



A Proposal for
City of Key West Private Security Services
From Ralons Security, LLC.



PORT & MARINE SERVICES

201 William Street
Key West, FL 33040

ADDENDUM NO. 1

**CITY OF KEY WEST PRIVATE SECURITY SERVICES
REQUEST FOR PROPOSAL (RFP) #004-19**

The information contained in this Addendum adds information to be included in the Bid and is hereby made a part of the Contract Documents. The referenced bid package is hereby addended in accordance with the following items:

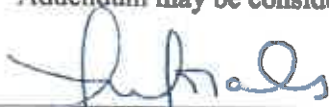
QUESTIONS and CLARIFICATIONS

1. Proposer shall have permanent representation of supervisory and decision making capacity residing in the City of Key West or within 35 miles of Key West no later than 30-days of bid award. Proposer shall research and fully be informed of the cost of living and housing issues associated with living in the area.
2. The Selection Criteria is hereby modified as follows:

SELECTION CRITERIA	Maximum Points
Specialized experience in the type of work to be performed, preferably including work in a city of similar size and geographic location	40
Understands the scope of the project and availability and capability to perform the services described in this RFP in Key West on a yearly and consistent basis	20
Permanent representation of supervisory capacity residing in the City of Key West or within 35 miles of Key West	15
Price	15
References	10
POINT TOTAL	100

All other elements of the Contract and Bid documents, including the bid date shall remain unchanged.

All Bidders shall acknowledge receipt and acceptance of this Addendum No. 1 by submitting the addendum with their proposal. Proposals submitted without acknowledgement or without this Addendum may be considered non-responsive.


Signature

Ralons Security, LLC.

Name of Business

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I. Executive Summary

Ralons Security, LLC began in 2015 with the purchase of NorthStar Security by Ralons America. Ralons America began in 2014 as the American branch of its parent company, Grupo Ralons. Grupo Ralons is one of the leaders in the labor source industry in Spain. The Company has set the benchmark in the services sector both in quality and customer service. Grupo Ralons employs over 7,000 workers worldwide and has annual revenues in excess of \$200 million. Grupo Ralons was founded on the principles of developing the most advanced technology and providing clients with the most satisfactory solution to their needs. The financial strength of the group promotes national and international expansion of a group of companies that continues to grow thanks to the confidence of their clients.

Ralons America maintains offices in Doral, Florida and Key West, Florida. It was founded to expand the internationally awarded services of Grupo Ralons. With a workforce encompassing Miami Dade County, Broward County, and Monroe County, Ralons America is focused on providing Security and Integrated Facility Services to both public and private sectors. Ralons America enables its clients to concentrate on their core business while delegating responsibility for peripheral functions. The Company's core values are honesty, effectiveness, and commitment: the Company fulfills the tasks assigned and performs at the highest levels of excellence while behaving ethically and responsibly toward its clients and the environment.

Since the award of the security contract with the City of Key West in 2014, Ralons Security has earned and maintained other security contracts in Key West. Ralons Security has been providing security services to various clients such as The Hyatt Centric Key West Resort and Spa, The Centric Building, Coconut Beach Resort, The Yankee Freedom, and Comcast. In addition, we have provided security services for the Keys 100 Race for the past two years. Ralons Security always strives to provide excellent customer service and security services to its clients and their customers by learning and understanding the special needs of Key West. This growth has been due to the support of an international company along with the knowledge and experience of our officers and supervisory staff within Key West.

A. Business Structure

Ralons Security, LLC is registered with the state of Florida. EIN#47-2453161.

Miami Office: 10900 NW 25th St.

Suite 100

Doral, FL 33172

Telephone: 786-615-5522

Fax: 786-364-7187

Contact Person: Luis J. Requejo Email: lirequejo@ralonsamerica.com

Key West Office: 5901 College Rd. (On the campus of FKCC)

Suite 1512

Key West, FL 33172

Telephone: 305-517-6721

Fax: 305-735-4411

Contact Person: Joel Dorta-Conde Email: jdortaconde@ralonsamerica.com

B. Executive Biographies

Tibizay Morales - Chief Executive Officer

Mrs. Morales joined Ralons America in 2017 with experience in overseeing the daily activities of small businesses both domestic and multi-national. Mrs. Morales is a resourceful individual with over 25 years of experience in relevant positions, providing executive functions and organizing administrative activities; well versed in maintaining the company's effectiveness and longevity. Mr. Morales was formally educated at Fordham University in economics, accounting and finance, including current financial markets. Mrs. Morales has a strong ability to solve complex company problems using excellent judgment and decision-making skills. She believes in receiving and providing ongoing education and running a customer service-oriented company with high quality standards. Mrs. Morales is bilingual with an excellent command of proper English and Spanish.

