

Rick's Boat Tours
DBA The Saint Hildegarde Historic Tours
Est. 2019
Berthed 1925

RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION
City of Key West

Written by Lauren Ridley

Due October 30th 2019 by 3:00PM

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Introduction

Business Name: Rick's Boat Tours DBA Saint Hildegard Historic Tours

Proposer's Name: Rick Maynard, Justin Kmucha, Lauren Ridley

Proposer's Contact Information

Phone: 305-748-9128 or 772-985-6321

Email: rdmaynardconstruction@gmail.com

Address: 1709 Jamaica Dr, Key West FL 33040

Proposer's Experience and References

Proposer's Experience:

Lauren Ridley

Summary

Small business owner; Top ranked sales representative and leader. Leverages resources to successfully build and grow new businesses and partnerships. Has been working in the watersports and marine industries for well over 10 years.

Education

Strayer University, Jack Welch Management School 2015

FedEx Business Certificate

University of Miami 2011

Master of Science in Education, Sport Administration

George Mason University 2010

Bachelor of Arts in Music, substantial Coursework in Music Education

Related Experience

Blue Moon Outdoor Adventures 2019- present

Owner

- Secured Final Contract with the City for a 3 year contract with a 1 year renewal that started April 2019
- Maintains relations with the City and promotes City Events
- Sit on the Board of a Non-profit to help with local waterway cleanups
- Predicted sales to hit \$120,000 in year three
- Expanded to Key West in September 2019

Blue Moon Outdoor Adventures 2017 - 2018

Partner and Lead Tour Guide Ft. Lauderdale, FL

- Lead Tour Guide and Instructor
- Lead on Sales, Marketing and Partnerships relationships and materials
- Developed a Marketing plan & presented to City of Fort Lauderdale parks & recreation and was given a 1 year agreement to operate at George English park
- Accomplishments – community outreach, Led 15 tours per month and trained new tour guides. Developed kayak for kids program that includes summer camps, after school programs and scouts. Approximately 600 kids in participation.

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- Partner with the Greater Fort Lauderdale Conventions & Visitors bureau
- Manages Day to Day operations
- Manages and Hires all staff hiring, training, and advancement
- \$62,000 revenue in first year
- \$81,500 revenue second year

Blue Moon Outdoor Center

2011 – 2016

Corporate Event & Catering Sales Director

North Miami, FL

- Created, followed up leads for new corporate clients and executed quotes
- Created new marketing materials for catering, corporate events, and DMCs to increase sales and bookings
- Planned detailed event timelines
- Supervised all event day staff
- Created detailed cost analysis to show profits
- Tour guide and event facilitator
- Planned FAM trips with DMCs and hotels sales force

Blue Marlin Fish House

2011-2014

Restaurant Manager

- Weekend Manager
- Cashier duties, Prep Cook, and Server
- Opening and Closing
- Managing all staff
- Inventory and ordering of food and beer for kitchen
- Booked and Managed special events and Catering along with Blue Moon Outdoor Center

Riverbend Park

2005 –2007

Boat Rentals and Boat River Rescue driver

Great Falls, VA

- Managed all Boat Rentals and developed a membership program for rentals
- Drove and maintained Safety and Rescue boat daily on the River
- General Park Maintenance

Atlantic Kayak Co.

2003 – 2005

Kayaking Sales Associate, Tour Guide, Instructor

Ft Washington, MD

- Sold fiberglass, polyurethane and plastic kayaks, canoes and paddle boards.
- Worked as a Rental Associate
- Became an ACA Certified Instructor and Tour Guide
- Booked and executed tours and classes

Certifications and Associations

- First Aid, CPR, AED Certified

2004 – Present

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- **ACA Level 3 River Safety & Rescue trained** 2004 – Present
- **Food ServeSafe Manager Certification** Expired 2017 Pending renewal

USPORT, University of Miami, *Class President* 2010-2011

- **Organized annual ethics debate and leadership forums with top Sport Industry Professionals**

D1 Women's Rowing, University of Miami, *Graduate Assistant Coach* 2010 – 2011

D1 Rowing Team, George Mason University, *Athlete and Coach for Novice* 2007 – 2010

Rowing, West Potomac High School, *Novice Head Coach for Boy & Girls Team* 2008 – 2010

Rowing, Alexandria Boat House, *Master's AM Novice Coach* 2008 – 2010

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Brandy Gesell

Summary

Highly motivated, passionate, energetic and dedicated Sportfishing and Charter Captain who has extensive knowledge of Key West and St. Augustine waters. Provides a safe, enjoyable, enthusiastic and memorable experience for my customers. Exceptional work ethic, strong leadership and fishing master

Certifications:

- USCG 50 ton Master Captain License
- Certified First Aid & CPR
- TWIC Card
- Medical Certificate

Work Experience

First Mate

01/2012 - 06/2016

Endless Summer Charters, St. Augustine , FL - Florida USA

Get the bait, ice and miscellaneous tackle needed depending on what was biting. Get the charter safely onto the vessel. Go over all safety procedures and equipment. Acclimate the customers to the vessel and the procedures on how to utilize the fishing equipment and tackle. Provide clients with 8, 10 or 12 hour charters. Keep the customers constantly baited and on fish. When we arrive back at the dock and filet all the fish and bag them for the customers to take home. Afterwards we clean the tackle, re-rig what is needed for the next day.

Captain/Deckhand

07/2016 - 11/2016

Moe's Reel Lucky Fleet, Key West, FL USA

Relatively the same as I did for Endless Summer Charters except we use different types of baits and equipment in Key West than we do in St. Augustine. I was a Captain when I worked for this company so I had the responsibility for checking the engines, bilge pumps, electronics, fuel and safety equipment. I was a 1 man show so I did a lot of the mate duties after work, i.e. re-spooling reels, making rigs, and keeping a good stock of fishing hardware.

Captain

12/2016 - 08/2019

Captain Conch Charters, Key West, FL - Florida USA

I had the pleasure of working for this great company and still freelance with other charter companies and captains to gain experience and knowledge of others expertise. I worked Enter one or two keywords of your job title or job description to search for samples.for them for almost 3 years with a fellow captain. We caught a lot of fish and made a lot of happy customers. We would do general maintenance on the boat ourselves i.e. oil changes, fuel filter changes, plumbing issues, waxing, fixing fishing tackle, normal upkeep on the vessels to insure safety and professionalism.

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First Mate

07/2016 - 03/Present

Chasin Tail, Key West, FL - Florida USA

Captain Curly from the chasin tail hired me to freelance for him when his full time mate was not available. He had a child he became not available a lot. Curly did all the engine and vessel safety checks and proper maintenance while i did all of the tackle upkeep and hardware maintenance. Provide the customers with an exquisite time and fish in the box.

Deckhand

03/2016 - 01/Present

Wild Bill Charters, Key West, FL - Florida

Captain Arty hires me as a freelance mate to fill in when his mate is not available. Basically all the same procedures just different vessels, captains and equipment. When freelancing I only handle the cockpit side of things while the captain handle all of mechanical procedures.

Captain

10/2018 - 01/Present

Skreamin Lines, Key West, FL - Florida USA

I was the Captain on this vessel and did lots of maintenance and bilge pump wiring. I would get there early to check the engines oil, water, fuel and to start the generators up. The mate and I were a great team and worked well together so we did almost everything together. I still freelance for this company. I still freelance for 98% of the companies I am providing information on.

First Mate

10/2017 - 03/Present

Hooked Up Too, Key West, FL - Florida USA

I had the pleasure to freelance for one of Key West greatest fisherman Jimmy Bailey on the Hooked up too. I consistently worked for him for almost a year. I was the mate so I didn't deal with the mechanical side of things Captain did, I just made sure tackle was pristine, baits were fresh and swam well. Captain Jimmy and I would do trolling and bottom fishing. Great fisherman and learned a lot from him.

First Mate

03/2018 - 01/Present

Anytime Outlaw Charters, Stock Island, FL - Florida USA

I freelanced and still do for Captain Ricky with Anytime Outlaw. Basically all the same procedures just different vessels.

