



**A Proposal for**

**RFP #005-21**

**CITY OF KEY WEST PRIVATE SECURITY**

**SERVICES**

**Submitted by Ralons Security,  
LLC.**

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## **I. Executive Summary**

**Ralons America began in 2014 in Miami Dade county providing facility services management. Then In 2015 Ralons America purchased NorthStar Security, changing the company name to Ralons Security, LLC. With over 20 years of combined experience in Security, Cleaning and Integrated Facility Services, we have built a company with a structure that focuses on high-end quality management, professional development and a delivery of premium services.**

Ralons America maintains offices in Doral, Florida and Key West, Florida. 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.

After Ralons was awarded the security contract with the City of Key West in 2014, we were able to earn and maintain other security contracts in Key West. Ralons Security has provided security services to various clients such as The Hyatt Centric Key West Resort and Spa, The Centric Building, Coconut Beach Resort, and Comcast. In addition, we have previously provided security services for the Keys 100 Race. 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 the Ralons administration 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 25<sup>th</sup> St.**

**Suite 100**

**Doral, FL 33172**

**Telephone: 786-615-5522**

**Fax: 786-364-7187**

**Contact Person: Luis J. Requejo      Email: [lrequejo@ralonsamerica.com](mailto:lrequejo@ralonsamerica.com)**

### **Key West Office:**

**5901 College Rd. (On the campus of College of the Florida Keys)**

**Suite 1512**

**Key West, FL 33172**

**Telephone: 305-517-6721**

**Fax: 305-735-4411**

**Contact Person: George Reeder      Email: [ralons.usa@gmail.com](mailto:ralons.usa@gmail.com)**

## **B. Executive and Key Personnel 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 28 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 – Director of Security Services**

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. Implementation included working shifts at Key West Bight, Garrison Marina, and the Ferry Terminal as well as the Outer Mole and Mallory Square during cruise ship season. During his time in Key West, Mr. Requejo opened new security contracts including College of the Florida Keys, all four Hyatt Residences on the island, 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 30 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 hiring, 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**

**George Reeder – Key West Branch Manager**

**Mr. Reeder has been employed with Ralons Security since 2015. He is currently the Field Supervisor for the Lower Keys District. He is a graduate of Key West High School and the College of the Florida Keys. He has held management positions in the IT and hospitality industries. Mr. Reeder resides on Big Coppitt Key. Mr. Reeder has worked his way up the ranks to his current position. As a resident, Mr. Reeder understands the nuances of our Key West clients which has allowed him to pick up on the necessary managerial skills to oversee the day-to-day operations. Under the guidance of Mr. Requejo, Mr. Reeder is being groomed to be the next Branch Manager.**

**Mr. Reeder holds the following security licenses:**

**Unarmed Security Officers License #D 1705633**

**Angela Foster-Requejo - Director of Human Resources**

Mrs. Foster-Requejo is a SHRM – CP Certified Human Resource Generalist with over 24 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



## **II. Experience and Qualifications**

Ralons Security, LLC has six years of experience in providing security services and fulfilled the requirements of the five year contract with the City of Key West from 2014 to 2019. In that time, we demonstrated that we are capable of continuing to provide all security services relating to this contract as we successfully dealt with all day to day operations and major incidents, while fulfilling all requests from the Port Operations staff. We provided the personnel to meet all scheduling needs, even on short notice. We take pride in all we accomplished and we would appreciate the opportunity to once again 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.

In 2018, we expanded Ralons America to include Ralons Academy. Ralons Academy provides the 42-hour classroom training and testing for Security Officers as mandated by the State of Florida. This has allowed us the ability to not only offer the proper training to individuals to become strong security officers but it will also allow us to potentially 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 for 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 marinas will maintain TWIC Cards, City of Key West**

Port Passes, CPR/Fist 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.

For Ralons Employees:

Ralons Security utilizes ADP WorkForce Now.

ADP Workforce Now offers core HR capabilities including:

- Time and attendance
- Talent management
- Payroll
- Benefits management

It also provides a benefit plan creation wizard, which can be configured according to the onboarding processes of your company. The app's COBRA events can trigger notifications to employees and other beneficiaries to meet qualifying event requirements under COBRA.

The benefits administration features are all compliant with annual reporting requirements for IRS forms 1094 and 1095. This feature offers a dashboard for all reporting statuses. Users can also get status and confirmation reports with detailed information on premiums, deductions, beneficiaries, covered dependents, coverage levels, and enrollments.

