

**PART IV - SUBMITTAL FORMS
PROPOSAL SUBMITTAL SIGNATURE FORM**

1.	Project Team Name and Title	Years experience	City of office individual will work out of for this project	City individual's office is normally located	City of individual's residence
	Michael Lagana	16	Parrish	Parrish	Parrish
2.	Magnitude of Company Operations				
	A) Total professional services fees received within last 24 months:			\$ 156,458,227	
	B) Number of similar projects started within last 24 months:			Unknown	
	C) Largest single project to date:			\$ + \$15 Million	
3.	Magnitude of Charlotte County Projects				
	A) Number of current or scheduled County Projects			0	
	B) Payments received from the County over the past 24 months (based upon executed contracts with the County).			\$ 0	
4.	Sub-Consultant(s) (if applicable)	Location	% of Work to be Provided	Services to be Provided	
5.	Disclosure of interest or involvement: List below all private sector clients with whom you have an active pending contract and who have an interest within the areas affected by this project. Also, include any properties or interests held by your firm, or officers of your firm, within the areas affected by this project.				
	Firm	Address			
	Phone #	Contact Name			
	Start Date	Ending Date			
	Project Name/Description				

NAME OF FIRM Lerch Bates

(This form must be completed and returned)

DRUG FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that Lerch Bates 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 under bid 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 bid, the employee will abide 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 firm complies fully with the above requirements.



Proposer's Signature

5/20/2026
Date

NAME OF FIRM Lerch Bates

(This form must be completed and returned)

**HUMAN TRAFFICKING AFFIDAVIT
for Nongovernmental Entities Pursuant To FS. §787.06**

Charlotte County Contract #20260397

The undersigned on behalf of the entity listed below, (the "Nongovernmental Entity"), hereby attests under penalty of perjury as follows:

1. I am over the age of 18 and I have personal knowledge of the matters set forth except as otherwise set forth herein.
2. I am an officer or representative of the Nongovernmental Entity and authorized to provide this affidavit on the Company's behalf.
3. Nongovernmental Entity does not use coercion for labor or services as defined in Section 787.06, Florida Statutes.
4. This declaration is made pursuant to Section 92.525, Florida Statutes. I understand that making a false statement in this declaration may subject me to criminal penalties.

Under penalties of perjury, I declare that I have read the foregoing Human Trafficking Affidavit and that the facts stated in it are true.

Further Affiant sayeth naught.

 Thomas Finn
2026.05.20 11:53:14-06'00'

Signature

Thomas Finn

Printed Name

General Counsel

Title

Lerch Bates

Nongovernmental Entity

5/20/2026

Date

END OF PART IV

NAME OF FIRM Lerch Bates

(This form must be completed and returned)

Charlotte County RFP No.2026039

Vertical Transportation Consulting Services

PREPARED FOR

Charlotte County

PREPARED BY

Lerch Bates Inc.

Steve Coxe

Steve.Coxe@LerchBates.com

Submitted: May 20, 2026 | RFP Issuance Date: April 24, 2026

3500 E Fletcher Blvd, Suite 205, Tampa, FL 33613 · Lerchbates.com

May 20, 2026

Charlotte County

Re: Countywide Elevator Assessment — RFP No. 20260397 Response

Greetings,

Lerch Bates is pleased to submit the enclosed RFQ package in response to Charlotte County's RFP No. 20260397 – Countywide Elevator Assessment. As a national engineering and consulting firm specializing in vertical transportation systems, Lerch Bates is uniquely qualified to evaluate the condition of the County's elevators, wheelchair lifts, and related vertical transportation equipment, while providing practical and cost-effective recommendations for corrective action.

Founded in 1947 as the nation's first elevator consulting firm, Lerch Bates is a 100% employee-owned company with professional registrations and accreditations in all 50 states. Our firm operates as an independent engineering and consulting practice with no affiliation to elevator manufacturers or service contractors, allowing us to provide objective, unbiased recommendations that are in the best interest of our clients.

The Countywide Elevator Assessment will be performed by Michael Lagana who is one of Lerch Bates' senior vertical transportation consultants located in Parrish, FL and possesses extensive industry experience in elevator modernization, maintenance evaluations, code compliance, condition assessments, and capital planning. Michael currently sits on the Board of the Florida Elevator Safety Technical Advisory Council and understands the unique operational and code considerations associated with public sector facilities throughout the state.

The objectives outlined in RFP No. 20260397 align directly with Lerch Bates' core services and expertise. Our consultants work in the vertical transportation industry and perform elevator assessments and consulting services on a daily basis for municipalities, counties, healthcare facilities, universities, commercial properties, and residential communities throughout the United States.

With more than 450 employee-owners nationwide, Lerch Bates has the personnel, technical expertise, and resources necessary to successfully deliver high-quality results in a timely and professional manner. Given the firm's extensive history, highly qualified staff, independent consulting approach, and proximity to the project, Lerch Bates is exceptionally well qualified to perform the Countywide Elevator Assessment for Charlotte County.

We appreciate the opportunity to submit our qualifications and look forward to partnering with Charlotte County on this important initiative.

Sincerely,



Steve Coxe

Senior Market Development Consultant



MEET YOUR LERCH BATES FLORIDA REGIONAL MANAGER

Thank you for your interest in Lerch Bates Elevator Consulting! My name is **Michael Lagana**, Regional Manager of Lerch Bates Florida and Caribbean Islands. I have provided some information about our company, our team and myself. I look forward to the possibility of working with you!

CONTACT

Cell Phone: (813) 810-9339

WEBSITE: www.LerchBates.com

E: Michael.Lagana@LerchBates.com

WHY I LOVE WHAT I DO

My father worked for Chevrolet for 50 years and my mother's side of the family worked in the Elevator Trade. I love both versions of transportation (horizontal & vertical). Always having the passion for helping others, I decided to leave my role at an international elevator company and proceed down the career path that **fully** enables me to help others in a complex industry.

Proposed Team:

Julie Haehnlein (Office Support)
Cecilia Hualpa (Office Support)
Elizabeth Granger (Office Support)
Michael Lagana (Sr. Consultant)



COMPANY HISTORY Founded in 1947 by Charles Lerch out of Chicago as an employee-owned company (and still is today!) Lerch Bates is the oldest, largest and most experienced elevator consulting firm in Florida and Internationally. Lerch Bates started as an Elevator Consulting firm, but now also has specialty consultants, architects and engineers that consult on other areas of the building including interior and exterior façade access, building engineering, building structure assessments, building logistics and various inspection type services for the building industry. In Florida, Lerch Bates has been performing Elevator Consulting Services for over 30 years by consultants living in Florida, who know the Florida Elevator industry best.

