

Langton Associates IN REM Solutions

Grant Writing, Grant Administration, Public Affairs
Serving Florida for over 31 Years



Proposal for City of Key West

RFP#002-13

Request for Proposal for Grant Writing Services

Issue Date: December 19, 2012

Submission Date: January 16, 2013 3:00 p.m.

Langton Associates, Inc.
4830 Atlantic Blvd., Jacksonville, FL 32207
(P) 904.598.1368 (F) (904) 598-1337
Contact: Michael Langton, President
mlangton@langtonconsulting.com



LANGTON
ASSOCIATES

January 16, 2013

City Clerk
City of Key West
3126 Flagler Avenue
Key West, FL 33040

RE: Grant Writing Services RFP# 002-13

Dear City Clerk:

Langton Associates, Inc. and **In Rem Solutions, Inc.** are pleased to submit this joint proposal to provide the above referenced services. Our firms have extensive experience jointly serving local government clients around the State such as the City of Boca Raton, Village of Wellington, Town of Lake Park and Seminole County.

Langton Associates, Inc. and **In Rem Solutions, Inc.** are two (2) small firms of professionals with a wide breath of experience and expertise. We are selective with the clients we pursue and are not in the business of amassing an extensive client list. We service a few select clients with the highest priority, focus and attention. The guiding principals of our relationship with our local government clients include:

- * No grant is too small. No grant is too big. We pursue any and all grants that are of interest to our client.
- * Single point of contact between client and firm. While we provide a Team of consultants to work in a client's behalf, a Lead Consultant is assigned to each client to facilitate strong and immediate communication linkages.
- * Each client is treated as if they are our only client. Accessibility to our Team and quick response to our clients needs are of paramount importance.

Langton Associates, Inc. has had the pleasure of working for the City of Key West as your contract Grant Writer from 2003 until 2005 and was successful in bringing you \$4,443,000.00 in grants during that period. As a result of working for the City for 3 years we are very familiar with the area and the unique challenges of governing on an island!

Langton Associates (Established in 1981), a Florida based public affairs consulting firm, specializes in state and federal lobbying; grant writing; and grant administration. We have been serving clients nationally for over 31 years. During that time, we successfully served a number of local governments increasing their competitive grant incomes and securing many special appropriations. We have raised over \$300 million for our clients. \$4.4 million of that total for the City of Key West.

While we maintain expertise in nearly all Federal Government and State of Florida grant programs, some of our greatest successes and strongest relationships are in the following areas:

- * Homeless Assistance
- * Historic Preservation
- * Emergency Management and HMGP
- * Energy Efficiency Programs
- * Land Acquisition and Recreation
- * Work Force Housing
- * Economic Development

Established in 1994, **In Rem Solutions** is a Boca Raton based consulting firm specializing in grant writing, municipal projects, program advocacy and special event planning. Its clients include municipalities and not-for-profit organizations. **In Rem Solutions** is a State of Florida certified Minority Business Enterprise (MBE) and is doing business full-time in Florida.

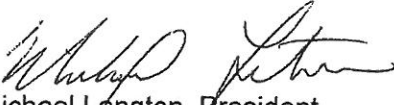
Langton Associates is based in Jacksonville, Florida, but will plan periodic visits to discuss grant projects with staff. The availability of e-mail and other direct communication devices expedite contact with clients reducing the need for on-site visits. The Project Manager and **Lead Consultant** in this proposal is Michael Langton, President of **Langton Associates** who will be assisted by Lisa King, Vice President, and Heather Pullen, Public Affairs Consultant.

In Rem Solutions's Consultants include President Lisa N. Mulhall with the assistance of two experienced associates, Cynthia A. Krebsbach and Kathleen M. Rhodes. Each of them 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 and will operate out of their Boca Raton office.

In the current fiscal climate, with local governments reeling from the impact of property tax reform and the recession, a competitive edge in your grants program is even more important. We would be proud to assist the City of Key West (**once again**) by providing that competitive edge.

Michael Langton is the duly authorized officer or agent of **Langton Associates, Inc.** and **In Rem Solutions, Inc.** and is empowered with the right to bind the companies to this RFP.

Sincerely,



Michael Langton, President
Langton Associates, Inc.

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General Business Information

Proposer:	Langton Associates, Inc	IN REM Solutions, Inc
Address:	4830 Atlantic Blvd. Jacksonville, FL. 32207	875 Urelia Street Boca Raton, FL 33486
Phone Number:	904-598-1368	561-955-1550
Fax Number:	904-598-1837	561-955-1551
Principal in Charge:	Michael Langton	Lisa Mulhall
Email Address:	m-langton@langtonconsulting.com	l-mulhall@inremsolutions.com
Contact Person:	Michael Langton	Lisa Mulhall
Business Type:	National	State of Florida
Legal Status:	Corporation	Corporation
Date Incorporated:	April 19, 1982	1994
State Incorporated:	Florida	Florida
Type of Company:	Parent	Parent
Location work to be performed from:	4830 Atlantic Blvd. Jacksonville, FL. 32207	875 Urelia Street Boca Raton, FL 33486
Number of Professional Staff:	Four	Four

Langton Associates and IN REM Solutions are licensed, permitted and/or certified to do business in the State of Florida. Copies of all licenses issued to the business entity are attached.