With ADP Workforce Now, there are also receive self-service tools for employees and manager:

- Such as the widely used ADP Mobile app
- To access paychecks
- W-2s
- Timecards
- Benefit information and more
- Proactive compliance and regulatory alerts

The use of ADP allows us to create accurate billing details and invoices. Each time an employee clocks in or clocks out, the information is added to their time card in ADP. At the end of each pay period, we are able to create a report based on individual or location with a timecard. We then attach those reports to our Quickbooks invoice to send to our clients.

### **III. Approach to Scope of Work**

As a result of maintaining clients in the City of Key West since 2014, 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 in Key West. 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.

We are experienced in patrolling the marinas and the Ferry Terminal on foot, protecting the perimeter, deterring and removing trespassers, and handling overnight arrivals. The security officers will maintain a log book of day to day activities and complete necessary reports for all incidents. In addition, the security officers will 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 if we are awarded this contract.

George Reeder oversees all locations and completes his rounds from the island of Duck Key to Key West in a 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. Reeder oversees and trains the crews at our client's locations.

**Mr. Reeder 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.  
Furthermore, Mr. Reeder maintains daily contact with administration in the Miami office.

## **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, and will maintain valid Transportation Workers Identification Cards (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.

Since we have worked with the City previously, 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.





## **V. References**

### **City of Key West**

Services were in patrolling the marinas and the Ferry Terminal on foot, protecting the perimeter, deterring and removing trespassers, and handling overnight arrivals. The security officers maintained a log book of day to day activities and completed necessary reports for all incidents. In addition, the security officers completed a nightly Dock Check List to ensure that each authorized vessel was in the correct slip. The officers were 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. Contract amount was \$212,100.00

Contact: Doug Bradshaw

Telephone: 305-809-3739

Email: dbradshaw@cityofkeywest-fl.gov

### **College of the Florida Keys**

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 \$246,156.00. We have provided 24/7 unarmed security for the campus. We patrol the campus by foot and 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, 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: Greg O'Flynn

Email: Gregory.Oflynn@cfk.edu Telephone: 305-296-9081 ext.



## **The Duck Key Security District**

Ralons Security has also been providing security services to Duck Key, at their location on Duck Key since 2020. The annual cost of the contract is \$84,816.00. We provide an unarmed rover to patrol, in a marked security vehicle, the island of Duck Key overnight. We maintain a visible presence, conduct property checks as requested by residents, respond to all alarms, deter and remove trespassers, alert proper authorities of any and all incidents or damages, check lighting conditions, enforce no loitering pr overnight camping policies and enforce no parking in prohibited zones policy. Services provided under Monroe County Sheriff guidelines. Site is inspected by Field Supervisor.

Contact: Sylvia Hernandez, President of Duck Key Advisory Board

Address: 355 E. Seaview Drive Duck Key, FL. 33050

Telephone: 305- 962-2563

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. 005-21

**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



City of Key West  
1300 White St.  
Key West Florida, 33040

## ADDENDUM NO. 1

### RFP #005-21 CITY OF KEY WEST PRIVATE SECURITY SERVICES

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:

#### GENERAL NOTES:

1. Revised bid form attached.

#### QUESTIONS & CLARIFICATIONS:

1. Is there a living wage requirement? *No*
2. Is the Proposer required to provide a motor vehicle for any part of the contract? If so, please indicate vehicle type, location(s) and number of anticipated hours. *No*
3. Please provide the annual hours requested during the previous fiscal year. *Hours are equivalent to hours in the bid document*
4. Do you anticipate more or less hours being requested under the new contract? *Neither*
5. Is parking available for security officers at each site? *Yes*
6. Are restrooms available at each site? *Yes*
7. What equipment, if any, will be provided by the City of Key West? *None. Proposer will be required to provide a phone that works with the City's ProxiGuard Security Guard Tour System*
8. What equipment, other than flashlights, will be required by the Proposer? *Refer to bid document*
9. Are there facilities at each site where the Proposer can use for storing equipment and supplies? *Yes*
10. Does the City have an accelerated payment program for vendors? *No*
11. Who is the current incumbent? *Florida Keys Security, LLC*
12. When was the current incumbent awarded the contract? *January 2019*
13. Could you please provide us copy of current contract? *Attached*
14. Are there any subcontractors being used for the current contract? *No*
15. What was the initial term length of the current contract (for example, 1 year plus 4 year options, etc.) *3 year with 2 year options*
16. What was the start date of the initial contract? *February 2019*
17. What was the amount spent in the last 12 months? *\$229,746.04*
18. What was the total spent in the last billed month? *\$20,266.10*
19. Are there any other rates billed separately (such as equipment, vehicles, etc.) *No*