Luis Requejo – Chief Operations Officer for Security

Mr. Requejo began his employment with NorthStar Security in 2013 and was promoted to his current position after the company was purchased by Ralons. With his relocation to Key West, Mr. Requejo personally oversaw the implementation and the day-to-day operations of the City of Key West Port Operations contract in 2014. During his time in Key West, Mr. Requejo opened new security contracts including Florida Keys Community College, The Hyatt Residences, and The Keys Collection. In early 2015 he was promoted to the main office in Miami to oversee all security operations in all three counties. Mr. Requejo has over 25 years of managerial experience and is a certified Instructor under Florida Statute 493, which regulates Security Officers in the State of Florida. As of 2018, Mr. Requejo has begun training and certifying new security officers under Ralons Academy. Mr. Requejo is experienced in profit and loss statements, scheduling and payroll, shrink, and employee relations. In addition, Mr. Requejo excels in strategizing for new projects and creating teams to solve problems. He is also fluent in English and Spanish.

Mr. Requejo holds the following security licenses:

Security Agency Management License # MB 1500126

Security Instructor's License # DI 1500192

Armed Security Officers License #G 1404506

Unarmed Security Officers License #D 1331726

TWIC Card

City of Key West Port Pass

Joel Dorta-Conde – Key West Branch Manager

Mr. Dorta-Conde has been employed with Ralons Security since 2014. He is a graduate of Key West High School and is a resident within the Key West Community. Mr. Dorta-Conde has worked his way up the ranks under the guidance of Mr. Requejo. Mr. Dorta-Conde has always observed Mr. Requejo closely and quickly picked up on the necessary managerial skills to oversee the day-to-day operations. He has excelled at scheduling, recruitment, employee relations, and continues to meet with clients on a regular basis to discuss services. Under the guidance of Mr. Requejo, Mr. Dorta-Conde has earned his Branch Manager license with the state of Florida. He is also bilingual, speaking English and Spanish.

Mr. Dorta-Conde holds the following security licenses:

Security Agency Management License # MB 1800241

Armed Security Officers License #G 1406870

Unarmed Security Officers License #D 1705633

TWIC Card

City of Key West Port Pass

Angela Foster-Requejo - Director of Human Resources

Mrs. Foster-Requejo is a SHRM – CP Certified Human Resource Generalist with over 20 years of experience in customer service, payroll, time and attendance as well as employee relations. In 2014, Mrs. Foster-Requejo relocated to Key West in order to set up, implement, and perform all human resource responsibilities for the City of Key West Port Operations contract. Mrs. Foster-Requejo remained in Key West as the Human Resources Coordinator and oversaw all payroll, time and attendance, billing, invoicing, hiring, terminations, and employee training until she was promoted to Human Resources Director and relocated to the main office in Miami in 2015. Mrs. Foster-Requejo holds a Bachelor's degree in Business Administration, a Master's degree in Legal Studies from Kaplan University, and a Graduate Certificate in Human Resource Management from the University of Miami.

Mrs. Foster-Requejo holds the following security licenses:

Unarmed Security Officers License #D 1405057

TWIC Card

City of Key West Port Pass

II. Experience and Qualifications

Ralons Security has five years of experience in providing security services and over the past four years we have been fulfilling the requirements of the City of Key West Port Operations security contract. In that time, we have demonstrated that we are capable of continuing to provide all security services relating to this contract as we have successfully dealt with all day to day operations, major incidents, and we have fulfilled all requests from the Port Operations staff. We have provided the personnel to meet all scheduling needs, even on short notice. We take pride in all we have accomplished in the past four years and we will continue to develop well trained teams to manage any and all request from the City and from Port Operations. In addition, we are very proud that we have formed a strong bond with the Key West Police Department and look forward to continuing that relationship.

Earlier this year, we expanded Ralons America to include Ralons Academy. Ralons Academy will provide the 40-hour classroom training and testing for Security Officers as mandated by the State of Florida. This will allow us to not only offer the proper training to individuals to become strong security officers but it will also allow us to provide more job opportunities in Key West for those who are interested in becoming security officers. Ralons Academy will be able to produce potential employees who are licensed under state guidelines as well as certified in CPR/First Aid and possess enhanced customer service skills.

We have 80 employees working at our various locations in three counties. There are seven administrative and clerical employees in the main office and there are three administrative and clerical employees in the Key West office. Ralons Security maintains the following licenses as required by the State of Florida:

Security Agency License #B 1500167

Security Agency Branch License #BB 1500021

Security Manager License #MB 1500126

Security Instructor License #DI 1500192

Security Officer School License #DS 1800069

Lastly, all employees who work at the ports and the marinas maintain TWIC Cards, City of Key West Port Passes, CPR/First Aid Certification as well as training in patrol techniques and in Section 33 CFR 105 on Maritime Security under the Coast Guard, Department of Homeland Security.

III. Approach to Scope of Work

As a result of working with the City of Key West for the last four years, we believe that we have a complete understanding of the needs and requirements of this contract. We have experienced emergencies, natural disasters, encounters with trespassers, and through it all we have provided quality customer service to all stakeholders who live, visit, and work at the marinas, Mallory Square and the Outer Mole. We have worked closely with the Dock Masters, Port Operations, and the Key West Police Department, developing strong relationships with each. This has allowed us to improve our level of service and tailor our practices to best suit the needs and requests of the City of Key West.