WHY LERCH BATES? With respects to Elevator Consulting, without an Elevator Consultant, your guidance is solely provided by the Contractor who is selling you their products and services. A qualified local elevator consultant is an owner's representative who is highly knowledgeable of not only the industry, but all the local qualified contractors and their product offerings. The elevator industry is a very technical, ever evolving, and expensive industry to wrap your arms around. **We work solely for your best interests.** As a consultant, we evaluate your needs and situation without a potential bias as an elevator contractor may. We explain benefits and downsides, short / long term outlooks and make assessments objectively.

- **Elevator Maintenance Contracts & Services:** We assess your equipment and equipment performance to validate you're receiving what you are paying for and any shortfalls are provided to the Contractor in a list format requiring their remediation effort. Additionally, most maintenance contracts are drafted by Elevator Contractors and thus can be drafted in their favor. We draft maintenance contracts and solicit bids for a high quality of service from multiple Contractor's as they will all bid to the same scope of work. Our contracts include financial penalties and measurable performance metrics to manage the contractor for the duration of the service contract to ensure accountability.
- **Elevator Modernization & Large Upgrades:** Unless you are well versed in the industry yourself and certified to be within the elevator hoistway and equipment spaces, you would be hard pressed to solicit 3+ bids for an elevator modernization or upgrade project while ensuring the scope of work amongst all bidders is the same and meets your goals of the project. We survey your equipment in detail and draft technical specifications to ensure a level playing field amongst all bidders. We negotiate on your behalf, review drawings prior to manufacturing, oversee project installation through periodic site visits and perform a final inspection to ensure all the contractual obligations have been met by the contractor before you pay them their final invoice.
- **Leverage:** You may a relationship with one elevator Contractor, while we deal with them all, all the time. No other entity solicits and oversees more Elevator Work from these Contractors than Lerch Bates and they guide themselves accordingly when we are representing a mutual client.

MICHAEL LAGANA

Lerch Bates Florida Regional Manager & Certified Elevator Inspector

Michael Lagana, Regional Manager of Florida, began working for Lerch Bates in 2010. He is currently working in the Lerch Bates Florida Office providing vertical transportation consultant as oversight of other Florida Based Consultants and Field Inspectors. Previously, Michael worked for a major international elevator company in Illinois, Atlanta and Florida in various roles included Account Management, Project Management, Modernization Operations Management and Service Management capacities. Michael is 1 of 12 Lerch Bates Representatives to ever be awarded the Consultant of Excellence Award, achieving the highest level of repeated Customer Service and Technical Consultancy.

PROJECT RESPONSIBILITIES

As Regional Manager and Consultant, Michael is responsible for the following functions:

- Vertical Transportation System Studies and Life Cycle Review
- Design, Contract Documents, and Construction Management Services for the Vertical Transportation
- Vertical Transportation Maintenance Evaluations
- Due Diligence / Pre-Purchase Studies
- Elevator Contractor and System Problem Resolution
- Elevator Contractor Maintenance and Service Management (oversee maintenance performed by Contractor)
- Value Engineering Analysis

RELATED EXPERIENCE FOR VARIOUS MODERNIZATION & DESIGN SERVICES

Large Florida Projects	Small & Medium Florida Projects
Orlando Airport (100+ units)	Kingston Arms Condominium Sarasota (1 unit)
Memorial Healthcare S. Florida (100+ units)	Marquesa at Bay Colony Naples (2 units)
Tampa General Hospital (50+ units)	Mansion La Palma Naples (2 units)
Swan and Dolphin Disney Area (50+ units)	St. Maarten Condo Naples (2 units)
Orange County Orlando Facilities (50+ units)	Tahitian Condo Redington Beach (2 units)
Moffitt Cancer Tampa (50+ units)	Stovall Condominium Tampa (3 units)
Marriott World Center Orlando (30+ units)	Marina at Bay Hill Golf Condo Orlando (4 units)
Grand Bay Condo Long Boat Key (32 units)	Buttonwood Cove Condo Long Boat Key (4 units)
Suntrust Center Downtown Orlando (22 units)	Baypointe at Naples Cay Condominium (4 units)
Hilton Palace Disney Area (22 units)	Claridge Condominium Naples (4 units)
One Tampa City Center (21 units)	Naples Continental Club (4 units)
Bank of America Downtown Orlando (19 units)	Ritz Carlton Amelia Island (6 units)
Wells Fargo Center Jacksonville (19 units)	Sheraton Sand Key (6 units)
Marriott Miami Biscayne Bay (19 units)	Island Pointe Merritt Island (8 units)
Tropicana Field Rays Stadium (18 units)	Calais Condominium Naples (8 units)
100 N Tampa (16 units)	440 West Condominium Clearwater (8 units)

AFFILIATIONS

C.E.I. #527 Certified Inspector, NAESA - National Association of Elevator Safety Authorities

Florida Elevator Association

Michael.Lagana@LerchBates.com
www.lerchbates.com

WHY OUR TEAM

- **We are the owners**
 - A 75-year strong commitment to employees results in highest commitment to clients
 - Lerch Bates is 100% employee owned via an employee stock ownership plan, or ESOP. That means your Lerch Bates team is made up of employee-owners personally invested in being responsive partners. We think proactively about what you need. Expect responsibility, service and performance in everything we do.
- **We have more technical resources than any other firm**
 - 100+ Engineers
 - 200+ Consultants
 - Global Support Team @ Headquarters sole purpose is to support local branches
 - Florida Operation is the largest of its kind in the State
 - Who you hire to represent you must have depth when dealing with large Contractors
- **Our consultants perform work in their State**
 - Many consultant firms consist of 1-3 people. They will take on work out of state which does impact their availability to local projects.
 - The more work you do in the local area the more knowledge and lessons learned for that market that can benefit clients.
 - Our relationships with Contractors, Industry Suppliers, Local and State Inspectors is stronger given the volume of work we do in the local market which benefits clients.
- **Our Specification Documents have been developed over our 75 years in the business**
 - Our intellectual property is derived from continuous improvement as the industry and markets change. We have internal staff that only focus on ensuring our construction documents are updated in a timely fashion
 - Focus on competitive bid results and tangible ROI, rather than driving project costs up.
 - Local offices have the autonomy to modify specification documents to accommodate local authorities, client expectations and creative approaches for each project.
 - We involve our clients in the bid package creation.

