



MARK A. STILES, FAM CHIEF FINANCIAL OFFICER

WORK EXPERIENCE | OVERVIEW

Mr. Stiles is a Certified Public Accountant with 20 years of experience in the fast-paced Technology and Accounting industries. Proven Leader-Manager with pragmatic and technical skills; focused on achieving exceptional results by leading programs, establishing operating procedures, and optimizing delivery.

Key Attributes:

- **Strategic thinker with complex problem solving capability**
- **Proven Leader-Manager**
- **Resource Development Focused**
- **Administrative & Managerial Efficient**
- **Technology/Software proficient**

CURRICULUM VITAE

CURRENT POSITION: CHIEF FINANCIAL OFFICER (CFO) **FLORIDA AIRPORT MANAGEMENT LLC., 2021- Present**

Avon Park Executive Airport—CFO | Performed the Land Use Master Planning and Market Analysis for 442.6 Acre Airport Property. Developed Airport Public Private Partnership scenarios for AIPP Program. Performed AVO ORTP Facility Assessment, Planning and Updates to Capital Improvement Program, Developing the Proforma and Strategic Business Plan for the Future Success of the Airport.

CURRENT POSITION: CFO **FLORIDA AIRPORT MANAGEMENT LLC., 2021- Present**

CLIENTS AND PROJECTS

Independent Business Owner 12/2009 to Present **Mark A. Stiles CPA, PLLC**

Own and operate a full-service virtual firm offering tax and accounting services for individuals and businesses within varied industries (Construction, Technology, Retail, Property Management, etc). Leveraging a mixed team of 20 employees and contractors MASCPA provides personal and confidential services, not exclusive to:

Fractional CFO services: Strategic Planning, Financial Statement Preparation, Internal Controls, and Advisory Services.

Monthly bookkeeping services (reconciliations, accounts management, billing, invoices, payroll, etc.)

Monthly management consulting services for clients, involving strategic development, budgetary decisions, records maintenance, software training, internal controls, corporate financing & growth management.

Preparing and processing C-Corp, S-Corp, Partnership, Estate and Individual Tax Returns for clients of varied sizes and complexities.

Mitigating issues involving clients, the IRS and/or state governments, including, but not exclusive to:

Payroll tax discrepancies, filing status errors, SUTA, sales & use Tax and the under/ overstatement of income generated from incorrect (client generated) payroll management.

YEARS EXPERIENCE: 20
2 Years at FAM
20 Years at Other

EDUCATION:
Masters of Accountancy:
Stetson University -
DeLand, FL Member of PI
KAPPA PHI

Bachelor of Business
Administration: Accounting
Information Systems
Minor: Communications
Stetson University -
DeLand, FL

HONORS:
Atlantic Sun All-Academic
Scholar Athlete Member of
PI KAPPA PHI

EXPERIENCE:
15 years of Individual &
Business Tax Expertise

20 years of Business
Consulting & Bookkeeping
Expertise

13+ years of Local & State
Government Expertise

13+ years of
ERP/COTS/SaaS software
expertise

CERTIFICATIONS:
Florida Licensed Certified
Public Accountant
(AC42468)

Executive Director 12/2008 to Present
High Fives For Hope, Inc

Own and operate a volunteer 501(c)3 non-profit organization geared towards raising funds and awareness for Colorectal, Leukemia, and Testicular cancers. Lead a volunteer of 13 on operations not exclusive to:

Financial Issues: Review weekly/monthly/yearly financials and determining proper avenues to fund within both cancer research and support.

Board Management: Serve as board chair guiding Board activity and direction with regards to fund distribution and growth strategies.

Events/Fundraising: Oversee annual fundraising events raising over 10k annually for Leukemia, Colorectal & Testicular cancers.

Brand Development: Assist in the collaborative effort to increase and sustain brand awareness within the local and national community.

Senior Tax Accountant/Senior Management Consultant 11/2007 to 11/2009
Avail Financial & Tax Services, LLC

Managed a portfolio of approximately 150 tax and 10 monthly consulting clients. Prepared and processed C-Corp, S-Corp, Partnership, Estate and Individual Tax Returns for clients of varied size and complexities.