Langton Associates

For over thirty years **Langton Associates** has provided grant consulting services to over thirty local governments and organizations. Our services have provided over \$300 million in funding to our clients.

Langton Associates has a broad brush of experience in grant writing, grant planning, plan development, and grant administration in nearly every housing, neighborhood revitalization and economic development program offered by the Federal government and the State of Florida. The firm, in its over 30 years in business, has assisted over 30 local governments in their operations of the above programs. **Langton Associates** has also served as a statewide consultant for Technical Assistance to the Florida Housing Finance Corporation and the Florida Catalyst Program and the Neighborhood Stabilization Program for the Department of Community Affairs.

Langton Associates, Inc. and its Principal Michael Langton's work with the Community Development Block Grant (CDBG) Entitlement and Small Cities Programs, the Federal HOME Investment Partnership Program, and the State Housing Initiatives Partnership Program (SHIP), span over three decades. Since its establishment in 1981 these programs have represented a substantial portion of the **Langton Associates** grant writing and grant administration work.

IN REM Solutions

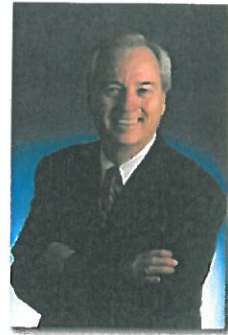
IN REM Solutions, Inc. is a 18 year-old South Florida based municipal consulting firm specializing in grant writing, municipal projects, program advocacy and special event planning. Its clients include municipalities and not-for-profit organizations. **IN REM Solutions** is a State of Florida certified Minority Business Enterprise (MBE) and is doing business full-time in Florida. **IN REM Solutions** is familiar with state and federal grants through its work with nonprofit organizations and municipalities. Firm clients include the City of Pembroke Pines, City of Ft. Myers, City of Lauderhill, and City of Boca Raton. The firm also serves Lake County, Seminole County and Palm Beach County. The firm is knowledgeable of state and federal grant sources and the required rules and guidelines.

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. She and her associates all reside in Palm Beach County and have strong familiarity with state, federal and local private and corporate funding sources.

Key Personnel

Michael Langton, President Langton Associates

For nearly forty years Michael Langton has built his career around grants. Michael's introduction to grant funding began with the Community Development Block Grant program in 1974. He later moved to healthcare, running the grants and lobbying department at Shands Jacksonville Hospital. He became familiar with the funding side of grants in his service as a member of the Florida House of Representatives. He was Co-Sponsor of the William Sadowski Act, which enacted the SHIP Program.



His other associations include Past President of Jacksonville Jaycees, Board of Governors of Chamber of Commerce, Board of Boys and Girls Club, and President of North Florida Land Trust. Michael is also owner of LB Jax Development, LLC, a real estate development firm responsible for \$90 million in projects. His vast experience in both real estate development and grants has made him a frequent consultant to Community Redevelopment Agencies in project development as well as funding acquisition. The vast wealth of experience makes him a valuable asset from idea formation to funding acquisition to project close out.

Lisa King, Vice President Langton Associates

Lisa began her grant career with Langton Associates in 1991. Having worked as Congressional Staff and then staff to Mike Langton in the Florida House of Representatives, she developed an understanding for the funding end and legislative process of grant development. After joining Langton Associates, Lisa's focus centered on environmental land acquisition, historic preservation, recreation facilities grants, coastal management and cultural facilities.



As a Florida native she was able to put her talents to use in assisting local governments in the fields of recreation, coastal management and cultural facilities programs. She has further developed experience in obtaining community visioning grants and facilitating these projects. Her expertise has been key to obtaining funding for the development of over 50 parks as well as construction and renovation of civic centers, art galleries and environmental learning centers. King authored the successful Communities Trust application on behalf of the City of Key West for acquisition of the Key West Botanical Gardens addition. Her passions include environmental projects and historic preservation and her vast experience includes lobbying for such programs in Tallahassee and Washington D.C. as a registered lobbyist.

Heather Pullen, Senior Public Affairs Consultant Langton Associates

Heather joined the Florida Department of Community Affairs in 2006 with a focus on CDBG operations, specifically in the area of Disaster Recovery, assisting local government recipients with successfully implementing their 2004 and 2005 Disaster Recovery Program grants, by supplying technical assistance through workshop planning and on-site monitoring visits. In 2008, Ms. Pullen joined the



Florida Small Cities Community Development Block Grant Program Operations Unit where she managed the FloridaPAPERS Request for Funds system, managed federal reporting, including HUD Disaster Recovery Grant Reporting, and approved consolidated plans for grantees throughout the state. She then joined the firm in 2009 and has since focused on managing and implementing HUD's Neighborhood Stabilization Program (NSP) monitoring federal compliance issues, providing technical assistance and program guidance, and completing the Environmental Review Process for state and federal recipients.