20. Are there any significant modifications from the previous contract to the new one? For instance, an increase in hours, a change in guard type (e.g., armed vs unarmed), a need for additional resources? *Cruise ship security was removed from this RFP*
21. What was the amount spent on this contract last year? *1/1/2020-12/31/2020 \$229,159.62*
22. What is the estimated total number of annual hours for this contract? *Refer to RFP*
23. What is the current bill rate for each position? *\$21.26*
24. Are there any additional services that may be needed that are not listed in the RFP? For instance, the need of additional sites, seasonal required security, etc. *Not currently*
25. Beyond the state and federal minimum wage, is there a prevailing wage, living wage ordinance, local mandated wage, or contract-specific wage? *No*
26. Is there a specific way you would like the response to be prepared? For example: bound, unbound, 3-ring binder(s), pages limits, paper type, etc.? *Refer to RFP*
27. Is the current contract using vehicles? If yes, how many? *One golf cart*
28. Will your agency hold a public opening? If yes, can you please provide with the date, time, and location? *Refer to RFP*

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

**BID FORM**

**PORT AND MARINA SECURITY SERVICES**

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

<b>LOCATION</b>	<b>UNBURDENED HOURLY RATE (\$)¹</b>	<b>RATE IN WORDS</b>	<b>BURDENED HOURLY RATE (\$)²</b>	<b>RATE IN WORDS</b>
<b>Key West Bight/ Key West Bight Ferry Terminal³</b>	\$16.00	Sixteen	\$23.50	Twenty-three fifty
<b>City Marina⁴</b>	\$16.00	Sixteen	\$23.50	Twenty-three fifty
<b>Key West Bight Ferry Terminal⁵</b>	\$16.00	Sixteen	\$23.50	Twenty-three fifty

**¹ Direct Labor Cost.**

**² Direct Labor Cost, O/H, G&A, Profit.**

**³ One (1) guard from 6:00 pm until 6:00 am Monday – Friday, One (1) guard from 6:00 am Saturday – 6:00 am Monday**

**⁴ One (1) guard daily from 5:30 PM until 5:30 AM.**

**⁵ One (1) guard from 3:00 pm until 6:00 pm. Monday – Sunday or when Key West Express is docked at the ferry terminal facility.**

**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>
_____	_____
_____	_____



**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 14 day of MAY, 2021



Name of Corporation

By: [Signature]

Title: Tibizay Morales, 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 \_\_\_\_\_





**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:

RFP #005-21 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 Chief Executive Officer

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.
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).

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.)

(Signature) *[Handwritten Signature]*  
(Date) 5/14/2021

STATE OF Florida  
COUNTY OF Miami Dade

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 14 day of May, 2021

My commission expires:



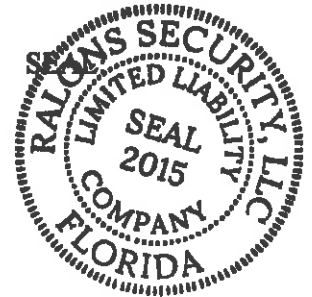
*Angela Foster-Requejo*  
NOTARY PUBLIC



**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]*  
Signature  
Tibizay Morales  
Print Name  
CEO  
Title

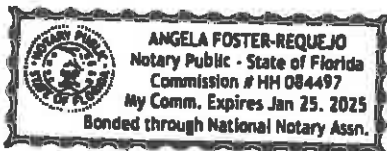


DATE: May 14, 2021

Sworn and subscribed before this 14 day of May, 2021

Angela Foster-Requejo  
NOTARY PUBLIC, State of Florida, at Large

My Commission Expires: 01/25/2025



**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: 786-615-5522

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

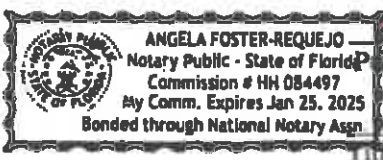
Length of time at this Address: 4 years Date: 5/14/2021

Signature of Authorized Representative [Signature]  
STATE OF Florida COUNTY OF Miami Dade

The foregoing instrument was acknowledged before me this 14 day of May, 2021.  
By Tibizay Morales of Ralons Security, LLC.  
(Name of officer or agent, title of officer or agent) (Name of corporation acknowledging)

or has produced identification Florida Drivers License as identification  
(Type of identification) A416-800-69-585-D  
Angela Foster-Requejo  
Signature of Notary

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



ANGELA Foster-Requejo  
Print, Type or Stamp Name of Notary  
\_\_\_\_\_  
Title or Rank

**EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT**

STATE OF Florida )  
 : SS  
COUNTY OF Miami-Dade )

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: [Signature]

Sworn and subscribed before this 14 day of May, 2021

Angela Foster-Requejo  
NOTARY PUBLIC, State of Florida, at Large

My Commission Expires: 01/25/2025



**CONE OF SILENCE AFFIDAVIT**

STATE OF Florida )  
COUNTY OF Miami-Dade : SS

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: \_\_\_\_\_  
*[Handwritten Signature]*

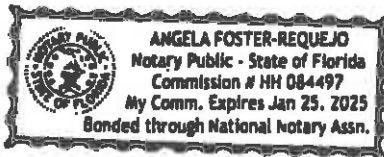
Sworn and subscribed before me this

14 day of May, 20 21

Angela Foster-Requejo

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 01/25/2025





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

05/10/2021

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 have **ADDITIONAL INSURED** provisions or 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).

