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<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6 JACKSONVILLE HOUSING AUTHORITY BOARD OF COMMISSIONERS</p> <p>7 FINANCE COMMITTEE MEETING</p> <p>8</p> <p>9</p> <p>10 TAKEN: Wednesday, February 22, 2023</p> <p>11 TIME: 2:00 p.m. to 3:00 p.m.</p> <p>12 PLACE: Jacksonville Housing Authority</p> <p>13 1300 North Broad Street</p> <p>14 Jacksonville, Florida 32202</p> <p>15 Taken by Carol DeBee Martin, court reporter.</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20 Carol DeBee Martin</p> <p>21 Jacksonville Court Reporting, Inc.</p> <p>22 1620 Bartram Road, Apt. 6111</p> <p>23 Jacksonville, Florida 32207</p> <p>24 (904) 465-0787 (cell)</p> <p>25 debeemartin@aol.com</p>	<p>1 PROCEEDINGS</p> <p>2 February 22, 2023 2:00 p.m.</p> <p>3 CHAIRWOMAN HOROVITZ: Okay. By my time,</p> <p>4 it's two o'clock. I would like to call this</p> <p>5 meeting to order -- the finance meeting.</p> <p>6 First, is there any public comment?</p> <p>7 (no response)</p> <p>8 CHAIRWOMAN HOROVITZ: And, are we streaming</p> <p>9 online?</p> <p>10 CEO: No.</p> <p>11 CHAIRWOMAN HOROVITZ: Okay. There is no</p> <p>12 public comment.</p> <p>13 We'll move to approval of last meeting's</p> <p>14 minutes.</p> <p>15 Do we have a motion to approve the minutes?</p> <p>16 COMMISSIONER BROCK: Uh-huh.</p> <p>17 COMMISSIONER SHOUP: Second.</p> <p>18 CHAIRWOMAN HOROVITZ: Then it's approved.</p> <p>19 Thank you.</p> <p>20 Next we have the agency financial overview by</p> <p>21 Dennis.</p> <p>22 CFO: Good afternoon, Commissioners.</p> <p>23 We are looking at our financials as of 2023.</p> <p>24 This is the fourth month of our JHA fiscal year,</p> <p>25 and we've made some modifications to the graph.</p>
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<p>1 APPEARANCES:</p> <p>2 DWAYNE ALEXANDER, PRESIDENT/CEO</p> <p>3 CHAIRWOMAN HEATHER HOROVITZ</p> <p>4 COMMISSIONER HARRIET BROCK</p> <p>5 COMMISSIONER ANDRE GREEN</p> <p>6 COMMISSIONER CRAIG SHOUP</p> <p>7 LAWSIKIA HODGES, ESQUIRE (OGC)</p> <p>8 EVANN MORRIS</p> <p>9 ANTONIO PEREZ</p> <p>10 LINDA SIMS</p> <p>11 DENNIS LOHR, CFO</p> <p>12 GREGORY WILLIAMS</p> <p>13 MICHAEL EDGAR</p> <p>14 COLENE ORSINI</p> <p>15 KORTE PARDE, ESQUIRE,</p> <p>16 CATHY HUNT</p> <p>17 CORDELIA PARKER</p> <p>18 TODD AUBUCHON</p> <p>19 REYNOLD PETERSON</p> <p>20 DANIEL MITCHELL</p> <p>21 VANESSA DUNN</p> <p>22 LAILA DARBY</p> <p>23 ---</p> <p>24</p> <p>25</p>	<p>1 So I apologize if we missed updating any of</p> <p>2 them.</p> <p>3 So, for the year to date numbers,</p> <p>4 our net income year to date is \$2,218,912.</p> <p>5 That takes into consideration our RAD properties,</p> <p>6 which are on a calendar year, and all of our</p> <p>7 programs.</p> <p>8 Looking at our graphs, these are a little bit</p> <p>9 updated.</p> <p>10 So, for our central office, our year to date</p> <p>11 budget is \$2,114,000. We ended up the month at</p> <p>12 \$2,138,000. So we're just ahead of budget.</p> <p>13 And last year, just for reference, we were at</p> <p>14 \$1,686,000. So we're doing better than last</p> <p>15 year.</p> <p>16 For our expenses, our budget is \$2,031,000.</p> <p>17 We're at about 1.8 million right now. So we're</p> <p>18 ahead of our budget for the expenses, and,</p> <p>19 for consideration, last year, we were just around</p> <p>20 1.2 million. So we're better than budget,</p> <p>21 but we're not quite as good as last year.</p> <p>22 Looking at public housing, our budget is</p> <p>23 5.7 million for our revenue. We're right at that</p> <p>24 number, 5,688,000, and, for comparison, last year</p> <p>25 we were at 5,981,000. So very, very close for the</p>

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<p>1 past two years.</p> <p>2 Then looking at our expenses we budgeted</p> <p>3 \$5,478,000. We ended the month at \$4,668,000,</p> <p>4 and, for comparison, last year we were just over</p> <p>5 5,000,000.</p> <p>6 And then, for our Section 8 program,</p> <p>7 our budget is 2,349,000. We ended the month at</p> <p>8 3,394,000. This is related to the MR, Mod Rehab,</p> <p>9 and the SRO programs. It's a work in progress.</p> <p>10 So we have to update this a little bit.</p> <p>11 But, for reference, our revenue is up about a</p> <p>12 half a million dollars from last year where we're</p> <p>13 at 2,800,000. For our expenses, we budgeted</p> <p>14 2,218,000. We came in at 2,750,000. So a little</p> <p>15 bit ahead. By comparison, last year we were at</p> <p>16 2,814,000.</p> <p>17 And then, for our Gregory West property,</p> <p>18 we budgeted 547,000. We came in at 529,000.</p> <p>19 So a little lower. Last year we were at</p> <p>20 516,000. So we're about 13,000 ahead of last</p> <p>21 year.</p> <p>22 CHAIRWOMAN HOROVITZ: Can I ask, what were</p> <p>23 you expecting to gain in last year's actuals</p> <p>24 versus the budget?</p> <p>25 Why are you expecting such increase?</p>	<p>1 last year we were at 723,000 for expense.</p> <p>2 And then, for our reserves, we're right at</p> <p>3 \$51,000,000 for the end of January. This includes</p> <p>4 about \$20,000,000 that's unrestricted, and the</p> <p>5 rest is restricted. About 30,000,000 is</p> <p>6 restricted for the programs -- primarily public</p> <p>7 housing.</p> <p>8 Every month we look at our Quick Ratio and</p> <p>9 our MENAR.</p> <p>10 Our best properties right now with our</p> <p>11 Quick Ratio are Victory Pointe, at 24,</p> <p>12 and Riviera at 21, and our MENAR average is up to</p> <p>13 13.48. So almost 13 1/2 months of operations.</p> <p>14 And then, for our RAD properties, we'll go</p> <p>15 through these rather quickly. This is the first</p> <p>16 month of their fiscal year.</p> <p>17 The grafts are a little off on this one</p> <p>18 I believe. So our budget is at \$151,979.</p> <p>19 Our actual is 147,250. So we're about \$4700 below</p> <p>20 budget. For comparison, last year we were at</p> <p>21 146,000. So our income is up compared to last</p> <p>22 year.</p> <p>23 For our expenses, we are at -- our budget is</p> <p>24 \$58,116. Our actual expenses came in a little</p> <p>25 higher at 71,869 primarily due to alarm</p>
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<p>1 CFO: The property manager, who created the</p> <p>2 budget, felt that we could get some extra income</p> <p>3 from rent increases, different things like that at</p> <p>4 the property.</p> <p>5 So, just based on the occupancy and different</p> <p>6 items related to the property, they felt that they</p> <p>7 could get a little bit more.</p> <p>8 So the budget is for the full year spread out</p> <p>9 evenly. So we still have an opportunity to catch</p> <p>10 up.</p> <p>11 CHAIRWOMAN HOROVITZ: Okay.</p> <p>12 CFO: For our expenses, we budgeted</p> <p>13 \$337,000. We ended up year to date at 265,854.</p> <p>14 So we're doing better than budget for our</p> <p>15 expenses, and, for comparison, last year we were</p> <p>16 at 279,000. So we're doing better than last year,</p> <p>17 as well.</p> <p>18 And then, for Brentwood, we budgeted revenue</p> <p>19 of \$937,000. We ended up the month at \$918,000.</p> <p>20 So not too bad, and, for reference, last year we</p> <p>21 were at 927,000. So we're a little less than last</p> <p>22 year and a little less than budget for our</p> <p>23 revenue. And then, for our expenses, we budgeted</p> <p>24 827,000. We came in right at 800,000. So we're</p> <p>25 about \$27,000 below budget, and, for reference,</p>	<p>1 monitoring, and, for reference, last year we were</p> <p>2 just under 60,000. So we're a little bit ahead of</p> <p>3 last year with our expenses.</p> <p>4 For Centennial Towers, our budgeted income</p> <p>5 was 146,966. We came in at 147,091. So we came</p> <p>6 in just a little bit higher, about \$100 higher on</p> <p>7 our income. In comparison, last year during the</p> <p>8 construction, we were just under \$130,000.</p> <p>9 So we're about 18,000 over last year.</p> <p>10 And then, for our expenses, we budgeted</p> <p>11 93,625. Our actual expenses came in at 90,075.</p> <p>12 So we're good with our expenses under budget,</p> <p>13 and then, in comparison, last year we were at</p> <p>14 78,314 during some of our remodel.</p> <p>15 For Hogan Creek, our income budget is</p> <p>16 \$134,859. Our actual came in at 137,750.</p> <p>17 So we're slightly ahead of budget on our income,</p> <p>18 and, in comparison, last year we were at just</p> <p>19 under \$89,000 for income during our construction.</p> <p>20 And then, for our expenses for Hogan,</p> <p>21 we budgeted 76,469. Our actual came in at</p> <p>22 110,272, and last year, year to date, we were at</p> <p>23 62,483.</p> <p>24 Any questions?</p> <p>25 CHAIRWOMAN HOROVITZ: Thank you for all of</p>