From April 2010 to July 2010, Ms. Pullen assisted the Florida Department of Community Affairs with providing on-site rapid response Technical Assistance for eight Neighborhood Stabilization Program grant recipients throughout the State of Florida. She has also assisted the Florida Department of Community Affairs in the development of the Public Assisted Housing portion of Florida's 2011-2015 Consolidated Plan. In mid-2010, Ms. Pullen began assisting senior staff with grant writing and has completed two 2011-2012 Florida Recreation Development Assistance Program (FRDAP) grants for clients within the State of Florida.

**Genevieve Fletcher, Researcher and Grant Writing Assistant
Langton Associates**

With a passion for writing, community building, and affecting change, grant writing seemed a perfect avenue for engagement in community projects and collaborative causes for Genevieve.

Genevieve does grant research for the firm, sending out weekly SMARTGrants™ E-mails to clients alerting them to the current Federal, State, and Foundation grants that are available. Genevieve also ensures efficiency in the office by performing secretarial and organizational tasks. She answers the phones, compiles and mails out grants and RFPs, does filing and other organizing that allows the other staff to focus on their specific projects at hand. Genevieve provides general office support and assists in research, as well as grant and proposal writing.



**Lisa N. Mulhall, President
IN REM Solutions**

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 a strong leadership factor in the In Rem Solutions team.

Ms. Mulhall's grantwriting experience is extensive. Twelve years of municipal grantwriting representation has resulted in experience with nearly every major state and federal grant program. Ms. Mulhall was primarily responsible for every grant application listed in the grant experience section of this proposal. She has a portfolio of grant applications in the arenas of Parks and Recreation, Police Services, Engineering and Utilities, Water Utilities and Community Development. Her expertise has led to the receipt of significant amounts of funding from the Florida Department of Community Affairs, Florida Department of Environmental Protection, Florida Department of Transportation, the Federal Emergency Management Agency (FEMA) and the Department of Justice COPS office.



**Kathleen M. Rhodes, Associate
IN REM Solutions**

A graduate of Yale University, Ms. Rhodes has more than 19 years of government, parks 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.



With In Rem Solutions, Ms. Rhodes's grantwriting experience in the municipal sector is broad. Years of municipal grantwriting has resulted in experience with many of the major state and federal grant programs. She has a portfolio of grant applications in the arenas of Education, Parks and Recreation, Historic Preservation, Emergency Management, Police and Fire Services, Engineering and Utilities, Water Utilities and Community Development.

**Cynthia A. Krebsbach, Associate
IN REM Solutions**

A graduate of St Mary's of Notre Dame in 1981, Krebsbach has great experience in the areas of nonprofit and government funding sources. Five years of leadership in the nonprofit sector has gained Krebsbach extensive experience in fundraising and alternative sources of funding.



Krebsbach has attended the Grantsmanship Training Center's five day Grant Training Program and several one-day grant training programs. She understands the opportunities and challenges involved in fund development and capital campaigns for nonprofit and government organizations. She advises nonprofit organizations on private sector funding sources.

Ms. Krebsbach is active in civic affairs and stays abreast of local funding matters. She is a member of the South Florida Donor's Forum. She is also active in Palm Beach County community organizations. She serves on the Board of Directors of the Junior League of Boca Raton, Inc. and is a past president of the organization. She also serves on the Board of a Family Foundation and of a local Endowment Fund.

**Patricia Moloney, Associate
IN REM Solutions**

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.



Langton Associates

Langton Associates was founded in 1981. In our over 31 years of service, we have helped numerous local governments and organizations identify and successfully obtain grant funding.

The following is a comprehensive listing of our clients since the 1990's to the present, the terms of our service and the services performed:

Government/Organization	Term	Services
Alachua County	1997 - 2001	Project development and grant writing for numerous federal and state competitive grants
Broward County	1997 - 2001	Project development and grant writing for numerous federal and state competitive grants, management consulting
City of Boca Raton	1996 - 2009	Project development and grant writing for numerous federal and state competitive grants
City of DeBary	1996 - 1997	Project development and grant writing for numerous federal and state competitive grants
City of Delray Beach	2000 - Present	Project development and grant writing for numerous federal and state competitive grants, training
City of Fort Lauderdale	2001	Contracted for Florida Communities Trust Grant Submittal
City of Garden City	2009	Contracted for NSP, Needs Assessment and Grant Writing
City of Jacksonville	1996 - 2007	Project development and grant writing for numerous federal and state competitive grants, training
City of Jacksonville Beach	2001	Contracted for Florida Communities Trust Grant Submittal
City of Key West	2003 - 2005	Project development and grant writing for numerous federal and state competitive grants
City of Lake Park	1998 - 2000	Project development and grant writing for numerous federal and state competitive grants
City of Lake Worth	2005 - 2009	Project development and grant writing for numerous federal and state competitive grants
City of Miramar	2008	Contracted to perform Community Workforce Housing Improvement Program Submission
City of Norfolk	2005	Ryan White Grant writing
City of Orlando	2005 - 2009	Project development and grant writing for numerous federal and state competitive grants, management consulting, training
City of Panama City	1992 to Present	Project development and grant writing for numerous federal and state competitive grants
City of Wellington	1996 - 2000	Project development and grant writing for numerous federal

