

Hayes Robertson Group
310 Duval Street
Key West, Florida 33040

May 10, 2025
City of Key West- City Clerk
1300 White Street
Key West Florida, 33040
Request number: RFP No. 25-005
Title: **RFP No. 25-005 – Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)**

Dear Ms. O'Brien

Hayes Robertson Group Inc. (HRG) has had offices in Key West Florida for nearly 25 years. Over this period HRG has primarily developed and then operated restaurants and retail stores in Key West. Joseph Walsh, the company's president will be the project lead. (Contact info 305-731-9972, Joe@tropicalsoup.com) Hayes Robertson Group is prepared, willing, and able to perform all of the duties and responsibilities identified in both the RFP, and Hayes Robertson Group Inc's response to that RFP. HRG offers to rehabilitate and then lease the historic structures and redevelop the adjacent portions of Mallory Square. This proposal offers to adaptively re-use the cable tanks, install wayfinding and educational signs, add landscaping and public art, build a restaurant, repair and replace the docks, create a coral nursery and education area, build and install a splash fountain and add shade sails. The City of Key West has been discussing and planning Mallory Square upgrades for over fifteen years. The proposer offers to generate additional traffic and increase use at off times, to pay for some of the master plan proposed improvements, and to offer an ongoing revenue stream to help maintain Mallory Square. The master plan identifies five key broad objectives with which there was little disagreement: *1. Be Unapologetically Key West; 2. Elevate the Creative Community; 3. Connect City to Sea; 4. Embrace Today, Plan for Tomorrow; 5. Activate the Square Sunrise to Sunset.* HRG's expensive and ambitious plan positively impacts all five areas and will begin to revitalize Mallory Square even if other components of the master plan move at the speed of government. A new restaurant, a small museum and gift shop, new restrooms, increased decking and over water walkways, a marine coral nursery, new landscaping and public art, a large shade sail, a splash fountain that can be used for water play and immediately converted to dry promenade, and an innovative adaptive re-use of the cable tanks that stored water in the bottom. Mallory Square is worth it. We look forward to presenting (and paying for) our vision.

HRG has engaged or consulted with professionals in the architectural, planning, engineering, historic preservation, retail, and construction fields. These companies would be paid by the proposer and effectively work as subcontractors for the rehabilitation and adaptive re-use of the cable tanks and surrounding area. T.S. Neal Architects, Seth Neal (305) 340-8857 Sethneal@tsnarchitects.com/ Perez Engineering & Development, Inc Allen Perez (305) 293-9440 aperez@perezeng.com/ Trepanier and Associates Owen Trepanier (305) 293-8983 Office@OwenTrepanier.com / Key West Construction John Paul Castro (305) 896-4244 jcastro@keywestcontractor.com /VDF Law Van Fisher (305) 849-3893 Van@VDF-Law.com/ KeyStar Construction Chas Spottswood (305) 517-6270 Chas@keystarconstruction.co/ Plant a Million Corals Foundation Dr. David Vaughan, info@plantamillioncorals.org (772)216-1482/ Delta Fountains James Turner 904-886-9030 James@deltafountains.com

Regards,



Joseph Walsh
President Hayes Robertson Group Inc
305-731-9972

Tab 2. Conceptual Plan/Design

Tab 2. Conceptual Plan/Design

A statement of the physical project concept is required to include:

- *A site plan illustrating the extent of proposed development, access points, site circulation, general configuration of uses, etc.*
- *Floor plans illustrating internal building program.*
- *Development program in table format indicating the type of use, square footage of use.*
- *Occupancy capacity calculations*
- *Renderings, sketch-up models and elevations illustrating all 360-degree interior and exterior views.*
- *An itemized description of all modifications to the structure, specifically any modification to historic fabric and the reason stated modifications are required.*

Hayes Robertson Group agrees with the principles of the Mallory Square master plan, and believes that the square needs these new investments and ideas to be successful in the future.

- panoramic sunset views,
- flexible performance spaces and connections to Key West's past.
- a destination beyond Sunset Celebration, by incorporating new amenities, shade, furnishings, plants and a refreshing water feature.

Its proposal addresses all of the principles in the plan

HRG proposes to:

1. Rehabilitate the Hospitality House and create an environmental educational opportunity
2. Create a coral nursery with public participation
3. Adaptively re-use cable tanks and develop a new restaurant
4. Build a pavilion and shade sail structure
5. Re-build docks
6. Install new landscaping, public art, and sculpture garden
7. Create storage for CPS performers if possible
8. Install wayfinding and educational signs
9. Install curvilinear seating
10. Install splash fountain that can be easily converted back to performance and promenade space.

Hayes Robertson Group Inc (HRG) proposes to execute the first elements of the Mallory Square master plan 2024, with a design plan that rehabilitates historic structures, adaptively re-uses them for modern economic purposes and develops an environmental educational hub with a real-world purpose of acclimating corals for planting on the reef. The Hospitality House will be rehabilitated and made ADA compliant. The historic counter will be re-purposed and it will be used for educational purposes explaining the history of Mallory Square and Key West, and offering the opportunity to view and participate in coral restoration efforts. The available inside space is limited

but HRG would illustrate the changing history of maritime uses in Key West- culminating with the Plant a Million Corals foundation work that would be acclimating corals in the Gulf-Atlantic cut immediately behind the Hospitality House. At its facility in Summerland Key, Plant a Million Corals Foundation (PAMC) offers classes educating people about corals and restoration efforts, and provides opportunities to the supervised public to cut corals. As an accessory use educational and fundraising materials would be sold. The Mallory Square master plan proposes ideas to more efficiently use the Gulf Atlantic cut. Implementing coral restoration acclimation efforts is the perfect use. Illustrating the maritime history in the building that was once the ticketing office of the Mallory Steamship company will be incorporated- and the environmental educational future will take precedence.

HRG will replace the historic shutters, repair the roof, siding and gutters, and install an ADA compliant ramp. HRG will remove the prison style gates and the no trespassing signs. HRG will remove the debris and stored items from public view. HRG will work with the city and neighbors to identify how much area the neighboring tenants require. HRG will then shield that work and storage area from public view. This has been a consistent and ongoing challenge as high visibility public areas at Mallory Square have been used for parking, maintenance and trash storage. Optimally, HRG would create storage units for CPS performers along the South side of the Hospitality House to make it easier for Mallory Square performers to set-up and break down.

There will be no changes to the historic fabric of the Hospitality House structure, The ADA accessibility will utilize the rear door. This door will also be used for access to the coral nursery behind the facility.

HRG proposes to rehabilitate and adaptively re-use the cable tanks. HRG is very familiar with the tanks. There is a difference between cable huts- an example of which is located near the Southernmost Point at South and Whitehead Streets, and cable tanks, two of which are at Mallory Square. (See attached pictures for historic conditions)

HRG proposes to retain the settings oriented towards the water where they were used and increase circulation around them by removing the prison style black fencing. The historic use of storing telephone cables that that would deteriorate if removed from water has been completely obsolete for 75 years, since the development and installation of polyethylene sheathing for phone cables in 1950.

HRG proposes to utilize the Western Cable tank that previously housed a restaurant as restaurant seating area. It will retain approximately 50% of the exposed concrete and re-use or rebuild the exterior wood columns. As is visible in the attached pictures, most of this structure is five years old. HRG will respect the form, shape, and orientation, of the structure, but the false sense of history that would be created by pretending that the stabilization work undertaken in 2021 has historic significance would be a violation of HARC and Secretary of the interior guidelines. The proposal calls for the removal of the 2021 upper slat detail to avoid creating a false sense of history.

HRG proposes to retain the Eastern Cable Tank in its current condition, and adaptively re-use it for a water tank storage along with industrial pumps, and filters for the adjacent proposed Splash fountain. HRG proposes to install an interior floor to make the structure functional

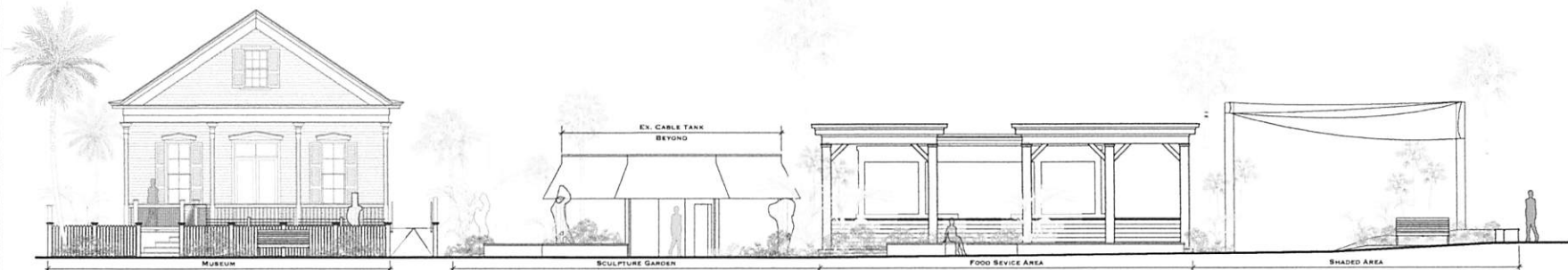
This re-use of an industrial tank that stored cable in water to a tank that stores water for a splash fountain seems an ideal use. This history and current use will be promoted with informational sign kiosks near the structure. The design further proposes an additional door fenestration on the Eastern tank for safety purposes, and the installation of kitchen equipment. The flat roof would remain. The exposed concrete, wood columns wood slat upper walls would remain. The retention of this tank with an imaginative adaptive re-use is the perfect expression of the dynamic culture of Key West as old meets new.

Rehabilitation is defined in the Secretary of Interior's Standards for the Treatment of Historic Properties as, "the act or process of making possible a compatible use for a property through repair, alterations, and additions while preserving those portions or features which convey its historical, cultural, or architectural values. The Rehabilitation Standards acknowledge the need to alter or add to a historic building to meet continuing or new uses while retaining the building's historic character". HRG's proposals for 25-007 and 25-005 offer extraordinary synergies for the redevelopment of the Square and incorporate all of the concepts of the master plan. It is respectful and faithful to historic preservation principles. The uses proposed are the development team's core businesses. The project is already fully funded. The project is designed to be profitable.

The Interactive splash fountain is a desirable feature. The adaptive re-use of a water tank in old water tanks is both interesting and efficient. The shade sail and public art and landscaping improvements will generate additional business and help to activate the Square at non-traditional times.

