

**AGREEMENT BETWEEN
CITY OF SANIBEL
AND
IN REM SOLUTIONS, INC.**

THIS AGREEMENT, entered into this 5th day of March, 2013, by and between the **City of Sanibel**, a municipal corporation, (hereinafter referred to as “City”), and **In Rem Solutions, Inc.**, 875 Aurelia Street, Boca Raton, Florida 33486, (hereinafter referred to as “Consultant”).

WITNESSETH:

WHEREAS, the City wishes to engage Consultant to provide grant services related to the Gulf of Mexico Deepwater Horizon oil spill restoration funds and federal RESTORE (Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies) Act funding programs;

WHEREAS, the Consultant has familiarity with and expertise in the necessary funding and grant services necessary to serve the City’s requirements and best interests; and

WHEREAS, the cost of the Consultant’s services for the requested Scope of Services is such that sealed competitive proposals are not required and the City Council finds it in the best interests of the City to contract with Consultant for such services;

NOW, THEREFORE, in consideration of the covenants set forth herein and other good and valuable consideration, receipt and sufficiency of which is acknowledged by the City and by Consultant, the City and Consultant hereby agree as follows:

1. The above recitals are agreed by the parties to be true and correct and are hereby incorporated in this Agreement as if fully set forth below.
2. Consultant shall perform those services more specifically outlined in Consultant’s written proposal at pages 4-6, such proposal attached hereto and incorporated herein as Exhibit “A”. Such grant services shall focus on grants and funding related to the Gulf of Mexico Deepwater Horizon oil spill restoration funds and federal RESTORE (Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies) Act funding programs, but the City Manager is hereby authorized to direct and authorize any further grant services as may be deemed necessary.
3. Consultant shall be paid on an hourly basis at the rate of \$125/hr. as more specifically set forth in attached Exhibit “A” (page 27). Costs related to City grant submissions (as noted at page 27 of Exhibit “A”) not otherwise included in Consultant’s hourly fee may be approved, in writing, by the City Manager after a determination that such costs are necessary for a grant submission by the City.

4. If any section, subsection, sentence, clause, phrase or portion of this Agreement or application hereof, is, for any reason, held invalid or unconstitutional by any court of competent jurisdiction, such portion or application shall be deemed a separate, distinct and independent provision and such holding shall not affect the validity of the remaining portion or application hereof.
5. This Agreement, and the rights and obligations of the City and the Consultant hereunder, shall be governed by, construed under, and enforced in accordance with the laws of the State of Florida.

IN WITNESS WHEREOF, the parties have signed this Agreement as of the date and year written above.

WITNESS:

IN REM SOLUTIONS, INC.

Witness #1 Signature

By: _____

Witness #1 Printed Name

Printed Name: _____

Witness #2 Signature

Title: _____

Witness #2 Printed Name

Date: _____

**CITY OF SANIBEL, a Florida
municipal corporation**

ATTEST:

By: _____

Pamela Smith, City Clerk

Judith A. Zimomra,
City Manager

Date: _____

APPROVED AS TO FORM:



Kenneth B. Cuyler, City Attorney

IN REM SOLUTIONS, INC.

875 Aurelia Street – Boca Raton, FL 33486

(561) 955-1550

Fax (561) 955-1551

www.inremsolutions.com

**Grant Consulting and
Grant Writing Services
For the City of Sanibel**

February 2013

February 18, 2013

Judie Zimomra
City Manager
City of Sanibel
800 Dunlop Road
Sanibel, FL 33957

Dear Ms. Zimomra:

In Rem Solutions, Inc. is pleased to submit this proposal to the City of Sanibel to provide grant services related to the Gulf of Mexico Deepwater Horizon oil spill restoration funds and federal RESTORE (Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies) Act funding programs.

In Rem Solutions, Inc. is a municipal consulting firm specializing in grant writing, municipal projects and program advocacy. Our clients include counties, municipalities and nonprofit organizations. In Rem Solutions is 100% minority owned and is doing business full-time in Florida. In Rem Solutions has nearly 20 years of experience researching and developing projects funded by a wide range of local, state and federal grant sources through its extensive work for Florida nonprofit organizations and local governments.

In Rem Solutions served the City of Sanibel with grant related services in the years following Hurricane Charley's landfall. The firm worked closely with staff to prepare grant applications related to stormwater/wastewater infrastructure projects; parks and recreation; Florida Forever land acquisition; emergency management; trails; historic preservation; and other City priorities. Our staff is very familiar with Sanibel Island and Lee County, and has extensive experience with environmental projects involving the Caloosahatchee watershed, Charlotte Harbor and southwest Florida.

A detailed description of the services the firm can provide is found in this proposal. Based on the goals and objectives of the City, we would be pleased to design and implement a customized grant writing plan based upon the identification of priority projects and restoration and RESTORE Act grant resource availability.

Yours,



Lisa N. Mulhall
President

Led by an experienced attorney, Lisa Mulhall, **In Rem Solutions** has the leadership, knowledge and skills necessary to assist clients through the maze of funding avenues and governmental regulations. Founded in 1994, the firm is a certified Minority Business Enterprise and is a registered fundraising entity with the Department of Agriculture, Division of Consumer Services. It is 100% minority owned with 100% minority employees. Lisa Mulhall is the sole officer and director. There are no parent or subsidiary organizations.