<p style="text-align: right;">Page 9</p> <p>1 those changes. I know that was -- you handled 2 that amazingly. Thank you. I think that we're 3 definitely heading in the right direction. 4 For the rest of the board, I met with Dennis 5 and team to talk through some of the changes that 6 we might want to see to make it a more productive 7 conversation when we're all together. 8 I still think that, looking at the expenses 9 by month, will help us understand the seasonality 10 of how we're, you know, spending. 11 CFO: Okay. 12 CHAIRWOMAN HOROVITZ: And we can work on 13 that together another time. 14 CFO: Okay. 15 CHAIRWOMAN HOROVITZ: But this is excellent. 16 Thank you so much. 17 CFO: Okay. Thank you. 18 CHAIRWOMAN HOROVITZ: I'm sorry. 19 Does anyone else have any questions? 20 (no response) 21 CHAIRWOMAN HOROVITZ: Then we'll move on to 22 the presentation of operations and resolutions. 23 CEO: Thank you, Commissioner. 24 This Resolution No: 2023-JHA-01 is to approve 25 the Total Lawn Care contract. This contract was</p>	<p style="text-align: right;">Page 11</p> <p>1 Commissioner Shoup is going to get there, also. 2 I think that the question from the board 3 wasn't the cost. It was the process and how it 4 was handled that made us distressed. 5 CEO: Okay. 6 CHAIRWOMAN HOROVITZ: I'll let Commissioner 7 Shoup -- 8 COMMISSIONER SHOUP: Yes. My concern was 9 never about the 24,000. My concern was I didn't 10 see this in the packet this time, but it was the 11 idea -- I believe it was October is when this was 12 renewed. 13 CEO: Right. 14 COMMISSIONER SHOUP: And then they're coming 15 to us a couple months later wanting an increase. 16 Instead of saying, "Hey, we're coming up in 17 October --" if they would have come with this in 18 mid-September, and said, "Hey, we've got some 19 increases and expenses. Gas is more. Everything 20 -- people cost more." 21 Sure. It's understandable. 22 But they knew what this was. They knew what 23 it was in October, and then they wait until now to 24 say, "Hey, we need more money." 25 That's where my heartburn is at.</p>
<p style="text-align: right;">Page 10</p> <p>1 taken last month to the Finance Committee. 2 There were some concerns about the additional 3 \$24,000 that they were asking for. We went back 4 and looked at the overall numbers. 5 This contract actually started in 2019 prior 6 to the pandemic, and, when we went out for bid, 7 there was a total of four companies that went out 8 for this bid. 9 Out of these four bids, the highest one was 10 \$766,000. The second one was \$922,000, and then 11 the third one was \$442,000. The winner of this 12 bid, which is Total Lawn Care -- they were the 13 lowest responsible bidder and came in at 14 \$386,000. 15 And, as we explained before, based on prior 16 pandemic numbers, they came back. This is the 17 fourth year of the contract. It's the third 18 renewal. We renewed it one year. They were 19 asking for an additional \$24,000 to add on to it. 20 When we combine that \$24,000, it's still much 21 lower than our lowest responsible -- no -- 22 the second responsible bidder, and next to them it 23 was a couple hundred thousand dollars lower than 24 the other ones. 25 CHAIRWOMAN HOROVITZ: I think that</p>	<p style="text-align: right;">Page 12</p> <p>1 CHAIRWOMAN HOROVITZ: Commissioner? 2 COMMISSIONER BROCK: No. I'm in total 3 agreement with my colleague, Commissioner. 4 I was, you know, struggling with it. 5 CHAIRWOMAN HOROVITZ: I think it sets a bad 6 precedence for how the company is going to do 7 business with JHA, but I don't know how we move 8 forward. 9 Does anybody have a recommendation? 10 COMMISSIONER SHOUP: My question being -- 11 and I think we asked this at the last one, 12 and maybe I didn't. I had a lot of stuff running 13 around in my head -- what happens if we don't 14 increase the money? 15 They're under contract with us. 16 Are they just going to not fulfill the 17 contract? 18 CEO: I'll defer to Colene. 19 MS. ORSINI: No, they won't. 20 And I want to interject here, too. 21 They asked me for an increase when their contract 22 was renewed, but I wouldn't give it to them. 23 But they kept coming back asking me. 24 You know, they were like, "We're just putting 25 out all of this money. We're losing money."</p>

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<p>1 And that's when I finally said, 2 "Okay. Send me something, and then I'll see what 3 I can do." 4 COMMISSIONER SHOUP: When were you asked for 5 the increase? 6 MS. ORSINI: Right at the time -- 7 right before the renewal, but I wouldn't give it 8 to them. Because we have a non escalation clause 9 in our contracts. 10 But, because of the, you know, pandemic, 11 we experienced this with several other vendors 12 where their costs have increased, and we've given 13 them increases because of, you know, the cost of 14 operating and everything has increased 15 exponentially since the pandemic. 16 CHAIRWOMAN HOROVITZ: So I understand the 17 timing, did we sign and execute a contract with 18 them in October, even though they, at the time, 19 were asking for more money? 20 CEO: Yes. 21 CHAIRWOMAN HOROVITZ: And, did we present 22 that we were continuing to have negotiations with 23 them, or what was that process like? 24 MS. ORSINI: I just told them, "No," 25 and they just kept coming back to ask me.</p>	<p>1 the solicitation document -- and general terms and 2 conditions that are incorporated into the contract 3 that would address things like a breach and what 4 our recourse would be. 5 So, you know, I mean I assume, Colene, 6 that there are standard terms and conditions that 7 are in these contracts that talk about the 8 contractor breaching by walking away and not 9 performing, and then we would have the right to 10 pursue legal recourse, like you would in any sort 11 of contractual breach. 12 But that still doesn't answer your practical 13 question. 14 Who is going to do the work that you need 15 them to do? 16 So what we typically tell clients is, 17 "If you're contemplating --" or, if a vendor is 18 contemplating breaking the contract, breaching the 19 contract, you need to gear up, and make sure there 20 is somebody that's able and ready to do that 21 work," whether that's an emergency award. 22 Maybe it can be another single source award. 23 Maybe it's another competitive bid, but you need 24 to make sure, you know, somebody is ready and 25 handy.</p>
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<p>1 You know, "Hey, we really need to increase 2 this." 3 And that's when I was like, "Okay. Well, 4 send me your numbers. Let me look at them and see 5 what they look like, and, if I think that it's 6 reasonable, then I'll go to Mr. A." 7 And then we had them in here with -- 8 and spoke with Mr. A., at one point, too, 9 about these increases. 10 COMMISSIONER SHOUP: But they signed the 11 renewal with the understanding you were telling 12 them, "No. No increase." 13 MS. ORSINI: Right. 14 COMMISSIONER SHOUP: If I can ask another 15 question maybe to OGC? 16 CHAIRWOMAN HOROVITZ: Yes. 17 COMMISSIONER SHOUP: If they choose to break 18 this contract, what's our legal options in 19 enforcement? 20 MS. HODGES: Well, I haven't seen the 21 contract. So I hesitate. I don't know if Colene 22 has a copy of the contract. I could probably look 23 through it right quick. 24 Normally, with contracts like this, you have 25 the RFP that is a pretty thick document --</p>	<p>1 My last point to your point is you already 2 have a signed executed agreement. So, at this 3 point, a signed executed renewal, right? 4 I'm hearing you say that? 5 CEO: Yes. 6 MS. HODGES: So, at this point, the board can 7 do nothing, right, and just sort of sit back and 8 wait to see what the vendor is going to do. 9 And maybe the team has already thought about 10 what they would do as a Plan B if the vendor were 11 to walk away from the contract. 12 CHAIRWOMAN HOROVITZ: Commissioner. 13 COMMISSIONER GREEN: Through the Chair, 14 if we went with another vendor, how much more -- 15 it's exponentially more, correct, to another 16 vendor? 17 CEO: It would be substantial. 18 COMMISSIONER GREEN: Okay. And they are 19 threatening not to come and cut for basically a 20 half of a percent increase? 21 CEO: I think. 22 Colene? 23 MS. ORSINI: Yes. They said that they can't 24 continue to do operations at what their costs 25 were.</p>