<b>PRODUCER</b> Brown & Brown of Florida, Inc. 14800 NW 79 Court Suite 200  Miami Lakes FL 33018		<b>CONTACT NAME:</b> Carolina Orozco <b>PHONE (AC, No, Ext):</b> (305) 714-4400 <b>E-MAIL ADDRESS:</b> cofozco@bbfla.com <b>FAX (AC, No):</b> (305) 714-4401	
<b>INSURED</b>  Ralons Security, LLC 10900 NW 29th St. STE 100  Doral FL 33172-1922		<b>INSURER(S) AFFORDING COVERAGE</b>	
		<b>INSURER A:</b> Everest Indemnity Insurance Company	
		<b>INSURER B:</b> Everest Denali Insurance Company	
		<b>INSURER C:</b> Everest National Insurance Company	
		<b>INSURER D:</b>	
		<b>INSURER E:</b>	
		<b>INSURER F:</b>	

**COVERAGES**      **CERTIFICATE NUMBER:** 20-21 MASTER COI      **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 WYD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO JECT <input type="checkbox"/> LOC OTHER:	Y	51GL008060201	07/01/2020	07/01/2021	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 Employee Benefits \$ 1,000,000
B	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	51CAD00458201	07/01/2020	07/01/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	5300003478201	07/01/2020	07/01/2021	<input checked="" type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - SA 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 Auto and General Liability when required by written contract.

**CERTIFICATE HOLDER****CANCELLATION**

City of Key West  1300 White Street Key West FL 33040	<b>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</b>  <b>AUTHORIZED REPRESENTATIVE</b> 
--	---

**This Endorsement Modifies Your Policy.  
Please Review It Carefully.**

**ADDITIONAL INSURED - OWNERS, LESSEES OR CONTRACTORS  
AUTOMATIC STATUS WHEN REQUIRED IN A WRITTEN CONTRACT OR A  
CONSTRUCTION AGREEMENT WITH YOU**

This endorsement modifies insurance provided under the following:

**COMMERCIAL GENERAL LIABILITY COVERAGE PART**

- A. Section II - Who Is an Insured** is amended to include as an additional insured any owner, lessee or contractor for whom you are performing operations when you and such person or organization have agreed in writing in a contract or agreement that such person or organization be added as an additional insured on your policy. Such person or organization is an additional insured only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused in whole or in part by:
1. Your acts or omissions,
  2. The acts or omissions of those acting on your behalf, and
  3. "Your work", as included in the "products-completed operations hazard";
- in the performance of your operations for the additional insured.
- B.** This insurance shall not apply to claims, "suits" and/or damages arising out of the acts, omissions and/or negligence of the additional insured(s).
- C.** With respect to the insurance afforded to these additional insureds, the following additional exclusion applies:
- This insurance does not apply to:
- "Bodily injury", "property damage" or "personal and advertising injury" arising out of the rendering of or the failure to render, any professional architectural, engineering or surveying services, including:
1. The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications; or
  2. Supervisory, inspection, architectural or engineering activities.
- D. Primary and Noncontributory Provision**
- The insurance afforded to the additional insured will be Primary Insurance and Noncontributory, but only if such claims, "suits" and/or damages arise out of the sole negligence of the Named Insured.
- E. Waiver of Subrogation Provision**
- The TRANSFER OF RIGHTS OF RECOVERY AGAINST OTHERS TO US Condition (Section IV - COMMERCIAL GENERAL LIABILITY CONDITIONS) is amended by the addition of the following:
- We waive any right of recovery we may have against those who are added as additional insureds by this endorsement because of payments we make for injury or damage arising out of your ongoing operations or "your work" performed under a contract with them. This waiver applies only when you are solely negligent. This waiver shall not apply to claims, "suits" and/or damages arising in whole or in part out of the acts, omissions, and/or negligence of those added as additional insureds by this endorsement.

