

LISA S. MINSHEW, P.A.
ATTORNEY AT LAW

Lisa S. Minshew
FL - 1986
CA - 1989
PA - 1985

433 EAST GOVERNMENT STREET
PENSACOLA, FL 32502

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VIA HAND DELIVERY

December 5, 2013

Edward E. Spears
Executive Director
Community Maritime Park Associates, Inc.
City of Pensacola
City Hall 5th Floor
222 W. Main Street
Pensacola, Florida 32541

Re: CMPA RFP 2013-01 Legal Services

Dear CMPA,

Please accept this package from Lisa S. Minshew, P.A. in response to the above referenced RFP for legal services. This proposal would provide for an annual contract to provide limited legal services to CMPA, Inc., a 501c3 not for profit. The limited legal services proposed to be provided to the CMPA, Inc are summarized in the RFP 2013-01. The contract would be mutually cancelable upon the delivery of a thirty (30) day written notice by either party. This letter will set forth the other terms of my proposal. Enclosed for your consideration is my current resume.

As a native of Pensacola, a Pensacola Pelicans/Blue Wahoos season ticket holder since 2004 and a vocal proponent of the V. Whibbs Sr. Community Maritime Park, I would be honored to provide my twenty eight (28) years of legal experience to assist, advise and serve the CMPA, Inc. Board as it oversees the development and management of the Community Maritime Park, for the benefit of all citizens of our community.

My fees are based upon the actual time expended on behalf of the CMPA, Inc. My current hourly rate is \$250.00 per hour in office and \$300.00 for in-court or arbitration hearings. However, in light of the 501c3 status of CMPA, I propose to provide legal service to you for \$200.00 per hour for all representation. My paralegal hourly rate is \$85.00 for junior paralegal and \$100.00 for senior paralegal. As always, I will endeavor to provide cost-effective representation, including the use of very experienced paralegals at a lower billable rate. My twenty eight (28) years of experience in real estate, land use, construction, business and commercial leasing law allow me to quickly reach thorough legal opinions and to provide alternative options for consideration without the need to educate myself on the basics of the law in these areas. The benefit to the CMPA is better legal advice at a total lower cost.

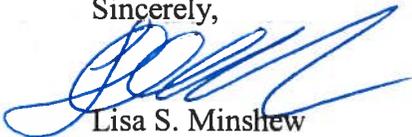
Each monthly statement will reflect a specific explanation and an entry to the tenth of an hour for any charges. In the event that I am required to expend any costs on behalf of the CMPA such as postage, fax charges, travel expenses, reimbursement for out of city mileage based upon current IRS rate and other similar expenses, those charges will be identified specifically each month. Unless authorized in advance, such costs will not exceed \$100.00 per billing statement. In the event any amount owed for professional services and/or costs remains outstanding for a period exceeding thirty (30) days a charge of 1 ½% per month will be added to the bill.

Pursuant to the RFP 2013-01, I will cap the up-front expense to become acquainted with the current CMPA issues and documents at \$2,000.00 or less. This proposal for services includes attendance at all full board meetings of the CMPA serving as Counsel and Parliamentarian to the Board. I will upon full execution of a legal services contract with the CMPA block the afternoon of each third Wednesday of the month during the term of the contract, for this purpose. If a current conflict exists between my previously scheduled appointments and any previously scheduled CMPA full board meetings, I will make every effort to reschedule in order to attend all full board meetings thereafter.

Invoices for legal services are mailed on or near the first of the month and include all charges for the previous month incurred through the 20th day. I request that if you have any questions concerning the statements that you call them to my attention promptly, but not later than twenty (20) days after receipt.

Thank you in advance for your consideration of this proposal submitted in response to the RFP 2013-01 for contract legal services to the CMPA, Inc. If I can answer any questions or provide any other documentation or references please let me know.

Sincerely,



Lisa S. Minshew

Enclosures

RESUME
FOR CONSIDERATION IN PROPOSAL TO PROVIDE LEGAL SERVICES TO
COMMUNITY MARITIME PARK ASSOCIATES, INC.

LISA S. MINSHEW

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PROFESSIONAL EXPERIENCE

REAL ESTATE ATTORNEY since 1985

LAND USE PERMITTING AND DEVELOPMENT

Secured zoning, subdivision, environmental (DEP/COE), building, and other regulatory approvals and negotiated construction documentation for large tract residential projects, hotels/resorts, offices, malls and shopping centers in Florida, California, Nevada, Oregon, Hawaii, Pennsylvania, New Jersey, Guam, Mexico and Canada; secured Master Plan approvals for three major multi-use/residential developments in southwest Escambia County using wetland density transfers; obtained land use approvals from county and successfully eliminated citizen group opposition for a large expansion of an oceanfront Kauai resort located on state land adjacent to Hawaiian burial grounds; negotiated with governmental officials on approval and construction for 500 room/convention center golf resort expansion in Indian Wells, California; represented Escambia County Zoning Board of Adjustments and Planning Board; led draft of first integrated Land Development Code for Escambia County in 1990s; regularly negotiates with and presents zoning, land use, stormwater, submerged lands, wetland and other permitting applications to local building officials, elected and appointed boards, FDEP and Army Corp of Engineers, including successful resolution of alleged violations.