Cable Tanks and Hospitality House RFP #25-005 and 25-007 Hayes Robertson Group Inc

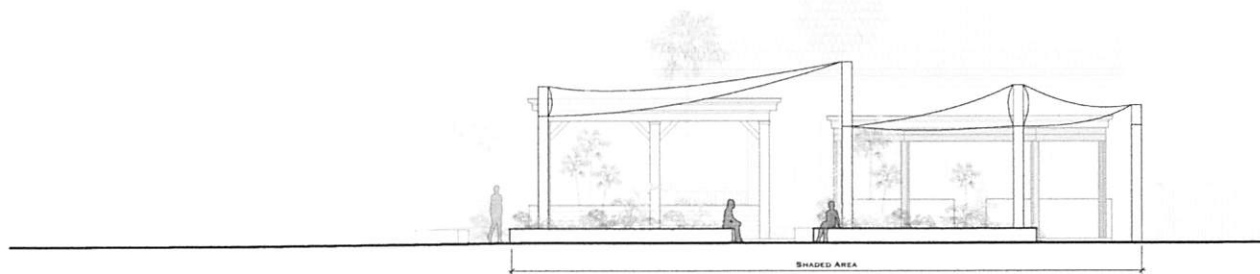
Issue	Challenge	Purpose	proposal	detail
Proposed core uses are not permitted	HPS zoning prohibits Proposer's use- or any retail or food-service use	Many uses in the HPS district at Mallory Square are non-conforming	Amend the zoning code or HPS LDR uses text amendment	Planning already working on it, and required for most commercial uses
There have been no uses for the Hospitality House or cable tanks for over ten years. Last uses respectively: concierge services, pump house, and restaurant	Multiple occupancies are proposed: Hospitality house- museum Assembly use A-3 East cable tank industrial Assembly A-2 West cable tank restaurant Assembly A-2 Pavilion restaurant- Assembly A-2	East Cable tank 530 sq feet West Cable Tank 660 sq feet Hospitality House 1450 sq feet Pavilion 1000 sq feet Replace dock approx. 2800 square feet Land lease area surrounding structures 8000 square feet Splash pad area approx. 2000 square feet outside proposed land lease	Interior occupancy Hospitality 16 Interior occupancy East cable tank 10 Occupancy west Cable tank 36 Pavilion 36	Need to modify parking waiver zone requirements Any commercial use will require a parking variance under current code. Language proposed: 108-573 (b)(1) New nonresidential floor area is constructed <i>on non-publicly-owned land within Mallory Square</i> ;
Proposer requests rebuilding dockage/boardwalk over a portion of Gulf Atlantic cut.	Replacing the deck that was previously used by the restaurant, as well as creating the viewing area, coral nursery work space, and information kiosks is a desirable feature for Mallory Square and for proposer's business,	Proposer believes that some components of the Mallory Square Master plan will require private commercial stakeholders in order to implement and be successful.	Recognize advantage of going big, and getting an important slice of the Mallory Square plan on a private dime	
Lot Coverage, Impervious Surface, and setbacks	The HPS zoning district has a maximum FAR of .8, lot coverage of 30% and impervious surface of 50%. FAR and lot coverage in compliance.	Allows a use. If a proposed use improves, or does not cause a condition to worsen, allow them without variance	Acknowledge existing non-conformity and permit a use waive inconsistencies	
Substantial Improvement	Proposer's budget exceeds likely reasonable assessments of 50% of the value requiring flood proofing. Fortunately, proposer with a different entity, was able to secure a LOMR for this section of Mallory Square.			
Leasable Area at rear and side of Hospitality House not clear what is available. Conflicting affidavits and lease lines have been produced	While proposer believes that secure storage facilities outside of the view of the general public are desirable for CPS participants to keep materials, the only practical area to house this in area that proposer is offering to lease, is on the East side of the Hospitality House. If this area is outside of the eventual lease area, or cannot be safely accessed, proposer will reluctantly abandon this component of its plan	Proposer is happy to configure the boundaries of its proposed land lease to accommodate the needs of the City, or neighboring tenants. It must include the Hospitality house. It must access the docks, it must include the cable tanks, and it must meet the square footage land lease proposal.	Meet with city legal, planning, management, and property departments along with neighboring tenants to define lease area.	Special purpose boundary survey to be incorporated in lease.



1 ELEVATION - NORTH / NORTHEAST OVERALL
A1.1 SCALE: 1/70



2 ELEVATION - WEST - FOOD SERVICES
A1.1 SCALE: 1/70



3 ELEVATION - WEST W/ SHADED AREA
A1.1 SCALE: 1/70

T.S. NEAL
ARCHITECT INC.
22974 OVERSEAS HWY
GULFPORT, MS, FL
33042
305-340-8857
251-422-9547

-HAYES ROBERTSON GROUP-
MALLORY SQUARE
MALLORY SQUARE, KEY WEST, FL 33040
RFP#25-005 AND RFP#25-007

DRAWING TITLE:
ELEVATIONS

DRAWN:
CHECKED:
DATE: 05-01-2025

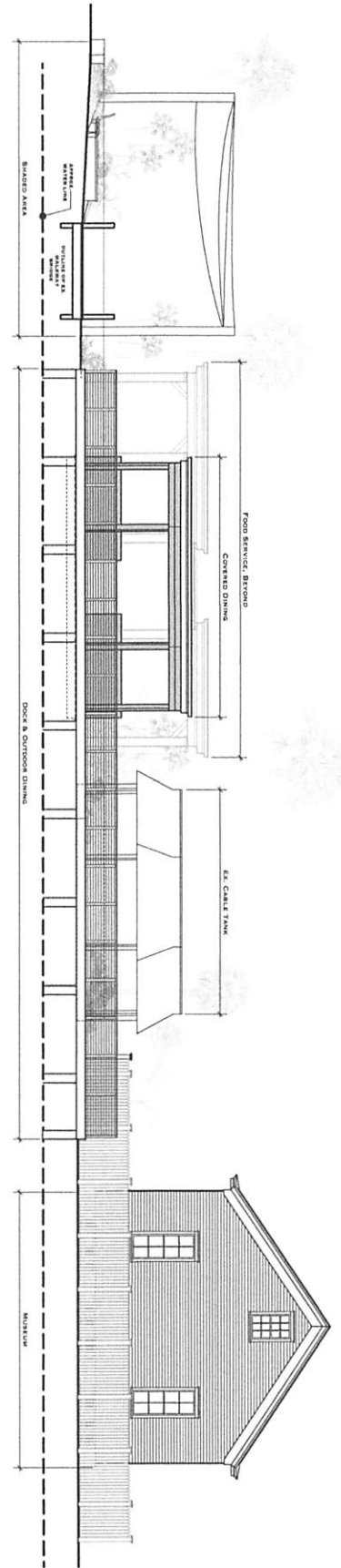
REVISION # DATE

A1.1
SHEET #

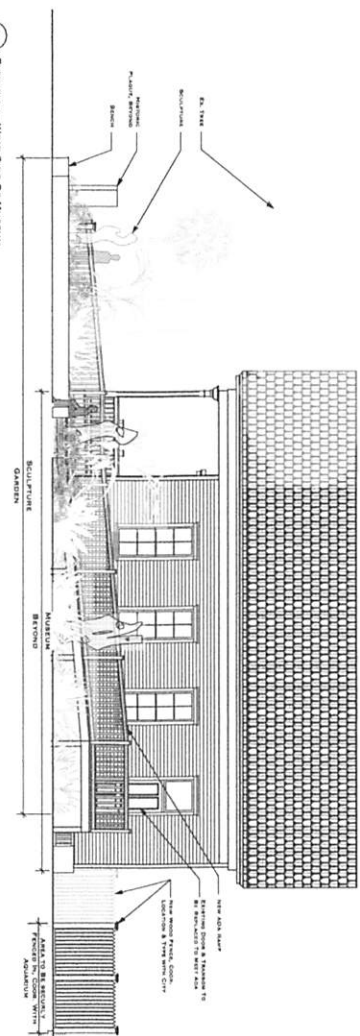
TSN
T. S. NEAL ARCHITECTS INC.

TIMOTHY SETH NEAL FLA. REGISTRATION # AR97505

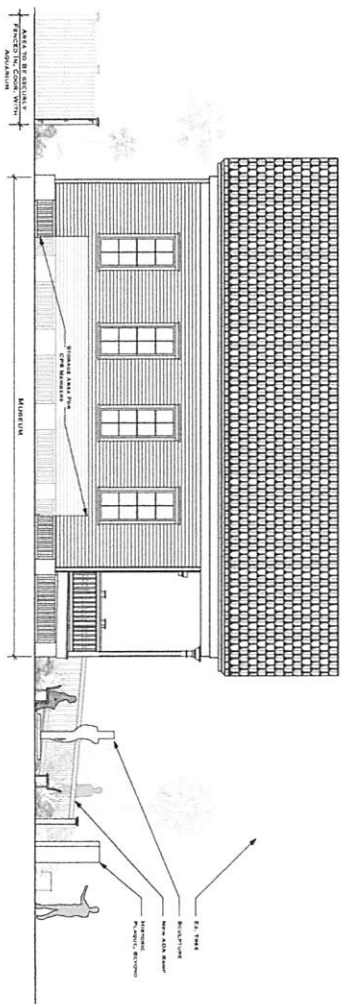
1 ELEVATION - SOUTH, OVERALL
A1.2 SCALE 1/8" = 1'-0"