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First Mate

01/2017 - 06/2019

Fins and Sins Sportfishing, Key West, FL - Florida USA

I worked for Captain Joe for almost a year before I started freelancing again. All the same procedures when the first mate, less mechanical responsibility but more tackle responsibility. Joe closed his business down a few months ago or we would still be fishing.

Captain

09/2018 - 05/2019

Island Time Charters, Key West, FL - Florida USA

I worked for this Company for a brief moment but got to do a lot of fishing, spearfishing and island hopping. I would take customers to different islands in the flats and the lakes passages to go snorkeling and beach hopping. I enjoyed the job very much but unfortunately they would not have the correct licenses and permits and I could not jeopardize my captain's license to harvest fish.

First Mate

03/2017 - 01/Present

Fishy Business Charters Key West, Key West, FL - Florida USA

Same job duties for first mate as all the others. I still fish with Captain Eric Evans quite frequently. Great fishermen definitely one of the best on the island. I still freelance for him as well when he is shorthanded.

Captain/Mate

04/2019 - Present

Seaborn Charters, Key West, FI USA

Captain Jesse Seaborn is one of the captains in the 2 boat operation he has on the Key West Bight Dock. He hired me for the Shell Station tournament on a whim and has hired me as a freelance when needed ever since. I was a mate so no engine responsibilities just tackle, bait, upkeep and maintenance.

Education

St. Johns River Community College St. Augustine, FI USA

2003 - 2007

AA in business in Business, GPA: 3.24

Skills

- ✦ Dedicated, Experienced and Highly Dependable
- ✦ 8 years Fishing Experience
- ✦ 6 years Captain Experience
- ✦ 4 years Licensed Captain

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- I have fished Shell Tournaments, Wahoo tournaments, Kingfish tournaments, red snapper tourneys, red fish tournaments in Venice Louisiana. I also fished all the marlin tournaments in Ocean City Maryland this year including the White Marlin Open, Poor girls, Reels and Heels and the Mid Atlantic.
- I just got back from Haines Alaska where I was doing Dungeness crabbing and Salmon catching.
- Specialize in offshore trolling, deep dropping, live baiting and plastics
- I make a lot of my own rigs such as sea witches, daisy chains, teasers, ganzit hooks, reef rigs and dredges (plastic and baits)
- Experienced in general boat maintenance i.e. oil changes, filters, raycors, bilge pumps, float switches, general plumbing, throttle cables, inboards and outboards. I feel more comfortable and experienced with the inboard diesels. I also know how to compound, wax, sand, polish and stain.

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Richard (Rick) Maynard

Rick is a Business owner and entrepreneur. With his 40+ years as a General Contractor he has been proven as a reliable, skilled, and constantly expanding professional. He delivers exceptional quality work alongside a team of highly-skilled professionals in both commercial and residential settings. He has been dedicated, hardworking, and a true team player, with a passion for the trade and a deep sense of pride in his work. This will fuel the restoration process of this Historic Vessel. Rick also has experience in booking his private historic vessel the Okeechobbe Queen for Charters in Miami, including birthday parties, pleasure cruises, and even used and Captained the vessel for Film and TV such as Magic City.

R.D. Maynard Construction, Owner, 2017-Present

Richard Maynard INC., Owner, 1992 - Present

- **Successfully completed over 20,000 construction jobs including roofing, remodels, complete building fabrication, and repairs, all with positive hand written recommendation letters from clients following the project completion**
- **Consult with client in order to properly assess project and layout specifications, cost estimates, and timelines**
- **See that all necessary jurisdictional permits are acquired prior to completing any work**
- **Responsible for project oversight, developing a schedule including all construction sequences, ensuring quality work is completed on time**
- **Source and vet subcontractors to provide necessary services**
- **Source all necessary materials ensuring quality and price point are as promised; Schedule all deliveries for said materials to stay on timeline promised to client**
- **Provide all necessary equipment, including rentals, for projects to remain on schedule**
- **Recruit, interview, and hire all necessary laborers and crew members for each project**
- **Ensure that all site inspections are scheduled and conducted in a timely fashion, instructing and counseling crew and laborers on a regularly scheduled basis**
- **Maintain a safe and orderly work environment according to OSHA and safety laws and regulations**
- **Provide consistent, regular project updates to crew and clients**
- **Minimize waste and maximize efficiency to reduce costs**
- **Demonstrate a vast general knowledge of construction best practices**
- **Maintain up to date knowledge of all code requirements, meet and exceed said requirements, and schedule code inspections prior to project completion**
- **Coordinate and oversee multiple jobs, simultaneously**

Justin Kmucha

Justin is a proactive Business Owner and General Contractor with experience managing multiple clients, laborers, sales, and marketing. He utilizes his knowledge of construction and remodeling trends in order to deliver consistent products customized to each client's specifications. Justin also has experience in Restaurant Management. Checking identification of customers in order to verify age requirements for purchase of alcohol, balance cash receipts, attempt to limit problems and liability related to customers' excessive drinking by taking steps such as persuading customers to stop drinking, or ordering taxis or other transportation for intoxicated patrons, clean glasses, utensils, and bar equipment, take beverage orders from serving staff or directly from patrons, clean bars, work areas, and tables, mix ingredients, such as liquor, soda, water, sugar, and bitters, in order to prepare cocktails and other drinks, slice and pit fruit for garnishing drinks, arrange bottles and glasses to make attractive displays, plan, organize, and control the operations of a cocktail lounge or bar, supervise the work of bar staff and other bartenders, plan bar menus, prepare appetizers, such as pickles, cheese, and cold meats, create drink recipes.

KEY COMPETENCIES AND SKILLS

Retail

- Quickly responding to customer complaints, requests, and comments.
- Brand Integrity and market awareness.
- Developing customer service procedures, policies and standards.
- Able to come up with new ideas.
- Comprehensive knowledge of all relevant health and safety issues
- Ability to organize and prioritize workload.
- Effectively maintaining stock levels and ensuring the quality of supplies.
- Always putting the customer first.

Managerial

- Analyzing and researching trends within the retail sector.
- Personally ambitious and achievement focused.
- Putting customers at the heart of all decisions.
- Managing stressful situations.
- Able to tactfully deal with difficult customers.
- Enforcing strict rules and regulations in the workplace.
- Clearly communicating corporate information to staff.
- Strong organizational skills.
- Possessing a professional, focused and understanding attitude towards customers.
- Committed to continuing education and training
- Ability to pick up new skills and knowledge quickly
- Having a flexible attitude and positive approach

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- Ability to concentrate for long periods of time

WORK EXPERIENCE

Server

Bagatelle - Key West, FL August 2017 to Present

Fine dining server - Knowledge of menu items and ingredients Suggestive selling Reading customers and catering to their needs Taking proper orders in proper seating positions Ensure exceptional service and provide an outstanding dining experience

Managing Partner/Owner

R. D. Maynard Construction Inc. - Florida July 2017 to Present

Identify operational processes inefficiencies and recommended necessary improvements. Facilitate month-end closing processes, invoicing, journal entries and account reconciliations. Review monthly financial results with partners and identify opportunities to improve profitability. Responsible for the accounting department, including financial reporting, cash, accounts payable, accounts receivable, payroll, inter company, fixed assets, and operational/cost accounting. Manage staff of 12 to 15 employees Work closely with the partners and local banks regarding an annual line of credits and terms and conditions Streamline spending analysis to a more accurate, efficient and automated process. Supply necessary industry and market research to target new businesses.

Director of Operations

Renato's Italian Grille / Josephine's Cafe Bistro and Tapas - Stuart, FL October 2014 to July 2017

Oversee and manage every aspect of two restaurants including event planning, catering, purchasing, menu analysis, hiring, training, health code compliance, budgeting, vendor contracts, and accounting.