Our security officers currently patrol the marinas and the Ferry Terminal on foot, protect the perimeter, deter and remove trespassers, and handle overnight arrivals. The security officers maintain a log book of day to day activities and complete necessary reports for all incidents. In addition, the security officers go through a nightly Dock Check List which ensures that each authorized vessel is in the correct slip. The officers are also provided with a smartphone for use with the Proxiguard system. Proxiguard is a geofencing reporting program that allows the security officers to provide pictures, videos and reports in real time. This system makes patrolling more efficient and creates a more reliable system of communication with the Dockmasters. We began using this program in 2016 and it has improved our patrolling procedures in these vital locations.

Our employees are provided with company uniforms, raincoats, ID badges, flashlights, and a portable first aid kit. The uniforms and company-issued IDs are labeled with the company logo and the Class D license number of the security officer. As requested in the Request for Proposal, we will be more than happy to update our uniforms to include the city logo or other city approved identification should we be allowed to continue our services.

Joel Dorta-Conde oversees all locations and completes daily rounds at the ports and marinas in his Ralons Security vehicle which is marked with our company logo, agency license number, and telephone number. As with the uniforms, the car will also be updated to include the city logo or other city approved identification. Also, Mr. Dorta-Conde oversees the teams working cruise

ship arrivals to ensure quality service and the protection of the guests to Key West. Mr. Dorta-Conde will carry a log book for his rounds at each of the locations in the security vehicle and the log book will be kept in the office, available for review by City representatives.

A. Training

All Ralons security officers are U.S. Citizens or have a valid resident alien status. Furthermore, all Ralons Security employees maintain a valid State of Florida Class D Security License, a valid Transportation Workers Identification Card (TWIC) and City of Key West Port Passes. All Ralons Security employees are literate in the English language, have strong oral command of the language, and have at least a high school diploma or equivalent.

Through our academy, our new hires have been tested and licensed in accordance with Florida law. Current and new employees have also been trained in First Aid/CPR, customer service, public relations, and emergency safety measures. They are also taught proper techniques for patrolling, use of phones/radios, and writing reports and daily logs.

As we have worked with the City for the last four years, our security officers have a broad knowledge of necessary maritime security law. Onsite training is done to inform them of all requirements of 33 CFR 105 and we, as a company, ensure that we are in compliance with sections 105.210 and 105.215 while conducting this training. Onsite training for this statute and more general state requirements of security officers is conducted with all new hires and refresher courses are done with continuing employees as we continuously ensure that our employees follow protocol and provide the best service available to our client. Monthly training logs are kept in the main office and are available for review upon request.

Monthly Training Log

Date:



Maritime Security

Start	End	Security Officer	Signature
	Instructor's Signature:		KWPD Officer's Initials:

B. What's available to you?

Ralons Security can continue services without interruption into the next year and easily implement all new requirements. With experienced employees and dedicated supervisors, we will carry on with the same high quality service and continue our coordination with the city to maintain our current relationship.

The Director of Security and Key West Branch Manager are just a phone call away for any incidents or inquiries. Since we are a small company, we are in the best position to be directly available to our clients and deal with all concerns quickly and efficiently. Mr. Dorta-Conde, who lives on Stock Island, is available 24/7 for any issues, questions, and requests. He can be at any location at a moment's notice and can meet with any city officials to discuss our services.

In addition, Mr. Requejo and Mrs. Foster-Requejo make monthly trips to Key West to meet with clients and employees. Mr. Requejo assesses all operations, reviews the training of new hires and all refresher courses. Furthermore, Mr. Requejo meets with clients to see that they are pleased with our services. He is also available by phone and email 24/7 for any questions or concerns from clients.

IV. History of Lawsuits

Please see next page for Affidavit from Eddy O. Marban, Esq. There have been no other lawsuits against Ralons Security, LLC or Ralons America Corporation.

AFFIDAVIT OF EDDY O. MARBAN

1. My name is Eddy O. Marban and I am a member of the Florida Bar in good standing for the last 34 years. In November 2016, I was retained by Ralon's Security LLC, to represent the company in a case brought by a former employee/manager, Oscar Paradela. The case is styled, *Oscar Paradela, et al. v. Ralons Security LLC, a/k/a Ralons Security LLC, and Luis Requejo, individually*, Case No. 16-10087-CIV-MOORE. There were no other similarly-situated employees.

2. The lawsuit was brought by a former employee, Mr. Oscar Paradela who was a former manager for the Key West Division of Ralons Security LCC in Key West, Florida. The lawsuit was brought pursuant to the Fair Labor Standards Act, otherwise known as the FLSA.

3. The FLSA is the law that allows employees to seek overtime and minimum wages. The FLSA also allows for the lawsuit to be brought against employees of the company who supervise and manage other employees or members of the company that have operational control over the day-to-day operation for the company. The lawsuit alleged that Luis Requejo was an FLSA employee because he supervised Mr. Paradela.

4. The lawsuit was frivolous from the start as the FLSA exempts from coverage "any employee employed in a bona fide executive or administrative capacity." 29 U.S.C. § 213(a)(1).

5. The Plaintiff, Oscar Paradela was employed in an executive and administrative capacity. Mr. Paradela was the highest ranking member stationed at the Key West Division of Ralons Security, LLC. Mr. Paradela was exempted from FLSA coverage and was not an employee eligible for overtime pay.

6. On July 10, 2017, Mr. Paradela agreed to withdraw his claim and the lawsuit was dismissed. On July 11, 2017, the court dismissed Mr. Paradela's lawsuit.