2 ELEVATION - WEST SIDE OF MUSEUM
A1.3 SCALE 3/8" = 1'-0"



3 ELEVATION - EAST SIDE OF MUSEUM
A1.3 SCALE 3/8" = 1'-0"



TIMOTHY BETH NEAL P.L.A. REGISTRATION # AB97505



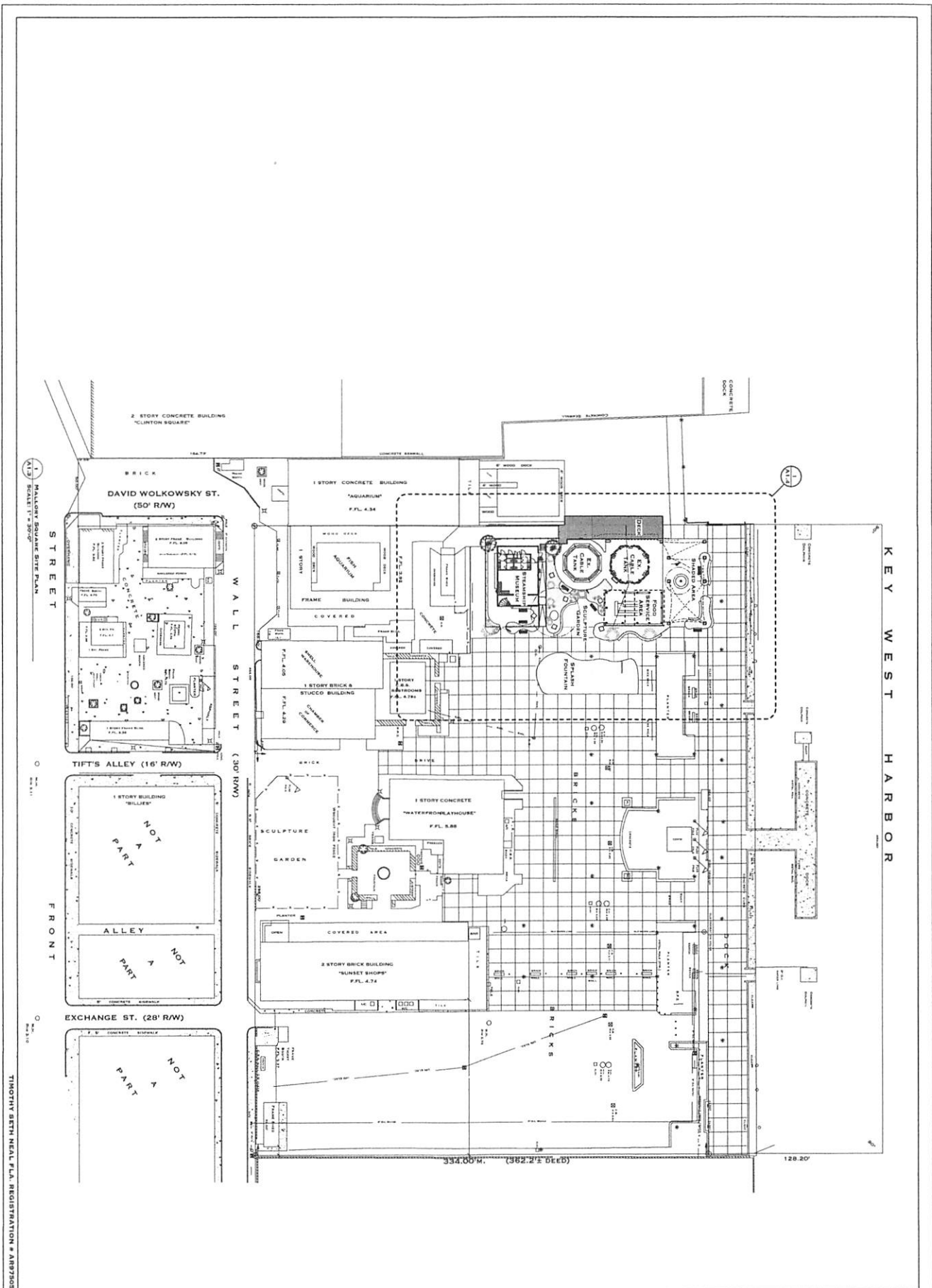
A1.2
SHEET #

DRAWING TITLE:
ELEVATIONS

DESIGN:
CHECKED:
DATE: 08/21/2015

**-HAYES ROBERTSON GROUP-
MALLORY SQUARE**
MALLORY SQUARE, KEY WEST, FL 33040
RFP#25-005 AND RFP#25-007

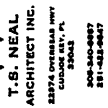
**T.S. NEAL
ARCHITECT INC.**
22874 OVERSEA DRIVE
SUITE 100
CORAL GABLES, FL 33134
305-340-9857
291-422-9547



A1.3 SHEET #	DRAWN: CHECKED: DATE: 02-01-2025	DRAWING TITLE: SITE PLAN
	REVISION # DATE	

-HAYES ROBERTSON GROUP-
 MALLORY SQUARE
 MALLORY SQUARE, KEY WEST, FL 33040
 RFP#25-005 and RFP#25-007

T.S. NEAL
 ARCHITECT INC.
 2287A OVERSEAS HWY
 CORAL GABLES, FL
 33042
 305-340-8827
 281-422-9547



**-HAYES ROBERTSON GROUP-
MALLORY SQUARE
MALLORY SQUARE, KEY WEST, FL 33040
RFP#25-005 AND RFP#25-007**

DRAWING TITLE:
COMPREHENSIVE
FLOOR PLAN

DRAWN: _____
CHECKED: _____
DATE: 08-01-2023

REVISION #	DATE
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A1.4

SHEET 6

**A
TSM**

TIMOTHY BETH NZAL FLA. REGISTRATION # AR975052

WOOD DECK

CONCRETE SEAWALL

NEW WOOD DECK TO ADAPT TO NEW PIER, BRIDGE & RAILING

EXISTING WOOD DECK

EXISTING BRIDGE & RAILING

OUTDOOR DINING

COVERED DINING

FOOD SERVICE AREA

SCULPTURE GARDEN

SPLASH FOUNTAIN
APPROX. 2,000 SQ FT

HISTORIC MALLORY STEAMSHIP MUSEUM

PAVED

PAVED & MAINT

LANDSCAPE & SCULPTURE GARDEN AREAS

EXISTING

CONCRETE DOCK

1" = 10'

COMPREHENSIVE FLOOR PLAN

1 COMPREHENSIVE FLOOR PLAN

Tab 3. Development Team Information

Organization Form, Team Members, Personnel:

- *Provide a complete identification of the developer and all associated team members (participating firms), the specific legal entity description and the jurisdictions under which the developer is organized, the principal representatives of each participating firm, evidence of management continuity within each major participating firm, and identification of the individual(s) authorized to negotiate and bind the developer are required.*
- *The development team information must include adequate information to permit a preliminary assessment of the Proposer's current organizational strength and capacity to successfully undertake the project for each member of the development team;*
- *Relevant Experience:*
- *Proposals shall describe the relevant experience of each participating firm in the planning, redevelopment, historic rehabilitation, financing and management of similar projects. Include evidence that the developer is financially solvent / stable and has a track record of securing financing of a similar magnitude and complexity.*
- *Proposals shall also include a minimum of three (3) references who may be contacted regarding each participating firm's role and performance in connection with similar projects, along with the express written permission to contact these references. References shall include name, affiliation, address and telephone number.*

Hayes Robertson Group Inc. is currently one of the largest employers in the city of Key West. It has sufficient staffing to deliver this redevelopment project. Its president of 25 years Joseph Walsh, will be managing the project. Walsh is authorized to negotiate for and bind the developer

HRG has developed an expert team to successfully deliver on its plan ensuring a timely execution of all aspects of the project. Most of the firms constituting the rest of the development team have offices in Key West, and have worked on hundreds of Keys projects.

Trepanier and Associates, VDF Law, Perez Engineering all worked with Walsh or HRG on the adaptive re-use of the city owned waterfront grocery store at 201 William Street, and at the ongoing work at the historic Porter House. Dr Vaughan and Walsh work together at Summerland Farms, the upland facility that will provide corals for the acclimation and replanting interactive facility. Delta Fountains did the work at Centennial Fountain Park in west Palm Beach and at Indian Riverside Park.

Architect:

T. S. Neal Architects, Inc. is a full-service architecture design firm specializing in residential renovations, new constructions, and commercial projects. They operate primarily in the Florida Keys, serving clients from Key West to Key Largo and beyond. The company is committed to initiating new design and renovation projects with their clients. Seth Neal, Evan Amato, Joe Scarpelli 22974 Overseas Hwy, Cudjoe Key, FL 33042 · (305) 340-8857

Engineer:

Perez Engineering & Development, Inc., is a professional engineering consulting firm. We have provided professional services in the public, industrial, military, and private sectors for more than twenty (20) years. Based in Key West, Florida, our staff has a proven record in successfully managing and completing complex multi-discipline projects throughout the State of Florida and the Caribbean.

We have successfully managed and completed various types of multi-discipline contracts including continuing services contracts for municipal and state government, federal government and private industry. Our performance on past and current contracts confirms our ability to meet both schedule and budget requirements with a strong emphasis on quality. Allen Perez

Government & Institutional Experience

- Key West City Hall
- Key West Fire Station No. 2
- Gerald Adams Elementary School
- Plantation Key School
- Stanley Switlik School
- Marathon High Athletic Complex
- Horace O' Bryant School
- FKCC Marine Technology Building
- Bernstein Park
- Stock Island Fire Station
- Big Pine Key Fire Station
- Key Largo Fire Station
- Monroe County Public Works Facility
- Monroe County Courthouse, Marathon
- Higgs Beach Master Plan
- Monroe County Schools Transportation Facility
- Monroe County Mosquito Control District Office Building
- Marathon Fire Station
- Village Islamorada Fire Station
- Conch Key Fire Station
- Truman Waterfront Redevelopment
- NAVFAC Key West

Land Planner

Trepanier and Associates, we assist our clients in meeting their land use and development goals. We navigate the complex and difficult land development regulations and political intricacies in order to ensure our clients needs are met. We stay up-to-date on the latest projects developments, paying attention to the minutia so our clients don't have to.

We analyze project goals and identify the processes required to achieve success. We fully represent projects or may act as research assistants. Owen Trepanier.

Trepanier and associate works on land planning and zoning issues including Waterfront Marinas and Resorts, Government work, comprehensive planning, workforce housing development, and all forms of commercial development. They work with government staff, architects, designers and developers to secure site plan approvals, development plan approvals, and Historic architectural reviews

Legal

VDF Law is the law firm of Van D. Fischer, a litigation practitioner focused on matters involving land use, zoning, code compliance defense, and general litigation for individuals and businesses. Mr. Fischer represents individual and business clients in Key West and throughout the Florida Keys. Van Fischer has a long history working with local, state and federal agencies starting in the early 1990's working for the Florida Department of Community Affairs. Later, he worked for the U.S. Fish and Wildlife Service and was instrumental in drafting the comprehensive management plans for the four National Wildlife Refuges in the Florida Keys. This prior work experience has given this Key West Lawyer a unique and detailed knowledge of how the Florida Keys regulatory and litigation system works. He is a graduate of the Charleston School of Law and has a graduate degree in environmental management from Duke University. Attorney Fischer started VDF Law in 2015.

Construction:

Key West Construction/John Paul Castro

John Paul is a third generation builder and owner of Key West Construction, LLC. He started in construction with his father and earned his business economics degree from the University of Tampa. He was the Key West Bight manager of operations and construction and director of Key West's utilities department. He opened his business in 2021.

Coral Restoration:

Plant a Million Corals Foundation-

Dr. David Vaughan has held positions in aquaculture research and development for over 45 years. He directed the Aquaculture Division at Harbor Branch Oceanographic Institution for 17 years, including the design, build and operation of the 60 acre HBOI Aquaculture Development Park, the world's only completely recirculating center for aquaculture training and demonstration.

Dr. David Vaughan is often cited with creating the R&D and scale up of clam farming technologies in Florida, and directing the training programs and operations of the nation's largest hatchery to produce clams used for the retraining displaced fisherman.

He founded and developed ORA, Oceans, Reefs and Aquariums Inc., a large marine ornamental production facility and has worked with Philippe Cousteau and Earth Echo International on coral reef restoration initiatives.

As previous Executive Director of the Mote Marine Laboratory in the Florida Keys, he started the coral restoration program, heralded with developing the new technology of "micro-fragmentation". Dr. Vaughan is presently helping people globally in this process as a scalable tool for reef restoration as Founder of Plant a Million Corals.

* Dr. David E. Vaughan has previously worked for and with many other marine science organizations over the years and has now retired from those entities and is solely representing Plant A Million Corals until he reaches this goal.

Delta Fountains

James Turner, head designer and VP James is Delta's Vice President and Head of Design.

