

THE CITY OF DELTONA

RFP #26019

Miscellaneous Land Acquisition Services



O. R. Colan Associates, LLC

... Inspiring Confidence in Progress

Submitted to:
The City of Deltona

Submitted by:
Mr. AJ Orrick,
Vice President
(785) 550-8642; aorrick@orcolan.com
13 Palafox Place, Suite 200
Pensacola, FL 32502
EIN 01-0780018

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SECTION 2 – PROPOSER PROFILE

- i. **Basic Information** – O.R. Colan Associates LLC, has maintained an active and responsible presence in the south since 1979. Our Pensacola office services as our Regional Headquarters, and is located at 13 Palafox Place, Suite 200, Pensacola, FL 32502. The office can be contacted at (614) 340-8233; aorrick@orcolan.com
- ii. **Primary Contact Person** – AJ Orrick, Vice President, will serve as the primary point of contact to the city. He can be reached at (785) 550-8642; aorrick@orcolan.com
- iii. **Qualifications** – Founded by Mr. Owen Richard Colan in 1969, **O.R. Colan Associates, LLC (ORC)** specializes exclusively in land acquisition, relocation, and program management for land acquisition projects. ORC is recognized nationally in the field of right-of-way (ROW) acquisition and relocation assistance for projects implemented under the provisions of the Uniform Relocation and Real Property Acquisition Policies Act of 1970, Title 49 Code of Federal Regulations Part 24.
 - **ORC's 55+ Years of National Experience** We are the nation's leading firm specializing in land acquisition, relocation assistance, and program management services in compliance with the Uniform Relocation Act.

Company Overview

For over 55 years, ORC has delivered right of way services with precision and integrity — from planning to closeout.



ABOUT ORC

- Established in 1969
- 19 States | 32 Offices
- 465+ Employees



QUALITY & COMPLIANCE

- \$0 Lost in Federal Funding
- 0 Audit Findings



Key Stats



70,000+
Parcels Acquired



\$4+ BILLION
ROW Secured



40,000+
Relocations



20,000+
Projects Completed



12,000+
QC Cases Reviewed



GIS
Mapping
Integration

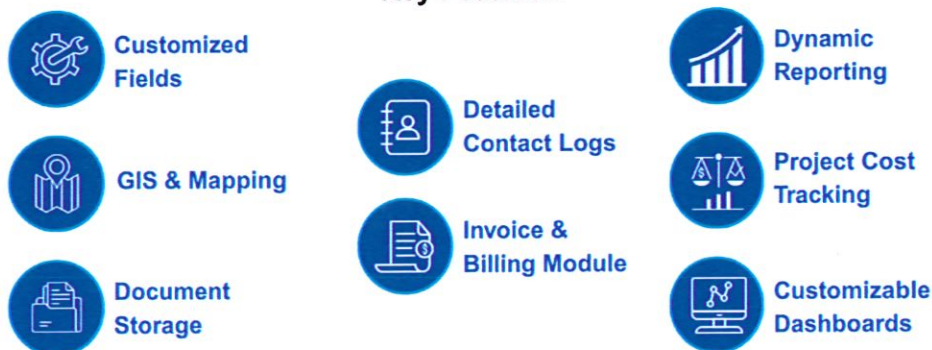
ORC is the ROW firm that understands the complexities and expectations to deliver this project successfully. Our mission statement is to “inspire confidence in progress,” and dozens of communities nationwide have entrusted us to do that for their important infrastructure projects. We hope to work with The City of Deltona on vitally important projects and build the trust we have established with so many other municipalities nationwide.

Hundreds of public agencies nationwide—including the State of Florida—have entrusted ORC to provide the full scope of right-of-way services and frequently Right-of-Way Advisory Assistance, on a state, regional, and local basis. As FDOT is aware, ORC's core business is the acquisition of real estate and the provision of relocation advisory services—primarily for a variety of public agency clients—and, for more than 40 years, we have successfully provided these services throughout the state of Florida.

- iv. **Availability** – ORC's proposed team will be prepared to begin work immediately upon receipt of Notice to Proceed. Team members all work from ORC's Pensacola office.
- v. **Additional Information** – A key part of ORC's communication plan with the Agency will be the use of Parcel Suite® on all projects. ORC developed Parcel Suite®, our proprietary web-based ROW project management system, which provides real-time tracking and reporting, centralized access to parcel documentation, and integrated GIS mapping tools to support negotiations and stakeholder engagement. Agency personnel will have continuous visibility into project status, ensuring transparency, accountability, and informed decision-making throughout the life of the project.



Key Features



ORC Parcel Suite® is an internally developed ROW database designed specifically to support ROW projects. The platform is available, as needed, to provide real-time parcel tracking and reporting to the Agency. Through ORC Parcel Suite®, the Agency can access relevant parcel documents and data in real time. Immediate system updates provide clear visibility into project status and confirm that work is progressing as planned.

To support your evaluation of the platform, ORC is providing a link for the Agency to review Parcel Suite® directly, which includes a demo video highlighting key features and functionality: [Parcel Suite Demo](#).

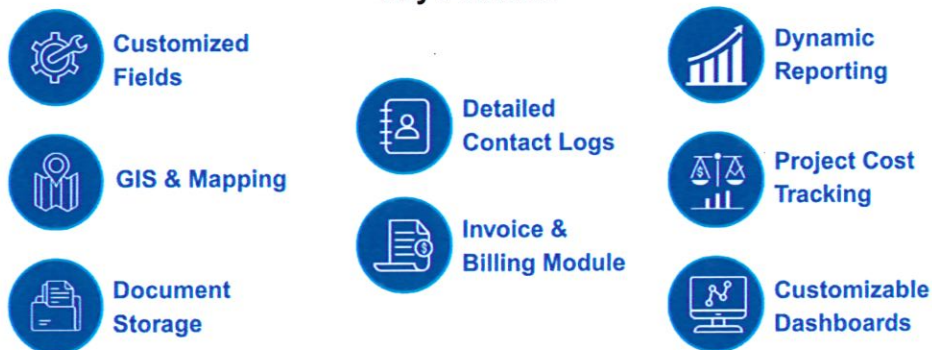
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ORC understands the importance our clients place on the adoption of comprehensive safety programs on the part of their consultants. As such, we have developed a comprehensive Safety Program, which we will happily share with the Agency should it be requested. As a more succinct testament to our commitment to safety, our average EMR rating over the past 10 years stands at .80, which is significantly below the industry baseline of 1.00. This is especially impressive, given our relatively modest size and scope, as compared to other much larger, more broadly scoped service providers that typically set the standard for safety.



The graphic to the left illustrates how we prioritize, implement, and manage safety at ORC, and how we address specific components of our safety program below:

- **Safety Training** – ORC will ensure that its team is fully equipped with the appropriate PPE for the project environment and a project safety training plan will be implemented to ensure ongoing safety training is conducted and documented. ORC will comply with the Agency safety training requirements.
- **Personal Protective Equipment** – All personnel mobilized to a project will be issued any necessary PPE based on Duke Energy safety guidelines. At a minimum, employees will be issued a hard hat, protective safety glasses and reflective vest. ORC employees will be safety ready at project mobilization. A documented safety training program is a component of all ORC projects and will be immediately implemented upon mobilization. ORC will also comply with all Agency mandated safety guidelines and required documentation.

SECTION 3 – LAND ACQUISITIONS AND RELATED SERVICES KNOWLEDGE & METHODOLOGY

ORC is pleased to submit its qualifications in response to the City of Deltona's RFP #26019 Miscellaneous Land Acquisition Services.

Introduction Letter

O.R. Colan Associates, LLC (ORC) If selected, and once a task order is assigned, ORC's Project Manager will plan to attend a Project Kickoff meeting with the Agency and the design team. At the kickoff meeting, overall expectations will be discussed. If a public meeting is planned ORC's team members will attend.