PROJECT LEAD

- **MICHAEL LAGANA**
 - 2nd Generation Elevator Industry (grew up in the industry before joining)
 - Regional Manager State of Florida
 - Responsible for Modernization Projects that Exceed 1 million and assisting team
 - 1 of 12 employees to ever be awarded the Consultant Excellence Award in the company's 75-year history. This award is provided to a consultant who consistently demonstrates:
 - Highest Level of Customer Service – Monitored through Customer Surveys
 - Highest Quality – Headquarters audits project files without advanced notice
 - Highest Technical Ability – Demonstrated through testing, C.E. attendance levels, publications drafted by Consultant and committee involvement.
 - Leadership team, Customer, peer voted.
 - Has performed over 200 Condominium Projects in Florida.
 - Many reference letters from your peers, neighbors and similar projects provided.

If the County selects Lerch Bates, Michael Lagana would personally perform the countywide elevator assessment, provide the written reports, and review findings and recommendations with County representatives. He will not be substituted without the express permission of the County.

THE PROCESS

TECHNICAL SURVEY

- A survey of all elevators is required to understand what components should be retained, refurbished or replaced.
- Ancillary building systems to have a general overview to see if there is a potential for any modifications, replacement or reprogramming is needed as part of the elevator project so the project can be TURN-KEY if client desires. Systems to be reviewed include typically: Fire alarm, HVAC for Mechanical Room, Electrical, Access Control Systems and CCTV systems.

CONSTRUCTION DOCUMENTS (Bid Package)

- We involve the client in the formulation of the bid package so that you know what is being done and we continuously educate you on your options. While you'll trust us to work in your best interest, we want you more educated so that you can speak intelligently to others about your project in our absence.
- We educate the client on technology options that may be of interest that may set them apart from neighboring buildings or keep them on par with similar buildings.
- Our bid package includes the Elevator Modernization Scope of work, a Maintenance Contract drafted in your favor, foreseen ancillary building related work by Contractor, bid form and general terms and conditions for completing the project.
- We include a section in the bid package that requires the Contractors to provide separate pricing for Alternates. Alternates may be bells and whistles for consideration, acceleration installation schedules or additional scopes of work that should be considered in the evaluation process.
- We review the bid package with you prior to it being issued for bid.
- Client may provide us with a Construction Contract to include in the bid package or an AIA 107 2017 document is typically used.

BIDDING ASSISTANCE

- We work with all the elevator companies in the local area and we know which ones are qualified to take on your project and we request them to bid the project. Rarely does a Contractor decline to bid our projects and it is almost always their inability to provide man power for the project or there is a past relationship issue with the specific client and them.
- We answer any RFI's from bidders during the 4 week bidding process.
- We evaluate all the bids and send you a comparative and analysis summary
- We assist in interviewing/negotiation with Contractors as needed prior to an official award.

PROJECT MANAGEMENT

- Clients vary greatly on their desired and expected level of our involvement during the construction phase of a project. We are very flexible and fluid. We will make an initial recommendation on our level of involvement as a minimum, and as the project construction evolves our level of involvement may need to change +/- depending on Contractor performance and Client satisfaction level.
- Typically, on a project that exceeds 1 million dollars there are weekly updates reviewed by us, submitted by Contractor, bi-weekly conference calls and monthly meetings onsite.
- We review pay applications from Contractor before you pay them
- We punch out the project to ensure you received everything you paid for and follow up to validate the punch list was resolved before retention payment is made.

Work Plan

It is our understanding that Charlotte County is seeking a qualified Vertical Transportation Firm to perform an assessment of 19 elevators and 4 wheelchair lifts located throughout county-owned facilities. The County’s goal is to ensure safety, reliability, code compliance, energy efficiency, and long-term lifecycle value. We understand the importance of providing Charlotte County with sensible and prioritized recommendations that support long-term capital planning and operational reliability.

Effective communication with the Charlotte County Facilities Personnel is essential to establishing and maintaining expectations with all parties involved. We will work closely with the County Facilities personnel to schedule activities and immediately notify them of any potential life-safety issues.

Below is the tentative schedule of activities should Lerch Bates be selected for this project. Please note that the schedule is preliminary and subject to adjustment based on site access, coordination with County personnel, availability of maintenance records, and other project-related factors. The timeline below has been developed conservatively to help ensure adequate time for thorough assessments and report preparation.

- 1) County selects Lerch Bates: June 1, 2026
- 2) Perform on-site Elevator Assessments: July 13 through July 22
- 3) Deliver Elevator Assessment Reports to Client: August 28, 2026
- 4) Review Assessment Reports with Client and discuss Next Steps: September 1, 2026

Since the assessment has not yet been performed, Lerch Bates cannot comment on the current condition of the County’s elevators and wheelchair lifts or determine whether modernization will be required. However, should the assessment identify equipment requiring modernization, and the County elects to retain Lerch Bates for additional consulting services including development of specifications, preparation of bid documents, and construction administration services, the anticipated project timeline would generally follow the schedule illustrated in Figure 2.a below.

Task	Hydraulic	Traction	Influencing Factors
Establish Scope	1 Month	2 Months	Who is involved & pace of decisions
Bidding	1 Month	1.5 Month	Contractor backlog, project scope
Award Phase	3 Months	3 Months	Negotiations, Lawyers, Available funds
Engineering	2 Months	2 Months	Backlog, complexity, vendor quantity
Mfg/Delivery/Crew Avail.	4-6 Months	6-10 Months	Backlog, Economic Impacts, Manpower
Installation	1 Month each	2-4 Months each	Actual Scope, Correct Material, Skillset

Figure 2.a – Estimated timeline for modernization projects

CONFIDENCE

We are so confident in our ability to ensure you are satisfied that we offer contact information to the next 2 layers of Lerch Bates Management to provide you additional comfort.

Tim Murphy
Vice President - East
404.557.1667
Timothy.Murphy@lerchbates.com

Jeff Marsh
Executive Vice President – Headquarters
720.318.4470
jeff.marsh@lerchbates.com

Experience and References

1) Client: Orange County

Services Provided: Multiple projects that include elevator assessments, specifications, bid solicitation, and construction administration.

Point of Contact:

Rich Steiger, FMA

Manager

407-468-7696

Richard.steiger@ocfl.net

2) Client: Hillsborough County

Services Provided: Multiple projects that include elevator assessments, specifications, bid solicitation, and construction administration

Point of Contact:

Brian Laverty

Project Manager

352-806-2600

Lavertyb@hcf.gov

3) Client: Polk County

Services Provided: Multiple projects that included elevator assessments, specifications, bid solicitation, and construction administration.

