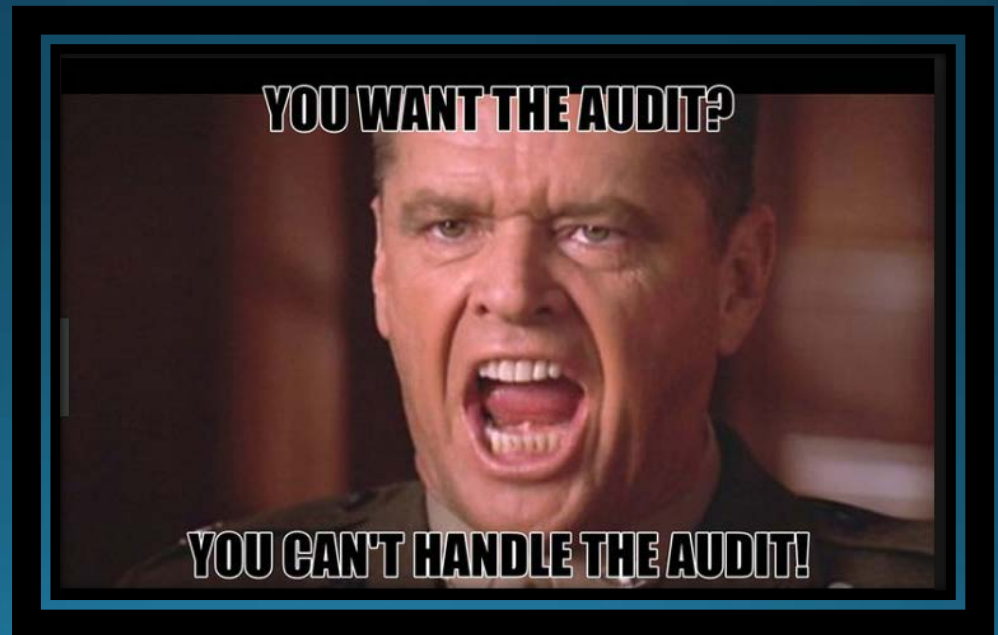
Economic Development

What Does a Phone Call + \$5 Million
+ Snake Oil Equal?

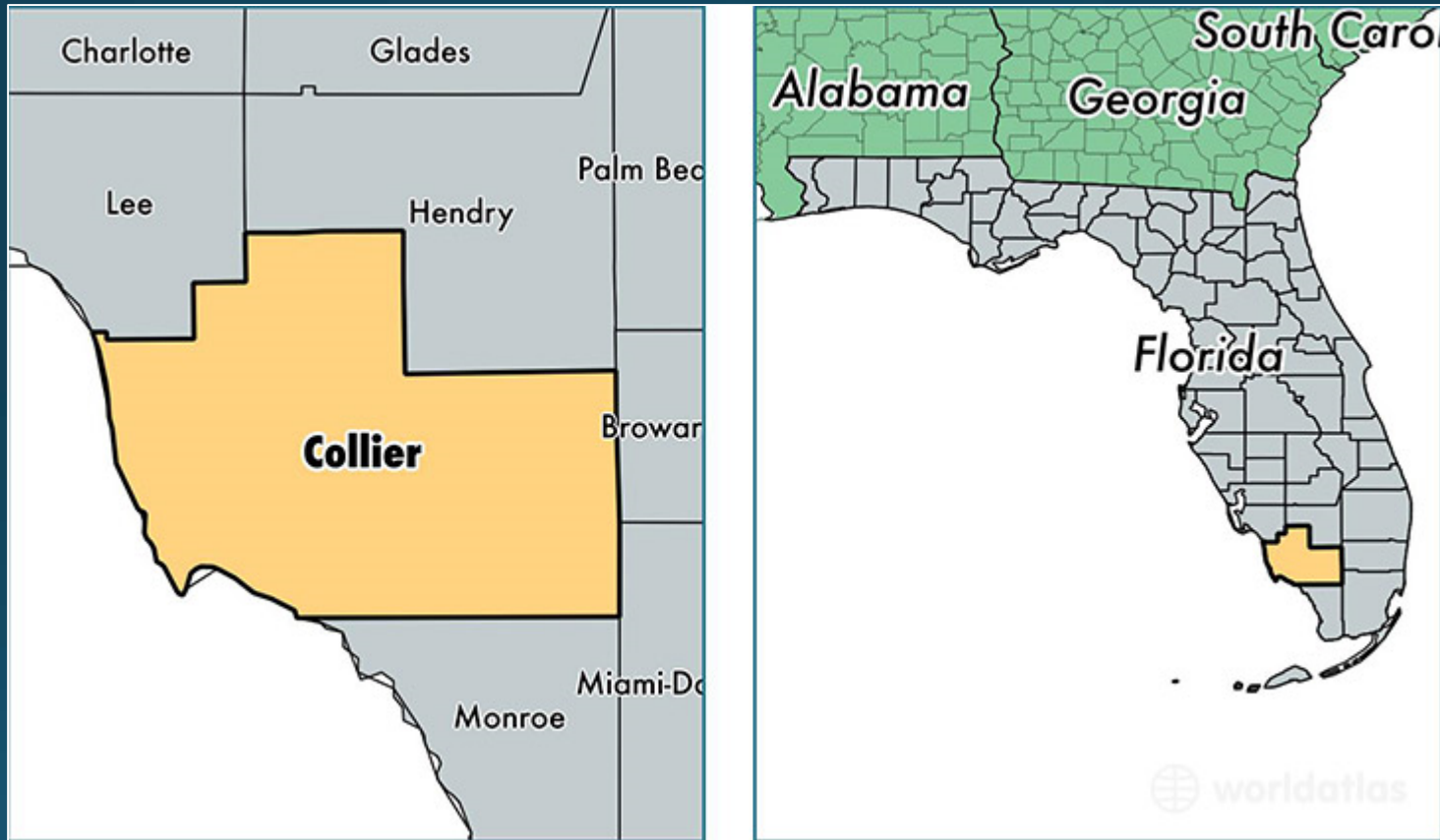


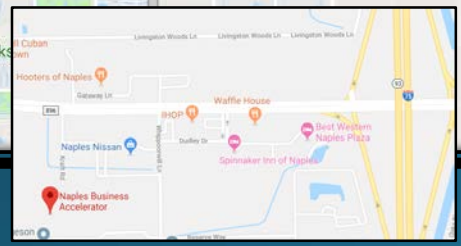
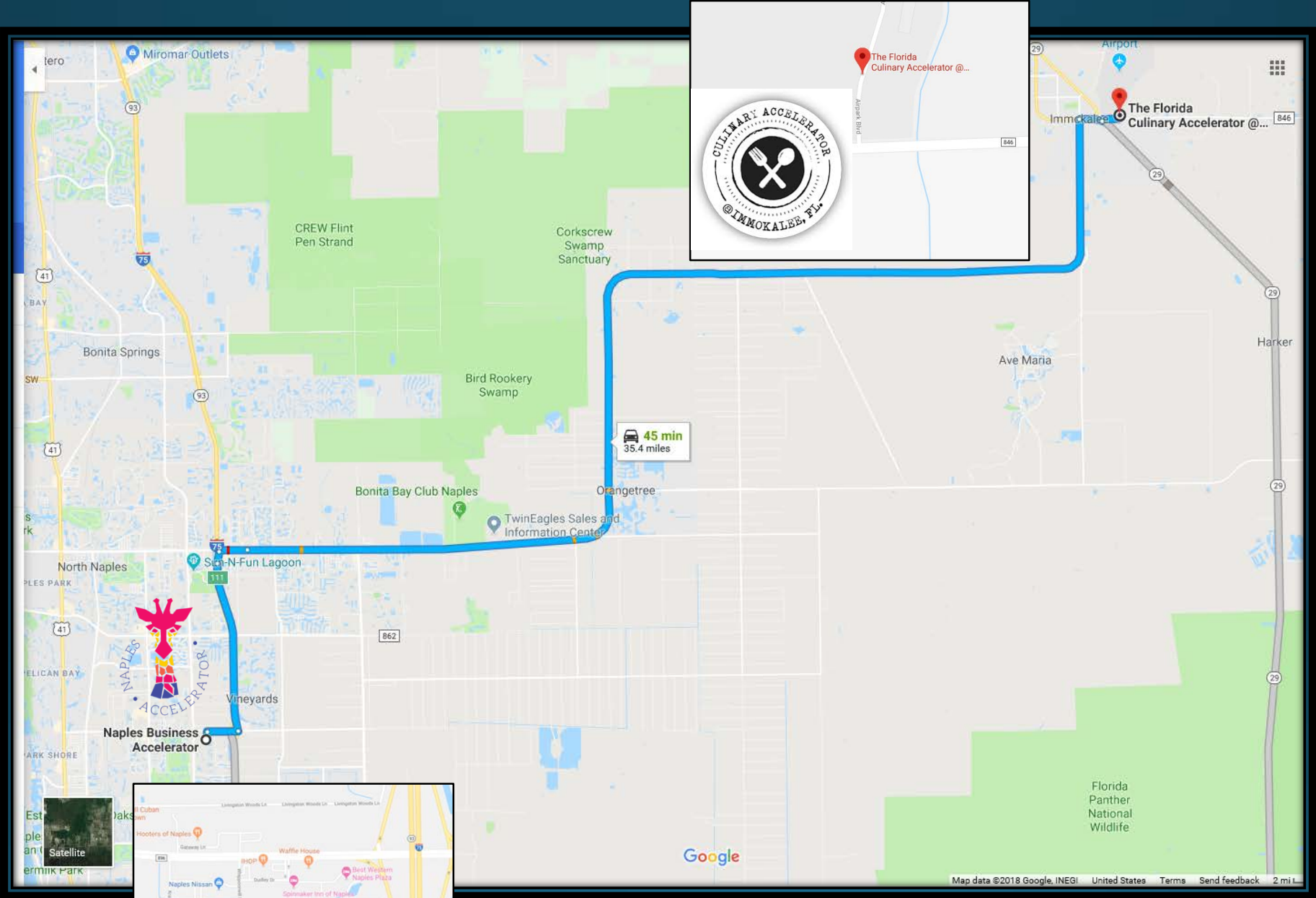
Internal Audit Team