Bar Manager

Sebastiano's House and Raw Bar - Port Saint Lucie, FL August 2009 to December 2014

Bartender/ Server

Vitos Italian Restaurant - Hutchinson Island, FL January 2005 to August 2009

Prepare alcohol or non-alcohol beverages, interact with customers, take orders and serve lunch/ dinner and drinks, assess customers' needs and preferences and make recommendations, mix ingredients to prepare cocktails, plan and present bar menu, check customers' identification and confirm it meets legal drinking age, restocking and replenishing bar inventory and supplies, stay guest focused and nurture an excellent guest experience, comply with all food and beverage regulations

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Manager

Finz Waterfront Grille - Stuart, FL June 2003 to July 2005

Greet customers and present beverage menus, make recommendations and answer all related inquiries, check identification of customers to verify they are of legal drinking age, take orders from serving staff or directly from customers, record drink orders accurately into register system, prepare and serve alcoholic and non-alcoholic drinks in accordance with standard recipes, peel, slice and pit fruit for garnishing drinks, mix and garnish cocktails according to standard specs, upsell drink and snack items to customers, respond promptly to requests from customers in a polite and professional fashion, attempt to limit problems related to customers' excessive drinking by following established procedures, process transactions using the POS system, prepare checks for customers, process customer payments, arrange glasses and bottles into attractive and functional displays, ensure clean glasses, bar equipment and working areas comply with all health, safety and hygiene standards and policies, balance the cash register at the start and close of each shift, monitor inventory, order and restock bar inventory

EDUCATION

Kaplan University, Psychology - Palm Beach, FL 2004 to 2006

Lincoln Park Academy, General Studies - Fort Pierce, FL 1994 to 2000

CERTIFICATIONS AND LICENSES

ServSafe Certification Management Level

November 2015 to November 2020

Manager level

Food handler certificate

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References:

1. Name: John Luscomb
Phone: 954-828-5343
Email: jluscomb@fortlauderdale.gov
Relationship to Proposer: Supervisor of Marina Facilities for the City of Fort Lauderdale, Lauren Ridley holds a Watersports contract with the City of Fort Lauderdale operating out of George English Park and Boat Ramp.

2. Name: Phil McGinn
Phone 305-304-1182
Email captiancurlybluemarlin@gmail.com
Relation to Proposer: Private Captain and Previous Charter owner of *Chasin Tail* in Key West, hired and worked with Brandy Gesell, boat captain

3. Name: Pete Sargent
Phone: 321-689-6100
Email: sargants.painting@yahoo.com
Relationship to Proposer: Previous customer who owned a Historic Victorian Home in Florida that the Maynard Construction Group Restored

Business Proposal

a. Type of vessel including specifications of the vessel

The Hildegard is a 1925 45ft vessel manufactured by the Electric Launch Company, now known as Elco. Our team is currently restoring this boat and enhancing it with the Green initiatives. It was originally a gas engine and is now being converted into an electric engine. Other green features such as solar panels and incinerator toilets below deck will also be added to support our Green initiative. It's max speed will be 7 knots underway with total capacity of 23 passengers including crew.

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b. Business plan

Executive Summary

We would like to thank the City of Key West City Redevelopment Agency (CRA) for this opportunity to bid on the Historic Vessel - Working Excursion RFP to operate as the City's concessionarie and gateway for Historic boat tours for all guests into Key West.

Rick's Boat Tours LLC will be formed if the bid is awarded the Historic Vessel Working Excursion for Key West's Historic Seaport. Tours on the Saint Hildegard will operate under the DBA Saint Hildegard Historic Boat Tours. The team for Saint Hildegard will combine over 20 years of experience of watersports, charters, and excursions all over the world.

We plan to offer three (3) daily tours for visitors of Key West through the harbour, where passengers will learn the history of 1925 historic vessel and Key West's important history from Strategic Military uses, Shipwrecks and Pirates, and being the Richest city in the United States at one point in time.

History of the Electric Launch Company and the Saint Hildegarde

"Elco is one of the most storied brands in American boating history. By combining traditional and proven designs with trailblazing motor and control technology, Elco leads the industry in electric-propulsion. Boating enthusiasts trust Elco for its durable, powerful, safe and efficient motors that are built to the level of excellence that has guided the company for more than 125 years. Elco's passion for electrifying the boating industry is driven by sustaining the excitement and lasting memories marine activities provide millions of families around the globe, and Elco seeks to heighten that experience with outboard and inboard electric and hybrid propulsion systems that provide quiet and clean power for those water-based activities. If only 5 percent of the approximately 13 million registered boats in the U.S. today repowered with electric, 1 billion pounds of CO2 emissions would be eliminated. In addition, more than half of the oxygen we breathe comes from the ocean and keeping our bodies of water free from emissions, oil, and other pollutants is key to ensuring the future of our fresh water and air. Elco considers pioneering sustainability for the marine industry its obligation to ensure future generations have the opportunity to experience the joy provided by our fresh bodies of water."

Taken directly from their website (<https://www.elcomotoryachts.com/our-story/>)

- **Originally a shipbuilder, newly incorporated Elco won a coveted contract to supply 55 Electric Launches at the 1893 Chicago World's Columbian Exposition.**
- **Industry titans and world leaders are quick to adopt this new technology: John Jacob Astor owned four, Grand Duke Alexander of Russia and his ill-fated cousin, Czar Nicholas II also owned Elco launches.**
- **Elco designs one of the first "planing" hulls -the Elcoplane Bug**
- **Henry Ford and Thomas Edison each own an Elco and moor their vessels at their adjoining Florida estates.**
- **In 1915, the British Admiralty awards a contract to Elco to produce 550 sub-chasing 80'-foot, "motor launches" which the Company supplies in only 488 working days.**
- **Also in 1915, Elco debuted its "Cruisette", a standardized yacht.**
- **The rise of the American middle class prompts the opening of the "Port Elco" showroom in 1923. Walk-ins could peruse displays featuring yachts up to 50-feet long.**
- **In 1928, Charles Lindbergh commissioned a custom 38' Elco cruiser, Mouette, which he later used on his wedding day to escape the paparazzi.**
- **The 1920s until the onset of WWII are considered Elco's Golden Age. During this period the Company primarily built luxury cruising powerboats, aka yachts, known as "Cruisettes".**
- **Elco introduced the enclosed deckhouse and revolutionized the industry, paving the way for family-oriented recreational boating.**

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- **Elco produces 399 PT boats for the Allies' war effort in record time (one every 60 hours) during WWII. Of these, PT109 with future President John F. Kennedy aboard, was rammed and sunk at sea.**
- **Lt. John Bulkeley was awarded a Congressional Medal of Honor for his life-saving maritime initiatives aboard his Elco during WWII. One of the rescued sailors was Admiral Dewey.**
- **Elco designs and manufactures the highest quality electric outboard and inboard boat motors while combining traditional and proven designs with cutting-edge technology.**
- **Elco's classic motor yachts are legendary. Each vessel is crafted from superior materials and fitted with only the most superb appointments to produce a great, comfortable, and extremely enjoyable boating experience.**
- **Today, Elco proudly produces electric and hybrid systems for all types of boats and yachts.**

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Competitive Analysis

Currently there is only one known historic boat tour based in Key West which operates as the Historic Harbor Tours Key West. This tour is run on a 40ft Liberty Launch that was used for Naval Ships. Their boat is gas power and does have facilities on board. They offer three types of tours:

- Harbor Tour \$45 per person
- Sunset Tour \$59 per person
- Private charters for up to 35 people \$995 and up

Other Top Boat tours that may compete would be Fury, Sunset, Sebago, and Danger Charters

	Day Tour (Snorkel)	Sunset Tour	Charter	Food & Beverage service
Fury	\$45.95	\$45.95	Yes Call	Yes
Sunset	\$45	\$59	Yes Call	Yes - Open Bar
Sebago	\$34.95 (windjammer)	\$79.95	Yes Call	Yes - champagne
Danger Charters	Full Day trips only	\$85	\$2025	Yes - wine

Other activities that make take guests away would include all the Historic Tours of America:

- Old Town Trolley \$41.95
- Conch Train Tour \$31.45
- Key West Aquarium \$17.19
- Harry S Truman Little White House \$21.45
- Sails to Rails Museum \$10.75
- Shipwreck Museum \$16.11
- Ghosts and Gravestones \$36.70

All of these activities are in close proximity to the Key West Historic Seaport and all compete for travelers dollars daily.

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Management and Organization

Rick Maynard - Co-Owner, Restoration and Maintenance

In charge of crews who maintain and repair technical equipment such as ship engines, pumps, electrical wiring, communication systems and refrigeration equipment. Also have the task of creating comprehensive reports about the ship's current technical status, and requesting any necessary repairs. He will manage the current restoration of this historic vessel and will oversee and hire any crew required for upkeep and maintenance of the Hildegarde during operation.