		and state competitive grants
Clay County	2012 - Present	Project development and grant writing for numerous federal and state competitive grants
Delray Beach CRA	1997	Project development and grant writing for numerous federal and state competitive grants
Florida Agricultural Museum	1997 - 1998	Project development and grant writing for numerous federal and state competitive grants
Goodwill Industries of Middle Georgia	1998	Project development and grant writing for numerous federal and state competitive grants
Goodwill Industries of North Florida	1998	Project development and grant writing for numerous federal and state competitive grants
Goodwill Industries of San Antonio	1998	Project development and grant writing for numerous federal and state competitive grants
Goodwill Jacksonville	1999	Project development and grant writing for numerous federal and state competitive grants
Goodwill Manasota	1997	Project development and grant writing for numerous federal and state competitive grants
Jacksonville Chamber of Commerce	2002	Project development and grant writing for numerous federal and state competitive grants
Jacksonville Electric Authority	2005	Project development and grant writing for numerous federal and state competitive grants, grant administration
Lake County	2009	Contracted to develop Neighborhood Stabilization Program Submission
Leon County	1996 - 1997	Project development and grant writing for numerous federal and state competitive grants
Martin County	2002 to Present	Project development and grant writing for numerous federal and state competitive grants, training
Monroe County	2006	Project development and grant writing for numerous federal and state competitive grants, training
Nassau County	1999 - 2000	Project development and grant writing for numerous federal and state competitive grants
Palm Beach County	1998 - Present	Project development and grant writing for numerous federal and state competitive grants
Sarasota County	2005	Contracted for Florida Communities Trust Grant submittal
Seminole County	2007 to Present	Project development and grant writing for numerous federal and state competitive grants
South Florida Goodwill	2003 - 2005	Project development and grant writing for numerous federal and state competitive grants
St. John's River Water Management District	2012 to Present	Project development and grant writing for numerous federal and state competitive grants

University of North Florida	1997	Contracted for Juvenile Justice Grant submittal
Volusia County	1996 - 1997	Project development and grant writing for numerous federal and state competitive grants
Wilton Manors	2000	Project development and grant writing for numerous federal and state competitive grants
WorkSource	2000 - 2001	Project development and grant writing for numerous federal and state competitive grants

The firm's average win rate for the past five years:

	<i>Success Rate</i>	<i>Percent Success Rate</i>	<i>Grant Proceeds</i>
<i>2007</i>	<i>17 in 57</i>	<i>30%</i>	<i>\$10,363,538.80</i>
<i>2008</i>	<i>21 in 30</i>	<i>70%</i>	<i>\$30,349,608.00</i>
<i>2009</i>	<i>31 in 52</i>	<i>60%</i>	<i>\$38,979,014.74</i>
<i>2010</i>	<i>6 in 16</i>	<i>38%</i>	<i>\$13,259,853.00</i>
<i>2011</i>	<i>12 in 24</i>	<i>50%</i>	<i>\$18,843,503.34</i>
<i>Total</i>	<i>87 in 179</i>	<i>49%</i>	<i>\$111,795,517.8</i> <i>8</i>

IN REM Solutions

Grant Results:

Pre-2004

\$900,000 – Wrote grant applications and video scripts that resulted 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 had 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)

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

2011 In Rem Solutions Grantwriting

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

\$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)

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

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 2007

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

Highlighted Experience

Federal Grant:

Project: Ryan White

Grantor: U.S. Department of Health and Human Services, Health Resources and Services Administration

Funding:	2000	\$8,000,000.00	2006	\$12,711,001.00
	2001	\$9,156,524.00	2007	\$565,076.00
	2002	\$9,871,953.00	2008	\$11,164,706.00
	2003	\$9,408,696.00	2009	\$11,623,529.00
	2004	\$10,092,872.00	2010	\$12,436,471.00
	2005	\$8,276,018.00	Total:	\$103,306,846.00

Since 2000, Langton Associates has helped our long-time client Palm Beach County successfully acquire funding for their Ryan White Program. The Ryan White Program works with cities, states, and local community based organization to provide HIV-related services to more than half a million people each year. The program is for those who do not have sufficient health care coverage or financial resources for coping with HIV disease. Langton Associates has prepared successful Ryan White Program Proposals totaling more than \$100 million for Palm Beach County since 2000.

State Grant:

Project: Key West Botanical Gardens Addition

Grantor: Florida Communities Trust - Florida Department of Community Affairs

Program: Florida Forever

Funding Amount: \$3,381,000

In 2005, Langton Associates assisted the City of Key West in the development of an existing project for which funding had been previously pursued unsuccessfully, the purchase of land for the Key West Botanical Garden. After working with staff and local stakeholders to redevelop the project approach, Langton Associates provided the results of intense research including the approach desired by the funding agency to meet scoring criteria. Whereas the previous application did not meet the criteria, the second application submitted with the help, assistance and expertise of Langton Associates, scored among the top five projects and was awarded the funding necessary to complete the project in the amount of almost \$3.4 million for the project.