- Jim Molenaar, Esq., LL.M., MBA, CFE
- Gabriela Molina
- Mark Pasek



Collier County, FL





Inside the Florida Culinary Accelerator @ Immokalee

COFFEE TALK



BUSINESS OBSERVER

FRIDAY, APR. 6, 2018 3 months ago

Agencies battle over taxpayer-funded economic development project

ElI Requests \$5.75 Million in Hurricane Irma Emergency Relief



HURRICANE IRMA



WE WILL REBUILD

mehgenerator.net

Marshall Goodman

- Former Chancellor at USF/Polytechnic
- Audit Memorandum April 9, 2012
- Resigned from USF on or about July 14, 2012

Marshall Goodman

- Former Director/President/CEO of Economic Incubators, Inc.
 - Clerk's Internal Audit Report unanimously accepted by BCC on April 10, 2018
 - Dr. Goodman resigns on April 11, 2018 to "spend more time with his family"

Blue Sky Incubators: Slide from 2nd floor & Star Wars figures

EDUCATION



Report details financial mismanagement at USF Poly



Employees questioned the need for \$10,000 worth of Star Wars statues, including a storm trooper, and a plastic slide between floors at Blue Sky West in Lakeland, but, they told investigators, Marshall Goodman, above, threatened them. University of South Florida

By Kim Wilmath, Times Staff Writer

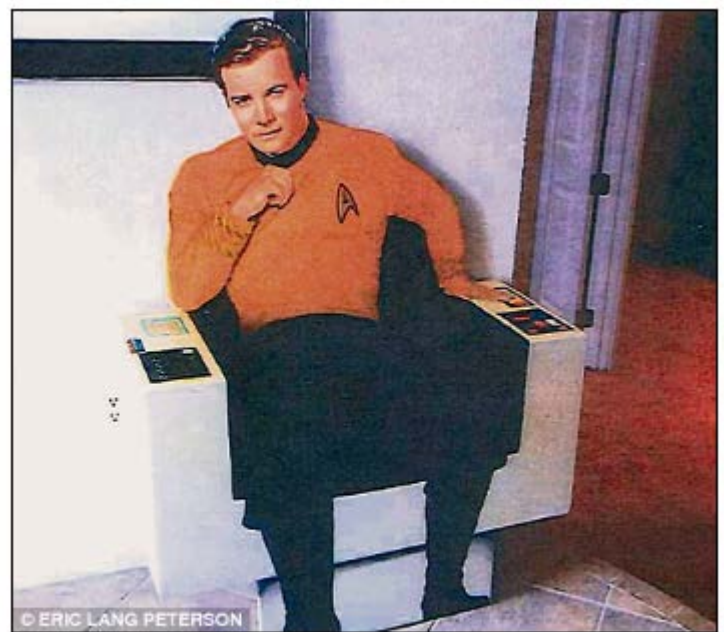
Published: April 25, 2012

Updated: April 26, 2012 at 05:07 AM



© ZUMAPRESS.com
Educational? University of South Florida Polytechnic paid \$10,000 for a Star Wars' Stormtrooper to 'inspire' students

Senators Paula Dockery and Mike Fasano demanded that regional Chancellor Marshall Goodman do an immediate audit in the wake of accusations that he's been mismanaging the campus' money.



© ERIC LANG PETERSON
Out of this world: The University of South Florida Polytechnic in Lakeland purchased this Captain Kirk chair as part of a \$10,000 spend on sci-fi memorabilia



© ZUMAPRESS.com
Questions over spending: Two senators have requested an audit by USF Polytechnic Chancellor Marshall Goodman following the purchase of life-sized sci-fi models

County Staff and Management aware of Marshall Goodman's past audit

“...they did not dig deeply into Goodman's past...”

Commissioners are placing their bets — and as much as \$3.8 million in taxpayer money — on that vision from Goodman, a charismatic academic with previous connections to incubators in Tampa and California.

But County Manager Leo Ochs and his economic development director acknowledge they did not dig deeply into Goodman's past before approving two contracts worth \$75,000 for his work.

If they had, they would have uncovered questions about his role developing incubators in San Jose, California, and specific concerns about his work at the Lakeland campus of the University of South Florida. It's unclear how much experience Goodman has starting successful incubators and a USF manager who ran incubators claimed Goodman misled the public about their success during his tenure.

Collier County's economic vision framed by consultant whose past experiences raise questions



Goodman addresses the student senate during a meeting. Photo courtesy of Edward Linosier/Tampa Bay

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PHOTOS: County Commissioners square off at forum

Collier commission candidates clash over fracking

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Rubio hopes to rebound four months after loss

NOW TRENDING

The "Dirty Dancing" star and the

CALIFORNIA DREAMING

Goodman's first involvement with business incubators and accelerators came when he was the vice president of academic affairs at San Jose State University from 2001 to 2006, according to his resume.

In an interview with the Daily News, Goodman said he was “the architect” of four or five incubators, including experience in San Jose. Goodman's incubator plan that the Enterprise Charlotte Economic Council (ECEC) presented to Charlotte County commissioners stated that he created and grew six business incubators in Florida and California. There were three at USF, according to his resume.

Only one of the four San Jose incubators — a bio-tech incubator launched in 2004 — opened during his tenure there, and Goodman did not participate in writing its business plan or starting it, according to the firm that drafted plans for it.



Was leader's style too much for USF Poly?

Lindsay Peterson The Tampa Tribune

Published: May 5, 2012

Updated: March 19, 2013 at 05:13 AM

- “Failed to follow policy related to leadership, hiring, employment and financial matters.”
- USF Poly’s financial reviews from state Auditor General have been “commendable.”
- Goodman had a catch phrase when he came to Florida: “*Dream no small dreams.*”
- Goodman had staff issue requests for proposals for funding without going through USF Board of Trustees.



Was leader's style too much for USF Poly?

Lindsay Peterson The Tampa Tribune

Published: May 5, 2012

Updated: March 19, 2013 at 05:13 AM

- Accusation: Goodman agreed to be overcharged for rent (Blue Sky facilities) and the landlord would 'donate' the overcharge back to USF Poly, which would not be subject to state spending rules.
- USF Poly used state money to pay for soda fountain and coded the transactions as 'equipment rental'
- Goodman hired his son, Robert, for a full time position at one of the incubators and awarded a contract to his other son, Steven.



Was leader's style too much for USF Poly?

Lindsay Peterson The Tampa Tribune

Published: May 5, 2012

Updated: March 19, 2013 at 05:13 AM

- Others saw bookkeeping problems:
 - “No budget and no budget process”
 - “Account balances fluctuated from month to month”
- No issues, however, showed up in a state audit of USF Poly for the 2010-11 year, which found “no material weakness” in financial controls.



Was leader's style too much for USF Poly?

Lindsay Peterson The Tampa Tribune

Published: May 5, 2012

Updated: March 19, 2013 at 05:13 AM

- Competitive Bidding for Contract
- When administrators led by facilities director Brian Mahaffey said they couldn't give the contract to Calatrava (architect) without competitive bidding, Goodman "pointed his finger to each and told them, 'You all get paid good money, so do it.'
- Goodman finally relented but said "he would pick" the selection committee and Mahaffey "would not be on it. You need to do what you are told."

Table 10: Summary of Taxpayer Funds Paid to EII from 2013 to Present**Taxpayer Funds To Date – All Sources**

County Funds – Dr. Marshall Goodman Consulting Fees	FY2014	\$70,617
County Funds – 2015 Actual	FY2015	\$65,845
State Grant #SL007 (Finding #1, pg. 17) - \$2,500,000 awarded, only \$723,525 received	FY2015	\$723,525
Collier County Matching Funds to Grant #SL007	FY2015	\$46,017
County Funds – 2016 Actual	FY2016	\$340,637
Collier County Matching Funds to Grant #SL007	FY2016	\$124,412
Business Income Expended FY2016 (Audited)	FY2016	\$244,981
County Funds (Finding #4, pg. 37) – 2017 Actual	FY2017	\$309,800
Collier County Matching Funds to Grant #SL007	FY2017	\$8,412
State Grant #SL025 (Finding #1, pg. 6) – Florida DEO to EII	FY2017	\$2,000,000
Federal Grant – USDA RBDG (Finding #2, pg. 22)	FY2017	\$112,536
Kraft Office Center, LLC – Rent for the Naples Accelerator (Finding #8, pg. 49)	FY2014–FY2017	\$323,466
Business Income Expended FY2017 (Un-Audited)	FY2017	\$316,925
Fiscal Year 2018 Quarter 1 Rent Promotions (Finding #4, pg. 38)	FY2018	\$19,400
Unpaid Rent for the Immokalee Accelerator (Finding #12, pg. 65)	FY2016-2017	\$37,522
Fiscal Year 2018 Collier County Funding – Payroll Reimbursement through Pay Request #FY18-08, pay period ending 1/31/2018	FY2018	\$124,234
Fiscal Year 2018 Collier County Funding – Rent Payment to Kraft Center, LLC., October 2017 through March 2018	FY2018	\$98,946
Sub-Total To Date		\$4,967,275
Collier County Budget Remaining in FY2018		
Remaining FY2018 Payroll Reimbursement (estimated)	FY2018	\$430,352
Remaining FY2018 Rent Payments to Kraft Office Center, LLC	FY2018	\$98,946
Sub-Total Through Fiscal Year End 2018	FY2018	\$529,298
TOTAL ESTIMATED BUDGET AT FISCAL YEAR END 2018		<u>\$5,496,573</u>
BUDGET PROJECTIONS THROUGH 2021		
EII Future Funding Requests through FY2021 (See Exhibit 11-B, pg. 60)	FY2019-2021	\$1,500,000
Kraft Office Center, LLC, remaining Lease ending 2021	FY2019-2021	\$630,012
Sub-Total Remaining Budget 2019-2021		<u>\$2,130,012</u>
TOTAL ACTUAL AND FORECAST	FY2014-2021	<u>\$7,626,585</u>