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<p>1 COMMISSIONER SHOUP: When is it up for bid, 2 again?</p> <p>3 MS. ORSINI: September of next year.</p> <p>4 COMMISSIONER SHOUP: '24?</p> <p>5 MS. ORSINI: Yes.</p> <p>6 COMMISSIONER SHOUP: But they had the option 7 on their year, correct?</p> <p>8 MS. ORSINI: Yes.</p> <p>9 COMMISSIONER SHOUP: So, theoretically, 10 they could not execute an option in October of 11 '23. It would have to go back out to bid at that 12 point.</p> <p>13 MS. ORSINI: Right. Oh, yes. Yes.</p> <p>14 COMMISSIONER SHOUP: Like I said, I'll say 15 it, again. My point, Commissioner Green -- 16 it's never been about the money. They entered 17 into an agreement, and we know vendors of all 18 different types talk to each other, especially 19 ones doing business with the same agency. 20 I'm just concerned.</p> <p>21 "Oh, I got them to increase mine even though 22 I had an agreement."</p> <p>23 "Oh, I can get mine increased."</p> <p>24 That's where the problem is. It was never 25 the 24,000 or whatever the number is. It's the --</p>	<p>1 terms.</p> <p>2 All that being said we did have a major 3 event, which is a pandemic. So I think you're 4 correct to bring that up, because I think that 5 clearly has been an issue with various contracts.</p> <p>6 CHAIRWOMAN HOROVITZ: Do we want to vote on 7 this?</p> <p>8 COMMISSIONER BROCK: (shook head negatively)</p> <p>9 COMMISSIONER SHOUP: I'd like to hear Mr. A. 10 After hearing all these comments in here, 11 Mr. A., what are your thoughts?</p> <p>12 CEO: So thank you, Commissioner.</p> <p>13 The vendor did come and talk to Colene 14 several times and asked for an increase, 15 and I wasn't fully aware of the increase that they 16 needed until the situation was brought to my 17 attention.</p> <p>18 But understanding our industry and 19 understanding specifically our curb appeal as it 20 relates to lawn care and talking to many of the 21 colleagues, our industry was turned upside down 22 during the pandemic. And we understood the costs 23 that went along with this whole pandemic and some 24 of these changes that happened.</p> <p>25 It was a menial amount of money that we were</p>
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<p>1 yeah -- just the procedure there.</p> <p>2 MS. HODGES: And, if I could just say -- 3 I only say this, because this was recent counsel 4 that we gave a client.</p> <p>5 You know, when it comes -- and, Colene, 6 you know, correct me if I'm wrong, but, generally 7 speaking, when you go through a procurement 8 process, not only is it important that you adhere 9 to the process that was bid that was advertised 10 that everybody was relying on for the obvious 11 reasons, that we're always relying on that. 12 That dictated whether people participated in the 13 bid or not. There might have been many people 14 that walked away, because they were like, 15 "It didn't have an escalation clause."</p> <p>16 So now those same people find out, 17 "Oh, the JHA is now, in fact, increasing the 18 cost," they actually could have a potential 19 procurement action against the JHA.</p> <p>20 That's just -- you know, that's basic 21 procurement. I don't feel like I'm giving anybody 22 any ammunition, because this is just general 23 procurement rules to follow the terms of the RFP 24 in awarding the contract and even post contract to 25 make sure you're sticking, you know, to those</p>	<p>1 talking about, but the process -- the process -- 2 it's been my experience, in dealing with some of 3 these vendors -- they are slow to realize the 4 financial impact it has on their business until 5 they get a little further down the road.</p> <p>6 They're not as prudent as we are when it 7 comes to managing finances and doing things in a 8 timely fashion.</p> <p>9 We send financial reports out every month. 10 A lot of these vendors that we deal with have that 11 capacity, but they are extremely slow.</p> <p>12 We deal with vendors. We have a 30-day 13 turnaround for invoices. We'll be dealing with 14 invoices 120 days late.</p> <p>15 So I'm not trying to justify or make it clear 16 that this is acceptable, but things like that 17 happen.</p> <p>18 They did come, and they did ask for an 19 increase.</p> <p>20 Would they have known to do it at the 21 beginning of the contract?</p> <p>22 They should have, and that's why they came to 23 Colene.</p> <p>24 Maybe I should have known earlier, or maybe 25 I should have responded earlier or made a decision</p>

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<p>1 earlier. But it happens to be an issue.</p> <p>2 CHAIRWOMAN HOROVITZ: I think it's a good</p> <p>3 point that they probably got to the end of the</p> <p>4 year and realized that they weren't going to be</p> <p>5 making money unless they increased.</p> <p>6 I would make one recommendation, and then the</p> <p>7 first -- if we're in active negotiations with a</p> <p>8 third-party, we should not sign a contract.</p> <p>9 I think that was probably not the right process.</p> <p>10 So, if they're asking for an increase,</p> <p>11 we need to either -- discuss it as a board.</p> <p>12 We shouldn't have executed that contract.</p> <p>13 That was a mistake.</p> <p>14 The second thing I think that, because they</p> <p>15 are a good partner to the JHA -- I say we propose</p> <p>16 maybe a \$15,000 increase just so that we're not a</p> <p>17 price-taker and so we can posture a little,</p> <p>18 that we're not going to accept the 25- (sic)</p> <p>19 increase, but everyone wins a little bit.</p> <p>20 How do you think on the board?</p> <p>21 COMMISSIONER GREEN: I'm okay with that</p> <p>22 idea. My thing was the work stoppage and then,</p> <p>23 you know, the landscaping is not very good.</p> <p>24 And so then we're going to get more complaints,</p> <p>25 and it wouldn't be 24,000, 25,000. It would be a</p>	<p>1 has been two years coming. It wasn't like this</p> <p>2 overnight event, like a hurricane. So I mean a</p> <p>3 business can plan how it's been impacting them.</p> <p>4 CEO: Yes.</p> <p>5 CHAIRWOMAN HOROVITZ: I'm not very</p> <p>6 comfortable with it, but I think proposing a</p> <p>7 reduced amount is reasonable.</p> <p>8 COMMISSIONER SHOUP: What about the idea of a</p> <p>9 reduced amount -- and I don't even know if we can</p> <p>10 do this -- but a reduced amount and go ahead and</p> <p>11 declining the new last option on the contract and</p> <p>12 putting out a bid next year?</p> <p>13 So they can complete and finish what they're</p> <p>14 in, but they know they can put in a bid just like</p> <p>15 everybody else for 30,000 more, 100,000 more,</p> <p>16 whatever it is. And they can readjust their</p> <p>17 prices to the market at that point.</p> <p>18 We already know we're not renewing that last</p> <p>19 term on the option. They know it, and we move</p> <p>20 along.</p> <p>21 CHAIRWOMAN HOROVITZ: I'm only nervous to</p> <p>22 propose that, because --</p> <p>23 COMMISSIONER SHOUP: You don't want them</p> <p>24 to shut down.</p> <p>25 CHAIRWOMAN HOROVITZ: -- yes.</p>
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<p>1 drop in the bucket compared to the amount you</p> <p>2 may receive.</p> <p>3 But, if we are able to negotiate, I'm good</p> <p>4 with that. 15,000, 12,500, whatever you present.</p> <p>5 CHAIRWOMAN HOROVITZ: Commissioner.</p> <p>6 COMMISSIONER BROCK: Yes. Ms. Chair,</p> <p>7 in hearing everything that everybody had to say,</p> <p>8 I have a little apprehension, and I do understand</p> <p>9 about the pandemic, that a lot of companies --</p> <p>10 and even food has went up and costs has went up.</p> <p>11 But I have to listen to also what our</p> <p>12 attorney just advised us, because we did put it</p> <p>13 out for bid. And, like she say, if other</p> <p>14 companies hear that we allowed them to come back</p> <p>15 in, after they signed the contract, and up their</p> <p>16 bid, we can stand a possibility of being in</p> <p>17 trouble, you know, about that.</p> <p>18 If you think 15- -- we'll be safe with 15-</p> <p>19 then, okay.</p> <p>20 CHAIRWOMAN HOROVITZ: Not to say that,</p> <p>21 "We're safe."</p> <p>22 I think we should push back whether it'd be</p> <p>23 a, "No," or a compromise. So that's for us to</p> <p>24 decide.</p> <p>25 And I will say the pandemic -- the pandemic</p>	<p>1 When you tell someone you're going to fire</p> <p>2 them later ... they've been a good partner,</p> <p>3 and I don't know if that shows us being a good</p> <p>4 partner back.</p> <p>5 COMMISSIONER SHOUP: See I was looking at it</p> <p>6 from the perspective of them thinking they could</p> <p>7 come ask me for more money at that point.</p> <p>8 CHAIRWOMAN HOROVITZ: Yes.</p> <p>9 COMMISSIONER SHOUP: But I see what you're</p> <p>10 getting at, too.</p> <p>11 CHAIRWOMAN HOROVITZ: Yes. And I don't want</p> <p>12 to spend too much time on this, but I think that</p> <p>13 they're waiting for a decision.</p> <p>14 Can we walk away from this saying that we're</p> <p>15 going to reach back out and we're going to</p> <p>16 negotiate that number so we don't decide on it</p> <p>17 today?</p> <p>18 Is everyone comfortable with that?</p> <p>19 COMMISSIONER BROCK: (nodded head</p> <p>20 affirmatively)</p> <p>21 CHAIRWOMAN HOROVITZ: Okay. Mr. Alexander,</p> <p>22 I think we can go to the next resolution.</p> <p>23 CEO: Okay.</p> <p>24 MS. HODGES: I wonder -- I mean, through the</p> <p>25 Chair, if you don't mind, let me just play this</p>