Once Notice to Proceed is provided, an Introduction Letter will be sent to each of the owners of record. At the same time Title Opinions will be ordered (if required). This will help us establish a contact for each of the impacted parcels. With our introduction letters, we include contact sheets and stamped return envelopes for the property owners to fill out and send back. On average, we typically get over 60% back. This is key to setting up the initial meetings in a timely manner. Once Right-of-Way (ROW) Plans are finalized, ORC's Agents will complete the initial meetings on-site to verify ownership and discuss the project in detail with the landowners. These meetings could also be done virtually if desired by the property owners. Any issues that arise will be discussed with the Agency and the Design team before the claim report or the appraisal process begins. This is also the point where we would start discussions with the property owners on relocation, if necessary.

Title Research

ORC's staff is trained to review title abstracts in detail at the beginning of a negotiation to determine if any of the proposed parcels have title defects or issues that will delay the acquisition process. In their review, our agent will look for excessive liens; delinquent taxes; over mortgaged, fractional ownership; deceased ownership; foreclosure notices; or potential bankruptcy. With any of these issues, the earlier they can be addressed in the process the better. This gives ORC staff the maximum possible amount of time to resolve these issues and clear title without having to automatically send these parcels to condemnation. Plus, our diligence and attention to detail will save the Agency the heavy cost of condemnations, while it will also help affected residents with any title issues.

Just Compensation

Once just compensation is established, the written offer will be prepared along with the required deed and/or easement documents. These documents are also reviewed by ORC's quality control staff. Once reviewed the offer and acquisition documents will be delivered to the owner and/or an authorized representative of the property owner at the initiation of negotiations. ORC will plan to make initial offers in person, when feasible and desirable by the property owner, because it is essential to explain the right of way process in detail and gain the confidence and trust of the property owner. Our assigned agents understand that the work schedules of those residential owners may not always allow for meetings during normal business hours. Both our manager and agents will make the necessary accommodations, when possible, to be flexible

with our meeting times and locations to minimize the disruption to all affected owners' schedules.

Negotiations

The initiation of negotiations is a crucial point of the acquisition process. Our negotiation agents are trained in appraisal and plan reading and can explain the project and process in a clear, concise manner. Should any unique design questions arise that our staff is not able to answer, we can easily reach out for clarification on such questions to the Agency or the design team. We believe that providing a clear understanding of the project will help facilitate reaching a settlement with the property owners and expedite clearing the right of way. Once all concerns are addressed, this just leaves the compensation. ORC will negotiate a justified settlement if the owner is not accepting of the initial offer.

Closings

Once the acquisition documents are signed and settled, a Final Report package will be submitted to the Agency. Before this submittal, these documents will be checked for quality assurance again. Once the check is cut by the Agency, ORC's agent will disperse the check to the landowner and record the deeds and/or easements. ORC does have the ability to E-File the easements, which could accelerate the closing process.

Our ultimate focus on projects will be to ensure that the Agency can certify the required right of way by the defined timelines while providing as much time as possible to address property owner's concerns. We understand that communication is a critical element to any successful project and regular, detailed updates are a necessity to ensure the Agency has a clear understanding of our progress and any unique issues that we may encounter along the way. ORC will plan to provide regular written updates to the Agency.

Innovative Approaches Previously Utilized

ORC encourages that the title abstracts be performed as early as possible, so title abstracts can be used as part of the design/existing easements and for ROW, as well as to ensure proper establishment of property lines. ORC will review the title abstracts to identify any property owners who are "over mortgaged." In these cases, ORC must negotiate a short sale with the mortgagee or reach an administrative settlement to clear the title. These innovative approaches will help in identifying problem parcels at the project's outset, to in turn drive proper project planning and project schedule adherence.

- **Adaptation to remote working, when needed:** ORC kept all of our projects moving on track through the pandemic with a variety of clients nationwide. Through innovative solutions that include **Remote Online Notary Services, E-Recordings, Certified Offers in the mail, and Virtual meetings with property owners**, ORC did not miss a beat on our projects.
- **Initiating Negotiations:** Further, the initiation of negotiations is a crucial point of the acquisition process. ORC's acquisition agents are fully trained in all areas of acquisition and have a thorough understanding of the appraisal process, ensuring that property owner questions about their property's appraisal and acquisition are addressed accurately. Our negotiation agents are trained in appraising as well as reading and

interpreting plans and are highly adept at explaining the project and process clearly and concisely. Providing a clear understanding of the project will allow the impacted owners to make an intelligent decision to participate in the project, expedite settlements, and promote property owner confidence in the ROW project.

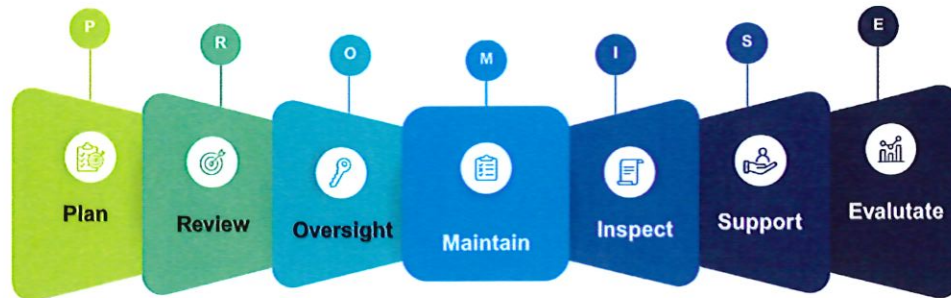
- **Reaching Settlements with Property Owners:** Our agents understand the acquisition of an owner's property can be an emotionally charged issue; therefore, our agents are highly sensitive to property owners' concerns. **The acquisition agent works to create a win-win situation in reaching a settlement with the property owner through professional and courteous communication.** In cases where we feel a compromise is beneficial and can be supported by market data, our agents will prepare a justification for an administrative settlement, which will be reviewed by our Project Manager and submitted to the Agency for approval.
- **Ensuring Appropriate Communication with Property Owners:** As a representative of the Agency, ORC will adhere to the State's policies & procedures regarding property owner treatment. We will strive to obtain an amicable agreement, but never will resort to intimidation to complete a transaction. **The public scrutiny that an agency is under to deliver a project is tremendous and should not be compromised by an agent's becoming aggressive or combative with a property owner over the purchase of their property.** When an impasse with a property owner over the value or other issues surrounding the parcel occurs that cannot be amicably resolved, the case will be referred to the Agency's legal department (A.G.'s Office) for further action, including a potential condemnation filing.

Quality Control Support: Much of the work to be performed by the chosen consultants falls under the category of Quality Control. ORC full-time quality control staff will review, among other things, all transfer documents to ensure they are properly executed and offers are extended to the right parties. Our agents will review the more technical aspects of a project and compliance with 49 CFR Part 24.

Document Control Support: Document administration requires Project Managers and Agents to spend valuable time working through administrative tasks and not engaging with Landowners or Clients. ORC has developed ways to reduce the number of administrative tasks completed by Project teams, including establishment of a centralized document management system and our Document Management Department. Our field staff works with this Department through a customized email tracking system, and only three Document Specialists effectively manage deliverable goals for waiver valuation approvals and extended offers.

QA/QC Program

We train employees and clients alike in the most sophisticated **QA/QC program** in the industry. Like the technological resources we offer our clients, we have invested significantly in this program, and support it with a catalogue of high-level technologies, specially designed systems, and a dedicated and professional staff. However, its value for our clients is defined simply: **PROMISE.**



This strategy has helped optimize product quality and assure our clients that no funding is jeopardized for non-compliance. Our QA/QC process is as follows:

- Agents compile a comprehensive research package that includes the current vesting deed for the property owner, as well as the chain of title extending back to a warranty deed. Additional materials may include plats or surveys, Secretary of State records (if applicable), county property record cards, and any available engineer-provided construction prints or aerial imagery.
- Easement documents are generated and submitted to ORC's QA/QC team for review. During this process, QA/QC verifies that all appropriate documents for the affected parcels have been obtained and that the chain of title has been properly established. The easement document is also reviewed to ensure compliance with the Agency's standards and that the formatting aligns with the specific easement type.
- Once approved, the agent requests an exhibit from the GIS team. The agent then reviews the exhibit and coordinates any necessary revisions with GIS before submitting the complete easement package back to QA/QC for final review.
- Through this process, each research package and easement document undergoes a minimum of three levels of QA/QC review prior to being delivered to the customer.