**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.**

**ADDITIONAL INSURED – OWNERS, LESSEES OR  
CONTRACTORS – AUTOMATIC STATUS WHEN  
REQUIRED IN AGREEMENT WITH YOU**

This endorsement modifies insurance provided under the following:

**COMMERCIAL GENERAL LIABILITY COVERAGE PART**

- A. Section II – Who is An Insured** is amended to include as an additional insured any person or organization for whom you are performing operations when you and such person or organization have agreed in writing in a contract or agreement that such person or organization be added as an additional insured on your policy. Such person or organization is an additional insured only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" but only to the extent caused, in whole or in part, by:
1. Your acts or omissions; or
  2. The acts or omissions of those acting on your behalf,
- In the performance of your ongoing operations for an additional insured.
- A person's or organization's status as an additional insured under this endorsement ends when your operations for that additional insured are completed.
- B.** The insurance afforded to an additional insured shall only include the insurance required by the terms of the written agreement and shall not be broader than the coverage provided within the terms of the Coverage Part.
- C.** The Limits of Insurance afforded to an additional insured shall be the lesser of the following:
1. The Limits of Insurance required by the written agreement between the parties; or
  2. The Limits of Insurance provided by this Coverage Part.
- D.** With respect to the insurance afforded to an additional insured, the following additional exclusions apply:
- This insurance does not apply to:
1. "Bodily injury", "property damage" or "personal and advertising injury" arising out of any act or omission of an additional insured or any of its employees.
  2. "Bodily injury", "property damage" or "personal and advertising injury" arising out of the rendering of, or the failure to render, any professional architectural, engineering or surveying services, including:
    - (a) The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications; or
    - (b) Supervisory, inspection, architectural or engineering activities.
  3. "Bodily injury" or "property damage" occurring after:
    - (a) All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of an additional insured(s) at the location of the covered operations has been completed; or
    - (b) That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.



**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.**

## **FLORIDA – COMMERCIAL AUTO ENHANCEMENT ENDORSEMENT**

This endorsement modifies insurance provided under the following:

### **BUSINESS AUTO COVERAGE FORM COMMON POLICY CONDITIONS**

#### **A. Extended Cancellation Condition**

Paragraph 2.b. of the Cancellation Common Policy Condition is replaced by the following:

60 days before the effective date of cancellation if we cancel for any other reason.

#### **B. Temporary Substitute Auto – Physical Damage Coverage**

The following provision is added to the Certain Trailers, Mobile Equipment And Temporary Substitute Autos paragraph under Section I – Covered Autos:

If Physical Damage Coverage is provided by this Coverage Form, that coverage is extended to include any "auto" you do not own while used with the permission of its owner as a temporary substitute for a covered "auto" you own that is out of service because of its breakdown, repair, servicing, "loss" or destruction.

#### **C. The following provisions are added to the Who Is An Insured paragraph under Section II – Liability Coverage:**

##### **1. Broad Form Named Insured**

Any business entity newly acquired or formed by you during the policy period provided you own 50% or more of the business entity and the business entity is not separately insured for Business Auto Coverage. Coverage is extended up to a maximum of 180 days following acquisition or formation of the business entity. Coverage under this provision is afforded only until the end of the policy period.

##### **2. Blanket Additional Insured**

Any person or organization for whom you are required by an "insured contract" to provide insurance is an "insured", subject to the following additional provisions:

- a. The "insured contract" must be in effect during the policy period shown in the Declarations, and must have been executed prior to the "bodily injury" or "property damage".
- b. This person or organization is an "insured" only to the extent you are liable due to your ongoing operations for that "insured", whether the work is performed by you or for you, and only to the extent you are held liable for an "accident" occurring while a covered "auto" is being driven by you or one of your "employees".
- c. There is no coverage provided to this person or organization for "bodily injury" to its "employees", nor for "property damage" to its property.
- d. Coverage for this person or organization shall be limited to the extent of your negligence or fault according to the applicable principles of comparative negligence or fault.
- e. The defense of any claim or "suit" must be tendered by this person or organization as soon as practicable to all other insurers that potentially provide insurance for the claim or "suit".
- f. The coverage provided will not exceed the lesser of:
  - (1) The coverage and/or limits of this policy; or
  - (2) The coverage and/or limits required by the "insured contract".
- g. The status of a person or organization as an "insured" under this provision ends when your operations for that "insured" are completed.

### 3. Employee As Insured

Your "employee" while using their owned "auto", or an "auto" owned by a member of their household, in your business or your personal affairs, provided you do not own, hire or borrow that "auto". This coverage is excess over any other collectible insurance.

### D. Fellow Employee Coverage

The following provision is added to the **Fellow Employee** exclusion under **Section II – Liability Coverage**:

However, this exclusion does not apply if the "bodily injury" results from the use of a covered "auto" you own or hire, and provided that any coverage under this provision is excess over any other collectible insurance.