Foundation Grant:

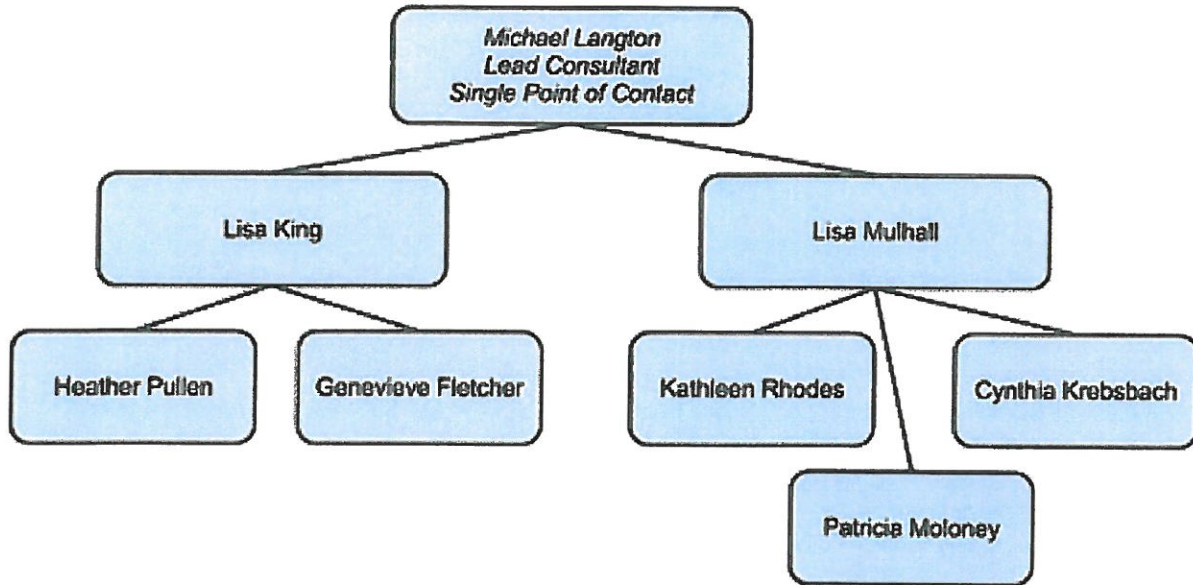
Project: Palm Beach County Homeless Advisory Board

Grantor: Quantum Foundation

Funding Amount: \$50,000

The mission of the Palm Beach County Homeless Advisory Board is the development of the Ten-Year Plan to End Homelessness as conceived by HUD; "leading a collaborative planning process to design, execute, and evaluate programs, policies and practices to prevent and end homelessness." When the Board decided they needed operational support in 2009, Langton Associates identified the Quantum Foundation as a funding source for a Senior Planner position. Langton Associates guided the Palm Beach Advisory Board through the intensive application process and ultimately acquired funding for the position.

Langton Associates & IN REM Solutions
Organizational Chart



Scope of Services

Planning

Through **on-site interviews** with the Mayor, Commissioners, City Manager, responsible department representatives and staff and review of materials, a list of your needs will be developed and then matched with resources available through various funding mechanisms (federal, state and foundation). We make extensive use of our internal and external resources to determine appropriate sources of funding to accomplish your goals. This activity will result in the submission of a *Strategic Grants Plan*.

Our understanding of your goals, projects and programs will give us a sound working knowledge of your needs and will help us identify potential funding that applies and is in line with your goals and ideals. Thus, constant communication is imperative in building a symbiotic relationship wherein both parties operate concurrently and collectively to drive a successful venture. To facilitate communication **a single point of contact is created**. Michael Langton, President of Langton Associates will serve as the **Lead Consultant** for the City of Key West.

Langton Associates and **IN REM Solutions** will be available to meet with staff, via telephone or video conferencing, and on-site visits, to review the *Strategic Grants Plan* as well as available funding opportunities, targets and strategies to achieve funding. Along the way, projects and programs that emerge will be reviewed to ensure that the best presentation is developed. This will include a review of outcomes, benchmarks, timelines, budgets and approach to ensure that these line up with the requirements of funders.

Identification

Grant funding comes from a variety of sources and in order to stay abreast with the latest funding sources and opportunities, **Langton Associates** and **IN REM Solutions** search and review opportunities daily to identify sources of funding for our clients. Through the use of the *Strategic Grants Plan*, we match funding with projects and programs to tailor funding reports to our clients needs.

Additionally, every two weeks you will receive our *SmartGRANTS E-Mail Alert*, which outlines newly announced federal, state and foundation Notices of Funding Availability (NOFA), program notices, demonstration project notices and field intelligence. The *SmartGRANTS E-Mail Alert*, will be distributed to any and all city personnel you desire.