Page 25	<p>1 out.</p> <p>2 So, if Colene goes back and they accept this</p> <p>3 offer that's different than what the board saw,</p> <p>4 I think, Dwayne, you're still going to want a</p> <p>5 recommendation that's coming out of your</p> <p>6 Finance Committee, right, back to the board?</p> <p>7 CEO: That's correct.</p> <p>8 MS. HODGES: If it's going to go back to the</p> <p>9 board in a different state than what it was last</p> <p>10 as the award, then I think you got to take some</p> <p>11 action here.</p> <p>12 So maybe the motion is what you proposed</p> <p>13 subject to the vendor accepting it, and at least</p> <p>14 that's the recommendation of the Finance Committee</p> <p>15 that goes back to the board.</p> <p>16 CHAIRWOMAN HOROVITZ: Thank you.</p> <p>17 And then, what number do we want,</p> <p>18 Commissioner Green?</p> <p>19 I think you said, "Half of it."</p> <p>20 So, 12.5-?</p> <p>21 COMMISSIONER GREEN: I'm fine with 15-</p> <p>22 if that's what you suggested.</p> <p>23 CHAIRWOMAN HOROVITZ: Commissioner Shoup?</p> <p>24 COMMISSIONER SHOUP: I go back to it was</p> <p>25 never about the dollar. It was never about the --</p>	Page 27	<p>1 back -- do we go out to an emergency bid and get</p> <p>2 somebody and cost more versus what the cost of</p> <p>3 litigation would have been?</p> <p>4 And you're spending money any which way.</p> <p>5 COMMISSIONER BROCK: Through the Chair and</p> <p>6 Mr. Alexander, do I have permission to speak to</p> <p>7 Ms. Colene?</p> <p>8 CEO: Yes.</p> <p>9 COMMISSIONER BROCK: Ms. Colene, when we put</p> <p>10 the bid out, do you remember what the second</p> <p>11 person bid?</p> <p>12 MS. ORSINI: The second person bid?</p> <p>13 COMMISSIONER BROCK: Uh-huh.</p> <p>14 MS. ORSINI: So we had four bidders.</p> <p>15 One came in at almost a million. One came in at</p> <p>16 \$778,000, and the third one was close to TLC.</p> <p>17 But they didn't bid on all of the properties.</p> <p>18 They couldn't do all of the properties. So they</p> <p>19 only bid on a number of properties.</p> <p>20 COMMISSIONER BROCK: Okay. Thank you.</p> <p>21 CHAIRWOMAN HOROVITZ: Thank you.</p> <p>22 MS. ORSINI: Thank you.</p> <p>23 CHAIRWOMAN HOROVITZ: For the purpose of</p> <p>24 moving this meeting along, how should we proceed,</p> <p>25 Ms. Lawsikia?</p>
Page 26	<p>1 I mean I think 24- is a reasonable number.</p> <p>2 It was -- and I keep thinking more --</p> <p>3 Colene, did they call you, or did they email</p> <p>4 you or something when they were wanting that</p> <p>5 the first time they said they wanted more money?</p> <p>6 MS. ORSINI: They just called me.</p> <p>7 COMMISSIONER SHOUP: No written communication</p> <p>8 requesting the increase.</p> <p>9 MS. ORSINI: Not until I had them send me a</p> <p>10 quote.</p> <p>11 COMMISSIONER SHOUP: That was after October.</p> <p>12 MS. ORSINI: It was in December. Yes.</p> <p>13 COMMISSIONER GREEN: Have we had -- sorry.</p> <p>14 Through the Chair -- other vendors reach out to us</p> <p>15 for increases during their contract period?</p> <p>16 CEO: No.</p> <p>17 COMMISSIONER GREEN: No.</p> <p>18 COMMISSIONER SHOUP: I'm torn. I mean,</p> <p>19 like I say, we've got to have the service done,</p> <p>20 but no one else has asked for an increase.</p> <p>21 We haven't given an increase.</p> <p>22 Are we opening ourself up to litigation from</p> <p>23 some other vendor that would have done it?</p> <p>24 And then, if we have an increase from the --</p> <p>25 we have to go out and do it -- do we have to go</p>	Page 28	<p>1 MS. HODGES: Well, I mean it's a board call,</p> <p>2 but I just want to be clear from just my</p> <p>3 perspective. And I think I've articulated that.</p> <p>4 There is a procurement issue here just</p> <p>5 following your procurement rules and following</p> <p>6 your procurement advertisement, but, at the end of</p> <p>7 the day, it's the board's call as far as what it</p> <p>8 chooses to do in this situation.</p> <p>9 So I think, if you want to entertain</p> <p>10 negotiations with this vendor that's lesser than</p> <p>11 the amount, I think you've got to set some</p> <p>12 parameters so that your staff can go back and be</p> <p>13 able to negotiate that for you.</p> <p>14 So you can give her a range within a certain</p> <p>15 dollar amount. You know, there should be some</p> <p>16 direction here from this committee and then</p> <p>17 contingent upon the vendor accepting it.</p> <p>18 And, if the vendor accepts it then,</p> <p>19 when we go to our board meeting, that's what the</p> <p>20 recommendation would be coming out of this</p> <p>21 committee.</p> <p>22 CHAIRWOMAN HOROVITZ: Can we take no action</p> <p>23 and have the board vote on it in the board</p> <p>24 meeting?</p> <p>25 MS. HODGES: You can. You can do it that</p>

