



RESPONSE TO  
REQUEST FOR PROPOSALS  
Solicitation # RFP – 4547-17-RL  
City of Hollywood, Florida

BEACH CONCESSIONS

RFP ISSUANCE DATE: MAY 10, 2017  
RFP CLOSING DATE: JUNE 8, 2017

LOCATION:  
CITY HALL / PROCUREMENT SERVICES DIVISION  
2600 HOLLYWOOD BOULEVARD, ROOM 303  
HOLLYWOOD, FLORIDA 33020

**TABLE OF CONTENTS AND SUPPORTING DOCUMENTATION**

<b>1. LETTER OF TRANSMITTAL</b>	<b>03</b>
<b>2. PROFILE OF PROPOSER</b>	<b>05</b>
a. State whether organization is national, regional or local.	
b. State the location of the nearest headquarters/office to the City of Hollywood from which your work will be managed/performed.	
c. Describe the firm, including the size, range of activities, etc. and how it relates and will benefit from this Request from Proposal.	
d. Provide a list and description of similar engagements, preferably government, satisfactorily performed within the past five (5) years. For each engagement listed, included the name, email, and telephone number of a representative for whom the engagement was undertaken who can verify satisfactory performance.	
e. Have you been involved in litigation within the last five (5) years or is there any pending litigation arising out of your performance?	
<b>3. SUMMARY OF PROPOSER’S QUALIFICATIONS</b>	<b>15</b>
f. Identify the number of staff along with estimated weekly hours who will work as part of this agreement. Include job descriptions of staff positions needed to satisfy the requirements of the agreement.	
g. Provide a list of current agreements the proposer is currently operating. Include total number of staff per agreement.	
h. Disclose three (3) consecutive years of the firm’s financial records to substantiate the firm is financially viable to meet the requirements of the agreement.	
<b>4. PROJECT UNDERSTANDING, PROPOSED APPROACH &amp; METHODOLOGY</b>	<b>35</b>
i. Describe your approach to performing the contracted work. This should include the following:	
i. Type of equipment to be provided: cabanas, chairs, umbrellas, jet skis, etc.	
ii. Age and color photographs of required equipment	
iii. Schedule of rental fees for all equipment listed above	
iv. Additional services to be offered in Beach area	
<b>5. PRICING</b>	<b>55</b>
<b>6. PROOF OF INSURABILITY</b>	<b>56</b>
<b>7. REQUIRED SIGNED RFP DOCUMENTS, REFERENCES AND OTHER DOCUMENTS</b>	<b>57</b>



## LETTER OF TRANSMITTAL

June 8, 2017

Mr. Robert Lowery  
Procurement Contracts Officer  
City of Hollywood  
Procurement Services Division  
2600 Hollywood Boulevard, Room 303  
Hollywood, Florida 33020

Dear Mr. Lowery:

Boucher Brothers Hollywood Beach, LLC, a Florida Limited Liability Company, is a joint venture of two highly successful beach concession companies that provide benefit to the City of Hollywood through their mutual years of experience, resources and capabilities. Boucher Brothers Management, Inc., a Florida Corporation (hereinafter referred to as Boucher Brothers) on behalf of Boucher Brothers Hollywood Beach, LLC., which shall have the same experience, ownership and expertise as Boucher Brothers is privileged to respond to the City of Hollywood's Solicitation, RFP # 4547-17-RL for Beach Concessions.

Boucher Brothers is a family owned company that has over 28 years of experience in public and private beach concession management and provides five-star service to many of South Florida's leading hotels and condominium properties. In Florida, we currently manage public municipal and county beach concessions for the cities of Miami Beach; Fort Lauderdale, Pompano Beach, Deerfield Beach and Miami-Dade County; and Ft. Lauderdale. Additionally, we are currently providing beach concession services in Virginia Beach, Virginia; Chicago, Illinois; and Coronado, California.

A&A Beach Services is also a family owned company having operated the beach concession for the City of Hollywood for the past twenty (20) years on Hollywood Beach. A&A has extensive experience in all facets of public and private pool, beach and watersports operations dating back to 1977 in the cities of Hollywood, Pompano Beach, Miami Beach, Sunny Isles and Deerfield Beach.

Having been named one of America's Best Beach Boardwalks by *Travel & Leisure* magazine, Boucher Brothers is keenly aware of just how important the beaches have become to the economic health of the City of Hollywood. This coupled with the recent revitalization and investment in luxury hotels and condominiums along the beachfront, highlights the importance of having a first-class beach concessionaire with a proven hospitality track record. The Boucher Brothers would like to be a part of a long-term vision of providing a first class, five star beach resort and watersports experience to residents and tourists of Hollywood.

Boucher Brothers prides itself on service and we are proud of our Trip Advisor guest comments and statistics, which reaffirms our commitment to service along with the ultimate

recognition of being a Five Star Diamond Award Winner for over fifteen years. Some past winners of the AAHS award include Trump International and the Mar-a-Largo Club.

Boucher Brothers is looking to enter into a long-term partnership with the City of Hollywood. We will strengthen our partnership by looking for branding opportunities for the City of Hollywood and have confirmed that our vendors are prepared to logo our cabanas, towels, umbrellas and skin care products should the City of Hollywood want to further its reach and brand. We will partner with local hotels giving guests charging privileges on Hollywood's beaches to make for a better guest experience.

Based on the above and our detailed response, we feel that we are very qualified to operate and manage the proposed beach concession services. Our reputation is beyond reproach and we would be proud to add the City of Hollywood to the list of public beaches that we manage. Our management team has ample experience and sufficient financial capacity to manage and operate the City of Hollywood's contract to the high standards with which we manage our other municipal properties.

The following individuals are authorized to make representation on behalf of Boucher Brothers:

- James Boucher, Chief Executive Officer and President
- Michael Boucher, Chief Operating Officer and Vice President
- Steven Boucher, Vice President
- Perry Boucher, Vice President and Secretary
- Al Schefflow, Vice President
- Adam Cedrati, Chief Financial Officer

The aforementioned individuals can be reached at the Corporate Office, 1451 Ocean Drive, Suite 205, Miami Beach, FL 33139 or via telephone at (305) 535-8177 or at our Hollywood Office, 101 N. Ocean Drive, Suite 135, Hollywood, Florida 33019, or via telephone at (954) 925-4332.

Sincerely,

James R. Boucher  
President & CEO  
Boucher Brothers

## PROFILE OF PROPOSER:

### Organization

Boucher Brothers is a local company incorporated in the State of Florida, with operations nationally in four (4) states: Florida, Virginia, Illinois and California.

### Corporate Headquarters

1451 Ocean Drive, Suite 205  
Miami Beach, FL 33139

### Local Office

101 N. Ocean Drive, Suite 135  
Hollywood, FL33019

### Employees

Over 825 employees, with a 10% seasonal adjustment

### Ownership

A&A Beach Services is owned by Al & and Allison Scheflow who have 40 years of experience with beachfront operations. The Boucher Brothers --James, Michael, Steven, and Perry -- were born and raised in Florida and are extremely familiar with the needs of residents as well as tourists visiting our renowned beaches. Over the past 28 years, the Boucher Brothers gained extensive experience with beachfront operations and, while doing so, also fine-tuned their collective and individual talents and strengths. The family collaboration reinforces the company's organizational capacity, financial strength, and ability to flourish. Each of the Boucher Brothers is fully qualified, cross-trained, and experienced in hiring, training, and supervising staff, as well as in overseeing all aspects of day-to-day operations. The principals of Boucher Brothers, and their respective organizational responsibilities, are:

## James Boucher – President and CEO



### **Strategic Development & Vision Planning**

- Set forth the corporate vision and mission of the organization.
- Representation of ownership in industry-group conferences, professional associations, and other public venues.
- Forecast and plan vision with shareholders
- Layout strategic plan and identify emerging markets for business development
- Develop strategic initiatives and objectives for all business priorities
- Monitor and evaluate adherence to strategic plan and execute status reports to shareholders

## Michael Boucher – Chief Operating Officer



### **Brand and Client Management & Strategic Development**

- Identify emerging markets for business development
- Create new partnerships and cultivate existing relationships to secure and expand recurring revenue streams.
- Develop and implement systems for tracking and reporting on the progress of the strategic plan implementation.
- Supply tactical diplomacy in client relations and business development
- Develop and secure brand management in domestic markets

## Steven Boucher – Vice President



### **Business Strategy & Implementation**

- Structure and lead teams to deliver outstanding client work.
- Address organizational challenges.
- Lead, coach, develop, and retain senior management team with an emphasis on developing capacity in strategic analysis and planning.
- Develop thought leadership around specific topics/emerging practice areas.
- Identify best practices and improve internal systems with an eye toward future needs and budget realities.
- Provide analytical support for internal management reporting capabilities.

## Perry Boucher – Vice President



### **Business & Strategy Development**

- Advise the president and other key members of senior management on financial planning, budgeting, cash flow, investment priorities, and policy matters.
- Effectively communicate and present critical financial matters at shareholder meetings.
- Contribute to the development of strategic goals and objectives as well as the overall management of the organization.
- Represent the organization externally, as necessary, particularly in banking and lease negotiations.
- Plan, coordinate, and execute the annual budget process.

## Al Scheflow – Vice President



- Contract management and oversight
- Compliance with the beach rules and regulations
- Liaise with City Staff as needed
- Adherence to operational and safety standards
- Hurricane and storm preparedness

### Concept Statement

In order to maximize its' revenue potential and service to Hollywood's residents and visitors, Boucher Brothers proposes to offer a fresh, new delivery of five-star hospitality on its beaches and proposes to offer high quality equipment and services, with exacting attention to detail, including:

- Personalized, concierge-like service
- Upgraded new equipment – Initial investment of up to \$250,000
- Enhanced activities for residents and tourists
- Wide variety of watersports offerings

Boucher Brothers will operate and maintain a high quality beach amenity and watersports concession, subject to the City's approval and authorizations, for the City of Hollywood. We will strive to create an atmosphere that is suitable for families with young children.

We understand how important the beach concession is to the City of Hollywood. The beaches performance has a direct reflection on the City and therefore, we will undertake annual reviews to assess our performance. This will be done in a number of ways including but not limited to:

- Patron Feedback
- Consumer reviews
- Conformity to the operator's responsibilities
- Compliance with State and Local Law
- Maintenance of required licenses and certifications

As a proud fifteen-time recipient of the International 5 Star Diamond Award from The American Academy of Hospitality Sciences, Boucher Brothers adheres to a stringent philosophy based on five-star quality of products and services. The overall goal is to

extend five-star hospitality to the beach so that the Hollywood beachfront is a must-see destination for both residents and tourists.

Boucher Brothers maintains a proactive approach to marketing the beachfront concession sites and can work with City staff as well as appropriate representatives of resident groups, hoteliers, local tourism officials and other important stakeholders to accommodate needs and provide added value marketing to the City of Hollywood. To assist with branding opportunities, the Boucher Brothers will consult with the City of Hollywood to choose the color of the equipment we put out on the beach and provide an option for the City to put its logo on our umbrellas and cabanas if it chooses. Our vendors are also prepared to brand our skin care products. Some examples of what the branded equipment could look like are in the equipment section of this proposal.

At Boucher Brothers, our employees are our biggest assets. We offer competitive wages and health benefits to our employees. Our employees understand and welcome the fact that our company offers room for growth and advancement to positions of authority. The added labor costs impact our bottom line however, based on our experience, a well-paid employee is a more productive and happier employee. Our employees are the first people to interact with guests as they enter the beach. It's paramount that they are professional in both appearance and demeanor.

There are four key components we incorporate into the beaches we service that have a direct impact to the bottom line. Those components are:

- Whistle Blower Program
- Secret Shoppers
- Equipment counters
- Limit Access to Cash

Boucher Brothers implemented a Whistle Blower Program that allows an employee to discretely and confidentially turn in another employee for theft. Our secret shoppers not only investigate whistle blower claims, they consistently shop sections of our beaches to make sure our employees are reporting all sales in the proper manner. Should an employee be caught stealing, they are immediately terminated and if a whistle blower turned in that employee, a reward is given. We also have counters that count all of the equipment to reduce theft. Finally, we limit access to cash to only the most trusted employees. These safeguards over cash consistently lead to higher revenues for the cities whose beaches we service by providing a high level of concession services with quality equipment and products.

When you combine all of the above components, the results are immediate. In today's Trip Advisor environment, people know they have options. This is why we cannot cut corners. We pride ourselves in providing first class equipment, first class service and options to the residents and visitors of our beaches. Running a beach this way adds



costs to our overall operations but our guests demand this from us and it's what distinguishes what we do from our competition. It's also why other cities partner with us.

In an evolving, post-recession, service-oriented industry, our municipal clients understand that running a first-class operation requires first-class equipment and competent, experienced staff. This business model impacts costs as well as profits for the property owner/cities, and for the operator. However, it results in a professional, high-end operation, which ultimately generates more customer satisfaction and eventually higher revenues for the owner and the operator. Boucher Brothers is proud to conduct its business this way and therefore cannot compromise our over 28 year reputation by delivering substandard service and equipment.

We, at Boucher Brothers, understand the various factors expectations and responsibilities that result from and come into play when a vendor is awarded and entrusted with a professional services contract award by a governmental agency. A partnership is forged between the public sector client and chosen vendor, which should result in the government and its citizens/users receiving a top notch, high level service from the vendor.

What separates us at Boucher Brothers from our competition is our firm wide and top to bottom philosophy, understanding and approach to servicing public sector contracts at the utmost and highest levels. When our company is awarded a municipal contract, our furnishing of a great product and service to your city and your residents is only the beginning of our arrangement with you, the client. We know and truly get that our complete understanding of and corresponding compliance with all aspects and components of your contract is just as important and crucial to ensuring that we not only meet, but exceed your expectations. We realize that your City staff is very busy with multiple and extensive responsibilities in their services of the public in many areas and we pride ourselves for not disrupting our clients' daily professional regimens. This approach is imperative, so as to ensure that your staff can not only rely on, but know that all administrative, ministerial, compliance, notification, prior approval, fiscal record keeping and mandated submittal reporting provisions are being handled on our end; and regarding same, our company guarantee to you is there will never be any surprises, delays or issues responding to any of your needs, questions or requests.

When we enter into a contract with a public entity, Boucher Brothers realize that true accountability and transparency are expected and the norm going forward. True and consistent contractual compliance through the entire contractual term in **ALL** areas is necessary and vital. Examples of just some of these areas are worth mentioning:

- Timely submittal of mandated City reports in understandable, user-friendly formats;

- Proper and accurate, detailed and informative accounting / record keeping adhering to expected professional standards;
- Quick and easy access to records and source documents, and appropriate record retention;
- Timely payment submittals to the City;
- Attaining prior approval / permission from City for changes before implementing same;
- Boucher Brothers has never appeared in the press in an article that dealt with any of the immediate previous detailed areas, or in a negative light that would reflect negatively on our firm or the public sector client that we are servicing;
- Boucher Brothers has never had a public sector client ask to remove any of our assigned beach staff;
- Boucher Brothers has never been late or delinquent with a revenue payment to a public sector client; and
- Boucher Brothers has always dealt in a good faith, forthright and honest manner with public sector clients in original contract, renewal option and/or contractual extension negotiations, with said negotiation never becoming a point of contention between the public sector client and us.

These are just some of the examples of our firm's thorough diligence and extensive attention to detail we employ when reviewing, understanding and responding to your RFP. We firmly believe that Boucher Brothers will provide the highest quality Beach Concession service to your City, its residents and visitors. We feel Hollywood would be well served by and could rely on our firm in all professional service and contractual compliance areas, and that our firm would be the perfect fit for Hollywood's Beach Concession services. The following is a summary of the Boucher Brother's impeccable reputation in the public sector arena:

- Boucher Brothers has never not had a renewal option exercised by a public sector client;
- Boucher Brothers has never been terminated during a contract by a public sector client;
- Boucher Brothers has never been threatened with a termination in mid-contract by a public sector client;
- Boucher Brothers has never changed its product rental rates without obtaining prior approval by the public sector client;
- Boucher Brothers has never charged a price that is different that what was approved by the public sector client; and
- Boucher Brothers has never been charged with contractual noncompliance of a contract with a public sector client, nor has Boucher Brothers ever been the subject of a City Commission action item to address contractual compliance and possible termination.