SECTION 4 – STAFF CREDENTIALS AND PROJECT TEAM

ORC will assign an experienced Divisional Director, Cherie Pierce, and ROW Project Manager, Joseph Carroll, to oversee all aspects of the project. They will serve as the primary point of contact for the Agency, manage day-to-day operations, coordinate field activities, and ensure the timely compilation and submission of all required deliverables.

The ORC team will be supported by dedicated ROW Agents, along with a remote support team consisting of additional ROW Agent(s), Title Specialist(s), Document Specialist(s), QA/QC Specialist(s), and GIS Technician(s). ORC's staffing model leverages specialized subject-matter experts in each functional area to ensure:

- (a) the highest quality deliverables through role-specific expertise, and
- (b) efficient, cost-effective execution of land acquisition services.



Vice President, AJ Orrick, JD – Mr. Orrick, an 18-year ROW expert, joined ORC in 2023. With a background in both public sector and utility projects, Mr. Orrick gained valuable skills in project management, stakeholder engagement, acquisition, and regulatory compliance. These skills have proven to be critical in developing effective programs tailored to meet the needs of each client and ORC employees. Through his almost 6 years of leading Black & Veatch's linear ROW practice, Mr. Orrick brings a distinguished record of leading ROW and land survey teams in close collaboration with internal disciplines (engineering, environmental, geotechnical) on large EPC (Engineering, Procurement and Construction) projects throughout the United States. Through his experience routing transmission lines, he developed effective strategies for stakeholder engagement, such as creating routing alternatives to minimize potential landowner concerns. He also brings almost a decade of experience as an attorney with his legal practice dedicated to acquiring and condemning properties for public infrastructure projects.

Divisional Director, Cherie Pierce – Ms. Pierce is a seasoned ROW professional with more than 25 years of experience supporting complex public infrastructure and transportation projects, with a strong emphasis on public sector acquisition programs in Florida. Her extensive background includes managing ROW acquisition, valuation oversight, stakeholder coordination, and eminent domain support for transportation and public works initiatives. During her tenure with the Lee County Lands Department, Ms. Pierce managed real estate valuation, acquisition, leasing, and donation activities for county infrastructure projects while coordinating closely with legal, engineering, and regulatory teams to ensure compliance and successful project delivery. She also brings significant Department of Transportation experience through her work as a Senior Right of Way Appraiser/Negotiator, where she appraised, negotiated, and acquired property rights for major DOT infrastructure improvements in accordance with USPAP and Uniform Act requirements. Throughout her career, Ms. Pierce has demonstrated expertise in landowner relations, public engagement, vendor oversight, and acquisition strategy development, making her a valuable asset on complex public sector ROW programs.



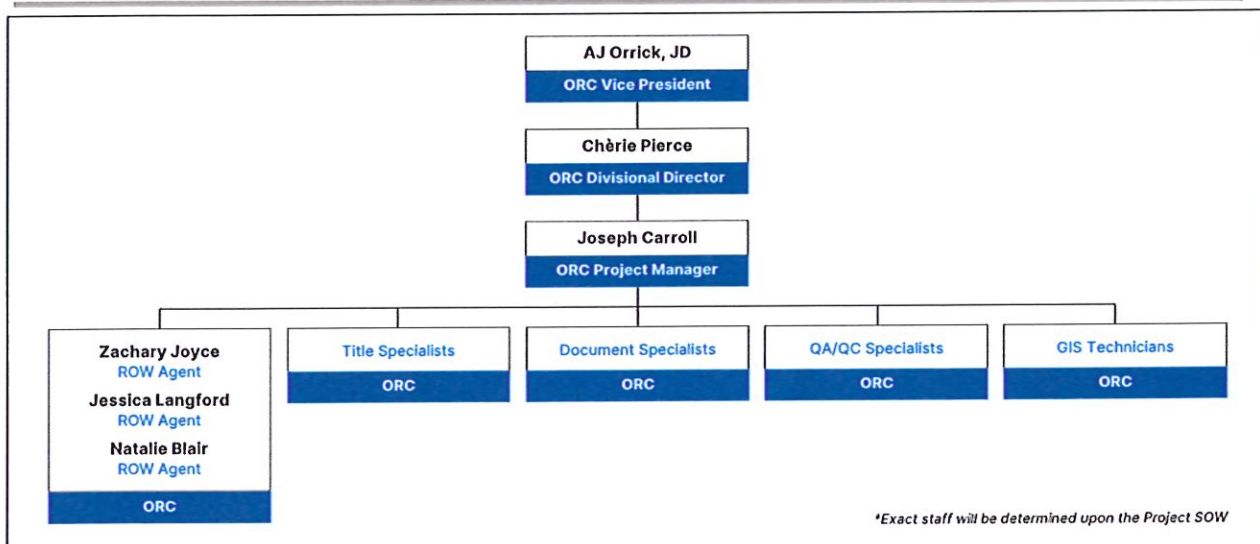
Project Manager, Joseph Carroll – Mr. Joseph Carroll is an experienced ROW professional with over seven years of experience supporting ROW acquisition projects. He has worked extensively on Florida programs and has a strong understanding of the state's processes, reporting expectations, documentation standards, and overall real estate workflow, which allows him to step into Agency projects with little to no learning curve. As ROW Supervisor and Project Manager, he oversees daily transmission project activities, manages client communication, prepares and tracks Not-To-Exceed budgets, and leads field and title agents to ensure work is completed accurately and on schedule. He previously managed acquisition efforts for a project involving more than 3,500 parcels within a 10-month period, demonstrating his ability to handle large, fast-moving programs. He has also overseen more than 500 miles of overhead-to-underground conversions while supporting transmission line projects, coordinating land negotiations, routing adjustments, condemnation support, and damage settlements. Mr. Carroll brings practical transmission experience, strong organization, and a clear understanding of the Agency and Florida acquisition processes to every project he leads.

Agent, Zachary Joyce – Mr. Joyce joined ORC in 2025 and brings more than three years of ROW acquisition experience supporting infrastructure projects throughout Florida and the Southeast. His background includes utility easement acquisition, stakeholder coordination, and field acquisition support for large-scale transmission and grid modernization programs.. He has also worked closely with engineers and project teams to review alignments, support route adjustments, and secure the property rights necessary to keep projects on schedule. His experience working with public agencies and managing complex stakeholder coordination is well suited to Florida DOT and local agency ROW acquisition programs.



Agent, Jessica Langford – Ms. Langford is a ROW professional with more than six years of experience supporting infrastructure acquisition projects throughout Florida. Her background includes easement negotiation, title and deed research, acquisition file management, and coordination with engineers and project teams to support complex corridor and utility programs. Her work consists of working with landowners, corporations, attorneys, and internal stakeholders to secure property rights and maintain accurate acquisition documentation under demanding schedules. Her experience in stakeholder coordination, field acquisition, and project support translates well to Florida DOT and local agency ROW programs, where attention to detail and effective public communication are essential.

Agent, Natalie Blair – Ms. Blair is a real estate and ROW professional with more than eight years of experience supporting property acquisition, title, and project coordination efforts. Her background includes utility easement acquisition, due diligence, stakeholder coordination, and collaboration with city and county governments on infrastructure-related projects. She has managed all phases of the acquisition process, including landowner outreach, negotiations, document execution, and property research, while maintaining compliance with client and municipal requirements. Her experience coordinating with local agencies, survey teams, and community stakeholders translates well to Florida DOT and local public sector ROW programs, where organization, communication, and attention to detail are essential to successful project delivery



O.R. COLAN ASSOCIATES, LLC

ORC has included the requested resumes in **Attachment A**.