Point of Contact:

Mark Kithcart

Building Maintenance Manager

863-559-3077

Markkithcart@polk-county.net

The above projects and references are provided to better demonstrate our experience with surrounding local government facilities. We will also include letters of recommendation from other previous clients that have been very satisfied with our vertical transportation consulting services.

BANYAN STREET CAPITAL

Lynn Vilmar
Senior Property Manager

BSC Realty Services, LLC

101 E Kennedy Blvd Suite 250
Tampa, FL 33602

813 221 7463 Tel
LVilmar@banyanstreet.com

March 13, 2022

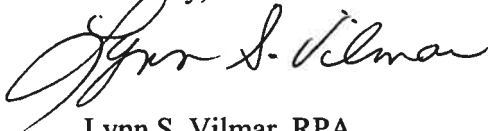
To whom it may concern:

I have had the opportunity to work with Michael Lagna over several years as the Senior Property Manager for Banyan Street Capital, managing the Bank of America Plaza in Downtown Tampa. He is unfailing in his professionalism and exhibits an extraordinary depth of knowledge of the elevator and escalator industry.

Banyan Street Capital has hired Michael as our consultant on bidding, awarding, and managing the replacement of 3 escalators servicing Bank of America Plaza. In addition, he negotiated a long-term maintenance contract that encompasses everything an owner wants contained in a contract. Michael's knowledge led to a contract that reflects the owner's best interests at a fair contracted rate. The value add brought by Michael has saved the ownership and tenants of this property a significant amount of money all while insuring the highest level of service, repairs and maintenance for 3 escalators, 21 passenger cabs, one freight and one ADA chair lift.

The building Chief Engineer, our Regional Director and I respect Michael's abilities and rely on his expertise. He is a strong and thorough communicator who will always represents his client's best interests. I recommend him without hesitation.

Sincerely,



Lynn S. Vilmar, RPA



March 11, 2022

RE: Michael Lagana, Regional Manager, Lerch Bates

To whom it may concern:

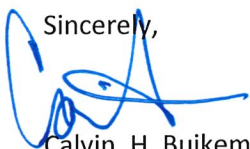
As Sr. Property Manager with Cushman & Wakefield at 100 North Tampa, I am pleased to write this letter of recommendation on behalf of Michael Lagana. 100 North Tampa is a 554,000+ sq. ft. Class A, 42-story office building in downtown Tampa (aka the Regions bank building). We have sixteen elevators which underwent a total \$5.6M modernization in 2018-2020. Needless to say, such a major project required a skilled elevator consultant to guide us, Cushman & Wakefield as Property Manager and the Prudential Insurance Company as Owner, every step of the way to bring that major project to a successful, problem-free conclusion!

Michael Lagana did just that. Michael conducted meetings as needed involving management and the elevator contractor, ThyssenKrupp throughout the entire process. Michael's extensive knowledge and experience in elevator operations, construction and maintenance was invaluable to us and to ownership. We now have totally modernized, destination dispatch elevators that are functioning properly on a daily basis. The fee paid for his services was well worth the investment!

Additionally, we contracted with Michael/Lerch Bates to provide the property with on-going supervision of ThyssenKrupp's contracted maintenance services of the sixteen modernized elevators. Again, his services proved to be well-advised as Michael keenly negotiated the four-year maintenance contract, has identified and corrected issues needing resolution, as well as having provided the property with maintenance cost credits when he has identified maintenance issues in variance to our elevator maintenance contract requirements with ThyssenKrupp.

All in all, I cannot speak more highly of Michael's knowledge, experience, professionalism and his ability to work with management, ownership and contractors alike. If you are at all considering using an elevator consultant, by all means, make it Michael Lagana! Should you desire additional information, please do not hesitate to contact me at (813) 221-7194; calvin.buikema@cushwake.com.

Sincerely,



Calvin. H. Buikema
Sr. Property Manager
Cushman & Wakefield



LETTER OF RECOMMENDATION

To Whom It May Concern,

My name is Tony Scicchitano. I am a former member of the 440 West Clearwater FL Board of Directors. During my time on the Board of Directors, I was the Chairperson of the Elevator Modernization and Roof Replacement Committees. I am a retired Information Technology Executive that was responsible for the planning and implementation of very large complex projects.

The objective of this letter is to provide you background information on my direct experience with Michael Lagana, Lerch Bates, during our Elevator Modernization project. In 1Q20, we selected Lerch Bates as our Elevator Consultant to provide the following services: Conduct a detailed survey, Develop bid specifications, Solicit bids from multiple contractors, Review bid responses, Provide comprehensive bid analysis, Assist in selection and contractor negotiations, Develop an implementation plan, Provide implementation oversight inspections. Working closely with Michael, we signed the contract in the middle of 2020 during COVID.

In addition to the services outlined above, I personally worked closely with Michael to address “non-technical” issues that the community raised. Michael was always available either by phone or email to provide me insight on what was taking place in the industry and other condominium associations. His depth of knowledge of the elevator industry was invaluable to 440 during the planning for this major project. As part of the planning process, we formed a committee consisting of owners, Board members, General Manager, and Michael. I firmly believe that the detailed planning we conducted with Michael was a critical success factor for the 440 West Elevator Modernization project. We developed a comprehensive modernization plan that would completely modernize our elevator system, including emergency power infrastructure.

At this point, the modernization plan is ahead of schedule and under budget. We have successfully completed six of our eight elevators. The outlook remains to be completed ahead of schedule and under budget. The community is extremely pleased with the results of the project.

We interviewed multiple Elevator Consultant Firms and for many reasons we chose Michael. I can confidently recommend Michael Lagana and Lerch Bates for your Elevator Modernization project. Michael is a professional that will bring significant value to you and your organization.

Please feel free to contact me if you would like to further discuss and good luck on your project,

Tony Scicchitano

Former 440 West Board of Directors, Chairperson Elevator Modernization Committee

Cell: 813-404-0646

email: a.scicchitano@verizon.net





SHERATON
EST. 1937

January 10, 2022

To Whom it May Concern:

I am the General Manager of the Sheraton Sand Key Hotel in Clearwater Florida and have been in the Hospitality industry for over 30 years throughout the Country. One of the many responsibilities is to ensuring guest satisfaction, is providing them with safe, efficient, reliable elevator service to and from their rooms and amenity floors. When I took over Managerial duties of the hotel it was apparent the hotel's elevator system needed to be assessed by a third-party professional as hotel guests were dissatisfied with the reliability and efficiency of our guest elevators. We researched and interviewed multiple elevator consultants and without question Michael Lagana of Lerch Bates was deemed the appropriate representative for our hotel to help assess our issues, establish a plan and execute.