Range of Activities

Throughout our years of experience, we have dedicated ourselves to guest satisfaction and outstanding customer service. Our personnel are equally committed to meeting customer needs and exceeding their expectations. We offer the following activities and services:

- Pool Management
- Beach Management
- Food and Beverage Management
- Watersports Rentals
  - Jet Ski Rentals
  - Wave Runner Rentals
  - Banana Boat Rides
  - Jet Ski Tours
  - Parasailing Rides
  - Kayak Rentals
  - Kite Surfing
  - Snorkeling
  - Deep Sea Fishing
  - Boogie Boards
- Corporate Team Building and Group Events
  - Beach Olympics
  - Build A Boat
  - Sand Sculpting
  - Tournaments
  - Scavenger Hunt
  - Charity Bicycle Build

Experience

	<b>City of Fort Lauderdale</b>	<b>City of Virginia Beach</b>	<b>City of Chicago, IL</b>	<b>Haulover Beach, Miami-Dade County</b>
Address	Parks and Recreation Department 1350 W. Broward Blvd, Fort Lauderdale, FL 33312	2416 Courthouse Drive, Virginia Beach, Va 23456	Park District Park Concession Management, LLC 7059 S. Shore Drive, Chicago, IL 60649	Parks and Recreation Department 275 N.W. 2nd Street, Miami, FL 33128
Total Number of Staff	15	40	9	5
Contact Person	Laura Voet	Mike Eason	Tracy McKenzie	Jessica Tyrrell
Telephone Number	954-828-5000	757-385-4800	312-456-7028	305-755-7974
Email Address	<a href="mailto:Lvoet@fortlauderdale.gov">Lvoet@fortlauderdale.gov</a>	<a href="mailto:Meason@vbgov.com">Meason@vbgov.com</a>	<a href="mailto:Tracy.McKenzie@cbr.com">Tracy.McKenzie@cbr.com</a>	<a href="mailto:Jessica.Tyrrell@miamidade.gov">Jessica.Tyrrell@miamidade.gov</a>
Contract Date	September 2008 - Present	2005 to Present	2001 to Present	May 1, 2010 - Present
<b>Concession</b>				
Pool	No	No	No	No
Beach	Yes	Yes	Yes	Yes
<b>Type of Concession</b>				
Chairs	Yes	Yes	Yes	Yes
Umbrellas	Yes	Yes	Yes	Yes
Windbreakers/Clamshells	Yes	Yes	No	No
Lotions	No	Yes	No	Yes
Watersports	No	No	No	No
Number of Chairs	500	1400	700	300
Number of Umbrellas	150	800	250	150
Number of Windbreakers / Clamshells	0	200	20	0

	<b>City of Miami Beach</b>	<b>City of Deerfield Beach</b>	<b>City of Pompano Beach</b>
Address	Tourism, Culture and Economic Development Department, Real Estate Office, 1700 Convention Center Drive, Miami Beach, FL 33139	150 NE 2nd Avenue, Deerfield Beach, FL 33441	Parks, Recreation and Cultural Arts Department 1801 NE 6th Street, Pompano Beach, FL 33060
Total Number of Staff	100	4	3
Contact Person	Mark Milisits	David Santucci	C. Missy Kitts
Telephone Number	305-673-7577	954-480-4261	954-786-4571
Email Address	<a href="mailto:markmilisits@miamibeachfl.gov">markmilisits@miamibeachfl.gov</a>	<a href="mailto:Dsantucci@deerfield-beach.com">Dsantucci@deerfield-beach.com</a>	<a href="mailto:Cynthia.Kitts@copbfl.com">Cynthia.Kitts@copbfl.com</a>
Contract Date	November 2001 - Present	2015 to Present	2016 to Present
<b>Concession</b>			
Pool	No	No	No
Beach	Yes	Yes	Yes
<b>Type of Concession</b>			
Chairs	Yes	Yes	Yes
Umbrellas	Yes	Yes	Yes
Windbreakers/Clamshells	Yes	Yes	Yes
Lotions	Yes	No	No
Watersports	Yes	Yes	No
Number of Chairs	2000	175	120
Number of Umbrellas	1000	55	32
Number of Windbreakers / Clamshells	200	8	20

*Litigation History*

- Orlando Jimenez and Denise Moure vs Boucher Brothers – February 2012
- Janie A. Cheverie and Robert M. Cheverie vs Boucher Brothers – February 2012
- Steven Graham and Kanelia Graham vs Boucher Brothers – August 2013
- Edward K. Freedman vs Boucher Brothers– March 2014
- Khalila Jenkins vs Boucher Brothers – June 2014
- Karen Van Dam vs Boucher Brothers – October 2014
- Ramon Ruiz vs Boucher Brothers – January 2015
- Waveblat Watersports II vs Boucher Brothers – September 2015
- William Senay vs Boucher Brothers – May 2017

## **PROPOSER'S QUALIFICATIONS**

The Boucher Brothers' various corporate entities are currently providing beach and waterfront concession services in various and diverse locations. Our portfolio of management services includes:

- Ten (10) municipal contracts: Hollywood; Miami Beach/Lummus Park; Miami Beach/Ocean Terrace; Miami Beach/North Shore Open Space Park; Miami Dade County-Haulover Beach; Fort Lauderdale; Pompano Beach, Deerfield, Beach, Virginia Beach; and Chicago.
- Manage beaches for over 41 hotels
- Serving patrons in excess of 15,000 hotel rooms
- Catering to residents of 2,000 condominium units at six condominium buildings.
- Providing in excess of 18,000 chairs.
- Providing concession services to 80 blocks of public beaches.
- Providing food and beverage services out of 17 locations that produce combined annual revenues in excess of \$2.8 Million Dollars.

In 2012, the Boucher Brothers expanded its operations to the West Coast of Florida with the opening of beach services for the Hilton Clearwater Beach Resort, The Loews Don Cesar Hotel, Post Card Inn, and Beach House Suites.

In the City of Chicago, we operate six public beaches from May to September of each year. Our Virginia Beach contract also runs from May to September of each year and covers 42 blocks. Chicago and Virginia's beaches, like Florida's, attract residents as well as tourists. We have significantly increased the amount of revenues these beaches generate as compared with the previous operators.

Our experience and relationships with concessions range from small boutique hotel concession services which cater to a luxury market, to managing large public municipal beach concession operations. Over the years, we have developed procedures and corresponding written policies and management tools enabling us to professionally manage varying demographics, levels of service, populations, and beach conditions. Throughout our various entities and locations we employ a labor force of 910 staff comprised of, directors, managers, accountants, administrative staff, operational personnel, and beach attendants.

In addition to managing and operating ten Food and Beverage facilities on the public beach; we also operate food concessions for seven hotels and we control an office building along with a separate warehouse facility, which we use to store and repair our equipment used in public concessions. Throughout our over 28-year history, we have partnered with cities and utilized various public facilities in the routine course of business, and for emergency operations. The public beach concession agreement with the City of Miami Beach provides for Boucher Brothers to collaborate with City of Miami Beach staff for the removal of city-owned and privately owned beach equipment for storage in the Miami Beach Convention Center whenever a Hurricane Watch goes into effect. Each year we conduct an emergency evacuation simulation to keep our staff properly informed on how to effectively and efficiently store and maintain the equipment and interface with public building procedures and municipal staff. Throughout our history with the City of Miami Beach, in addition to working with Parks, Public Works, and Asset

Management staff, we have also become familiar with public operational procedures and we have been required to maintain and clean the facility on a regular basis.

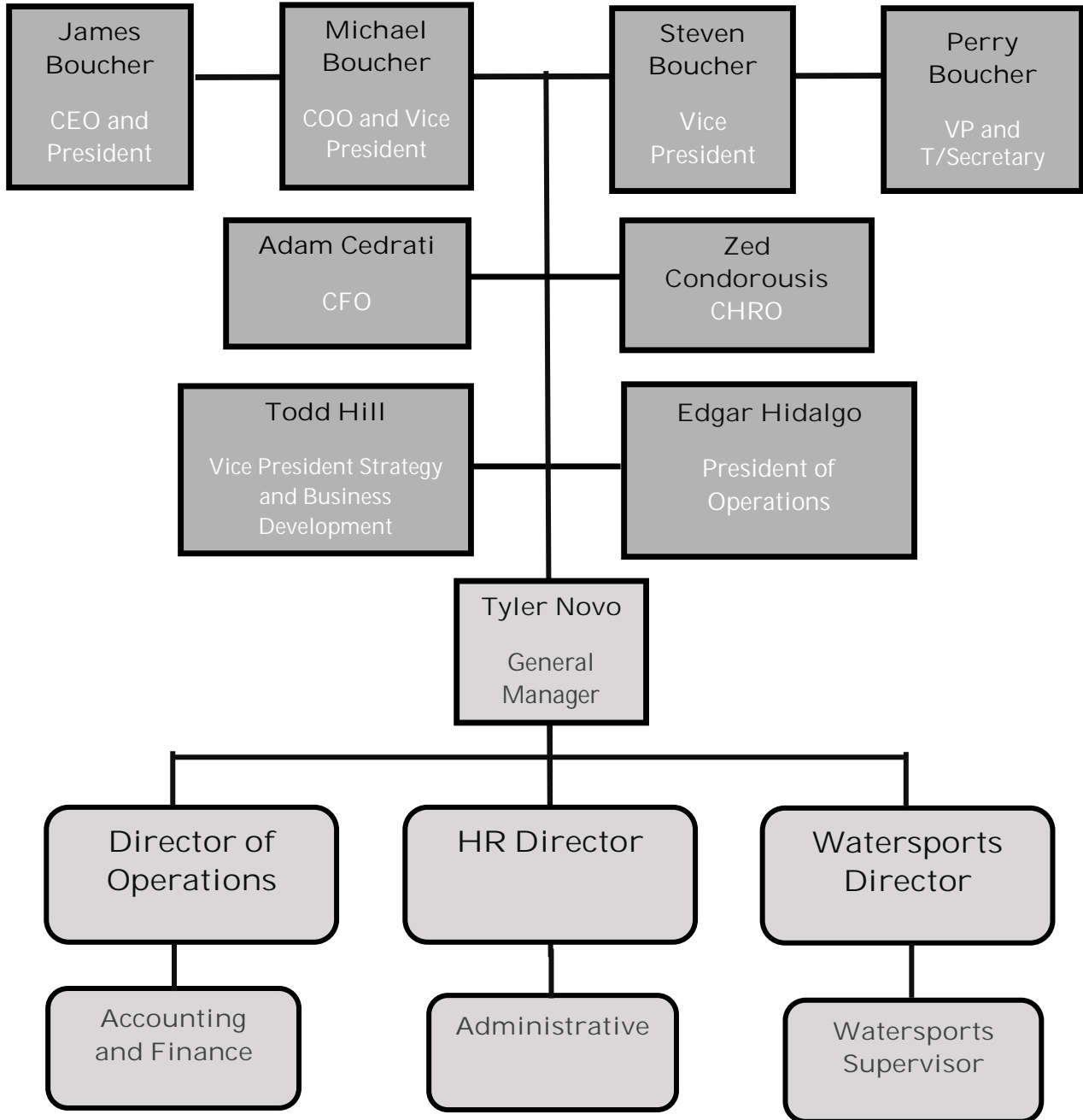
As a symbol of, and reward for, our commitment to superb service, the Boucher Brothers are proud repeat recipients of the Five Star Diamond Award presented by the American Academy of Hospitality Sciences (AAHS) in recognition of consistently maintaining standards of high quality and outstanding services. The Boucher Brothers have been awarded five stars from the AAHS for the past fifteen years. The AAHS was founded in 1949 and recognizes businesses annually in areas of hospitality, gastronomy, attitude, quality, cleanliness, and above all service. Some of the current and past winners of the AAHS award include, Trump International and the Mar-a-Lago Club.

The common theme throughout our response is service. It's what we are known for and what we do best. Our commitment to service and knowhow of being an excellent partner to the public beaches we service is why we will exceed the Minimum Qualifications required in this RFP. As a good partner, our beach will be set up timely, with clean cut easily identifiable employees who will remain in uniform throughout the entire day. We will be mindful of the environment including clearly marking and respecting sea turtle nesting areas. Our employees will be well trained, courteous and subjected to a background check prior to employment on our beaches. We will obey all rules and regulations within our potential contract and will work with the City should special events be granted on the beach. We have a history of proper governance and contractual compliance. We take pressure off the City's we work with because we comply with all material aspects of the contacts we are privileged to operate. Running a beach is easy; complying with the details of a contract is hard for most but is second nature for us.



## BOUCHER BROTHERS CORPORATE FLOW CHART

Corporate Office  
1451 Ocean Drive Suite 205  
Miami Beach, FL 33319



*Proposed Hollywood Beach Staffing Plan*

We will adjust staffing levels throughout the year depending on seasonality and time of year. Boucher Brothers will make sure the beach has the appropriate level of staffing at all times to meet Boucher Brothers exacting service standards.

From September to March, the beach hours of operations are from 9:00 AM to 5:00 PM, seven days a week. We will staff the beach with a Manager, Four Beach Attendants and one quality control counter.

From April to August, the beach hours of operations are from 9:00 AM to 7:00 PM seven days a week. We will staff the beach with a Manager, Six Beach Attendants and one quality control counter during the week with an additional quality control counter on the weekend. Kenny Gonzalez is Director of North Properties and will oversee the Manager for Hollywood Beach.

Manager – Responsible for the day-to-day activities of the operation. Will determine daily set-up, set staff schedules, be responsible for accuracy of all paperwork and meet with Director to verify paperwork.

Beach Attendant – Responsible for Set-up and break-down of beach. Attendant will adjust umbrellas for guest as needed and will be responsible for the cleanliness of their respected sections

Quality Control – Will count sections and verify guest count to paperwork. Will be responsible for making sure proper paperwork procedures are being adhered to.

*Payment and Performance Bond*

Boucher Brothers confirms and agrees to provide the City of Hollywood with a Payment and Performance Bond within twenty (20) days after notification of award, if we are fortunate to be awarded this contract, in the amount of the agreed upon proposed total annual price as surety for the faithful performance under the terms and conditions of the agreement.

*Reports and Records*

Boucher Brothers agrees to generate, maintain, and publish detailed accounting records for all aspects of the beach concession operation. Said records will be sufficiently detailed to allow for review and unqualified opinions by independent auditors. All financial records and business records will be made accessible to the City of Hollywood staff, upon request, during normal operating hours and at a location within the City of Hollywood. Monthly profit and loss statements and usage reports will also be submitted to the City at the sole cost of the Boucher Brothers.

Moreover, the Boucher Brothers, at our expense, will provide the City of Hollywood with an annual audited financial statement certified to be correct by Boucher Brothers and prepared by a certified public accountant in accordance with consistent practices governing cash receipts, which shall at a minimum contain a statement of Gross Revenues and Expenses.

Financial Records

With over 28-years of experience managing multiple small and large contracts for concession services, Boucher Brothers has prudently and responsibly obtained resources and relationships to grow our business. We have substantial capital and the financial means to manage the City of Hollywood’s public beach. Furthermore, we have developed banking relationships, which will enable us to successfully access financial support, if necessary.

The following pages include a letter from Bank of America dated June 7, 2017, demonstrating that Boucher Brothers has the financial capacity and backing to comply with the obligations and expectations of maintaining and operating the City of Hollywood concession.

Boucher Brothers Management, et al Combined Statement of Assets, Liabilities, and Stockholders’ and Members’ Equity Income Tax Basis for December 31, 2015, 2014 and 2013 is included below. Our accounting firm, Eisner Amper, LLPn, prepares a Reviewed Financial Statement for our operations on an annual basis. Eisner Amper consistently ranks as one of the top 25 accounting firms in Country. All of our public beach contracts require a certification by an independent CPA firm.

Boucher Brothers is in excellent financial shape. We have the resources and ability to satisfy the needs of the City of Hollywood contract. We have never missed a rental payment to a municipality in our 28-year history. We have never filed for bankruptcy and there are no impending mergers on the horizon. Furthermore, there is no pending litigation that would have a material effect on our ability to service this contract should we be fortunate to be selected by the City of Hollywood.



June 7<sup>th</sup>, 2017

BOUCHER BROTHERS MANAGEMENT INC  
1451 OCEAN DR STE 205  
MIAMI BEACH FL 331394132

As per your request this is to confirm our records shows the following information:

Account name: BOUCHER BROTHERS MANAGEMENT INC

Total credit limit: \$1,450,000.00

This information is being delivered to you at your request. Please note that the information set forth in this letter is given as of the date of this letter and is subject to change without notice, and is provided in strict confidence to you for your own use only, without any responsibility, guarantee, representation, warranty (expressed or implied), commitment or liability on the part of the Bank, its parents, subsidiaries or affiliates or any of its or their directors, officers or employees to you or any third party and none of them assumes any duties or obligations to you in connection herewith or any transaction between you or your affiliates and the Company. This letter is not to be quoted or referred to without the Bank's prior written consent. The Bank cannot provide any opinions of the creditworthiness of the Company, and the above information does not constitute an opinion of the Bank of the ability of the Company to successfully perform its obligations under any agreement any of them may enter into with you, the Bank or any other persons or entity (including, without limitation, with respect to the relationship described above).

Please let me know if you have any questions. I can be reached at 305-347-2882.