Justin Kmucha - Co-Owner, Food and Beverage Service/ Restoration

Will assist Rick in any repairs of the vessel while also managing staff and any details in regards to Food and Beverage sales onboard with customers. His staff and crew will be the customer interface while on board.

Lauren Ridley - Marketing, Sales & Operations, Lead Guide and Trainer

Will market and work with concierge, local marketing companies, branding, social media, website development to leverage online sales and channel sales through different third parties. Once Customers are passengers on the Hildegarde she will act as lead guide and train other crew and staff to be guides on other sailings daily.

Brandy - Boat Captain and Crew Management

Will Captain the vessel and hire and train crew to work aboard the vessel during underway with passengers to help keep customers safe to enjoy their pleasure cruise aboard the Hildegarde. She will liaison with the Dockmaster at the Seaport for any issues within the Marina.

Sales Strategy

The Saint Hildegard will plan to run three (3) trips daily with a total capacity of sixty (60) passengers daily. On Holidays or special events the tours will be tailored to those specific events. Passengers will have several ways to book tours, making it easy for all generations to access these tours.

- In Person
- Online - using our website integration with Farehabor - #1 booking and reservation software in the US
- Over the phone - a dedicated line and sales team will be able to take any reservations for groups of 1 to 20 people at a time.

Pricing at \$50-65 per person is competitive in the market for both other boat tours as well as other historic tours in Key West. This will put the Hildegard as an easy choice when comparing other options on how to spend their time in Key West.

The Hildegard would be operational 365 days a year with a max capacity of 21,900 passengers annually and would hit gross sales of \$1,204,500 once capacity is reached. In order to reach this capacity we will use the Marketing and Sales channels listed below.

Marketing Plan

The Saint Hildegard Historic Boat tours will use several different channels to advertise, market and book tours and charters.

- Social Media (Facebook, Instagram, Twitter)
- Cruise lines
- Key West Visitors Bureau
- Airbnb Experiences
- Various Partners and local businesses
- Concierge racks and visits (Fury, Sunset, Billy's, and more)
- PR with The Citizen, Keys News, Conch Republic Times, Miami New Times & Sun Sentinel, etc
- Submissions to the City of Key West
- Chambers of Commerce
- Keywest.com
- TripAdvisor, Yelp, and Google Business pages for reviews

Products and Services

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The Hildegard would run 3 daily tours at 10:00AM, 2:00PM and a sunset tour. Each Tour would have a max capacity of 20 guests. Each tour would run about 90 minutes to 2 hours.

Times: 10:00 AM; 2:00PM and Sunset

Length: 2 hours

Capacity: 20 people

Pricing: Day Tours \$50 per person, Sunsets \$65 per person w/Drinks included

Extras: Prepackaged Food and Beverages.

Beer, Wine, and Liquor available for 21 years of age with ID.

Souvenirs - Koozies, Shirts, Magnets, Professional Photography

Daytime Tours

Daytime Tours on the Hildegard will take passengers on a leisurely cruise of the harbor while their tour guide will educate them on the History of Key West. Dating back to the 1400s when the Keys were first mapped out, to the Civil War Military blockades, Smugglers from Cuba, and into Modern Day Key West. Guests will be able to interact and ask questions or even have a few drinks and snacks while on board.

Sunset Tours

Our Sunset tour will be a pleasure cruise combine with our Daytime tour itinerary with inclusion of a specialty cocktail, *The Hildegard*, crafted by our own Justin Kmucha.

Speciality Tours/Holidays (Samples)

January

- Martin Luther King Day

February

- Valentines Day

March

- St Patrick's Day
- International Mermaid Day

April

- Earth Day
- Easter

May

- Cinco de Mayo
- Memorial Day Weekend

June

- Swim Around Key West
- End of Season - LOCALS ONLY SPECIAL

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July

- **Fourth of July**
- **Mel Fisher Days**
- **Hemingway Days**

August

- **Eco and Educational Tours**

September

- **Labor Day**

October

- **Fantasy Fest/Halloween**

November

- **Boat Races**
- **Veterans Day**
- **Lighting of the Bight**
- **Thanksgiving**

December

- **Christmas Boat Parade**
- **New Years Eve Champagne Toast**

c. Ability to meet all certifications including Coast Guard approval

CHARTER CHECKLIST from USCG

PART I

- License (original copy on board)
- Vessel Documentation and Registration
- Markings
- Communications
 - o Radio telephone required if over 65.6ft.
 - o VHF-FM system and at least 2 VHF-FM handheld radios
- PFDs
 - o 1 for each person on board of Type 1
 - o Additional PFDs of Type I, II, III, or V (rated to type I, II, or III) are recommended for daily wear on the skiff.
- Life Rings- at least one 24" diameter readily accessible
- Fire Extinguishers
- Visual Distress Signals
- Backfire Flame Control
- Sound Producing Device
- Inshore boat
 - o paddles, bailer/pump, proper plugs, tow line, anchor and chain.
- EPIRB
- Life Raft
- High water bilge alarm and pump
- First aid kit
- Charts and compass
- Oil absorbent pads
- Smoke detectors
- CO detectors

PART II

- Passenger Manifest
- Weather
- Safety Orientation
- Emergency Instructions

RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

- **Procedural Demonstration**

DETAILED CHARTER CHECKLIST

_____ **Licensing (46 CFR 10 & 46 CFR 15.905)**

All Uninspected Passenger Vessels carrying passengers for hire, must be operated by an individual holding one of the following licenses:

- 1) Operator of Uninspected Passenger Vessels (OUPV),
- 2) Master (within any restrictions, other than gross tonnage limitations, on their license),
- 3) Pilot (within any restrictions, other than gross tonnage limitations, on their license),
- 4) Mate (other than Great Lakes, inland, or river vessels of not more than 200 gross tons, within any restrictions, other than gross tonnage limitations, on their license).

The Operator must have their original license onboard and made available for viewing.

See 46 CFR 26.20.

There is a misconception that licenses are valid for one year after their expiration date. There is NO GRACE PERIOD FOR OPERATING. There is a grace period for license renewal only. You have up to 12 months after your license "expires" to renew without having to retake all of the tests.

VESSEL REQUIREMENTS

_____ **Vessel Documentation and Registration (46 CFR 67)**

All motorized vessels operated in waters under federal jurisdiction are required to be either registered or documented (This includes ocean waters, rivers, and some large lakes in Alaska). If your vessel measures more than 5 NET TONS, and you carry passengers for hire, it must be "documented" by the Coast Guard for use other than pleasure (either coastwise and/or registry). It must also have a Certificate of Documentation (COD) on board bearing a valid endorsement for the activity in which it is engaged. A certificate/registration is valid for 3 years.

_____ **Markings (33 CFR 173.27)**

Any vessel required to be registered or documented must display its registration number or its documented name. The name or numbers must be painted on or permanently attached to each side of the forward half of the vessel with plain vertical block characters which contrast with the color of the background and be distinctly visible and legible. Registration numbers must be not less than three inches (3") in height and the documented name must be in 4-inch letters. Spaces or hyphens should be equal to the width of a letter other than "I" or a number other than "1. On vessels so configured that a

RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

number on the hull or superstructure would not be easily visible, the number must be painted on or attached to a backing plate that is attached to the forward half of the vessel so that the number is visible from each side of the vessel. In addition, for documented vessels, the vessel's name and hailing port or homeport must be affixed on the stern in 4-inch letters and the Official Number must be permanently fixed to an "integral interior structural member" of the vessel (e.g. main beam, stringer or some rigid hull material). The numbers must be 3 inches in height.

_____ Communications (33 CFR 26.03)

A radiotelephone (VHF-FM) is required on every power driven vessel of 20 meters (65.6 ft) or over.

_____ Personal Flotation Devices (PFDs)

Type I with one for each person onboard. It must have 31 square inches or 200 sq. cm. of retro-reflective material on the front and back. PFDs must be Coast Guard approved, in good and serviceable condition, and of appropriate size for the intended user. Any boat 16ft and longer (except canoes and kayaks) must also carry one Type IV (throwable) PFD. Wearable PFDs must be readily accessible, meaning you must be able to put them on in a reasonable amount of time in an emergency (vessel sinking, on fire, etc.). They should not be stowed in plastic bags, in locked or closed compartments or have other gear stowed on top of them. Throwable devices must be immediately available for use.