For more than 25 years, Delta Fountains has partnered with clients to create water feature displays that enhance the beauty and enjoyment of the world's communities. Clients bring us their visions and rely on our experience to supply the fountain designs, engineering and products that create the flows and splashes they imagine. Delta Fountains is an industry presence, actively involved in projects across the United States and around the world. To date, we have helped thousands of clients create fountains that reflect their dreams and our experience and innovation. We love what we do, and we never forget that it's all about our clients. Our passionate approach and stamina, along with our expertise, have lead to our leadership being recognized worldwide in the fountain industry.

Interactive Fountains, or splash pads, are known for bringing communities together and are perfect for kids of all ages.

Centennial Fountain Park was a downtown revitalization project in West Palm Beach, Florida, built to help the city celebrate its 100-year birthday and revitalize its business area in 1999. The City decided to incorporate a large interactive fountain to play on sight, sound, and motion to attract visitors to Centennial Plaza. The New York Times featured the downtown renewal project in an article that described the fountain as the main draw or focal point of the success and a model for other development councils and municipalities. The fountain is still a focal point, and a favorite town spot for concerts, markets, and events.

Indian Riverside Park Indian Riverside Park sits along the Indian River bank, and features a colorful interactive fountain.

Argenta Commons Argenta Commons is an innovative public space featuring a stunning water curtain and interactive water jet fountain.

City County Building Indianapolis City-County Building features a stunning water jet and mist fountain.

Tom Lee Park With the Mississippi River in the background, Tom Lee Park's Mist and Fog Fountain is a welcome oasis nestled in the heart of Memphis, Tennessee.

Indiana University Medical Center Built in 2018, the interactive splash pad at Indiana University School of Medicine in Evansville.

Tarkington Park Tarkington Park lies in the heart of Indianapolis, IN.

Shops at Perry Crossing The Shops at Perry Crossing, formerly called Metropolis mall.

Inn Street The Inn Street fountain is a Massachusetts historic resource.

Massachusetts Fallen Heroes Memorial The Massachusetts Fallen Heroes Memorial sits near Boston Harbor.

Potomac Yard Park Land Bay K Potomac Yard Park (also known as Land Bay K) is a 24-acre linear urban park in Alexandria, Virginia.

Steeplechase Plaza at Coney Island The interactive water feature at Coney Island sits near the historic carousel in Steeplechase Plaza.

The Square at Old Town Coppell Main Street is a downtown hub of activity for the small Texas community of Coppell.

Sylvester Baxter Riverfront Park Sylvester Baxter Riverfront Park is a 6.1-acre park on the bank of the Mystic River in Massachusetts.

Elmhurst Park Elmhurst Park, also known as Gas Tank Park, is in the Elmhurst neighborhood of New York City's borough of Queens.

Bicentennial Park's Jane K. Lowe Children's Fountain Fountain jets create jumping water to delight visitors to Bicentennial Park, built to commemorate

Sunset Island Sunset Island is a community along Maryland's eastern shore.

Henderson Riverfront An interactive fountain with two play areas of dancing water jets overlooks the Ohio River at the Henderson Riverfront.

Tab 4. Management Team

Describe the proposed management team that will be responsible for managing day-to-day activities of the Hospitality House and cable tanks once redeveloped. List all principals, firm background, and experience and provide examples of comparable projects that have been undertaken. Proposer's should include current resumes for all members of the management team.

Joseph Walsh

- Project management and estimating Great Southeast construction ended 2000
- developed owns and operated Caroline's restaurant 2000 to present on Duval Street
- developed owns and operates Fogarty's restaurant 2001 to present on Duval Street
- developed owns and operates Waterfront Brewery 201 William Street 2013 to present
- Managing partner of the LLC that owns the Porter House- historic building at 429 Caroline St.
- Managing partner Summerland Farms

All of this experience is relevant to management of the proposed project. The former Waterfront Market building at 201 William Street is owned by the City of Key West. After forcing out the Waterfront Market, the City put it out for bid several times with poor results. The building was a largely empty, city owned waterfront property with significant amounts of deferred maintenance, and few productive uses. When the sole bidder waterfront brewery LLC was having difficulty moving the development forward, the then city manager requested that Walsh join Waterfront Brewery. The development of a successful waterfront restaurant in a concrete building, on a tourist walking area, thereby generating a new attraction as well as significant revenues is what Walsh already did. The cable tank project will be comparable.

Two restaurants, (Oak Beach Inn and Hooters) opened and failed at 227 Duval Street before Walsh opened Fogarty's in October 2021. The last commercial use of the Western Cable tank was as a restaurant. Walsh has experience operating successful restaurants in locations that other operations failed.

Maintaining an historic house in a commercial setting is a challenge. Walsh purchased the Porter House in 2010. Historic preservation and general maintenance, while generating income have been ongoing ever since. Some similarities are expected, especially with the Hospitality House regarding ongoing maintenance while still generating revenue.

Rick Flores

- Manager Fogarty's restaurant 2002 to present
- Manager Caroline's restaurant 2002-present
- Manager Waterfront Brewery restaurant 2013-present
- Partner and manager Jack Flats restaurant 2003-present
- Partner Rockland Key LLC 2012- present
- Partner Crazy Lady brewing Inc 2024-present

Flores is an experienced restaurant manager and owner. He handles logistics and transportation for a brewery and warehouse company. He handles facility maintenance and scheduling for contractors and repairs.

Flores will oversee operations, hire staff, place orders, write schedules, develop cost controls, schedule repairs and maintenance.

Led by Walsh and Flores, the Hayes Robertson Group (and its related companies) restaurant management team is the largest and most experienced in Key West. The twenty-six restaurant managers have combined hundreds of years of restaurant management experience. The team has taken unsuccessful locations and made them profitable. The team has taken a neglected and vacant waterfront location and made it a tourist attraction.

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As previous Executive Director of the Mote Marine Laboratory in the Florida Keys, he started the coral restoration program, heralded with developing the new technology of "micro-fragmentation". Dr. Vaughan is presently helping people globally in this process as a scalable tool for reef restoration as Founder of Plant a Million Corals.

* Dr. David E. Vaughan has previously worked for and with many other marine science organizations over the years and has now retired from those entities and is solely representing Plant A Million Corals until he reaches this goal.

Vaughan will handle the coral nursery and acclimation portion of the proposal.

TAB 5

Tab 5. Project Management Plan

A description of the project management plan addressing the issues set forth below is required. -
Technical services to be provided by the developer and each member of the development team; -
Organization of the development team, responsibilities for project management, specific experience of each team member.

Joseph Walsh will serve as the lead project manager. He has worked with nearly all of the design, development, and creative professionals on the team before. The subject matter experts will handle their specific areas. All of them have previously handled complicated and difficult developments. As necessary, Walsh, or the subject matter experts will consult with city staff, stakeholders, local utilities, and other government agencies to get the best outcome possible.

All of the team except Delta Fountains is local to the Keys and is very familiar with the project. Delta Fountains is among the world's foremost designers of fountains and water features.

Overall Project, operations and financial issues, overall project management - Joseph Walsh Hayes
Robertson Group Inc

Design, architecture, historic preservation- Seth Neal T.S. Neal Architects

Planning, zoning, Land use, - Owen Trepanier, Trepanier and Associates

Legal- Van Fisher VDF-Law

Engineering- Allen Perez, Perez engineering

Interior Construction- John Paul Castro Key West Construction

Site Construction- Chas Spottswood, Keystar Construction

Coral restoration - Dr David Vaughan, Plant a Million Corals

Splash fountain design- James Turner, Delta Fountains

Tab 6. Development Costs

An estimate of total costs for redevelopment shall be submitted in sufficient detail to permit evaluation. Development costs shall identify major line items, including but not limited to:

- *Architectural, engineering, interior design and other third-party soft costs.*
- *Project overhead and management.*
- *Total rehabilitation costs broken down into:*
 - *Initial rehabilitation costs*
 - *Interior build out costs by tenant / use*
 - *Financing fees and construction loan costs, as applicable; -*
 - *Development fees.*

Attached is the development cost proforma.

There will be no development fees.

There will be no financing fees or construction loans

In 2021, the city contracted to stabilize the Cable tanks. As such, rehabilitation costs for them are minimal. To adaptively re-use them is another matter.

The development cost analysis is included for all phases of the 25-007 and 25-005 RFPs. This RFP 25-005 Cable tank specific line item is \$695,000. The overall proforma estimates are attached.

While the proposer believes that the West Cable tank no longer has meaningful historic materials, we will incorporate its traditional form and physical location into the proposed plan. For historic preservation and practical purposes nearly all of it is four years old. Arguments can be made about its physical placement- an industrial structure oriented towards the water, which is why we are proposing to incorporate it in the plan. A visual distinction between the mansard style slat roof elements of the old and new construction from the eastern cable tank in 1921 to the western one built in 2021 is impossible. This violates HARC and Secretary of the interior Guideline 3 page 38-d in that it attempts to create a false sense of history. Page 38-C HARC guidelines And US Secretary of the Interior's Standards for Rehabilitation calls to differentiate Old from New: "A visual distinction should be made between old and new work. An informed observer should be able to distinguish between the new and the historic." The multiple retail and tourist uses, and changes of the Western Cable tank from the early 1970s to the restaurant use in the 1990s up until the late 2000s changed the appearance and use of this tank. The city removed French doors and garage doors, and removed the floor and then rebuilt it to match how it would have looked. This is not appropriate preservation, and does not re-make the structure "historic". Incidentally, there were originally no doors on these structures, and the roofs were open to allow cable access.

TAB 6 RFP#25-005

Hayes Robertson Group has been looking at installing a splash fountain that can convert as a hardscape park surface suitable for public gatherings or shows and can also function as a children's play area, or beautiful feature for contemplation and relaxation, and serve as a means to cool Mallory Square. Among our favorites is the fountain at the foot of Clematis Street at Centennial Park in West Palm Beach designed by Delta Fountains. Delta Fountains are among the best water fountain/feature designers in the world. The proposer is working with James Turner (VP and chief designer) to develop a fun, beautiful water feature that will work for everyone. There are several proposed novel features with this project, especially the adaptive re-use of the cable tanks to house the water tanks, pumps, and filters for the splash fountain. While we have reviewed the elevations of the square and examined the water table, There remains some uncertainty about the best and most cost effective means of storing water in the tanks that historically stored water.

The Mallory Square plan includes working to make the Gulf Atlantic Cut, (the inlet adjacent to Mallory Square and the aquarium) more integrated attractive and educational. The proposer plans to utilize the portion of the waterway adjacent to the cable tanks to construct a dock and to create a coral nursery that will serve as a practical transition location for corals cut and raised at the upland facility on Summerland Key. This location will allow the corals to acclimate to ocean conditions while being easily observed and managed. The principal of Hayes Robertson Group works with Dr David Vaughan and Plant a Million Corals Foundation in Summerland Key, Florida. PAMC currently has tens of thousands of corals that are being grown out for planting purposes. The allocated budget includes new docks, walkways and viewing, information, educational, and wayfinding signs and submerged coral supporting structures. While Dr Vaughan is one of the world's leading coral experts, there is some level of uncertainty of the possible size of the coral transition nursery based on National Marine Sanctuary permits.