Sincerely,

George Leser  
Senior Client Manager  
Senior Vice President  
Business Banking, Miami

Financial Statements (Income Statement and Balance Sheet)

**BOUCHER BROTHERS MANAGEMENT GROUP**

Combined Statements of Assets, Liabilities,  
and Stockholders' and Members' Equity-Income Tax Basis  
(See accompanying notes and independent accountants' review report)

	December 31,	
	2015	2014
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 909,258	\$ 668,705
Accounts receivable	3,165,309	2,085,720
Loans receivable from stockholders and members	941,724	1,906,042
Inventory	36,000	44,671
Prepaid expenses and other current assets	645,986	654,308
<b>Total current assets</b>	<b>5,698,277</b>	<b>5,359,446</b>
Property and equipment, net	2,236,891	2,247,665
Intangible assets, net	71,785	27,582
Investment	-	27,590
Other assets	117,712	116,312
<b>Total assets</b>	<b>\$ 8,126,665</b>	<b>\$ 7,778,595</b>
<b>LIABILITIES AND STOCKHOLDERS' AND MEMBERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 1,087,510	\$ 523,941
Accrued expenses and other current liabilities	416,171	485,265
Current portion of notes payable	1,628,005	1,467,765
<b>Total current liabilities</b>	<b>3,131,686</b>	<b>2,496,971</b>
Notes payable, net of current portion	2,117,591	1,752,508
Distributions in excess of investment	78,496	-
Other liabilities	28,000	28,000
<b>Total liabilities</b>	<b>5,355,773</b>	<b>4,277,479</b>
<b>COMMITMENTS AND CONTINGENCIES</b>		
<b>STOCKHOLDERS' AND MEMBERS' EQUITY</b>		
Controlling stockholders' equity and members' capital	2,583,769	2,821,461
Non-controlling interests' equity and members' capital	187,123	679,655
<b>Total stockholders' and members' equity</b>	<b>2,770,892</b>	<b>3,501,116</b>
<b>Total liabilities and stockholders' and members' equity</b>	<b>\$ 8,126,665</b>	<b>\$ 7,778,595</b>

**BOUCHER BROTHERS MANAGEMENT GROUP**

Combined Statements of Revenues and Expenses-Income Tax Basis  
(See accompanying notes and independent accountants' review report)

	Years Ended December 31,	
	2015	2014
Revenues, net	\$ 38,291,969	\$ 31,114,004
<b>Cost of revenues</b>		
Compensation and related payroll benefits	(18,959,108)	(16,581,869)
Other costs	(3,542,132)	(3,040,722)
Gross profit	<u>13,790,729</u>	<u>11,491,413</u>
<b>Operating expenses</b>		
Rent and occupancy expenses	4,669,355	4,172,479
Other general and administrative expenses	2,597,039	2,073,373
Depreciation and amortization	1,457,352	2,039,447
Professional fees and outside services	589,725	658,164
Insurance	538,527	433,055
Selling and marketing	118,513	135,258
Taxes and licenses	137,150	96,283
Total operating expenses	<u>10,107,661</u>	<u>9,608,059</u>
Excess revenue before other income (expense)	<u>3,683,068</u>	<u>1,883,354</u>
<b>Other income (expense), net</b>		
Interest expense	(166,362)	(137,169)
Other income, net	182,848	52,375
Management fees, net	(87,457)	-
Total other expense, net	<u>(70,971)</u>	<u>(84,794)</u>
Combined Excess revenue	3,612,097	1,798,560
Less excess revenue attributable to non-controlling stockholders and members	<u>305,039</u>	<u>350,392</u>
Excess revenue attributable to controlling stockholders and members	<u>\$ 3,307,058</u>	<u>\$ 1,448,168</u>

**BOUCHER BROTHERS MANAGEMENT, ET AL  
COMBINED STATEMENTS OF ASSETS, LIABILITIES,  
AND STOCKHOLDERS' AND MEMBERS' EQUITY-INCOME TAX BASIS  
DECEMBER 31, 2014 AND 2013**

	<u>2014</u>	<u>2013</u> (compiled)
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 668,705	\$ 449,765
Accounts receivable	2,085,720	1,645,862
Loans receivable from stockholders and members	1,906,042	1,245,971
Inventory	44,671	33,800
Prepaid expenses and other current assets	654,308	521,192
Advances to affiliate	<u>27,590</u>	<u>231,705</u>
<b>TOTAL CURRENT ASSETS</b>	<b>5,387,036</b>	<b>4,128,295</b>
<b>PROPERTY AND EQUIPMENT, net</b>	<b>2,247,665</b>	<b>1,978,836</b>
<b>INTANGIBLE ASSETS, net</b>	<b>27,582</b>	<b>30,632</b>
<b>OTHER ASSETS</b>	<u>116,312</u>	<u>118,654</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 7,778,595</b></u>	<u><b>\$ 6,256,417</b></u>
<b>LIABILITIES AND STOCKHOLDERS' AND MEMBERS' EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 523,941	\$ 470,201
Accrued expenses and other current liabilities	485,265	345,650
Current portion of notes payable	<u>1,487,765</u>	<u>1,075,814</u>
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,496,971</b>	<b>1,891,665</b>
<b>NOTES PAYABLE, net of current portion</b>	<b>1,752,508</b>	<b>1,703,465</b>
<b>OTHER LIABILITIES</b>	<b>28,000</b>	<b>28,000</b>
<b>DUE TO RELATED PARTIES</b>	<u>-</u>	<u>113,921</u>
<b>TOTAL LIABILITIES</b>	<u><b>4,277,479</b></u>	<u><b>3,737,051</b></u>
<b>STOCKHOLDERS' AND MEMBERS' EQUITY</b>		
Managing stockholders' equity and members' capital	2,821,461	2,020,987
Non-controlling interests' equity and members' capital	<u>679,655</u>	<u>498,379</u>
<b>TOTAL STOCKHOLDERS' AND MEMBERS' EQUITY</b>	<u><b>3,501,116</b></u>	<u><b>2,519,366</b></u>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' AND MEMBERS' EQUITY</b>	<u><b>\$ 7,778,595</b></u>	<u><b>\$ 6,256,417</b></u>

**BOUCHER BROTHERS MANAGEMENT, ET AL  
COMBINED STATEMENTS OF REVENUES, EXPENSES, AND  
RETAINED EARNINGS AND MEMBERS' CAPITAL-INCOME TAX BASIS  
FOR THE YEARS ENDED DECEMBER 31, 2014 AND 2013**

	<u>2014</u>	<u>2013</u> (compiled)
<b>REVENUES, NET</b>	<b>\$ 31,114,004</b>	<b>\$ 27,376,548</b>
<b>COST OF SALES</b>		
Compensation and related payroll benefits	16,581,869	15,904,311
Beachfront costs	<u>3,040,722</u>	<u>2,274,990</u>
<b>GROSS PROFIT</b>	<u>11,491,413</u>	<u>9,197,247</u>
<b>OPERATING EXPENSES</b>		
Rent and occupancy expenses	4,172,479	3,533,410
Other general and administrative expenses	2,073,373	1,630,773
Depreciation and amortization	2,039,447	1,321,472
Professional fees and outside services	658,164	550,562
Insurance	433,055	323,944
Selling and marketing	135,258	123,613
Taxes and licenses	<u>96,283</u>	<u>80,016</u>
<b>TOTAL OPERATING EXPENSES</b>	<u>9,608,059</u>	<u>7,563,790</u>
<b>INCOME FROM OPERATIONS</b>	<u>1,883,354</u>	<u>1,633,457</u>
<b>OTHER INCOME (EXPENSE), net</b>		
Interest expense	(137,169)	(121,294)
Other income, net	<u>52,375</u>	<u>182,875</u>
<b>TOTAL OTHER INCOME (EXPENSE), net</b>	<u>(84,794)</u>	<u>61,581</u>
<b>NET INCOME</b>	<u>\$ 1,798,560</u>	<u>\$ 1,695,038</u>
<b>NET INCOME ATTRIBUTABLE TO:</b>		
<b>PRIMARY STOCKHOLDERS AND MEMBERS</b>	<b>\$ 1,448,168</b>	<b>\$ 1,391,811</b>
<b>NONCONTROLLING INTEREST</b>	<b>350,392</b>	<b>303,227</b>
<b>RETAINED EARNINGS AND MEMBERS' CAPITAL, AT BEGINNING OF YEAR</b>	1,345,266	720,228
<b>MEMBERS' CONTRIBUTIONS</b>	207,290	-
<b>MEMBERS' DISTRIBUTIONS</b>	<u>(1,784,000)</u>	<u>(1,070,000)</u>
<b>RETAINED EARNINGS AND MEMBERS' CAPITAL, AT END OF YEAR</b>	<u>\$ 1,567,116</u>	<u>\$ 1,345,266</u>
<b>RETAINED EARNINGS AND MEMBERS' CAPITAL, AT END OF YEAR</b>	<b>\$ 1,567,116</b>	<b>\$ 1,345,266</b>
<b>COMMON STOCK AND ADDITIONAL PAID-IN CAPITAL AT BEGINNING OF YEAR</b>	1,174,100	1,174,100
<b>COMMON STOCK AND ADDITIONAL PAID-IN CAPITAL CONTRIBUTED DURING THE YEAR</b>	<u>759,900</u>	<u>-</u>
<b>TOTAL STOCKHOLDERS' AND MEMBERS' EQUITY</b>	<u>\$ 3,501,116</u>	<u>\$ 2,519,366</u>

7:03 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Balance Sheet**  
As of December 31, 2016

	Dec 31, 14	Dec 31, 15	Dec 31, 16
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
A&A Checking	30,201.35	4,407.98	9,713.90
Bank United	1,041.85	3,519.58	15,118.30
Petty Cash	250.00	250.00	250.00
Regions Checking	10,444.81	3,652.12	13,304.00
<b>Total Checking/Savings</b>	<b>41,938.01</b>	<b>11,829.68</b>	<b>38,386.20</b>
<b>Total Current Assets</b>	<b>41,938.01</b>	<b>11,829.68</b>	<b>38,386.20</b>
<b>Fixed Assets</b>			
Accumulated Depreciation	-115,162.52	-115,162.52	-115,162.52
Beach Equipment	38,998.34	38,998.34	38,998.34
Computer Equipment	5,154.78	5,154.78	5,154.78
Equipment			
Bike Purchase	1,800.00	7,800.00	11,350.00
Equipment - Other	9,175.00	9,175.00	9,175.00
<b>Total Equipment</b>	<b>10,975.00</b>	<b>16,975.00</b>	<b>20,525.00</b>
Waverunners & Equipment			
Kayak Purchase	1,100.00	1,100.00	1,100.00
Waverunners & Equipment - Other	64,029.52	64,029.52	64,029.52
<b>Total Waverunners &amp; Equipment</b>	<b>65,129.52</b>	<b>65,129.52</b>	<b>65,129.52</b>
<b>Total Fixed Assets</b>	<b>5,095.12</b>	<b>11,095.12</b>	<b>14,645.12</b>
<b>TOTAL ASSETS</b>	<b>47,033.13</b>	<b>22,924.80</b>	<b>53,031.32</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Other Current Liabilities			
6%	1,666.36	584.22	-2,079.48
Car Wash	0.00	-8,005.00	-18,105.00
S I Loan	0.00	0.00	-944.14
Schefflow Investments Loan	0.00	-1,000.00	-2,041.69
<b>Total Other Current Liabilities</b>	<b>1,666.36</b>	<b>-8,420.78</b>	<b>-23,170.31</b>
<b>Total Current Liabilities</b>	<b>1,666.36</b>	<b>-8,420.78</b>	<b>-23,170.31</b>



7:03 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Balance Sheet**  
As of December 31, 2016

	Dec 31, 14	Dec 31, 15	Dec 31, 16
<b>Long Term Liabilities</b>			
Waverunner Loan	10,000.00	10,000.00	10,000.00
Salvino Loan	24,000.00	0.00	0.00
Waverunner Loan - Other			
<b>Total Waverunner Loan</b>	<u>34,000.00</u>	<u>10,000.00</u>	<u>10,000.00</u>
<b>Total Long Term Liabilities</b>	<u>34,000.00</u>	<u>10,000.00</u>	<u>10,000.00</u>
<b>Total Liabilities</b>	35,666.36	1,579.22	-13,170.31
<b>Equity</b>			
Accumulated Adjustments	-525,421.06	-525,421.06	-525,421.06
Common Stock	100.00	100.00	100.00
Retained Earnings-Draw	405,946.67	536,687.83	546,666.64
Net Income	130,741.16	9,978.81	44,856.05
<b>Total Equity</b>	<u>11,366.77</u>	<u>21,345.58</u>	<u>66,201.63</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>47,033.13</u></u>	<u><u>22,924.80</u></u>	<u><u>53,031.32</u></u>

7:04 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	Jan - Dec 14	Jan - Dec 15	Jan - Dec 16
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Collection Allowance	326.27	268.25	322.11
Fees	0.00	0.00	0.00
Groupon	0.00	0.00	2,655.84
Int Inc	0.00	0.00	2,890.48
Jet Ski Rentals	114,013.88	85,958.91	95,923.85
Pool Tower	-39.20	0.00	0.00
Room Charges	56,152.80	60,013.10	54,219.10
RRentals	85,696.55	104,978.02	99,324.50
<b>Sand \$</b>			
Film	0.00	0.00	592.00
Maragritaville Room Charges	0.00	0.00	14,702.96
parasail	3,000.00	2,328.00	3,000.00
Sand \$ - Other	260,505.12	312,111.90	315,716.74
<b>Total Sand \$</b>	<b>263,505.12</b>	<b>314,439.90</b>	<b>334,011.70</b>
Sponsorship	15,585.00	17,650.00	17,550.00
<b>Total Income</b>	<b>535,240.42</b>	<b>583,308.18</b>	<b>606,897.58</b>
<b>Cost of Goods Sold</b>			
Lotion	2,001.08	4,320.00	1,604.52
<b>Resale</b>			
Accessories	0.00	118.35	0.00
Bikes	0.00	2,000.00	25,800.00
Resale - Other	227.88	0.00	0.00
<b>Total Resale</b>	<b>227.88</b>	<b>2,118.35</b>	<b>25,800.00</b>
<b>Total COGS</b>	<b>2,228.96</b>	<b>6,438.35</b>	<b>27,404.52</b>
<b>Gross Profit</b>	<b>533,011.46</b>	<b>576,869.83</b>	<b>579,493.06</b>
<b>Expense</b>			
<b>Advert</b>			
Signs	403.86	55.12	102.96
Advert - Other	0.00	0.00	1,100.00
<b>Total Advert</b>	<b>403.86</b>	<b>55.12</b>	<b>1,202.96</b>
ags Expense	0.00	0.00	0.00
amazon	295.66	179.86	260.40
<b>Auto</b>			
Fuel	3,025.48	1,418.57	1,579.35
Maintainence	1,182.20	0.00	406.78
Registration	38.45	131.40	46.85
Ridgeline Payment	0.00	0.00	2,850.00
Sun Pass	60.00	0.00	0.00
Sunpass	34.00	50.00	100.00
Toyota Payment	0.00	8,000.00	0.00
Truck insurance	4,800.00	4,800.00	7,176.00

7:04 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	Jan - Dec 14	Jan - Dec 15	Jan - Dec 16
truck rental	663.19	1,800.00	35.98
Auto - Other	14,400.00	600.00	7,500.00
<b>Total Auto</b>	<b>24,203.32</b>	<b>16,799.97</b>	<b>19,694.96</b>
Banana Boat Logos	150.00	150.00	0.00
bouy weather	0.00	79.95	0.00
<b>BS</b>			
Bike Repairs	5,362.48	4,528.95	4,133.01
bike seats	41.86	0.00	0.00
BS Advertising	623.63	1,084.91	1,211.05
Phone	660.00	758.13	999.52
Repairs & Maintenance	11,386.91	35,282.25	27,901.56
<b>Store Expenses</b>			
Alarm System	295.76	279.84	279.84
BS CCard fees	3,592.64	3,822.34	4,998.52
BSparking	1,200.00	2,500.00	1,200.00
Lease	22,082.12	22,083.98	19,409.62
Office Supplies	323.74	633.77	804.13
Release Forms	899.42	367.82	1,456.44
Store Expenses - Other	155.21	891.23	0.00
<b>Total Store Expenses</b>	<b>28,548.89</b>	<b>30,578.98</b>	<b>28,148.55</b>
<b>Total BS</b>	<b>46,623.77</b>	<b>72,233.22</b>	<b>62,393.69</b>
Campaign Contribution	0.00	0.00	0.00
Capital One Payment	-359.31	0.00	0.00
<b>Charges</b>			
Bank	170.90	375.26	522.10
<b>Total Charges</b>	<b>170.90</b>	<b>375.26</b>	<b>522.10</b>
Depreciation Expense	27,611.00	0.00	0.00
Donation	950.00	1,035.00	0.00
<b>Draw</b>			
e books	0.00	29.46	360.08
Draw - Other	0.00	55,846.34	64,204.41
<b>Total Draw</b>	<b>0.00</b>	<b>55,875.80</b>	<b>64,564.49</b>
<b>Dues</b>	<b>463.00</b>	<b>785.00</b>	<b>461.13</b>
<b>Equipment purch</b>			
Cabana Covers	600.00	644.40	0.00
Complete Umbrellas	0.00	0.00	4,125.00
Frames	96.00	0.00	0.00
Golf Cart	0.00	2,250.00	1,995.00
Logos	0.00	544.85	0.00
new chaises	0.00	13,725.20	11,700.00
new umbrella frames	0.00	17,200.00	580.00
Equipment purch - Other	321.00	0.00	0.00
<b>Total Equipment purch</b>	<b>1,017.00</b>	<b>34,364.45</b>	<b>18,400.00</b>
gifts	0.00	0.00	0.00
HBBA	0.00	513.62	305.61