<p style="text-align: right;">Page 29</p> <p>1 way. You've done that before and not had things 2 go through your Finance Committee to give the 3 staff time to -- 4 CHAIRWOMAN HOROVITZ: Yes. I don't think 5 that we're going to agree. I think that we should 6 push it off the agenda and discuss it as a board. 7 COMMISSIONER SHOUP: Would it be improper for 8 staff to let the contractor know the temperature 9 of the room and see what they come back with? 10 MS. HODGES: Not at all. I mean the 11 contractor could just as well be listening to this 12 meeting. 13 COMMISSIONER GREEN: I mean, as I sit back 14 and listen to this, it seems like, if we could 15 just say, "No. And bring your bid up for next 16 year." 17 Like you're saying, they can ask for the 24- 18 plus some, just because we don't want to set a 19 precedence, right? 20 CHAIRWOMAN HOROVITZ: Yes. 21 COMMISSIONER GREEN: Because it's going to 22 open up a rabbit hole with potentially other 23 vendors. We are totally open for them to rebid 24 next year. 25 So they have to wait another eight,</p>	<p style="text-align: right;">Page 31</p> <p>1 (no response) 2 CHAIRWOMAN HOROVITZ: Hearing no nays 3 the resolution is not passed. 4 Thank you. 5 CEO: Okay. Thank you. Thank you, 6 Commissioner. 7 So the next one up is Resolution No: 8 2023-JHA-07 to approve the contract increase 9 for Outsourced IT Services. 10 This contract with Outsourced IT Services 11 -- a contract on March of 2021 -- is for \$275,000. 12 In June of 2021, the contract increased. 13 It was represented to the board to add an 14 additional \$25,000. 15 The \$25,000 was to add to SOAR Microsoft, 16 because we were transitioning from a paper 17 environment to paperless environment. 18 So we had to expand our cloud, which cost 19 \$25,000. 20 We brought the contract to the board for 21 \$300,000. The board approved the \$300,000. 22 When we went back out last year, we brought the 23 contract to the board, and we had it approved for 24 \$275,000 and erroneously left out the \$25,000 for 25 the SOAR.</p>
<p style="text-align: right;">Page 30</p> <p>1 nine months of budgeting, and they can potentially 2 get more. 3 CHAIRWOMAN HOROVITZ: I think that's the 4 right action. I think that we say, "No." 5 Do we have a motion to say, "No"? 6 COMMISSIONER BROCK: I make a motion. 7 COMMISSIONER SHOUP: Second. 8 CHAIRWOMAN HOROVITZ: I think we're on to 9 Resolution No: 2023-JHA-07. 10 CEO: Yes. 11 COMMISSIONER GREEN: We have to vote on it. 12 CHAIRWOMAN HOROVITZ: I'm sorry. This is my 13 first meeting. 14 COMMISSIONER GREEN: Counselor Hodges has a 15 great cheat sheet. 16 CHAIRWOMAN HOROVITZ: Okay. I'm wondering 17 why everyone's looking at me. 18 So, what is next? 19 COMMISSIONER BROCK: All in favor -- 20 CHAIRWOMAN HOROVITZ: All in favor? 21 COMMISSIONER SHOUP: Aye. 22 COMMISSIONER BROCK: Aye. 23 COMMISSIONER GREEN: Aye. 24 CHAIRWOMAN HOROVITZ: Aye. 25 All opposed?</p>	<p style="text-align: right;">Page 32</p> <p>1 So this resolution is to ask the board to put 2 that \$25,000 back in there for the SOAR Microsoft 3 so we can have that space in there in the cloud 4 for our paperless environment. 5 CHAIRWOMAN HOROVITZ: Thank you. 6 And I asked Mr. Alexander to send me this 7 contract, because I'm very familiar with 8 data storage. And I understand that you need 9 more space especially as we grow. 10 I have a couple of questions. 11 So, do we have some kind of like data 12 environment? 13 And, do we own the data, or do we pay for it 14 to be hosted somewhere else? 15 CEO: Yes. We own the data, but we do pay 16 for a host. 17 CHAIRWOMAN HOROVITZ: What kind of support do 18 they give us -- continuous support? 19 Like, do we get monthly support from 20 Microsoft? 21 CEO: Yes. We get support every day. 22 We have a call center. EI provided all the 23 support for us. 24 CHAIRWOMAN HOROVITZ: The storage that we're 25 getting now, if you're looking into the next year</p>

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<p>1 or two, is that going to be sufficient, or are we</p> <p>2 looking to see increases because of data</p> <p>3 requirements?</p> <p>4 CEO: We think it would be sufficient unless</p> <p>5 we expand quite a bit, but we think we have enough</p> <p>6 space in the cloud that it would be able to carry</p> <p>7 us for a good period of time.</p> <p>8 CHAIRWOMAN HOROVITZ: I didn't have any other</p> <p>9 questions.</p> <p>10 Does anyone else have questions?</p> <p>11 COMMISSIONER SHOUP: This already went out to</p> <p>12 the full bid and all that kind of stuff?</p> <p>13 CEO: Yes, sir.</p> <p>14 CHAIRWOMAN HOROVITZ: Commissioner?</p> <p>15 COMMISSIONER GREEN: No questions.</p> <p>16 CHAIRWOMAN HOROVITZ: Can I get a motion to</p> <p>17 approve?</p> <p>18 COMMISSIONER BROCK: I make a motion to</p> <p>19 approve.</p> <p>20 COMMISSIONER SHOUP: (held up two fingers)</p> <p>21 CHAIRWOMAN HOROVITZ: Commissioner Shoup</p> <p>22 seconds.</p> <p>23 COMMISSIONER SHOUP: I forgot I had to talk</p> <p>24 for the court reporter. My bad.</p> <p>25 CHAIRWOMAN HOROVITZ: All in favor of</p>	<p>1 COMMISSIONER BROCK: I make a motion.</p> <p>2 COMMISSIONER SHOUP: Second.</p> <p>3 CHAIRWOMAN HOROVITZ: All in favor?</p> <p>4 COMMISSIONER SHOUP: Aye.</p> <p>5 COMMISSIONER BROCK: Aye.</p> <p>6 COMMISSIONER GREEN: Aye.</p> <p>7 CHAIRWOMAN HOROVITZ: Any opposed?</p> <p>8 (no response)</p> <p>9 CHAIRMAN HOROVITZ: Hearing no, it passes.</p> <p>10 CEO: Thank you, again, Commissioners.</p> <p>11 Resolution No: 2023-JHA-09 --</p> <p>12 the E. B. Morris contract modification.</p> <p>13 E. B. Morris was awarded this contract back in</p> <p>14 December, 2022, to make repairs to a unit damaged</p> <p>15 by fire at our Forest Meadows East property.</p> <p>16 The solicitation received two responses.</p> <p>17 The first one was from First Coast Construction.</p> <p>18 They submitted a cost of \$273,000, and then</p> <p>19 E. B. Morris submitted a cost of \$221,000.</p> <p>20 And, based on the plans provided,</p> <p>21 the decision was to award the contract to</p> <p>22 E. B. Morris as the lowest bidder. And it was</p> <p>23 done by the board, and it was approved</p> <p>24 Resolution No: 2022-JHA-37.</p> <p>25 The building fire occurred. It was a duplex</p>
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<p>1 approving?</p> <p>2 COMMISSIONER SHOUP: Aye.</p> <p>3 COMMISSIONER BROCK: Aye.</p> <p>4 COMMISSIONER GREEN: Aye.</p> <p>5 CHAIRWOMAN HOROVITZ: Aye.</p> <p>6 Any opposed?</p> <p>7 (no response)</p> <p>8 CHAIRWOMAN HOROVITZ: Hearing none the motion</p> <p>9 passes.</p> <p>10 CEO: Thank you, Commissioners.</p> <p>11 Moving on to Resolution No: 2023-JHA-08</p> <p>12 the Enterprise Integration contract renewal --</p> <p>13 this is the actual contract for \$300,000.</p> <p>14 So it's up for renewal in March. March 15th</p> <p>15 it expires. So we're asking the board to approve</p> <p>16 \$300,000 to renew the contract again March 15th.</p> <p>17 CHAIRWOMAN HOROVITZ: Are there any</p> <p>18 questions?</p> <p>19 (no response)</p> <p>20 CHAIRWOMAN HOROVITZ: Again, I didn't have</p> <p>21 any questions. Azure Microsoft is kind of</p> <p>22 the only -- there's no real, real choice there.</p> <p>23 It is an excellent product. So we can vote</p> <p>24 if there are no comments.</p> <p>25 Is there a motion?</p>	<p>1 where one of the units was completely destroyed,</p> <p>2 and the other one just had some damage in there.</p> <p>3 But, when they went back to look at the unit,</p> <p>4 it was just -- had some damage in it. It was</p> <p>5 wiring through the ceiling which was not</p> <p>6 captured in the original solicitation.</p> <p>7 So, when they went back, they realized</p> <p>8 that the wiring was damaged. So the vendor is</p> <p>9 requesting \$2,361.73 to do the wiring in that</p> <p>10 building.</p> <p>11 CHAIRWOMAN HOROVITZ: Did the other vendor --</p> <p>12 did you give them the opportunity to extend the</p> <p>13 scope and give a new bid?</p> <p>14 Did you say there were two?</p> <p>15 CEO: There were two bids. One of them was</p> <p>16 for \$273,000, and the other one was only for</p> <p>17 \$221,000, which was the lowest bidder. We went</p> <p>18 with the lowest bidder, which was E. B. Morris.</p> <p>19 CHAIRWOMAN HOROVITZ: And they already</p> <p>20 started the work?</p> <p>21 CEO: Yes.</p> <p>22 CHAIRWOMAN HOROVITZ: I understand that</p> <p>23 that's what happens in construction. You just get</p> <p>24 in there, and the problem is bigger than you</p> <p>25 planned.</p>