LEASING

Negotiated on behalf of Union Oil, as tenant, in 450,000 sq. ft. lease of Unocal headquarters in Los Angeles; frequently represents commercial landlords in drafting, amending and terminating leases.

REAL ESTATE ACQUISITIONS AND CONSTRUCTION CONTRACTS

Negotiated on behalf of and advised international investment/development corporation on purchase, management, permitting, expansion and construction of resort properties throughout Pacific Rim and western U.S., including purchase and expansion of Hyatt Grand Champions in Indian Wells, California, a 45 acre resort, with 88,000 sq. ft. of exhibit space, two 18 hole championship golf courses and the Newsweek Champions Cup Tennis Tournament; frequently a transactional attorney drafting, negotiating and enforcing the terms of purchase escrow agreements, commercial access easements, engineering service contracts, architectural service contracts, construction contracts, and restrictive covenants.

LITIGATION

Plaintiff's counsel in commercial and real property matters involving contract disputes; home/condo owner association disputes; insurance claims; construction liens; permitting; land use approvals; construction defects; engineering design defects; flooding; fraud/misrepresentation and other business litigation.

LENDING

Represented a variety of lenders in foreclosure and loan workout litigation in Los Angeles, California during savings and loan crisis in 1980-1990s; Represented Resolution Trust Corporation (RTC) in resale of devalued assets including commercial and large residential developments in California; Represented private and corporate lenders in foreclosure actions in Florida 20+ years; Representing borrowers in complex commercial loan workout and foreclosure litigation; Mediating foreclosure and loan workouts throughout Northwest Florida region.

ENVIRONMENTAL

Directed engineers and ecological consultants in environmental assessments (DEP, Army Corp of Engineers, EPA, County) for permitting and environmental impact reports involving wetlands, coastal construction(sea walls/docks), groundwater contamination, sinkholes, asbestos remediation, solid waste management and recycling facility construction.

PROFESSIONAL POSITIONS

- 2011-CURRENT Civil Traffic Infraction Hearing Officer for the First Judicial District - State of Florida.
- 1992-CURRENT Lisa S. Minshew, P.A. (Located in City of Pensacola). Commercial transactional, Business litigation & Real Estate development practice. Owner/attorney. Contract attorney provided land use advice to Escambia County, Florida, it's Planning Board, Board of Adjustments and BCC in 1992-1993.
- 2004-CURRENT Minshew Mediation Center (Located in City of Pensacola). Full service mediation center. Senior circuit civil mediator. Certified Circuit Civil Mediator by Florida Supreme Court.
- 1990-1992 Jeffer, Mangels, Butler & Marmaro,(Located in Los Angeles). Senior real estate associate attorney. Real estate development practice. Supervised staff of eight attorneys, paralegals and support personnel.
- 1989-1990 Strook, Strook & Lavan,(Los Angeles). Real estate associate attorney. Land Use/hotel resort practice (Pacific Rim investments). Supervised staff of four attorneys, paralegals and support personnel.
- 1986-1988 Connolly, Chandor & McAndrews,(Philadelphia region). Real estate associate attorney. Land use, commercial and residential land development.
- 1984-1986 McBride & Murphy,(Philadelphia region). Real estate associate attorney.
- 1981 City of San Diego Planning Department, as intern. Drafted amendments to industrial element of city comprehensive plan.

BAR MEMBERSHIP

Pennsylvania - 1985, Florida - 1986, California - 1989 (All current)

ACADEMIC BACKGROUND

- University of San Diego School of Law - Juris Doctor, 1984
Third year - University of Pennsylvania Law School (Philadelphia)
- California State University at San Diego - Bachelor of Arts, with distinction - 1981
Major - Political Science Minor - Land Use Planning
- Pensacola Junior College - Associate of Arts- 1978

***COMMUNITY INVOLVEMENT* - Not for Profit Participation**

- Native of City of Pensacola - born 1958
- United States Navy Restoration Advisory Board - Member Eighteen Years and Previous Chairman
Board oversees Environmental Cleanup of over 20 contaminated sites at NAS Pensacola
- Winterfest of Pensacola, Inc. - Board of Directors and corporate sponsor twelve years
Organization promotes downtown Pensacola through Christmas trolley tours
- Pensacola Opera - Board of Directors nine years and Governance Committee Chair
- Pensacola Youth Baseball - Board of Directors and Secretary
- Pensacola Training Academy - Board of Directors