Lisa Mulhall will lead this project with the assistance of three experienced subcontractor associates. All reside in Palm Beach County and have strong familiarity with state, federal and local private and corporate funding sources.

In Rem Solutions has built a strong reputation as a creative and innovative fund-raising consulting firm. All In Rem Solutions associates have experience and backgrounds which have prepared them to provide the following services:

Types of Projects

- Grant Services and Administration
- Governmental Relations
- Program Advocacy
- Special Event Planning
- Award Applications
- All-America City Guidance
- Videos
- Referendum Public Education Materials.

In Rem Solutions, Inc.
Lisa Mulhall, President
10268 Avenida del Rio
Delray Beach, FL 33446
(561) 496-4636 phone
(561) 496-4908 fax
newck@aol.com

In Rem Solutions will complete the following scope of work:

1. Research-

Damages and enhancement monies to be directed to the communities affected by the Gulf oil spill are distributed through layers of programs that are funded through a variety of mechanisms over an extended number of years. In Rem Solutions can help the City of Sanibel navigate through the local, state, regional and federal programs to ensure proper and timely proposals are submitted to receive the maximum possible funding for City priority projects.

Most recently, the RESTORE (Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies) Act was passed on June 29, 2012 by Congress to in part provide for planning and resources for a regional approach to the long-term health of the valuable natural ecosystem and economy of the Gulf Coast region. The settlement of Clean Water Act violations by Transocean Deepwater, Inc. has placed significant funds into the Gulf Coast Restoration Trust Fund for ecosystem restoration, economic recovery and tourism promotion in the Gulf Coast region.

Additionally, as part of previous settlements, funds remain available for a variety of projects to benefit the Gulf Coast. One example is the Gulf Tourism and Seafood Promotional Fund that has been established to promote tourism and the seafood industries in the Gulf Coast areas impacted by the Deepwater Horizon incident. These funds remain available to the City.

In Rem Solutions will:

Complete Regular Grant Monitoring and Research:

- Inform client of newly published funding programs and upcoming grant cycles.
- Review funding programs to determine application to City programs.
- Inform client of the professional opinion of the grant writer regarding a proposed application.
- Inform client on methods and means to strengthen a program or improve a grant application.

4. Application

- A. Grant writing services will include preparation of grant proposals as identified on department priority project plans and requested by departments on an as-needed basis in response to opportunities that arise throughout the year.
- B. Technical reviews of grant proposals written by City staff as requested.
- C. Grant writing services to include preparation of a concept paper as directed and approved by the City's Grants Development Supervisor.
- D. Grant prospect research for special projects or initiatives as directed by the City's Grants Development Supervisor.
- E. Funding advisory services to include quarterly meetings, trainings and/or a written grant plan of creative and strategic recommendations of funding sources for special projects or initiatives as directed by the City's Grants Development Supervisor.
- F. Technical consultation on various grant matters, as determined by the City's Grants Development Supervisor.

3. Work will be performed in the following manner:

Determination of Funding Needs

- Meet with staff to determine the Client's most critical needs.
- Research local, regional, state and federal funding sources through proactive research, publications and Internet sources.
- Develop a grant strategy that identifies current funding programs available to match to funding needs.
- Communicate the grant strategy to the Client within 30 days of the needs assessment and ongoing.

Prepare Grant Applications

- Inform staff of requirements and advantages of grant applications.
- Inform staff of deadlines of upcoming funding cycles in a timely manner.
- Identify information needed for grant applications.
- Clarify written grantor guidelines.
- Confer with grantor on unresolved questions.
- Coordinate the collection of data and documents for grant applications.

- Write and file grant applications in coordination with Client's staff.
- Prepare well-crafted, competitive, reader-friendly and complete grant applications.
- Submit applications in a timely manner.
- Meet with funding sources to advocate grants to the Client.
- Provide monthly reports to Client on the status of funding proposals.

Prepare Concept Papers and Letters of Inquiry

- When requested by client, prepare a concept papers and Letters of Inquiry containing project title, lead department & staff person, project/program description, need for the project, expected outcome, project/program timeline, similar past and current projects that have been funded, total budget and list of funders who will be pursued.

Services Outside the Scope of Work

- Technical assistance relative to City contract management, grant management and administration process and/or policy and procedure to City staff.
- Technical assistance relative to compliance with federal, state or private regulations, laws, grant guidance or other related grantor guidelines.
- Reporting and other contractual requirements specified in the grant agreement.
- Development, coordination and maintenance of the department's grant plan.

Monthly Reporting

- Prepare a monthly report identifying the number of applications submitted and other details of the contract work.
- Prepare progress reports with billing invoices

Parks and Recreation Grants:

Florida Recreation Development and Assistance Program - Approximately 20 successful applications over 10 years for Sanibel, Lake County, Miami Lakes, Wellington, Boca Raton, Jupiter, Lake Park, Lake Clarke Shores and Palm Springs.

Broward County Open Space/Cultural Facilities - \$2.1 million for Pembroke Pines in 2000 and \$1 million for Pembroke Pines in 2007.

Land and Water Conservation Fund – Approximately eight funded for park development and acquisition funds.

Florida Communities Trust - Approximately 20 applications in the past ten years with most funded—including two in one year to two municipalities.

