

ODOM & BARLOW, P.A.

ATTORNEYS AT LAW

1800 NORTH "E" STREET
PENSACOLA, FLORIDA 32501

BRADLEY S. ODOM*
RICHARD D. BARLOW
ROBERT W. KIEVIT**
ELLEN D. ODOM**
*Also licensed in Alabama
**Of Counsel

December 5, 2013

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VIA HAND DELIVERY

Edward E. Spears
Executive Director
Administrative Office of the CMPA
222 West Main Street, 5th Floor
Pensacola, Florida 32502

Re: Community Maritime Park Associates, Inc. Legal Services
CMPA Request for Proposals No. 2013-01

Dear Mr. Spears:

Please accept this submittal as this firm's response to Request for Proposals No. 2013-01 recently issued by the Community Maritime Park Associates, Inc. (CMPA) to provide legal services on a contractual basis. For the reasons outlined below, we believe this firm to be uniquely qualified to provide the services being sought by the CMPA, as outlined in the six (6) bullet comments listed in the Request for Proposals.

Most importantly, since 2003 this firm has served as general counsel to the Emerald Coast Utilities Authority, formerly known as the Escambia County Utilities Authority (ECUA), a local governmental body. Accordingly, we were integrally involved in all stages of the largest public works project to have ever been undertaken in Escambia County, Florida -- namely replacing the Main Street Wastewater Treatment Plant in downtown Pensacola with the new Central Water Reclamation Facility located in Cantonment. This project alone involved various financing agreements, large real estate transactions, numerous construction contracts, coordination with various governmental entities, and a host of other legal issues. Our qualifications to serve as counsel to the CMPA, however, do not end there.

If this firm is selected by the CMPA, it is anticipated that I would serve as primary counsel. I have provided legal services to ECUA since 1994 and have served as its general counsel and acted as its Parliamentarian since 2003. As ECUA's general counsel, I have negotiated, drafted, reviewed, and implemented countless contracts and policies. I have also provided that entity with legal advice on a multitude of subjects. Additionally, Mr. Barlow has handled numerous real estate transactions on behalf of that entity alone.

Edward E. Spears
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In addition to representing ECUA, both Mr. Barlow and I have represented numerous not-for-profit entities for over a decade. We thus believe that this firm has a wealth of experience in the areas specified in the Request for Proposals.

The two attorneys who serve as of counsel to this firm further bolster its qualifications. Robert W. Kievit practiced in this community for several decades and served as counsel to ECUA from its formation in 1981 until 2003. Ellen D. Odom, on the other hand, served as general counsel for the Escambia County School Board from 2004 to 2007 and also served as its Parliamentarian during that time. In that capacity, she also negotiated, drafted, and reviewed countless contracts and policies.

Although we could go on, I hope the above serves as an adequate synopsis of this firm's qualifications. Should you desire additional information about the background and experience of the attorneys associated with this firm, please refer to the information attached hereto at Tab 1. Additionally, attached hereto at Tab 2 is a page displaying our letterhead, the hourly rate to be charged to the CMPA assuming a one-year contract within the parameters outlined in your Request for Proposals.

We trust that the above provides you with the information which you require. We look forward to serving the CMPA.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bradley S. Odom', written over a horizontal line.

Bradley S. Odom

BSO:cab

Enclosures

Tab “1”

ODOM & BARLOW, P.A.

QUALIFICATIONS, EDUCATION, AND EXPERIENCE

Bradley S. Odom is a Pensacola native who graduated *cum laude* from Vanderbilt University in 1989, majoring in economics and political science. He graduated from the Florida State University College of Law with high honors in 1991. He was also a member of the Order of the Coif, *Law Review*, and the *Journal of Land Use and Environmental Law*. After completing his formal education, Odom became an attorney for the Army's Judge Advocate General's Corps, culminating with his being the senior felony prosecutor for Fort McClellan, Alabama. Additionally, Odom's trial skills were honed while a Special Assistant U.S. Attorney for the Northern District of Alabama. After serving in the Army, Odom returned to Pensacola in 1994 and began the private practice of law. His practice is divided between a general civil practice and local governmental law issues. He currently serves as General Counsel to the Emerald Coast Utilities Authority and has been a member in good standing of The Florida Bar since 1992.

Richard D. Barlow graduated *cum laude* from Florida State University in 1997 with a bachelor's degree in finance. Thereafter, he attended the University of Florida College of Law. While in law school, Barlow served as the editor of the *Journal of Technology Law and Policy*. Additionally, he served as a teaching assistant for the law school's Legal Research and Writing and Appellate Advocacy classes. Upon graduating from law school in 2000, Barlow began practicing law in Pensacola. Currently he is an agent for the Chicago Title Insurance Company and is an approved closing agent for numerous national lending institutions. He has an active general civil practice. He has been a member in good standing of The Florida Bar and the Escambia-Santa Rosa Bar Association since 2000.

Robert W. Kievit received a degree in business administration, and graduated Phi Beta Kappa and with honors from Lehigh University. After serving as an Air Force pilot and working in industrial management, he returned to school and received his law degree from Duke University in 1975. He was admitted to The Florida Bar in 1975. Kievit divided his practice between a general civil practice and the representation of governmental entities. Kievit's civil practice emphasized real property, corporate and business law, and wills, estates and estate planning. Kievit has been licensed as an attorney and counselor at law in all Florida courts since 1975. He is currently of counsel to the firm.

Ellen D. Odom received her undergraduate degree from the University of Florida in 1991, and she received her law degree from the Cumberland School of Law of Samford University in 1995. She began practicing law in Pensacola in 1995 as an Assistant Public Defender. Thereafter, she served as a Staff Attorney for the First Judicial Circuit, and as General Counsel for the Escambia County School Board. She has been a member in good standing of The Florida Bar since 1995. She is currently of counsel to the firm.

Tab "2"

ODOM & BARLOW, P.A.

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2014 FEE SCHEDULE CMPA

Attorneys	\$195 per hour*
Paralegals	\$90 per hour

*Odom & Barlow, P.A. will charge no more than One Thousand Dollars (\$1,000) for the assumed 7.5 to 10 hours to become acquainted with the various legal issues confronting the CMPA and review the pertinent legal documents.