

From: Matthew Davidson <Matthew.Davidson@bangenergy.com>
Sent: Wednesday, November 11, 2020 4:56 PM
To: Tinsley, Steven <STINSLEY@broward.org>
Cc: Bernie Friedman <bfriedman@bplegal.com>
Subject: Vital Pharmaceuticals, Inc., Response to November 5 Inquiry re Median Salary, Water Capacity Reservation

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Dear Mr. Tinsley,

Below please find the response of Vital Pharmaceuticals, Inc., to your letter of November 5, 2020.

CORRECTED MEDIAN SALARY FIGURE

In response to your letter, I undertook personally to confirm the median salary of our company, which was reported most recently to me as \$62,400.26.

I am sorry to report that there was an error in the procedure by which that figure was generated by our payroll system, ADP. Specifically, while ADP was correctly reporting the median "salary level" as I described in my email, this number is NOT the same as the median salary of all employees of Vital Pharmaceuticals. Rather, the "salary level" figure does not account for duplicate salary entries (that is, more than one person receiving the same salary), and thus calculates the median figure over a truncated data set, giving an incorrect result.

To remedy this, I had our Payroll department export the specific salary for every person directly employed by Vital Pharmaceuticals from ADP into an Excel spreadsheet. This generated a data set of 1,370 salaries. I then used the "MEDIAN" function in Excel to generate the correct figure from this set.

The corrected median salary (not "salary level") figure for our employees is \$45,760.00. For further context, **the AVERAGE salary of all employees making less than \$100,000/year is \$50,235.79.** The jobs at the new facility, including machine operators, IT, graphic design and marketing, etc. are likely to increase this median salary as they will be high-skill jobs that require significant training, not just warehouse pickers. They will also further diversify the local economy. Bang University will also be an asset to the overall Broward community. It should also be noted that the estimated construction costs and build out values for a manufacturing facility are much higher than typical warehouses and will generate more ad valorem taxes and more jobs during the construction phase. The 30% commitment to CBE's will also be higher value with the higher value construction cost and the outsourced operations costs during the life of the Lease. With a locally headquartered firm, profits will be re-circulated into the local Broward economy too.

By comparison, **the median salary of all Amazon employees worldwide was reported in 2018 as \$28,836.00.**

Because we are a privately-held company, I am afraid I cannot simply send our salary data to the Commission. However, if appropriate confidentiality safeguards could be put into place, I would be happy to review the numbers at our office with a member of the staff. Needless to say, I have educated our Payroll department about this error.

In the meantime, please accept my sincere apologies on behalf of the company.

WATER CAPACITY RESERVATION

I attach a letter to me from Pat Gibney of our Broward-based engineering firm, Craven Thompson, addressing the water issue. As Mr. Gibney explains, the capacity reservation process takes approximately 4 to 6 weeks with the City of Sunrise. Design and permitting can be expected to take 6 to 8 months, and construction about 9 months. (The permit questionnaire form is also attached for your reference.) We are already in negotiations with Pembroke Pines concerning water. As I'm sure you understand, for a project of this size a "cookie-cutter" approach is inappropriate. As the case may be, Mr. Gibney estimates that the design and permitting related to the supply of water from Pembroke Pines would take 3 to 4 months and the necessary construction some 8 months.

The bottom line is that both cities have capacity and both are willing to provide utilities to the site. Any other user of this site would have the exact same permitting and piping issues no matter how much or how little water they would use. The prior letters from the City's demonstrate that. The City of Pembroke Pines has a policy issue for the County (annexation) to consider prior to providing service. The City of Sunrise does not have the same policy issues and per its letter is "willing to provide utilities to the site."

Please let me know if you require anything further at this time.

Yours truly,

Matthew Davidson

Senior Corporate Counsel

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November 9, 2020

Mr. Matt Davidson, Senior Corporate Counsel
Vital Pharmaceuticals/Bang Energy
1600 N. Park Road
Weston, Florida 33326

**RE: BROWARD COUNTY 60 ACRE PARCEL-19801 SHERIDAN STREET
SITE DEVELOPMENT WATER SUPPLY
CTA PROJECT NO. 20-0070-001-01**

Dear Mr. Davidson:

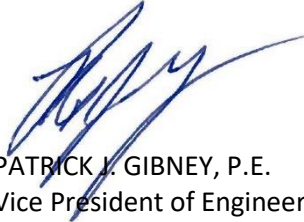
In response to Steven Tinsley of Broward County letter dated November 5, 2020 we offer the following, capacity can be reserved for both water and sewer by filling out the City of Sunrise's Utility Service Permit Questionnaire. I have attached a copy for your review. Once the questionnaire is filled out the City will provide a Utility Service Permit which will determine the capacity needed for the proposed development and the associated fees to reserve the capacity. This exercise typically takes 4-6 weeks. As soon as the fees are paid, the capacity is reserved at the plants for the proposed development.

The design and permitting of the offsite water main and force main will take approximately 6-8 months and the construction should take approximately 9 months depending on the route taken from the Site to the Plants.

With respect to Pembroke Pines process, the establishment of fees is very similar to Sunrise. Design and permitting of the offsite improvements could be accomplished in 3-4 months. However, the construction portion time line would be reduced to approximately 1 month since the water and force main are located within Sheridan Street and would require less than 100 feet of water and force main to serve the Site.