Upon hiring Michael Lagana, he assured us that he would be responsive to our needs as we are 24/7 operation and he kept to that promise answering calls and emails after standard working hours. Michael's elevator assessment concluded that we had a combination of deferred maintenance issues and obsolete equipment challenges. He tasked the incumbent Contractor to resolve these maintenance issues at no cost to the hotel and drafted technical specifications for an elevator overhaul and bid them out to several elevator contractors. He helped immensely with interviewing the elevator contractors and negotiating on our behalf. He even negotiated what mechanic would lead the job given his vast knowledge on the capabilities of the technicians and we absolutely loved our installation technician! Michael checked on progress throughout the process, reviewed our invoices before we paid them and ensured the contractor's supervisor was providing the onsite technicians with timely support and parts deliveries to maintain the project schedule.

From beginning to end, Michael was just as technically astute as he was professional. Our project was in well in excess of a million dollars and there were no change orders and was completed on time with no unreasonable disruption to our operation! It gives me great pleasure in recommending Michael Lagana for anyone in need of having a 3rd party representation in the elevator industry.



Dominic Provenzano
General Manager

O 727 593 6020 M 813 765 1089

Sheraton Sand Key Resort
1160 Gulf Blvd
Clearwater Beach, FL 33767



Sheraton Sand Key Resort

1160 Gulf Boulevard Clearwater Beach, Florida 33767
T 727 595 1611 F 727 596 8488
marriott.com/tpasi

BAYPOINTE AT NAPLES CAY

Baypointe at Naples Cay Condominium Association, Inc.

March 15, 2022

Dear Sir/Madam:

I am writing this letter to recommend the services of Lerch Bates, Inc. Baypointe at Naples Cay Condominium retained their services to provide consulting with the modernization of our four elevators. Their services included creation of specifications, bidding/negotiating and progress inspections.

I cannot say enough how invaluable Lerch Bates, specifically Michael Lagana, was throughout this process. His knowledge of the industry, attention to detail, his ability to convey information and prompt response to any questions all contributed to the successful and satisfactorily completion of our project.

In summary I would highly recommend Lerch Bates to assist with any Elevator Modernization type project.

Sincerely,


Jess Dinesen
Manager, Baypointe at Naples Cay Condominium



Michael Lagana

From: James Mordaunt <jmordaunt@apmsfl.com>
Sent: Wednesday, January 5, 2022 11:27 AM
To: Michael Lagana
Subject: FW: Questions re Lerch Bates

CAUTION: EXTERNAL.

FYI...

Thank you,

James Mordaunt
General Manager
Advanced Property Management Svc, Inc.
1035 Collier Center Way #7
Naples, FL 34110
Office 239-513-9433
www.apmsfl.com

NOTICE: This message contains information from Advanced Property Management Svc, Inc. that may be privileged and/or confidential. The information is intended for the use of the addressee only. If you are not the addressee, please be advised that any disclosure, copying, distribution or other use of the contents of the message is prohibited.

From: James Mordaunt
Sent: Wednesday, January 5, 2022 11:27 AM
To: [REDACTED]
Subject: RE: Questions re Lerch Bates

Good Morning,

I can not say enough good things about Michael Lagana and Lerch Bates. Throughout our modernization project, Michael and his team went above and beyond for us on more than one occasion and kept the elevator vendor accountable and on task.

From the bidding process to the project closeout, Michael Lagana and Lerch Bates did a tremendous job of communicating and walking us through the process and were there immediately for us when we needed assistance. I honestly do not think I could have navigated this project without their support and oversight.

I would highly recommend them.

Best of luck with your search, and I hope you have a smooth project.

Thank you,

James Mordaunt
General Manager
Advanced Property Management Svc, Inc.
1035 Collier Center Way #7

From: TIMOTHY-CURTIN TIMOTHY-CURTIN <tcurtnd79@comcast.net>
Sent: Friday, February 7, 2020 8:08 AM
To: Michael Lagana
Subject: Recommendation

To-Whom-It-May-Concern:

I am the President of the Board at Le Parc Condominium in Park Shore, Naples, FL. About 2 years ago we as a Board decided to modernize our 3 Otis elevators. They were 30 years old at the time and acting up on us regularly.

I had inherited an Elevator Consultant that the building had been using for years--NOT Michael Lagana. This individual drew up our specs for our modernization project, all of which included using non-Otis equipment so as to not be beholden to Otis for years to come.

The Board interviewed and received modernization quotes from 4 elevator companies and for reasons not necessary to review here selected Otis for the job.

Over one year later I can honestly say I wish we had NOT hired Otis for the project--water under the bridge at this point. During the modernization we had nothing but problems with the elevators that Otis was not working on and our residents became actually afraid to ride them. Their service team was here regularly, but the serious issues persisted...and many actually persist to this day.

During the course of the modernization when I was at my wits end, another building manager on the beach mentioned Michael Lagana as a consultant that came with high marks. The timing was perfect--our old consultant retired for health reasons and we called upon Michael to save the day...and he has!

Michael has been a breath of fresh air for us in Le Parc. He knows his business inside and out, but more importantly, he knows the players in the elevator business in SW FL and cannot and will not be hoodwinked by them. We needed an expert who really understood the mechanics of elevator modernization and operation and the politics and structure of the Otis team here to be our advocate and he has been that in spades.

I wish we had known and employed Michael when we started this project--many of our issues would have been addressed earlier on in the process and the modernization would have been much more fluid.

I obviously HIGHLY endorse Michael Lagana for any elevator consultant issue and opportunity. We will be working with him here for many years to come!

Sincerely,

Tim Curtin
Board President



-----Original Message-----

From: james koppel <jameskoppel@gmail.com>

Sent: Saturday, February 8, 2020 5:30 PM

To: Michael Lagana <Michael.Lagana@LerchBates.com>

Subject: Condominium Reference

Dear Fellow Condominiums:

I recently became president of The Pierre Association on Longboat Key, Florida. We were in the middle of modernizing our three elevators with work performed by a local reputable elevator company.

Lerch Bates initially provided the board with a complete evaluation of our building's existing systems and provided us with recommendations and complete specifications for modernization. They helped us evaluate the bids received and the final selection of a contractor.

After the project was completed and our municipality inspected and approved the elevators for use, Michael Lagana of Lech Bates conducted a final inspection which uncovered deficiencies in performance and numerous items specified in the RFP which were not delivered.

Without the assistance of Lerch Bates, we would never have received all items that we paid for including some functions not provided which are required by Florida code.