_____ Life Rings (46 CFR 25.25)

Life Rings are required on vessels 26 feet or more in length. You must have one 24" in diameter life ring with CG approval #160.050. The life ring must be readily available to be thrown to a person in the water.

_____ Fire Extinguishers (46 CFR Parts 25 – 28)

All fire extinguishers must have CG approval #162.028 or have an Underwriters Laboratory Marine listing. Portable fire extinguishers without gauges must have inspection cards attached and must be inspected every 6 months. All pressure filled fire extinguishers must be hydrostatically pressure tested every 5 years.

Coast Guard approved extinguishers are hand portable, either B-I or B-II classification and have a specific marine-type mounting bracket. It is recommended the extinguishers be mounted in a readily accessible position. Minimum number of hand portable fire extinguishers required:

Vessel Length: No Fixed System / With approved Fixed Systems

Less than 26' 1 B-1 / 0

26' to less than 40' 2 B-1 or 1 B-II / 1 B-I

40' to 65' 3 B-I or 1 B-II and 1 B-I / 2 B-1 or 1 B-II

_____ Visual Distress Signals (33 CFR part 175.130)

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All vessels are required to have visual distress signals that are Coast Guard approved, serviceable, and readily accessible. They are marked with a date showing the service life, which must not have expired. If pyrotechnic devices are selected, a minimum of six are required. That is, three signals for day use and three signals for night. Some pyrotechnic signals meet both day and night use requirements. Pyrotechnic devices should be stored in a cool, dry location. A watertight container painted red or orange and prominently marked "DISTRESS SIGNALS" is recommended. There are other combinations approved for day/night use. You can find a chart detailing the combinations in 33 CFR part 175.130.

_____ Backfire Flame Control(46 CFR 25.35)

Gasoline engines installed in a vessel after April 25, 1940, except outboard motors, must be equipped with an acceptable means of backfire flame control. The device must be suitably attached to the air intake with a flame tight connection and is required to be Coast Guard approved or comply with SAE J-1928 or UL 1111 standards and marked accordingly.

_____ Sound Producing Device (COLREGS72)

The navigation rules require sound signals to be made under certain circumstances. Meeting, crossing and overtaking situations described in the Navigation Rules section are examples of when sound signals are required. Vessels are also required to sound signals during periods of reduced visibility. Vessels 12 meters (39.4 feet) or more in length are required to carry on board a whistle or horn, and a bell. Any vessel less than 12 meters in length may carry a whistle, a horn, or some other means to make an efficient sound. Therefore, any vessel less than 12 meters in length is required to make an efficient sound signal to signal your intentions and to signal your position in periods of reduced visibility.

BEFORE GETTING UNDERWAY

_____ Safety Orientation

Before getting underway, the operator in charge shall ensure that suitable public announcements, instructive placards, or both are provided in a manner that affords all passengers the opportunity to be acquainted with:

___Locations of life preservers and the proper method of donning the type carried on the vessel,

___The location and other information regarding any other life saving devices on board

___The location and content of the Emergency Check-off List. See 46 CFR 26.03-2

___The location of all hatches, access points to below deck areas, and any pertinent information about these, such as if they may be opened or not.

___The location of all light switches, and any other emergency shut off or on systems.

RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

_____ Emergency Instructions

Ensure that an Emergency Check-off List is posted in a conspicuous, continuously accessible place to serve as notice to the passengers, and a reminder to the crew, of precautionary measures which may be necessary in the event of an emergency situation. Except where any part of the emergency instructions is deemed unnecessary by the OCMI, the Emergency Check-off List must contain the applicable portions of the three Emergency Check-off Lists in Appendix 1. See 46 CFR 26.03-2.

_____ Procedural demonstration

Prior to departing for the research cruise the charter vessel will be asked to take a test run in waters of the harbor or nearby calm inland waters to demonstrate the following:

___ Lowering the skiff into the water, loading it with passengers and test running it for 20 minutes or more.

___ Emergency procedures for fire on board and man overboard drill.

___ Emergency procedures for releasing the life raft.

Additional Requirements

In addition to meeting all of the requirements for US Coast Guard, State and Federal regulations, the chartered vessel shall meet the following requirements:

_____ Insurance: Insurance coverage of a minimum of 5 million dollars is required by UCSC. Proof of insurance is necessary prior to any agreement on behalf of the researchers.

_____ Inshore boat

- An inflatable or rigid boat is required. The dinghy, inflatable or solid hull, should be in excellent condition and large enough for all of the researchers and their field gear. The inshore boat must have a reliable engine (we also recommend a backup engine) with at least one crew member who is trained in small engine repair and familiar with the engines on board the inshore boat. The boat must be easily launched from the charter vessel and able to make safe drop-offs and pick-ups from beaches and steep rocky shorelines. The operator must have experience working along outer coast shorelines and have excellent skills in maneuvering the inshore boat around swell, waves, rocks and kelp.

- The boat must be equipped with 2 paddles, a bailer or hand pump, proper hull plugs, and an anchor and chain set up.

_____ Passenger Manifest

Owners and operators of charter vessels are required to file a float plan with a manifest and leave it with the harbor office, Coast Guard or other pre-designated responsible party ashore prior to departing. In case of an accident, this manifest gives the Coast Guard a definite number of people they should be searching for.

_____ Secondary Communications

The VHF-FM radio is considered a standard piece of equipment in most charter vessels.

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It can be the most important life-saving device in an emergency situation. However, the standard mounted VHF-FM system can fail when it's needed the most. A secondary means of communications can be an inexpensive and vital tool in an emergency. We require a handheld VHF-FM radio be carried on board as a back-up system. Cellular phones may not be the best choice due to limited coverage areas and the inability to send a simultaneous distress call to all vessels in the area.

_____ EPIRB

EPIRB stands for Emergency Position Indicating Radio Beacon. They can be mounted on virtually any vessel and are designed to float free in case of a sinking or capsize. We require an EPIRB registered to the hired charter vessel be carried on-board. We require that the crew is educated on its use and that it be regularly maintained.

_____ Weather

We require captain and crew to be monitoring weather on an hourly basis while at sea and before leaving port and be fully educated on interpreting weather and ocean conditions when reported.

_____ Life Raft

A Coast Guard approved inflatable life raft large enough for everyone on board is required. It should have the appropriate emergency equipment pack, and should be professionally serviced and up to date according to the manufacturer's instructions.

_____ High Water Bilge Alarm and Pump

A high water bilge alarm and pump are required.

_____ First Aid Kit

A well-stocked first aid kit and book are required to have on board.

_____ Charts and Compass

All vessels are required to carry a compass and charts for the areas in which they operate. It highly recommended that researchers carry their own GPS unit and know their locations at all times.

_____ Smoke and CO detectors

Smoke and CO detectors are required in the appropriate areas of the boat.

_____ Training

Operators and crew members should be trained and certified in First Aid . Operators and crew should also conduct fire, abandon ship, and man overboard drills at least one a month.

d. Description of Customer experience during the excursion

Bookings:

The customer's experiences begins with the Booking process. We will have easy access for bookings online using fareharbor, over the phone, and in person at the Marina. During the booking process we will be able to set the expectations of each guest for their excursion on the Hildegard.

When they arrive:

Customer's will be checked in if they had prior reservations but walk ups will be admitted as well and payment will be processed. Customers will be directed to board the Hildegard.

On Board

Once all guests are on board the Crew will welcome them aboard and go through the safety guidelines for all passengers while they are onboard with us for the duration of the Tour. As the Hildegard leaves the Seaport, guests will already start to learn about the History of Key West, or Cayo Hueso, and it's beginnings back in the late 1400s-early 1500s. Passengers will learn throughout the tour about Key West's strategic Military operations, history of Smugglers and Rum Runners, the Wreckers, Ernest Hemingway, Henry Flager, President Truman, and the geography and cultures of Key West, the Conch Island. Should guests want to purchase drinks or prepackaged food on board there will be a snack bar on the vessel as well. Professional Photographers will be on board to capture guests memorable moments with a custom print out of the Hildegard included with any purchases.