7:04 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	Jan - Dec 14	Jan - Dec 15	Jan - Dec 16
<b>Insurance</b>			
Health	0.00	3,591.00	4,452.84
Liab	1,464.03	6,552.56	2,404.59
Medical	0.00	10.00	0.00
Work	1,202.00	1,213.00	3,238.00
Insurance - Other	0.00	0.00	595.00
<b>Total Insurance</b>	<b>2,666.03</b>	<b>11,366.56</b>	<b>10,690.43</b>
<b>Interest Expense</b>	<b>15.03</b>	<b>0.00</b>	<b>28.24</b>
<b>Internet</b>			
Weather Buoy	0.00	0.00	79.95
Web Site	659.62	500.00	689.64
<b>Total Internet</b>	<b>659.62</b>	<b>500.00</b>	<b>769.59</b>
<b>Late Fees/Penalties</b>	<b>46.68</b>	<b>13.20</b>	<b>48.09</b>
<b>Licenses</b>	<b>403.50</b>	<b>276.23</b>	<b>134.20</b>
<b>Loan</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Marriott Commission</b>	<b>3,732.50</b>	<b>6,472.20</b>	<b>5,890.00</b>
<b>Misc Exp</b>	<b>0.00</b>	<b>0.00</b>	<b>14.88</b>
<b>Off Duty Detail</b>	<b>33.92</b>	<b>0.00</b>	<b>0.00</b>
<b>Off Supplies</b>	<b>500.71</b>	<b>104.68</b>	<b>1,051.70</b>
<b>parade</b>	<b>223.85</b>	<b>471.56</b>	<b>455.89</b>
<b>Parking</b>	<b>912.50</b>	<b>69.50</b>	<b>244.82</b>
<b>paypal</b>	<b>0.00</b>	<b>0.00</b>	<b>21.85</b>
<b>Payroll Expenses</b>			
Gross Wages	0.00	0.00	0.00
Payroll Expenses - Other	140,203.00	174,638.02	210,816.77
<b>Total Payroll Expenses</b>	<b>140,203.00</b>	<b>174,638.02</b>	<b>210,816.77</b>
<b>Payroll Taxes</b>	<b>10,725.56</b>	<b>0.00</b>	<b>0.00</b>
<b>Postage</b>			
Mail Box	0.00	571.16	0.00
Postage - Other	164.74	185.74	606.40
<b>Total Postage</b>	<b>164.74</b>	<b>756.90</b>	<b>606.40</b>
<b>Printing</b>	<b>0.00</b>	<b>157.28</b>	<b>0.00</b>
<b>Prof Fees</b>			
Acctg	1,750.00	750.00	750.00
Legal			
Koslow	1,000.00	6,000.00	0.00
Legal - Other	0.00	4,229.80	5,000.00
<b>Total Legal</b>	<b>1,000.00</b>	<b>10,229.80</b>	<b>5,000.00</b>
<b>Total Prof Fees</b>	<b>2,750.00</b>	<b>10,979.80</b>	<b>5,750.00</b>

7:04 PM  
06/07/17

**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	Jan - Dec 14	Jan - Dec 15	Jan - Dec 16
Reimbursable Expense	189.00	0.00	-1,001.61
Rent	58,728.92	61,665.36	64,489.59
Repairs			
chair construction	36.04	0.00	26.71
Cmptr	0.00	0.00	0.00
Equip			
Cart			
Batteries	1,409.64	0.00	1,556.38
Flat Bed	0.00	43.77	262.62
Pro Electric			
PE Parts	56.43	393.59	293.18
Pro Electric - Other	0.00	90.00	108.36
<b>Total Pro Electric</b>	<b>56.43</b>	<b>483.59</b>	<b>401.54</b>
Tires	60.00	63.60	0.00
Cart - Other	6,173.39	3,261.21	10,934.08
<b>Total Cart</b>	<b>7,699.46</b>	<b>3,852.17</b>	<b>13,154.62</b>
chair	820.00	29,087.50	357.50
Hood	2,752.17	17,435.20	575.00
umbrella	0.00	2,709.50	3,122.00
Equip - Other	0.00	725.00	0.00
<b>Total Equip</b>	<b>11,271.63</b>	<b>53,809.37</b>	<b>17,209.12</b>
Home Depot	35.74	559.15	967.82
Maint			
Hut			
Stain/Paint	16.42	267.78	302.04
Hut - Other	936.52	6,033.45	0.00
<b>Total Hut</b>	<b>952.94</b>	<b>6,301.23</b>	<b>302.04</b>
<b>Total Maint</b>	<b>952.94</b>	<b>6,301.23</b>	<b>302.04</b>
New Shacks	729.79	864.48	0.00
tools	0.00	200.34	240.59
<b>Total Repairs</b>	<b>13,026.14</b>	<b>61,734.57</b>	<b>18,746.28</b>
Shop Rent	0.00	0.00	6.35
Simple Contribution	0.00	0.00	0.00
Sunglasses	30.00	0.00	0.00
Supplies			
Beach			
fasteners	156.30	121.67	52.90
Locks	9.54	164.75	0.00
Pads	1,520.00	0.00	0.00
Beach - Other	528.67	646.39	183.07
<b>Total Beach</b>	<b>2,214.51</b>	<b>932.81</b>	<b>235.97</b>

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**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	Jan - Dec 14	Jan - Dec 15	Jan - Dec 16
HD	1,104.85	585.55	0.00
Shop	668.47	148.36	555.34
trailer	63.34	41.98	227.78
Supplies - Other	51.98	0.00	138.66
<b>Total Supplies</b>	<b>4,103.15</b>	<b>1,708.70</b>	<b>1,157.75</b>
T&E			
Enter	0.00	0.00	161.40
Meals	0.00	0.00	198.82
Travel	70.00	55.00	0.00
T&E - Other	1,063.63	855.30	0.00
<b>Total T&amp;E</b>	<b>1,133.63</b>	<b>910.30</b>	<b>360.22</b>
Taxes			
State	150.00	0.00	150.00
<b>Total Taxes</b>	<b>150.00</b>	<b>0.00</b>	<b>150.00</b>
Telephone			
Cart Shop	1,341.87	1,405.33	1,444.36
Mobil	3,284.21	2,312.88	3,270.08
<b>Total Telephone</b>	<b>4,626.08</b>	<b>3,718.21</b>	<b>4,714.44</b>
Triplex	240.30	0.00	0.00
Uncategorized Expenses	0.00	13,488.65	0.00
Uniforms	795.86	1,031.38	1,489.38
Unknown	0.00	0.00	0.00
Utilities			
Electric	1,320.00	1,320.00	1,330.00
<b>Total Utilities</b>	<b>1,320.00</b>	<b>1,320.00</b>	<b>1,330.00</b>
Void	0.00	0.00	0.00
Waverunner			
ATV	519.00	803.62	1,722.26
Buoy System	384.27	270.31	377.92
Fuel Truck	0.00	349.63	1,197.85
Lifejackets	355.98	79.47	307.98
Processing Fees	2,691.22	3,539.56	1,876.81
trailer parts	0.00	0.00	725.00
Waivers	388.48	0.00	0.00
WR Accessories	51.69	12.20	0.00
WR Ad/Promotion	1,230.90	1,728.20	1,200.00
WR Gas	21,776.94	14,060.71	12,370.48
WR Insurance	9,433.69	6,607.74	10,394.08
WR M&R			
WR Maintenance	449.81	889.04	3,231.98
WR Repairs	11,578.52	3,888.50	3,218.40
WR M&R - Other	1,828.72	604.83	1,150.60
<b>Total WR M&amp;R</b>	<b>13,857.05</b>	<b>5,382.37</b>	<b>7,600.98</b>

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**A & A BEACH SERVICES INC.**  
**Profit & Loss**  
January 2014 through December 2016

	<u>Jan - Dec 14</u>	<u>Jan - Dec 15</u>	<u>Jan - Dec 16</u>
WR Office Supplies	1,200.00	200.00	511.30
WR Registration & Title	98.15	14.15	175.81
WR Trailer	291.00	0.00	195.00
Waverunner - Other	1,082.01	12.71	210.94
<b>Total Waverunner</b>	<u>53,360.38</u>	<u>33,060.67</u>	<u>38,866.41</u>
<b>Total Expense</b>	<u>402,270.30</u>	<u>566,891.02</u>	<u>534,637.01</u>
<b>Net Ordinary Income</b>	<u>130,741.16</u>	<u>9,978.81</u>	<u>44,856.05</u>
<b>Net Income</b>	<u>130,741.16</u>	<u>9,978.81</u>	<u>44,856.05</u>

Current Agreement List

	City of Fort Lauderdale	City of Virginia Beach	City of Chicago, IL	Haulover Beach, Miami-Dade County
Address	Parks and Recreation Department 1350 W. Broward Blvd, Fort Lauderdale, FL 33312	2416 Courthouse Drive, Virginia Beach, Va 23456	Park District Park Concession Management, LLC 7059 S. Shore Drive, Chicago, IL 60649	Parks and Recreation Department, 275 N.W. 2nd Street, Miami, FL 33128
Total Number of Staff	15	40	9	5
Contact Person	Laura Voet	Mike Eason	Tracy McKenzie	Jessica Tyrrell
Telephone Number	954-828-5000	757-385-4800	312-456-7028	305-755-7974
Email Address	<a href="mailto:Lvoet@fortlauderdale.gov">Lvoet@fortlauderdale.gov</a>	<a href="mailto:Meason@vbgov.com">Meason@vbgov.com</a>	<a href="mailto:Tracy.McKenzie@cbre.com">Tracy.McKenzie@cbre.com</a>	<a href="mailto:Jessica.Tyrrell@miamidade.gov">Jessica.Tyrrell@miamidade.gov</a>
Contract Date	September 2008 - Present	2005 to Present	2001 to Present	May 1, 2010 - Present

	City of Miami Beach	City of Deerfield Beach	City of Pompano Beach
Address	Tourism, Culture and Economic Development Department, Real Estate Office, 1700 Convention Center Drive, Miami Beach, FL 33139	150 NE 2nd Avenue, Deerfield Beach, FL 33441	Parks, Recreation and Cultural Arts Department 1801 NE 6th Street, Pompano Beach, FL 33060
Total Number of Staff	100	4	3
Contact Person	Mark Milisits	David Santucci	C. Missy Kitts
Telephone Number	305-673-7577	954-480-4261	954-786-4571
Email Address	<a href="mailto:markmilisits@miamibeachfl.gov">markmilisits@miamibeachfl.gov</a>	<a href="mailto:Dsantucci@deerfield-beach.com">Dsantucci@deerfield-beach.com</a>	<a href="mailto:Cynthia.Kitts@copbfl.com">Cynthia.Kitts@copbfl.com</a>
Contract Date	November 2001 - Present	2015 to Present	2016 to Present



	<b>Acqualina</b>	<b>Doubletree Ocean Point</b>	<b>Marenas Beach Resort and Spa</b>	<b>Loews Hotel</b>
Address	17878 Collins Avenue, Sunny Isles, Florida 33160	17375 Collins Avenue, Sunny Isles, Florida 33160	18683 Collins Avenue, Sunny Isles, Florida 33160	1601 Collins Avenue, Miami Beach, Florida 33139
Number of Rooms	285	169	206	783
Total Number of Staff	25	5	15	20
Contact Person	Deborah Fleming	Susan Rachek	Rikki Boparai	Alex Tonarelli
Telephone Number	305-918-8000	786-528-2500	305-503-6000	305-604-5457
Email Address	<a href="mailto:Deborah.yagerfleming@acqualina.com">Deborah.yagerfleming@acqualina.com</a>	<a href="mailto:srachek@oceanpointresort.com">srachek@oceanpointresort.com</a>	<a href="mailto:rboparai@usa-bhi.com">rboparai@usa-bhi.com</a>	<a href="mailto:Atonarelli@loewshotel.com">Atonarelli@loewshotel.com</a>
Contract Date	May 2006 - Present	December 2007 - Present	June 2005 - Present	December 1998 - Present

	<b>Fountainbleau</b>	<b>Ritz Carlton</b>	<b>Delano</b>	<b>Shore Club</b>
Address	4441 Collins Avenue, Miami Beach, FL 33140	1 Lincoln Road, Miami Beach, FL 33139	1685 Collins Avenue, Miami Beach, FL 33139	1901 Collins Avenue, Miami Beach, FL 33139
Number of Rooms	1504	375	194	322
Total Number of Staff	50	10	10	15
Contact Person	Phil Goldfarb	Sase Gjorsovski	Christophe Baraton	Jesper Soerensen
Telephone Number	305-538-2000	786-276-4000	305-672-2000	305-695-3100
Email Address	<a href="mailto:pgoldfarb@fontainbleau.com">pgoldfarb@fontainbleau.com</a>	<a href="mailto:Sase.Gjorsovski@ritzcarlton.com">Sase.Gjorsovski@ritzcarlton.com</a>	<a href="mailto:christophe.baraton@sbe.com">christophe.baraton@sbe.com</a>	<a href="mailto:jesper.soerensen@sbe.com">jesper.soerensen@sbe.com</a>
Contract Date	November 1997 - Present	December 2004 - Present	June 1997 - Present	August 2002 - Present

	<b>Marriott South Beach</b>	<b>Tides Hotel</b>	<b>Savoy Hotel</b>	<b>The Hotel</b>
Address	161 Collins Avenue, Miami Beach, FL 33139	1220 Ocean Drive Miami Beach, FL 33139	455 Ocean Drive, Miami Beach, FL 33139	801 Collins Avenue Miami Beach, FL 33139
Number of Rooms	236	46	75	53
Total Number of Staff	10	4	5	4
Contact Person	Mike Manzari	Ari Pearl	Gary Hrye	Marlo Courtney
Telephone Number	305-536-7700	305-604-5070	305-532-0200	305-531-2222
Email Address	<a href="mailto:Mike.Manzari@marriott.com">Mike.Manzari@marriott.com</a>	<a href="mailto:ari.pearl@gmail.com">ari.pearl@gmail.com</a>	<a href="mailto:ghyre@coralhospitality.com">ghyre@coralhospitality.com</a>	<a href="mailto:Marlo@goldmanproperties.com">Marlo@goldmanproperties.com</a>
Contract Date	June 2000 - Present	October 2005 - Present	May 2006 - Present	August 2005 - Present

	<b>Courtyard Marriott</b>	<b>Pelican Hotel</b>	<b>Continuum Condo</b>	<b>Hilton Clearwater</b>
Address	3925 Collins Avenue Miami Beach, FL 33140	826 Ocean Drive Miami Beach, FL 33139	1 South Pointe Drive Miami Beach, FL 33139	400 Mandalay Avenue Clearwater Beach, FL 33767
Number of Rooms	263	30	314	416
Total Number of Staff	6	6	5	25
Contact Person	Steven Keup	Vanessa Rivera	Keith Marks	Carlos Sanchez
Telephone Number	305-538-3373	305-673-3373	305 938-4240	727-298-1491
Email Address	<a href="mailto:steven.keup@hhmlp.com">steven.keup@hhmlp.com</a>	<a href="mailto:vanessa@pelicanhotel.com">vanessa@pelicanhotel.com</a>	<a href="mailto:keith@primusgrp.com">keith@primusgrp.com</a>	<a href="mailto:Carlos.sanchez3@hilton.com">Carlos.sanchez3@hilton.com</a>
Contract Date	October 2004 - Present	August 2002 - Present	December 2002 - Present	January 2007 - Present

	<b>Betsy Hotel</b>	<b>Royal Palm</b>	<b>Eden Roc</b>	<b>W Hotel South Beach</b>
Address	1440 Ocean Drive Miami Beach, FL 33139	1545 Collins Avenue Miami Beach, FL 33139	4525 Collins Avenue Miami Beach, FL 33140	2201 Collins Avenue Miami Beach, FL 33139
Number of Rooms	99	393	631	355
Total Number of Staff	10	8	16	17
Contact Person	Jeff Lehman	Gerald Black	Shawn Gracey	Gregory Polino
Telephone Number	305-531-3934		802-505-0552	<a href="tel:305-938-3032">305-938-3032</a>
Email Address			<a href="mailto:sgracey@keyinternational.info">sgracey@keyinternational.info</a>	<a href="mailto:Gregory.Polino@whotel.com">Gregory.Polino@whotel.com</a>
Contract Date	March 2007 - Present	May 2002 - September 2006	1997 - Present	August 2001- Present

	<b>Don Ceasar</b>	<b>Ritz Carlton Fort Lauderdale</b>	<b>Diplomat Beach Resort</b>	<b>Edgewater Naples</b>
Address	3400 Gulf Blvd St. Pete Beach, FL	1 N. Fort Lauderdale Beach Blvd, Fort	3555 S. Ocean Drive Hollywood, FL 33019	1901 Gulf Shore Blvd N Naples, FL
Number of Rooms	277	147	998	
Total Number of Staff	10	5	20	4
Contact Person	Caroline Dyal	Greg Cook	Ed Walls	Laura Radler
Telephone Number	213-842-0240	954 465-2300	954-602-8203	239-403-2000
Email Address	<a href="mailto:cdyal@pivohotels.com">cdyal@pivohotels.com</a>	<a href="mailto:Greg.Cook@ritzcarlton.com">Greg.Cook@ritzcarlton.com</a>	<a href="mailto:Ed.Walls@diplomatoresort.com">Ed.Walls@diplomatoresort.com</a>	<a href="mailto:laura.radler@edgewater-naples.com">laura.radler@edgewater-naples.com</a>
Contract Date	2012 - Present	2009-Present	2003 - Present	2012 - Present

## **PROJECT UNDERSTANDING, PROPOSED APPROACH & METHODOLOGY**

### *Operations Plan And Approach*

Boucher Brothers understand the needs and requirements of the City of Hollywood and what we specialize in is a beach service that is supported by:

- Experienced, trained, professional, courteous and knowledgeable staff
- Knowledge of the area and the type of visitors who frequent the area
- Sensitivity to resident needs
- The best and most durable equipment
- Efficient plans for movement of equipment on both a daily basis and in case of emergency
- Thorough plans for cash collection and handling
- Ability to boost revenue
- Safe working procedures and environment
- Creative approach to new services
- Ability to promote and market the Hollywood Beach area as a 5 star destination
- Creation and maintenance of customer service levels that ensure repeat business
- Awareness and respect for our natural resources and environment

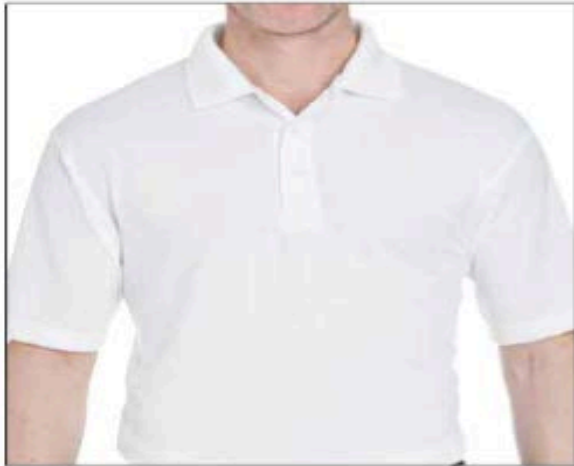
Boucher Brothers will staff the beach with quality personnel who will share in a bonus incentive program. Boucher Brothers is proud to have the financial capacity to make the substantial investment in this contract.