I rarely write laudatory letters of reference for consultants, but I state without equivocation "thank you Michael Lagana!"

James N. Koppel MD

President of The Pierre Association on Longboat Key



From: Eileen <eileensc@optonline.net>

Sent: Monday, January 27, 2020 10:12 AM

To: Michael Lagana <Michael.Lagana@LerchBates.com>

Cc: 'Pauline Hayduk' <paulinehayduk@mgmt.tv>; 'Paul Colella' <paulcolella@mgmt.tv>; 'James Dole' <jdole13@gmail.com>; 'Harvey Westervelt' <harvey.westervelt@gmail.com>; 'Justin Trent' <justintrent@mgmt.tv>; 'Leslie Green' <lesliegreen@mgmt.tv>; 'Eric Mitchell' <ericmitchell@mgmt.tv>

Subject: Lerch Bates

Michael,

I know that I represent all of Buttonwood Cove Owners when I say that we cannot thank you enough. No one here at BC realized the scope of this Elevator project and all the moving parts. You handled all the details and glitches in a speedy and professional manner, and you were there for me as Project Leader when I didn't know how to handle issues. You found us the electrician when we had difficulty, you worked with EPS and the new Fire Marshall to update the system without major additional expense, you brought us Bright Metals to solve our issues with stains on the stainless steel, and you showed patience with FE on the AIA Agreement payment process... and on and on!

For all this and more, we thank you very, very much.

Sincerely,

Eileen

Board Treasurer

Buttonwood Cove Condominium

From: Mary Danitz <danitzm@guestservices.com>
Sent: Tuesday, June 19, 2018 12:32 PM
To: Michael Lagana <Michael.Lagana@LerchBates.com>
Subject: RE: Monthly Elevator Contractor Meeting

Michael, this is pretty awesome! I have some of our sites monitor visits in similar fashion, but not nearly to this detail! Thank you!

And you've got impeccable timing that we're having a GM Summit with all of our managers tomorrow, so I'm including in their packets.

Thank you again and it's always such a pleasure to collaborate with you at our Condominium properties!

Mary Danitz

Director of Operations: Condominiums | CAM
1004 Collier Center Way | Suite 201 | Naples FL 34110-8422
Guest Services, Inc.
239.898.5203 cell
danitzm@guestservices.com
www.guestservices.com



Kalea Bay Condominium Naples



St. Pierre Condominium Naples



Surfs Edge Condominium Naples



The Claridge Condominium Naples

Not shown but we've also worked on Trieste Condominium of Naples, Marquessa of Naples and Salerno of Naples for Guest Services Condominium Management. Call Mary Danitz at 239-898-5203

From: Jackie Grant <jackie307@cfl.rr.com>
Sent: Wednesday, March 13, 2019 10:59 PM
To: Michael Lagana <Michael.Lagana@LerchBates.com>
Subject: FW: Checking In - River Bend Elevator Service Agreement

Michael – I had to laugh – one email from you and I not only have an email from Mowrey, Jr., but a phone call and email from his administrative assistant all in the same day AND a scheduled visit from our tech tomorrow morning!!!! Thanks – appreciate your help!!!

Jackie Grant
President
www.riverbendcondos.net
3360 S. Atlantic Ave., No.307
Cocoa Beach, FL 32931
321-799-4299
321-652-4046 (M)
Jackie@majak.us



From: Jonathan Berke [mailto:jberke@banyanstreet.com]
Sent: Monday, February 15, 2016 5:02 PM
To: Bart Stephan; Tim Murk
Cc: Michael Lagana
Subject: Michael Lagana

Gentlemen,

I am not sure if the two of you are the correct points of contact for my email. Banyan Street Capital owns and manages over 10M S.F of commercial office space throughout Florida, Texas, Georgia and the Mid-Atlantic. With so many assets, we are always challenged to find service providers that rise up to our high standards for excellence. I have personally been in the industry for over thirty years. It is sad to say that in today's economy, the level of service we expect is so hard to find. When I do come across the exception, I like to make sure all are notified of my find. In this case, I would like to congratulate Lerch Bates and Michael Lagana. During the past six months, I have had the opportunity to work closely with Michael. I must say that when it comes to elevator modernization, this particular project has been challenging, both financial and operationally. Michael has done an excellent job representing Banyan Street Capital and making sure our interest are well protected. I am very impressed not only with his knowledge of the industry, but also his ability to be so responsive at any given time. I would like to express my gratitude and appreciation for Michael Lagana's dedicated service and support.

Regards,

JONATHAN BERKE, CPM
MANAGING DIRECTOR

80 SW 8th Street,
Suite 2200
Miami, Florida 33130

Cellular: 561.212.6290

jberke@banyanstreet.com





November 18, 2016

RE: LERCH BATES RECOMMENDATION

Dear Sir or Madam:

It is my pleasure to provide a letter of reference for Lerch Bates. I have worked with the firm for five years on elevator consulting, auditing and RFP's for the high-rise office building that I manage in downtown Tampa and the firm consistently exhibits numerous traits invaluable in the business community, most notably:

- Their work quality is of the highest standards;
- Their insight into our elevator system and elevator contract parameters is invaluable; and
- All projects are completed on time and within budget.

Should you have any questions or need further information, please do not hesitate to call.

Sincerely,

A handwritten signature in black ink, appearing to read "S.J. Ballestra".

Sandra J. Ballestra, CPM, RPA
General Manager
Tampa City Center



BANYAN STREET
CAPITAL

Dear Sir or Madam:

I am pleased to provide this letter of recommendation for Michael Lagana with Lerch Bates for elevator consulting services.

I am responsible for the management and operation of an iconic high rise office building that was constructed in 1975 and is operating with its original elevators. Our elevators are highly utilized by our tenants and visitors and their performance and operation is a direct reflection on our quality of service.

An elevator modernization project in a building of the size and age of this asset requires extensive and thorough knowledge of engineering, technology, design and code compliance. Michael Lagana has all of that knowledge and more. He is a Certified Elevator Inspector with the State of Florida, which means that his knowledge is constantly evolving with the industry as codes and requirements change.

Our building was constructed over 40 years ago and the elevator safety requirements have changed extensively since that time. Michael has provided detailed specifications for building related work that has to be completed prior to the modernization process. This detail ensures that once the project is awarded, there is a proper starting point for the elevator contractor to work from without delaying the project due to these discrepancies.

We first contacted Michael to provide an Elevator Modernization Survey Report. That report provided a clear analysis of our equipment, cost effective recommendations for modernizations, estimated costs for building related work and alternates that can further add value such as LED lighting for efficiency, video screens for enhanced passenger experience and marketing opportunities, etc.