Hayes Robertson Group

RFP #25-005	RFP#25-007	Cost Pro Form		
New restaurant	Hospitality museum	splash fountain	shade	coral nursery
		Amount	%	supplemental
Development Costs				
	Cable Tanks	\$ 695,000		
	Seawall coral nursery dockage	325,000		bridge by others
	Splash Fountain	505,000		coordinate design
	Public Art	85,000		coordinate locations
	Shade System	215,000		coordinate design
	Landscaping	88,000		
	Hospitality House	476,000		termite treatment
	Construction	\$ 2,389,000		
	Total Constructon \$	\$ 2,389,000		
	Hard Cost Contingency	\$ 83,615	3.50%	
General Development				
	Accounting Fees	\$ 5,000.00		
	Architect Fee - Design	\$ 60,000.00		
	Architect Landscape	\$ 15,000.00		
	Engineering Fees	\$ 40,000.00		
	Planners	\$ 40,000.00		
	Engineering Fees	\$ 77,500.00		
	Environmental Report	\$ 10,000.00		
	Impact Fees	\$ 166,000.00		
	Inspection Fees	\$ 7,000.00		private provider
	Insurance	\$ 25,000.00		
	Legal Fees	\$ 20,000.00		excluding litigation
	Marketing/Advertising	\$ 15,000.00		opening events
	Property Taxes	\$ -		at lease commence
	Soil Test Report	\$ 7,000.00		
	Survey	\$ 7,500.00		
	Utility Fees	\$ 25,000.00		Lift station by others
	Total General Develop	\$ 520,000		
TOTAL	25-005 and 25-007	2,909,000		
	isolated for 25-007	551,000		
	isolated for 25-005	2,358,000		

Key West Construction, LLC.
11 Amaryllis Dr., Key West, FL 33040
Phone 305-896-4244
CBC1264622



Letter of Commitment: RFP 25-005

As part of the Hayes Robertson Group, Inc. team responding to City of Key West RFP 25-005 for the Adaptive Re-Use of Cable Tanks, Key West Construction, LLC. is committed, qualified, and will be available to complete all construction tasks within the scope of work included in the proposed project(s).

John P. Castro
President
Key West Construction, LLC.

Date

Tab 7. Financial Plan

Provide an in-depth Financial Plan detailing the sources of capital, terms, and describing the financial resources of the development team and financial capacity to complete the project. The Financial Plan must outline the prospective financing and contain:

- a. Sources and Uses section. These shall include but not be limited to equity investment, senior term debt, subordinated debt, tax credits, and grant funds from Federal, State, local, or private sources.*
- b. The Financial Plan must identify the specific investment to be made by the developer, as well as any credit enhancements or additional security.*
- c. The Financial Plan must also present a budget for the ongoing maintenance and management of the rehabilitated Hospitality House. And the cable tanks and new features*
- d. The submission should include proposed terms and conditions of a sale and ground lease. For the ground lease, include minimum annual rents, any contingent rent, and any requested special consideration or conditions. Discuss, at a general level, Respondent's proposed ground lease terms for the project envisioned.*
- e. At a conceptual level, propose a financial structure for the rehabilitation and adaptive reuse of Hospitality House*
- f. Provide an overall (total) development budget, including all hard and soft costs from preconstruction through occupancy. Explain the basis for the cost estimates.*
- g. The submission should include a disclosure of competitive projects that the developer is involved in, as well as any previous or ongoing bankruptcy or litigation. Proposers should provide a list of banking references for previous projects that are similar in nature.*

Hayes Robertson Group Inc (HRG) will write checks from its bank or brokerage accounts to fund all expenditures contemplated under this RFP. All of the funds will be equity, made by the developer.

The operating proforma provides for annual maintenance costs of historic elements at 112,000 per year, \$48,000 for general maintenance and \$75000 for water park maintenance. After the initial investments to repair the structure, it is expected that this should be adequate to maintain the property going forward.

Financial cost projections for rehabilitation and adaptive re-use are attached.

HRG proposes a ground lease of 14,500 square feet including all of the building known as the Hospitality House, as well as dock area over the Gulf Atlantic Cut, and all of the cable tanks as well as the area around them. The proposal also calls for approximately 2000 square feet of splash fountain to be built and operated by HRG with the tanks, pumps, and filters, on property part of this proposed land lease, but the pad itself would be outside of the proposed leasehold. As Mallory Square has been starved for investment and operating funds, HRG proposes a lease of ten years to commence when the construction is finished with a first year guaranteed rent of \$478,500 or \$33 per square foot for all of the property. HRG will be making a significant investment in the City property and would propose a rent adjustment in year two to \$11 per square foot then adjusting annually by 3% or CPI for the balance of the lease term. There are several land use items that must be addressed for HRG to operate its business. In accordance with the RFP requirements HRG has submitted proposals for both 25-005, and 25-007, but cannot execute its proposal for the redevelopment of Mallory Square without both of them. For RFP analysis purposes, HRG would allocate 25% of the value of its proposal to 25-007, and 75% to 25-005.

Walsh has developed several restaurants and worked with contractors to repair and rehabilitate Lower keys and Key West structures. Several of the sub-contractors and consultants have provided opinions regarding the cost of rehabilitation and construction.

Attached please find bank and brokerage statements showing availability of funds.

HRG operates other restaurants in the City of Key West. Walsh is actively involved in a construction project at the Waterfront Brewery to make it more functional, as well as working to develop some affordable housing projects. None are competitive projects within the meaning of the Tab 7 question. Neither HRG nor any of its shareholders or affiliates have declared bankruptcy.

The proposer banks with Truist-Dale Bittner- (305) 292-3842, and First Horizon- Levi Pattison (305)294-6330,

Mallory Square
Hayes Robertson Group Inc

Proforma run 5/10/2025

FORECAST SUMMARY	YEAR 1
SALES	\$ 4,250,000
PURCHASES	\$ 1,273,300
GROSS PROFIT	\$ 2,976,700
PAYROLL & BENEFITS	\$ 1,224,806
DIRECT OPERATING EXPENSES	\$ 394,490
OCCUPANCY (EXCLUDING RENT)	\$ 411,275
MARKETING	\$ 176,250
INDIRECT EXPENSES	\$ 97,433
EBITDAR	\$ 672,446
TOTAL RENT	\$ 478,500
OPERATING INCOME - EBITDA	\$ 193,946
REIMBURSEMENT CORPORATE OH	\$ 63,750
OTHER EXPENSES	
PRE-OPENING EXPENSE	
NET INCOME - EBIT	\$ 130,196
SALES	
FOOD	\$ 2,550,000
BEVERAGE	\$ 1,360,000
RETAIL	\$ 233,750
NON-ALCOHOLIC	\$ 106,250
TOTAL SALES	\$ 4,250,000
PURCHASES	
FOOD	\$ 867,000
BEVERAGE	\$ 312,800
RETAIL	\$ 93,500
NON ALCOHOLIC	\$ 26,563
TOTAL PURCHASES	\$ 1,273,300
GROSS PROFIT	\$ 2,976,700
PAYROLL	
UTILITY/CLEAN	\$ 38,675
PREP	\$ 131,750
KITCHEN LINE	\$ 348,500
DISHWASHER	\$ 38,250
TOTAL BACK OF HOUSE	\$ 557,175
HOST	\$ 51,000
SERVER	\$ 170,000
BARTENDER	\$ 94,350

FORECAST SUMMARY	YEAR 2
SALES	\$ 4,500,000
PURCHASES	\$ 1,348,200
GROSS PROFIT	\$ 3,151,800
PAYROLL & BENEFITS	\$ 1,296,294
DIRECT OPERATING EXPENSES	\$ 422,615
OCCUPANCY (EXCLUDING RENT)	\$ 437,350
MARKETING	\$ 180,750
INDIRECT EXPENSES	\$ 60,058
EBITDAR	\$ 754,733
TOTAL RENT	\$ 159,500
OPERATING INCOME - EBITDA	\$ 595,233
REIMBURSEMENT CORPORATE OH	\$ 67,500
OTHER EXPENSES	
PRE-OPENING EXPENSE	
NET INCOME - EBIT	\$ 527,733
SALES	
FOOD	\$ 2,700,000
BEVERAGE	\$ 1,440,000
RETAIL	\$ 247,500
NON-ALCOHOLIC	\$ 112,500
TOTAL SALES	\$ 4,500,000
PURCHASES	
FOOD	\$ 918,000
BEVERAGE	\$ 331,200
RETAIL	\$ 99,000
NON ALCOHOLIC	\$ 28,125
TOTAL PURCHASES	\$ 1,348,200
GROSS PROFIT	\$ 3,151,800
PAYROLL	
UTILITY/CLEAN	\$ 40,950
PREP	\$ 139,500
KITCHEN LINE	\$ 369,000
DISHWASHER	\$ 40,500
TOTAL BACK OF HOUSE	\$ 589,950
HOST	\$ 54,000
SERVER	\$ 180,000
BARTENDER	\$ 99,900

BUSSER	\$ 17,000
TOTAL FRONT OF HOUSE	\$ 332,350
MANAGEMENT	\$ 147,900
TOTAL OTHER SALARIES	\$ 147,900
PROVISION FOR INCENTIVE BONUS	\$ 46,325
PROVISION FOR VACATION PAY	\$ 10,625
OTHER PAYROLL RELATED	\$ 56,950
GROSS PAYROLL	\$ 1,094,375
TAXES & BENEFITS	
PAYROLL TAX EXPENSE	\$ 69,931
BENEFITS	\$ 38,500
INSURANCE - WORKMEN'S COMP	\$ 22,000
TOTAL BENEFITS & OTHER EMP	\$ 60,500
TOTAL PAYROLL EXPENSE	\$ 1,224,806
DIRECT OPERATING EXPENSES	
CHINA	\$ 1,700
GLASSWARE	\$ 5,950
SILVERWARE	\$ 2,975
SMALLWARES	\$ 42,925
LINEN	\$ 19,125
PAPER SUPPLIES	\$ 46,325
CLEANING SUPPLIES	\$ 31,450
TOTAL SUPPLIES	\$ 150,450
CREDIT CARD CHARGES	\$ 93,500
CUSTOMER DRY CLEANING	\$ 365
EMPLOYEE UNIFORMS	\$ 3,500
ENTERTAINMENT	\$ 5,500
EQUIPMENT RENTAL	\$ 1,500
F&B COMPS	\$ 106,250
FLOWERS & PLANTS	\$ 850
MENUS & GUEST CHECKS	\$ 5,100
WATER PARK MAINTENANCE	\$ 75,500
MUSIC FEES	\$ 24,500
MISC	\$ 2,975
TOTAL DIRECT OP EXPENSES	\$ 394,490
OCCUPANCY - EXCLUDING RENT	
BUSINESS INSURANCE	\$ 35,000