SECTION 5 – REFERENCES

Since it's establishment in 1969, ORC has acquired and administered relocations for displaces on hundreds of parcels in Florida under the provisions of the Uniform Act (URA). This includes completing jobs for numerous nationwide DOT's on projects as well as work on airports, and previously for FDOT. The following represents the diversity of projects we have completed in Florida:

Client	Project	Project Cost	ORC Project Responsibilities	Completion Date
New Smyrna Beach Municipal Airport	New Smyrna Beach Airport Baker Aviation	\$34,186.99	ORC provided land acquisition services for the New Smyrna Beach Municipal Airport project, including appraisal coordination, title research, negotiations, FAA compliance, and property closing support.	9/30/2022
Duke Energy	FL On-Call Researcher	\$343,397.64	ORC provides on-call title review services -- assisting with mapping old files and confirming easements are recorded.	5/17/2024
Moffatt & Nichol / Pensacola & Perdido Bay Estuary Program	Carpenter Creek Watershed Restoration	\$25,000.00	ORC is securing right of entries for a creek restoration project and anticipates securing easements once project needs are determined later in 2026.	Ongoing
Orlando Utilities Commission (OUC)	OUC Curry Ford Land Acquisition	\$390,785.00	ORC is responsible for securing easements from approximately 70 parcels.	Ongoing
Orlando Utilities Commission (OUC)	OUC St Cloud Land Acquisition	\$1,062,496.00	ORC is responsible for securing easements from approximately 150 parcels. Scope includes title research and support with market data study.	Ongoing
Duke Energy	FL - Duke Energy - Deland Industrial	\$224,854.00	ORC is securing approximately 48 easements for an electrical transmission line project. Scope includes title research and support with market data study.	Ongoing
Duke Energy	FL - Duke Energy - Deland Industrial #2	\$443,803.00	ORC is securing approximately 100 easements for an electrical transmission line project. Scope includes title research and support with market data study.	Ongoing

AJ ORRICK VICE PRESIDENT



Education

- J.D., University of Kansas
- B.S., Business Administration, University of Kansas

Training/Certifications

- Active Kansas Law License and Inactive Missouri Law License

MR. AJ ORRICK, an 18-year right of way expert, joined ORC in 2023. With a background in both utility and public sector projects, Mr. Orrick gained valuable skills in project management, stakeholder engagement, acquisition, and regulatory compliance. These skills have proven to be critical in developing effective programs tailored to meet the needs of each client and ORC employees. Mr. Orrick brings a distinguished track record leading right of way and land survey teams in close collaboration with internal disciplines (engineering, environmental, geotechnical) on large EPC (Engineering, Procurement and Construction) projects throughout the United States. Through his experience routing transmission lines, he developed effective strategies for stakeholder engagement, such as creating alternatives to minimize potential landowner concerns. He also brings almost a decade of experience as an attorney with his legal practice dedicated to acquiring and condemning properties for public infrastructure projects. His experience spans across large scale electrical, transportation, water, stormwater, sanitary sewer, and other critical infrastructure sectors.

Experience

O. R. Colan Associates, LLC, Vice President, 2025 – Present

Director of Training/Divisional Director, 2023 – 2025

- Leads enterprise-wide strategy and execution for complex infrastructure projects, including transportation, water, disaster recovery, and electric transmission and distribution.
- Oversees nationwide performance, managing divisional operations, client relationships, staffing, and financial metrics for large-scale public sector and utility projects.
- Develops and implements national business development initiatives, identifying new service lines and growth opportunities across diverse markets.
- Provides executive oversight of internal right of way training programs, including technical competency tracks and onboarding for field and management personnel.

Black & Veatch, Right of Way Solutions Manager, 2017 – 2023

- Responsible for the development of right of way/routing processes, procedures, training, client development, all in support of nationwide real estate needs for Black & Veatch projects. Experience consisted of routing overhead and underground transmission and distribution lines and providing right of way program management for projects in California, Colorado, Florida, Georgia, Indiana, Kansas, Kentucky, Michigan, Missouri, Ohio, Oklahoma, Oregon, Texas, and West Virginia

Orrick & Erskine, LLP, Right of Way Attorney, 2007 – 2017

- Provided turn-key right-of-way services starting with self-performing the acquisition of over 600 parcels for projects, relocating displaced businesses/residences, and representing entities at eminent domain hearings for projects involving highways, local roadways, transmission lines, stormwater drainage, water pipelines, flood control, sanitary sewer, bike lanes, and sidewalks. Almost all this work was done in conformity with the federal Uniform Relocation and Real Property Acquisition Procedures Act, 42 USC 4601, et seq.

CHERIE PIERCE DIVISIONAL DIRECTOR



Licenses and Certifications

- SR/WA Professional Designation
- IRWA Member (2007 – Present)
- Real Estate License (FL)
- Real Estate Appraiser
- Notary Public (IA & NE)

MS. CHERIE PIERCE joined ORC in 2026 as a Public Sector Divisional Director, and is an accomplished Land Services Acquisition Manager with 25+ years of experience leading right-of-way (ROW) acquisition, appraisal review/vendor oversight, and cross-functional project coordination for large-scale infrastructure projects in utilities, power transmission, transportation, and renewable energy. Expert in managing land-related vendors, negotiating property rights, and supporting project development teams through all phases—from site selection and due diligence to permitting and construction. Proven ability to foster strong landowner relations, coordinate with legal and regulatory teams, and ensure compliance with federal, state, and local requirements. Recognized for building high-performing teams, mitigating risk, and delivering projects on time and within scope.

Experience

WGM, LLC, SR. Acquisition Project Manager/Coordinator

April 2023 – April 2026

- Lead negotiations for real estate leases and purchase contracts supporting renewable energy infrastructure (transmission, solar, wind, battery storage).
- Oversaw ROW acquisition firms and coordinate with survey, title, and appraisal vendors to ensure project goals and compliance are met.
- Directed due diligence, site analysis, and risk mitigation for utilities; managed survey and permit efforts for regulatory and environmental compliance.
- Negotiated and draft purchase, ground lease, and easement agreements; review, track, and coordinate execution of all documents necessary to secure property rights.
- Guided staff through complex negotiations and landowner relations; supported project development teams at public open houses and landowner meetings.

Vanguard Real Estate Solutions, SR. Real Estate Specialist / Project Coordinator

March 2023 – July 2024

- Coordinated land acquisition for renewable utility projects, managed key client relationships and due diligence and risk assessment activities.
- Trained and mentored junior staff; represented teams at public meetings and stakeholder engagements to foster positive landowner relations.
- Supported efforts to obtain federal and state approvals and maintained documentation for regulatory compliance.

Summit Carbon Solutions, SR. Land Consultant / Team Lead

June 2022 – March 2023

- Led landowner negotiations for carbon capture projects, securing lease agreements and development documents.
- Directed contract negotiations, stakeholder meetings, and settlement analysis; negotiated and settled damage claims associated with new and existing systems.
- Coordinated with legal and project teams to ensure all property rights and documentation were properly executed



Areas of Expertise

- Program Management
- Project Management
- Acquisition
- Mentorship & Growth Mindset
- Customer Service / Client Delivery
- Land Negotiations
- Condemnation Support
- Damage Settlements
- Routing Selection
- Client Databases

Licensing

- Associates Degree
- FL-Notary Public
- VA-Notary Public
- FL-Real Estate Agent

Skills

- Microsoft Office Products – Excel, Word, Access, and Power Point, Outlook
- Mac OS
- Adobe Creative Suite
- Map Reading/Platting
- Google Earth
- GIS
- Project Management
- Parcel Suite
- Power Bi
- New Hire Training

Joseph Carroll is an experienced right-of-way project manager with over 6 years of expertise, joining ORC in 2024. He is an experienced right-of-way professional with over 6 years of expertise, joining ORC in 2024. His extensive background covers acquisition for electrical transmission, distribution, and renewable energy projects. A reliable, positive, energetic, and resourceful professional, Joseph is a strategic-thinking leader with a commendable track record of championing a motivated and positive work culture. Versatile and adaptable, he thrives in dynamic and competitive environments through strong values, a thorough work ethic, and a robust managerial aptitude. Recognized for his ability to navigate complex negotiations, cultivate key client relationships, and drive team performance, he also brings additional expertise in training, process development, and organizational improvement. Joseph is a dedicated customer service advocate who prioritizes delivering exceptional experiences as the cornerstone of professional success.