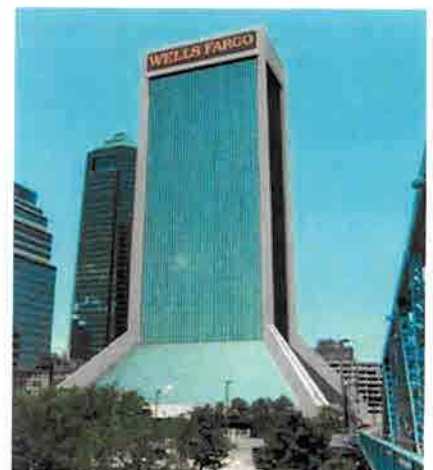
Based on his expertise, Michael was a clear choice for our Elevator Consulting Service needs in regard to our modernization project. His services include detailed written surveys, preparation of construction documents related to the project to ensure code compliance, bidding assistance with comparison reports, field observations, on-site meetings with contractors, etc.

We are very pleased with the services Michael has provided and highly recommend him.

Best regards,



Jane Reischman
Senior Property Manager



Michael Lagana

From: Gretchen2 <gretchen_hofmann@yahoo.com>
Sent: Sunday, May 08, 2016 12:43 PM
To: Michael Lagana
Subject: Lerch Bates Assessment

Mike,

I was asked to provide feedback on Lerch Bates to the person who recommended you and that feedback is below. Thought you would be interested.

Thank you very much.

Gretchen

Begin forwarded message:

From: Gretchen2 <gretchen_hofmann@yahoo.com>
Date: May 8, 2016 at 12:40:25 PM EDT
To: "dan.chisholm@mgi-epss.com" <dan.chisholm@mgi-epss.com>
Cc: Jo Meyer <jpt204@aol.com>, Marc Ossinsky <mossinsky@cfl.rr.com>, Gretchen Hofmann <gretchen_hofmann@yahoo.com>
Subject: Lerch Bates Assessment

Dan,

Thank you on behalf of The Moorings, Building 2 Homeowners Association for recommending Lerch Bates to consult on our recent elevator project. Their work and that of Mike Lagana in particular, Regional Manager, was outstanding. They saved us plenty of time, money and aggravation on a complicated job.

Here are just a few examples of what they did:

- provided an extremely detailed project brief and bid the job with five qualified companies;
- summarized the bids in a simple format that we could easily understand and evaluate;
- enabled us to avoid extraneous expenses by highlighting options, including one that reduced their scope of work and compensation;
- followed up in a timely manner with quality feedback to every question we had;
- applied additional support and manpower at no charge to us to close out the job.

Whenever I or another Board member had questions, it was usually on a weekend and without fail Mike would respond almost immediately. It is very rare to find someone with his combined qualities of knowledge, responsiveness and professionalism.

Lastly, the contingency money we budgeted for the job was not needed, not a penny. So that will be returned to our owners and I believe it's largely due to the quality of job specs provided up front by Lerch Bates.

I can not recommend Lerch Bates any higher. They are the best. Thanks again to you for sending them our way.

Regards,
Gretchen Hofmann
President, The Moorings Building 2, 407-927-9139

Michael Lagana

From: Dee Gray <info@gulfandbayclub.com>
Sent: Wednesday, December 31, 2014 1:53 PM
To: Michael Lagana
Subject: Thank you

Michael,

I don't know how to properly say "Thank You". You have certainly gone above and beyond in explaining and orchestrating the paperwork in the elevator project. In my 8 month stint as President, I have not talked with a vendor that begins to compare. I am aware of my shortcomings, but somehow you have made this easy.

Anyway, my heartfelt appreciation!

Happy New Year!!!!!!

Dee Gray
President
Gulf & Bay Club
5730 Midnight Pass Rd.
Sarasota, Fl. 34242
941-349-3000
info@gulfandbayclub.com

From: Mimi Ruffing <mruuffing@cfl.rr.com>
Sent: Tuesday, November 29, 2016 8:31 AM
To: Michael Lagana
Subject: Constellation Condominium

Hi Michael,

One final email to say thank you! Working with you and Lerch Bates made this whole process so effortless. You and your team guided us through the process and the results are spectacular. If you ever need local references, please have them contact me.

Have a wonderful holiday with your family.

Best,
Mimi



From: Tavira Manager <Manager@tavirabonitabay.com>
Sent: Friday, June 2, 2017 9:38 AM
To: Michael Lagana
Subject: Thank You

Hope you and your family are well.

Michael, I just wanted to slow down and say "thank you" for the performance metrics input you provided in our examination of service levels at Tavira. Your expert knowledge and influence had an immediate impact on ThyssenKrupp and made them pliable in negotiations. Although I did not achieve everything I had hoped for, our service standards have markedly improved, while our costs have dropped substantially.

Thanks to Michael Lagana and Lerch Bates.

Best regards,

Hugh Henkel

Resident Manager



4851 Bonita Bay Blvd.
Bonita Springs, FL 34134
O: (239) 498-6656
C: (239) 398-4299



From: Robert Depew <robertgdepew@gmail.com>
Sent: Wednesday, October 25, 2017 10:38 PM
To: Michael Lagana
Subject: Re: Conference Call **Claridge Condominium - Naples**

Not sure how we ever got by without your
Input. I, for one, am grateful and appreciative of your thoroughness
Knowledge.
Bob

Sent from my iPhone

On Oct 25, 2017, at 7:10 PM, Michael Lagana <Michael.Lagana@LerchBates.com> wrote:

Update as of now before I call it a night...

Schindler will cover the full cost of the motor replacement, they have this slotted to commence the week of November 20th given current back log that these companies are working through from the storm and non-storm obligations. While I am satisfied that they will be doing the work at no charge (as they should) the turnaround time may not be suitable for you and that's not my call to make.

Zero cost for the motor repair:

- Tentative Schedule
- Pull the motor Nov. 20th
- Machine shop done by Dec. 8th.
- Reinstall week of Dec. 11th
- Zero cost

Pay them \$2,880.00 to expedite the pulling of motor:

- Tentative Schedule
- Pull motor Sat. Nov. 4th.
- Machine shop done by Nov. 17th
- Reinstall week of Nov. 20th
- \$2,880.00

Additionally, the new Lerch Bates contract was sent over to us by Eric without their District Service Manager's review. By their DSM indicating he still has to review the agreement and asking for some time to review the agreement himself tells me there may have been some protocol skipped by Eric, I'm just reading between the lines. What this means is the clarifications that we received from Schindler after their review of our new maintenance agreement may end of being changed, I don't know and won't know until next week. Reminder, we are shifting significant risk back on to Schindler as part of this new agreement, to avoid costly and "unbudgetable" items such as this hoist motor situation and your past generator situation that you paid for. That said Michael Caputa of Schindler would like until early next week to review the service agreement in full, assess their risk and submit either confirmation that their previously submitted Lerch Bates agreement, with pricing and clarification letter is their true offer or if there will be changes to their submittal.