Mitigated issues involving clients, the IRS and/or state governments, including, but not exclusive to: payroll tax discrepancies, filing status errors, SUTA, sales & use Tax and the under/ overstatement of income generated from incorrect (client generated) payroll management.

Performed monthly management consulting services for clients, involving strategic development, budgetary decisions, records maintenance, software training, internal controls, corporate financing & growth management.

Maintained the company office by performing administrative tasks, such as, billing, client record maintenance, customer relations & subcontractor management.

Controller 03/2006 to 10/2007
H & J Contracting, Inc

Supervised & assisted in the day to day accounting functions, including job costing and GL work. Participated in weekly discussions and recommended business practices with management regarding controls & systems analysis.

Responsible for the implementation and periodic updates of the company.

Enterprise Resource Planning (ERP) software, improving company utilization.

Negotiated & maintained correspondence with financial lenders.
Performed monthly reconciliations & managed the books for the company's subsidiaries.

Accountant 10/2005 to 03/2006
RSM McGladrey/McGladrey & Pullen, LLC

Assisted in the completion of Audits of Government Entities & For-Profit companies.
Performed internal audits regarding property control.

Participated in daily discussions & recommended business practices for clients regarding controls & systems analysis.

Accountant 07/2004 to 04/2007
Dickinson & McDonald P.A – DeLand, FL

Assisted in the completion of Audits of Non-Profit & For-Profit companies.

Completed monthly compilations & reports for Non-Profit & For-Profit companies.

Implemented a database that tracked daily business & provided summaries, as well as, progress reports pertaining to clients & jobs.

Performed daily bookkeeping tasks.



JUAN LOPEZ, FAM GOVERNMENT AFFAIRS

WORK EXPERIENCE | OVERVIEW

YEARS EXPERIENCE: 15
3 Years at FAM
15Years at Other

Juan Lopez is the current Chief of Staff of Capital Bridge, LLC; a government services firm that maintains a diverse array of federal clients. In this role, he helps navigate the Business Development team in procuring government contracts with the local, state and federal government. In addition, he advises the Partner and Managing Partner with internal strategic management decisions and leads Capitol Bridge's lobbying and government advisory efforts.

Prior to that, Juan served as District Director for U.S. Representative Alan Grayson, where he successfully managed the district staff, coordinated efforts with the D.C. team to achieve Mr. Grayson's legislative priorities and worked with local officials and business leaders to ensure the needs of the community were met. Juan also served as a Constituent Services Advocate for U.S. Senator Bill Nelson, where he worked to maneuver through local, state, and federal agencies to resolve problems facing countless constituents and businesses of the State of Florida.

EDUCATION:

**Master's in Professional
Studies - Political
Management**

**George Washington
University,
Washington, D.C.
Aug. 2016**

**Master of Arts - Human
Resources Management**

**Rollins College, Winter
Park, Florida, May 2009**

**Bachelor of Arts - Political
Science/International
Relations, Minor in History**

**University of Central
Florida, Orlando, Florida
Dec. 2004**

Key Attributes:

- **Years of experience in the federal government**
- **Strong business acumen**
- **Extensive Experience in Political Management**
- **Excellent Strategic Planner.**
- **Results focused Manager of Staff.**

CURRICULUM VITAE

CURRENT POSITION: GOVERNMENT AFFAIRS **FLORIDA AIRPORT MANAGEMENT LLC., 2021- Present**

CAPITOL BRIDGE LLC, Arlington, VA **Jan. 2017 – present**

Chief of Staff (Dec. 2017-present)

- Responsible for liaising with Partner and Managing Partner to make decisions on operational activities and setting strategic goals, evaluating overall performance by gathering, analyzing, and interpreting data and metrics, regularly evaluating the efficiency of business procedures according to organizational objectives and apply improvements on awarded contracts.
- Key developer and implementer of lobbying strategies including legislative, regulatory, media affairs, stakeholder relations and public affairs campaigns.
- Assist in managing relationships with consultants, associations and coalitions, their staff and member companies.
- Oversee all Project and Program Management
- Business Development
- Plan and direct all administrative, financial, and operational activities for the organization's Partner and Managing Partner
- Advise Partner and Managing Partner on all aspects of the business
- Responsible for the management of executive support staff