BUSSER	\$ 18,000
TOTAL FRONT OF HOUSE	\$ 351,900
MANAGEMENT	\$ 156,600
TOTAL OTHER SALARIES	\$ 156,600
PROVISION FOR INCENTIVE BONUS	\$ 49,050
PROVISION FOR VACATION PAY	\$ 11,250
OTHER PAYROLL RELATED	\$ 60,300
GROSS PAYROLL	\$ 1,158,750
TAXES & BENEFITS	
PAYROLL TAX EXPENSE	\$ 74,044
BENEFITS	\$ 40,000
INSURANCE - WORKMEN'S COMP	\$ 23,500
TOTAL BENEFITS & OTHER EMP	\$ 63,500
TOTAL PAYROLL EXPENSE	\$ 1,296,294
DIRECT OPERATING EXPENSES	
CHINA	\$ 1,800
GLASSWARE	\$ 6,300
SILVERWARE	\$ 3,150
SMALLWARES	\$ 45,450
LINEN	\$ 20,250
PAPER SUPPLIES	\$ 49,050
CLEANING SUPPLIES	\$ 33,300
TOTAL SUPPLIES	\$ 159,300
CREDIT CARD CHARGES	\$ 99,000
CUSTOMER DRY CLEANING	\$ 365
EMPLOYEE UNIFORMS	\$ 3,500
ENTERTAINMENT	\$ 5,500
EQUIPMENT RENTAL	\$ 1,500
F&B COMPS	\$ 112,500
FLOWERS & PLANTS	\$ 900
MENUS & GUEST CHECKS	\$ 5,400
MUSIC FEES	\$ 31,500
MISC	\$ 3,150
TOTAL DIRECT OP EXPENSES	\$ 422,615
OCCUPANCY - EXCLUDING RENT	
BUSINESS INSURANCE	\$ 38,000

ALARM & SECURITY SERVICE	\$ 3,150
OTHER OCCUP EXPENSES	
TOTAL OCCUPANCY	\$ 38,150

ELECTRICITY	\$ 125,000
WATER/SEWER	\$ 66,500
PROPANE/FUEL	\$ 27,500
TOTAL UTILITIES	\$ 219,000

REPAIR & MAINTENANCE	\$ 45,475
HISTORIC MAINTENANCE	\$ 106,250
EXTERMINATOR	\$ 2,400
TOTAL REPAIR & MAINTENANCE	\$ 154,125

TOTAL OCCUPANCY	\$ 411,275
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MARKETING	
ADVERTISING	\$ 55,000
DIRECT MAIL	\$ 1,500
GRAPHIC DESIGN	\$ 6,250
PROMOTION	\$ 9,000
PUBLIC RELATIONS	\$ 4,500
MISC COLLATERAL	
PROMOTIONAL COMPS	\$ 15,000
COMMUNITY DONATIONS	\$ 75,000
PRIVATE PARTY MARKETING	\$ 10,000
TOTAL MARKETING	\$ 176,250

INDIRECT EXPENSES	
ACCOUNTING FEES	\$ 11,475
ARMOR CAR SERVICE	\$ -
AUTO EXPENSES	\$ -
BAD DEBT EXPENSE	\$ -
CASH OVER/ SHORT	\$ -
BANK CHARGES	\$ 8,925
BUSINESS TAX EXPENSE	\$ 6
COMPUTER SERVICES	\$ 12,750
COMPUTER SOFTWARE/SUPPLIES	\$ 4,250
DUES AND SUBSCRIPTIONS	\$ 900
EQUIPMENT LEASE EXPENSE	\$ 555
LICENSES/FEES	\$ 767
MESSENGER	\$ 1,200
OFFICE SUPPLIES	\$ 5,525
OTHER EXPENSES	
POSTAGE	\$ 300
PRINTING	\$ 1,700
RECORDS RETENTION	\$ 750

ALARM & SECURITY SERVICE	\$ 3,300
OTHER OCCUP EXPENSES	
TOTAL OCCUPANCY	\$ 41,300

ELECTRICITY	\$ 132,000
WATER/SEWER	\$ 71,000
PROPANE/FUEL	\$ 30,000
TOTAL UTILITIES	\$ 233,000

REPAIR & MAINTENANCE	\$ 48,150
HISTORIC MAINTENANCE	\$ 112,500
EXTERMINATOR	\$ 2,400
TOTAL REPAIR & MAINTENANCE	\$ 163,050

TOTAL OCCUPANCY	\$ 437,350
------------------------	-------------------

MARKETING	
ADVERTISING	\$ 60,000
DIRECT MAIL	\$ 1,000
GRAPHIC DESIGN	\$ 6,250
PROMOTION	\$ 9,000
PUBLIC RELATIONS	\$ 4,500
MISC COLLATERAL	
PROMOTIONAL COMPS	\$ 15,000
COMMUNITY DONATIONS	\$ 75,000
PRIVATE PARTY MARKETING	\$ 10,000
TOTAL MARKETING	\$ 180,750

INDIRECT EXPENSES	
ACCOUNTING FEES	\$ 12,150
ARMOR CAR SERVICE	\$ -
AUTO EXPENSES	\$ -
BAD DEBT EXPENSE	\$ -
CASH OVER/ SHORT	\$ -
BANK CHARGES	\$ 9,450
BUSINESS TAX EXPENSE	\$ 6
COMPUTER SERVICES	\$ 13,500
COMPUTER SOFTWARE/SUPPLIES	\$ 4,500
DUES AND SUBSCRIPTIONS	\$ 900
EQUIPMENT LEASE EXPENSE	\$ 555
LICENSES/FEES	\$ 767
MESSENGER	\$ 1,200
OFFICE SUPPLIES	\$ 5,850
OTHER EXPENSES	
POSTAGE	\$ 300
PRINTING	\$ 1,800
RECORDS RETENTION	\$ 750

PROFESSIONAL FEES	\$ 45,000
SHOPPER EXPENSES	\$ 1,800
TELEPHONE	\$ 1,500
PAYROLL PROCESSING FEES	\$ 30
TOTAL INDIRECT EXPENSES	\$ 97,433

RENT	
BASE RENT	\$ 478,500
OCCUPANCY OTHER	
PERCENTAGE RENT	
TOTAL RENT	\$ 478,500

PROFESSIONAL FEES	\$ 5,000
SHOPPER EXPENSES	\$ 1,800
TELEPHONE	\$ 1,500
PAYROLL PROCESSING FEES	\$ 30
TOTAL INDIRECT EXPENSES	\$ 60,058

RENT	
BASE RENT	\$ 159,500
OCCUPANCY OTHER	
PERCENTAGE RENT	
TOTAL RENT	\$ 159,500



CLIENT STATEMENT | For the Period April 1-30, 2025

STATEMENT FOR:
HAYES ROBERTSON GROUP INC
C/O JOSEPH WALSH

Beginning Total Value (as of 4/1/25)	\$2,544,972.89
Ending Total Value (as of 4/30/25)	\$2,384,813.31
<i>Includes Accrued Interest</i>	

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HAYES ROBERTSON GROUP INC
C/O JOSEPH WALSH
PO BOX 4170
KEY WEST FL 33041

INVESTMENTS AND INSURANCE PRODUCTS: NOT FDIC INSURED • NOT A BANK DEPOSIT •
NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • NOT BANK GUARANTEED •
MAY LOSE VALUE • UNLESS SPECIFICALLY NOTED, ALL VALUES ARE DISPLAYED IN USD

Tropical Soup Corporation
429 Caroline Street
Key West, Florida 33040
305-731-9972

May 9, 2025

To whom it may concern,

Tropical Soup Corporation will provide all of the funds held in its money market savings account at First Horizon Bank to Hayes Robertson Group Inc., if Hayes Robertson Group is successful in any of its RFPs to redevelop property at Mallory Square.

These RFPs have been designated as RFP 25-005 RFP 25-006 and RFP 25-007.

These funds are unencumbered and readily available. Tropical Soup Corporation believes in the need to redevelop Mallory Square and will financially support Hayes Robertson Group Inc's efforts to do so.

Regards,



Joseph Walsh
President
Tropical Soup Corporation



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TROPICAL SOUP CORPORATION
429 CAROLINE ST.
KEY WEST FL 33040-6598

BUSINESS MONEY MARKET SAVINGS

CUSTOMER INFORMATION

ACCOUNT NUMBER

STATEMENT DATE

04/30/25

CUSTOMER SERVICE INFORMATION

Customer Service: 1-888-382-4968

Visit Us Online: www.firsthorizon.com

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ACCOUNT SUMMARY	DATE	BALANCE OF YOUR FUNDS
PREVIOUS BALANCE	03/31/25	\$1,203,560.70
1 DEPOSIT TOTALING		\$3,814.35
0 WITHDRAWALS TOTALING		\$0.00
NEW BALANCE	04/30/25	\$1,207,375.05

INTEREST SUMMARY	
ANNUAL PERCENTAGE YIELD EARNED	3.92%
BASED ON AN AVERAGE COLLECTED BALANCE	\$1,203,560.70
INTEREST EARNED	\$3,814.35

SAVINGS ACCOUNT TRANSACTIONS

FOR THE PERIOD FROM 04/01/25 THROUGH 04/30/25

ACCOUNT HISTORY				
DATE	DESCRIPTION	DEPOSIT	WITHDRAWAL	CARD #
04/30	INTEREST EARNED	\$3,814.35		

DAILY BALANCE SUMMARY					
DATE	BALANCE	DATE	BALANCE	DATE	BALANCE
04/30	\$1,207,375.05				

INQUIRY INFORMATION

*ALL INQUIRIES FOR BALANCES, GENERAL INFORMATION, ACCOUNT ERRORS, ACCOUNT ACTIVITY, AUTOMATED TELLER MACHINE ACTIVITY AND DEBIT CARD TRANSACTIONS SHOULD BE DIRECTED TO 1-888-382-4968.

*TO REPORT A LOST/STOLEN DEBIT CARD: CALL 1-888-382-4968 IMMEDIATELY AND FOLLOW THE VOICE PROMPTS.

*DIRECT INQUIRIES CONCERNING PREAUTHORIZED ELECTRONIC FUNDS TRANSFER TO 1-888-382-4968.

*YOU MAY MAIL INQUIRIES CONCERNING AUTOMATED TELLER MACHINE ACTIVITY, DEBIT CARD TRANSACTIONS, AND PREAUTHORIZED ELECTRONIC FUNDS TRANSFERS TO:
FIRST HORIZON BANK
P.O. BOX 84
MEMPHIS, TN 38101

IMPORTANT TAX INFORMATION

NOTICE: YOUR ACCOUNT HAS EARNED AND PAID YTD: \$7,375.05
THE YEAR TO DATE INTEREST IS REPORTED FOR TAX PURPOSES.

Tab 8. Schedule of Accomplishments

A schedule delineating the pre-design, design, design review, historic approvals, rehabilitation and interior build out, operation, and management phases of the development is required. Included in this schedule should be a delineation of any public participation that will be used by the developer to solicit input.

