

141.1

TAB 5

5

**FINANCIAL STABILITY**

# Financial Stability Statement - Prime

Each member of our subconsultant team will maintain the organizational resources (both human and financial) to provide services at the level required by Lake County for this project. Each team has provided a statement regarding their capabilities. Additional information is available upon request.



P. O. Box 16828  
Tampa, Florida 33687-6828  
ph 813.349.4575  
fax 813.349.4741  
[www.pilot.bank](http://www.pilot.bank)

September 27, 2021

RE: Straughn Trout Architects. LLC

To whom it may concern:

Please accept this as a summary of the financial condition of Straughn Trout Architects, LLC. The company is a valued client of Pilot Bank.

The information below is based off of the company's most recent tax returns of 12/31/18, 12/31/19 and 12/31/2020.

	12/31/2018	12/31/2019	12/31/2020
Net Income	Available upon request	Available upon request	Available upon request
Cash Flow	Available upon request	Available upon request	Available upon request
Debt Coverage	2.10 x's	.84 x's	2.24 x's

Our most reliable indicator of financial capacity is the Debt Coverage Ratio, with a ratio of 1.25x's considered adequate in most industries. Straughn Trout consistently records an above average debt coverage ratio for their industry. This is a strong indication of cash flow in relation to modest debt. Our bank provides Straughn Trout with a revolving line of credit in the amount of \$150,000. The company's strong cash flow results in the line having a minimal balance during the course of the business year.

The risk profile assigned to Straughn Trout is the lowest rating for the collateral type, which is another indicator of how financially strong and dependable this client is viewed by the bank.


If I can be of further assistance, please do not hesitate to contact me at 813-505-8227 or [wjoyner@pilot.bank](mailto:wjoyner@pilot.bank).

Sincerely,

Wesley Joyner  
SVP

# Financial Stability - Subconsultants

Each member of our subconsultant team will maintain the organizational resources (both human and financial) to provide services at the level required by Lake County for this project. Each team has provided a statement regarding their capabilities. Additional information is available upon request.



**FINANCIAL CAPACITY**


TLC Engineering Solutions is a financially strong company that is now in its 66<sup>th</sup> year of providing services. In 2020, TLC had revenue approaching \$70 million and has been profitable for the past 20 years.


TLC's financial strength is reflected in its banking relationship with JP Morgan Chase. As part of our banking relationship, TLC currently has a \$4 million unsecured line of credit with an interest rate of less than Prime and a current balance of zero.

Our Balance Sheet reveals assets of \$40 million, with over \$20 million in Shareholder Equity. TLC is a C-Corp incorporated in the State of Florida. TLC's financial statements are reviewed annually by an outside accounting firm who also prepares our firm's Federal and State tax returns, as well as an annual audit TLC's overhead rate.

**RESOURCES**

TLC Engineering Solutions has the capacity and depth of seasoned personnel to provide the required engineering services for this project. Our total staff of 400 brings a rich blend of expertise that will allow us to apply the appropriate in-house talent to bear on any concern or situation during the design process. We have in-house resources to quickly assign engineers and designers for supporting structural, mechanical, electrical, plumbing, fire protection, energy modeling, acoustics, technology systems, LEED consulting, and commissioning.

TLC Engineering Solutions, Inc.  
  
 Gary C. Krueger, PE, LEED AP BD+C, GGP  
 Vice President



RE  
Human and Financial Resource Statement

**Financial**

**Income**  
 9.22.21  
 Cash on Hand & in banks..... Available upon request  
 Receivable..... Available upon request

**Expenses**  
 9.22.21  
 Computer Programs (per month) ..... Available upon request  
 Salary (per month) ..... Available upon request

**Human**  
 John Edward Crowley, owner and operator of Sustainable Design and Consulting.  
 Landscape Architect  
 # 6667183 (State of Florida)  
 LEED AP  
 Leadership in Energy and Environmental Design Accredited Professional in New Construction  
 Florida Water Star AP  
 Florida Water Star Accredited Landscape Professional  
 GI-BMP  
 Green Industries Best Management Practices (Florida Department of Environmental Protection)  
 Landscape and Horticultural Specialist  
 Valencia Community College Landscape and Horticultural Specialist Technical Certificate  
 Landscape and Horticultural Professional  
 Valencia Community College Landscape and Horticultural Professional Technical Certificate

**DEGREES**  
 Bachelors in Landscape Architecture-University of Florida  
 Associates in Science in Environmental Horticulture-Valencia Community College



Wood Environment & Infrastructure Solutions, Inc.  
 1075 Big Shanty Road NW  
 Suite 100  
 Kennesaw, GA 30144  
 USA  
 Phone: 770-421-3400  
 woodpic.com

To Whom It May Concern:

Wood Environment & Infrastructure Solutions, Inc. is a financially sound and stable company, is not in any form of bankruptcy or related proceedings, is current in payment of its taxes, fees and related obligations, and does not foresee any downsizing or potential layoffs that may affect its ability to provide services in a timely manner.

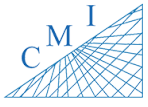
Sincerely,  
  
 Kendall H. Sherrill  
 VP - Finance  
 Wood Environment & Infrastructure Solutions, Inc.



Notary Public  
 Renee V. McAllister  
 Notary Public  
 Colquhoun County  
 State of Georgia  
 My Comm. Expires Sept. 30, 2023

Wood is financially stable and has the necessary resources - both human and financial, to provide the services at the level required by Lake County.

\*Wood is a trading name for John Wood Group PLC and its subsidiaries



Lake County - RSQ Number 21-0914  
 Supervisor of Elections Building Design  
 Statement for Financial Stability and Necessary Resource  
 Cost Management Inc. dba CMI

We confirm that Cost Management Inc. dba CMI is financially stable and has the necessary resources, both human and financial, to provide the services at the level required by the County.