Florida Communities Trust Management Plan - Drafted for Jupiter, Pembroke Pines and Lauderhill.

Florida Boating Improvement Program - Grant applications for recreational boating.

Florida Waterway Safety - Jupiter boating education.

Florida Greenways and Trails - Many funded applications for bicycle trails in the Village of Wellington, Seminole County and Lake County.

Transportation Enhancement Program (ISTEA and TEA-21)- Numerous applications for historic preservation, bicycle and horse trails. Over \$1 million funded in Jupiter.

Florida Advisory Council on Environmental Education (FACEE) - Program funded for Florida panther habitat protection for nonprofit organization.

Boating Improvement Program – To improve G Dock at the Fort Myers Yacht Basin. \$300,000 grant request. \$300,000 City match from bond proceeds.

Police and Fire Department Grants:

COPS FAST - Jupiter

COPS MORE '95 - Jupiter

COPS MORE '98 - Boca Raton

Problem Solving Partnerships - Jupiter

Universal Hiring Program (over \$1 million funded) Boca Raton and Jupiter

Block Grants - Jupiter and Boca Raton

Troops to COPS - Boca Raton

COPS MORE 2000 - Boca Raton and Palm Beach Gardens

COPS MORE 2002 - Boca Raton

UHP 2003 - Boca Raton

FEMA Fire Act grants - Applications for City of West Palm Beach, Boca Raton, Lake County, Pembroke Pines and Tequesta.

Quantum Foundation - Health immunization program funded for West Palm Beach Fire-Rescue

State of Florida EOC grants -\$1 million for Lake County.

Homeland Security - Department of Community Affairs grants for several towns.
Office of the Governor Domestic Violence grant - Funded for Boca Raton
Florida Waterway Safety - Funded for Jupiter Police Department
Section 410 Highway Safety for DUI programs - Jupiter 3 year grant
Section 410 Highway Safety for Bicycle/Pedestrian Safety - Applications for multiple communities.
Motor Vehicle Theft Prevention - Applications for multiple communities.

Water, Utilities and Transportation:

EPA - Water Utility Security Assessment grants for Boca Raton and Pembroke Pines.
State of Florida Emergency Management Trust Fund grants - Approximately 40 applications filed with a significant success rate in a competitive field. Wrote the highest scoring applications in the state several years.
Federal Emergency Management Agency (FEMA) Hazard Mitigation Grant Program - Applications filed as appropriate after disaster declarations. Funding to Boca Raton, Lake Park, Jupiter, Lake County and Sanibel. \$1.5 million to Lake County for EOC construction.
Federal Emergency Management Agency (FEMA)-Drainage Mitigation Grant Program - Funded for Wellington and Jupiter.
Beautiful Palm Beaches - Approximately 5 applications submitted for local municipalities. Three funded for Jupiter and Lake Clarke Shores.
SFWMD Water Conservation and Education grant - Wellington water conservation education program.
SFWMD Alternative Water Supply -Funded for the City of West Palm Beach for \$300,000 and Boca Raton.
SFWMD – Funded for Sanibel \$1,195,000 for 4 water and sewer projects in 2007.
Transportation Enhancement Program (ISTEA and TEA-21) - Numerous applications for historic preservation, bicycle and horse trails. Over \$1 million funded in Jupiter.
Transportation Data Management grant - Boca Raton.
FDOT Highway Beautification grants
Urban and Community Forestry Grants - Boca Raton, Miami Lakes, Wellington and others.
Florida Inland Navigation District Waterways Program - Applications for Boca Raton, Lake Park and Jupiter.

Community Development:

TCRPC Planning Grant - Funded for Boca Raton planning charette.

Palm Beach County Health and Human Services - Grants for operating expenses for The Haven.

Community Development Block Grant Funds - Over \$500,000 in CDBG funds for stormwater improvements in Lake Park. Successful application for \$3.3 million and \$80,000 for low income housing projects at In The Pines, Inc.

Florida Department of State, Historic Preservation - Sanibel, Jupiter and Lake Park.

Children's Services Council - Tequesta police after-school program.

Department of Children and Families - Funding proposal for The Haven.

Community Development Block Grant Funds

\$120,000 for sewer and water improvements for low income housing at In The Pines Housing Development – Delray Beach

Education:

Department of Education Charter School Enhancement - Pembroke Pines.

State of Florida DOE Dissemination grant - Pembroke Pines.

Draft Charter for new school - Lab School at Pembroke Pines, City of Leesburg

Department of Education Charter School Choice Grant – Pembroke Pines

Energy/Environment:

Climate Community Showcase – To support environmental projects that reduce energy consumption for residential and commercial buildings. Community Development Department-Housing and Real Estate Division. \$200,000 grant request. \$100,000 City in-kind match.

EPA “Market-Based Approaches to Reducing Greenhouse Gas Emissions Through Energy Efficiency in Homes and Buildings” - Program with Community Development Department-Housing and Real Estate Division.