I declare under penalty of perjury under the laws of the United States of America, and under 28 U.S.C. § 1746, that the foregoing is true and correct.



EDDY O. MARBAN

Date: _____

11-26-18

V. References

Florida Keys Community College

Ralons Security has a contract with Florida Keys Community College located at 5901 College Road Key West, FL 33040. This contract began in 2014 and the annual cost is \$250,000. We have provided 24/7 unarmed security for the campus. We patrol the campus by foot and golf cart, monitor the front entrance from the guard shack, assist and record any and all visitors to the campus, monitor the parking spaces for any unauthorized vehicles, guard the perimeter of the campus from any trespassers, maintain a log book, and provide escort services for students. The supervisor, Elroy Weaver, regularly checks on the guards and does a sweep of the grounds. There is a cell phone in the guard shack to which the phone number was made available to all faculty, staff, and students so there is a direct line to the security officers should an emergency arise.

Contact: Jean Mauk

Email: Wjean.mauk@fkcc.edu

Telephone: 305-809-3266

The Hyatt Resorts

Ralons Security has contracted with the corporate Hyatt's in Key West which are Hyatt Windward Pointe, Hyatt Beach House, and Hyatt Sunset Harbor. We began this contract in 2017 and the combined annual cost is \$140,000. We provide overnight security 365 days a year. We assist guests with any requests, provide escort service for employees and guests, enforce hotel rules and regulations, patrol the perimeter and the interior of the building while monitoring all major checkpoints, record and report suspicious activity, secure all exits, maintain a daily log book, deter and remove trespassers, cooperate with law enforcement when necessary, and provide excellent customer service. These locations also have cell phones so that the security officers are easily accessible to the guests and staff at these locations.

Contact: Atif Awan at Hyatt Windward Pointe, 3675 S Roosevelt Blvd Key West, FL 33040

Email: Atif.awan@hyattvoi.com

Telephone: 305-293-5040

RAW Construction

Ralons Security has also been providing security services to Raw Construction, at their location in Ft. Lauderdale since 2013 and this year we have added two of their locations in Miami. The annual cost of these three locations combined is \$200,000. We provide an unarmed rover to patrol the construction sites overnight every night of the week. We maintain a visible presence, respond to all alarms, deter and remove trespassers, alert proper authorities of any and all incidents or damages, check lighting conditions, enforce no loitering policy, and enforce no parking in prohibited zones policy. There is a site supervisor for these locations and he is on call 24/7.

Contact: Julio Ramos at North Miami Beach Site, 15865 W Dixie Hwy, North Miami Beach, FL 33162

Telephone: 786-270-9656

The Residences at United Homecare

Ralons Security has a contract with The Residences of United Homecare, 9355 SW 158th Ave, Miami, FL 33196. We began this contract in 2015 and the annual cost is \$160,000. We provide security officers and concierges. The concierges work at the front desk, record all visitors' information, receive mail, and answer the phone. The security officers ensure the safety of the residents, patrol the perimeter, monitor the CCTV, provide assistance to residents and guests, and assist in any emergency situations.

Contact: Maria Torres

mtorres@unitedhomecare.com

Telephone: 305-328-0875

Notice to Bidder: Use Black Ink or Type For Completing the Form.

BID FORM

To: CITY CLERK
CITY OF KEY WEST, FLORIDA
1300 WHITE STREET
KEY WEST, FLORIDA 33040

Project Title: CITY OF KEY WEST PRIVATE SECURITY SERVICES,

Project No.: RFP No. 004-19

BIDDER'S INFORMATION

Name: Ralons Security, LLC.

Address: 10900 NW 25th St. Suite 100 Doral,
FL 33172

Contact Name: Tibizay Morales

Email: tmorales@ralonsamerica.com

Telephone: 786-615-5522

Fax: 786-364-7187

BID FORM

PORT AND MARINA SECURITY SERVICES

The security services for each facility is outlined in the Scope of Work section

LOCATION	UNBURDENED HOURLY RATE (\$)¹	RATE IN WORDS	BURDENED HOURLY RATE (\$)²	RATE IN WORDS
Mallory Square	15	Fifteen	19.50	Nineteen Fifty
Outer Mole Pier	15	Fifteen	19.50	Nineteen Fifty
Key West Bight	15	Fifteen	19.50	Nineteen Fifty
City Marina	15	Fifteen	19.50	Nineteen Fifty
Key West Bight Ferry Terminal	15	Fifteen	19.50	Nineteen Fifty
City Parks	15	Fifteen	19.50	Nineteen Fifty
Special Events	15	Fifteen	19.50	Nineteen Fifty

¹ Direct Labor Cost

² Direct Labor Cost, O/H, G&A, Profit

SUBCONTRACTORS

The Bidder further proposes that the following subcontracting firms or businesses will be awarded subcontracts for the following portions of the work in the event that the Bidder is awarded the Contract:

Portion of Work: _____

Name: _____

Address: _____

Portion of Work: _____

Name: _____

Address: _____

Portion of Work: _____

Name: _____

Address: _____

BIDDER

The name of the Bidder submitting this Bid is: Ralons Security, LLC.