The staff members we have to draw upon have a combined experience of over 150 years. They are a valuable group of talented individuals with a true passion for service. In addition to compensating our line level staff members competitively, we relocated one of our finest supervisors to manage the daily beach operations. In our many years of experience we have come to realize that employee satisfaction is something that can never be compromised, because ultimately, it affects the level of customer service guests experience.

In order to provide consistent and excellent service in the four states in which we currently operate, Boucher Brothers adheres to strict standards for the appearance of staff, cleanliness, uniforms, equipment, and service to customers. These standards will be implemented and supervised by administrators and personnel as outlined in the enclosed proposed Organizational Chart for Hollywood. Boucher Brothers' policy is to perform a background check on every employee we hire. Therefore, complying with the City of Hollywood's request to perform background checks using the Computerized Criminal History database (CCH) or the National Crime Information Center database (NCIC) will not be an issue.

### *Appearance of Staff*

From front line staff to support personnel to management, all Boucher Brothers service personnel will be easily recognizable, as the company has a strict code of dress. Taking the lead from the top quality hotels we serve, Boucher Brothers ensures that each and every employee has a professional appearance, with uniforms identifying him or her as a member of the beach service team. While mustaches are permissible, beards are not. Each and every staff member is an ambassador of the City, representing the best we have to offer.



Service to Customers

All of our employees go through a rigorous training process and are trained with the enclosed 12-point “Boucher Brothers Keys to Success” which stresses a positive and professional attitude and trains attendants to use correct vocabulary terms to ensure that Boucher Brothers’ staff consistently and respectfully communicate with our customers.

Keys To Success

1. **Why be good when you can be GREAT**  
Being great is a choice. Every day with Boucher Brothers is a GREAT day. We chose to make it that way.
2. **Our equipment and our service is our brand. Protect them with everything you have.**

Our organizations expansion is based off the level of service we provide to our guests and the equipment they are able to enjoy. Without them, we aren't US.

3. **Every guest. Every time. No exceptions. No excuses.**  
Whether you're the first or last guest we will provide a unique and memorable experience. We are committed to our

standards, no matter what the time of circumstances is.

**4. All eyes on us. On or off the beach.**

We are the biggest and best at what we do. The whole city knows us and is constantly watching what we do. You represent something bigger than you. Something that has been GREAT for decades. Remember that.

**5. We are one with our partners. What's important to them is important to us.**

Our partners are our priority. We are here for them and ALWAYS keep their best interests in mind.

**6. Leadership is a choice. Titles don't make leaders, actions do.**

Our company is FULL of leaders, at every level of the organization. Anyone can hold a title. It takes a leader to initiate change and uphold our standards.

**7. Never compromise. Take pride in your craft. A small deal is a big deal.**

We are here today because we did not settle, because we stuck to our standards. Every set up, every guest interaction, every team member matters to us. This is your craft. Continue to raise the bar and never fall back!

**8. Dress the way you would like to be addressed.**

We employ role-play strategies in training our staff, presenting a number of issues so they know how to handle almost any guest situation. Furthermore, we do not hire employees; we hire "Beach Ambassadors." Our Ambassadors will be trained in the culture of Hollywood. Our Ambassadors will have the ability to assist tourists regarding local restaurants, knowledge of the area and attractions as well as fun facts about Hollywood itself. Our goal is to exceed our guests' expectations at every service level.

Additionally, each attendant will be fully trained in interpersonal skills so as to be courteous and approachable. It is the responsibility of the attendant to fulfill any reasonable request. When guests approach the welcome station, the beach attendant will greet them, answer any questions and escort them to the chair where attendant will set it up for them. If a guest seats himself or herself while the attendant is busy, the attendant will approach the guest as soon as is possible and inform them of the rates. Should the guest not wish to stay and rent a chair, the guest will be under no obligation to pay. A guest should never wait more than five minutes to be

We are not the beach and pool crew. We are professionals. We are hoteliers. We are the best and the brightest in the industry-come to work looking like it!

**9. We depend on you. Be on time, all the time.**

Being late shows your team that you're alright with placing your weight (duties) on their shoulders. Every team member plays their part in Boucher Brothers. Never let your team down. We depend on you!

**10. WWS- watch winds and skies**

Our backs should never be turned away from the beach. It can take a matter of seconds to ruin a reputation or a life! Always watch your equipment. Safety first. ALWAYS.

**11. No snails on our trails. It's your house. Take care of it.**

Our beaches are our home, whether it's our trash or someone else's we never walk past our areas and leave garbage on the ground. A clean beach is a happy beach!

**12. Family sticks together. One team One dream.**

We have each other's back every time, ALL the time. We are here during good and bad times! None of us is as strong as all of us! We are the Boucher family!

attended to. A supervisor will verify rentals every hour throughout the day. During these inspections the supervisor will inspect the area to ensure that the area is clean and well organized. Boucher Brothers believes that hawking or in any other way disturbing guests that do not wish to rent equipment is a completely unacceptable way to attract business, and will therefore never employ such techniques.

Days and Hours of Operation

The beach concession site will be open seven days a week. From September to March operating hours will be from 9:00 a.m. to 5 p.m. From April to August operating hours will be from 9:00 a.m. to 7:00 p.m.

Management Plans and Staffing Levels

Boucher Brothers will have a full-time representative whose responsibility is to inspect and oversee daily operations, including the maintenance and clean up of the beach concession site areas. On the weekends, there will be two people assigned for cleanup and maintenance of the concession site and surrounding beachfront areas. Boucher Brothers staff will collect and package bottles from the beach area, daily in preparation for trash pick-up.

Daily Procedures

Boucher Brothers has found that the most effective and efficient process for the daily beach concession set-up is to pre-arrange the chairs and umbrellas at the onset of each day. All placement Areas and Set ups will be in accordance with the guidelines set out in RFP.

- Equipment shall not exceed the eastern boundary of the lifeguard towers and to the west boundary ten (10) feet each of the Boardwalk wall.
- Equipment will also be placed in straight rows, of equal length, from north to south with maximum distance of approximately 240 feet.
- Beach umbrellas may be placed a minimum distance of 16' apart with no more than 15 umbrellas in any row.
- One chair may be placed on either side of each beach umbrella.
- The initial daily setup in each placement area shall include at least one row of a minimum of 5 umbrellas with a minimum of 4 padded chairs, one on each side of the umbrella.
- Windbreaker / clamshell shall be placed so that there is a minimum clearance of 6' between each windbreaker / clamshell on all sides. All windbreakers / clamshells shall include two chairs.
- A minimum of one (1) staff/concession personnel member shall be stationed at each concession area who may serve as the equipment attendant and representative at the Welcome Station.
- Each area shall be separated by a Buffer Area, defined as an area where no beach equipment may be placed, of a minimum distance of 90 feet. No equipment shall be placed on or within those portions of the beach where a lifeguard stand is currently located.
- Each concession area shall have a minimum of one Welcome Station, defined as an area consisting of a single high beach chair and market umbrella placed at the approximate midpoint of a Buffer Area.

If the Hollywood chooses an alternative plan of operation, Boucher Brothers will work within the framework as requested by the City of Hollywood. The following are a few examples rendering

of what The City of Hollywood beach could look like if we were privileged enough to be awarded this RFP including putting the City's logo on our Umbrellas.



Each day, all of the pads and certain miscellaneous equipment will be housed in storage bins located within the concession area. At the beginning of each day attendants will place chairs neatly in two rows, with two chairs placed side by side. Where necessary, the chairs will have a pad placed on top of it and an umbrella will be set up between each pair of chairs. Some of the chairs will be set up with a windbreaker/clamshell in lieu of an umbrella. Each pair of chairs will be spaced three feet apart, and each row will be spaced ten feet apart, allowing for comfort and privacy for the guests.

All lounge chairs will be numbered and it will be the attendant's responsibility to account for all rentals immediately and to collect all rental payments throughout the day. The beach attendant will use a fanny pack to store cash collections in, to ensure cash is always on them until the supervisor comes to collect it. The attendant will provide the guest with a receipt, which will be a 2-part receipt that has a sequenced number at the top he/she will collect money and give the receipt. Receipts will have the equipment and prices pre-printed on the sheet. The attendant simply fills in the quantity of equipment used and the total of the sale. The attendant will give one copy to the guest and we will keep the original. In the event that the customer does not want an umbrella, the attendant will remove it.

#### Personal Attention

At the end of each workday, staff attendants at each concession site will carefully stack the chairs, with the collapsible windbreakers/clamshells placed atop the chairs. Each section will have a work storage unit to house the umbrellas and pads. This unit will conform to standards and specifications as set forth by the City.

#### Storage Plan

Beach equipment is secured daily, at the end of each workday, staff attendants at each concession site will carefully stack the chairs, with the collapsible windbreakers/clamshells placed atop the chairs. Each section will have a work storage unit to house the umbrellas, if and how permissible by the City. Any and all storage will be handled in conformance to standards and specifications as set forth by the City.

Boucher Brothers Beach Management will utilize approximately 35 storage boxes made by C&M Marine Products (or the equivalent thereof), sized at 72"W x 26"D x 27"H. These storage units will hold the umbrellas for each designated site within the rental areas. See additional schematics for complete details of beach equipment storage box placements. The area will be maintained and cleaned to ensure equipment is kept in good condition. The Supervisor will oversee this area and check on the cleanliness and organization of equipment on a daily basis.

#### Vehicles

Vehicles used in transporting equipment will include: One (1) Pickup Truck, Three (3) Horizon Trailer, one (1) All Terrain Vehicle (ATV), and up to eight (8) golf carts.

#### Operational Methods – Watersports Concession

Boucher Brothers will have a full time Safety Coordinator whose responsibility is to inspect and oversee the maintenance and clean up of all Watersports, including jet skis/wave runners and surrounding beachfront areas.



Daily Procedures

1. Each day, all of the motorized and non-motorized watersports will be delivered to the Concession by truck and trailer. The Jet skis/wave runners and kayaks and paddleboards, if permitted, will be stored on single and/or dual trailers.
2. The Watercraft Supervisor and Safety Coordinator will clean the Concession area and remove any existing debris.
3. They will then set up the welcome station, prepare paperwork, and review online reservation calendar.
4. Once the welcome station has been set, the Safety Coordinator will perform the daily inspection and checklist for all equipment.
5. During the safety check, fuel lines, hoses, all electrical devices, and FL numbers will be inspected.
6. Following inspection, watersports equipment will be hosed and cleaned thoroughly.
7. Watercraft attendant will set up life vest rack.
8. Next, the watercraft attendant will clearly mark the channel by deploying buoys (if applicable)
9. Upon a guest's arrival, the Watercraft attendant will greet them, and review online portal to confirm reservation.
10. If the guest does not have an existing reservation, the attendant will communicate all rates, and assist the guests with completing the online booking, from the iPad located at the welcome station. The attendant will check the guest's photo ID simultaneously during the online booking process. All sales will be processed utilizing the online booking system.
11. Following payment processing, the Safety Coordinator will verify completion of online waiver and issue the Boat Safety test for all persons born after Jan 1, 1988.
12. Next, Safety Coordinator will supply guest with life vest, explaining the safety procedures, and educate our guest on restrictive areas while the attendant deploys the Jet Ski into the water.
13. The attendant will assist the guest with loading and escort/guide said guest out through idle speed zone and suggest tourist attraction to visit.
14. If the guest travels outside the permitted boundaries, a watercraft attendant will go out to the end of the Channel on the Chase Vessel to ensure the guest remains within the boundaries and is operating safely. Upon expiration of the riding time the attendant on the Chase Vessel will call them in using a whistle.
15. The Watersports Director will cross reference the Ototrak with online booking system minimum of 5 times daily to ensure that every guest and jetski is accounted for and all revenue is captured.

Guest Engagement Sequence for Recreational Rides

Great day everyone! My name is \_\_\_\_\_ and I will be explaining the boundaries and guidelines for your wave runner rental today!

At the moment, we are standing at the shoreline. When you get on your wave runner, the first things you're going to see in front of you are the orange buoys out on either side of you. These buoys create your channel. You are going to leave through this channel and return through this

channel at the end of your rental SLOWLY at an idle speed. This means no more than five miles per hour. Once you pass the last set of orange buoys, you may start to speed up.

Once you are out in open water, you will see white finger buoys that run up and down the coastline. These buoys are spaced out every hundred yards or so, and are here to separate the swimming zone from the riding zone. You MUST ride out past these buoys at all times. Driving the wave runners within the swimming zone is grounds for canceling your ride.

As far as your boundaries for the riding zone go, you are allowed to ride up to half a mile north, and half a mile south. Out in to open water, you are allowed to ride up to a mile west. (At this point, it would be a good idea to point to some form of landmark to give an approximate estimate as to how far half a mile and a mile would be for the customer).

Now, safety is our absolute number one priority here. With that being said, you absolutely MUST wear your life jacket at ALL TIMES while you are on your wave runner. This is a Florida State Law. Our other rule with regards to your safety is that you maintain a safe distance of AT LEAST 100 yards AWAY from everything else in the water. This includes other wave runners, boats, kayaks, paddleboards, any kind of other vessels, swimmers, etc. Again, this rule is simply for YOUR safety!

Now at this point, do you have any questions or concerns that you'd like to express? If not, then let's get you set up with your rental!

*Explaining Wave Runner Operations (Script for Safety Coordinator)*

Great day everyone! My name is \_\_\_\_\_ and I will be your safety coordinator for today! I will explain how to operate your vessel and answer any sort of questions you have in regards to your rental today.

Now, in order to get on your wave runner, you are going to step on from the back like so: (demonstrates how to board vessel). Whoever is going to be driving must get on first; passengers may only ride behind the driver.

This is your safety lanyard (hold up the lanyard). This lanyard acts as both your key as well as your shut off cord or "kill switch" as we call it. Drivers must wear this lanyard around your wrist at ALL TIMES. If you were to fall off of your wave runner, the lanyard will disconnect and shut off the engine immediately. Keep an eye on your lanyard and make sure it doesn't become tangled; if the lanyard pulls out unexpectedly, the engine will stop and you will come forward, similar to slamming the brakes on your car abruptly. Once you get back on the wave runner, just re-attach the lanyard like so (demonstrate wear to attach the lanyard on the wave runner).

The start and stop buttons for the engine are located on the right handlebar of the wave runner. Once your lanyard is attached, push the green button to start the engine. To stop the engine, push the red button that is underneath the green one. These wave runners accelerate using the throttle on the right handlebar, similar to pulling a trigger. In order to accelerate, pull on the throttle like so (demonstrate using the throttle).

Now, we have two VERY IMPORTANT things to keep in mind for operating the wave runners. In order to steer the wave runner, you MUST be pulling on the throttle to some extent. Therefore, DO NOT RELEASE THE THROTTLE IF YOU ARE TRYING TO STEER THE WAVE RUNNER. The other very important thing to know is that these wave runners DO NOT have brakes on them. If you would like to stop, you must slowly release the throttle until you become settled in the water. Again, to turn off the engine, just push the red button that is on the right handlebar.

If for any reason you feel like you need assistance with your wave runner, simply stop your engine with the red button, and wave your arms above your head. You also have whistles attached to your life jackets so you may use those to get my attention as well. I am here as your safety coordinator after all, and I will be in the water at all times in case anything should happen.

When your rental time is done, I will be the one to signal you to come back in through the channel, so you don't have to worry about keeping track of time.

At this point, does anybody have any questions? If not, let's get you all started with your rental!

