

SALOMON, KANNER, DAMIAN & RODRIGUEZ, P.A.

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Ken Taninaka, Esq.

August 14, 2019

VIA HAND DELIVERY

Rogelio Cainzos
Century Park Condominium Association, Inc.
3934 S.W. 8th Street, Suite 303
Coral Gables, FL 33134

Re: Proposal for Representation of Century Park Condominium Association, Inc.

Dear Rogelio:

You have asked this firm to prepare a proposal for representation of Century Park Condominium Association, Inc., a Florida not-for-profit corporation.

Salomon, Kanner, Damian & Rodriguez, P.A. is an AV rated firm, the highest rating attainable by a law firm. I am enclosing a biography of the firm for reference.

We understand that we would be working with your management company, Gables Professional Management.

This office would undertake the work on a rate generally described as follows:

Flat rate on estoppel letters:

- \$225.00 for preparing estoppel letters;
- \$125.00 for preparing updated estoppel letters (updates on estoppel letters are those requested and issued within 60 days of the original estoppel letter).
- Expedited issuance of the estoppel letter, meaning issuance within 1 to 3 business days of receipt of the fee, requires an additional fee of \$75.00 on the estoppel letter.
- The estoppel letter fee is per Unit/Home.

We would bill hourly on lien foreclosures and litigation matters, as well as for opinion letters, review of documents/contracts, preparation and filing of documents, contracts and other general matters.

I would be the person primarily responsible for the work performed on behalf of the Association, though I would consult with my partners, Vincent E. Damian, Jr. and Juan E. Rodriguez, on complex legal matters.

Our attorneys' hourly billing rates are as follows:

- Vincent E. Damian, Jr. \$325.00
- Juan E. Rodriguez \$300.00
- Ken Taninaka \$225.00

Our experience with billing certain matters are as follows:

- Preparing a demand letter for past due assessments: \$225.00;
- Preparing notice of intent to foreclose Claim of Lien: \$225.00;
- Prepare Claim of Lien: \$225.00;
- Prepare Release of Claim of Lien: \$157.50

We would undertake work when requested by you or authorized person(s) to do so.

We would not charge for travel time between our Miami office and the Century Park Condominium, although such travel should not be necessary unless requested.

We would bill on a monthly basis. We generally render bills within 20 days of the end of each month. It is expected that fees and costs will be paid within 30 days after representation.

Each of our attorneys are thoroughly familiar with real estate, homeowner's associations and condominiums. Mr. Damian and I are experienced in litigation. I will be involved in any lien filings or foreclosures, as well as bankruptcy proceedings and collection matters.

Mr. Rodriguez would be available for all real estate matters and as backup on litigation.

If the above proposal for representation is satisfactory, please sign a copy of this letter, and return it and it will be our Retainer Agreement.

Sincerely,



Ken Taninaka

AGREED TO AND ACCEPTED
THIS 22 DAY OF AUGUST, 2019



Libia Artadi, President
Century Park Condominium Association, Inc.



SALOMON, KANNER, DAMIAN & RODRIGUEZ, P.A.

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The Firm was established in 1946 by Henry D. Williams and Morris S. Salomon and has practiced in Miami, Florida since that time. The Firm is rated AV by Martindale-Hubbell. The Firm practices in various areas of commercial, corporate and real estate matters, including litigation connected thereto, and also practices in insurance, estate planning and probate law. The Firm typically represents several national real estate developers and lending institutions, both national and local, particularly in real estate lending and foreclosures. The Firm also has served as counsel for the Receiver on behalf of the State of Florida, Department of Insurance, as well as for Federal and State Court appointed Receivers. There is a particular emphasis on direct attorney-client relationships and attention to clients needs.

All members of the firm have a great depth of experience in the areas described. Clients can expect to deal directly with members of the firm on their individual matters. Associates will assist the members of the firm. It is our goal to provide quality expert representation at reasonable cost to the client.

MEMBERS OF THE FIRM

Vincent E. Damian, Jr.
vdamian@skdrllaw.com

Mr. Damian is a graduate of Harvard Law School, 1963. He graduated from Princeton University with an A.B. degree in 1960. He is rate AV by Martindale-Hubbell. He is a past president of Harvard Law School Association of Florida. He is an author of "Basic Real Estate Law in Florida". He has written extensively for the Federal National Mortgage Association on Planned Unit Developments and Condominiums and participated in preparation of the Lender's Guide respecting Planned Unit Developments and Condominiums. He is a member of the faculty of the National Business Institute. He has over 40 years of expertise representing both sellers and buyers in complex commercial real estate and residential real estate transactions, representing lenders and borrowers in complex mortgage lending, commercial lending and international lending transactions and workouts, representing borrowers and lenders in mortgage foreclosure proceedings and lien foreclosure proceedings and representing property owners in proceedings for adjustment of taxes at administrative, trial and appellate levels. He has extensive experience representing State and Court appointed Receivers, for commercial, insurance and real estate disputes. Mr. Damian is an authorized agent for WFG National Title Insurance Company.

Juan E. Rodriguez
jrodriguez@skdrlaw.com

Mr. Rodriguez is a graduate of the University of Miami Law School, 1986 (Law Review). He graduated from Georgetown University with a degree in International Finance and Commerce from Georgetown's School of Foreign Service. He has over twenty-five years of expertise representing both sellers and buyers in complex commercial and residential real estate transactions, representing lenders and borrowers in complex mortgage lending, commercial lending, international lending, and residential lending transactions and workouts, representing landlords in commercial and residential evictions, drafting of homeowners association and condominium association documents, representing homeowners associations and condominium associations in lien foreclosures, representing borrowers and lenders in mortgage foreclosure proceedings and representing personal representatives and interested persons in probate proceedings. He is an authorized agent for WFG National Title Insurance Company.

ASSOCIATE

Ken Taninaka
ktaninaka@skdrlaw.com

Mr. Taninaka is a graduate of the University of Miami School of Law, 2006. He graduated with a Bachelor of Arts degree in political science from the University of Miami (cum laude), 2003. Mr. Taninaka is a complex business litigation attorney licensed to practice law in the State of Florida and the Federal Bar. Mr. Taninaka has experience in complex business and real estate litigation, bankruptcy litigation, representing homeowners associations and condominium associations in lien foreclosures and representing borrowers and lenders in mortgage foreclosure proceedings. He also has represented domestic and international clients in contract, real estate, corporate and U.S. immigration law matters. Mr. Taninaka is fluent in Spanish.

Henry D. Williams
(1900-1989)

Morris S. Salomon
(1906-1994)