Sincerely,

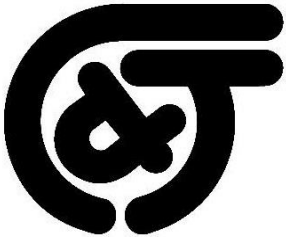
CRAVEN THOMPSON & ASSOCIATES, INC.



PATRICK J. GIBNEY, P.E.
Vice President of Engineering

PJG/fd

CRAVEN THOMPSON



& ASSOCIATES INC.

Engineers
Planners
Surveyors
Landscape Architects



UTILITY SERVICE PERMIT QUESTIONNAIRE

To Be Submitted By Project Architect, Engineer or Developer

Any omission of applicable information will cause this application to be returned

- A. Completed Permit Questionnaire
- B. An 8 1/2" x 11" copy of the **site plan and floor plan**
- C. A copy of the Broward County Property Appraisers web site page for the subject parcel
- D. An authorization letter from the Property Owner (fee-simple titleholder), if the party entering into the Utility Service Permit is not the fee-simple titleholder
- E. **\$225.00 Processing Fee plus \$11.25 Technology Fee for a Total Fee of \$236.25**

Date: _____

1. **Project Name:** _____
2. To your knowledge has any project ever been planned for this property before? If so, what was its name and use? _____
3. **Project Location / Address** (If no address, use street names or distances from nearest major roadways): _____

4. **Folio #** (Property ID #): _____
5. **Current Owner** of property and business identity: _____
6. **Project Architect** and phone number: _____
7. **Project Engineer** and phone number: _____

Complete the following section carefully; it will serve as the basis for fee calculations. If information provided is incorrect, fees quoted will be incorrect. Fees paid will be those in effect at the time of remittance and execution of the City Permit.

I. Type of Development planned – **if mixed use, indicate all uses.**

A. **Single Family Residence:**

- Number of Units: _____
(The City's definition of a single family residence is any unit that has its own water meter)

B. Multi Family Residence:

- Number of Units: _____

C. Restaurant:

- Hours of operation: _____
- Number of employees per 8/hour shift: _____
- Full Service (Number of Seats): _____
- Single Service (Number of Seats): _____
- Bar and Cocktail Lounge (Number of Seats): _____
- Carry Out, including Caterers (Gross Square Feet): _____

D. Doctor Office:

- Number of Doctors: _____
- Number of Staff: _____

E. Dentist Office:

- Number of Doctors: _____
- Number of Staff: _____

F. Shopping Centers - Stores without food or laundry:

- Gross Square Feet: _____

G. Schools:

- Number of Students: _____
- Number of Faculty: _____
- Showers: NO YES
- Cafeteria: NO YES (If yes, number of seats _____)

H. Office Building:

- Gross Square Feet: _____
- Number of employees per 8 hour shift: _____

I. Service Station:

- Number of Water Closets: _____

J. Car Washes:

- Number of Bays: _____
- Percentage of Reclaimed Water: _____

K. Barber/Beauty Shops:

- Number of Chairs: _____

L. Hospital/Nursing Home:

- Number of Beds: _____
- Meals Served (Number of Meals per Day per Bed): _____

M. Churches:

- Number of Seats: _____
- Meals Served on a Daily Basis (Number of Meals): _____

N. Laundromat:

- Number of Machines: _____

O. Hotel/Motel:

- Regular (Number of Rooms): _____
- Restaurant Facilities (Number of Seats): _____
- Bar (Number of Seats): _____
- Laundry Facilities: NO YES (If yes, number of machines _____)

P. Warehouse:

- Number of employees per 8 hour shift: _____
- Number of bays: _____
- Number of self storage units: _____

Q. Other (Please specify): _____
 (Signed and sealed consumption calculation may be required)

II. Air Conditioning Water Cooling Towers:

- Anticipated water usage (gallons per month): _____
- Anticipated sewage discharge gallons per month): _____

(Architect or Engineer signed and sealed consumption calculation required)

III. Grease Traps: NO YES (If yes, number of grease traps _____)

IV. Number of Acres: _____

V. Size and number of water meters as determined by the Engineer of Record: _____

VI. General Information:

Describe current plans for phasing, if any, or any other information: _____

VII. Contact Information:

- A. Give the contact information of the Property Owner or Authorized Owner’s Representative who will be signing the agreement:

Name: _____ Title: _____

Company: _____

Address: _____

City, State and Zip Code: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____

- B. Give the contact information of party who will be responsible for paying the utility bill:

Name: _____ Title: _____

Company: _____

Address: _____

City, State and Zip Code: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____

- C. Give the contact information of individual to whom all correspondence and pertinent information concerning this project can be sent:

Name: _____ Title: _____

Company: _____

Address: _____

City, State and Zip Code: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____

After the above information is reviewed, you will be contacted if further discussion is needed.

VIII. Applicant’s Signature

I have read the attached information sheet and understand it fully. I further hereby affirm that I am the authorized agent of the property owner and that the information provided herein is true and correct to the best of my knowledge and belief.

Applicant's Signature: _____
(Architect, Engineer or Developer)

Print Name: _____ Company: _____

Telephone Number: _____ Fax Number: _____

E-mail Address: _____