Acquisition and Procurement Specialist (Jan. 2017-Dec. 2017)

- Responsible for managing the procurement portfolio and performing federal acquisition and assistance functions for the Walter Reed Army Institute of Research (WRAIR)

Office of Congressman Alan Grayson (D-FL-9), Orlando, FL

Jan. 2013 – Dec.2016

District Director (March 2014 -Jan 2017)

Responsible for overseeing all district operations, informing, and counseling the Congressman on matters pertaining to State, District and local issues, and serving as liaison with constituents and federal, state and local agencies. Responsibilities include:

- Develop and implement policy objectives, strategies, and operating plans for the Congressman's District Office
- Perform various human resources duties, including recruiting, hiring, and training employees, delegating responsibilities, conducting performance appraisals, handling payroll, and satisfactorily resolving personnel issues.
- Conduct district staff meetings, as well as meetings with elected officials and representatives of local advocacy groups.
- Coordinate with Press Secretary and Communications Director to notify local media of Congressman's appearance to ensure appropriate participation.

Director of Constituent Services (January 2013-March 2014)

- Instrumental in managing the Congressional staff and operations of the District Office. Responsibilities included:
- Monitored various accounts, such as travel and office expenses, to ensure compliance with the U.S. Office of Personnel Management guidelines.
- Established Human Resources policies for the District Office, created job descriptions for positions, evaluated employee job performance, oversaw daily activities, recruited, trained, and delegated casework to all constituent advocates and staff.

Office Senator Bill Nelson (D-FL), Orlando, FL

Feb. 2011 - Jan. 2012

Constituent Advocate / Outreach Coordinator

- Served as liaison with constituents, federal agencies, and community organizations at the local and state level.
- Maintained a positive rapport with constituents and generated federal inquiries to U.S. Department of Agriculture, Federal Bureau of Investigation, U.S. Department of Energy, Department of Homeland Security, Department of State, U.S. Department of Transportation, U.S. Small Business Administration, and various other federal agencies.
- Served as Latino Outreach Coordinator for Central Florida, coordinated events and meetings on behalf of the Latino community, and kept the Senator abreast of all issues concerning Latinos.

Office of Congressman Alan Grayson (D-FL-9), Orlando, FL

March 2009 - April 2010

Director of Constituent Services

- As listed above.

Office Senator Bill Nelson (D-FL), Orlando, FL

July 2004 – March 2009

Constituent Advocate / Outreach Coordinator

- As listed above.

ADDITIONAL EXPERIENCE

The ROCI Group (American Hemp Manufacturing and Florida Airport Management)

Dec 2019 – Present

Member, Board of Directors; Shareholder

Select, appoint, support, and review the performance of the Chief Executive Officer

- Responsible for setting broad goals, supporting executive duties, and ensuring the company has adequate, well-managed resources at its disposal.
- Review and approve annual budgets.
- Responsible for setting the mission of the company and assuring that all actions are related to and adhere to that mission.
- Act as fiduciary on behalf of shareholders when making decisions.

American Hemp Manufacturing (AHM)

AHM is a start-up manufacturing company of Industrial Hemp that produces cannabinoid oils, advanced biofuels, raw material to produce textiles, land remediation and provide a “green” alternative to products on the market. AHM is the first company in the US to be approved for Phase 1 of the USDA Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program (9003 Program).

Florida Airport Management (FAM)

FAM is a start-up Fixed Based Operator (FBO) that has been granted the right by the City of Avon Park to operate on that airport and provide aviation services, such as fuel, parking, and hangar space, to the General Aviation (GA) community. FAM is currently operating on a Design Build Finance Operate Maintain (DBFOM) basis. FAM is currently an Airport Investment Partnership Program (AIPP) candidate with the Federal Aviation Administration (FAA).