Experience

O. R. Colan Associates, LLC

Right of Way Supervisor/Project Manager, 2024 - Present

- Direct day-to-day project operations for fiber, electrical transmission, and renewable energy initiatives, ensuring on-time delivery and adherence to client expectations.
- Successfully managed the acquisition and ensured success of a project involving more than 3,500 parcels within 10 months.
- Lead and mentor field and title agents, providing onboarding, training, and performance guidance to build a motivated, high-performing team.
- Manage client relationships and serve as primary point of contact, handling project kickoffs, budgeting, and the preparation of Not-To-Exceed RFPs.
- Oversee acquisition activities for right-of-way regarding fiber infrastructure and transmission lines.
- Coordinate with program leadership to resolve challenges, secure additional agreements, and maintain strong contractor and inspection partnerships.
- Consistently meeting deadlines and milestones while managing reports, KPIs, and metrics.
- Champion a positive, results-driven work culture rooted in strong communication, problem-solving, and client service.

Contract Land Staff, LLC

Program Manager, 2019-2024

- Played a pivotal role in managing the acquisition process and completion of an extensive array of work orders while maintaining a positive and healthy work environment for the land agents and the client.
- Responsible for managing 500+ miles of overhead to underground lines, while managing two transmission line projects.
- Provided clear and transparent communication between CLS and clients to continue foundational and long-lasting relationships.

JACHARY JOYCE ROW AGENT

ORC® REAL ESTATE SOLUTIONS
FOR INFRASTRUCTURE



Education

- MBA, Business Data Analytics – University of West Florida
- B.A. Florida State University

Licensing

- FL – Notary Public
- FL – Realtor
- Florida State Guard Special Missions Unit

Skills

- Microsoft Office Products; Excel, Word, Access, and Power Point
- AI Analytics
- SAP Luminara
- Adobe Creative Suite
- Outlook
- Map Reading/Platting
- GIS/Google Earth
- TCCC/CPR
- Parcel Suite
- Disaster Relief
- Crisis Response

Zachary Joyce joined ORC in March of 2025 after over three years of experience in utility easement acquisition and solar farm development. He worked with county governments, legislative, commercial, and residential customers and has continued to develop professional expertise in the utility industry on multiple right-of-way projects. Dedicated to excellence, Zachary volunteers with the Florida State Guard Special Missions Unit (SMU) as a Master Sargent in the maritime branch. During the 2024 Hurricane season, the SMU provided material disaster relief support for both hurricanes Helene and Milton.

Experience

ORC Utility & Infrastructure Land Services, LLC – *Right of Way Agent II*

- Managed field agent acquisition and client updates as an assistant project manager on a 114Kv transmission line project in Appomattox county VA.
- Easement acquisition for CVSI Firefly Broadband – Multiple Counties, VA.
- Negotiated with commercial and residential property owners on a full-service fiber broadband access initiative in rural Virginia.
- Leveraged experience in utility easement acquisition to facilitate negotiations, design project line re-routes, and secure property rights for broadband expansion.

Contract Land Staff – *Sr. Right of Way Agent*

- Facilitated land acquisition for a large-scale Florida Power & Light Company grid-hardening project.
- Negotiated access easement terms and compensation figures with attorneys, corporate real estate developers, state government, and landowners resulting in over a 70% voluntary acquisition rate.
- Conducted Michigan solar field prospecting operations for Consumers Energy.

Toyota North America- *Lexus Southern Regional Sales Training Manager*

- Identified areas of opportunity in customer satisfaction, digital marketing and sales retention at the retail dealer level.
- Conducted process improvement consultations resulting in 96% overall area satisfaction rate.
- Collected and analyzed dealer financial records consisting of \$2+ million in monthly revenue for audit purposes and cash flow analysis.
- Directed the Lexus College and Apex Group in the development and launch of new model and customer satisfaction training curriculum
- Certified over 380 Technology and Delivery specialists generating over \$250,000 in training revenue.

United States Navy- *Surface Warfare Officer*

- Naval Station Mayport, FL.
- Served as a qualified Surface Warfare Officer onboard 3 naval warships over 2 combat deployments.
- Served as a division officer for ordnance, main propulsion, and force protection divisions with a Top Secret/SCI clearance.

JESSICA LANGFORD ROW AGENT



PROFESSIONAL MEMBERSHIPS & CERTIFICATIONS

- Associate Degree
- Florida Real Estate License
- Notary Public (Florida)

SKILLS

- Microsoft Office Suite
- Adobe Creative Suite
- Map Reading /Platting
- Exhibit Creation
- Google Earth
- GIS
- Title & Deed Research
- Easement Negotiation
- Stakeholder Communication & Client Relations
- Project & Field Acquisition
- Process Streamlining

Jessica Langford is an experienced Right of Way Agent with over 6 years of success negotiating easements, interpreting title documents, and collaborating with engineers on utility installation projects. Holds a Florida Real Estate License and a strong track record in property investment, field acquisition, and client relations. Demonstrated ability to prioritize and coordinate scheduling of upcoming assignments, often with extreme time constraints. Organized, detail-oriented, and adept at streamlining acquisition processes to meet project goals.

Experience

O. R. Colan Associates – Right of Way Agent II

- Utilities & Infrastructure Agent
- Title / Admin Review

Contract Land Staff – Senior Right of Way Agent

- Negotiated utility easements with private landowners on behalf of Duke Energy.
- Collaborated with engineers to review and revise install plans based on existing easement rights.
- Analyzed and interpreted deeds, tax cards, and title documents to verify easement accuracy.
- Requested and coordinated title research and easement document preparation.
- Created detailed landowner files to support field acquisition activities.
- Interpreted and edited installation/removal maps for accuracy and project alignment.

Real Estate Investor – Property Management

- Own and manage three income-producing rental properties in Florida.
- Oversee tenant communications, lease agreements, maintenance, and budgeting.
- Coordinate property improvements and financial planning for future acquisitions.



Areas of Expertise

- Microsoft Office Products – Excel, Word, Access, and Power Point, Outlook
- Mac OS
- Adobe Creative Suite
- Map Reading/Platting
- Google Earth
- GIS
- Project Management
- Parcel Suite
- Power Bi
- Copilot

Licensing (Florida)

- Notary Public
- Remote Online Notary
- Realtor
- Licensed Title Agent

Education

Florida State University – B.S.
College of Business

MS. NATALIE BLAIR is a skilled real estate professional with over eight years of experience in real estate, title, new construction, and project management, joining ORC in 2025. Her background spans both residential and commercial property acquisition, with a strong focus on utility easements and coordination with city and county governments. Ms. Blair brings a client-centered approach and strong attention to detail to every project, ensuring effective communication and accurate documentation throughout all phases of the acquisition process. She excels in due diligence, negotiations, and residential property analysis, contributing to the successful delivery of utility-focused right-of-way projects. Ms. Blair's growing expertise in the utility sector and her commitment to collaboration make her a valuable member of the ORC team, providing thoughtful and informed solutions that support the company's clients and community objectives.