Collier County Taxpayers

State of Florida DEO

Collier County Taxpayers

State of Florida DEO

Collier County Taxpayers

Other

Collier County Taxpayers

Collier County Taxpayers = \$2,324,187
 State of Florida Taxpayers = \$2,723,525

Grant SLo07

Create 208 Jobs or 12.5M in Capital Investment

Annual Accomplishment Report		
Item		Item Progress for the Period:
i.	The number and types of companies recruited to Florida that have created high value employment opportunities	Please see attached "Master Spreadsheet" as of 9/30/2016 for the status of each participant. This is current for status through 9/30/2016.
ii.	The amount of foreign direct investment generated by the project;	Please see attached "Master Spreadsheet" as of 9/30/2016 for the venture investment. This is current for status through 9/30/2016. The Accelerator has members from United Kingdom, Germany, Finland, Sweden, Hungary, Slovakia, and Ukraine.
iii.	The amount and types of export opportunities realized by Florida Companies	The amount and types of export opportunities are unknown at this time.
iv.	The number of entrepreneurs that stay in the region and build their own businesses as a direct result of accelerator activities	As of 9/30/2016 there were twenty-five (25) active Accelerator participants. There have been thirty-seven (37) participants with twelve (12) participants departing from the Accelerator. All 37 participants have stayed in our area or relocated to other areas within the region to operate or expand their operations out of Southwest Florida. To date, there have not been any additional business spinoffs formed within the Accelerator; however, on a weekly basis, the Accelerator helps facilitate networking, collaboration, and referrals amongst its members, which spans across a wide range of industries and markets.
v.	Progress made towards completion of the return of benefits described in Exhibit A to this Scope of Work.	Please see attached "Master Spreadsheet" as of 9/30/2016 positive return of benefits. The totals are current through 9/30/2016 including 51 Jobs, \$600,800 of capital investment, and \$3,619,652 in venture investment.

Page 1 of 1
in. email
rec'd from
J. Pellechris

Exhibit 3-B: Annual Accomplishment Report as of September 30, 2016.

Grant SLo07

Create 208 Jobs or 12.5M in Capital Investment

Table 1 - Details of Claims Made by EII and BED compared to Internal Audit Validation for Fiscal Year 2016

Detailed Items	EII and BED Reported to DEO	Internal Audit Validated Supporting Documentation as Submitted to DEO
Active Accelerator Participants	25	26
Total Accelerator Participants	37	37
Departures	12	11
Number of Entrepreneurs that Stay in the Region	37	35 (At least 1 company moved out of Florida)
Claimed Jobs	51	11 (including EII staff of 3)
Job Year Equivalents	Not Reported	BED Failed to Report
Capital Investment	\$600,800.00	\$90,000 Validated
Venture Investment	\$3,619,652	\$530,370 Validated
Capital Expenditures	Not Reported	Not Documented
Foreign Direct Investment	Not Reported	Not Documented

Grant SLo07

Create 208 Jobs or 12.5M in Capital Investment

Positive Return of Benefits: (Full description found within Attachment 1.2.g)

Creation of 208 "Job Year Equivalents or demonstration of \$12,500,000 of cumulative private sector capital expenditures or venture investment.

Annual Accomplishment Report

	Item	Item Progress for the Period:
i.	The number and types of companies recruited to Florida that have created high value employment opportunities	Please see attached "Master Spreadsheet" as of 9/30/2017 for the status of each participant. This is current for status through 9/30/2017.
ii.	The amount of foreign direct Investment generated by the project;	Please see attached "Master Spreadsheet" as of 9/30/2017 for the venture investment. This is current for status through 9/30/2017. The Accelerator has members from United Kingdom, Germany, Finland, Sweden, Hungary, Slovakia, and Ukraine.
iii.	The amount and types of export opportunities realized by Florida Companies	The amount and types of export opportunities are unknown at this time.
iv.	The number of entrepreneurs that stay in the region and build their own businesses as a direct result of accelerator activities	Since inception (7/1/2015 to 9/30/2017) there have been sixty-eight (68) participants who have joined the Naples Accelerator. Thirty-one (31) participants have departed and thirty-seven (37) are currently active in building their own businesses linked to the accelerator activities as of 9/30/17. Please see attached "Master Spreadsheet". EII encourages companies to stay in the area or relocate to other areas within the county and state. To date, the Accelerator helps facilitate networking, collaboration, and referrals amongst its members, which spans across a wide range of industries and markets.
v.	Progress made towards completion of the return of benefits described in Exhibit A to this Scope of Work.	Progress continues, with the contract term ending on June 30, 2019. Please see attached "Master Spreadsheet" as of 9/30/2017. The totals are current through 9/30/2017 including 51 Jobs reported by I9's in FY16 and 52 jobs supported by I9's in FY17, validated jobs 64, and job year equivalents are estimated at 51.83. In addition, \$12,268,626 in venture investment has been made.

Grant SLo07

Create 208 Jobs or 12.5M in Capital Investment

Table 2 - Details of Claims Made by EII and BED compared to Internal Audit Validation for Fiscal Year 2017

Detailed Items	EII and BED Reported to DEO	Internal Audit Validated Supporting Documentation as Submitted to DEO
Active Accelerator Participants	37	35
Total Accelerator Participants	68	67
Departures	31	32
Number of Entrepreneurs that Stay in the Region	30	Internal Audit has found at least 2 companies that have relocated outside of Florida that EII has failed to report.
Validated Jobs	64	19 (including EII staff of 3)
I9's in FY16	51 - I9's claimed	1 - I9 provided in the Supporting Documentation
I9's in FY17	52 – I9's claimed	7 – I9's provided in the Supporting Documentation
Job Year Equivalents	51.83	10.823
Capital Investment	Not Reported	\$0.00
Venture Investment	\$12,268,626	\$5,875,567.80
Capital Expenditures	Not Reported	\$0.00
Foreign Direct Investment	Not Reported	\$0.00

State of Florida Department of Economic Opportunity Grant #SL025

- \$2 million Reimbursement Grant
 - \$1.2 line item for the buildout of the Immokalee facility
- End Date for the Grant was June 30, 2017
 - Reimbursement grant requires 100% completion by the grant's end date
 - There is a 'certified forward' period but not an extension beyond June 30, 2017

Falsified Documents To DEO

From: Katie Smith <Katie.Smith@deo.myflorida.com>
Date: Monday, June 19, 2017 at 3:31 PM
To: Jennifer Pellechio <jpellechio@naplesaccelerator.com>
Cc: Marshall Goodman <mgoodman@naplesaccelerator.com>
Subject: RE: Request for Payment - Task 3

Jennifer-

I am rejecting Invoice 13 and Invoice 14 for SL025. Please resubmit the invoice(s) showing 100% completion of the individual subtasks for payment. Also, on the new invoices, please note which subtask is 100% complete.

Thank you!

Katie Smith
Florida Department of Economic Opportunity
Division of Strategic Business Development
Office: 850-717-8976
Katie.Smith@deo.myflorida.com

Economic Incubators, Inc.

INVOICE

INVOICE NO.: 16
INVOICE DATE: June 28, 2017

TO:
Florida Dept. of Economic Opportunity
Attn: Katie Smith
107 E. Madison Street,
Caldwell Bldg. MSC 80
Tallahassee, Florida 32399-1160

For:
Economic Incubators, Inc.
3510 Kraft Road, Suite 200
Naples, Florida 34105
(239) 249-5911

Invoice #16

INVOICE NO.: 16
INVOICE DATE: June 28, 2017

FEID NO.	GRANT NO.	SERVICE PERIOD	
		FROM	TO
47-1997241	SL025	May 8, 2017	June 28, 2017

Task is 100%

DELIVERABLE NO.	DESCRIPTION	AMOUNT DUE
1	Naples Accelerator Expansion: Contractual - Task is 100% Complete	\$0.00
2	Recruitment of Immokalee Culinary: Contractual - Task is 100% Complete	
3	Immokalee Culinary: Contractual - Task is 100% Complete	
	Less Advanced Payment - Immokalee	
	Paid Invoice # 9 - Contractual	
4	FGCU Runway Project: Contractual - Task is 100% Complete	
5	Snack Shop: Contractual - Task is 100% Complete	\$0.00
Total		\$872,237.00

3	Immokalee Culinary: Contractual - Task is 100% Complete	\$1,200,000.00
	Less Advanced Payment - Immokalee	-\$200,000.00
	Paid Invoice # 9 - Contractual	-\$127,763.00

Make all checks payable to Economic Incubators, Inc.