Greater Washington Hispanic Chamber of Commerce

Nov. 2019 – Dec. 2021

Member, Board of Directors

Orange County Democratic Executive Committee, Orlando, FL

March 2013 – Nov. 2016

Chairman (2015-2016); Campaigns Chair (2013-2015)

- Oversaw campaigns for twenty-three local races that covered Orange County, Florida from the municipal, county, state, and national level.
- Coordinate strategy to support Democratic Party candidates throughout Orange County for local, state and national offices.
- Responsible for managing various committees involved in fundraising and election processes and served as a delegate and represented the Orange County Democratic Executive Committee at the Democratic National Convention.
- Coordinated with the Hilary Clinton Campaign to increase voter turn out.
- Implemented one of the most robust Vote by Mail campaigns in the State for Orange County.



Jeremy Niedfeldt

Managing Director

PFM Financial Advisors LLC

Jeremy Niedfeldt is a managing director in PFM's Orlando office with over 16 years of experience advising on long term capital planning projects, comprehensive modeling for specific client engagements and complex debt structuring programs. His efforts are primarily focused on general municipal issuers such as cities, counties and local agencies in Florida, along with a presence in South Carolina. He is a technical analyst at the core, and he enjoys the challenge of creating innovative solutions to meet client's needs by providing specific and unique advice. Jeremy has provided transaction management support on over \$13 billion in debt financings, through a variety of financing alternatives to include negotiated and competitive public bond offerings, privately placed bank loans, floating rate notes, commercial paper programs and lines of credit. His experience includes the use of credit support facilities used to secure variable rate debt, credit enhanced fixed rate debt and derivative products.

Prior to graduating from college, Jeremy served his country as a Sergeant in the U.S. Army, he was a first line supervisor and radar technician.

Jeremy graduated *summa cum laude* from the University of Florida with a Bachelor's degree in Finance, and later received his Master of Business Administration Degree from the University of Florida. He is a registered Municipal Advisor Representative (Series 50) and over the years has served as a director for various local not-for-profit and community Boards.



Contact

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Specialties

Financial Advisory

Education

B.S. in Finance
University of Florida

MBA

University of Florida
Warrington College of
Business

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Started with PFM: 2005

Started in the Field: 2005



Kevin McPeck

Director

PFM Financial Advisors LLC

Kevin joined PFM in 2013 and is currently a director. At PFM, Kevin has assisted airport clients in developing funding plans for capital development programs and served as financial advisor on various airport financings. He served as financial advisor to airports in Asheville, North Carolina; Columbus, Ohio; Detroit, Michigan; Jackson, Mississippi; Kalispell, Montana; Manchester, New Hampshire; Nashville, Tennessee; Pittsburgh, Pennsylvania; Providence, Rhode Island; and Salt Lake City, Utah, among others.

Prior to joining PFM, Kevin worked for eight years at a national aviation consultancy firm as an airport financial and feasibility consultant. At his prior firm, he conducted financial feasibility analyses and participated in the development of reports for the airport consultant in support of more than \$4 billion in airport revenue bond financings supported by general airport revenues, passenger facility charges, and rental car customer facility charges.



Contact

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mcpeekk@pfm.com
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Specialties

Financial Advisory

Transportation

Education

B.A. in Economics
Miami University

B.A. in Diplomacy and Foreign
Affairs
Miami University

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Started with PFM: 2013

Started in the Field: 1997

**FRANK BERNARDINO [FOUNDING PARTNER]**

Prior to the acquisition by Anfield Consulting, was the Managing Member of the WREN Group, Inc. a water resources and environmental consulting company, serving both public and private clients.

Frank has over 30 years experience working on water and natural resource management issues in Florida. He holds a Masters Degree in Biology and a B.S. degree in Environmental Studies, both from Florida International University. Frank applies his knowledge of the environment derived from years of field experience as a research assistant or principal investigator of studies of the amphibians and reptiles of Everglades National Park.

His policy experience includes wetland planning and regulatory work at Miami-Dade County's Department of Environmental Resources Management and lobbying

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management services.