Grant Writing

Our grant development approach is as follows:

Review federal, state, and foundation Notices of Funding Availability, upcoming program notices and demonstration project notices and monitor new legislation

Identify funding prospects for specific client initiatives through such methods as a needs assessments and client driven requests

Plan grant projects and proposals working closely with project managers and staff, including the development of *Strategic Grants Plans* for new clients and periodic update of Plans for existing clients

Write the grant draft and submit the copy to client for review and edits. ***No grant is too small. No grant is too big.***

Edit the final draft and **Produce** the final document

Submit the final document per the requirements outlined by the grantor agency and provide client with copies

Follow-Up

Follow-up with the grantor agency to assure delivery of documents and monitor notification of award. ***Langton Associates*** and ***IN REM Solutions*** act as a liaison to the funding agency before, during, and after any application is made. By keeping in contact with the granting agency and/or grant making organization, we are able to supply additional supportive material, if needed.

Langton Associates and ***IN REM Solutions*** have the capacity to address multiple funding requests at a time. With a wealth of resources at the disposal of both firms, we are able to manage these requests in a timely and effective manner. ***Each client is treated as if they are our only client.***

Fees

Langton Associates and IN REM Solutions proposes to perform the following Grant Procurement Services for the following fees:

Full Service Contract includes Needs Assessment and Strategic Grant Plan, determination of relevant funding sources, preparation and submission of all grant applications, technical assistance for grant administration, research, intergovernmental relations with federal and state governments and bi-weekly email grant alerts (SMARTGrants Alerts) all for the lump sum of \$60,000 or \$5,000 per/month. This fee includes charges incurred for: travel to the client, research, professional staff, local and long distance telephone charges, printing, postage and miscellaneous supplies.

Costs which may be incurred by Langton Associates or IN REM Solutions employees on behalf of the client, but which are not included in the above fees are all advertising, travel expenses to Washington D.C., Tallahassee, Florida, architectural or engineering plans, and legal fees. These fees will not be incurred without the prior approval of the client.

Unlike some consulting firms, there are no hidden fees, charges or contingencies with the Langton Associates Team.

For more information please visit us at langtonconsulting.com or contact us at:

Michael Langton, President

Langton Associates, Inc

4830 Atlantic Blvd

Jacksonville, FL 32207

(904) 598-1368

(904) 598-1837

mlangton@langtonconsulting.com

Lisa Mulhall, President

IN REM Solutions, Inc

875 Urelia Street

Boca Raton, FL 33486

(561) 955-1550

(561) 955-1551

lmulhall@inremsolutions.com

Our two firms make every effort possible to share the workload 50/50 during the course of a contract year. Therefore, the work will be performed equally between our Jacksonville and Boca Raton offices.

Other Information

Certificate of Good Standing:

Both Companies certificates are attached.

Financial Information:

Neither Langton Associates or IN REM Solutions have ever filed for bankruptcy in the past nor do they currently have any such matter pending.

Litigation:

There are no past, pending or present litigations, arbitrations or disputes relating to the services described herein for either Langton Associates or IN REM Solutions.

Volume of Work With City:

Langton Associates - Grant Writer FY2003 - 2005

IN REM Solutions - No prior experience

Current Workload:

Our joint team of professionals have significant excess capacity to provide all anticipated services requested by this RFP. Our team currently handles multiple grant applications concurrently for each of our clients. No client's needs ever go unmet. No grant is too small, no grant is too big.

References

	Langton Associates
Client:	City of Panama City
Service Type:	Grant Research, Grant Consulting, Grant Writing
Address:	P.O. Box 1880, Panama City, Florida 32402
Contact:	Ken Hammons, City Manager
Phone/Email:	(850) 872-3010 ken.hammons@cityofpanamacity.com
Date of Service:	1992 - present
Client:	Martin County
Service Type:	Grant Research, Grant Consulting, Grant Writing
Address:	2401 SE Monterey Road, Stuart, Florida 34996
Contact:	Kate Parmelee
Phone/Email:	(772) 320-3095 kparmelee@martin.fl.us
Date of Service:	2006 - present
Client:	City of Delray Beach
Service Type:	Grant Consulting, Grant Writing, Grant Admin
Address:	100 Northwest 1st Avenue, Delray Beach, Florida, 33444
Contact:	Rich Reade
Phone/Email:	(561) 243-7009 reade@mydelraybeach.com
Date of Service:	2000 - 2012

	IN REM Solutions
Client:	City of Pembroke Pines
Service Type:	Grant Writing, Video Transcripts, Award Applications, Charter School Applications
Address:	13975 Pembroke Road, Pembroke Pines, Florida 33027
Contact:	Charles Dodge
Phone/Email:	(954) 437-1111 agonzolez@ppines.com
Term of Service:	12 years
Client:	City of Fort Myers
Service Type:	Grant Research, Grant Writing
Address:	2200 Second Street, P.O. Box 2217, Fort Myers, Florida 33902
Contact:	Maria Joyner
Phone/Email:	(239) 321-7145 mjoyner@cityftmyers.com
Term of Service:	4 years
Client:	Seminole County
Service Type:	Grant Research, Grant Writing
Address:	1101 East First Street, Sanford, Florida 32771
Contact:	Lin Polk
Phone/Email:	(407) 665-7177
Term of Service:	5 Years