Doing business at 10900 NW 25th St. Suite 100

City Doral State FL Zip 33172

Telephone No. 786-615-5522

This address is where all communications concerning this Bid shall be sent.

The names of the principal officers of the Corporation submitting this Bid, or of the Partnership, or of all persons interested in this Bid as Principals are as follows:

Name	Title
<u>Tibizay Morales</u>	<u>CEO</u>
<u>Luis J. Requejo</u>	<u>Director of Operations - Security</u>

If Corporation

IN WITNESS WHEREOF the undersigned corporation has caused this instrument to be executed and its seal affixed by its duly authorized officers this 15th day of November, 2018

(SEAL)

Name of Corporation Ralons Security, LLC

By: Tibizay Morales

Title: CEO

Attest: _____

Secretary



If Sole Proprietor or Partnership

IN WITNESS hereto the undersigned has set his/her/its hand this _____ day of _____, 20__.

Signature of Bidder _____

Title _____

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: Tibizay Morales

Sworn and subscribed before me this

15th day of November, 2018.

Virginia R. Alvarez
NOTARY PUBLIC, State of Florida at Large

My Commission Expires: _____



ANTI - KICKBACK AFFIDAVIT

STATE OF Florida)
 : SS
COUNTY OF Monroe)

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: Tibizay Morales

Sworn and subscribed before me this

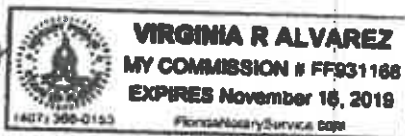
15th

day of

November

NOTARY PUBLIC, State of Florida at Large

Virginia R. Alvarez
My Commission Expires:



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:

City of Key West Private Security Services

2. This sworn statement is submitted by Ralons Security, LLC.

(Name of entity submitting sworn statement)

whose business address is 10900 NW 25th St, Suite 100, Doral, FL 33172

and (if applicable) its Federal Employer Identification Number (FEIN) is 47-2453161

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

signing this sworn statement _____)

3. My name is Tibizay Morales

(Please print name of individual signing)

and my relationship to the entity named above is CEO

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 of 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.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means

- a. A predecessor or successor of a person convicted of a public entity crime; or
 - b. 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 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.
7. I understand that a "person" as defined in Paragraph 287.133(1)(8), Florida Statutes, means any natural person or 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 for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
8. 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).

X Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)

_____ There has been a proceeding concerning the conviction before a hearing of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted Proposer list. (Please attach a copy of the final order.)

_____ The person or affiliate was placed on the convicted Proposer list. There has been a subsequent proceeding before a hearing officer of the State of

Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted Proposer list. (Please attach a copy of the final order.)

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

[Handwritten Signature]

(Signature)

11/15/2018

(Date)

STATE OF Florida

COUNTY OF Monroe

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

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

Signature in the space provided above on this 15th day of November, 2018.



Virginia R. Alvarez
NOTARY PUBLIC

CITY OF KEY WEST INDEMNIFICATION FORM

To the fullest extent permitted by law, the Proposer 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 Proposer 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 Proposer or its subcontractors, material men or agents of any tier or their respective employees.

Proposer:

Ralons Security, LLC.

10900 NW 25th St. Suite 100, Doral, FL 33172
Address

Signature

Tibizay Morales

Print Name

CEO

Title



DATE:

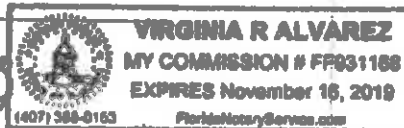
11/15/2018

Sworn and subscribed before this 15th day of November, 2018

NOTARY PUBLIC, State of Florida, at Large

My Commission Expires:

Virginia R Alvarez



**LOCAL VENDOR CERTIFICATION PURSUANT TO
CITY OF KEY WEST ORDINANCE 09-22 SECTION 2-798**

The undersigned, as a duly authorized representative of the vendor listed herein, certifies to the best of his/her knowledge and belief, that the vendor meets the definition of a "Local Business." For purposes of this section, "local business" shall mean a business which:

- a. Principle address as registered with the FL Department of State located within 30 miles of the boundaries of the city, listed with the chief licensing official as having a business tax receipt with its principle address within 30 miles of the boundaries of the city for at least one year immediately prior to the issuance of the solicitation.
- b. Maintains a workforce of at least 50 percent of its employees from the city or within 30 miles of its boundaries.
- c. Having paid all current license taxes and any other fees due the city at least 24 hours prior to the publication of the call for bids or request for proposals.

- Not a local vendor pursuant to Ordinance 09-22 Section 2-798
- Qualifies as a local vendor pursuant to Ordinance 09-22 Section 2-798

If you qualify, please complete the following in support of the self-certification & submit copies of your County and City business licenses. Failure to provide the information requested will result in denial of certification as a local business.

Business Name Ralons Security, LLC Phone: 305-517-6721

Current Local Address: 5901 College Rd. Suite 1512, Key West, FL 33040 Fax: 305-735-4411
(P.O. Box numbers may not be used to establish status)

Length of time at this address: 1 Year

Signature of Authorized Representative

Date: 11/15/18

STATE OF Florida

COUNTY OF Dade

The foregoing instrument was acknowledged before me this 15th day of November, 2015.