EPA Environmental Justice

EPA Source Reduction grant

EPA CARE grant

FDEP Section 319 Nonpoint Source Management Program funding

U.S. DOE EECBG Competitive Solicitation grant – Palm Beach County

Health and Human Services:

Justice and Mental Health Initiatives (Project: Partnership with Seminole Behavioral Healthcare for the Development of a Mental Health Court Docket) \$250,000
Community Service Programs for Civil Citation Youth (PAY) \$25,000
Drug Court Treatment – Seminole County (Project: Program Enhancements) \$299,867 annually for 3-years 2009 (\$900,000)
Drug Court Treatment – Seminole County (Project: Program Enhancements) \$299,867 annually for 3-years 2012 (\$900,000)
Justice and Mental Health Initiatives (Project: Partnership with Seminole Behavioral Healthcare for the Development of a Mental Health Court Docket)
Safe Haven Supervised Visitation and Safe Exchange (Partnership with SafeHouse of Seminole for Enhancements to Visitation and Exchange Program) funded at \$400,000
ARRA - Local Youth Mentoring Program (Project: Mentoring Program for At-Risk Youth)

Museum Grants:

NEH Humanities Collections and References Resources – To complete a digital conversion of the Museum's archival collection in order to make the collection available to a wider audience. Southwest Florida History Museum. \$80,000 request, \$82,000 City in-kind match.

NSF Informal Science Education – Caloosahatchee Watershed Education Exhibit focusing on south Florida's watershed from Lake Okeechobee to the Gulf of Mexico. Imaginarium. Required Pre-Proposal. Requesting up to \$150,000, no match required.

NEH America's Cultural and Historical Content – Exhibit on The Calusa, Spanish and Seminole Civilization in Southwest Florida. Southwest Florida History Museum. Award range \$40,000 - \$400,000.

Awards:

Rudy Bruner Architectural Award - Pembroke Pines.

U.S. Council of Mayors, City Livability Finalist - Pembroke Pines.

J.F. Kennedy Harvard School of Government Innovations in American Government - Pembroke Pines, finalist.

National League of City Award Applications -Pembroke Pines, Lauderhill 2005

Florida League of Cities Award Applications -Pembroke Pines, Lauderhill 2005

U.S. Conference of Mayors' Outstanding Achievement Award-Pembroke Pines Charter School System.

2005 - America's Promise, the Alliance for Youth 100 Best Communities for Young People - City of Pembroke Pines.

All-America City Finalist - Pembroke Pines 2003.

All-America City - Pembroke Pines 2004

All-America City - Lauderhill 2005

Florida League of Cities - Six awards for Pembroke Pines in 2006 alone. Many applications over the years.

Pinnacle Award - Charlie Dodge, City of Pembroke Pines.

Public Leadership in the Arts Award 2012 – Mayor Ortis, City of Pembroke Pines (United States Conference of Mayors)

Mayor Bloomberg Challenge 2012 -

Video Scripts:

Charter Schools, Parks and Recreation Services, Police Services, Fire Services, Capital Improvement Program, Bond Issue education, Environmental Lands, Affordable Housing, Senior Center Services, City Place, Health Park, Vision 2020.

Master Plans:

Forman Health Park Master Plan 2004 and 2007.

Environmentally Sensitive Lands Management Plans.

Grant Trainings:

Beginner Grantwriting

Advanced Grantwriting

Research into state and federal funding sources

Nonprofit fundraising efforts

Other trainings as requested by clients

Pre-2004

\$900,000 Wrote grant applications and video scripts that resulted in in Chapel Trail Park funding

\$2.7 million Academic Village theater award, as well as EPA security and Emergency Management projects.

2004 In Rem Solutions Grantwriting

\$200,000 Land and Water Conservation Fund grant application Lake County Lake Ida Park.

\$1,950,000 FCT application for Lake County Ferndale Preserve.

\$350,000 FRDAP recreation grants Lake County" Pine Forest for \$200,000 in grant funding and Twin Lakes for \$150,000

2005 In Rem Solutions Grantwriting

\$200,000 Land and Water Conservation Fund - Lake County PEAR Park Preserve.

\$345,673.01 HMGP-In Rem Solutions submitted four Lake County HMGP grant applications to address hurricane mitigations projects.

- Purchase of property that has experienced repetitive flooding. Federal Share \$214,456

- Placement of hurricane shutters on County Administration building. Federal Share \$109,231.01

- Placement of hurricane shutters on Clermont fire Station#112. Federal Share \$11,651, Local share \$3,884

- Placement of hurricane shutters on Astor Fire Station #10. Federal Share \$10,335, Local share \$3,445

\$51,752 Lake County Fire Act Grant--

\$200,000 Florida Recreation Development Assistance Program (FRDAP) Lake County Northeast Community Park

2006 In Rem Solutions Grantwriting

Lake County Florida Community Trust (FCT) applications:

- Northeast Community Park: \$465,750 grant request and \$569,250 in County match
- Wekiva Property: \$1,147,500 grant request and \$1,402,500 in County match
- Ricketson Property: \$1,363,500 grant request and \$ 1,666,500 in County match
- Dead River Estates Property: \$688,500 grant request and \$841,500 in County match

\$3,300,000 In The Pines Hurricane Katrina CDBG funds for reconstruction of affordable housing.

2007 In Rem Solutions Grantwriting

\$1,500,000 Lake County EOC HMGP for hardening of building

\$177,000 from HB 7121

\$7,500 Enhancements to Pet-Friendly Shelters.