Widely recognized as one of the most effective lobbyists in Tallahassee, in December of 2004 he was presented with the Florida Senate's prestigious "Medallion of Excellence" by President Ken Pruitt, "for his dedicated service in protecting Florida's natural resources."

Frank is best known for his work in securing funding support for water management initiatives which have enabled local governments throughout the State to accelerate their implementation of key water supply, water quality and environmental restoration projects.

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Michael L. Watkins

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Michael L. Watkins has broad experience as bond, disclosure, underwriter's, bank and trustee's counsel in a wide variety of taxable and tax-exempt financings, including housing, general obligation, transportation, airport, industrial development, public utilities, sales tax and tourist development tax financings.

Concentrations

- Municipal securities
- Housing

Capabilities

Public Finance & Infrastructure

Experience

Municipal securities

- Drafted and negotiated the interlocal agreement between Orange County and the City of Orlando, providing for the financing of a new community events center and home of the Orlando Magic NBA basketball team, a new performing arts center and renovation of the Citrus Bowl.
- Represented Orange County as disclosure counsel on the combined issuance of over \$2 billion of tourist development tax, sales tax and public service tax bonds.
- Served as disclosure counsel to the City of Winter Park for the issuance of \$49.8 million of securities to finance the acquisition of the city's electric distribution system from an investor-owned utility. The transaction represented the State's first electric "municipalization" since 1943.
- Served as credit-enhancer's counsel to the Florida Affordable Housing Guarantee Program, an affordable housing credit-enhancement program created by the Florida Legislature and administered by the Florida Housing Finance Corporation.
- Served as counsel to Fannie Mae with respect to the U.S. Treasury's New Issue Bond Program.

- Served as bond counsel, special counsel or disclosure counsel on bond issues for various Florida issuers, including: Orange County, Broward County, St. Johns County, Florida Housing Finance Corporation, Housing Finance Authority of Lee County, Charlotte County Housing Finance Authority, Housing Finance Authority of Collier County, City of Casselberry, City of Deltona, City of DeBary, City of Jacksonville, City of St. Pete Beach and City of Sebastian.

Recognition & Leadership

Professional & Community Involvement

- Member, Florida Association Local Housing Finance Authority
- Member, National Association of Bond Lawyers

Credentials

Education

- J.D., University of Florida Levin College of Law, 1993
- B.A., *magna cum laude*, University of Central Florida, 1990

Admissions

- Florida

**BRETT CYPHERS [PARTNER]**

Whatever it is, the way you tell your story online can make all the difference. Brett has a public service background spanning over two decades, in multiple legislative, executive, state agency, and water management district roles. Most recently, Brett served as Executive Director of the Northwest Florida Water Management District, where he focused on developing broad partnerships to achieve springs restoration, overall water supply and quality improvements, and significant permitting efficiencies and service upgrades.

Brett's work in Florida government began as a member of the Senate's reapportionment staff in 2001, followed by two years as a legislative assistant to then-Sen. Victor Crist. In 2004, Brett joined Gov. Jeb Bush's administration as a policy and budget analyst in the area of water resources, before he moved to a

Anfield [CONSULTING]

HERE WITH THE SOUTHWEST FLORIDA

Water Management District in 2005.

Brett moved back to Tallahassee in 2007 to serve as environmental policy chief for Gov. Charlie Crist. He then spent two years with the Florida House of Representatives, first as policy chief in the Majority Office and then as staff director for the State Affairs Subcommittee. In 2011, Brett joined the Department of Environmental Protection overseeing water management district budgets, process improvements, and accountability measures, before moving to the Northwest Florida Water Management District in 2012.

Prior to his work in Florida government, Brett served with the U.S. Army and the Florida National Guard which included combat operations during Operation Desert Storm, as well as relief efforts following Hurricane Andrew in 1992. He also holds a B.S. in Social Science from Florida State University.

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...ing and building partnerships,
but most of all he enjoys spending
time with his wife, Karen, his three
daughters, and two dogs.