ANTI-KICKBACK AFFIDAVIT

STATE OF FLORIDA

SS:

COUNTY OF MONROE

I the undersigned hereby duly sworn, depose and say that no portion of the sum herein response will be paid to any employee of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

BY: *Whitney J. [Signature]*

sworn and prescribed before me this 16th day of January, 2013

NOTARY PUBLIC, State of Florida

My commission expires: 8/10/2014

Heather S. Pullen



**SWORN STATEMENT PURSUANT TO SECTION 287.133(3)(A)
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS,

1. This sworn statement is submitted to
by Michael Langton, President

(print individual's name and title)

- for Langton Associates, Inc.

(print name of entity submitting sworn statement)

whose business address is 4830 Atlantic Boulevard, Jacksonville, FL 32207

and (if applicable) its Federal Employer Identification Number (FEIN) is

59-2247694 (if the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement):

2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "conviction" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 01, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
1. A predecessor or successor of a person convicted of a public entity crime: or
 2. An entity under the control of any natural person who is active in

the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members and agent who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment of income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statute means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement (indicate which statement applies).

X Neither the entity submitting this sworn statement, or any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH ONE (1) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR THE CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Michael Langton
(SIGNATURE)

1/10/13
(DATE)

STATE OF Florida

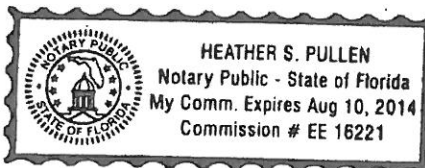
COUNTY OF Duval

PERSONALLY APPEARED BEFORE ME, the undersigned authority Michael Langton who, after first being sworn by me, (name of individual) affixed his/her signature in the space provided above on this 10th day of January, 2013

NOTARY PUBLIC

My commission expires: 8/10/2014

Heather S. Pullen



EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF FLORIDA)

: SS

COUNTY OF Duval)

I, the undersigned hereby duly sworn, depose and say that the firm of Langton Associates provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses per City of Key West Ordinance Sec. 2-799.

By: *Malcolm Peterson*

Sworn and subscribed before me this
10th day of January, 20 13.

Heather S. Pullen

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 8/10/2014



ANTI-KICKBACK AFFIDAVIT

STATE OF FLORIDA

SS:

Palm Beach
COUNTY OF ~~MONROE~~

I the undersigned hereby duly sworn, depose and say that no portion of the sum herein response will be paid to any employee of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

BY: *Lisa M. Muller*
IN Rem Solutions, Inc

sworn and prescribed before me this 4 day of January 2013

Diane W. Marcellino
NOTARY PUBLIC, State of Florida

My commission expires:



**SWORN STATEMENT PURSUANT TO SECTION 287.133(3)(A)
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS,

1. This sworn statement is submitted to *City of Key West*
by *LISA N. Mulhall, President*
(print individual's name and title)
for *IN Rem Solutions, INC*
(print name of entity submitting sworn statement)

whose business address is *875 Aureha Street*
Boca Raton, FL 33486

and (if applicable) its Federal Employer Identification Number (FEIN) is
65-0474230 (if the entity has no FEIN, include the Social Security
Number of the individual signing this sworn statement):

2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "conviction" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 01, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
1. A predecessor or successor of a person convicted of a public entity crime; or
 2. An entity under the control of any natural person who is active in

the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members and agent who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment of income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statute means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement (indicate which statement applies).

Neither the entity submitting this sworn statement, or any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the final order)

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH ONE (1) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR THE CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Lisa N. Mulhall
(SIGNATURE)

1/3/13
(DATE)

STATE OF Florida

COUNTY OF Palm Beach

PERSONALLY APPEARED BEFORE ME, the undersigned authority
Lisa N. Mulhall who, after first being sworn by me,
(name of individual)

affixed his/her signature in the space provided above on this

3 day of January, 2013

Diane W. Marcellino
NOTARY PUBLIC

My commission expires:



EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF FLORIDA)

: SS

COUNTY OF Palm Beach

I, the undersigned hereby duly sworn, depose and say that the firm of In Rem Solutions provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses per City of Key West Ordinance Sec. 2-799.

By: Luan Mulcau

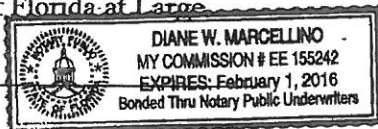
Sworn and subscribed before me this

3 day of January, 2013.

Diane W. Marcellino

NOTARY PUBLIC, State of Florida at Large

My Commission Expires:



State of Florida

Department of State

I certify from the records of this office that LANGTON ASSOCIATES, INC. is a corporation organized under the laws of the State of Florida, filed on April 19, 1982.