\$110,000 In The Pines Capital Campaign foundation funding

\$1,000,000 SFWMD Phase 3B of Sanibel Island Centralized Water and Sanitary Sewer Expansion

\$40,000 SFWMD Sanibel Sewer System "Infiltration/Inflow" Improvements

\$120,000 SFWMD Design of Phase IV of the Sanibel Sewer System Expansion Program

\$35,000 SFWMD Sanibel Bayous Collection System Evaluation

2008 In Rem Solutions Grantwriting

\$25,000 Palm Beach County Cultural Council - (Lynn University)

\$900,000 Broward County Open Space - supplanted City dollars (Pembroke Pines)

\$100,000 Children's Services Council - Transitional Independent Living (Pembroke Pines)

Department of Children & Families - TIL - Year 1 \$78,000 + 50,000 (Pembroke Pines)

\$215,000 - Department of Education - Autism Program Earmark (Pembroke Pines)

\$200,000 - Department of Elder Affairs Capital Grant - for Forman Satellite Senior Center renovation

\$735,852 - FDOT Transportation Enhancement Pembroke Road Sidewalks (Pembroke Pines)

\$397,421 - FDOT Transportation Enhancement Underserved Areas (Johnson/C. Harbor/Pembroke Towers) (Pembroke Pines)

\$192,400 - Drinking Water STAG grant - EPA Special Appropriations Earmark 2005 & narrative) - already appropriated - will supplant City dollars (Pembroke Pines)

\$450,000 - Wastewater Treatment - sewer pumping stations - EPA Special Appropriations Earmark 2008

\$119,000 In the Pines Capital Campaign foundation funding

\$195,000 Kresge Foundation for In The Pines construction

2009 In Rem Solutions Grantwriting

\$899,601 Department of Health and Human Services, Substance Abuse and Mental Health Services Administration - Substance Abuse Treatment Capacity for Adult Drug Courts – awarded (Seminole)

\$5,000 MetLife Meet The Composer - (Lynn)

\$200,000 South Florida Water Management District - South Florida/Lake Okeechobee Watershed & Estuary Education Project - Planning Grant - (plus 2 additional grants for Phase II \$225K, Phase III \$247K)

\$1,856,526 Department of Energy - Energy Efficiency & Conservation Grant - (Pembroke Pines)

\$69,608 US Department of Agriculture – National School Lunch Program - (Pembroke Pines)

\$93,000 Department of Children & Families - TIL - - DCF Year 2 (Pembroke Pines)

\$64,708 Assistance to Firefighters (Project: Equipment for Fire Training Center) (Seminole)

2010 In Rem Solutions Grantwriting

\$400,000 DOJ Office of Violence Against Women Safe Havens: Supervised Visitation and Safe Exchange Grant Program (Seminole)

\$606,000 Section 319 Grant FDEP - Ford Street Canal (Ft Myers)

\$300,000 Boating Improvement Program To Improve G Dock (Ft Myers)

\$225,000 WCIND Caloosahatchee Watershed Exhibit Phase II

\$1,530,000 FL Agency for Healthcare Administration/GME Expansion Appropriation-for PBC Health Care District

\$200,000 Land and Water Conservation (Project: Seminole's C.S. Lee Park Improvements)

2011 In Rem Solutions Grantwriting

\$249,924 Department of Justice, Justice and Mental Health Collaboration Program: Mental Health Court Planning and Implementation (Seminole)

\$150,000 Palm Beach County Tourist Development Council – Presidential Debate - (Lynn)

\$1,451,400 Florida Communities Trust – Raintree – (top of contingency list) (Pembroke Pines)

\$200,000 Land and Water Conservation Fund – Raintree (Pembroke Pines)

\$475,000 Federal Transit Administration – Bus grant - (Pembroke Pines)

\$247,000 WCIND Caloosahatchee Watershed Exhibit Phase III (Ft Myers)

\$360,000 Section 319 Nonpoint Source Grant (Ft Myers)

\$200,000 Land and Water Conservation (Seminole County's Black Bear Wilderness Area)

2012 In Rem Solutions Grantwriting

\$971,085 Department of Health and Human Services, Substance Abuse and Mental Health Services Administration, Grants to Expand Substance Abuse Treatment Capacity in Adult and Family Drug Courts - Awarded (Seminole)

\$125,000 – Palm Beach County Tourist Development Council (Lynn)

\$23,563 Knight Foundation – Presidential Debate On-line Curriculum - (Lynn)

Playful City designation (Ft Myers)

\$5,000 Community Foundation of Broward County - Re-engage for Good - Planning Phase - (Pembroke Pines)

\$3,000 Community Foundation of Southwest Florida – Community Garden

\$25,000 Community Service Programs for Civil Citation Youth (PAY) (Seminole)

Project Specific Experience

Leisure Services – Parks, Recreation, Library, Land Acquisition, and Cultural Arts

Client	Date	State	Program	Project	Funding
Pembroke Pines	2003	State	FCT	Chapel Trail	\$900,000
Pembroke Pines	2003	County	Broward County Open Space	Academic Village Theater	\$2,700,000
Lake County	2004	State	Land and Water Conservation Fund	Lake Ida Park	\$200,000
Lake County	2004	State	Florida Community Trust	Ferndale Preserve	\$1,959,000
Lake County	2004	state	FRDAP	Pine Forest	\$200,000
Lake County	2004	state	FRDAP	Twin Lakes	\$150,000
Lake County	2005	State	Land and Water Conservation Fund	Pear Park	\$200,000
Lake County	2005	State	FRDAP	Northeast Community Park	\$200,000
Lynn University	2008	County	Cultural Council	Music program	\$25,000
Pembroke Pines	2008	County	Broward County Open Space	Chapel Trail	\$900,000
Lynn University	2009	National	Met Life	Meet the Composer	\$5000
Seminole County	2009	State	Land and Water	Lake Harney	\$200,000
Seminole County	2010	State	Land and Water	C.S. Lee	\$200,000
Seminole County	2010	State	FRDAP	Sunland Park	\$200,000