### E. Blanket Waiver Of Subrogation

We waive the right of recovery we may have for payments made for "bodily injury" or "property damage" on behalf of the persons or organizations added as "insureds" under the **Broad Form Named Insured** and **Blanket Additional Insured** provisions of this endorsement.

### F. The Coverages paragraph under **Section III – Physical Damage Coverage** is amended as follows:

#### 1. The following coverages are added:

##### a. **Audio, Visual And Data Electronic Equipment Coverage**

###### (1) Coverage

(a) We will pay with respect to a covered "auto" for "loss" to any electronic equipment that receives or transmits audio, visual or data signals and that is not designed solely for the reproduction of sound. This coverage applies only if the equipment is permanently installed in the covered "auto" at the time of the "loss" or the equipment is removable from a housing unit which is permanently installed in the covered "auto" at the time of the "loss", and such equipment is designed to be solely operated by use of the power from the "auto's" electrical system, in or upon the covered "auto".

(b) We will pay with respect to a covered "auto" for "loss" to any accessories used with the electronic equipment described in Paragraph (a) above.

However, this does not include tapes, records or discs.

If Audio, Visual And Data Electronic Equipment Coverage endorsements CA 99 60 or CA 99 94 are attached to this policy, this coverage provision does not apply.

###### (2) Exclusions

With the exception of any references to audio, visual or data electronic equipment, the exclusions that apply to Physical Damage Coverage also apply to this coverage. The following additional exclusions also apply.

We will not pay for any electronic equipment, or accessories used with that equipment, that is:

- (a) Necessary for the normal operation of the covered "auto" and the monitoring of the covered "auto's" operating system; or
- (b) An integral part of the same unit housing any sound reproducing equipment designed solely for the reproduction of sound if the sound reproducing equipment is permanently installed in the covered "auto" in the opening of the dash or console normally used by the manufacturer for the installation of a radio.

###### (3) Limit Of Insurance

With respect to this coverage, the **Limit Of Insurance** paragraph of **Section III – Physical Damage Coverage** is replaced by the following:

- (a) The most we will pay for "loss" to audio, visual or data electronic equipment, and any accessories used with that equipment, as a result of any one "accident" is the lesser of:
  - (I) The actual cash value of the damaged or stolen property as of the time of the "loss";
  - (II) The cost of repairing or replacing the stolen property with other property of like kind and quality; or
  - (III) \$1,000.
- (b) An adjustment for depreciation and physical condition will be made in determining actual cash value at the time of the "loss".
- (c) If a repair or replacement results in better than like kind or quality, we will not pay for the amount of the betterment.

**(4) Deductible**

With respect to this coverage, the Deductible paragraph of Section III – Physical Damage Coverage is replaced by the following:

- (a) If "loss" to the audio, visual or data electronic equipment or accessories used with this equipment is the result of a "loss" to the covered "auto" under the Business Auto Coverage Form's Comprehensive or Collision Coverage, then for each covered "auto" our obligation to pay for, repair, return or replace damaged or stolen property will be reduced by the applicable deductible shown in the Declarations. Any Comprehensive Coverage deductible shown in the Declarations does not apply to "loss" to audio, visual or data electronic equipment caused by fire or lightning.
- (b) If "loss" to the audio, visual or data electronic equipment or accessories used with this equipment is the result of a "loss" to the covered "auto" under the Business Auto Coverage Form's Specified Causes of Loss Coverage, then for each covered "auto" our obligation to pay for, repair, return or replace damaged or stolen property will be reduced by a \$100 deductible.
- (c) If "loss" occurs solely to the audio, visual or data electronic equipment or accessories used with this equipment, then for each covered "auto" our obligation to pay for, repair, return or replace damaged or stolen property will be reduced by a \$100 deductible.
- (d) In the event there is more than one applicable deductible, only the highest deductible will apply. In no event will more than one deductible apply.

**b. Extra Expense – Broadened Coverage**

We will pay for the expense of returning a stolen covered "auto" to you.

**c. Hired Auto Physical Damage Coverage**

If hired "autos" are covered "autos" for Liability coverage and if Comprehensive, Specified Causes of Loss or Collision coverages are provided under this Coverage Form for any "auto" you own, then the Physical Damage Coverages provided are extended to "autos" you hire or borrow.

The most we will pay for "loss" to any hired "auto" is \$50,000 or Actual Cash Value or Cost of Repair, whichever is smallest, minus a deductible. The deductible will be equal to the largest deductible applicable to any owned "auto" of the private passenger or light truck type for that coverage. Hired Auto Physical Damage coverage is excess over any other collectible insurance. Subject to the above limit, deductible and excess provisions, we will provide coverage equal to the broadest coverage applicable to any covered "auto" you own.