If you have questions or concerns regarding the attached invoice, please contact Marshall Goodman or Jennifer Pellechio at (239) 249-5911 or email at mgoodman@naplesaccelerator.com or jpellechio@naplesaccelerator.com


Signature of Provider Authorized Representative

Marshall Goodman, President/CEO
Printed Name and Title

Missing Certification Statement pursuant to Grant Agreement, pg. 32, Section A. v.

v. Invoices shall include the following statement above the Grantee's signature block:
"I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personnel have authority to require additional documentation and/or conduct audits or inspections of grant records."

vi. Documentation necessary to support payment request and successful completion

Compass Construction Certification

- ix. Site work photographs of the pre and post construction and remodeling.
- x. A certification by a licensed engineer using AIA forms G702 and G703, or their substantive equivalents, certifying that the project, or a quantifiable portion of the project for reach reimbursement is sought, is complete.

Certified by Compass Construction on June 28, 2017

“The undersigned Contractor certifies to the best of the Contractor’s knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all accounts have been paid by the Contractor for work for which previous Certificates of Payment were issued and payments received from the Owner, and that current payment shown herein is now due.”

Compass Construction Certification

Certified by Compass Construction on June 28, 2017

APPLICATION AND CERTIFICATION FOR PAYMENT AIA DOCUMENT G702 PAGE ONE OF 1 2 PAGES

TO OWNER Naples Accelerator
3500 Kraft Road, Suite 200
Naples, FL 34105

PROJECT: Innomolise Culinary Arts and Services

APPLICATION NO 6 Final

PERIOD TO: 6/30/2017

Distribution to:
☒ OWNER
☒ CONTRACTOR
☒ ARCHITECT
☐ LENDER
☐ CIVIL ENGINEER

FROM CONTRACTOR:
COMPASS CONSTRUCTION, INC.
824 Lafayette Street
Cape Coral, FL 33904

ARCHITECT: BSSW Architects, Inc.

PROJECT NO: 17-1315

CONTRACT DATE 2/13/17

CONTRACT FOR: Innomolise Culinary Arts and Services

CONTRACTOR'S APPLICATION FOR PAYMENT
Application is made for payment, as shown below, in connection with the Contract Certification Sheet, AIA Document G703, is attached.

1. ORIGINAL CONTRACT SUM \$ 1,143,590.00
2. Net change by Change Orders (162,986.00)
3. CONTRACT SUM TO DATE (Line 1 + 2) 980,604.00
4. TOTAL COMPLETED & STORED TO DATE (Column G on G703) 980,604.00
5. RETAINAGE:
a. 0% of Completed Work (Column D + E on G703)
b. 0% of Stored Material (Column F on G703)
Total Retainage (Lines 5a + 5b or Total in Column I of G703) 0.00
6. TOTAL EARNED LESS RETAINAGE (Line 4 Less Line 5 Total) 980,604.00
7. LESS PREVIOUS CERTIFICATES FOR PAYMENT (Line 6 from prior Certificate) 538,349.90
8. CURRENT PAYMENT DUE 442,254.10
9. BALANCE TO FINISH, INCLUDING RETAINAGE (Line 3 less Line 6) -

CONTRACTOR: Compass Construction, Inc.
By: Bruce Evans Project Manager Date: 6/28/17
State of Florida County of Lee
Subscribed and sworn to before me this 28th day of June 2017
Notary Public Margie M. Silverberg
My Commission expires: 09/14/2019

ARCHITECT'S CERTIFICATE FOR PAYMENT
In accordance with the Contract Documents, based on on-site observation and the data comprising the application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED \$ 441,374.10

(Attach explanation if amount certified differs from the amount applied. Initial all figures on this Application and attach Continuation Sheet that are changed to conform with the amount certified.)
Architect: BSSW Architects, Inc.

By: _____ Date: _____

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract.

CHANGE ORDER SUMMARY	ADDITORS	DEDUCTIONS
Total changes approved in previous months by Owner	(\$171,139.00)	
Total approved this Month	\$8,159.00	
TOTALS	(\$162,980.00)	\$9.00
NET CHANGES by Change Order	(\$162,980.00)	

AIA DOCUMENT G702 - APPLICATION AND CERTIFICATION FOR PAYMENT - 1992 EDITION - AIA - 401997
Users may obtain validation of this document by requesting a completed AIA Document D491 - Certification of Document's Authenticity from the Licensee.

Missing Architect's Signature

Compass Construction Certification

On February 27, 2018 the Draft Audit was submitted to EII and County Management for response

- a. Incorrect; Clerk's assertion that "Compass Construction knowingly provided a false Application and Certification for Payment (AIA Document G702) to EII, missing the Architect's signature; EII included this certification as supporting documentation on Invoice Submittal Package #16.

EII's Response: This is a misrepresentation of the timeline. The DEO accepted the documents as submitted as "substantive equivalents" certifying that the project is complete.

The form submitted indicated Task - 100% complete, which was not true. The Clerk has contacted Compass Construction, no less than three separate occasions, for their explanation as to how they were 100% complete on June 28, 2017. As of March 28, 2018, Compass Construction has failed to provide a response. Mr. Bruce Downs, the Project Manager for Compass Construction, repeatedly answered the Clerk's Internal Audit questions by replying, "(he) would get back to us." As of March 28, 2018, Compass Construction had not provided documents or a response.

EII provided the Clerk with the signed AIA Document G702 on March 29, 2018. The final signature from the architect is dated March 21, 2018.

Compass Construction Certification

Reply Reply All Forward



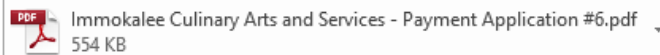
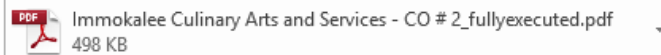
Jennifer Pellechio <jpellechio@naplesaccelerator.com>

Kentner.Jace; Naples Business Accelerator; Fred Krieger; Fred Pezeshkan; + 5

2

3/29/2018

Executed Forms SL025



[Bing Maps](#)

+ Get more apps

Good Morning Jace,

During the EII Single Audit, Tuscan & Company brought to our attention that the AIA document and Final pay app 6 were not executed. Attached are the executed documents for your records.

EII is not sending this to the State DEO unless requested, as the grant has been closed out. However we have in our files for the records.

Regards,
Jennifer

Jennifer Pellechio, MBA, CEcD, InBIA
Chief Operating Officer

Economic Incubators, Inc.

Naples Accelerator

3510 Kraft Road, Suite #200

Naples, FL 34105

1.239.249.5911 x 701 (office)

1.239.707.3788 (cell)

[Email](#) | [Website](#)

The Florida Culinary Accelerator @ Immokalee

170 Airpark Blvd. #103

Immokalee, Florida 34142

1.239.249.5911 x 1

[Website](#)

Compass Construction Certification

APPLICATION AND CERTIFICATION FOR PAYMENT

AIA DOCUMENT G702

PAGE ONE OF 1 2 PAGES

TO OWNER Naples Accelerator
3500 Kraft Road, Suite 200
Naples, FL 34105

PROJECT: Immokalee Culinary Arts and Services

APPLICATION NO 6 Final

PERIOD TO: 6/30/2017

Distribution to:

☒ OWNER
☒ CONTRACTOR
☒ ARCHITECT
☐ LENDER
☐ CIVIL ENGINEER

FROM CONTRACTOR:
COMPASS CONSTRUCTION, INC.
824 Lafayette Street
Cape Coral, FL 33904

ARCHITECT: BSSW Architects, Inc.

PROJECT NO: 17-1315

CONTRACT FOR: Immokalee Culinary Arts and Services

CONTRACT DATE 2/13/17

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract.
Continuation Sheet, AIA Document G703, is attached.

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

1. ORIGINAL CONTRACT SUM	\$ 1,143,194.00
2. Net change by Change Orders	(162,980.00)
3. CONTRACT SUM TO DATE (Line 1 + 2)	980,214.00
4. TOTAL COMPLETED & STORED TO DATE (Column G on G703)	980,214.00
5. RETAINAGE:	
a. 0% of Completed Work (Column D + E on G703)	
b. % of Stored Material (Column F on G703)	
Total Retainage (Lines 5a + 5b or Total in Column I of G703)	0.00
6. TOTAL EARNED LESS RETAINAGE (Line 4 Less Line 5 Total)	980,214.00
7. LESS PREVIOUS CERTIFICATES FOR PAYMENT (Line 6 from prior Certificate)	538,839.90
8. CURRENT PAYMENT DUE	441,374.10
9. BALANCE TO FINISH, INCLUDING RETAINAGE (Line 3 less Line 6)	\$ -

CONTRACTOR: Compass Construction, Inc.

By: Bruce Downs
Bruce Downs, Project Manager

Date: 6/28/17

State of Florida
Subscribed and sworn to before me this 28th day of June 2017
Notary Public Marjorie M Silverberg
My Commission expires: 9/16/2018



ARCHITECT'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on on-site observations and the data comprising the application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED \$ 441,374.10

(Attach explanation if amount certified differs from the amount applied. Initial all figures on this Application and on the Continuation Sheet that are changed to conform with the amount certified.)
Architect: BSSW Architects, Inc.

By: [Signature] Date: 3/21/18

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract.