Pembroke Pines	2011	State	FCT	Raintree	\$1,451,400 (top of contingency list)
Pembroke Pines	2011	State	Land and Water	Raintree	\$200,000

Community and Economic Development

Client	Date	State	Program	Project	Funding
In The Pines	2006	Federal	CDBG	Affordable Housing	\$3,300,000
In The Pines	2007	Regional	Private funds	Affordable Housing	\$110,000
In The Pines	2008	Regional	Private funds	Affordable Housing	\$119,000
In The Pines	2008	National	Private funds	Affordable Housing	\$195,000
Pembroke Pines	2008	County	Children's Service Council	Transitional Living Program	\$100,000
Pembroke Pines	2008	State	Dept Children and Families	Transitional Living Program	\$138,000
Pembroke Pines	2008	State	Dept of Education	Autism Program Earmark	\$215,000
Pembroke Pines	2008	State	Dept of Elder Affairs	Senior Center Renovation	\$200,000
Seminole County	2009	Federal	HHS	SAMHSA	\$899,601
Pembroke Pines	2009	State	Dept Children and Families	Transitional Living Program	\$93,000
Pembroke Pines	2009	Federal	USDA	National School Lunch Program	\$69,608
Seminole	2010	Federal	DOJ/OVAW	Safe Haven	\$400,000
Palm Beach County Health	2010	State	Florida Agency for Healthcare	Graduate Medical	\$1,530,000

Care District			Administration	Education Expansion Appropriation	
Seminole	2011	Federal	DJJ	Mental Health Court	\$249,924
Lynn University	2011	County	TDC	Presidential Debate	\$150,000
Seminole County	2012	Federal	HHS	SAMHSA	\$971,085
Lynn University	2012	National	Knight Foundation	Presidential Debate	\$23,563
Pembroke Pines	2012	Regional	Community Foundation	Re-engage for Good	\$5,000
Seminole County	2012	Regional	Civil Citation Youth Funding	Community Service Programs	\$25,000

Public Safety / Police, Fire, and/or Emergency Medical Service

Client	Date	State	Program	Project	Funding
Lake County	2005	Federal	Hazard Mitigation Grant Program	Repetitive Flooding	\$214,456
Lake County	2005	Federal	Hazard Mitigation Grant Program	Shutters	\$109,231
Lake County	2005	Federal	Hazard Mitigation Grant Program	shutters	\$11,651
Lake County	2005	Federal	Hazard Mitigation Grant Program	Shutters	\$10,335
Lake County	2005	Federal	Fire Act Grant	Equipment	\$51,752
Lake County	2007	State	HMGP grant EOC	EOC hardening	\$1,500,000

Lake County	2007	State	Emergency Management grant	Pet Shelter	\$7,500
Seminole County	2009	Federal	Fire Act	Public Safety	\$64,708
Lake County	2010	Federal	Fire Act	Striping for Apparatus	\$112,018
Pembroke Pines	2012	Federal	FTA	Equipment	\$72,000

Infrastructure Development and Maintenance

Client	Date	State	Program	Project	Funding
Sanibel Island	2007	State	SFWMD funding	Phase 3B of Sanibel Island Centralized Water and Sanitary Sewer Expansion	\$1,000,000
Sanibel Island	2007	State	SFWMD funding	Sanibel Sewer System "Infiltration/Inflow" Improvements	\$40,000
Sanibel Island	2007	State	SFWMD funding	Design of Phase IV of the Sanibel Sewer System Expansion Program	\$120,000
Sanibel Island	2007	State	SFWMD funding	Sanibel Bayous Collection System Evaluation	\$35,000
Pembroke Pines	2008	State	FDOT	Sidewalks	\$735,852
Pembroke Pines	2008	State	FDOT	Underserved Area	\$397,421
Pembroke Pines	2008	Federal	Drinking Water STAG	Drinking water improvements	\$192,400
Pembroke Pines	2008	Federal	EPA	Sewer pumping stations	\$450,000
Pembroke Pines	2009	Federal	EECBG	Energy Efficiency & Conservation Grant	\$1,856,526

Pembroke Pines	2011	Federal	FTA	Bus Grant	\$475,000
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Waterway Development and Maintenance

Client	Date	State	Program	Project	Funding
Fort Myers	2009	State	SFWMD	Watershed and Estuary Project Phase I	\$200,000
Fort Myers	2010	State	Section 319	Ford Street Canal	\$606,000
Fort Myers	2010	State	FBIP	Improve G Dock	\$300,000
Fort Myers	2010	State	SFWMD	Watershed and Estuary Project Phase II	\$225,000
Fort Myers	2011	State	Section 319	Stormwater filter project	\$360,000
Fort Myers	2009	State	SFWMD	Watershed and Estuary Project Phase III	\$247,000

References

1. **City of Pembroke Pines-Client for 12 years.**

Charles Dodge-City Manager
(954) 431-4884 (CDodge@PPines.com)

Aner Gonzalez-Assistant City Manager
(954) 437-1111 (AGonzalez@ppines.com)

Jay Shechter-Community Services Director (JShechter@PPines.com)
(954) 261-9149

13975 Pembroke Road
Pembroke Pines, FL 33027

Approximate contract value of \$80,000 per year. As the prime contractor, In Rem Solutions provides grant writing services, video transcripts, award applications, charter school applications and successfully let the City to a 2004 All-America City designation.