Experience

O. R. Colan Associates, LLC

Right of Way Land Agent II, 2025 - Present

- Manage a list of right-of-way acquisition for fiber transmission and distribution projects across multiple counties in Virginia, securing easements to support broadband expansion.
- Coordinates all phases of the easement acquisition process, including outreach, negotiation, and document execution, maintaining consistent communication with more than 100 landowners weekly to ensure timely project delivery.
- Applies expertise in utility easement acquisition to negotiate property rights, address landowner concerns, and achieve successful closings in alignment with project goals and client standards.
- Utilizes Remote Online Notary credentials to execute and notarize easement documents efficiently, improving turnaround times and simplifying the signature process for property owners.
- Conducts property due diligence and residential assessments to verify ownership, evaluate site conditions, and identify potential title or access issues impacting acquisition.
- Collaborate with local governments, survey teams, and community stakeholders to maintain compliance with municipal requirements and promote positive public relations throughout project execution.

Anywhere Real Estate

Data Analyst, 2017 - 2025

- Performed Gross Commission Income Due Diligence & EBITDA evaluations for M&A's, Startups, Conversions, Agent Recruiting, Referral Rewards, and Rebate Incentives.
- Sourced and Analyzed data sets to provide quality insight to businesses and how it impacts them in a clear and understandable format.
- Upheld strict adherence to policies and procedures, ensuring required documentation, reviews, and approvals were obtained.

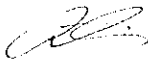
ADDENDUM ACKNOWLEDGEMENT

I have carefully examined this Request for Proposals (RFP) which includes scope, requirements for submission, general information and the evaluation and award process.

I acknowledge receipt and incorporation of the following addenda, and the cost, if any, of such revisions has been included in the price of the proposal.

Addendum # 1 Date: 4/30/26 Addendum # _____ Date: _____

Addendum # 2 Date: 5/11/26 Addendum # _____ Date: _____



(Authorized Signature)

May 20, 2026

(Date)

AJ Orrick

(Print Name)

This document must be completed and returned with your Submittal

**AFFIDAVIT ATTESTING TO
NONCOERCIVE CONDUCT FOR LABOR OR SERVICES**

Effective July 1, 2024, Section 787.06, Florida Statutes, a nongovernmental entity executing, renewing, or extending a contract with a governmental entity is required to provide an affidavit, signed by an officer or a representative of the nongovernmental entity under penalty of perjury, attesting that the nongovernmental entity does not use coercion for labor or services as defined in Section 787.06(2)(a), Florida Statutes.

By signing below, I hereby affirm under penalty of perjury that:

1. I have read Section 787.06, Florida Statutes, and understand that this affidavit is provided in compliance with the requirement that, upon execution, renewal, or extension of a contract between a nongovernmental entity and a governmental entity, the nongovernmental entity must attest to the absence of coercion in labor or services.
2. I am an officer or representative of O.R. Colan Associates, LLC, a nongovernmental entity.
3. O.R. Colan Associates, LLC does not use coercion for labor or services as defined in the relevant section of the law.

In the presence of:

**Under penalties of perjury, I declare that I
have read the foregoing and the facts stated
in it are true:**

Hallie Traiman

Witness #1 Print Name: Hallie Traiman

Evan Emerson

Witness #2 Print Name: Evan Emerson

AJ Orrick

Print Name: AJ Orrick

Title: Vice President

Entity Name: O.R. Colan Associates, LLC

OATH OR AFFIRMATION

State of Florida Ohio
City of Columbus

Sworn to (or affirm) and subscribed before me by means of ☒ physical presence or ☐ online notarization, this 20th day of May, 2026, by Angela Jacobs (name of person) as AJ Orrick (type of authority) for O.R. Colan Associates, LLC (name of party on behalf of whom instrument is executed).

Angela C. Jacobs
Notary Public (Print, Stamp, or Type as
Commissioned)

- ☒ Personally known to me; or
☐ Produced identification (Type of Identification: _____)
☐ Did take an oath; or
☐ Did not take an oath



AFFIDAVIT OF NON-COLLUSION AND OF NON-INTEREST
OF CITY OF DELTONA EMPLOYEES

AJ Orrick being first duly sworn, deposes and says that he (it) is the Offeror in the above proposal, that the only person or persons interested in said proposal are named therein; that no officer, employee or agent of the City of Deltona or City Commission or of any other Offeror is interested in said proposal; and that affiant makes the above proposal with no past or present collusion with any other person, firm or corporation.



Signature of Affiant

STATE OF Ohio

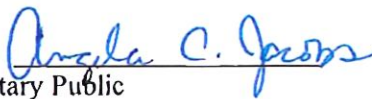
CITY OF Columbus

The foregoing instrument was acknowledged before me this 20th day of

May who is personally known to me or who has produced

Driver's License as identification and who did take an oath.

My Commission Expires: 2-13-2029


Notary Public



NOTICE: State name of Offeror followed by name of authorized individual (and title) that is signing as Affiant. If Offeror is an individual, state name of Offeror only.

This document must be completed and returned with your Submittal

**AFFIDAVIT REGARDING PROHIBITION ON CONTRACTING WITH
ENTITIES OF FOREIGN COUNTRIES OF CONCERN**

Pursuant to Section 287.138, Florida Statutes (which is expressly incorporated herein by reference), a governmental entity may not knowingly enter into a contract with an entity which would give access to an individual's personal identifying information if (a) the entity is owned by the government of a foreign country of concern; (b) the government of a foreign country of concern has a controlling interest in the entity; or (c) the entity is organized under the laws of or has its principal place of business in a foreign country of concern.

This affidavit must be completed by an officer or representative of an entity submitting a response, proposal, or reply to, or entering into, renewing, or extending, a contract with a governmental entity which would grant the entity access to an individual's personal identifying information.

I, O.R. Colan Associates, LLC ("entity") does not meet any of the criteria in paragraphs (2)(a)-(c) of Section 287.138, F.S.

In the presence of:

**Under penalties of perjury, I declare that I
have read the foregoing and the facts stated
in it are true:**

Hallie Traiman

Witness #1 Print Name: Hallie Traiman

Evan Emerson

Witness #2 Print Name: Evan Emerson

AJ Orrick

Title: Vice President

Entity Name: O.R. Colan Associates, LLC

OATH OR AFFIRMATION

State of Florida Ohio

City of Columbus

Sworn to (or affirm) and subscribed before me by means of ☒ physical presence or ☐ online notarization, this 20th day of May, 2026, by Angela Jacobs (name of person) as AJ Orrick (type of authority) for O.R. Colan Associates, LLC (name of party on behalf of whom instrument is executed).

Angela C. Jacobs
Notary Public (Print, Stamp, or Type as
Commissioned)

☒ Personally known to me; or

Produced identification (Type of Identification: _____)

Did take an oath; or

Did not take an oath



CERTIFICATION REGARDING LOBBYING

Required Certification for Federal Contract (FEMA) Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

- i. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- ii. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- iii. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

O.R. Colan
The Proposer, Associates, LLC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Consultant understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.



Signature of Consultant's Authorized Official

May 20, 2026
Date

AJ Orrick, Vice President

Name and Title of Consultant's Authorized Official

May 20, 2026
Date

This document must be completed and returned with your Submittal

City of Deltona
COMPLIANCE WITH 2 C.F.R. §200.321:
"Contracting with small and minority business enterprises (MBEs),
women's business enterprises (WBEs),
veteran-owned businesses (VOBs), and labor surplus area Proposers (LSAFs)"

The undersigned Proposer hereby certifies that O.R. Colan Associates, LLC
(Name of Business)

has taken the necessary steps, if subcontractors are to be used, to ensure that MBEs/WBEs/ VOBs/ LSAFs are used, whenever possible:

- i. Placing qualified MBEs/WBEs/VOBs/LSAFs enterprises on solicitation lists;
- ii. Assuring that MBEs/WBEs/VOBs/LSAFs are solicited whenever they are potential sources;
- iii. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by MBEs/WBEs/VOBs/LSAFs (however, this requirement does not authorize the City to break a single project down into smaller components in order to circumvent the micro-purchase or small purchase thresholds so as to utilize streamlined acquisition procedures (e.g. "project splitting");
- iv. Establishing delivery schedules, where the requirement permits, which encourage participation by MBEs/WBEs/VOBs/LSAFs; and
- v. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

The requirement outlined above does not impose an obligation to set aside either the award of a subcontract to MBEs/WBEs/VOBs/LSAFs. Rather, the requirement only encourages carrying out and documenting the affirmative steps identified above.