From: Lynn Vilmar <lvilmar@banyanstreet.com>
Sent: Friday, March 1, 2019 11:59 AM
To: Michael Lagana <Michael.Lagana@LerchBates.com>
Subject: FW: Elevator Consultant needed

Happy Friday!

I just gave you a Gold Star to all the Downtown Property Managers, so did Sandy and a few others! Please see email trail below.

Enjoy the weekend!

LYNN S. VILMAR, RPA
SENIOR PROPERTY MANAGER

101 E Kennedy Blvd, Suite 250
Tampa, FL 33602

Office: 813.221.7463
Cellular: 813.418.1262
Fax: 813.224.9563

lvilmar@banyanstreet.com



From: Lynn Vilmar
Sent: Friday, March 1, 2019 11:43 AM
To: 'Michele Smith' <msmith@tampasdowntown.com>; 'Stephanie Gilbert' <sgilbert@farleywhite.com>; 'calvin.buikema@cushwake.com'; 'paul.baker@cushwake.com'; 'paul.rankin@cushwake.com'; 'sheryl.frick@ryancompanies.com'; 'cbryant@commercialflorida.net'; 'mdaly@commercialflorida.net'; 'scott.schmidt@slhpm.com'; 'lvilmar@banyanstreet.com'; 'jvargas@banyanstreet.com'; 'mmarshall@towerrealtypartners.com'; 'kmckeever@towerrealtypartners.com'; 'terri-lynn.mitchell@dtz.com'; 'joeseidle@thekraussorg.com'; 'sandra.mcbride@wilsoncompany.com'; 'kcosta@greenacre.com'; 'ghopper@srbp.com'; 'kkillian@greenacreproperties.com'; 'steve.wigh@highwoods.com'; 'ssexton@towerrealtypartners.com'; 'jgraham@towerrealtypartners.com'; 'dreyes@towerrealtypartners.com'; 'ri.tpatd.gm@marriott.com'; 'mslatter@banyanstreet.com'; 'kprincipato@banyanstreet.com'; 'lorrin.shepard@strazcenter.org'; 'dan.mathis@strazcenter.org'; 'barbara.hunter@highwoods.com'; 'zuly.rivera@highwoods.com'; 'sandy.ballestra@cis.cushwake.com'; Karen Kress <kkress@tampasdowntown.com>; 'eodum@floridatriplet.com'; 'leigh.ivy@dtz.com'; 'jeschmann@denholtzfl.com'; 'ccastillo@condominiumassociates.com'; 'nick.crim@dms.myflorida.com'; 'mstephens@crockerpartners.com'; 'yblackman@crockerpartners.com'; 'knevergold@towerrealtypartners.com'; 'mmarshall@towerrealtypartners.com'; 'TGrace@farleywhite.com'; 'maureen.ayral@wellsfargoadvisors.com'; Lynda Remund <lremund@tampasdowntown.com>; 'abbey@dohringgroup.com'; Sarah Mason <smason@spprealestate.com>; Kacie Blucher <KBlucher@tampasdowntown.com>
Subject: RE: Elevator Consultant needed

I highly recommend Mike Lagana from Lerch Bates!!!

LYNN S. VILMAR, RPA
SENIOR PROPERTY MANAGER

101 E Kennedy Blvd, Suite 250
Tampa, FL 33602

Office: 813.221.7463
Cellular: 813.418.1262
Fax: 813.224.9563

lvilmar@banyanstreet.com



To Whom it May Concern:

RE: LerchBates

Goose Pond Corporation are pleased to advise we had the opportunity to work with Michael Lagana from LerchBates on the Hermitage Centre elevator upgrades project in Tallahassee, Florida.

We found LerchBates organizing and management expertise very competent. Michael Lagana's interpersonal skills in dealing with Hermitage Centre management, architects, engineers and construction trades were well received and appreciated by all parties.

Michael exhibited thorough knowledge of elevator architecture, structure, mechanical and electrical specialties and other elevator codes and construction trades and ran the project smoothly, on schedule and with no site disruptions.

Michael has been a source of knowledge and consultation throughout the project and after.

We would be more than pleased to recommend Michael and LerchBates to any prospective clients no matter what the need.

Sincerely,

Michael Bolton PMP

Senior Property Manager

Hermitage Centre

From: Baynard, Sarah <sbaynard@usf.edu>
Sent: Wednesday, December 4, 2019 2:15 PM
To: Michael Lagana <Michael.Lagana@LerchBates.com>
Subject: RE: Elevator Review - USF Library

Hi Michael. Sorry for the delay. Yes, that would be fine with me. You've been an excellent elevator consultant!

Sarah Baynard
Assistant Director Capital Projects
University South Florida
sbaynard@usf.edu

From: Michael Lagana <Michael.Lagana@LerchBates.com>
Sent: Thursday, November 21, 2019 12:19 PM
To: Baynard, Sarah <sbaynard@usf.edu>
Subject: RE: Elevator Review - USF Library

Hello Sarah – I hope this finds you well

I've been asked by another University to provide a couple references of other Universities that we've done business with. I did not want to use your contact information without your permission, so I wanted to check with you first. Thank you for your consideration.

ML

Michael Lagana

Regional Manager

Michael.Lagana@LerchBates.com

Phone: 813.810.9339

Mobile: 813.810.9339

www.lerchbates.com

From: Julie Williams <manager@bspnaples.com>
Sent: Wednesday, December 4, 2019 1:56 PM
To: Michael Lagana <Michael.Lagana@LerchBates.com>
Subject: report

Michael,
Hope you had a nice Thanksgiving and are enjoying the Holidays!

The Building Committee had their first meeting this season and were very pleased with the detail of the report you provided. We have requested Schindler Elevator to do all of the recommended maintenance that is in our contract.

Thank you for your time!
Best,
Julie

Julie Williams

Manager ~ Bay Shore Place

4255 Gulf Shore Blvd. N.

Naples, FL 34103

O-239-649-1875

F-239-649-8876

Email: manager@bspnaples.com