Policy and Procedure For Internal Controls

1. Each day the attendant will receive an Attendant Daily Collection Sheet (See page 35). He/she will fill in his/her name, the section and the date.
2. Upon servicing a guest the beach attendant will fill in the number of chairs, umbrellas, clamshell, or daybeds rented by each customer on the Attendant Daily Collection Sheet. The attendant will also include the amount of cash collected, the chair/umbrella numbers, location and the time of the rental on this sheet.
3. The attendant will provide the guest with a receipt, which will be a 2-part receipt that has a sequence number at the top, he/she will collect money and give receipt. Receipts will have the equipment and prices pre-printed on the sheet. The attendant simply fills in the quantity of equipment used and the total of the sale. The attendant will give one copy to the guest and we will keep the original.
4. The beach supervisor will periodically check the Attendant's Daily Collection Sheet and ensure that all equipment that is being used has been accounted for on the sheet by counting each and every piece of beach equipment being used. The supervisor will periodically write descriptions of customers and check at a later time if equipment has been re-rented to determine that no equipment has been re-rented and not accounted for on the sheet. These periodic checks will be done during each cash collection by the supervisor as well as other various times during the day.
5. Up to five times, a day the beach supervisor will collect cash from each beach attendant. During this time the supervisor will add up all the rentals on the Attendant Daily Collection Sheet and will write these totals down in the Supervisor count column of this sheet. The supervisor will then write these totals as well as the amount of cash collected on the Supervisor Daily Collection Sheet (examples are provided on the following pages). The supervisor will make sure that the totals for the beach equipment rented match the actual cash collected. The name of the attendant, opening time, closing time and the time of the collections will also be included on the Supervisor Daily Collection Sheet. After all this information is recorded the attendant will sign this sheet. The attendant's signature certifies the amount of money and for what equipment the supervisor has collected. It will be the attendant's responsibility to count the cash before the supervisor collects it and

ensure that that correct total is written on the Supervisor Daily Collection Sheet.

6. At the end of each day the supervisor will put all of the sales information for the day on to the Excel Monthly Collection Summary Sheet (examples are provided on the following pages). The Monthly Collection Summary will track the number of rentals for each different kind of equipment as well as the cash collected at each section. The supervisor will then prepare a deposit slip, make the deposit at the bank and receive a validated deposit receipt.
7. To make it more convenient for the customer Boucher Brothers will accept MasterCard, Visa, American Express and Discover credit card for payment. The attendant will make an imprint of the credit card on a credit card sales slip and phone the supervisor to receive authorization. The supervisor will input the information in a wireless credit card terminal, receive an authorization number and relay that number to the attendant. Proper identification will also be required for credit card purchases.

**BOUCHER BROTHERS BEACH  
MANAGEMENT FOR LAUDERDALE, LLC**

**RENTAL VOUCHER**  
NO RAIN CHECKS  
NON-TRANSFERABLE

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Location: \_\_\_\_\_ Beach Chair \_\_\_\_\_ Beach Umbrella \_\_\_\_\_

Cabana: \_\_\_\_\_ Luxury Lounge: \_\_\_\_\_ Misc: \_\_\_\_\_

Day Bed: \_\_\_\_\_

**ALL RENTALS WILL BE COLLECTED AT 5:00 PM.**  
CAUTION: DO NOT ADJUST CHAIRS WHILE SITTING DOWN

**BOUCHER BROTHERS BEACH  
MANAGEMENT FOR LAUDERDALE, LLC**

**RENTAL PRICE LIST**

CHAISE LOUNGE.....	\$12.00	PER DAY
UMBRELLA.....	\$20.00	PER DAY
CABANA.....	\$15.00	PER DAY
DAY BED.....	\$40.00	PER DAY
LUXURY LOUNGE.....	\$15.00	PER DAY

FLAT RATE – NO EXCEPTIONS  
CONTACT PHONE # 954-520-4318  
305-218-1023





**Monthly Collection Summary**

		Weather	Beach Rentals Cash	Beach Rental Credit Card	Total Revenue	Monthly Total	Bank Deposit	Comments	chairs rented	umbrellas rented
Saturday	03/02/12									
Sunday	03/03/12									
Monday	03/04/12									
Tuesday	03/05/12									
Wednesday	03/06/12									
Thursday	03/07/12									
Friday	03/08/12									
Saturday	03/09/12									
Sunday	03/10/12									
Monday	03/11/12									
Tuesday	03/12/12									
Wednesday	03/13/12									
Thursday	03/14/12									
Friday	03/15/12									
Saturday	03/16/12									
Sunday	03/17/12									
Monday	03/18/12									
Tuesday	03/19/12									
Wednesday	03/20/12									
Thursday	03/21/12									
Friday	03/22/12									
Saturday	03/23/12									
Sunday	03/24/12									
Monday	03/25/12									
Tuesday	03/26/12									
Wednesday	03/27/12									
Thursday	03/28/12									
Friday	03/29/12									
Saturday	03/30/12									
Sunday	03/31/12									
Monday	04/01/12									

**Beach Maintenance Plan of Concession Area**

Boucher Brothers realizes the importance of a detailed maintenance and sanitation plan and knows the plan itself is only as good as its implementation. It will be the Beach Attendant's responsibility to make sure that all equipment in his/her area is in proper working order. Any equipment that is broken, ripped, has been vandalized or is in any other way less than acceptable for use by the public will be placed next to the storage area and the attendant will call the maintenance worker to pick it up. The supervisor will make sure that all attendants are checking the equipment daily to ensure that it is in acceptable condition. Once the maintenance worker has picked up damaged equipment it will be brought to a work area where it will either be repaired by him/her or sent out for repair. No equipment will be repaired on the beach unless it is a very minor repair (for example, replacing a screw). Once the equipment has been repaired it will be brought back to the section that it was removed from.

Every opening and closing beach attendant will be responsible for making sure his/her area is totally clean. Throughout the day attendants will also clean the beach as the need arises.

Boucher Brothers stresses to its employees the importance of having a clean beach with equipment in the proper working order. With the proper implementation of this plan beachgoers will be able to enjoy their day with exceptional equipment in a clean, friendly environment.

**Daily Maintenance and Cleanup**

During the morning set-up, beach attendants will begin their day by cleaning the entire area. All trash and litter will be discarded, and a net will be used to dispose of smaller trash such as cigarettes. Following a thorough cleaning, the sand will be raked, and the beach attendants will then begin to set up the equipment.

The attendant at each concession site will be responsible for cleaning the beach area at regular intervals throughout the day. Following a careful inspection of the site, the beach attendant will clean the beach, making sure that there is no debris left behind.

Communications

Concession staff will have cell phones, allowing for direct access to communicate with other concession staff and/or locations.

Security

As part of its uncompromising commitment to service, the company will work with the City to promote safety and security at the beach. Company staff members have established a good working relationship with the Hollywood Police Department's beach patrol officers, lifeguards and fire-rescue personnel.

Boucher Brothers personnel all have cell phones or walkie-talkies and are trained to quickly notify the proper authorities in the event of an emergency. Company employees have assisted law enforcement many times in the identification and apprehension of pickpockets, thieves and other criminals on the beach.

The company's beach crews are all trained and experienced in assisting people in distress, including reporting and helping to find lost children and personal property. Boucher Brothers philosophy is that it is a true partner with the City of Hollywood and that it is on the beach to serve the public to the best of its ability, to enhance the image of the City and its beaches and to promote rental activity necessary to fulfill its revenue commitment to the City. This philosophy also extends to a commitment to continually enhancing service with beach hoteliers.

Emergency Removal of Equipment from Premises

Boucher Brothers realizes the critical significance of having a comprehensive, manageable evacuation plan. Whether it be because of unsafe weather conditions, large scale special events or any other situation that may arise, Boucher Brothers will be able to quickly, safely remove and store all equipment in a secure location off the beach.

Environmental and Ecological Systems

The operation of beachfront concessions must include a balance between the needs of those who utilize our beaches and the preservation of our natural assets. As a family based organization, we take environmental responsibility very seriously. Boucher Brothers, having operated public beach concession services in Florida for 27 years, has complied with and, as per the City of Hollywood's RFP # 4547-17-RL, agrees to continue to abide by, the State of Florida Sea Turtle and Environmental regulations.

Concession Marketing Plans

Boucher Brothers is committed to a proactive approach to marketing the beachfront concession sites. This includes working in concert with City staff as well as appropriate representatives of resident groups, hoteliers, local tourism officials and other important stakeholders to accommodate needs and provide added value marketing to the City of Hollywood.

Type of Equipment

We take pride in providing equipment of the highest quality and crisp appearance and include herein some photographs of the equipment we currently utilize at other public concessions: lounge chairs; umbrellas; equipment cabana; and day beds. Because our experience has taught us that customers are drawn to quality materials, Boucher Brothers proposes to PURCHASE UP TO \$250,000 of EQUIPMENT for Hollywood if selected as concessionaire. Quality equipment will attract more customers and will increase revenues. We will also implement a luxury section.

All equipment is manufactured by one of the largest equipment suppliers in the United States. All proposed equipment type is currently in use and has been time tested. All proposed equipment will last at least the duration of the initial contract period and will be maintained accordingly for sanitation and aesthetics.

OutDesign Group  
100 East Linton Blvd  
Suite 403 A Delray Beach, FL 33483  
561.922.6160  
www.outdesigngroup.com

**Double and Single Luxury Lounger**  
Ocean Bed Frame with adjustable back

Ocean Bed frame: Sand Blasted Powder Coated Aluminum  
Frame finish: Multiple finish options available Manufactured in the USA





**Beach Strap Stacking Chaise Lounge**

Dimensions:  
24”w x 79”l x 12”h  
1” round extrusion

- Double wrapped virgin vinyl straps
- Finish & Strap: Numerous color options
- Sand Blasted Powder Coated Aluminum Frame with nylon foot glides and double pin support



**UMBRELLA**

Sole, Inc.  
8378 N.W. 56th Street  
Doral, FL 33166  
305-513-2603  
Item# UB516D, 7.5' Octagonal Push-Up Umbrella



**EQUIPMENT CABANA**



**WORK HUT**



**STORAGE HUT**



**Jet Skis**





AquaVault – Chair Safe  
20533 Biscayne Blvd, Suite 4947  
Aventura, FL 33180  
1800-939-0735



Kodak Waterproof Single Use Camera



Rental Rates for Services and Equipment

Standard Chair	\$ 10
Umbrella	\$ 20
Cabana/Windbreaker/Clamshell	\$ \$40, includes two chairs
Luxury Chair	\$ 15
Double Luxury Lounger	\$ 75 – 100, seasonal
Lotions	Between \$10 - \$20
Pads	\$ 3
Floats	\$ 10 - \$ 25
Jet Skis / Wave Runners Rental	\$ 90 ½ Hour - \$ 180 Hour
Jet Ski / Waver Runner Tours	\$ 200 1 Hour - \$ 350 2 Hours
AquaVault Chair Safe (if permitted)	\$ 6
Snorkeling Equipment (if permitted)	\$ 15 - \$ 20
Branded Hollywood Towels (if permitted)	\$ 25
Disposable Waterproof Camera (if permitted)	\$ 20
Kayaks (if permitted)	\$ 40 – up to 1 Hour
Paddle Boards (if permitted)	\$ 40 – up to 1 Hour

Rates remain the same for full day, half day and any portion of a day. Prices are subject to change with city approval.

Boucher Brothers is also pleased to offer the following membership program for regular beachgoers:

OPTIONS	ANNUAL	6 MONTHS
2 Lounge chairs or 2 folding chairs and an umbrella or cabana	\$850	\$475
2 Lounge chairs and 1 Umbrella	\$700	\$400
2 Folding chairs and 1 Umbrella	\$600	\$350
2 Lounge chairs - no umbrella	\$500	\$300
2 Folding chairs - no umbrella	\$400	\$250
Shade package- 1 Umbrella ONLY	\$350	NOT AVAILABLE

### Hurricane/Storm Procedures

Evacuations or removals occur in varying degrees and not all are hurricane or tropical storm related.

All require anticipation and preparation, with the following goals in no particular order:

1. Not interfere with City's ongoing activities/plans.
2. Cause as little inconvenience to beachgoers as possible.
3. Remove and store equipment in a manner that allows the fastest restoration of beach concession operations.
4. Coordinate with Beach Safety and especially Beach Maintenance for scheduling.
5. Understanding of restrictions in place during Turtle Season and procedures to be followed for special permission or waivers.
6. Forecasts of sustained high wind events may require a pre-emptive movement of equipment. The type and amount of equipment to be relocated or removed and stored will be determined by a number of factors.
  - Force of wind
  - Direction of wind
  - Duration of Event
  - Tide levels
  - Time of year

Boucher Brothers has storage space on Hollywood Beach at 101 N Ocean Drive, as well as access to garage storage at Hollywood Beach Towers (301 Harrison Street) and the Hollywood Beach Marriott. This is adequate capacity for all rental equipment.

Boucher Brothers has done various levels of evacuation dating back to Hurricane Andrew in 1992 through super storm Sandy. We know what works and what does not as a result of 25 years of first hand experience on Hollywood beach.

We are able to remove and store all rental equipment in four (4) hours maximum on short notice. Concession stands will be transported when necessary by Superior Towing, the City of Hollywood's contracted vendor and stored at their facility. The concession stands are built to Dade County Hurricane Code and are designed to be easily moved with minimal assistance from Beach Maintenance.

**PRICING AND FEE**

This RFP states that, The City of Hollywood is looking for someone to provide high quality beach concession services. The services are to be at a high quality when compared to operations locally and nationally.

The above is the only way Boucher Brothers knows how to run a beach; offer five star equipment and five star services to residents and guests alike. This type of equipment and service comes at a cost. It’s not feasible to offer high quality beach equipment and high quality service and pay a significant rent to the City.


Based on the equipment needs of Hollywood, we anticipate spending up to \$250,000 on beach equipment. We already offer competitive wages and health benefits to all our employees.

Please refer to the below fee schedule for the annual minimum guarantee to the City of Hollywood to be paid by the Boucher Brothers.

YEAR	Min Annual Guarantee	
1	\$130,000.00	
2	\$136,500.00	5% Increase from previous year
3	\$143,325.00	5% Increase from previous year
4	\$150,491.25	5% Increase from previous year
5	\$158,015.81	5% Increase from previous year
<b>Subtotal</b>	<b>\$718,332.06</b>	Total paid to City years 1-5
6	173, 817.39	10% Increase from previous year
7	\$182,508.26	5% Increase from previous year
8	\$191,633.68	5% Increase from previous year
<b>TOTAL</b>	<b>\$1,092,474.00</b>	Total paid to City years 1-8

**PROOF OF INSURABILITY:**

Boucher Brothers has the ability to obtain insurance in order to satisfy the insurance requirements of this RFP. Attached please find a Sample Certificate from our Insurance Carrier; Jackson Insurance Agency.

ACORD®		CERTIFICATE OF LIABILITY INSURANCE				DATE (MM/DD/YYYY) 10/10/2014													
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>																			
<p>PRODUCER Jackson Insurance Agency 2075 West 76th St Hialeah FL 33016</p>				<p>CONTACT NAME: <b>Fannie Bees</b> PHONE (A/C, No. Ext.): (305)824-3464 FAX (A/C, No.): (305)822-8535 E-MAIL ADDRESS: <b>fbees@jacksonagency.com</b></p>															
<p>INSURED Boucher Brothers Management Inc. 1451 Ocean Drive Suite 205 Miami Beach FL 33139</p>				<p>INSURER(S) AFFORDING COVERAGE</p> <table border="1"> <tr> <th>INSURER</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A <b>ATX Specialty Ins Co.</b></td> <td>12833</td> </tr> <tr> <td>INSURER B <b>Torus Specialty Ins Co.</b></td> <td>44776</td> </tr> <tr> <td>INSURER C <b>Prime Insurance Company</b></td> <td>12588</td> </tr> <tr> <td>INSURER D <b>Essex Insurance Co.</b></td> <td>39020</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>		INSURER	NAIC #	INSURER A <b>ATX Specialty Ins Co.</b>	12833	INSURER B <b>Torus Specialty Ins Co.</b>	44776	INSURER C <b>Prime Insurance Company</b>	12588	INSURER D <b>Essex Insurance Co.</b>	39020	INSURER E:		INSURER F:	
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<p>COVERAGES CERTIFICATE NUMBER 2014-2015 REVISION NUMBER:</p> <p>THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.</p>																			
INSR LTR	TYPE OF INSURANCE	ADDITIONAL SUBR. INSR. NO. (S)	POLICY NUMBER	POLICY EFF. (MM/DD/YYYY)	POLICY EXP. (MM/DD/YYYY)	LIMITS													
A	<p>GENERAL LIABILITY</p> <p><input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY</p> <p><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR</p> <p><input checked="" type="checkbox"/> Misc. Prop Rental</p> <p>GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC</p>		L1JA32803500	06/13/2014	06/13/2015	<p>EACH OCCURRENCE \$ 1,000,000</p> <p>DAMAGE TO RENTED PREMISES (Per occurrence) \$ 100,000</p> <p>MED EXP (Any one person) \$ Excluded</p> <p>PERSONAL &amp; ADV INJURY \$ 1,000,000</p> <p>GENERAL AGGREGATE \$ 2,000,000</p> <p>PRODUCTS - COMPROP AGG \$ 1,000,000</p> <p>Liquor Liability Aggregate \$ 1,000,000</p>													
B	<p>AUTOMOBILE LIABILITY</p> <p><input type="checkbox"/> ANY AUTO</p> <p><input type="checkbox"/> ALL OWNED AUTOS</p> <p><input type="checkbox"/> HIRER AUTOS</p> <p><input type="checkbox"/> SCHEDULED AUTOS</p> <p><input type="checkbox"/> NON-OWNED AUTOS</p> <p><input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR</p> <p><input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE</p> <p>DED: RETENTION \$</p> <p>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in RW) <input type="checkbox"/> Y/N N/A</p> <p>If yes, describe under DESCRIPTION OF OPERATIONS below</p>		2696D140ALI Scheduled Locations Only	06/13/2014	06/13/2015	<p>COMBINED SINGLE LIMIT (Per accident) \$</p> <p>BODILY INJURY (Per person) \$</p> <p>BODILY INJURY (Per accident) \$</p> <p>PROPERTY DAMAGE (Per accident) \$</p> <p>EACH OCCURRENCE \$ 4,000,000</p> <p>AGGREGATE \$ 4,000,000</p> <p>Products/Completed Ops \$ 4,000,000</p>													
C	Pers. Watercraft Rental		BC1403385-0	06/13/2014	06/13/2015	<p>General Aggregate 1,000,000</p>													
D	Inland Marine		IMR08070	07/11/2014	07/11/2015	<p>Misc. Property Floater 873,015</p>													
<p>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required) This certificate is solely for the use as "Evidence of Insurance"</p>																			
<p>CERTIFICATE HOLDER</p> <p>Sample Certificate Boucher Brothers Management 1451 Ocean Drive Miami Beach, FL 33139</p>				<p>CANCELLATION</p> <p>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</p> <p>AUTHORIZED REPRESENTATIVE</p> <p>Ed Jackson/FANNIE </p>															



City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**ACKNOWLEDGMENT AND SIGNATURE PAGE**

This form must be completed and submitted by the date and the time of bid opening.