As the person authorized to sign this statement, I certify that this Proposer has complied fully with the above requirements.



Proposer's Signature

May 20, 2026

Date

AJ Orrick, Vice President

Proposer's Name and Title

CONSIDERATION FOR FEDERALLY FUNDED PROJECTS

By checking the box "Would like to be considered for federally funded projects", the proposer attests that their firm currently complies with and plans to comply with the previously referenced federal requirements for the full contract period including any renewal periods. If the proposer elects to cease to comply with the previously referenced federal requirements, the proposer attests that the proposer will notify the Deltona Purchasing Department prior to cessation of compliance with these federal requirements. If a proposer notifies the Purchasing Department, the firm shall remain eligible for projects that are not federally funded for the remainder of the contract period including any renewal periods.

Please check one:

- ☒ Would like to be considered for federally funded projects
- ☐ Would **not** like to be considered for federally funded projects



(Authorized Signature)

May 20, 2026

(Date)

AJ Orrick

(Print Name)

STATE OF Florida Ohio
CITY OF Columbus

The foregoing instrument was sworn to or affirmed before me this 20th day of May 2026 by AJ Orrick who is personally known to me or who has produced as identification and who did take an oath.

My Commission Expires:

2-13-2029



This document must be completed and returned with your Submittal

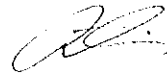
DRUG-FREE WORK PLACE FORM

The undersigned Respondent in accordance with Florida Statute 287.087, hereby certifies that

O.R. Colan Associates, LLC does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under response, the employee will aresponsee by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this Proposer complies fully with the above requirements.



Responder's Signature

May 20, 2026

Date

This Form Must Be Completed and Returned with your Submittal, if applicable

E-VERIFY FORM

Project Name:	City of Deltona Miscellaneous Land Acquisition Services Project
Project No.:	RFP #26019

ACKNOWLEDGEMENT

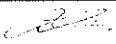
Definitions:

“Contractor” means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration.

“Subcontractor” means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

Effective January 1, 2021, public and private employers, contractors and subcontractors will begin required registration with, and use of the E-verify system in order to verify the work authorization status of all newly hired employees. Vendor/Proposer/Contractor acknowledges and agrees to utilize the U.S. Department of Homeland Security’s E-Verify System to verify the employment eligibility of:

- a) All persons employed by Vendor/Proposer/Contractor to perform employment duties within Florida during the term of the contract; and
- b) All persons (including sub vendors/sub-Proposers/subcontractors) assigned by Vendor/Proposer/Contractor to perform work pursuant to the contract with the Department. The Vendor/Proposer/Contractor acknowledges and agrees that use of the U.S. Department of Homeland Security’s E-Verify System during the term of the contract is a condition of the contract with the City of Deltona; and
- c) Should vendor become successful Contractor awarded for the above-named project, by entering into this Contract, the Contractor becomes obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes but is not limited to utilization of the E-Verify System to verify the work authorization status of all newly hired employees, and requiring all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The contractor shall maintain a copy of such affidavit for the duration of the contract. Failure to comply will lead to termination of this Contract, or if a subcontractor knowingly violates the statute, the subcontract must be terminated immediately. Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination. If this contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

Company Name: O.R. Colan Associates, LLC
Authorized Signature: 
Print Name: AJ Orrick
Title: Vice President
Date: May 20, 2026
Phone: (785) 550-8642
Email: aorrick@orcolan.com
Website: orcolan.com

SWORN STATEMENT UNDER SECTION 287.133(3)(a), FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

(To be signed in the presence of a notary public or other officer authorized to administer oaths.)

Before me, the undersigned authority, personally appeared AJ Orrick, who, being by me first duly sworn, made the following statements:

1. The business address of O.R. Colan Associates, LLC
(name of Proposer or contractor)
is 255 Taylor Station Road, Suite 100, Columbus, OH 43213.
2. My relationship to O.R. Colan Associates, LLC
(name of Proposer or contractor)
is Vice President
(relationship such as sole proprietor, partner, president, vice president, etc.)
3. I understand that a public entity crime as defined in Section 287.133 of the Florida Statutes includes 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 in Florida or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any response or contract for goods or services to be provided to any public entity or such an agency or political subdivision and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
4. I understand that "convicted" or "conviction" is defined by the statute to mean 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 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
5. I understand that "affiliate" is defined by the statute to mean (1) a predecessor or successor of a person or a corporation 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, or (3) those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate, or (4) a person or corporation who knowingly entered into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months.
6. Neither the Proposer or contractor nor any officer, director, executive, partner, shareholder, employee, member or agent who is active in the management of the Proposer or contractor nor any affiliate of the Proposer or contractor has been convicted of a public entity crime subsequent to July 1, 1989.



May 20, 2026

Signature/Date (undersigned authority)

Sworn to and subscribed before me in the state of Ohio and county of Franklin
on the 20th day of May, 2026.


Notary Public

(affix seal)

2-13-2029

My commission expires



HOLD HARMLESS AND INDEMNITY AGREEMENT

O.R. Colan Associates, LLC, agrees through the signing of this document by an authorized party or agent that it shall indemnify and hold harmless the City of Deltona, and its agents, employees, and public officials from and against all suits, losses, claims, demands, judgments of every name and description arising out of or incidental to the performance of this contract or work performed thereunder, whether or not due to or caused by the negligence of the City of Deltona, its agents, employees, and public officials excluding only the sole negligence of the City of Deltona, its agents, employees, and Public Officials.

This provision shall also pertain to any claims brought against the City of Deltona, its agents, employees, and public officials by an employee of the named Contractor, any Sub-contractor, or anyone directly or indirectly employed by any of them.

The Contractor's obligation to indemnify the City of Deltona, its agents, employees and public officials under this provision shall be limited to \$1,000,000 per occurrence which the parties agree bears a reasonable commercial relationship to the contract.

The Contractor agrees to accept, and acknowledges as adequate remunerations, the consideration of \$10, which is part of the agreed response price, the promises contained herein, and other good and valuable consideration, the receipt of which is hereby acknowledged, for agreement to enter into this Hold Harmless and Indemnity Agreement.

AJ Orrick
CONTRACTOR

May 20, 2026
DATE

This Form Must Be Completed and Returned with your Submittal.

PROPOSER'S CERTIFICATION

I have carefully examined the Request for Proposals and any other documents accompanying or made a part of this invitation.

I hereby propose to furnish the goods or services specified in the Request for Proposals at the prices or rates that will be finally negotiated with the City. I agree that any project-specific proposal requested by the City will remain firm for a period of up to ninety (90) days in order to allow the City adequate time to evaluate the proposal. Furthermore, I agree to abide by all conditions of the proposal.

I certify that all information contained in this RFP is truthful to the best of my knowledge and belief. I further certify that I am a duly authorized to submit this RFP on behalf of the Proposer as its act and deed and that the Proposer is ready, willing and able to perform if awarded the contract.

I further certify that this RFP is made without prior understanding, Contract, connection, discussion, or collusion with any person, firm or corporation submitting a RFP for the same product or service; no officer, employee or agent of the City of Deltona Board of City Commissioners or of any other Proposer interested in said RFP; and that the undersigned executed this Proposer's Certification with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

I further certify that having read and examined the specifications and documents for the designated services and understanding the general conditions for contract under which services will be performed, does hereby propose to furnish all labor, equipment, and material to provide the services set forth in the RFP.