Disembarking

All passengers will be directed to wait until the boat is secure back in the marina slip and escorted out by the crew and thanking them for joining us. At this time if they wanted to purchase additional souvenirs or photographs while taken on board this would be their opportunity to do so.

After they leave

Customers will all receive a thank you email from the Hildegard to ensure they had a wonderful experience with our Tour and Crew and suggest they may leave a review with us on Yelp, Trip Advisor, or other business review platforms.

Florida's Future...
**Right Here.
Right Now.**



State of Florida Department of Business and Professional Regulation

This document hereby certifies that

Richard David Maynard

*has successfully completed the State Certification
General Contractor Examination
this 14th day of December 2004.*

Diane Carr
Secretary

[Signature]
Board Chair

THIS IS NOT A LICENSE OR A LOCAL CERTIFICATE OF COMPETENCY PURSUANT TO CHAPTER 489, FLORIDA STATUTES.



Florida's Future...
**Right Here.
Right Now.**



State of Florida Department of Business and Professional Regulation

This document hereby certifies that

Richard David Maynard

*has successfully completed the State Certification
Roofing Contractor Examination
this 19th day of April 2005.*

Diane Call
Secretary

W. David Maynard
Board Chair

THIS IS NOT A LICENSE OR A LOCAL CERTIFICATE OF COMPETENCY PURSUANT TO CHAPTER 489, FLORIDA STATUTES.

 Ron DeSantis, Governor	 Halsey Beshears, Secretary
STATE OF FLORIDA DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION CONSTRUCTION INDUSTRY LICENSING BOARD	
THE GENERAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE PROVISIONS OF CHAPTER 489, FLORIDA STATUTES	
 MAYNARD, RICHARD DAVID R D MAYNARD CONSTRUCTION INC 181 KEY DEER BLVD #211 BIG PINE KEY FL 33043	
LICENSE NUMBER: CGC1509537	
EXPIRATION DATE: AUGUST 31, 2020 Always verify licenses online at MyFloridaLicense.com	
Do not alter this document in any form.	
This is your license. It is unlawful for anyone other than the licensee to use this document.	
	



Certificate of Registration

Texas Residential Construction Commission

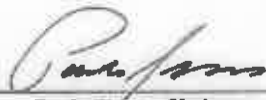
Hereby Certifies that
R D Maynard Construction Inc
810 Delmar
Beaumont, TX 77707

Has Met the Statutory Requirements

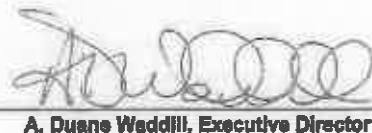
As a
Registered Builder
No. 46856

In the State of Texas

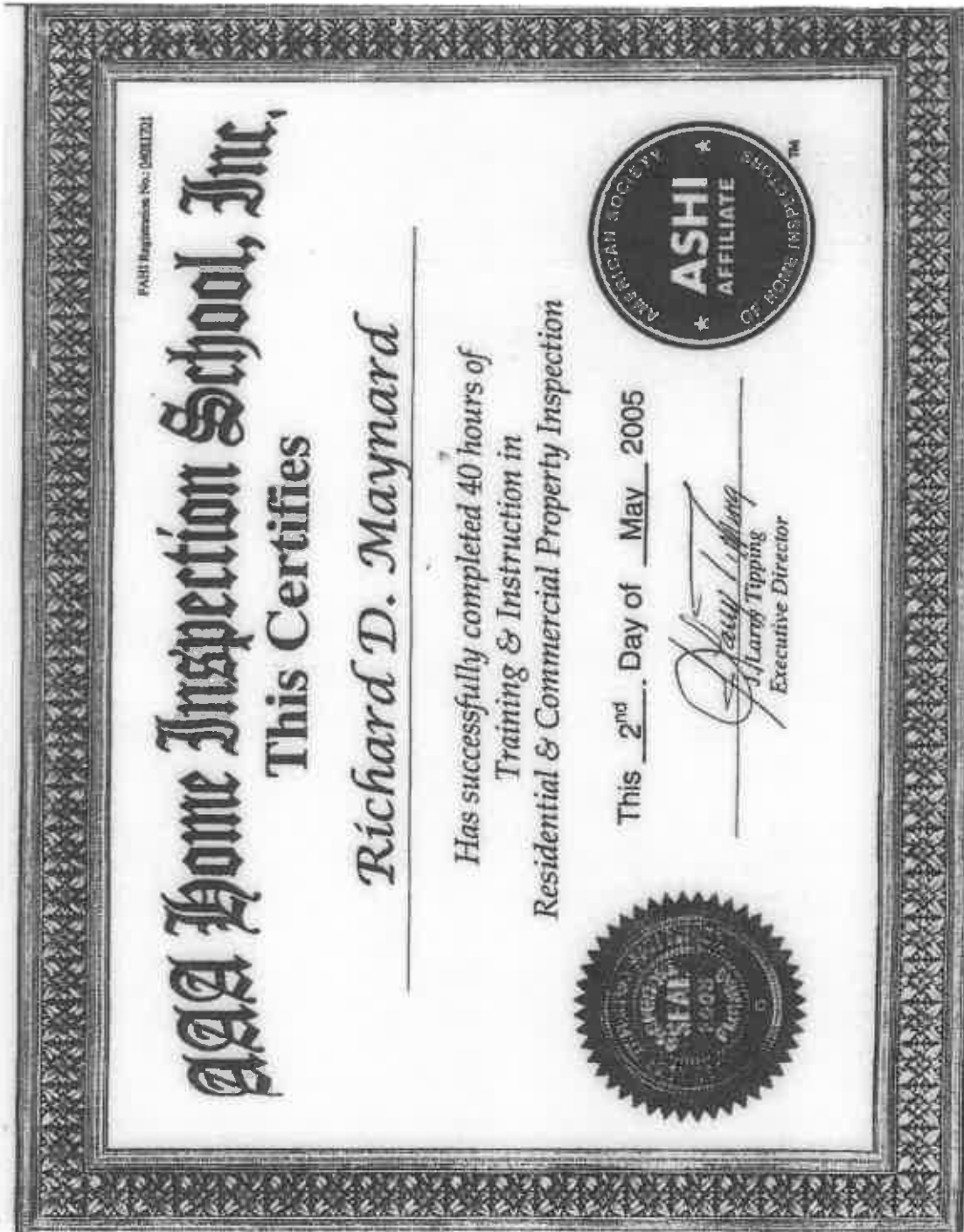
Issued on
Monday, April 06, 2009



Paulo Flores, Chairman



A. Duane Waddill, Executive Director



Florida Association of Certified Mold Inspectors, Inc.