**d. Rental Reimbursement Coverage**

- (1) We will pay for rental reimbursement expenses incurred by you for the rental of an "auto" because of a covered "loss" to a covered "auto". Payment applies in addition to the otherwise applicable amount of each coverage you have on a covered "auto". No deductibles apply to this coverage.
- (2) We will pay only for those expenses incurred during the policy period beginning 24 hours after the "loss" and ending, regardless of the policy's expiration, with the lesser of the following number of days:
  - (a) The number of days reasonably required to repair or replace the covered "auto". If "loss" is caused by theft, this number of days is added to the number of days it takes to locate the covered "auto" and return it to you; or
  - (b) 30 days.
- (3) Our payment is limited to the lesser of the following amounts:
  - (a) Necessary and actual expenses incurred; or
  - (b) \$50 per day.
- (4) This coverage does not apply while there are spare or reserve "autos" available to you for your operations.

- (5) If "loss" results from the total theft of a covered "auto" of the private passenger type, we will pay under this coverage only that amount of your rental reimbursement expenses which is not already provided for under the Coverage Extensions paragraph.

If endorsement CA 99 23 – Rental Reimbursement Coverage is attached to this policy, this coverage does not apply to a coverage "auto" that is described or designated as a covered "auto" on that endorsement.

**2. Physical Damage – Additional Transportation Expense Coverage**

The first sentence of the Transportation Expenses Coverage Extension is replaced by the following:

We will pay up to \$50 per day to a maximum of \$1,500 for temporary transportation expense incurred by you because of the total theft of a covered "auto" of the private passenger type.

**3. Hired Auto Physical Damage Coverage – Loss Of Use**

The Loss Of Use Expenses paragraph under Coverage Extensions is replaced by the following:

Subject to a maximum of \$1,000 per "accident", we will cover loss of use of a hired "auto" if it results from an "accident", you are legally liable and the lessor incurs an actual financial loss.

**4. Personal Effects Coverage**

The following provision is added to the Coverage Extensions paragraph:

For any owned "auto" that is involved in a covered "loss", we will pay up to \$500 for "personal effects" that are lost or damaged as a result of the covered "loss". No deductible applies to this Coverage Extension.

**G. Airbag Coverage**

The following provision is added to the Exclusions paragraph under Section III – Physical Damage Coverage:

The exclusion relating to mechanical breakdown does not apply to the accidental discharge of an airbag.

**H. The Limit Of Insurance paragraph under Section III – Physical Damage Coverage is amended as follows:**

**1. Loan/Lease Gap Coverage**

The following provision is added:

The most we will pay for a total "loss" in any one "accident" is the greater of the following, subject to a \$1,500 maximum limit:

- a. The actual cash value of the damaged or stolen property as of the time of the "loss", less an adjustment for depreciation and physical condition; or
- b. The balance due under the terms of the loan or lease that the damaged covered "auto" is subject to at the time of the "loss", less any, or all, of the following adjustments:
  - (1) Overdue payment and financial penalties associated with those payments as of the date of the "loss".
  - (2) Financial penalties imposed under a lease due to high mileage, excessive use or abnormal wear and tear.
  - (3) Costs for extended warranties, Credit Life Insurance, Health, Accident or Disability Insurance purchased with the loan or lease.
  - (4) Transfer or rollover balances from previous loans or leases.
  - (5) Final payment due under a balloon loan.
  - (6) The dollar amount of any unrepaired damage that occurred prior to the total "loss" of a covered "auto".
  - (7) Security deposits not refunded by a lessor.
  - (8) All refunds payable or paid to you as a result of the early termination of a lease agreement or any warranty or extended service agreement on a covered "auto".
  - (9) Loan or lease termination fee.

**2. New Vehicle Replacement Cost**

Paragraph 3. is replaced by the following:

An adjustment for depreciation and physical condition will be made in determining actual cash value in the event of a total "loss". However, in the event of a total "loss" to your "new vehicle" to which this coverage applies, as shown in the declarations, we will pay at your option:

- a. The verifiable "new vehicle" purchase price you paid for your damaged vehicle, not including any insurance or warranties purchased with the vehicle;

b. The purchase price, as negotiated by us, of a "new vehicle" of the same make, model and equipment, not including any furnishings, parts or equipment not installed by the manufacturer or manufacturer's dealership. If the same model is not available pay the purchase price of the most similar model available; or

c. The market value of your damaged vehicle, not including any furnishings, parts or equipment not installed by the manufacturer or manufacturer's dealership.