Legal Company Name (include d/b/a if applicable): Boucher Brothers Management Inc - Boucher Brothers Hollywood Beach, LLC Federal Tax Identification Number: 65-0084415

If Corporation - Date Incorporated/Organized: FEBRUARY 6, 1998

State Incorporated/Organized: FLORIDA

Company Operating Address: 1451 OCEAN DRIVE, SUITE 205

City HOLLYWOOD State FL Zip Code 33139

Remittance Address (if different from ordering address): \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Company Contact Person: PERRY BOUCHER Email Address: pboucher2@gmail.com

Phone Number (include area code): 305-535-8111 Fax Number (include area code): 305-538-3288

Company's Internet Web Address: www.boucherbrothers.com

IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/PROPOSER CERTIFIES ACCEPTANCE OF THE TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/PROPOSER SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/PROPOSER FURTHER AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN THE SOLICITATION.

 \_\_\_\_\_ Date: 6.7.17

Type or Print Name: JAMES R. BOUCHER

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/PROPOSER TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLDHARMLESS/INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FROM THE AWARD PROCESS.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

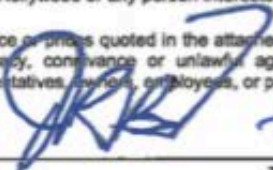
**NON-COLLUSION AFFIDAVIT**

STATE OF: Florida

COUNTY OF: Broward, being first duly sworn, deposes and says that:

- (1) He/she is JAMES R. BOUCHER of Boucher Brothers et al the Bidder that has submitted the attached Bid. AND Boucher Brothers Hollywood Beach, LLC
- (2) He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;
- (3) Such Bid is genuine and is not a collusion or sham Bid;
- (4) Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Bidder, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Bidder, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
- (5) The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Bidder or any of its agents, representatives, partners, employees, or parties in interest, including this affiant.

(SIGNED) \_\_\_\_\_



PRESIDENT / CEO  
Title

Failure to sign or changes to this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA  
STATUTES ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR  
OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

*Boucher Brothers  
Hollywood Bad,  
LLC AND*

1. This form statement is submitted to City of Hollywood  
by Boucher Brothers et al for JAMES P. BOUCHER  
(Print individual's name and title) (Print name of entity submitting sworn statement)  
whose business address is 1451 OCEAN DRIVE SUITE 205 HOLLYWOOD, FL 33139  
and if applicable its Federal Employer Identification Number (FEIN) is 650884402 if the entity has no FEIN,  
include the Social Security Number of the individual signing this sworn statement.

2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime, or
2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)

Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

\_\_\_\_\_ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

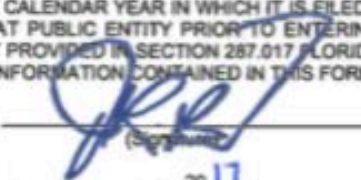
I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Sworn to and subscribed before me this 7 day of June, 2017.

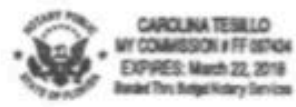
Personally known JAMES R. Boucher

Or produced identification \_\_\_\_\_ Notary Public-State of Florida

(Type of identification) \_\_\_\_\_ my commission expires 3/22/2018



(Printed, typed or stamped commissioned name of notary public)



**Failure to sign or changes to this page shall render your bid non-responsive.**

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER  
RESPONSIBILITY MATTERS**

The applicant certifies that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of Federal benefits by a State or Federal court, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction, violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.

Applicant Name and Address:

Boucher Brothers et al Ans Boucher Brothers Hollywood Beach, LLC  
1451 OCEAN DRIVE, SUITE 205  
MIAMI BEACH, FL 33139

Application Number and/or Project Name:

(305) 535. 8177

Applicant IRS/Vendor Number: 65. 0884415

Type/Print Name and Title of Authorized Representative:

JAMES R. GOLDSMITH, President/CEO

Signature: 

Date: 6/7/17

**Failure to sign or changes to this page shall render your bid non-responsive.**

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**DRUG-FREE WORKPLACE PROGRAM**

**IDENTICAL TIE BIDS** - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

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 employee 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 these requirements.

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

  
VENDOR'S SIGNATURE

JAMES R. BOUCHER  
PRINTED NAME

Boucher Brothers et al and Boucher Brothers Hollywood Beach, LLC  
NAME OF COMPANY

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY**

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby". The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."


The City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, vendor, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

- Real property or its use,
- Tangible or intangible personal property, or its use,
- A preferential rate or terms on a debt, loan, goods, or services,
- Forgiveness of indebtedness,
- Transportation, lodging, or parking,
- Food or beverage,
- Membership dues,
- Entrance fees, admission fees, or tickets to events, performances, or facilities,
- Plants, flowers or floral arrangements
- Services provided by persons pursuant to a professional license or certificate.
- Other personal services for which a fee is normally charged by the person providing the services.
- Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, vendor, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

  
\_\_\_\_\_  
SIGNATURE

James R. Boucher  
\_\_\_\_\_  
PRINTED NAME

Boucher Brothers et al      President/CEO  
\_\_\_\_\_  
NAME OF COMPANY      TITLE

Boucher Brothers Hollywood Beach, LLC

Failure to sign this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-R

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

1. This form statement is submitted to CITY OF HOLLYWOOD  
by A & A BEACH SERV. INC. for AL SCHEFLOW  
(Print individual's name and title) (Print name of entity submitting sworn statement)  
whose business address is 101 N OCEAN DR HOLLYWOOD, FL  
and if applicable its Federal Employer Identification Number (FEIN) is 63246083 the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement.

2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime, or
2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5 I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)

Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.



City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

  
(Signature)

Sworn to and subscribed before me this 6 day of June, 2017.

Personally known AL SCHEFLOW

Or produced identification \_\_\_\_\_ Notary Public-State of FLORIDA

(Type of identification) \_\_\_\_\_ my commission expires 6/21/19

MARCIA L. ALT  
(Printed, typed or stamped commissioned name of notary public)



Failure to sign or changes to this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-R

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**NON-COLLUSION AFFIDAVIT**

STATE OF: Florida

COUNTY OF: Bloward, being first duly sworn, deposes and says that:

- (1) He/she is Al Scheflow of AA Beach Services, the Bidder that has submitted the attached Bid.
- (2) He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;
- (3) Such Bid is genuine and is not a collusion or sham Bid;
- (4) Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Bidder, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Bidder, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
- (5) The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

(SIGNED)  \_\_\_\_\_  
Title VP

Failure to sign or changes to this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER  
RESPONSIBILITY MATTERS**

The applicant certifies that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of Federal benefits by a State or Federal court, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction, violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.

Applicant Name and Address:

A & A Beach Services  
101 N Ocean Dr # 135  
Hollywood, FL 33019

Application Number and/or Project Name:

754 925 4332

Applicant IRS/Vendor Number: 59-2736003

Type/Print Name and Title of Authorized Representative:

Al Schoffow VP

Signature:  Date: 6/4/17

Failure to sign or changes to this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY**

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby." The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."


The City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, vendor, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

- Real property or its use,
- Tangible or intangible personal property, or its use,
- A preferential rate or terms on a debt, loan, goods, or services,
- Forgiveness of indebtedness,
- Transportation, lodging, or parking,
- Food or beverage,
- Membership dues,
- Entrance fees, admission fees, or tickets to events, performances, or facilities,
- Plants, flowers or floral arrangements
- Services provided by persons pursuant to a professional license or certificate.
- Other personal services for which a fee is normally charged by the person providing the services.
- Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, vendor, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

  
\_\_\_\_\_  
SIGNATURE

Al Schoffau  
\_\_\_\_\_  
PRINTED NAME

A&A Beach Services  
\_\_\_\_\_  
NAME OF COMPANY

VP  
\_\_\_\_\_  
TITLE

Failure to sign this page shall render your bid non-responsive.

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017


City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

### DRUG-FREE WORKPLACE PROGRAM

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

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 employee 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 these requirements.

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

  
VENDOR'S SIGNATURE

Al Schoffers  
PRINTED NAME

A&A Beach Services  
NAME OF COMPANY

References

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

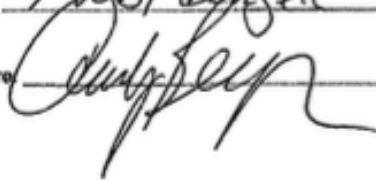
REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Boucher Brothers Beach Service  
 Firm giving Reference: Edgewater Beach Resort / Longboat Key Club  
 Address: \_\_\_\_\_  
 Phone: 561 279-9900  
 Fax: \_\_\_\_\_  
 Email: Andy.Baeger @ OPLHotels.com

1. Q: What was the dollar value of the contract?  
A: IN excess of \$450,000.00
2. Q: Have there been any change orders, and if so, how many?  
A: N/A
3. Q: Did they perform on a timely basis as required by the agreement?  
A: YES
4. Q: Was the project manager easy to get in contact with?  
A: YES
5. Q: Would you use them again?  
A: YES
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: One of the best vendors we have ever dealt with.

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Andy Baeger Title: V.P.  
 Signature:  Date: 6/5/17

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Boucher Brothers

Firm giving Reference: Park Concession Management LLC

Address: 20 N. Michigan Ave, suite 400

Phone: 312 456 7028

Fax: 312 456 0056

Email: tracy.mckenzie@cbre.com

1. Q: What was the dollar value of the contract?

A: BB pays 13% of sales to us as fees.

2. Q: Have there been any change orders, and if so, how many?

A: No

3. Q: Did they perform on a timely basis as required by the agreement?

A: yes

4. Q: Was the project manager easy to get in contact with?

A: yes

5. Q: Would you use them again?

A: yes

6. Q: Overall, what would you rate their performance? (Scale from 1-5)

A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable

7. Q: Is there anything else we should know, that we have not asked?

A: Flexible and responsive, one of our best vendors.

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Tracy McKenzie Title: General Manager

Signature:  Date: 5/5/17

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: BOUCHER BROTHERS MIAMI BEACH LLC

Firm giving Reference: CITY OF MIAMI BEACH

Address: 1700 CONVENTION CENTER DRIVE, MIAMI BEACH, FL  
33139

Phone: (305) 673-7193

Fax: N/A

Email: MARKMILISITS@MIAMI BEACH FL. GOV

1. Q: What was the dollar value of the contract?

A: \$ 1,000,000+

2. Q: Have there been any change orders, and if so, how many?

A: THERE HAVE BEEN A FEW MODIFICATIONS TO THE CONTRACT,

3. Q: Did they perform on a timely basis as required by the agreement?

A: YES AS APPROVED BY THE CITY

4. Q: Was the project manager easy to get in contact with?

A: YES MANAGER, AND AS CONTEMPLATED WITHIN THE AGREEMENT.

5. Q: Would you use them again?

A: YES

6. Q: Overall, what would you rate their performance? (Scale from 1-5)

A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable

7. Q: Is there anything else we should know, that we have not asked?

A: THE CITY RECENTLY RENEWED THE AGREEMENT IN NOVEMBER 2016.

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interferences/collusion.

Name: MARK MILISITS Title: ASSET MANAGER

Signature: Mark Milisits Date: 6/5/17



City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**REFERENCE QUESTIONNAIRE**

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Boucher Brothers

Firm giving Reference: City of Virginia Beach, Resort Management Office

Address: 2101 Parks Ave

Phone: 757-385-4800

Fax: 757-422-3666

Email: MEASON@vb.gov.com

1. Q: What was the dollar value of the contract?  
A: The City received a franchise for top Sunrise Beach Service Boucher Brothers to operate on public property.
2. Q: Have there been any change orders, and if so, how many?  
A: No
3. Q: Did they perform on a timely basis as required by the agreement?  
A: Yes
4. Q: Was the project manager easy to get in contact with?  
A: Yes
5. Q: Would you use them again?  
A: Yes
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: No

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: MIKE EASON Title: Resort Administrator

Signature:  Date: 6/2/17

City of Hollywood, Florida

BM RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**REFERENCE QUESTIONNAIRE**

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: A & A Beach Services

Firm giving Reference: JACK MATHEISON

Address: 4425 SW 27 TERR, FORT LAUDERDALE FL

Phone: 954-593-3842

Fac: \_\_\_\_\_

Email: JMATHEISON@BELL SOUTH.NET

1. Q: What was the dollar value of the contract?  
A: Beach Services for Hollywood \$55,000 YR
2. Q: Have there been any change orders, and if so, how many?  
A: No
3. Q: Did they perform on a timely basis as required by the agreement?  
A: YES
4. Q: Was the project manager easy to get in contact with?  
A: We had Excellent Relationship
5. Q: Would you use them again?  
A: YES
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: I had a 15 yr working relationship that was excellent

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: JACK MATHEISON Title: ASSIST DIRECTOR (RETIRED)

Signature:  Date: 6/5/17

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**REFERENCE QUESTIONNAIRE**

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Giving reference for: A&A Beach Services

Firm giving Reference: Hollywood Beach Tower

Address: 301 Harrison St Hollywood FL 33019

Phone: 954 920 5133

Fax: 954 923 9646

Email: \_\_\_\_\_

1. Q: What was the dollar value of the contract?  
A: Varies
2. Q: Have there been any change orders, and if so, how many?  
A: NA
3. Q: Did they perform on a timely basis as required by the agreement?  
A: Yes
4. Q: Was the project manager easy to get in contact with?  
A: Yes
5. Q: Would you use them again?  
A: Yes
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: see attached letter

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: VVA SAINT LOUIS Title: General Manager

Signature:  Date: 6/6/2017

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL


**REFERENCE QUESTIONNAIRE**

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: AeA Beach Services  
 Firm giving Reference: Margaritaville Hollywood Beach Resort  
 Address: 1111 N. Ocean Blvd  
 Phone: 954-874-4445  
 Fax: \_\_\_\_\_  
 Email: CFARMER@MHBR.COM

1. Q: What was the dollar value of the contract?  
A: \_\_\_\_\_
2. Q: Have there been any change orders, and if so, how many?  
A: Yes - second year terms
3. Q: Did they perform on a timely basis as required by the agreement?  
A: Yes
4. Q: Was the project manager easy to get in contact with?  
A: Yes
5. Q: Would you use them again?  
A: Yes - renewed
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: Flexible & Knowledgeable

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Case Farmer Title: General Manager  
 Signature:  Date: 6/5/2017



## City of Virginia Beach

[VBgov.com](http://VBgov.com)

RESORT MANAGEMENT, SPECIAL EVENTS OFFICE  
(757) 585-4800  
FAX (757) 422-3666  
TTY: 711

TOWNE SQUARE BUILDING  
2101 PARKS AVENUE, SUITE 502  
VIRGINIA BEACH, VA 23461

June 5, 2017

To Whom It May Concern:

It is with great pleasure that I write this letter of recommendation for the Boucher Brothers. Several years ago, the City of Virginia Beach separated the beach equipment operations from the life guard service and utilized an open procurement process to select a new beach equipment operator.

Several companies were interviewed however, the Boucher Brothers were awarded the franchise based upon their experience and reputation for providing quality service. The Boucher Brothers currently manage the two and a half mile beach rental operation between April and October. They have made several rental equipment and service recommendations and implemented changes that have enhanced the overall experience of our visitors.

In addition, the Boucher Brothers have always responded in a timely manner to any customer issues which have been very few. During the last five years their audited financial statements have shown an increase in sales each year.

I would recommend them to any municipal or private entity.