The document number of this corporation is F76790.

I further certify that said corporation has paid all fees due this office through December 31, 2012, that its most recent annual report was filed on January 13, 2012, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the Great Seal of
Florida, at Tallahassee, the Capital, this the Fifth
day of June, 2012*

Ken Peterson

Secretary of State



Authentication ID: 700235951127-060512-F76790

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.

<https://efile.sunbiz.org/certauthver.html>

FLORIDA DEPARTMENT OF STATE
DIVISION OF CORPORATIONS



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Entity Name Search

No Events No Name History

Submit

Detail by Entity Name

Florida Profit Corporation

IN REM SOLUTIONS, INC.

Filing Information

Document Number P94000017969
FEI/EIN Number 650474230
Date Filed 03/03/1994
State FL
Status ACTIVE

Principal Address

875 AURELIA STREET
BOCA RATON FL 33486

Changed 06/04/2012

Mailing Address

875 AURELIA STREET
BOCA RATON FL 33486

Changed 06/04/2012

Registered Agent Name & Address

MULHALL, LISA N
10268 AVENIDA DEL RIO
DELRAY BEACH FL 33446 US

Address Changed: 01/30/2001

Officer/Director Detail

Name & Address

Title D

MULHALL, LISA N
10268 AVENIDA DEL RIO
DELRAY BEACH FL 33446

Annual Reports

Report Year Filed Date

2010 01/29/2010
2011 04/25/2011
2012 01/28/2012 ←

Document Images

01/28/2012 -- ANNUAL REPORT	View image in PDF format
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03/12/1996 -- ANNUAL REPORT	View image in PDF format
03/07/1995 -- ANNUAL REPORT	View image in PDF format

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No Events **No Name History**

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State of Florida, Department of State



2012-2013 BUSINESS TAX RECEIPT

CITY OF JACKSONVILLE/DUVAL COUNTY
MICHAEL CORRIGAN, TAX COLLECTOR

231 E FORSYTH STREET ROOM 130 JACKSONVILLE, FL 32202-3370

PHONE: (904) 630-1916 option 3 FAX: (904) 630-1432

WEBSITE: www.coj.net/tc

Note – A penalty is imposed for failure to keep this receipt exhibited conspicuously at your place of business.
This receipt is furnished pursuant of chapter 770-772 City ordinance codes.

LANGTON ASSOCIATES, INC
MICHAEL LANGTON, PRES
4830 ATLANTIC BV
JACKSONVILLE, FL 32207

ACCOUNT NUMBER: 214490000
LOCATION ADDRESS: 4830 ATLANTIC BV
JACKSONVILLE, FL 32207

DESCRIPTION: CONSULTANT

COUNTY RECEIPT DESC: CONSULTANT
MUNICIPAL RECEIPT DESC: MC 772.325

COUNTY TAX: 30.00
MUNICIPAL TAX: 100.00
TOTAL TAX PAID: 130.00

VALID FROM September 1, 2012 TO September 30, 2013

ATTENTION

THIS RECEIPT IS FOR BUSINESS TAX RECEIPT ONLY.
CERTAIN BUSINESS MAY REQUIRE ADDITIONAL STATE LICENSING.

This is a business tax receipt only. It does not permit the receipt holder to violate any existing regulatory or zoning laws of the County or City. Nor does it exempt the receipt holder from any other license or permit required by law. This is not a certification of the licensee's qualifications.

TAX COLLECTOR

THIS BECOMES A RECEIPT AFTER VALIDATION.

PAID-3418984.0001-0001 M01 07/13/2012 130.00



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/19/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Matthew F Carlucci State Farm Insurance Agency
3707 Hendricks Avenue
Jacksonville, FL 32207
904-399-5544

CONTACT
NAME: _____
PHONE: _____
FAX (A/C, No): _____
E-MAIL: _____
ADDRESS: _____

INSURED LANGTON ASSOCIATES INC
4830 ATLANTIC BLVD
JACKSONVILLE FL 32207-2410

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A:	State Farm Florida Insurance Company	10739
INSURER B:	State Farm Mutual Automobile Insurance Company	26179
INSURER C:	State Farm Fire and Casualty Company	26149
INSURER D:		
INSURER E:		
INSURER F:		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSUR LTR	TYPE OF INSURANCE	ADD. SUBR. INSR. INFO	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Hired Auto Liability <input checked="" type="checkbox"/> Employers Non-Own Car Liab GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	Y	98-BE-V958-9 B	06/25/2012	08/25/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea. occurrence) \$ 300,000 MGD EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> Hired AUTOS <input checked="" type="checkbox"/> 2010 Toyota <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		492-9883-F10-59	12/10/2012	08/10/2013	COMBINED SINGLE LIMIT (Ea. accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		98-BG-D739-8 B	11/11/2012	11/11/2013	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICEMEMBER EXCLUDED? (Mandatory in FL) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	98-BG-K522-5 F	05/21/2012	05/21/2013	WC STATUTORY LIMITS OTHER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Matt Carlucci