Process & Schedule – Hayes Robertson Group		
Steps		Tentative Date
1	Meetings with planning/property manager/HARC/Public works/Manager	7/1/2025
2	Lease agreement signed	7/15/2025
3	Meetings with CPS, Sasaki, Waterfront Playhouse and neighboring property owners,	7/15-7-31/25
4	Design	8/1/2025
5	Meetings with CPS, Sasaki, Waterfront Playhouse and neighboring property owners, AIPP, FKNMS, Public meeting proposed City hall 8/26	8/15-8/31/2025
6	Meetings with landscape/Planning/ HARC/Public Works/Manager	9/15/2025
7	DRC – Development Plan- Meeting with staff	9/30/2025
8	Plan modifications as necessary	10/31/2025
9	Tree Commission	11/15/2025
7	Submit HARC	11/15/2025
8	Planning Board	12/15/2025
9	Adjustments modifications as necessary	1/15/2026
10	AIPP	1/31/2026
11	City Commission	3/16/2026
12	Florida Department of commerce 45 days	5/1/2026
13	Building permit applications	5/15/2026
13	Building permit issued	7/21/2026
14	Construction 200 days	2/10/2027
15	Open to the public	2/21/2027
16	Start-up to operating transition	2/11/2027

Tab 9. Special Conditions

All special conditions that the investor/developer may offer or request from the City of Key West are required to be listed. The investor/developer will need to elaborate on costs, terms, payment amounts, conditions, timing and such other pertinent factors, if selected for further negotiations.

1. Zoning, land use and setbacks

As the City points out in the Constraints and guidelines in 3.2.9 of the request for proposals, the property is currently zoned HPS, and the City is currently working on a rezoning proposal. The successful implementation of proposer's plan will require a zoning change, or a change in permitted uses under **Sec. 122-957**. **If the city were to add** the following uses to permitted uses under HPS, the proposer's project would also be acceptable and in compliance:

(11) Restaurants, excluding drive-through.

(12) Commercial retail low and medium intensity greater than 2,500 square feet.

(13) Cultural and civic activities

(14) Accessory Uses.

In addition to facilitating the redevelopment of Mallory Square, and being required to implement parts of the Sasaki plan, the City's proposed zoning change makes logical sense as a number of the current uses at Mallory Square are non-conforming, including any CPS acts that sell food or retail products, El Meson de Pepe, and the Shell Warehouse and neighboring retail stores.

City code **Sec. 122-960** describes the dimensional requirements in the historic public and semipublic services district (HPS). While the city has ignored these requirements when reviewing and issuing recent permits at Mallory Square, the proposer requires a recognition that structures and prior uses may be improved without violating the code.

e. Setbacks for structures and prior uses on Mallory Square shall be allowed to remain, be replaced and/or be reconstructed and shall not be considered nonconforming.

City code **Sec. 108-573** is **Special provisions within historic commercial pedestrian-oriented area, commonly called the parking waiver zone**. As the proposer's plan, and any of the City's "appropriate uses" described in the RFP section 3.2.8 would require a parking variance, and some iterations of the Mallory Square plan call for the removal of parking spaces- this creates a problem. The proposer requires recognition that it is the intent of the city to increase the intensity of use, and would propose a change to 108-573 such as:

(b) Special off-street parking requirement. Within the historic commercial pedestrian-oriented area described in subsection (a) of this section, parking requirements shall be applied whenever:

(1) New nonresidential floor area is constructed on non-publicly-owned land within Mallory Square;

2. HPS Sec. 122-960. - Dimensional requirements.

The dimensional requirements in the historic public and semipublic services district (HPS) are as follows; however, construction may be limited by proportion, scale and mass considerations as expressed through the historic architectural review commission design guidelines:

(6) Minimum setbacks:

e. Setbacks for structures and prior uses on Mallory Square shall be allowed to remain, be replaced and/or be reconstructed and shall not be considered nonconforming.

3. HRG requires that the city clarify the lease lines for existing tenants to allow HRG's new land lease to include the correct square footage and allow other tenants to do what they want
4. Some recent City leases have required personal guarantees, and letters of credit. This is an over-reach. As detailed background checks are required to be a city tenant, HRG requires that the City select one or the other as its means of security.
5. HRG will discuss ways to make its plan better with any and all parties interested in improving Mallory Square who are prepared to deal in good faith.
6. HRG will consult with public works, and planning staff to develop the best possible product.
7. After paying for the adaptive re-use, rehabilitation, portions of the master plan and \$478,000 in the first year's rent, HRG would reduce the rent for the remainder of the term to recoup some of its costs.
8. If the City shuts down Mallory Square to public access base rents shall be fully abated,
9. HRG is prepared to share development, maintenance and operation of the splash fountain, if the City chooses
10. If the City chooses not to allow HRG to develop the splash fountain, the proposal can still proceed.
11. The proposal includes consumption area on decks over the Gulf Atlantic cut.
12. The proposal includes the development of a coral acclimation area either in the Gulf Atlantic cut, or on docks over it.
13. The proposal includes dockage of boats for coral replanting personnel and transplanting into the open ocean.
14. HRG requires as many dedicated parking spaces as any other tenants
15. HRG requires vehicle access to operate the business
16. The proposal includes consumption area in the land lease.
17. The proposal includes shade sails and a new restaurant pavilion.
18. The proposal includes the adaptive re-use of the industrial cable storage tanks for the industrial purpose of storing water, pumps, filters, and controllers, and equipment.
19. The effective date of the lease will be after necessary zoning changes are made and construction is completed.
20. HRG requires awards of both 25-005 and 25-007 to rehabilitate and adaptively re-use Mallory Square
21. HRG's president Joseph Walsh with his company Tropical Soup, previously attempted to revitalize Mallory Square and unanimously won a previous RFP for the re-development, and adaptive re-use of part of the Square. Tropical Soup worked diligently to get the Square revitalized. During the process, it created two separate plans that both received HARC and planning approvals, including securing a LOMR to allow a

lower structure, and awaited only a final City Commission vote to build. A previous commission bowed to local business pressure and cancelled the project and the RFP award. Walsh has litigated to be allowed to revitalize Mallory, initially with the city against opponents of the project, and later against the City to allow the board approved project to move forward, and won. Neighboring business interests continued to lobby, and litigate against the redevelopment. Walsh's last suit to build the City Commission denied project failed. Walsh's previous litigation to create an economic opportunity and revitalize Mallory Square is a feature, not a bug. When the first neighboring business opposition to creating a revitalized Mallory Square with additional restaurant space developed, the then assistant City manager was concerned that Walsh would get cold feet and abandon the project, while the city was left to defend Walsh's plan. HRG is a committed development partner. Walsh and Tropical Soup have already proven that.

22. While not a requirement of the proposal, HRG believes that the City should move the pedestrian bridge seaward so both ends are on publicly owned land.

Tab 10. City Forms

Proposers shall complete and execute the forms specified below in this RFP, as well as copies of all business licenses and receipts for business tax and shall include them in this section:

Forms:

- **Anti-Kickback Affidavit**
- **Public Entity Crimes Form**
- **City of Key West Indemnification Form**
- **Equal Benefits for Domestic Partners Affidavit**
- **Cone of Silence Affidavit**
- **Non-Collusion Affidavit**
- **Local Vendor Certification**
- **City of Key West E-Verify Affidavit**
- **Noncoercive Conduct Affidavit**
- **Scrutinized Companies Certification**

ANTI-KICKBACK AFFIDAVIT

STATE OF Florida)

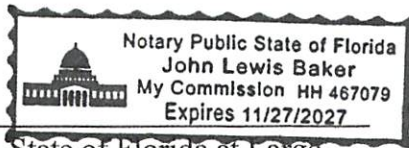
: SS

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: Joseph Walsh

Sworn and subscribed before me this 9th day of May 2025.



NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 11/27/27

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 25-005
rehabilitation, lease, and adaptive re-use Cable tanks at Mallory Square.
2. This sworn statement is submitted by Hayes Robertson Group Inc
(name of entity submitting sworn statement)
whose business address is 310 Duval Street Key West, Florida 330040
and (if applicable) its Federal Employer Identification Number (FEIN) is 65-1043670

(If the entity has no FEIN, include the Social Security Number of the individual
signing this sworn statement _____)

3. My name is Joseph Walsh
(please print name of individual signing)
and my relationship to the entity named above is President
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

1. A predecessor or successor of a person convicted of a public entity crime; or
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting 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 vendor list. (Please attach a copy of the final order.)

 The person or affiliate was placed on the convicted vendor 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 vendor list. (Please attach a copy of the final order.)

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



(signature)

May 9, 2025
(date)

STATE OF Florida


COUNTY OF Monroe

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

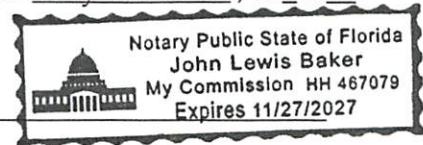
____ Joseph Walsh _____ who, after first being sworn by me, affixed his/her
(name of individual signing)

signature in the space provided above on this ____ 9th ____ day of May _____, 20 25 ____.

My commission expires: 11/27/27



NOTARY PUBLIC



CITY OF KEY WEST INDEMNIFICATION FORM

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 liabilities, damages, losses and costs, including but not limited to, 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, to the extent caused by the negligence, recklessness, or intentional wrongful misconduct of the Proposer, its Subcontractors or persons employed or utilized by them in the performance of the Contract. Claims by indemnitees for indemnification shall be limited to the amount of Proposer's insurance or \$1 million per occurrence, whichever is greater. The parties acknowledge that the amount of the indemnity required hereunder bears a reasonable commercial relationship to the Contract and it is part of the project specifications or the bid documents, if any.

The indemnification obligations under the Contract shall not be restricted in any way by any limitation on the amount or type of damages, compensation, or benefits payable by or for the Proposer under Workers' Compensation acts, disability benefits acts, or other employee benefits acts, and shall extend to and include any actions brought by or in the name of any employee of the Proposer or of any third party to whom Proposer may subcontract a part or all of the Work. This indemnification shall continue beyond the date of completion of the work.

Proposer: Hayes Robertson Group Inc

SEAL:

310 Duval Street Key West FL 33040

Address


Signature

Joseph Walsh

Print Name

President

Title

DATE: May 9, 2025

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)

: SS

COUNTY OF Monroe)

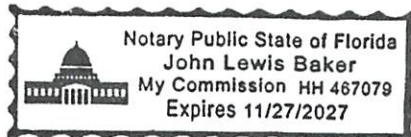
I, the undersigned hereby duly sworn, depose and say that the firm of
Hayes Robertson Group Inc

provides benefits to domestic partners of its employees on the same basis as it provides benefits
to employees' spouses, per City of Key West Code of Ordinances Sec. 2-799.

By: _____

Joseph Walsh (President)

Sworn and subscribed before me this 9th day of May 2025 .



NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 11/27/27

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 Hayes Robertson Group Inc. have read and understand the limitations and procedures regarding communications concerning City of Key West Code of Ordinances Sec. 2-773 Cone of Silence.