2. **City of Fort Myers-Client for four years.**

Maria Joyner-Finance (mjoyner@cityftmyers.com) 239.321.7145
Marvin Collins-Assistant City Manager (mcollins@cityftmyers.com) 239.321.7030
2200 Second Street
P.O. Box 2217
Fort Myers, FL 33902

Approximate contract value of \$60,000 per year. As the prime contractor, In Rem Solutions provides grant research and writing services.

3. **Seminole County-Client for five years.**

Lin Polk-(LPolk@seminolecountyfl.gov)
1101 East First Street
Sanford, FL 32771-1468
(407) 665-7177

Approximate contract value of \$80,000 per year. Services include grant research and writing services.

Client List

Local Government Clients:

City of Pembroke Pines - 2000 to present
City of Ft. Myers – 2008 to present
City of Sanibel - 2002 to 2008
Town of Miami Lakes - 2003 to 2007
Broward County - 2003 to 2008
Town of Jupiter-1994 to 2004
City of Boca Raton - 1998 to 2010
Lake County - 2004 to 2007
Village of Tequesta - 2000 to 2004
City of Lauderhill - 2003 to present
Seminole County- 2007 to present

Nonprofit Organizations:

Office Depot Foundation, Inc.-2006 to present
Lynn University – 2009 to present
The Haven - 1999 to 2007
In The Pines, Inc. - 1994-current

Corporations:

Office Depot, Inc.-2006 to present

Personnel

In Rem Solutions is a local, full-service grantwriting firm established in 1994. The firm has the leadership, knowledge and skills necessary to assist clients through the maze of funding avenues and governmental regulations. It is a registered fundraising entity with the Department of Agriculture, Division of Consumer Services and is 100% minority owned with 100% minority employees.

Associates assigned to work on this project with Lisa Mulhall will include Cynthia Krebsbach, Kathleen Rhodes and others as appropriate. All have extensive experience providing municipal grant services with In Rem Solutions.

Lisa Mulhall will be the lead representative on this project and is authorized to make representations for and bind the company. She will be assisted by two other In Rem Solutions subcontractors on all grant applications. We meet with staff regularly to discuss new projects and pending grant applications. We will complete initial interviews with the City and will meet as needed to draft each grant application. We are committed to full communication through personal meetings, e-mail and facsimile.



Lisa N. Mulhall

A graduate of Dickinson School of Law in Carlisle, Pennsylvania, Mulhall has extensive experience in the areas of environmental, land use, municipal, constitutional and administrative law. Her ten years of legal training and practice are an invaluable asset to the In Rem Solutions team.

Ms. Mulhall is a trusted advisor for private and public foundations, including those of Fortune 500 companies, consulting with them on mission, vision, strategy and administration. She has conducted numerous foundation and nonprofit board trainings, as well as dozens of workshops on fund raising and grant-writing for local governments and nonprofit organizations.

Ms. Mulhall's grant-writing experience is extensive. Twenty years of municipal consulting has resulted in experience with nearly every major state and federal grant program. She has an extensive portfolio of grant applications in the areas of Parks and Recreation, Open Space Acquisition, Humanities, Human Services, Emergency Management, Police and Fire Services, Engineering and Utilities, Water Utilities and Community Development. Her expertise has led to the receipt of significant funding from the Florida Department of Community Affairs, Florida Department of Environmental Protection, Florida Department of Transportation, Federal Emergency Management Agency (FEMA) and the Department of Justice.

Ms. Mulhall is active in civic affairs. She serves on the boards of the Community Foundation of Palm Beach and Martin Counties and Impact 100 Palm Beach County. She is a past president of the Junior League of Boca Raton, and continues to be active in the work of JLBR, as well as the Junior League of Boca Raton Endowment, Inc.; In The Pines, Inc. farmworker housing and others.

Civic Achievements & Honors

Woman of Grace Honoree 2007

Soroptimist Woman of Distinction 1998

Woman Volunteer of the Year finalist 2002 and 2010

In The Pines, Inc. nonprofit farmworker housing Board of Directors and Chairman of Fund Raising and Grant Writing (1992-2012)

Community Foundation of Palm Beach & Martin Counties board member (2006-present)

Co-Founded Impact 100 in 2011, a nonprofit organization promoting philanthropy and "The Power of Women Giving as One" (2011-present)



Kathleen M. Rhodes

A graduate of Yale University, Ms. Rhodes has more than 25 years of government, education and nonprofit development experience. During her nine-year tenure as the director of special events and communications at the New York City Chapter of the National Multiple Sclerosis Society, Ms. Rhodes oversaw corporate and volunteer-based fund raising, developing and marketing established and new fund-raising events -- which raised nearly \$3 million of the agency's \$4.5 million budget annually.