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner	(\$171,139.00)	
Total approved this Month	\$8,159.00	
TOTALS	(\$162,980.00)	\$0.00
NET CHANGES by Change Order	(\$162,980.00)	

Trimark "Proforma" Invoices

TriMark
Foodservice Equipment, Supplies and Design
STRATEGIC

Invoice 4500178967

To:
Collier County Board of County Commissioners
Swainson Hall
Attn: Accounts Payable
3299 Tamiami Trail E Ste 700
Naples, FL 34112
239-252-8935 (Contact)

Project:
FL Collier County - 4500178967-
ITB #17-7167, Florida Culinary
Accelerator at Immokalee Kitchen,
June 2017

From:
Strategic Equipment, LLC
Stacy L Parrish
5843 Barry Road
Tampa, FL 33634
(813)983-2130

Item	Qty	Description	Sell	Sell Total
74	1 ea	COMBI OVEN, GAS Electrolux Professional Model No. 269753 (AOS102GCP1) Air-O-Convect® Combi Oven, natural gas, boilerless, full-size, (10) 18" x 26" full size sheet pan capacity, automatic moisture with (11) settings, core temperature probe, variable fan speed, hold and cooling function, automatic and built in self-cleaning, double glazed door, stainless steel interior & exterior, 120v/60/1-ph, 105,871 BTU, cETLus, ETL-Sanitation(replaces discontinued PNC 269553) Note: Owner revised quantity to One (1) each.	\$10,507.22	\$10,507.22
1 ea		The following are included in the purchase of Electrolux Professional Heavy Equipment (excludes Food preparation and Libero Equipment) 1.) Pre-installation site survey 2.) Start-up performed by an Electrolux authorized service partner 3.) Platinum Warranty: 2 years parts & 1 year labor (Warranty activated upon completion of mandatory Electrolux authorized service partner start-up) 4.) Chef Training: available after registration of Electrolux authorized service partner start-up (Chef Training applies only to: Combi Ovens, Blast Chillers/Shock Freezers, Braising Pans, Pressure Braising Pans and Kettles) 5.) Performance Check: 12th month performance maintenance check Please contact your local Electrolux Manufacturers' Representative to schedule all of the above.		
1 ea		It is obligatory upon the end-user to supply the combi with water that conforms to the specifications attached within AQ Documents section for this PNC/Model. A properly sized system combined with a disciplined filter replacement regimen will ensure the maximum life of the oven		
1 ea		Gas type to be specified		
1 ea		90066 Reverse Osmosis System, RO-175, 40-80 psi, self-contained storage tank, .5 / .27 gallon draw down, built-in TDS meter, 100° F temperature, includes: (1) primary chlorine/scale control & (1) membrane, for all Air-O-Convect Manual & Touchline Combi Ovens, included components are: 1 qt. internal tank (all necessary tubing &	\$708.26	\$708.26

FL Collier County - 4500178967- ITB #17-7167, Florida Culinary Accelerator

Collier County Board of County Commissioners

Page 1 of 3

TriMark
Foodservice Equipment, Supplies and Design
STRATEGIC

Invoice 4500178958

To:
Collier County Board of County Commissioners
Swainson Hall
Attn: Accounts Payable
3299 Tamiami Trail E Ste 700
Naples, FL 34112
239-252-8935 (Contact)

Project:
FL Collier County - PO
#4500178958 - ITB #17-7167,
Florida Culinary Accelerator at
Immokalee Kitchen, June 2017

From:
Strategic Equipment, LLC
Stacy L Parrish
5843 Barry Road
Tampa, FL 33634
(813)983-2130

Item	Qty	Description	Sell	Sell Total
2	1 ea	POWER SOAK Power Soak Model No. S0PSP75L3B1 Power Soak Sink	\$10,471.75	\$10,471.75
1 ea		TRIMARK STRATEGIC INSTALL Installation includes inside delivery, uncrate, set in place, and connection to proper utilities within 4 ft of connection points.	\$396.74	\$396.74
		ITEM TOTAL:	\$10,868.49	\$10,868.49
4	1 ea	ICE CUBER Hoshizaki Model No. KM-515MAH Ice Maker, Cube-Style, air-cooled, self-contained condenser, production capacity up to 527 lb/24 hours at 70°/50° (450 lb AHRI certified at 90°/70°), stainless steel finish, crescent cube style, R-404A refrigerant, 115v/60/1-ph, 11.7 amps, NSF, UL, ENERGY STAR®	\$2,401.63	\$2,401.63
1 ea		Warranty: 3-Year parts & labor on entire machine		
1 ea		Warranty: 5-Year parts & labor on evaporator		
1 ea		Warranty: 5-Year parts on compressor & air-cooled condenser		
1 ea		B-500S Ice Bin, top-hinged front-opening door, AHRI certified 500-lb ice storage capacity, for top-mounted ice maker, stainless steel exterior, painted legs included, protected with H-GUARD Plus Antimicrobial Agent, ETL-Sanitation	\$881.95	\$881.95
1 ea		HS-2033 Top Kit, 8", ABS	\$87.74	\$87.74
1 ea		Warranty: 3-Year parts & labor for bin		
1 ea		HS-20-51 Water Filtration System, single configuration	\$153.78	\$153.78
1 ea		9705-80 Pre-Filter System, E-10 Prefilter, NSF	\$88.65	\$88.65
1 ea		Dormont W25BP2Q48 Dormont Hi-PSI® Water Connector, 1/4" dia., 48" long, covered with stainless steel braid, coated with gray antimicrobial PVC, brass two-way Quick Disconnect coupling, 2-year warranty	\$89.25	\$89.25
1 ea		TRIMARK STRATEGIC INSTALL Installation includes inside delivery, uncrate, set in place, and connection to proper utilities within 4 ft of connection points.	\$370.29	\$370.29
		ITEM TOTAL:	\$4,073.29	\$4,073.29
5	1 ea	WORK TABLE Eagle Group Model No. SPECFAB Spec-Master Series Work Table, 72"W x 30"D, 4-1/2"H backsplash,	\$799.19	\$799.19

FL Collier County - PO #4500178958 - ITB #17-7167, Florida Culinary Accelerator

Collier County Board of County Commissioners

Page 1 of 15

Actual (validated) Trimark Invoice



813-873-2402

Invoice Number: 2935273		Remit To: Strategic Equipment LLC	
Invoice Date	08/25/17	P.O. Box	654020
Due Date	09/24/17	Dallas, TX	75265-4020
Page	1	Ship To:	IMMOKALEE REGIONAL AIRPORT #78097
Bill To:	COLLIER COUNTY BOARD OF COUNTY ACCOUNTS PAYABLE BCCAPCLERK@COLLIERCLERK.COM 3299 TAMiami TRAIL E, STE 700 NAPLES, FL 34112		
Ship To:	IMMOKALEE, FL 34142		
Ship Date	08/25/17	Customer ID	78097
Prepared By	SPARRISH		
Sales Person	AMY LEASURE		
Terms	NET 30 DAYS		
Special Instructions	Cust. Ref.	File No.	78097
	P.O. Number	4500178958-450017896	
	P.O. Date	07/06/17	
	Our Order No	FL203323	

Item	Equip. Ser. No.	Vendor	Description	Unit	Qty	Qty	Qty	Unit	Total
Blue Print			Vendor Item		Ord	Inv.	BO	Price	Price
142163			POWER PREP BASIC SYSTEM 75"W W/ 2	EACH	1	1	0	11,550.00	11,550.00
2			METCRAFT INC. 50PSP75L3B1 PER QUOTE 2026799						
37761			ICE MAKER CUBE STYLE	EACH	1	1	0	2,360.00	2,360.00
4			HOSHIZAKI SOUT KM-S15MAH						
31575			ICE BIN, TOP HINGE, 360#CAPCITY	EACH	1	1	0	865.00	865.00
4			HOSHIZAKI SOUT B-500SF						
90535			TOP KIT FOR HOSHI BIN 8"	EACH	1	1	0	90.00	90.00
4			HOSHIZAKI SOUT HS-2033						
88426			4 HC-H SINGLE WATER FILTER SYS	EACH	1	1	0	155.00	155.00
4			HOSHIZAKI SOUT H9320-51						
33550			WATER FILTER, REPLACEMENT CART	EACH	1	1	0	90.00	90.00
4			HOSHIZAKI SOUT 9795-80						
108344			WATER CONNECTOR 1/4"DIA 48"L	EACH	1	1	0	90.00	90.00
4			DORMONT MFG W25BP2Q48						
112550			ENCLOSED WORKTABLE, 306"W X 24	EACH	1	1			
5			EAGLE GROUP SPEC TABLE PER QUOTE S00091B						

FILED
08
COLLIER COUNTY, FLORIDA
SEP - 1 PM 1:36
CLERK OF COURTS

Accountant's Notes



We are providing the following comments on the attached documents:

- Rent income and expense are reported on the SOA although the rent is paid by Collier County on behalf of EII. No cash is paid by EII as rent nor reimbursed by the County to EII's bank account.
- Rental income from donors is recorded at full lease value on EII's financial statements. On occasion there will be rent reductions as an incentive to bring a new donor to EII. This promotional rent discount is recorded as an expense in the account "Rent Promotions". For the month of June rent promotions were \$11,125. Rent promotions FY17 to date are \$72,897.50.
- Unreimbursed personnel costs from Collier County are \$61,395.76 at June 30, 2017.
- FY 17 Bad debt is currently \$11,085. EII is in the process of changing the collections process to greatly reduce the bad debt expense going forward.
- The revenue and expense for Woodstock was not in the original budget. Actual amounts are recorded on the statement of activity.
- The workforce income of \$12,500 and reimbursement of \$12,500 net to a zero balance.
- As of June 30, 2017 the FFIB State Grant account is showing a negative balance of (\$957,154.72). As of July 17 2017 the bank balance is now zero and no checks were returned to any payees. The State grant money was deposited before the checks were mailed to payees. The checks were written prior to the required closing date of the Grant, June 30.
- There is \$40,022.67 due to Private Donations from Operating
- There is \$23,000 due to Business Income from State grant. This was not stated on May financials and has been correctly stated on June financials. The transfers were \$12,000 on March 2, 2017 and \$11,000 on May 25, 2017.
- There is \$500 due to Business income from operating. This was not stated on the May financials and has been correctly stated on the June financials. The transfer was done on May 30, 2017.
- The credit card is not reconciled for June 30th since the statement is not received until later in the month for the month end transactions. All transactions through June 30th are reported in these financial statements and have been verified with the credit card account.
- A/R is \$1,074,464, of which \$1,777 is due 90 days. This includes rent arrangements of \$480 at June 30. A/R excluding \$1,006,218. State grant

• The workforce income of \$12,500 and reimbursement of \$12,500 net to a zero balance.