I hereby declare that the following listing states any clarifications, any and all variations from and exceptions to the requirements of the specifications and documents. The undersigned further declares that the "work" will be performed in strict accordance with such requirements, and understands that any exceptions to the requirements of the specifications and documents may render the proposal non-responsive.

NO EXCEPTIONS ALLOWED AFTER THE RFP IS SUBMITTED:

Select one: ☒ No exceptions taken ☐ Exceptions taken

O.R. Colan Associates, LLC
NAME OF BUSINESS


AUTHORIZED SIGNATURE

AJ Orrick, Vice President

NAME, TITLE, TYPED
NUMBER

01-0780018

FEDERAL IDENTIFICATION #

255 Taylor Station Road, Suite 100
MAILING ADDRESS

Columbus, Ohio 43213
CITY, STATE & ZIP CODE

(785) 550-8642
TELEPHONE NUMBER / FAX

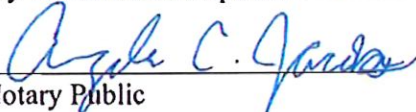
aorrick@orcolan.com
E-MAIL ADDRESS

STATE OF FLORIDA
CITY OF _____

The foregoing instrument was acknowledged before me, this 20th day of May, 2026
by

AJ Orrick, who is personally known to me or who has produced Drivers License
as identification and who did take an oath.

My Commission Expires: 2-13-2029


Notary Public



This document must be completed and returned with your Submittal

References

CUSTOMER NAME	CONTACT PERSON	TELEPHONE AND FAX NUMBER	SCOPE OF SERVICES PROVIDED/JOB NAME
Pensacola and Perdido Bays Estuary Program	Zach Schang	(850) 595-0796	ORC provided support services to the organization's pursuit of access agreements for properties within the project area for a creek restoration project. ORC was given a list of priority parcels to pursue and was tasked with particularly difficult properties. ORC set up tracking software to monitor the progress and kept the organization informed with weekly updates.
Burns & McDonnell	Robert Scimeme	(516) 857-9800	ORC provided ROW Acquisition services for transmission and distribution in support of Burns & McDonnell's Program Management including forecasting, reporting, process improvement, easement acquisition, and exhibit production.
The City of Decatur, GA	Eric Byrne	(404) 520-5171	ORC provided ROW Easement Acquisition services for the Park and Candler Stormwater Improvements Project.

Does Responder have any similar work in progress at time of Response Opening?

Yes ☒ No ☐

If "Yes", explain:

ORC is a nationwide firm currently managing hundreds of active projects across multiple states. Our existing workload is supported by dedicated regional teams, and scalable staffing resources that allow us to effectively manage concurrent assignments while maintaining schedule, quality, and client responsiveness.

ORC has the operational capacity and personnel necessary to successfully perform the services outlined in this solicitation without negatively impacting existing commitments.

References who are located in foreign countries are not acceptable.

This Form Must Be Completed and Returned with your Submittal.

**CITY OF DELTONA
RESPONDER INFORMATION FORM**

The information below is required to complete your response packet. Type or print only.

Company Name: O.R. Colan Associates, LLC

Address: 13 Palafox Place, Suite 200

City: Pensacola

State: Florida

Zip Code: 32502

Phone Number: (785) 550-8642

Fax Number: N/A

Project Contact: AJ Orrick

e-mail address: aorrick@orcolan.com

Remittance (Payment) Mailing Information

Address: 13 Palafox Place, Suite 200

City: Pensacola State: Florida Zip Code: 32502

Phone Number: (785) 550-8642

Fax Number: N/A

Project Contact: AJ Orrick

e-mail address: aorrick@orcolan.com

Federal Tax ID No.: 01-0780018

Tax ID Type: ☒ Federal Tax ID ☐ Social Security Number

This Form Must Be Completed and Returned with your Submittal.

OFFICIAL RESPONSE FORM (continued)

The undersigned Proposer hereby represents that he has carefully examined the RFP Documents, and will execute the Contract and perform all its items, covenants and conditions, all in strict compliance with the requirements of the specifications. The Proposer, by and through the submission of his response, agrees that he has examined all costs pertaining to the work and hereby provide for the satisfactory completion thereof, including the removal, relocation or replacement of any objects or obstructs which will be encountered in doing the proposed work.

O.R. Colan Associates, LLC

(Name of License Holder)

(State Certificate No.)

(State Registration No.)

In witness whereof, the Proposer has hereunto set his signature and affixed their seal this 20th day of

May, 2026

ATTEST:

Angela C. Jacobs
Secretary

By: Printed

Angela C. Jacobs

(CORPORATE SEAL)



By: Signature _____

TITLE: Vice President

O.R. Colan Associates, LLC

Company Name

255 Taylor Station Road, Suite 100

Mailing Address

Columbus, OH 43213

City, State, Zip

AJ Orrick

Contact Person

(785) 550-8642

Phone Number

aorrick@orcolan.com

Email

CITY OF DELTONA

RFP #26019 – Miscellaneous Land Acquisition Services

SUBCONSULTANT / SUBCONTRACTOR FORM (Subconsultant List)

Instructions: List all sub-consultants/subcontractors proposed for any portion of the work. Identify the discipline/services to be performed and the estimated percentage of the overall scope each sub-consultant will perform. Add rows as needed. All sub-consultants must be pre-approved by the City of Deltona before performing work.

PRIME FIRM INFORMATION

Prime Firm Legal Name: O.R. Colan Associates, LLC

Mailing Address: 13 Palafox Place, Suite 200, Pensacola, FL 32502

Prime Contact Name & Title: AJ Orrick, Vice President

FEIN: 01-0780018

Primary Contact (Name/Title): AJ Orrick, Vice President

Email/Phone: aorrick@orcolan.com; (785) 550-8642

Office Address (City/State): 13 Palafox Place, Suite 200, Pensacola, FL 42502

Professional License(s) Reg.#: #SL3289245

SUB CONSULTANT LISTING

#1

Legal Name: N/A

Service/Discipline: _____

% of Scope: _____

FEIN: _____

Primary Contact (Name/Title): _____

Email/Phone: _____

Office Address (City/State): _____

Professional License(s) Reg.#: _____

#2

Legal Name: N/A

Service/Discipline: _____

% of Scope: _____

FEIN: _____

Primary Contact (Name/Title): _____

Email/Phone: _____

Office Address (City/State): _____

Professional License(s) Reg.#: _____

#3

Legal Name: N/A

Service/Discipline: _____

% of Scope: _____

FEIN: _____

Primary Contact (Name/Title): _____

Email/Phone: _____

Office Address (City/State): _____

Professional License(s) Reg.#: _____

(use additional pages as needed)

COMPLIANCE ATTESTATIONS (check all that apply)

- ☐ Each listed sub-consultant will comply with E Verify for all new hires during the contract term.
- ☐ Each listed sub-consultant is not suspended or debarred under 2 C.F.R. Part 180/3000 and is eligible to participate in federally funded projects (if applicable).
- ☐ Each listed sub-consultant will maintain required insurance coverage and name the City of Deltona as additional insured where applicable.
- ☐ Each listed sub-consultant holds required Florida professional licensure/registration for the services proposed.
- ☒ Conflicts of interest have been disclosed, and none of the listed firms/employees hold prohibited interests with the City of Deltona.

ADDITIONAL DISCLOSURES/NOTES (use additional pages if necessary):

N/A

CERTIFICATION

I hereby certify that the information provided herein is true and correct to the best of my knowledge and that all listed sub-consultants have agreed to participate as indicated above. I understand that all sub-consultants must be approved by the City prior to performing any work.

Authorized Signer (Print Name & Title)	AJ Orrick, Vice President
Signature	
Firm Name	O.R. Colan Associates, LLC
Date	May 20, 2026

Note: Submit this form with your RFP #26019 package. Update and resubmit prior to any replacement/addition of sub-consultants. All changes require written approval by the City of Deltona.

This document must be completed and returned with your Submittal