Ms. Rhodes has been with In Rem Solutions since 1999 and has extensive responsibilities for client matters. Ms. Rhodes's grant writing scope in the local government and education sectors is broad, with experience in many state and federal grant programs. She has a portfolio of grant applications in the arenas of Education, Arts and Humanities, Science (STEM) Education, Mental Health, Justice, Human Services, Environment, Parks and Recreation, Historic Preservation, Emergency Management, Police and Fire Services, Engineering and Utilities, Water Utilities and Community Development.

Ms. Rhodes also has primary responsibility for nonprofit clients and leads the private foundation grant writing efforts.

Ms. Rhodes has extensive experience in public relations, corporate communications and publications, including conducting national and local publicity campaigns; writing and editing annual reports, brochures and newsletters; and script and speech writing.

In addition, Ms. Rhodes has worked in economic development with the City of New Haven, Connecticut, and in planning and zoning at the municipal and county levels in Colorado.

A graduate of several grant writing and fund development courses, Ms. Rhodes has worked with numerous arts organizations, social service agencies and cultural and historical museums in South Florida and New York City. She is an active volunteer in the Palm Beach County schools and South Florida community organizations.



Cynthia A. Krebsbach

Eighteen years of leadership in the nonprofit sector have gained Ms. Krebsbach extensive experience in fund raising. Highly skilled in visioning and planning at both the strategic and project levels, she understands how to capitalize on the opportunities and challenges faced by nonprofit and government organizations.

Ms. Krebsbach also has extensive experience consulting with private and public foundations. She is a member of the Association of Small Foundations and serves on the board of a family foundation.

A graduate of St. Mary's of Notre Dame, Ms. Krebsbach has been with In Rem Solutions since 2002. She is a graduate of the Grantsmanship Training Center's Grant Training Program.

As a registered nurse, Ms. Krebsbach has developed an expertise in medical case management in South Florida. She has years of experience working with families who are facing a catastrophic health crisis, helping them to navigate the health care system, develop a plan of action, serving as a local guide and expert, particularly when family members live far away.

Ms. Krebsbach is an expert at prospect research, collaboration, capital campaigns, project planning and developing innovative fund-raising solutions for nonprofit organizations. For example, she led a team of volunteers to produce a best-selling coffee table style cookbook and CD ROM. The project netted more than \$225,000 in the first year and won the prestigious James Beard Cookbook Award.

Ms. Krebsbach is active in civic affairs and community organizations in South Florida and Palm Beach County community organizations. She co-founded Impact 100, a nonprofit organization promoting philanthropy and "The Power of Women Giving as One." She is a past president of the Junior League of Boca Raton, Inc. and serves on the board of its endowment fund.

Krebsbach brings a high energy level to each new project. She is analytical, goal oriented and skilled in team building and collaboration. Her strong interpersonal skills help ensure that projects remain on track and exceed expectations.



Patricia Moloney

Pat Moloney has been in development work for over 25 years. Since 2005, she has worked as an independent contractor providing services in the area of grant research and writing, grant preparation and proposal review. In addition, she conducts prospect research, assists with strategic planning and has consulted on capital campaigns. She has focused on corporate and private foundation funding in recent years with a particular emphasis in healthcare. Before relocating to Florida she served as the Director of Development for St. Mary of the Springs in Columbus, Ohio for ten years.

Ms. Moloney has had continuing professional development through the Community Systems, Inc., Association of Fundraising Professionals, National Catholic Development Council, Planned Giving Council of Central Ohio, American Council on Gift Annuities, and the Ohio Prospect Research Network.

Her community experience includes serving on the Board of Directors for National Catholic Development Council; the National Catholic Ministry to the Bereaved; the Salesian Boys & Girls Club; the Junior League of Columbus; the Center for New Directions; the Board Development Network; and the League of Women Voters.

Awards received include: Walter & Marian English Award for the outstanding volunteer of the year from the United Way of Franklin County (1980); Outstanding Young Women of America (1982); JC Penney Golden Rule Award for outstanding volunteer of the year (1993); Presidents Award from the Junior League of Columbus for outstanding community volunteer service (1992)

We recommend a retainer fee contract of \$60,000 for full service grant representation, research and writing. This contract will provide full coverage of all local, regional, state or federal grants and completion of a range of private foundation grants.

We understand that funds related to the Gulf of Mexico Deepwater Horizon oil spill restoration funds and federal RESTORE Act funding are the priority of the City, however, the firm will also provide grant preparation and technical assistance to the City on all other municipal matters during the contract period as time permits. It would be in the best interest of the City to continue to pursue ***all possible grant avenues*** simultaneously for the City's priority projects.

In the absence of an annual retainer fee, our services are charged on an hourly basis at \$125/hour or on a project basis. Project based services are determined based upon the individual project.

Additional costs may include costs and expenses incurred on behalf of the client:

Our fees include charges incurred for research, professional staff, office expenses and other overhead type expenses. Costs which are not covered by this fee include fees directly related to client grant submissions (photocopies and notebooks), federal express, mailing, advertising and public notices, travel expenses, engineering fees and other fees necessary to the submission of an application. These fees will not be incurred without prior approval of the client.

Piggyback Services:

In Rem Solutions currently has a retainer contract with a Florida municipality that could be used to piggyback services. The contract will be made available upon request.