Sincerely,

Mike Eason  
Resort Administrator

City of Hollywood, Florida

Bid RFP-4547-17-RL

Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Boucher Brothers

Firm giving Reference: Kevin Speidel

Address: 2574 Jardin PL, Weston, FL 33327

Phone: 305-395-0055

Fax: \_\_\_\_\_

Email: Kevin.Speidel@Hilton.com

1. Q: What was the dollar value of the contract?  
A: VARIOUS
2. Q: Have there been any change orders, and if so, how many?  
A: N/A
3. Q: Did they perform on a timely basis as required by the agreement?  
A: Yes
4. Q: Was the project manager easy to get in contact with?  
A: ALWAYS
5. Q: Would you use them again?  
A: Yes
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: \_\_\_\_\_

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Kevin Speidel Title: VP Resort Operations

Signature:  Date: 6/7/17

City of Hollywood, Florida Bid RFP-4547-17-RL

Issue Date: May 10, 2017 City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**REFERENCE QUESTIONNAIRE**

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Boucher Bros

Firm giving Reference: J.R. United INDUSTRIES

Address: 6100 HOLLYWOOD BLVD Suite B12

Phone: 305-933-7100


Fax: \_\_\_\_\_

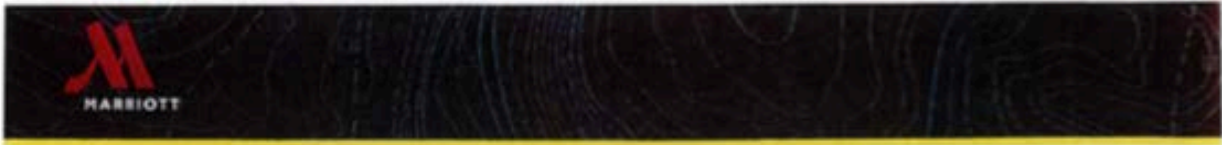
Email: Salo@JRunited.com

1. Q: What was the dollar value of the contract?  
A: \$ 200,000
2. Q: Have there been any change orders, and if so, how many?  
A: NONE
3. Q: Did they perform on a timely basis as required by the agreement?  
A: YES
4. Q: Was the project manager easy to get in contact with?  
A: YES
5. Q: Would you use them again?  
A: ONLY and ALWAYS
6. Q: Overall, what would you rate their performance? (Scale from 1-5)  
A:  5 Excellent  4 Good  3 Fair  2 Poor  1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?  
A: I Believe they are the best in the Industry

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: SALO Grastfeld Title: CEO

Signature:  Date: 06/07/2017



June 5, 2017

City of Hollywood  
2600 Hollywood Boulevard  
Hollywood, FL 33020-4807

RE: Boucher Brothers Beach Concession Services

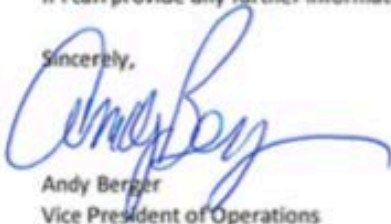
To Whom It May Concern:

I am writing to recommend Boucher Brothers as a candidate for the City of Hollywood's beach concession services. As Vice President of Operations for Hollywood Beach Marriott, I would like to see them awarded the beach concession contract with the City of Hollywood.

We have been pleased with Boucher Brothers and the exceptional customer service they offer at other hotels that we run. The staff is knowledgeable, courteous and friendly and they provide the most competitive rates in town. I have no doubt Boucher Brothers would be a valuable asset to the City of Hollywood and I give my highest recommendation.

If I can provide any further information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink that reads 'Andy Berger'. The signature is fluid and cursive, with the first name 'Andy' being more prominent.

Andy Berger  
Vice President of Operations



# *The* **DIPLOMAT** BEACH RESORT

June 5, 2017

*Dear Sir/Madam:*

*Letter of Reference for Boucher Brothers Management, Inc.*

I would like to take this opportunity to recommend an important preferred provider, Boucher Brothers, who actually functions as a partner with us at The Diplomat Beach Resort. The Boucher Brothers have been handling our Beach services and watersports activities since June 2007.

The Boucher Brothers and staff share our Diplomat tradition and take great pride in offering the highest levels of service to both our transient and group guests that visit our Resort. The Boucher Brothers staff works alongside with our Managers and Pool Ambassadors to provide excellent service to our guest.

Please do not hesitate to contact me personally in the event you would like any additional information that might assist you with your determination regarding selecting a preferred provider.

Sincerely,



Ed Walls  
General Manager  
The Diplomat Beach Resort

EMW/lms



## MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, [www.miamibeachfl.gov](http://www.miamibeachfl.gov)

TOURISM, CULTURE AND ECONOMIC DEVELOPMENT DEPARTMENT  
Office of Real Estate  
Tel: 305-673-7193 / Fax: 305-673-7033

June 6, 2017

**Subject: Letter of Recommendation**

**Re: Concession Agreement by and between the City of Miami Beach (the "City") and Boucher Brothers Miami Beach LLC (the "Concessionaire) dated February 2, 2012 (the "Agreement")**

To Whom It May Concern:

I would like to recommend Boucher Brothers for the management and operation of beachfront concessions. Boucher Brothers has managed the City of Miami Beach public beachfront concessions, including beach equipment, food & beverages and water sports, for sixteen years.

The Boucher Brothers have worked side by side with the City of Miami Beach to improve the quality and appeal of our public beaches. The experience enjoyed by our residents and visitors allows us to promote our beaches as a premier, world-class destination.

Should you require any information, feel free to contact me at (305) 673-7193.

Sincerely,



Mark M. Milisits, RPA  
Asset Manager



June 4, 2017

To whom it may Concern:

Al Schefflow has been providing services for The Hollywood Beach Towers since it's opening in 1980. His firm has managed our sail and powerboat amenities, pool service with attendants and kept our guests happy with beach rentals. A&A Beach Services is our oldest vendor and we are happy to have done business with them for the past 37 years. Please contact me if you need further information.

Sincerely



Yva Saint Louis  
General Manager

**Florida Fish and Wildlife Conservation Commission Livery License**



**CPR and Frist Aid Certifications**

HEARTSAVER FIRST AID CPR AED		HEARTSAVER FIRST AID CPR AED	
<p>PEEL HERE</p>	<p><b>Heartsaver® First Aid CPR AED</b></p> <p><b>PERRY BOUCHER</b></p> <p>The above individual has successfully completed the objectives and skills evaluations in accordance with the curriculum of the AHA Heartsaver First Aid CPR AED Program. Optional completed modules are those NOT marked out.</p> <p> <small>Child CPR AED</small> <small>Infant CPR</small> <small>Adult</small>  <b>JUNE 2016</b> <b>JUNE 2018</b> </p> <p><small>Issue Date</small> <small>Recommended Renewal Date</small></p>	<p><b>American Heart Association</b></p> <p>Training Center Name: <b>NATIONWIDE HEALTH LLC</b> ID # <b>FL20236</b>            TC Info: <b>1000 W. MCNAB RD, SUITE 107</b>  <b>POMPANO BCH, FL 33069 954-943-8002</b></p> <p>Course Location: <b>ELITE HEALTHCARE TRNG 561-703-8201</b></p> <p>Instructor Name: <b>DUSTIN KONKAL</b> Inst: <b>3000734427</b></p> <p>Holder's Signature</p> <p><small>© 2015 American Heart Association. Tampering with this card will alter its appearance. 15-1812</small></p>	
	<p>Strike through the modules <b>NOT</b> completed. This card contains unique security features to protect against forgery.</p>		

15-1812 2/16

HEARTSAVER FIRST AID CPR AED		HEARTSAVER FIRST AID CPR AED	
<p>PEEL HERE</p>	<p><b>Heartsaver® First Aid CPR AED</b></p> <p><b>CESAR ALBAREZ</b></p> <p>The above individual has successfully completed the objectives and skills evaluations in accordance with the curriculum of the AHA Heartsaver First Aid CPR AED Program. Optional completed modules are those NOT marked out.</p> <p> <small>Child CPR AED</small> <small>Infant CPR</small> <small>Adult</small>  <b>JUNE 2016</b> <b>JUNE 2018</b> </p> <p><small>Issue Date</small> <small>Recommended Renewal Date</small></p>	<p><b>American Heart Association</b></p> <p>Training Center Name: <b>NATIONWIDE HEALTH LLC</b> ID # <b>FL20236</b>            TC Info: <b>1000 W. MCNAB RD, SUITE 107</b>  <b>POMPANO BCH, FL 33069 954-943-8002</b></p> <p>Course Location: <b>ELITE HEALTHCARE TRNG 561-703-8201</b></p> <p>Instructor Name: <b>DUSTIN KONKAL</b> Inst: <b>3000734427</b></p> <p>Holder's Signature</p> <p><small>© 2015 American Heart Association. Tampering with this card will alter its appearance. 15-1812</small></p>	
	<p>Strike through the modules <b>NOT</b> completed. This card contains unique security features to protect against forgery.</p>		

15-1812 2/16





















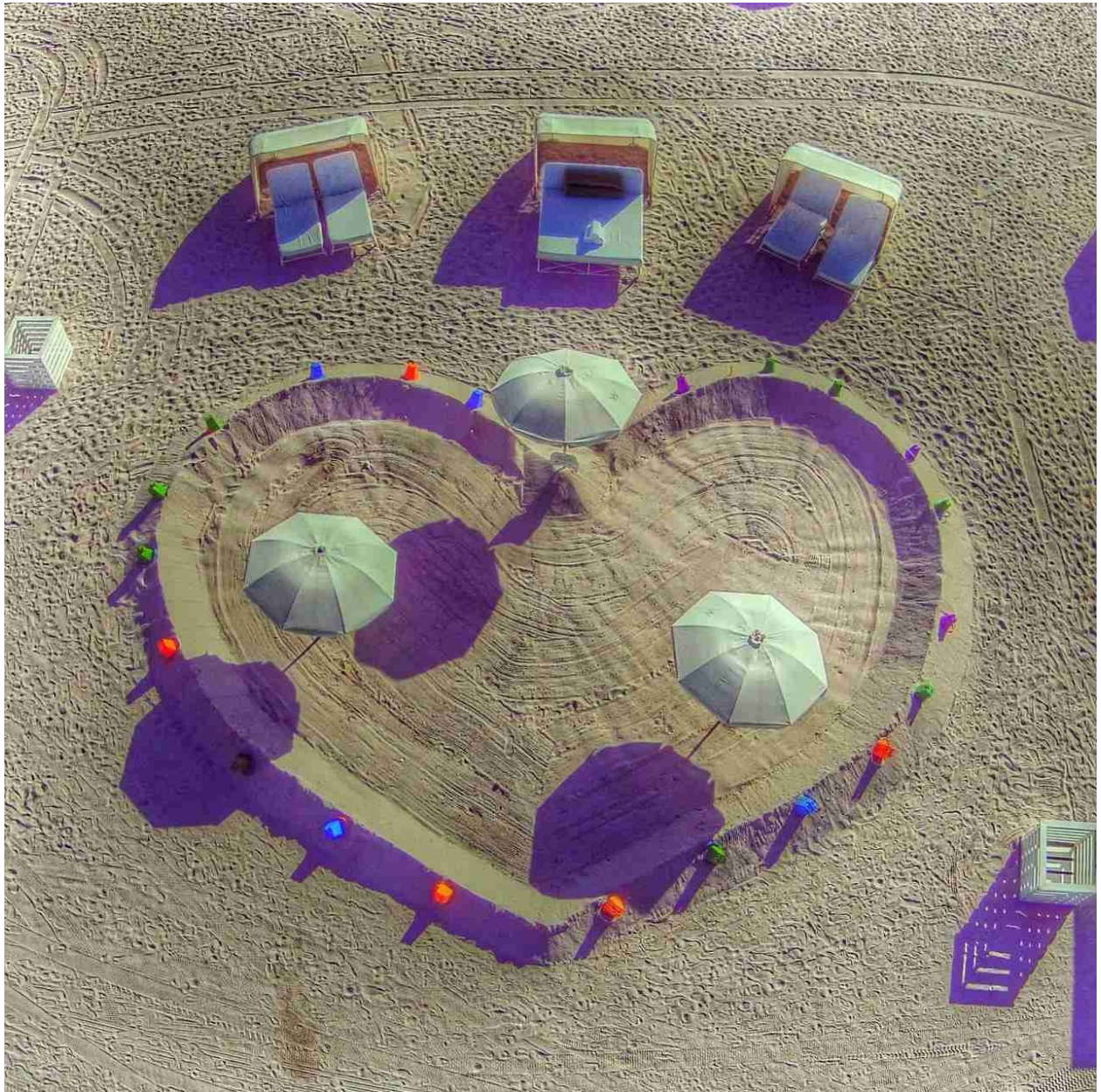
















Breast Cancer Umbrella. We had ribbons set up on over 30 of our partners beaches to help spread awareness

Lummus Park

South Beach, FL

















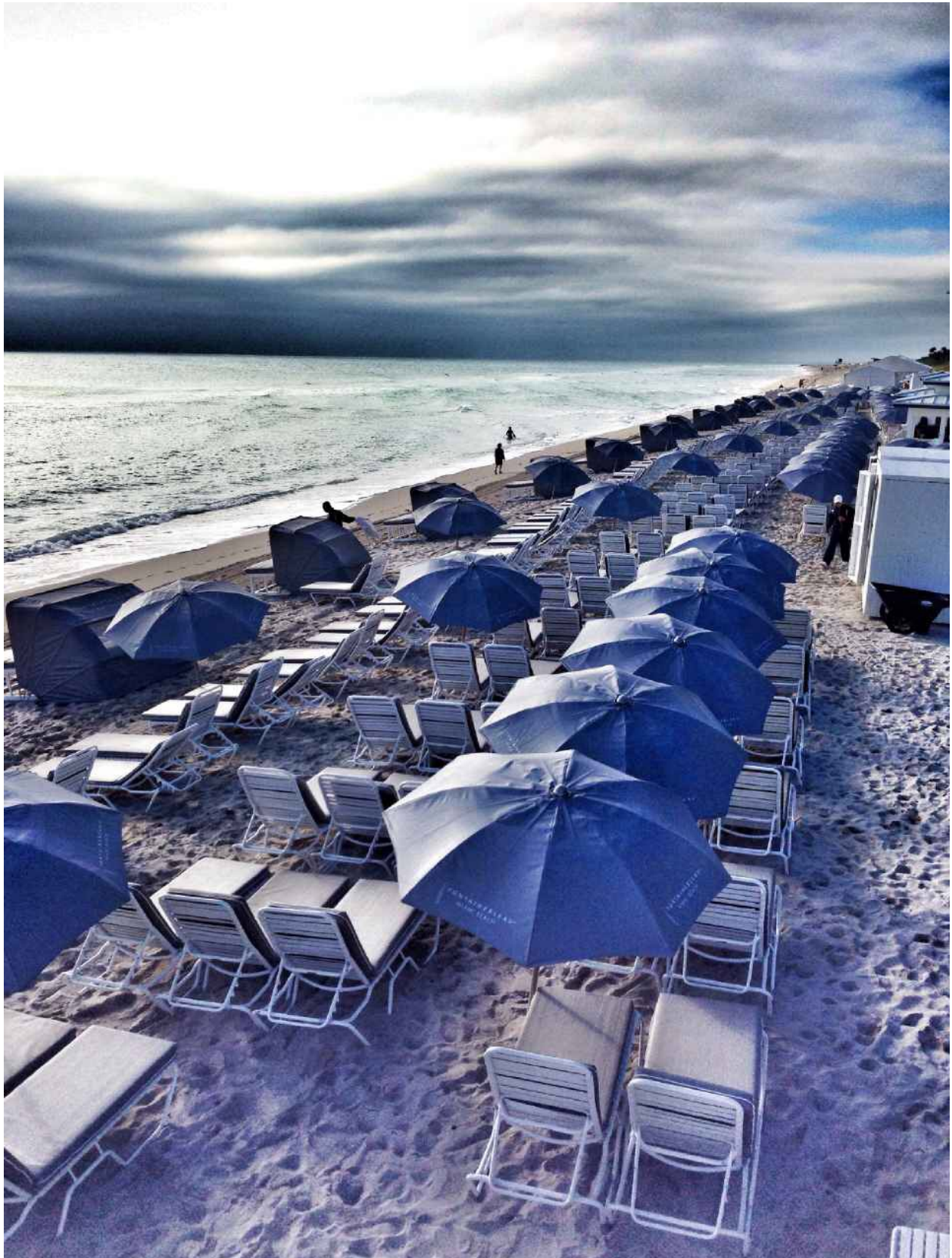
The James Hotel

Miami Beach, FL

















Issue Date: May 10, 2017

City of Hollywood, Florida  
Solicitation #RFP-4547-17-RL

**HOLD HARMLESS AND INDEMNITY CLAUSE**

Boucher Brothers Hollywood Beach, LLC and James R Boucher

the contractor, shall indemnify, defend and hold harmless the City of Hollywood, its elected and appointed officials, employees and agents for any and all suits, actions, legal or administrative proceedings, claims, damage, liabilities, interest, attorney's fees, costs of any kind whether arising prior to the start of activities or following the completion or acceptance and in any manner directly or indirectly caused, occasioned or contributed to in whole or in part by reason of any act, error or omission, fault or negligence whether active or passive by the contractor, or anyone acting under its direction, control, or on its behalf in connection with or incident to its performance of the contract.

JRB  
SIGNATURE

JAMES R Boucher  
PRINTED NAME

Boucher Brothers Hollywood Beach, LLC      6/8/17  
COMPANY OF NAME      DATE

**Failure to sign or changes to this page shall render your bid non-responsive.**