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<p>1 I'm comfortable with this unless there is 2 other questions. 3 COMMISSIONER GREEN: No. 4 COMMISSIONER BROCK: (shook head negatively) 5 CHAIRWOMAN HOROVITZ: Okay. Is there a 6 motion to approve? 7 COMMISSIONER BROCK: I make a motion. 8 COMMISSIONER GREEN: I second. 9 CHAIRWOMAN HOROVITZ: All in favor? 10 COMMISSIONER SHOUP: Aye. 11 COMMISSIONER BROCK: Aye. 12 COMMISSIONER GREEN: Aye. 13 CHAIRWOMAN HOROVITZ: Any opposed? 14 COMMISSIONER GREEN: No. 15 CHAIRWOMAN HOROVITZ: It passes. 16 CEO: Good. Thank you. 17 The last and final resolution is 2023-JHA-10 18 Yardi Software Systems Contract Renewal. 19 At this time, the software has been with us since 20 2008, and it's considered Noncompetitive 21 Procurement Justification. 22 There has been discussion. We had a 23 discussion about using other software, 24 but mainly Yardi is the largest -- one of the 25 largest -- software out there. We function all of</p>	<p>1 We have actually considered going out to some 2 of their competitors just as recently -- 3 about two months ago. We were looking to go with 4 their competitors, but the competitors don't have 5 the technology or the bandwidth to be able to 6 support what we do as far as our industry. 7 So Yardi is probably maybe one of two of the 8 top companies out there. They're expensive, 9 but they make it very easy for us to be able to 10 accomplish what we do as an organization. 11 CHAIRWOMAN HOROVITZ: I understand. 12 And the thing about contracts that are this old -- 13 since 2008 -- I think you sometimes get into, 14 you know, the pattern of adding a few more 15 licenses and a few more licenses, and, before you 16 realize, you've got this kind of a la carte. 17 But you'd be better off stepping back and looking 18 at an enterprise agreement. 19 CEO: Yes. 20 CHAIRWOMAN HOROVITZ: So I'm just asking if 21 that's something we've done. 22 CEO: Yes. We have looked at it, 23 and we have added things as we needed. Because 24 they come out with new technology. 25 Just to show you, during the time of the</p>
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<p>1 our systems out there. We use about 11,000 of 2 their units. 3 So the contract is being renewed from 4 \$412,000 to include additional 28,768 that is due 5 to increase the unit cost and cost of living 6 allowance. 7 CHAIRWOMAN HOROVITZ: I have a lot of 8 questions about this. I'm familiar with Yardi. 9 First -- and I asked Mr. Alexander to send me 10 the contract so I could really dig into the 11 details. 12 So we're paying for additional licenses; 13 is that right? 14 CEO: Yes. 15 CHAIRWOMAN HOROVITZ: Have we asked them to 16 propose an enterprise-wide agreement that could 17 possibly be at a lower rate where we'd have more 18 or unlimited licenses? 19 CEO: So Yardi is probably one of the best 20 systems out there in terms of multifamily software 21 with property management. I have talked to them 22 in great length. 23 We have received many concessions over the 24 years because of what they have done and what they 25 haven't done.</p>	<p>1 pandemic, we actually had folks coming into the 2 office to do an application. 3 But, because of the pandemic, we didn't allow 4 people to come into the office. We allowed 5 them to go online to do a full application online. 6 And, typically, when you look at -- 7 I mentioned before in one of our meetings -- 8 about four years ago, when we opened up our 9 waiting list, some of the staff that's here now -- 10 we had to go to the fairgrounds and start about 11 nine o'clock at night and open up the list all 12 night long. We worked through the night taking 13 in applications. 14 But Yardi created a software, which is 15 Rent Cafe. So we don't have to spend our nights 16 at the fairgrounds anymore, and the individual can 17 go anywhere online and put an application online. 18 So, to get to the point, the options that 19 they bring is not always less to say we can buy it 20 in bulk. It's that they developed the technology 21 similar to the Rent Cafe. We'll pick it up, 22 which actually saved us tons of man-hours. 23 CHAIRWOMAN HOROVITZ: If I understood the 24 resolution, it's that we're paying for additional 25 seats; is that not right?</p>

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<p>1 CEO: Yes.</p> <p>2 CHAIRWOMAN HOROVITZ: And maybe I'm asking</p> <p>3 the question poorly.</p> <p>4 Would we have savings if we didn't pay per</p> <p>5 license?</p> <p>6 CEO: Say that, again.</p> <p>7 CHAIRWOMAN HOROVITZ: Would we have a savings</p> <p>8 if we didn't pay per license?</p> <p>9 CEO: So what this is basically is that we</p> <p>10 have a cap. So Yardi only provides you a certain</p> <p>11 amount of units for how many units that you</p> <p>12 have.</p> <p>13 You're only allowed a certain amount of</p> <p>14 units. Like we can't buy unlimited units.</p> <p>15 CHAIRWOMAN HOROVITZ: Okay.</p> <p>16 CEO: And, as we're expanding, we have to</p> <p>17 have those additional units, and we are basically</p> <p>18 at our cap.</p> <p>19 CHAIRWOMAN HOROVITZ: Okay.</p> <p>20 CEO: So we have to add more units.</p> <p>21 CHAIRWOMAN HOROVITZ: Okay. And then my</p> <p>22 second question is -- and then I'll open it up to</p> <p>23 the group -- are we exploring every tool that</p> <p>24 Yardi offers?</p> <p>25 Like I know that they have financial planning</p>	<p>1 technology to public housing, and it's needed to be</p> <p>2 able to operate these agencies.</p> <p>3 So, yes. They're one of the best out there.</p> <p>4 COMMISSIONER GREEN: And, how often do we</p> <p>5 negotiate with them?</p> <p>6 CEO: This contract comes up -- it's like</p> <p>7 most of our contracts. It's a one-year contract</p> <p>8 and a renewal up to five years.</p> <p>9 CHAIRWOMAN HOROVITZ: Is there -- I think of</p> <p>10 Workday.</p> <p>11 Is Workday a software that would work here,</p> <p>12 or is it not?</p> <p>13 CEO: Who?</p> <p>14 CHAIRWOMAN HOROVITZ: Workday.</p> <p>15 Like what is our HR software?</p> <p>16 And I'm sorry. I should know that.</p> <p>17 CEO: ADP?</p> <p>18 MS. PARDE: (nodded head affirmatively)</p> <p>19 CEO: Yes. It's ADP.</p> <p>20 CHAIRWOMAN HOROVITZ: We can discuss</p> <p>21 this in another -- probably for next year.</p> <p>22 I'm comfortable with Yardi, but maybe, as we're</p> <p>23 growing, we should look at a solution that solves</p> <p>24 for multiple areas.</p> <p>25 Like Workday is HR and also financials.</p>
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<p>1 tools and budgeting and forecasting.</p> <p>2 Are there other things that we could be</p> <p>3 leveraging to help in other areas, or are we</p> <p>4 pretty set on the things that we like about Yardi?</p> <p>5 CEO: Well, we use every aspect of Yardi.</p> <p>6 We use it for public housing and Section 8</p> <p>7 or compliance, all aspects of our finance.</p> <p>8 We use it all the way -- I mean a unit turnaround,</p> <p>9 in terms of work orders, in terms of our</p> <p>10 vouchers. We use Yardi for just about everything</p> <p>11 outside of some of the reporting systems that we</p> <p>12 use inside HUD.</p> <p>13 But how we determine if the information</p> <p>14 is correct -- one is through HUD and sometimes</p> <p>15 through the Yardi system.</p> <p>16 CHAIRWOMAN HOROVITZ: Okay.</p> <p>17 COMMISSIONER GREEN: Most housing authorities</p> <p>18 use Yardi, correct?</p> <p>19 CEO: Yes. Yardi, at one time -- first of</p> <p>20 all, Yardi is the largest multifamily software out</p> <p>21 there. They have some competitors out there,</p> <p>22 but, in public housing, they have a stronghold on</p> <p>23 it.</p> <p>24 Because, over the last 15 years, they have</p> <p>25 increased their presence in bringing the</p>	<p>1 So we could have some savings by eliminating a</p> <p>2 vendor.</p> <p>3 CEO: Okay. Yes. We will explore that.</p> <p>4 CHAIRWOMAN HOROVITZ: And that brings me to</p> <p>5 another point just kind of on process.</p> <p>6 Do we have some kind of business planning</p> <p>7 process here or team that manages software</p> <p>8 implementation?</p> <p>9 Because I think that part of the appeal of</p> <p>10 renewing over and over with Yardi is that it's a</p> <p>11 huge ... and I know what it is integrating a new</p> <p>12 software.</p> <p>13 What is that process like?</p> <p>14 CEO: Yes. We have Ms. Evann Morris,</p> <p>15 who is our Director of IT. So we have a complete</p> <p>16 IT Department, and they provide just about</p> <p>17 everything.</p> <p>18 We do that. Most of the things we facilitate</p> <p>19 in-house. In terms of disbursement of the</p> <p>20 technology, they are gurus in the sense when it</p> <p>21 comes to mastering Yardi, which actually cuts down</p> <p>22 on the onboarding when we have new employees</p> <p>23 come on or when we have senior employees that may</p> <p>24 be having some type of technical issue or have</p> <p>25 some learning curve getting those report to the</p>