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JASON DAVIS

Partner

✉ jdavis@shuffieldlowman.com

in <https://www.linkedin.com/in/jasonadavisatslw/>

Jason has a diverse legal background, practicing in corporate formations, mergers and acquisitions, shareholder agreements, basic estate planning and business succession planning. Prior to law school, his experience included work in commercial credit banking, something that serves his clients well in the legal business world. He is an active member of the community, serving as past President of the Habitat for Humanity Lake-Sumter Foundation, as well as a past board member of Habitat for Humanity and Cornerstone Hospice.



PRACTICE AREAS

- Aerospace & Defense
- Agriculture / Agribusiness
- Automotive / Transportation
- Healthcare
- Manufacturing
- Marketing & Media
- Technology
- Corporate / Business Law
- Estate Planning & Probate
- Mergers & Acquisitions
- Non-Profit Law
- Planning for High Net-Worth Families
- Private Securities Offerings
- Tax Law

EDUCATION

- J.D., cum laude, University of Florida College of Law
- M.B.A., Stetson University
- B.A., Rollins College

ADMISSIONS

- State of Florida

PROFESSIONAL ASSOCIATIONS

- Member, The Florida Bar



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WILLIAM LOWMAN

Partner



wlowman@shuffieldlowman.com



<https://www.linkedin.com/in/williamrLOWMANjr/>

Bill Lowman is a founder and president of ShuffieldLowman, and a seasoned attorney in the areas of corporate, mergers & acquisitions, business taxation, securities, intellectual property, estate planning, planning for high-net-worth families, charitable trusts and foundations, families with closely held businesses, executive compensation planning, and general tax law.

Bill works with owners of businesses of many different sizes, from the small family business to many of the Top Golden 100 Companies in Central Florida, handling the legal intricacies of both their business and personal lives. Bill believes in building a real and trusting relationship with his clients, serving as more than just an attorney, but also an advisor, counselor, and confidante, offering his big-picture perspective and personal touch.



PRACTICE AREAS

- Aerospace & Defense
- Agriculture / Agribusiness
- Automotive / Transportation
- Healthcare
- Manufacturing
- Marketing & Media
- Corporate / Business Law
- Estate Planning & Probate
- Family Office & Private Trust Companies
- Intellectual Property
- Mergers & Acquisitions
- Non-Profit Law
- Planning for High Net-Worth Families
- Private Securities Offerings
- Probate Administration
- Tax Law
- Trust Administration

EDUCATION

- LL.M., University of Florida
- J.D, with honors, University of Miami
- Associate Member: University of Miami Inter-American Law Review
- B.B.A., University of Miami
- Phi Delta Phi

ADMISSIONS

- State of Florida

PROFESSIONAL ASSOCIATIONS

- Member, The Florida Bar



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Scott Lloyd CCIM, RPA

Scott Lloyd has been advising and representing small-to-medium sized companies and organizations regarding their commercial real estate decisions and needs since 2002. Prior to 2002, working through college, Scott spend a few years a Realtor in the second hottest housing market in the county at the time, the 114 corridor just north of Dallas Texas. Throughout his 24-year real estate career, Scott has managed millions of square feet representing all classes of commercial real estate and completed well over fourteen hundred lease and sale transactions both as a principal and on behalf of tenants, property owners, corporations and investors in the acquisition or disposition of land, office, industrial, aviation-related and retail properties.

Scott is a Certified Commercial Investment Member (CCIM), a Real Property Administrator (RPA) and obtained a BBA in Real Estate & Finance from the University of North Texas (Mean Green!). He is or has been active in numerous community-based and professional organizations including NAIOP, ULI, ICSC, BOMA, CFCAR, the American Association of Airport Executives (AAAE) and the Orlando Economic Partnership. Scott has served distressed portfolios as a court-appointed receiver, and sat on the Executive Committee of Florida Realtors, the City of Orlando's Board of Zoning Adjustment and served as the Treasurer of the Thornton Park District Main Streets Board. Scott currently serves on the Board of Code Enforcement for the City of Orlando and is a Board Member of the Downtown Orlando Partnership. Scott is a licensed Florida Real Estate Broker, a founding board member of CFCAR and is the 2017 Past-President for the 1,000 member Florida CCIM Chapter.



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