• As of June 30, 2017 the FFIB State Grant account is showing a negative balance of (\$957,154.72). As of July 17 2017 the bank balance is now zero and no checks were returned to any payees. The State grant money was deposited before the checks were mailed to payees. The checks were written prior to the required closing date of the Grant, June 30.

• There is \$40,022.67 due to Private Donations from Operating

Bank Reconciliation

7/17/2017

Reconcile Session Report

Economic Incubators, Inc.

Reconciliation Report

FFIB-9341 EII (State Grant), Period Ending 07/02/2017

Reconciled on: 07/17/2017 (any changes to transactions after this date aren't reflected on this report)

Reconciled by: Lisa Lotocke

Summary

Statement Beginning Balance	8,567.17
Checks and Payments cleared	-251,602.50
Deposits and Other Credits cleared	+260,319.69
Statement Ending Balance	17,284.36
Uncleared transactions as of 07/02/2017	-974,439.08
Register Balance as of 07/02/2017	-957,154.72
Uncleared transactions after 07/02/2017	957,154.72
Register Balance as of 07/17/2017	0.00

Additional Information

Uncleared Checks and Payments as of 07/02/2017

Date	Type	Num	Name	Amount
------	------	-----	------	--------

7/17/2017

Reconcile Session Report

06/26/2017	Bill Payment	2126	Collier County Business & Economic Development Division	-111,424.00
06/27/2017	Bill Payment	2128	Florida Gulf Coast University	-133,980.71
06/27/2017	Bill Payment	2129	BSSW	-2,375.00
06/27/2017	Bill Payment	2130	BSSW	-5,599.75
06/28/2017	Bill Payment	2131	DB Consulting, Inc.	-5,000.00
06/28/2017	Bill Payment	2134	BSSW	-9,934.00
06/28/2017	Bill Payment	2136	Compass Construction, Inc.	-151,576.20
06/28/2017	Bill Payment	2137	Compass Construction, Inc.	-109,816.20
06/29/2017	Bill Payment	2132	BSSW	-3,359.12
06/29/2017	Bill Payment	39	Compass Construction, Inc.	-441,374.10
Total				-974,439.08

Bank Reconciliation

Uncleared Deposits and Other Credits after 07/02/2017

<u>Date</u>	<u>Type</u>	<u>Num</u>	<u>Name</u>	<u>Amount</u>
07/03/2017	Deposit		State of Florida- Department of Economic Opportunity	133,980.71
07/07/2017	Transfer			110,000.00
07/17/2017	Deposit		State of Florida- Department of Economic Opportunity	872,237.00
07/17/2017	Transfer			2,335.11
07/17/2017	Transfer			4,135.87
Total				1,122,688.69

EII and Management's Response

5. Incorrect; Clerk's assertion that "EII wrote \$974,439.08 in checks to its vendors, held the checks without issuing them to vendors, and presented copies of the checks to DEO to elicit payment, in our opinion, is fraud based on Florida Statutes 812.015 and 837.06."

EII's Response: EII is concerned the Clerk's opinion incorrectly characterizes EII's normal business processes.

a. Correct; Clerk's assertion that "EII wrote the checks for payment to its vendors between the dates of June 26 and June 29, 2017, four days prior to the grant expiration pursuant to the direction of the grantor.

EII's Response: pursuant to EII's regular course of business processes, EII provides check requests to its Accounting Firm that handles the disbursement of funds.

The Clerk has noted EII's overall lack of internal controls and questions the oversight of EII's Board of Directors that would allow EII staff to write nearly \$1 million dollars of checks and not tender them for payment.

Contract Requirements from EII and DEO Grant

EII submitted copies of checks, not cancelled checks, as part of Invoice Submittal #16

A. Grantee's invoice package shall be neatly organized with supporting documentation for each Deliverable; and include a cover letter on Grantee's letterhead signed by Grantee's Agreement Manager certifying that all costs:

1. Were incurred after June 30, 2016 and on or before July 1, 2017.
2. Are for one or more of the tasks as outlined in this Scope of Work. Documentation of payment shall include:
 - i. An overall summary of the project tasks with specific details of the progress accomplished during the payment period.
 - ii. Proof of payment for related Project costs in the form of a copy of the cancelled check, electronic transfer or, a copy of a check and the bank statement highlighting the cancelled check;
 - iii. Invoices for all work associated with the Deliverable as outlined in this Scope of Work paid by Grantee (see Section 6.B for contractor invoice requirements);
 - iv. Grantee's invoices shall include the date, period in which work was performed, amount of reimbursement, and percent of work completed to date;
 - v. Invoices shall include the following statement above the Grantee's signature block: "I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personal have authority to require additional documentation and/or conduct audits or inspections of grant records."
 - vi. Documentation necessary to support payment request and successful completion of deliverables, as required in Section 4 of this Scope of Work;
 - vii. All travel documentation in accordance with Section 112.061 Florida Statutes; and
 - viii. If applicable, completed Photographer Release Form, and/or Model Release Form as required in Section 14 of this Scope of Work.
 - ix. Site work photographs of the pre and post construction and remodeling.
 - x. A certification by a licensed engineer using AIA forms G702 and G703, or their substantive equivalents, certifying that the project, or a quantifiable portion of the project for reach reimbursement is sought, is complete.

B. All documentation necessary to support payment requests must be submitted with Grantee's invoice, as described in Section I.G. of the Agreement, for DEO's review. All supporting documents must:

1. be on company letterhead with contractors name and address;
2. include a date;
3. invoice number;
4. include period of performance;
5. description of work performed;
6. include unit cost and quantity; and
7. include a statement certifying the

C. Any other information which DEO may require that the services have been rendered. Information from Grantee that the S rendered under the Agreement.

6. Return on Investment:

- i. An overall summary of the project tasks with specific details of the progress accomplished during the payment period.
- ii. Proof of payment for related Project costs in the form of a copy of the cancelled check, electronic transfer or, a copy of a check and the bank statement highlighting the cancelled check;
- iii. Invoices for all work associated with the Deliverable as outlined in this Scope of Work paid by Grantee (see Section 6.B for contractor invoice requirements);

Contract Requirements from EII and DEO Grant

EII conspicuously omitted the certification language on Invoice Submittal #16

A. Grantee's invoice package shall be neatly organized with supporting documentation for each Deliverable; and include a cover letter on Grantee's letterhead signed by Grantee's Agreement Manager certifying that all costs:

1. Were incurred after June 30, 2016 and on or before July 1, 2017.
2. Are for one or more of the tasks as outlined in this Scope of Work. Documentation of payment shall include:
 - i. An overall summary of the project tasks with specific details of the progress accomplished during the payment period.
 - ii. Proof of payment for related Project costs in the form of a copy of the cancelled check, electronic transfer or, a copy of a check and the bank statement highlighting the cancelled check;
 - iii. Invoices for all work associated with the Deliverable as outlined in this Scope of Work paid by Grantee (see Section 6.B for contractor invoice requirements);
 - iv. Grantee's invoices shall include the date, period in which work was performed, amount of reimbursement, and percent of work completed to date;
 - v. Invoices shall include the following statement above the Grantee's signature block: "I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personal have authority to require additional documentation and/or conduct audits or inspections of grant records."
 - vi. Documentation necessary to support payment request and successful completion of deliverables, as required in Section 4 of this Scope of Work;
 - vii. All travel documentation in accordance with Section 112.061 Florida Statutes; and
 - viii. If applicable, completed Photographer Release Form, and/or Model Release Form as required in Section 14 of this Scope of Work.
 - ix. Site work photographs of the pre and post construction and remodeling.
 - x. A certification by a licensed engineer using AIA forms G702 and G703, or their substantive equivalents, certifying that the project, or a quantifiable portion of the project for reach reimbursement is sought, is complete.

B. All documentation necessary to support payment requests must be submitted with Grantee's invoice, as described in Section I.G. of the Agreement, for DEO's review. All supporting documents must:

1. be on company letterhead with contractors name and address;
2. include a date;
3. invoice number;
4. include period of performance;
5. description of work performed;
6. include unit cost and quantity;
7. include a statement certifying that the work was completed.