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<p>1 IT Department and get some support.</p> <p>2 CHAIRWOMAN HOROVITZ: If we decide to put</p> <p>3 this out to bid, how much lead time would the team</p> <p>4 need to implement a new software?</p> <p>5 CEO: Well, when we were considering another</p> <p>6 company, when we started doing our research,</p> <p>7 we were looking to possibly make the transition in</p> <p>8 about 90 to 100 days to make sure we had all the</p> <p>9 information backed up.</p> <p>10 But the problem is that some of these</p> <p>11 companies give these robust performances or</p> <p>12 presentations, and then we find out that they have</p> <p>13 a million and one problems behind the scene,</p> <p>14 when it comes to when you're talking to colleagues</p> <p>15 in terms of the proficiency of the systems.</p> <p>16 CHAIRWOMAN HOROVITZ: Are there any other</p> <p>17 comments or discussion?</p> <p>18 COMMISSIONER SHOUP: Let me just say,</p> <p>19 I'm not in this world a whole lot, but, when I</p> <p>20 lived in an apartment, it was a Vestcor apartment.</p> <p>21 And Yardi and Rent Cafe is what we used.</p> <p>22 So it's -- I think, from my understanding,</p> <p>23 I'd call it, "the national standard," in this</p> <p>24 world for sure.</p> <p>25 CHAIRWOMAN HOROVITZ: And we use them for</p>	<p>1 passes.</p> <p>2 I think that was the last one.</p> <p>3 CEO: Yes.</p> <p>4 CHAIRWOMAN HOROVITZ: Then we'll go on if</p> <p>5 there are any comments.</p> <p>6 COMMISSIONER GREEN: Through the</p> <p>7 Commissioner, what is the status -- how are we</p> <p>8 doing with the JWB houses?</p> <p>9 CEO: We are doing very well with them.</p> <p>10 We have been out and did all the inspections on</p> <p>11 them. We have some very nice properties.</p> <p>12 We had some properties that we liked and some</p> <p>13 properties we didn't like based on some of the</p> <p>14 septic systems and the wells there.</p> <p>15 But, by and large, everything that we have</p> <p>16 seen is better than anything we currently have</p> <p>17 right now in our portfolio.</p> <p>18 So we're very pleased with the property,</p> <p>19 and the first 20 units -- we're supposed to be</p> <p>20 going to close on them tomorrow --</p> <p>21 MS. HODGES: Friday.</p> <p>22 CEO: -- Friday. I don't know why I keep</p> <p>23 thinking today is Thursday. Friday.</p> <p>24 COMMISSIONER GREEN: 20 are closing on</p> <p>25 Friday?</p>
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<p>1 property management, as well. I'm not --</p> <p>2 Yardi is great. I'm just thinking through the</p> <p>3 process of how much time we might need if we want</p> <p>4 to explore another vendor so we don't have any</p> <p>5 breakdown in our process.</p> <p>6 CEO: Very good point. Again, because of the</p> <p>7 technology during the pandemic, we were able to</p> <p>8 allow folks to pay their rent online and work with</p> <p>9 us in a system online.</p> <p>10 CHAIRWOMAN HOROVITZ: Commissioner Brock</p> <p>11 or Commissioner Green, do you have any comments or</p> <p>12 questions?</p> <p>13 COMMISSIONER GREEN: No.</p> <p>14 COMMISSIONER BROCK: No.</p> <p>15 CHAIRWOMAN HOROVITZ: Okay. Do we have a</p> <p>16 motion to approve?</p> <p>17 COMMISSIONER SHOUP: Motion.</p> <p>18 COMMISSIONER BROCK: Second.</p> <p>19 CHAIRWOMAN HOROVITZ: All in favor?</p> <p>20 COMMISSIONER SHOUP: Aye.</p> <p>21 COMMISSIONER BROCK: Aye.</p> <p>22 COMMISSIONER GREEN: Aye.</p> <p>23 CHAIRWOMAN HOROVITZ: Any opposed?</p> <p>24 (no response)</p> <p>25 CHAIRWOMAN HOROVITZ: Hearing none the motion</p>	<p>1 CEO: Yes.</p> <p>2 COMMISSIONER GREEN: How soon will you have</p> <p>3 tenants in there?</p> <p>4 CEO: Say that, again?</p> <p>5 COMMISSIONER GREEN: Tenants.</p> <p>6 When will they get in?</p> <p>7 CEO: Oh, we're going to move rather quickly.</p> <p>8 Hopefully we can have them in as soon as possible</p> <p>9 once we get the keys on Friday.</p> <p>10 We are keying up right now to make sure that</p> <p>11 we have moved forward with our process to be able</p> <p>12 to get folks in those units.</p> <p>13 CHAIRWOMAN HOROVITZ: How are you deciding</p> <p>14 which families will go into the units?</p> <p>15 CEO: We will advertise them, like we do</p> <p>16 anything else. We'll go to Rent Cafe.</p> <p>17 We'll go to affordablehousing.com and place it out</p> <p>18 there for them.</p> <p>19 You have to do it like anything else to</p> <p>20 allow the application to go through the process,</p> <p>21 and we take it from there.</p> <p>22 CHAIRWOMAN HOROVITZ: Commissioner.</p> <p>23 COMMISSIONER GREEN: When they appraised</p> <p>24 them, did they cherry-pick which ones they</p> <p>25 appraised, or did they appraise all 20 or all 50</p>

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<p>1 of them?</p> <p>2 CEO: We picked the ones that we liked,</p> <p>3 and then we had them all appraised.</p> <p>4 COMMISSIONER GREEN: Okay.</p> <p>5 CEO: And we had a team, Mr. Mitchell and</p> <p>6 Mr. Peterson, who went out to the sites and</p> <p>7 inspected every single one of those sites as well</p> <p>8 as me and Ms. Dunn, who actually went out to the</p> <p>9 sites, as well.</p> <p>10 COMMISSIONER GREEN: So I know our estimated</p> <p>11 value -- I don't remember -- how much closer the</p> <p>12 appraisal was to what we --</p> <p>13 CEO: The appraisals for the units that we</p> <p>14 looked at -- I think there might have been --</p> <p>15 actually, the difference between what they had and</p> <p>16 what we appraised them for was \$28,000 to be</p> <p>17 exact.</p> <p>18 COMMISSIONER GREEN: A unit or all together?</p> <p>19 CEO: All together out of 30 units that we</p> <p>20 inspected. It was \$28,000, which we also said we</p> <p>21 wanted to make sure that we got a reduction for</p> <p>22 that \$28,000.</p> <p>23 COMMISSIONER GREEN: Oh, it was 28,000 lower?</p> <p>24 CEO: Yes.</p> <p>25 COMMISSIONER GREEN: Okay.</p>	<p>1 assessments.</p> <p>2 Now we definitely didn't want anything with a</p> <p>3 well, but we would have considered possibly</p> <p>4 something just maybe -- not that we would --</p> <p>5 but we would possibly consider something with a</p> <p>6 septic system depending on where the property was</p> <p>7 at, the location, and which property it was.</p> <p>8 We made -- we would have probably considered</p> <p>9 that, but we haven't accepted any with the septic</p> <p>10 system or the wells.</p> <p>11 CHAIRWOMAN HOROVITZ: So the 20 on Friday</p> <p>12 have no septic.</p> <p>13 CEO: No.</p> <p>14 CHAIRWOMAN HOROVITZ: No.</p> <p>15 CEO: And they're aware that whatever ones</p> <p>16 they bring to us moving forward shouldn't have any</p> <p>17 of those circumstances.</p> <p>18 The wells are an issue and the septic tanks,</p> <p>19 septic systems is an issue from a maintenance</p> <p>20 perspective, but, clearly, the maintenance systems</p> <p>21 now are a lot different than they were 20 or</p> <p>22 30 years ago.</p> <p>23 So it's just a little bit of maintenance,</p> <p>24 but, if we can get away with no maintenance,</p> <p>25 then we'll take that. We're looking down the</p>
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<p>1 CHAIRWOMAN HOROVITZ: Commissioner Brock.</p> <p>2 COMMISSIONER BROCK: Yes, Ms. Chair.</p> <p>3 To Commissioner Green, I, too, was asking</p> <p>4 Mr. Alexander about the properties for JWB,</p> <p>5 because I was concerned about those properties.</p> <p>6 Because I seen them building all over the</p> <p>7 city.</p> <p>8 Like he said, some of them had septic tanks,</p> <p>9 and I was concerned about that.</p> <p>10 Was that going to be a burden on our</p> <p>11 residents if they, you know, selected those</p> <p>12 units?</p> <p>13 And Mr. A. assured me that he personally went</p> <p>14 and looked at those units and, you know, made a</p> <p>15 decision on those units. So I was glad when he</p> <p>16 told me that the units that he picked did not have</p> <p>17 the septic tank.</p> <p>18 Because, you know, septic tanks are expensive</p> <p>19 to empty.</p> <p>20 CEO: So, if I may, we definitely --</p> <p>21 so that's one of the benefits of having a master</p> <p>22 plumber on staff, which is Mr. Mitchell,</p> <p>23 and we have a professional engineer, which is</p> <p>24 Mr. Peterson, to be able to have the knowledge,</p> <p>25 skill sets and abilities to make these</p>	<p>1 road, but maybe some small maintenance --</p> <p>2 then we would consider it.</p> <p>3 CHAIRWOMAN HOROVITZ: And, in the end,</p> <p>4 how did we fund the deal?</p> <p>5 CEO: What's that?</p> <p>6 CHAIRWOMAN HOROVITZ: The 20 houses --</p> <p>7 how are we funding it or financing it?</p> <p>8 CEO: Through bonds (sic).</p> <p>9 CHAIRWOMAN HOROVITZ: Commissioner Green,</p> <p>10 did you have anymore questions?</p> <p>11 COMMISSIONER GREEN: No.</p> <p>12 MS. HODGES: Wait. That can't be right.</p> <p>13 I just want to point out -- I'm sorry.</p> <p>14 Let me restate that.</p> <p>15 When we did our board, we were very specific</p> <p>16 -- I know I was very specific -- in saying that,</p> <p>17 in order to issue bonds, you've got to come back</p> <p>18 and do a cessation of things. We've got to have</p> <p>19 an inducement resolution. We've got to check the</p> <p>20 boxes there statutorily.</p> <p>21 So, Dwayne, I think you were asking --</p> <p>22 there was a particular pot of money that we</p> <p>23 specifically, in our resolution, said that you</p> <p>24 were going to take out of that pot to pay --</p> <p>25 I just want to make sure. We're not issuing</p>