By TIBIZAY MORALES
(Name of officer or agent, title of officer or agent)

of Ralons Security LLC
(Name of corporation acknowledging)

or has produced identification
(Type of identification)

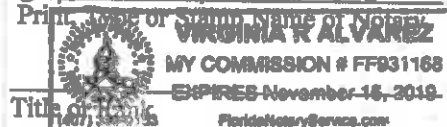
drivers license

as identification

Virginia R. Alvarez
Signature of Notary

VIRGINIA R. ALVAREZ

Return Completed form with
Supporting documents to:
City of Key West Purchasing



EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)
: SS
COUNTY OF Monroe)

I, the undersigned hereby duly sworn, depose and say that the firm of Ralons Security, LLC 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.

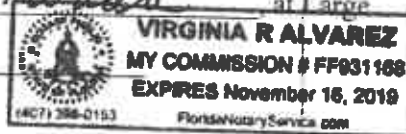
By: Tibizay Morales 

Sworn and subscribed before this 15th day of November, 2018

NOTARY PUBLIC, State of Florida at Large

My Commission Expires:

Virginia R. Alvarez



CONE OF SILENCE AFFIDAVIT

STATE OF Florida)
 : SS
COUNTY OF Monroe)

I the undersigned hereby duly sworn depose and say that all owner(s), partners, officers, directors, employees and agents representing the firm of Ralons Security, LLC. 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.

By: Tibizay Morales



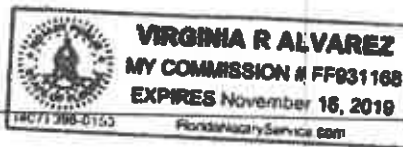
Sworn and subscribed before me this

15th. day of November 2018

Virginia R. Alvarez

NOTARY PUBLIC, State of Florida at Large

My Commission Expires:





CERTIFICATE OF LIABILITY INSURANCE

RALO-01

OP ID: M6

DATE (MM/DD/YYYY)

11/12/2018

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.

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).

PRODUCER
BROWN & BROWN OF FLORIDA INC
14900 NW 79th Court Suite#200
Miami Lakes, FL 33016-5889
Magdalena Waszkiewicz

CONTACT NAME: Magdalena Waszkiewicz

PHONE
(A/C. No. Ext.): 305-714-4487

FAX
(A/C. No.): 305-714-4401

E-MAIL
ADDRESS

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: Everest National Insurance Co

10120

INSURER B:

INSURER C:

INSURER D:

INSURER E:

INSURER F:

INSURED **Ralons Security LLC**
10900 NW 25th Street Suite 100
Doral, FL 33172

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

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.

INSR LTR	TYPE OF INSURANCE	ADOL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PROJECT ☐ LOC OTHER:	X	51GL008080181	04/08/2018	07/01/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ALL OWNED AUTOS ☒ HIRED AUTOS ☒ SCHEDULED AUTOS NON-OWNED AUTOS		51CA001448181	06/01/2018	06/01/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	☐ UMBRELLA LIAB ☐ EXCESS LIAB DED RETENTION \$	☐ OCCUR ☐ CLAIMS-MADE				EACH OCCURRENCE \$ AGGREGATE \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☒ N N/A	5300003478171	07/01/2018	07/01/2019	☒ PER STATUTE ☒ OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

City of Key West is an additional insured with respects to General Liability when required by written contract.

CERTIFICATE HOLDER

CANCELLATION

KEYWEST

City of Key West
1300 White Street
Key West, FL 33040

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Brown and Brown of Florida, Inc.

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CITY OF KEY WEST, FLORIDA

Business Tax Receipt

This Document is a business tax receipt
Holder must meet all City zoning and use provisions.
P.O. Box 1409, Key West, Florida 33040 (305) 809-3955

Business Name RALONS SECURITY. LLC CtlNbr:0023570
Location Addr 5901 COLLEGE RD
Lic NBR/Class 19-00034393 STATE-LICENSED PROFESSIONAL
Issue Date: July 27, 2018 Expiration Date: September 30, 2019
License Fee \$325.00
Add. Charges \$0.00
Penalty \$0.00
Total \$325.00
Comments: SECURITY AGENCY

This document must be prominently displayed.

RALONS SECURITY, LLC

RALONS SECURITY. LLC
10900 NW 25TH STREET
SUITE 100
MIAMI FL 33172

Oper: KEYWAFB Type: OC Draw: 1
Date: 7/27/18 61 Receipt no: 20033
2019 34393
OR LIC OCCUPATIONAL RENEWAL
1.00 \$325.00
Trans number: 3131728
Via VISA/MASTERC \$350.00
Trans date: 7/27/18 Time: 14:26:12

**2018 / 2019
MONROE COUNTY BUSINESS TAX RECEIPT
EXPIRES SEPTEMBER 30, 2019**

Business Name: RALONS SECURITY LLC

RECEIPT# 47161-123465

Owner Name: TIBIZAY ALVAREZ MORALES
Mailing Address: 10900 NW 25TH ST STE 100
DORAL, FL 33172