C. Any other information which DEO requires that the services have been rendered under the Agreement.

6. Return on Investment:

v. Invoices shall include the following statement above the Grantee's signature block:
"I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personal have authority to require additional documentation and/or conduct audits or inspections of grant records."

vi. Documentation necessary to support payment request and successful completion

Contract Requirements from EII and DEO Grant

EII conspicuously omitted photographs of the pre and post construction as part of Invoice Submittal #16

A. Grantee's invoice package shall be neatly organized with supporting documentation for each Deliverable; and include a cover letter on Grantee's letterhead signed by Grantee's Agreement Manager certifying that all costs:

1. Were incurred after June 30, 2016 and on or before July 1, 2017.
2. Are for one or more of the tasks as outlined in this Scope of Work. Documentation of payment shall include:
 - i. An overall summary of the project tasks with specific details of the progress accomplished during the payment period.
 - ii. Proof of payment for related Project costs in the form of a copy of the cancelled check, electronic transfer or, a copy of a check and the bank statement highlighting the cancelled check;
 - iii. Invoices for all work associated with the Deliverable as outlined in this Scope of Work paid by Grantee (see Section 6.B for contractor invoice requirements);
 - iv. Grantee's invoices shall include the date, period in which work was performed, amount of reimbursement, and percent of work completed to date;
 - v. Invoices shall include the following statement above the Grantee's signature block: "I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personal have authority to require additional documentation and/or conduct audits or inspections of grant records."
 - vi. Documentation necessary to support payment request and successful completion of deliverables, as required in Section 4 of this Scope of Work;
 - vii. All travel documentation in accordance with Section 112.061 Florida Statutes; and
 - viii. If applicable, completed Photographer Release Form, and/or Model Release Form as required in Section 14 of this Scope of Work.
 - ix. Site work photographs of the pre and post construction and remodeling.
 - x. A certification by a licensed engineer using AIA forms G702 and G703, or their substantive equivalents, certifying that the project, or a quantifiable portion of the project for reach reimbursement is sought, is complete.

B. All documentation necessary to support payment requests must be submitted with Grantee's invoice, as described in Section I.G. of the Agreement, for DEO's review. All supporting documents must:

1. be on company letterhead with contractors name and address;
2. include a date;
3. invoice number;
4. include period of performance;
5. description of work performed;
6. include unit cost and quantity; and
7. include a statement certifying that the work for which reimbursement is sought is complete.

C. Any other information which DEO may require from Grantee that DEO deems necessary to verify that the services have been rendered under the Agreement.

6. Return on Investment:

viii. If applicable, completed Photographer Release Form, and/or Model Release Form as required in Section 14 of this Scope of Work.

ix. Site work photographs of the pre and post construction and remodeling.

x. A certification by a licensed engineer using AIA forms G702 and G703, or their

Contract Requirements from EII and DEO Grant

EII submitted an unsigned AIA form G702 as part of Invoice Submittal #16

A. Grantee's invoice package shall be neatly organized with supporting documentation for each Deliverable; and include a cover letter on Grantee's letterhead signed by Grantee's Agreement Manager certifying that all costs:

1. Were incurred after June 30, 2016 and on or before July 1, 2017.
2. Are for one or more of the tasks as outlined in this Scope of Work. Documentation of payment shall include:
 - i. An overall summary of the project tasks with specific details of the progress accomplished during the payment period.
 - ii. Proof of payment for related Project costs in the form of a copy of the cancelled check, electronic transfer or, a copy of a check and the bank statement highlighting the cancelled check;
 - iii. Invoices for all work associated with the Deliverable as outlined in this Scope of Work paid by Grantee (see Section 6.B for contractor invoice requirements);
 - iv. Grantee's invoices shall include the date, period in which work was performed, amount of reimbursement, and percent of work completed to date;
 - v. Invoices shall include the following statement above the Grantee's signature block: "I certify, by evidence of my signature below, the information as presented on this invoice is true and correct; the goods and services have been satisfactorily received and payment is now due. I understand the DEO and other state personal have authority to require additional documentation and/or conduct audits or inspections of grant records."
 - vi. Documentation necessary to support payment request and successful completion of deliverables, as required in Section 4 of this Scope of Work;
 - vii. All travel documentation in accordance with Section 112.061 Florida Statutes; and

x. ~~Site work photographs of the pre and post construction and remodeling.~~

x. A certification by a licensed engineer using AIA forms G702 and G703, or their substantive equivalents, certifying that the project, or a quantifiable portion of the project for reach reimbursement is sought, is complete.

documents must:

1. be on company letterhead with contractors name and address;
2. include a date;
3. invoice number;
4. include period of performance;
5. description of work performed;
6. include unit cost and quantity; and
7. include a statement certifying that the work for which reimbursement is sought is complete.

C. Any other information which DEO may require from Grantee that DEO deems necessary to verify that the services have been rendered under the Agreement. The State may require any other information from Grantee that the State deems necessary to verify that the services have been rendered under the Agreement.

6. Return on Investment:

Construction – FCA@I



Exhibit 1-M: Photo of Immokalee facility interior space, under construction, submitted on the June 15, 2017 Invoice Submittal Package #14.

Construction – FCA@I



COFFEE TALK



BUSINESS OBSERVER

FRIDAY, APR. 6, 2018 3 months ago

Agencies battle over taxpayer-funded economic development project

Compass Construction – Not complete, as certified, on June 28, 2017



Walk-in Refrigerator not
built as of July 7, 2017.
White outline on the
floor is the footprint.



TriMark Strategic – Delivery and Installation not complete by June 30, 2017.



Room #6 – Bakery/Dry
Process Room

TriMark Strategic – Delivery and Installation not complete by June 30, 2017.



August 3, 2017

Room #7 – Kitchen/Hot
Process Room



March 28, 2018

Tuscan & Company Responses to Questions from EI's Board of Directors

5. We inquired of the Grantor (State) as to whether they were aware of any non-compliance:

From: Smith, Katie [<mailto:Katie.Smith@deo.myflorida.com>]

Sent: Wednesday, March 21, 2018 8:21 AM

To: Chad Tripp

Subject: RE: Economic Incubators Inc 9/30/2017 audit

Good morning!

In response to your question below, I am not aware of any non-compliance with SL025.

Thank you!

Katie Smith

Director of Partnership Engagement

Florida Department of Economic Opportunity

Division of Strategic Business Development

Office: 850-717-8976

Internal Audit's Letter to DEO on October 9, 2017.

12. Hon. Dwight Brock stated, *"The EII check [2126] presented was cut and stuck in a drawer for weeks."*
(NOTE: The check was not immediately presented for payment, rather it was stored in a desk drawer at EII for a substantial period of time, as noted by EII's Accountant Noack & Company, Inc. of Florida, Certified Public Accountants This is significant because EII's untimely matching grant payment pursuant to grant SL025 to the County occurred well after June 30, 2017; and goods or services were not received until after June 30, 2017.)

On October 9, 2017, the Clerk informed DEO that EII presented a copy of a check as proof of payment, whereas the County did not receive the payment from EII before June 30, 2017, see slide #34-36 above.

Internal Audit's Letter to DEO on October 9, 2017.

22. Hon. Dwight Brock inquired if the attorney was of the opinion that the invoice submitted was complete.
23. Mr. Greg Britton remarked, *"The attorney has not had the opportunity to review the invoice."*
24. Mr. James Molenaar, Esq. inquired, *"When will there be a time when the attorney will review the invoices and grant agreement?"*
25. Mr. Greg Britton retorted *"It is not under the attorney's purview and the attorney renders no opinion."*

DEO's response on October 12, 2017

Mr. Molenaar –

Please consider this email DEO's response to your below correspondence purporting to detail a conversation between the Collier County Clerk of Court and DEO.

Regarding your summary of the call and its participants, DEO offers no opinion as to its accuracy or relevance. Additionally, DEO is aware of your concerns with the invoices that Economic Incubators, Inc. submitted for remittance of payment. Please note that DEO is reviewing the matter accordingly. I am, however, unaware of any legal requirement for DEO to provide you or your office with its written position on this matter. As such, DEO is not inclined to provide a written position at this time. Similarly, DEO does not "acquiesce" to your statement of events nor does it agree with the premise in your concluding paragraph that DEO is somehow required to provide your office with "assurances" of any kind.

Finally, please direct all future correspondences from your office regarding this matter to the DEO Office of General Counsel, attention Adam Callaway.

Thank you for your attention.

Peter L. Penrod

General Counsel



of payment. Please note that DEO is reviewing the matter accordingly. I am, however, unaware of any legal requirement for DEO to provide you or your office with its written position on this matter. As such, DEO is not inclined to provide a written position at this time. Similarly, DEO does not "acquiesce" to your statement of events nor does it agree with the premise in your concluding paragraph that DEO is somehow required to provide your office with "assurances" of any kind.

Bidding Irregularities

- The Value of the Solicitation was Misrepresented to Possible Vendors

Bidding Irregularities

- The Commodity Codes posted were incorrect

Collier County Online Bidding System

BID

Active

Expired

VENDOR

Login

New Vendor Registration

Expired Solicitations

Solicitation Title: Florida Culinary Accelerator at Immokalee Kitchen (SH)
Solicitation Number: 17-7167

[Solicitation Summary](#) | [Specifications, Terms, and Conditions](#) | [Q&A](#) | [Addenda](#) | [Planholders](#) | [Tabulation](#)

Agency: [Collier County Purchasing](#)
Contact: swainsonhall@colliergov.net
Solicitation Starts: Friday, May 26, 2017 11:15:00 PM Eastern
Solicitation Ends: Friday, June 09, 2017 3:00:00 PM Eastern
Q&A Deadline: Tuesday, June 06, 2017 5:00:00 PM Eastern
Submission Method: Electronic

Commodity	Subcommodity
28500 - Electrical Equipment	(other)
28500 - Furniture, General	(other)
28500 - Millwork and Cabinetry	(other)

Commodity Codes

136	6047	Fuel Tanks
137	42000	Furniture, General
138	42500	Furniture, Office

204	57500	Microfilm
205	91007	Millwork and Cabinetry
206	88400	Mitigation Banks (All Typ

133	35030	Flags/Flag Poles
134	39300	Food Service Distributors/Products
135	40500	Fuel

Incorrect answer to question

28500 - Furniture, General

(other

28500 - Millwork and Cabinetry

(other

Q&A

The deadline for asking questions has passed.