This Certifies

RICHARD MAYNARD

*Has successfully completed Training and Instruction in
Mold Inspection*



This 31st Day of March 2005


Robert Irion





**T E X A S
ASSOCIATION
—OF—
BUILDERS**

MEMBERSHIP CERTIFICATE

This is to Certify that

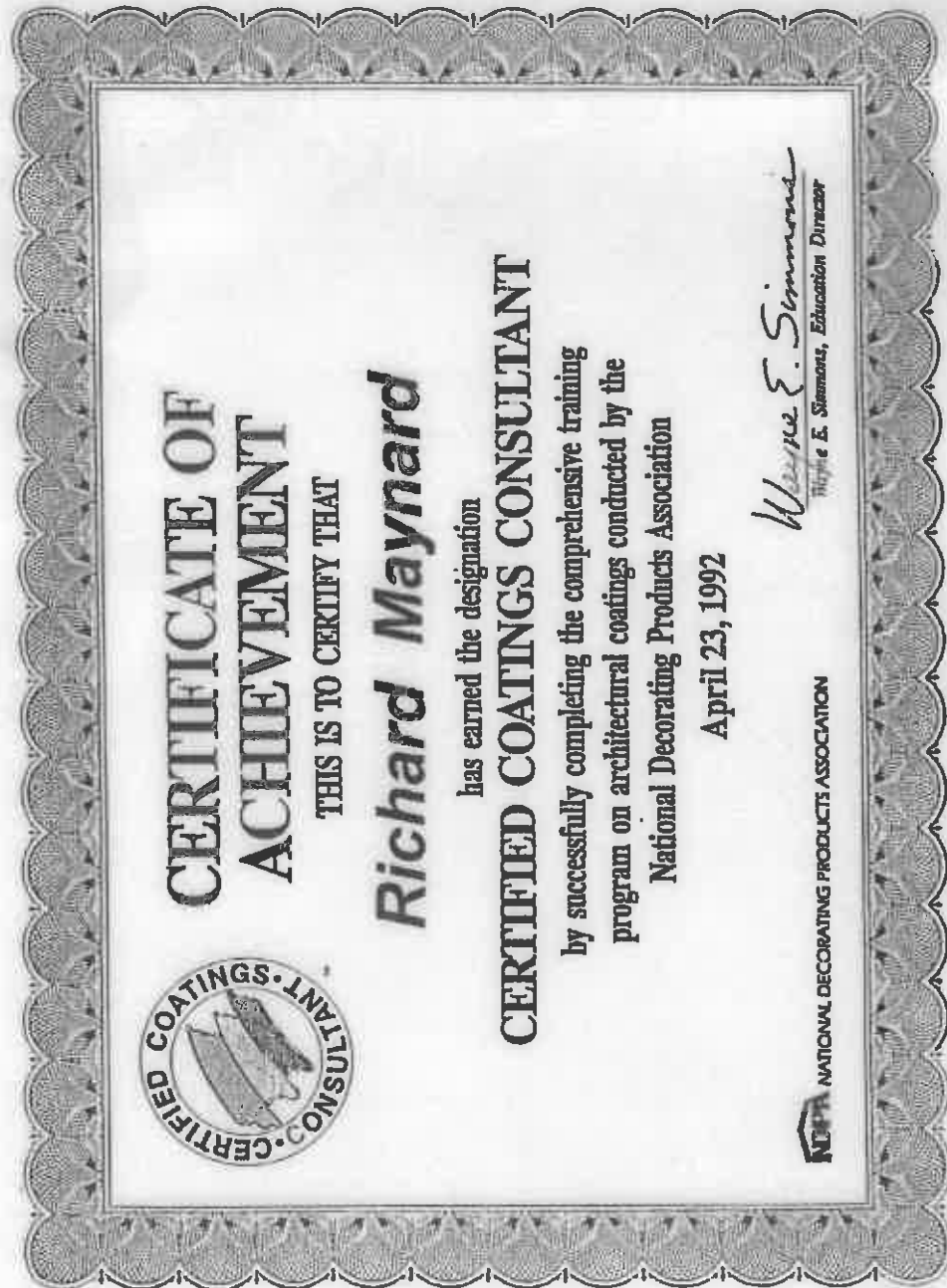
R.D. MAYNARD CONSTRUCTION INC.

IS A MEMBER IN GOOD STANDING OF
THE TEXAS ASSOCIATION OF BUILDERS
AND IS ENTITLED TO ALL THE RIGHTS
AND PRIVILEGES THEREOF.

Executive Vice President

September 2008

(RENEWAL DATE)





**PREFERRED
CONTRACTOR**

THIS CERTIFIES THAT

R D Maynard Construction Inc.
NAME

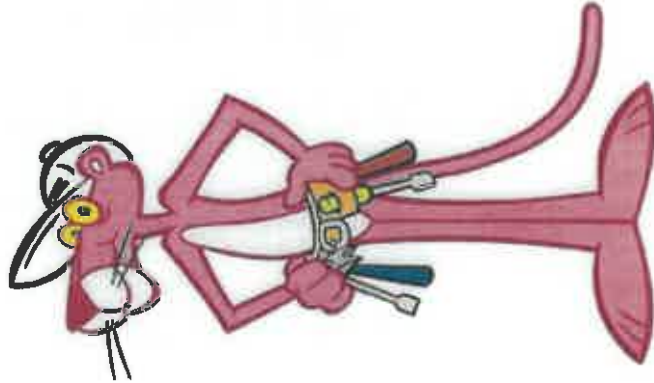
1518 Minutemen Causeway #18, Cocoa Beach, FL 32931
ADDRESS

November 2007 208260
MEMBER SINCE ID NUMBER

HAS BEEN APPROVED BY OWENS CORNING TO BE A PREFERRED CONTRACTOR

- Has met the standards set forth by Owens Corning
- Is licensed and insured as required by state and local laws
- Provides the highest-quality products and customer service
- Has been in business three years under current business name
- Has passed the Owens Corning Baseline Installation Test

Suzanne Mitchell November 2007
CONTRACTOR MANAGING MEMBER DATE



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RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

01/18/2017

Saba

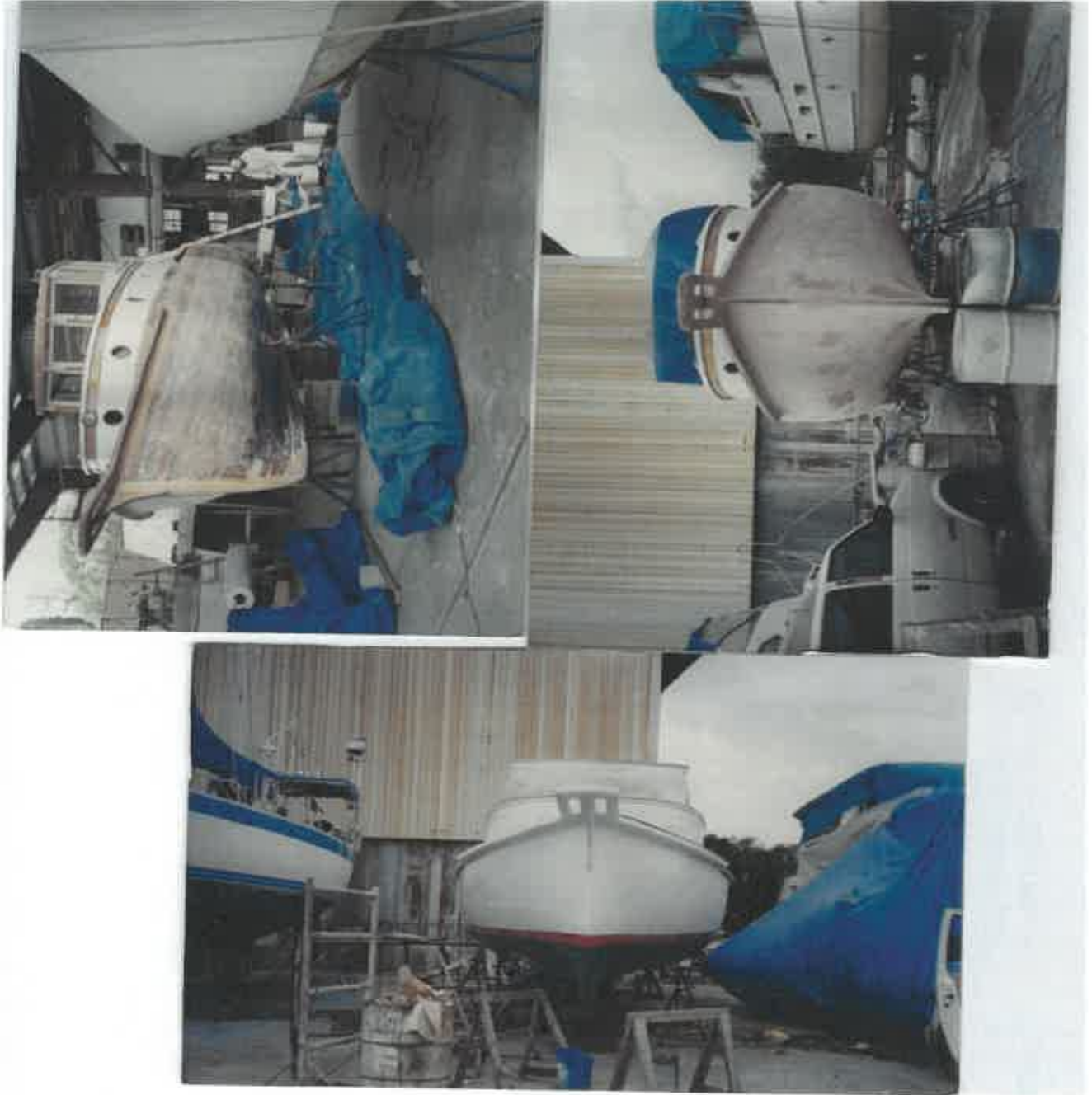


Lauren Ridley White^



RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

- f. Images of the Okechobee Queen, another Antique Vessel restored by Richard Maynard*



RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION

RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION



RFP # 003-20 HISTORIC VESSEL-WORKING EXCURSION



g. Images of the Saint Hildegarde

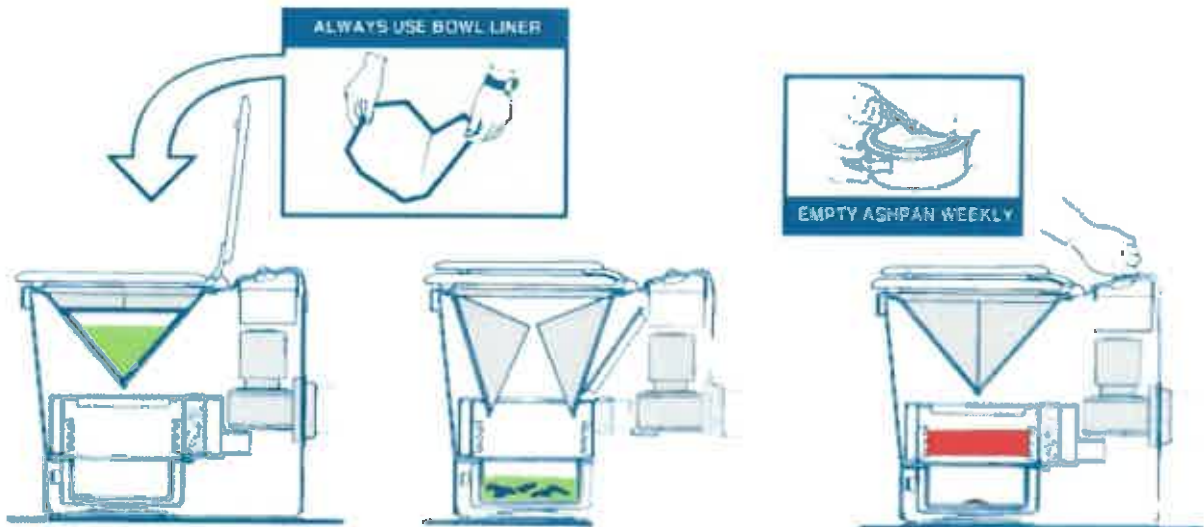


h. Images of Green Initiative solutions

i. Elco Engine- EP-7000 / EP -10000



II. Incinerator



III. Solar Panels - Soltronix Solar Panels by PowerFilm

Soltronix solar panels are designed and engineered to be the most durable semi-flexible crystalline silicon panels on the market. They are made from high-efficiency SunPower solar cells and paired with a proprietary encapsulation system that ensures the best durability and environmental protection. All modules are tested at the end of the manufacturing process to ensure they exceed the advertised performance.

The PowerBoost series of charge controllers incorporate high-efficiency DC-DC converters and a proprietary power point tracking system to optimize the power collected from the solar panel and efficiently charge a battery. Our charge controllers are specifically designed for use with solar and will not overcharge and reduce the life of the battery, a common problem with off-the-shelf three-stage charge controllers.

The encapsulation stack used in the Soltronix panels offers protection from hot, humid environments, icing, water immersion, and saltwater spray. Additionally, the encapsulation stack has been engineered to withstand ½" hail with no degradation in panel performance.



SWORN STATEMENT UNDER SECTION 287.133(3)(A)
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid or Proposal for Saint Hildegard

2. This sworn statement is submitted by Richard David Maynard
(Name of entity submitting sworn statement)

whose business address is 181 Key Deer Blvd. # 211
Big Pine Key Florida 33043

and (if applicable) its Federal Employer Identification Number (FEIN) is _____

(If the entity has no FEIN, include the Social Security Number of the individual

signing this sworn statement 464-41-6698

3. My name is Richard David Maynard
(Please print name of individual signing)

and my relationship to the entity named above is Owner

4. I understand that a "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 or contract for goods or services to be provided to any public or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, material misrepresentation.

5. 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 guilt, in any federal or state trial court of record relating to charges brought by indictment information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)
COUNTY OF Monroe : SS

I, the undersigned hereby duly sworn, depose and say that the firm of _____ provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses per City of Key West Ordinance Sec. 2-799.

By: Paul Mynard

Sworn and subscribed before this 29 day of October, 2019

NOTARY PUBLIC, State of Florida, at Large

My Commission Expires: June 5, 2022

Apr 11



CONE OF SILENCE AFFIDAVIT

STATE OF Florida)
COUNTY OF Monroe : SS

I the undersigned hereby duly sworn depose and say that all owner(s), partners, officers, directors, employees and agents representing the firm of _____ have read and understand the limitations and procedures regarding communications concerning City of Key West issued competitive solicitations pursuant to City of Key West Ordinance Section 2-773 Cone of Silence (attached).

By: Robert Maynard

Sworn and subscribed before me this

29 day of October 20 19

[Signature]

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: June 5, 2022



The person or affiliate has not been put on the convicted VENDOR list. (Please describe any action taken by or pending with the Department of General Services.)

Robert Maynard
(Signature)
Oct. 29, 2019
(Date)

STATE OF Florida

COUNTY OF Miami

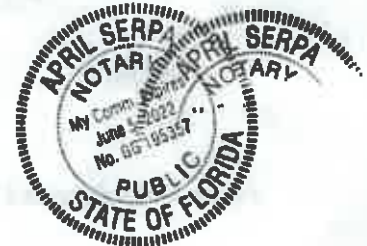
PERSONALLY APPEARED BEFORE ME, the undersigned authority,

 who, after first being sworn by me, affixed his/her
(Name of individual signing)

Signature in the space provided above on this 29 day of October, 2019.

My commission expires: June 5, 2022

[Signature]
NOTARY PUBLIC



CITY OF KEY WEST INDEMNIFICATION FORM

To the fullest extent permitted by law, the VENDOR expressly agrees to indemnify and hold harmless the City of Key West, their officers, directors, agents and employees (herein called the "indemnitees") from any and all liability for damages, including, if allowed by law, reasonable attorney's fees and court costs, such legal expenses to include costs incurred in establishing the indemnification and other rights agreed to in this Paragraph, to persons or property, caused in whole or in part by any act, omission, or default by VENDOR or its subcontractors, material men, or agents of any tier or their employees, arising out of this agreement or its performance, including any such damages caused in whole or in part by any act, omission or default of any indemnitee, but specifically excluding any claims of, or damages against an indemnitee resulting from such indemnitee's gross negligence, or the willful, wanton or intentional misconduct of such indemnitee or for statutory violation or punitive damages except and to the extent the statutory violation or punitive damages are caused by or result from the acts or omissions of the VENDOR or its subcontractors, material men or agents of any tier or their respective employees.

VENDOR:

Richard David Maynard

SEAL:

181 Key Deer Blvd #211 Big Pine Key Fl. 33043

Address

Richard David Maynard

Signature

Richard David Maynard

Print Name

Owner

Title

DATE:

Sworn and subscribed before this 29 day of October, 2019

NOTARY PUBLIC, State of Florida, at Large

My Commission Expires: June 5, 2022

[Signature]



ANTI - KICKBACK AFFIDAVIT

STATE OF Florida)
COUNTY OF Monroe) : SS

I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employees of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

By: Richard Maynard

Sworn and subscribed before me this 29 day of October,
2019.

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: June 5, 2022
April



NON-COLLUSION AFFIDAVIT

STATE OF FLORIDA)

SS COUNTY OF MONROE)

I, the undersigned hereby declares that the only persons or parties interested in this Proposal are those named herein, that this Proposal is, in all respects, fair and without fraud, that it is made without collusion with any official of the Owner, and that the Proposal is made without any connection or collusion with any person submitting another Proposal on this Contract.

By: *Phil W. [Signature]*

Sworn and subscribed before me this

29 day of October, 2019.

[Signature]
NOTARY PUBLIC, State of Florida at Large

My Commission Expires: June 5, 22