Business Location: 5901 COLLEGE ROAD STE 1512
KEY WEST, FL 33040
Business Phone: 786-615-5522
Business Type: MISCELLANEOUS SERVICE (SECURITY SERVICE)

Employees 27

STATE LICENSE: BB1500021

Tax Amount	Transfer Fee	Sub-Total	Penalty	Prior Years	Collection Cost	Total Paid
0.00	10.00	10.00	0.00	0.00	0.00	10.00

Paid 000-17-00024912 07/27/2018 10.00

THIS BECOMES A TAX RECEIPT
WHEN VALIDATED

Danise D. Henriquez, CFC, Tax Collector
PO Box 1129, Key West, FL 33041

THIS IS ONLY A TAX.
YOU MUST MEET ALL
COUNTY AND/OR
MUNICIPALITY PLANNING
AND ZONING REQUIREMENTS.

**MONROE COUNTY BUSINESS TAX RECEIPT
P.O. Box 1129, Key West, FL 33041-1129
EXPIRES SEPTEMBER 30, 2019**

Business Name: RALONS SECURITY LLC

RECEIPT# 47161-123465

Owner Name: TIBIZAY ALVAREZ MORALES
Mailing Address: 10900 NW 25TH ST STE 100
DORAL, FL 33172

Business Location: 5901 COLLEGE ROAD STE 1512
KEY WEST, FL 33040
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Tax Amount	Transfer Fee	Sub-Total	Penalty	Prior Years	Collection Cost	Total Paid
0.00	10.00	10.00	0.00	0.00	0.00	10.00

Paid 000-17-00024912 07/27/2018 10.00



ADAM H. PUTNAM
COMMISSIONER

Florida Department of Agriculture and Consumer Services
Division of Licensing

RENEWAL NOTICE FOR AGENCY OR SCHOOL LICENSE

Chapter 493, Florida Statutes
Post Office Box 5767 • Tallahassee, FL 32314-5767 • (850) 245-5691
www.mylensesite.com

DATE PRINTED: MAY 23, 2018

LICENSE #: BB-15-00021

WILL EXPIRE: OCT 20, 2018



RALONS SECURITY LLC
166 MADEIRA AVE
CORAL GABLES, FL 33134

OR-15-00719

T117455508



Please read the instructions below BEFORE YOU BEGIN

Failure to submit required documentation will result in unnecessary delays in the processing of your renewal application.

SECURITY AGENCY BRANCH-ALLOW 8-10 WEEKS FOR PROCESSING

RETURN THIS NOTICE WITH A CHECK OR MONEY ORDER MADE PAYABLE TO FDACS. FOR CREDIT CARD PAYMENT OPTION, VISIT WWW.FRESHFROMFLORIDA.COM AND CLICK 'ONLINE PAYMENTS.' IF YOUR RENEWAL APPLICATION IS RECEIVED BY THE DIVISION AFTER THE EXPIRATION DATE OF YOUR LICENSE, A LATE FEE EQUAL TO THE AMOUNT OF THE LICENSE FEE IS REQUIRED. BY LAW, FEES ARE NONREFUNDABLE:

\$125.00 BY 10/20/18
\$250.00 AFTER 10/20/18 <-INCLUDES LATE FEE

IF YOUR LICENSE HAS BEEN EXPIRED FOR 3 MONTHS OR MORE, YOU MUST REAPPLY. IT IS UNLAWFUL TO PERFORM OR PROVIDE REGULATED SERVICES WITH AN EXPIRED LICENSE. BY SUBMISSION OF THE RENEWAL APPLICATION, YOU ARE CONFIRMING YOUR CONTINUED ELIGIBILITY FOR THE LICENSE UNDER CHAPTER 493, FLORIDA STATUTES. FOR ASSISTANCE, PLEASE CONTACT THE REGIONAL OFFICE IN YOUR AREA OR CALL 850-245-5691.

HAVE YOU CHANGED YOUR STREET ADDRESS OR MAILING ADDRESS?

The information below reflects your street address and your mailing address on file with the Division of Licensing. *If the information is correct leave this area blank.* If your residence address OR your mailing address has changed, please enter the correct information.

STREET ADDRESS

5901 COLLEGE ROAD

STREET ADDRESS CONTINUED (SUITE, BUILDING, APT., ETC)

SUITE 1510-8

CITY

KEY WEST

STATE

FL

ZIP CODE

33040

MAILING ADDRESS IF DIFFERENT FROM ABOVE

10900 NW 25TH STREET

MAILING ADDRESS CONTINUED (SUITE, BUILDING, APT., ETC)

SUITE 100

CITY

DORAL

STATE

FL

ZIP CODE

33172

AGENCY PHONE NUMBER (NUMBERS ONLY)

786 6155522

AFTER HOURS PHONE NUMBER (NUMBERS ONLY)

954 4965987

FAX NUMBER (NUMBERS ONLY)

786 3647187

E-MAIL ADDRESS

TMORALES@RALONSAERICA.COM



ASCREEN01

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

**ADAM H. PUTNAM
COMMISSIONER**

DIVISION OF LICENSING

**06/11/18
DATE ISSUED**

**10/20/18
DATE OF EXPIRATION**

**BB1500021
LICENSE NUMBER**

RALONS SECURITY LLC (KEY WST BRANCH)

5901 COLLEGE RD

KEY WEST, FL 33040

THE SECURITY AGENCY BRANCH OFFICE NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF CHAPTER 493, FLORIDA STATUTES.