Page 53	<p>1 bonds.</p> <p>2 CHAIRWOMAN HOROVITZ: Right. I heard that</p> <p>3 that was the answer.</p> <p>4 Commissioner Green.</p> <p>5 CEO: We have the money to be able to pay for</p> <p>6 it. We will recoup the money back.</p> <p>7 CHAIRWOMAN HOROVITZ: Okay. That's an</p> <p>8 important clarification. Thank you.</p> <p>9 CEO: We're not issuing a bond on Friday.</p> <p>10 CHAIRWOMAN HOROVITZ: Okay. I should have</p> <p>11 asked a follow-up. I assume I missed a meeting.</p> <p>12 COMMISSIONER GREEN: The 11,000,000 plus the</p> <p>13 other property up Normandy is going to be one</p> <p>14 bond, and we're getting our money back from the</p> <p>15 houses.</p> <p>16 CEO: Yes, yes.</p> <p>17 CHAIRWOMAN HOROVITZ: But, if we're closing</p> <p>18 on 20 and the total proposal was 30 -- is that</p> <p>19 right?</p> <p>20 Didn't we --</p> <p>21 CEO: 50.</p> <p>22 COMMISSIONER GREEN: 50.</p> <p>23 CHAIRWOMAN HOROVITZ: -- thank you.</p> <p>24 COMMISSIONER SHOUP: So we're not getting 50.</p> <p>25 CEO: We won't get 50 on Friday.</p>
Page 55	<p>1 attending and making sure all the documents are</p> <p>2 reflective?</p> <p>3 MS. HODGES: Absolutely. I mean we've been</p> <p>4 -- in fact, if you recall, we have outside</p> <p>5 counsel, Bryant, Miller, Olive, who is acting as</p> <p>6 real estate counsel.</p> <p>7 So JWB is -- Alex -- you got to love him.</p> <p>8 He's really aggressive. So we're having to make</p> <p>9 calls every other day to make sure that we stay</p> <p>10 on track.</p> <p>11 But the due diligence on this I mean was</p> <p>12 invaluable with Mr. A's team as well as outside</p> <p>13 counsel, who did an outstanding job, in making</p> <p>14 sure that you guys are buying and purchasing</p> <p>15 squeaky clean properties at the fair market value.</p> <p>16 Because we were very insistent that,</p> <p>17 as a government agency, we're only paying what the</p> <p>18 appraised amount is. And Mr. Sifakis was fine</p> <p>19 with that, because that's what he's used to when</p> <p>20 he deals with the city, for example.</p> <p>21 CHAIRWOMAN HOROVITZ: Thank you. Thank you</p> <p>22 to your team.</p> <p>23 CEO: The only correction I might have with</p> <p>24 general counsel -- it's not every other day.</p> <p>25 Every day. They want to meet them every day,</p>
Page 54	<p>1 COMMISSIONER SHOUP: We won't get 50 total.</p> <p>2 You said some of these houses were septic,</p> <p>3 and you don't want that.</p> <p>4 CEO: So let me back up a little bit.</p> <p>5 Originally, we were getting 50. 30 of them</p> <p>6 were already ready right then and there.</p> <p>7 So we were going to take those 30, and then they</p> <p>8 were going to provide us with the 20 over the next</p> <p>9 couple months or weeks.</p> <p>10 So we were going to get the 30, but,</p> <p>11 when we got the 30, we went and looked at them.</p> <p>12 Some of them had some issues in terms of wells.</p> <p>13 Not all of them had wells and septic. Some had</p> <p>14 swells. Some had septics, and then you had some</p> <p>15 that had wells and septics.</p> <p>16 And, out of the ones we picked, we pulled the</p> <p>17 20 out of that 30, and they will make up that 30</p> <p>18 over the next couple weeks.</p> <p>19 Once they give us our residual of that 20,</p> <p>20 we have to go back out, again, and look at</p> <p>21 them and make our assessments and do an appraisal</p> <p>22 on them.</p> <p>23 CHAIRWOMAN HOROVITZ: And, Ms. Hodges,</p> <p>24 I know that the board has given Mr. Alexander the</p> <p>25 authority to close these deals, but you're</p>
Page 56	<p>1 either in the morning or in the evening every</p> <p>2 single day.</p> <p>3 CHAIRWOMAN HOROVITZ: Thank you for all of</p> <p>4 that work and to your team.</p> <p>5 Are there any other comments?</p> <p>6 COMMISSIONER BROCK: No.</p> <p>7 CHAIRWOMAN HOROVITZ: Hearing no comments --</p> <p>8 COMMISSIONER SHOUP: Well, I guess one</p> <p>9 quick one.</p> <p>10 Will we have some temperature from the lawn</p> <p>11 people by our next board meeting?</p> <p>12 CEO: Oh, yeah. We will talk with them.</p> <p>13 CHAIRWOMAN HOROVITZ: I'm sorry.</p> <p>14 Just to open that up, did we decide that</p> <p>15 we're going to just go back to them, and say,</p> <p>16 "We don't accept this," and close the door?</p> <p>17 I just want to make sure that Ms. Colene --</p> <p>18 COMMISSIONER SHOUP: We will have that at</p> <p>19 the next board meeting, that we can only make a</p> <p>20 recommendation from here to the full board.</p> <p>21 MS. HODGES: That's a good point.</p> <p>22 CHAIRWOMAN HOROVITZ: I just want to</p> <p>23 make sure that Ms. -- is it Colene? -- I'm sorry</p> <p>24 --</p> <p>25 MS. ORSINI: Colene.</p>


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1 CHAIRWOMAN HOROVITZ: -- Colene, when we
 2 leave here, is very clear.
 3 MS. HODGES: Well, I mean, as a committee,
 4 you guys said, "No."
 5 So it's kind of stopped at this point.
 6 CHAIRWOMAN HOROVITZ: Okay.
 7 MS. HODGES: But, you know, Dwayne and
 8 Ms. Colene -- they certainly can bring an action
 9 to the board outside of what this committee is
 10 recommending, but, as a committee, I don't think
 11 you'd charge her to do anything on the calendar
 12 resolution.
 13 COMMISSIONER SHOUP: But I thought we had
 14 also tried to get the temperature of them saying,
 15 "Hey, the Finance Committee didn't like this.
 16 They're not inclined to this. This is what
 17 they're thinking down the road. Are y'all still
 18 just going to stop working? Because we were
 19 taking all of that into consideration."
 20 CHAIRWOMAN HOROVITZ: I think that we let
 21 Mr. Alexander decide how to manage that
 22 relationship, and we can discuss it more.
 23 All right. No further comment. The meeting
 24 is adjourned.
 25 Thank you-all.

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1 (Whereupon, the JHA BOC Finance Committee
 2 Meeting concluded at 3:00 p.m.)
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1 C E R T I F I C A T E
 2 STATE OF FLORIDA)
 3 COUNTY OF DUVAL)
 4 I, Carol DeBee Martin, Certified Court
 5 Reporter and Notary Public, certify that I was
 6 authorized to and did stenographically report the
 7 foregoing proceedings and that the transcript to the
 8 best of my ability is a true and complete record of my
 9 stenographic notes.
 10 Dated this 7th day of March, 2023.
 11
 12 
 13
 14 Carol DeBee Martin
 15 Notary Public State of Florida
 16 My Commission: HH 038064
 17 Expires: 12-29-2024
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