(6/6/2017 8:17:13 AM Eastern) **Question:** is there a cost estimate or budget?


(6/8/2017 9:00:32 AM Eastern) **Answer:** Yes. The budget is the USDA RBDG Grant value of \$112,000.

(5/30/2017 8:10:04 AM Eastern) **Question:** Where can I procure a set of prints for the millwork?

(6/1/2017 10:47:48 AM Eastern) **Answer:** Please see addendum 1

« Go to Solicitation List

Undisclosed Matching Funds


Collier County
Business & Economic
Development Division

2017 JUL 27 PM 12:11
CLERK OF COURTS
BY _____ D.C.

June 20, 2017

Economic Incubators, Inc.
Attn: Dr. Marshall Goodman, CEO
3510 Kraft Road, Suite 200
Naples, FL 34105


Dear Marshall:


Collier County has been awarded \$112,536 in federal funding (FAIN R087213 53185) from the U.S. Department of Agriculture's Rural Business Development Program to equip the Florida Culinary Accelerator @ Immokalee. The county bid the equipment under solicitation 17-7167 and plans to make a recommendation to award the contract to W.H. Reynolds Distributor LLC, a subsidiary of TriMark Strategic Equipment, in the amount of \$223,960, which is 12.2% higher than original estimate of \$200,000 in the original grant application.


As our partner, and per the USDA application and award, EII has committed to provide the required cash match and, as we recently discussed, an additional amount outlined below. Collier County will issue a purchase order in the amount of \$223,960 to the vendor on or about June 27, 2017. Please plan to remit funding in the amount of \$111,424.00 as soon as possible.

USDA Award	\$112,536
EII Funding	<u>\$111,424</u>
Bid Amount	\$223,960

We appreciate EII's partnership with Collier and tenacity in obtaining the matching funds.

Sincerely,

Jace Kentner


JUL 26 2017
By _____



Office of Business & Economic Development • 2650 N. Horseshoe Dr., Suite 105 • Naples, Florida 34104 • 239-252-8990

One Month Delay in Making Payment

Check #2126 to Collier County Business & Economic Development Division on 6/26/2017 for \$111,424.00 cleared on 7/27/2017.

Collier County
Business & Economic Development Division

2017 JUL 27 PM 12:11
CLERK OF COURTS
BY _____ D.C.

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Sincerely,
Jace Kentner
Jace Kentner

RECEIVED
JUL 26 2017
By _____

7/17/2017

Office of Business Development

06/26/2017 Bill Payment 2126 Collier County Business & Economic Development Division -111,424.00

Check #2126 was presented to DEO in the June 28, 2017 Invoice Submittal #16 and was not presented to Collier County until after DEO reimbursement funds were received.

Check in Serial Number Order		
Date	Check #	Amount
7/27	2126	111,424.00
7/19	2128*	133,980.71
7/26	2129	2,375.00
7/26	2130	5,599.75
7/25	2131	5,000.00

* Denotes missing check numbers

Contract awarded to single bidder

Exhibit 2-G: Only bid received, in the amount of \$223,960, which is the amount of the USDA RBDG Grant of \$112,536 plus the matching funds of \$111,424.

28500 - Millwork and Cabinetry (other)					
Tabulation					
Vendors Who Subscribe to Solicitation Commodities: 905					
Vendors Who Downloaded Specs: 33					
Vendors Who Submitted Solicitation: 1					
Item Description: Bid					
Item Number: 1					
<u>Vendor Company</u>	<u>Quantity</u>	<u>Unit Price</u>	<u>Unit of Measure</u>	<u>Subtotal</u>	<u>Notes</u>
WH Reynolds TriMark Strategic	1	\$223,960.00	Total	\$223,960.00	
Vendor Grand Totals					
<u>Vendor Company</u>	<u>Items Bid On</u>			<u>Grand Total</u>	
				\$0.00	



BUSINESS
ACCELERATOR



INTERNATIONAL
SOFT-LANDING



TECH & CREATIVE
CO-WORKING

DR. GOODMAN RESIGNS

Accelerator Executive Director Dr. Marshall Goodman steps away from role

In a letter to the board of Economic Incubators, Inc., Dr. Marshall Goodman submitted his resignation as the CEO of EII and the executive director of the Naples and Immokalee Accelerators effective April 30, 2018. He has overseen and managed the creation, funding, construction, staffing and the opening of both accelerators. As of March 2018 both accelerators are open for business and with many committed entrepreneurial program candidates, EII has a full complement of staff, and is no longer in the construction, development and grant management mode. Achievement of these milestones has not been easy.



EII and Collier County have been extremely fortunate to have a person of Dr. Goodman's, experience, talent, and creativity to have led this effort. The accelerators would not exist but for his efforts. Dr. Goodman's home is in Lakeland and for the 4 years that Dr. Goodman has served EII he has commuted to Collier County each week. He leaves EII well poised to carry out the implementation and execution of its mission. We are grateful for his service. Dr. Goodman will assist as needed with a proper, orderly and seamless transition to new management.

April 25, 2018

Mr. Leo E. Ochs, Jr.
County Manager
3299 Tamiami Trail East, Suite 202
Naples, FL 34112

Dear Mr. Ochs:

This is to advise you that on April 11, 2018, Dr. Marshall Goodman tendered his resignation as the CEO of EII effective as of July 15, 2018. At its meeting on April 18, 2018, the EII board authorized its executive committee to address his resignation. The executive committee has decided that it is in the best interest of the programs operated by EII to accept the resignation, but as of April 30, 2018, as opposed to July 15. Dr. Goodman has accepted that change. His last day as our CEO and as an employee will be April 30, 2018. His letter of resignation is attached.

This resignation notwithstanding, EII requires ongoing management and oversight to perform its obligations under its contract with the BCC. It is our understanding, based on discussions with you, that Mr. Tim Durham of your office will step into the role as an acting or interim executive director of both the Naples and Immokalee Accelerators and Woodstock's. The EII staff will be instructed that they are to report to Mr. Durham starting on May 1, 2018.

The EII board of directors and its executive committee will be available to respond to questions, provide guidance to Mr. Durham as he requests, and to make decisions that may be required.

Please confirm that you concur with this.

Very truly yours



F. Fred Pezeshkan
Chairman for the EII Board

cc: Commissioner Andy Solis, Chairman
Commissioner Burt L. Saunders
Mr. Dwight Brock, Clerk of Courts Collier County

On April 11, 2018, Dr. Marshall Goodman tendered his resignation as the CEO of EII effective as July 15, 2018.

The Executive Committee has decided that it is in the best interest of the programs operated by EII to accept his resignation but as of April 30, 2018, as opposed to July 15.

April 11, 2018

Dear EII Board Members,

In 2013, I was first invited to Naples to meet with a group of business leaders over a casual lunch which was followed by a Greater Naples Chamber of Commerce breakfast presentation. What I emphasized was to "Dream No Small Dream" towards the goal of diversifying the Collier County economy by creating a small business soft-landing accelerator that would be capable of supporting local entrepreneurs as well as serve as a recruiting platform to attract innovation companies into the region. That goal was eventually broadened further to include a second accelerator in the eastern part of the County that would focus on supporting culinary, food innovation and agribusinesses.

I am proud to report that with the Naples Accelerator growing to 10,000 sq. ft. in 2016, and the recent opening of the 5000 sq. ft. Florida Culinary Accelerator @ Immokalee in early 2018, those twin goals have been achieved! The County now has two outstanding facilities equipped with modern technology and fully staffed by experienced professionals who are passionate about working with entrepreneurs and helping them reach their business goals.

I have been most fortunate to find such fertile soil in Collier County for these projects to take root and grow. Collier County has long been known for the number of former Fortune 500 executives who call it home for at least a part of the year, but what was lacking was a structured system where that expertise could be unleashed. Now through the Accelerator, a number of these executives have become engaged in helping to mentor these companies, creating a very unique and vibrant startup ecosystem.

You, the EII Board are testimony to this incredible quality, where business giants in their selected industry and profession, sit across the table and hear "pitches" from beginning entrepreneurs. Wow! I am so thankful to you all for donating your time and expertise, not to mention your generous financial support of many of our activities and programs.

I have also been extremely fortunate to worked in tandem with such progressive and thoughtful leaders from the County Administration and the Collier Board of County Commissioners. Through hundreds of conversations and meetings, the Collier Accelerators have continuously evolved to meet the needs of this growing community through recessions, periods of growth and even the occasional Hurricane.

With these activities accomplished, I believe it is now time for me to pass the baton on to a new individual who can lead and continue the progress and growth we have made together.

As many of you are aware, I love and am passionate about what I do. However, for the past several years, I have been commuting back and forth from Lakeland where my residence is and Collier County where I have rented a condo. This commuting has taken a toll, and it is now time to go back to a more normal lifestyle.


"Dream No Small Dream"

"pitches"

Wow!

Therefore, I am asking you to accept my resignation as President and CEO of Economic Incubators Inc., effective July 15, 2018. Today we have 35+ active members in Naples and 10+ members/affiliates in Immokalee. I have come to know many of these entrepreneurs personally - having recruited many - and have spent a great deal of time working through their products and services, business and marketing plans, and finances. I believe this period of time would be sufficient to make sure our clients feel properly transitioned to other staff members who can continue to assist them.

Thank you so much for the opportunity to serve this amazing organization and incredible community.

Sincerely,

Marshall Goodman
President & CEO
Economic Incubators Inc.