**ADAM H. PUTNAM
COMMISSIONER**

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

**ADAM H. PUTNAM
COMMISSIONER**

DIVISION OF LICENSING

**05/23/18
DATE ISSUED**

**07/31/21
DATE OF EXPIRATION**

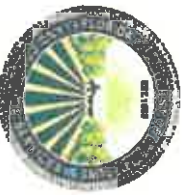
**B 1500167
LICENSE NUMBER**

RALONS SECURITY, LLC

**10900 NW 25TH ST
STE 100
DORAL, FL 33172**

MORALES, TIBIZAY, OTHER

**THE SECURITY AGENCY NAMED ABOVE IS LICENSED AND REGULATED UNDER THE PROVISIONS OF
CHAPTER 493, FLORIDA STATUTES.**



**ADAM H. PUTNAM
COMMISSIONER**

A handwritten signature of Adam H. Putnam is located in the bottom right corner, written in black ink.

FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES

**ADAM H. PUTNAM
COMMISSIONER**

DIVISION OF LICENSING

**08/24/18
DATE ISSUED**

**08/24/20
DATE OF EXPIRATION**

**DS1800069
LICENSE NUMBER**

RALONS ACADEMY

10900NW 25 ST

STE 100

DORAL, FL 33172

**THE SECURITY OFFICER SCHOOL OR TRAINING FACILITY NAMED ABOVE IS LICENSED AND REGULATED
UNDER THE PROVISIONS OF CHAPTER 493, FLORIDA STATUTES.**




**ADAM H. PUTNAM
COMMISSIONER**



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Detail By Document Number](#) /

Detail by Entity Name

Florida Profit Corporation
RALONS AMERICA CORP.

Filing Information

Document Number	P14000042612
FE/EIN Number	46-5710091
Date Filed	05/13/2014
State	FL
Status	ACTIVE
Last Event	AMENDMENT
Event Date Filed	04/14/2015
Event Effective Date	NONE

Principal Address

10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Changed: 03/29/2018

Mailing Address

10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Changed: 03/29/2018

Registered Agent Name & Address

Gaston R. Alvarez, P. A.
2655 S. Le Jeune Road
Suite PH-1C
Coral Gables, FL 33134

Name Changed: 05/09/2017

Address Changed: 05/09/2017

Officer/Director Detail

Name & Address

Title S

Hernandez Ramirez, Jorge
10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Title Director/President

Morales, Tibizay
10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Annual Reports

Report Year	Filed Date
2017	02/17/2017
2017	05/09/2017
2018	03/29/2018

Document Images

03/29/2018 -- ANNUAL REPORT	View Image in PDF format
05/09/2017 -- AMENDED ANNUAL REPORT	View Image in PDF format
02/17/2017 -- ANNUAL REPORT	View Image in PDF format
03/09/2016 -- ANNUAL REPORT	View Image in PDF format
04/14/2015 -- Amendment	View Image in PDF format
03/18/2015 -- ANNUAL REPORT	View Image in PDF format
09/12/2014 -- Amendment	View Image in PDF format
09/12/2014 -- Off/Dir Resignation	View Image in PDF format
06/13/2014 -- Domestic Profit	View Image in PDF format



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Detail By Document Number](#) /

Detail by Entity Name

Florida Limited Liability Company
RALONS SECURITY, LLC

Filing Information

Document Number	L14000180559
FE/EIN Number	47-2453161
Date Filed	11/21/2014
State	FL
Status	ACTIVE
Last Event	LC AMENDMENT
Event Date Filed	04/10/2015
Event Effective Date	NONE

Principal Address

10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Changed: 03/29/2018

Mailing Address

10900 N.W. 25th Street
Suite 100
Doral, FL 33172

Changed: 03/29/2018

Registered Agent Name & Address

Gaston R. Alvarez, P. A.
2655 LE JEUNE ROAD
SUITE PH-1C
CORAL GABLES, FL 33134

Name Changed: 05/09/2017

Address Changed: 05/09/2017

Authorized Person(s) Detail

Name & Address

Title MGR

MORALES, TIBIZAY
10800 N.W. 25th Street
Suite 100
Doral, FL 33172

Annual Reports

Report Year	Filed Date
2017	04/27/2017
2017	05/09/2017
2018	03/29/2018

Document Images

<u>03/29/2018 -- ANNUAL REPORT</u>	View image in PDF format
<u>05/09/2017 -- AMENDED ANNUAL REPORT</u>	View image in PDF format
<u>04/27/2017 -- ANNUAL REPORT</u>	View image in PDF format
<u>03/09/2016 -- ANNUAL REPORT</u>	View image in PDF format
<u>04/10/2015 -- LC Amendment</u>	View image in PDF format
<u>03/18/2015 -- ANNUAL REPORT</u>	View image in PDF format
<u>12/22/2014 -- CORLCSTCOR</u>	View image in PDF format
<u>11/21/2014 -- Florida Limited Liability</u>	View image in PDF format