This coverage applies only to a covered "auto" of the private passenger, light truck or medium truck type (20,000 pounds or less gross vehicle weight), and does not apply to initiation or set-up costs associated with loans or leases.

**I. The following provisions are added to the Deductible paragraph under Section III – Physical Damage Coverage:**

**1. Two Or More Deductibles**

If this coverage form and any other coverage form or policy issued to you by us or any company affiliated with us applies to the same "accident", the following provisions apply:

a. If the applicable Business Auto deductible is the smaller (or smallest) deductible, it will be waived.

b. If the applicable Business Auto deductible is not the smaller (or smallest) deductible, it will be reduced by the amount of the smaller (or smallest) deductible.

c. If the "loss" involves two or more Business Auto coverage forms or policies, the smaller (or smallest) deductible will be waived.

**2. Glass Repair – Waiver Of Deductible**

The following provision is added:

No deductible applies to glass damage if the glass is repaired rather than replaced.

**J. Section IV – Business Auto Conditions is amended as follows:**

**1. Amended Duties In The Event Of Accident, Claim, Suit Or Loss**

Paragraph A.2.a. is replaced by the following:

In the event of an "accident", claim, "suit" or "loss":

- a. You, if you are an individual;
- b. A partner, if you are a partnership; or
- c. An executive officer or insurance manager, if you are a corporation;

must give us or our authorized representative prompt notice of the "accident" or "loss". Include:

**2. Unintentional Failure To Disclose Hazards**

The following provision is added to Paragraph B.2.:

If you unintentionally fail to disclose any hazards existing at the inception date of your policy, we will not deny coverage under this Coverage Form because of such failure. However, this provision does not affect our right to collect additional premium or exercise our right of cancellation or nonrenewal.

**3. Hired Auto – Limited Worldwide Coverage**

Paragraph B.7.5.(a) is replaced by the following:

The "accident" or "loss" results from the use of an "auto" hired for 30 days or less.

**K. Section V – Definitions is amended as follows:**

**1. The definition of "bodily injury" is replaced by the following:**

"Bodily injury" means bodily injury, sickness or disease sustained by a person including mental anguish or death resulting from any of these.

**2. The following definitions are added:**

a. "New vehicle" means any "auto" of which you are the original owner and the "auto" has not been previously titled and is less than 365 days past the purchase date.

b. "Personal effects" means your tangible property that is worn or carried by you, except for tools, jewelry, money or securities.

# 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  
**Location Addr** 5901 COLLEGE RD  
**Lic NBR/Class** 31149 STATE LICENSED PROFESSIONAL  
**Issued Date** 9/25/2020 **Expiration Date:** September 30, 2021

ATTORNEY, PHYSICIAN OR OTHER STATE LICENSED  
PROFESSIONAL

**Comments:** SECURITY AGENCY

**Restrictions:** B1500167 (07/31/2021) BB1500021(10/20/2021)

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

This document must be prominently displayed.

RALONS SECURITY, LLC

**2020 / 2021  
MONROE COUNTY BUSINESS TAX RECEIPT  
EXPIRES SEPTEMBER 30, 2021**

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
150.00	0.00	150.00	0.00	0.00	0.00	150.00

**Paid 000-19-00037738 09/24/2020 150.00**

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, 2021**

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
150.00	0.00	150.00	0.00	0.00	0.00	150.00

**Paid 000-19-00037738 09/24/2020 150.00**



# *State of Florida*

## *Department of State*

I certify from the records of this office that RALONS SECURITY, LLC is a limited liability company organized under the laws of the State of Florida, filed on November 21, 2014.

The document number of this limited liability company is L14000180559.

I further certify that said limited liability company has paid all fees due this office through December 31, 2021, that its most recent annual report was filed on April 13, 2021, and that its status is active.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Thirteenth day of April, 2021*



*Randy Be*  
Secretary of State

**Tracking Number: 4501097410CC**

**To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.**

**<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>**

**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.**



A handwritten signature in black ink, appearing to read "Adam H. Putnam", written over a white background.

**ADAM H. PUTNAM  
COMMISSIONER**

**FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**

**NICOLE "NIKKI" FRIED  
COMMISSIONER**

**DIVISION OF LICENSING**

**06/19/19**  
DATE ISSUED

**10/20/21**  
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.



*Nicole Fried*

**NICOLE "NIKKI" FRIED  
COMMISSIONER**

**FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES**

**NICOLE "NIKKI" FRIED  
COMMISSIONER**

**DIVISION OF LICENSING**

**08/13/20**  
DATE ISSUED

**08/24/22**  
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.



*Nicole Fried*

**NICOLE "NIKKI" FRIED  
COMMISSIONER**