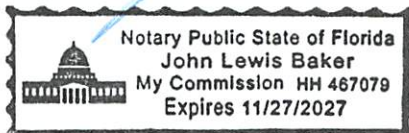
By: _____

Joseph Walsh (President)

Sworn and subscribed before me this
9th day of May, 2025.

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 11/27/27



NON-COLLUSION AFFIDAVIT

STATE OF FLORIDA

COUNTY OF MONROE

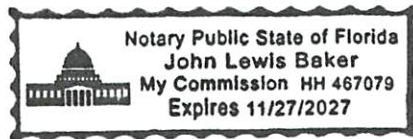
I, the undersigned hereby declares that the only persons or parties interested in this Proposal are those named herein, that this proposal is, in all respects, fair and without fraud, that it is made without collusion with any official of the Owner, and that the Proposal is made without any connection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

By: Joseph Walsh
President Hayes Robertson Group Inc



Sworn and subscribed before me this

9th day of May, 2025__.



NOTARY PUBLIC, State of Florida at Large

My Commission Expires: 11/27/27

LOCAL VENDOR CERTIFICATION
PURSUANT TO CITY OF KEY WEST CODE OF ORDINANCES 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:

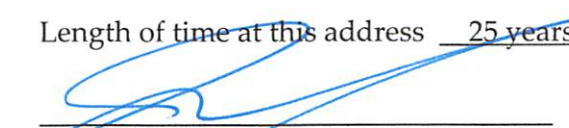
- a. Principal address as registered with the FL Department of State located within 30 miles of the boundaries of the city, listed with the chief licensing official as having a business tax receipt with its principle address within 30 miles of the boundaries of the city for at least one year immediately 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 Code of Ordinances Section 2-798
 - Qualifies as a local vendor pursuant to Code of Ordinances 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 Caroline's
Current Local Address: 310 Duval Street Key West Fl 33040
(P.O Box numbers may not be used to establish status)

Phone: 305-731-9972
Fax: 305-294-7255

Length of time at this address 25 years



Signature of Authorized Representative
STATE OF Florida
COUNTY OF Monroe

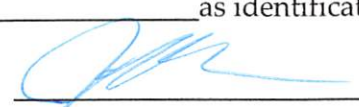
May 9, 2025
Date

The foregoing instrument was acknowledged before me this 9th day of May, 2025.

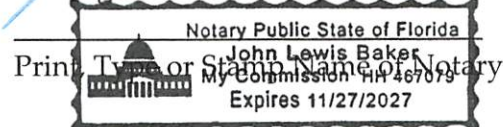
By Joseph Walsh
(Name of officer or agent, title of officer or agent)
or has produced PERSONAL KNOWLEDGE
(type of identification)

of Hayes Robertson Group Inc.
(Name of corporation acknowledging)

as identification



Signature of Notary



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

Title or Representative

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 CAROLINE'S CAFE
Location Addr 310 DUVAL ST
Lic NBR/Class 12599 FOOD SERVICE
Issued Date 9/9/2024 Expiration Date: September 30, 2025

RESTAURANT WITH 120 OR MORE SEATS

Comments: 208 SEATS @ 310 DUVAL / 47 SEATS @ 429 CAROLINE

Restrictions: DBPR #SEA5401740 (10/1/23)

CAROLINE'S CAFE
PO BOX 4147

KEY WEST, FL 33041

This document must be prominently displayed.

HAYES ROBERTSON GROUP INC

2024 / 2025
MONROE COUNTY BUSINESS TAX RECEIPT
EXPIRES SEPTEMBER 30, 2025

Business Name: CAROLINE'S CAFE HAYES ROBERTSON
GROUP INC

Owner Name: WALSH JOSEPH PRES
Mailing Address: PO BOX 4170
KEY WEST, FL 33041

RECEIPT# 29140-92284

Business Location: 310 DUVAL ST
KEY WEST, FL 33040

Business Phone: 305-294-7525
Business Type: CAFE RESTAURANT (CAFES RESTAURANTS)

Seats 33

Tax Amount	Transfer Fee	Sub-Total	Penalty	Prior Years	Collection Cost	Total Paid
60.00	0.00	60.00	0.00	0.00	0.00	60.00

Paid 114-23-00007181 07/26/2024 60.00

THIS BECOMES A TAX RECEIPT
WHEN VALIDATED

Sam C. Steele, CFC, Tax Collector
PO Box 1129, Key West, FL 33041

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

MONROE COUNTY BUSINESS TAX RECEIPT
P.O. Box 1129, Key West, FL 33041-1129
EXPIRES SEPTEMBER 30, 2025

Business Name: CAROLINE'S CAFE HAYES ROBERTSON
GROUP INC

Owner Name: WALSH JOSEPH PRES
Mailing Address: PO BOX 4170
KEY WEST, FL 33041

RECEIPT# 29140-92284

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Business Phone: 305-294-7525
Business Type: CAFE RESTAURANT (CAFES RESTAURANTS)

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Tax Amount	Transfer Fee	Sub-Total	Penalty	Prior Years	Collection Cost	Total Paid
60.00	0.00	60.00	0.00	0.00	0.00	60.00

Paid 114-23-00007181 07/26/2024 60.00

Hayes Robertson Group

310 Duval Street

Key West, Florida 33040

May 9, 2025

City of Key West Purchasing

1300 White Street

Key West Florida, 33040

To whom it may concern,

Hayes Robertson Group Inc has had its principal office at 310 Duval Street in Key West Florida for nearly 25 years.

Its business tax receipt licenses for the City of Key West and Monroe county are current at this address.

Hayes Robertson Group employs approximately 150 people, all of whom work in the city of Key West. Hayes Robertson Group has no remote employees and all of its employees live in the city of Key West or in the Lower Key within thirty miles of Key West City boundaries.

These three criteria meet the Local vendor Certification definitions pursuant to City of Key West Code of ordinances Section 2-798.

I certify that Hayes Robertson Group Inc meets the requirements to qualify as a local vendor in the city of Key West.

Regards,



Joseph Walsh

President

Hayes Robertson Group Inc

2025 FLORIDA PROFIT CORPORATION ANNUAL REPORT

DOCUMENT# P00000092008

Entity Name: HAYES ROBERTSON GROUP, INC.

Current Principal Place of Business:

310 DUVAL ST.
KEY WEST, FL 33040

Current Mailing Address:

PO BOX 4170
KEY WEST, FL 33041 US

FEI Number: 65-1043670

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

WALSH, JOSEPH
7 CYPRESS TERRACE
KEY WEST, FL 33040 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE: JOSEPH WALSH

03/04/2025

Electronic Signature of Registered Agent

Date

Officer/Director Detail :

Title PSD
Name WALSH, JOSEPH H
Address 7 CYPRESS TERRACE
City-State-Zip: KEY WEST FL 33040

Title VP
Name DEMENT, CW
Address 7 CYPRESS TERRACE
City-State-Zip: KEY WEST FL 33040

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: JOSEPH WALSH

P

03/04/2025

Electronic Signature of Signing Officer/Director Detail

Date

2001 UNIFORM BUSINESS REPORT (UBR)

DOCUMENT # 000000092000

1. Entity Name
HAYES-ROBERTSON GROUP, INC

FILED
Jun 08, 2001 8:00 am
Secretary of State

06-08-2001 90008 040 ***150.00

Principal Place of Business
310 DUVAL STREET
KEY WEST FL
33040

Mailing Address
PO BOX 4147
KEY WEST FL
33041

00058011

DO NOT WRITE IN THIS SPACE

2. Principal Place of Business
310 DUVAL ST.

3. Mailing Address
PO BOX 4147

Suite, Apt. # etc

Suite, Apt. #, etc.

City & State
KEY WEST FL

City & State
KEY WEST FL

4. FEI Number
65-1043670

Applied For
☒ Not Applicable

Zip
33040

Country
USA

Zip
33041

Country
USA

5. Certificate of Status Desired ☐ \$8.75 Additional Fee Required

6. Name and Address of Current Registered Agent

7. Name and Address of New Registered Agent

Name
C.W. DeMent

Street Address (P.O. Box Number is Not Acceptable)
730 United Street

City
Key West FL Zip Code
33040

8. The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE C.W. DeMent C.W. DeMent VP 6-4-01

Signature, typed or printed name of registered agent and title if applicable

(NOTE: Registered Agents signature required when reinstating)

DATE

9. This corporation is eligible to satisfy its Intangible Tax filing requirement and elects to do so.
(See criteria on back) ☐

FILE NOW!!
FEE IS \$150.00
After MAY 1, 2001 Fee will be \$550.00
Make Check Payable to Department of State

10. Election Campaign Financing Trust Fund Contribution. ☐ \$5.00 May Be Added to Fees

11. OFFICERS AND DIRECTORS

TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Delete

12. ADDITIONS/CHANGES TO OFFICERS AND DIRECTORS IN 11

TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<input type="checkbox"/> Change <input type="checkbox"/> Addition

13. I hereby certify that the information supplied with this filing does not qualify for the exemption stated in Section 119.07(3)(i), Florida Statutes. I further certify that the information indicated on this report or supplemental report is true and accurate and that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report or changed, or on an attachment with an address, with all other like empowered. signature shall have the same legal effect as if made under oath; that I am an officer or director required by Chapter 607, Florida Statutes; and that my name appears in Block 11 or Block 12 if

SIGNATURE: C.W. DeMent C.W. DeMent

SIGNATURE AND TYPED OR PRINTED NAME OF SIGNING OFFICER OR DIRECTOR

6-4-01 (305) 294-7511

Date

Daytime Phone #

CR2E034 (11/00)

THE CITY OF KEY WEST E-VERIFY AFFIDAVIT

Beginning January 1, 2021, Florida law requires all contractors doing business with The City of Key West to register with and use the E-Verify System in order to verify the work authorization status of all newly hired employees. The City of Key West requires all vendors who are awarded contracts with the City to verify employee eligibility using the E-Verify System. As before, vendors are also required to maintain all I-9 Forms of their employees for the duration of the contract term. To enroll in the E-Verify System, vendors should visit the E-Verify Website located at www.e-verify.gov.

In accordance with Florida Statute § 448.095, **it is the responsibility of the Awarded Vendor to ensure compliance with all applicable E-Verify requirements.**

By executing this affidavit, the undersigned contractor verifies it compliance with Florida Statute § 448.095, stating affirmatively that the individual, firm, or corporation which is engaged in the performance of services on behalf of the City of Key West, has registered with, is authorized to use, and uses the U.S. Department of Homeland Security's E-Verify system.

Furthermore, the undersigned contractor agrees that it will continue to use E-Verify throughout the contract period, and should it employ or contract with any subcontractor(s) in connection with the performance of services pursuant to this Agreement with The City of Key West, contractor will secure from such subcontractor(s) similar verification of compliance with Florida Statute § 448.095, by requiring the subcontractor(s) to provide an affidavit attesting that the subcontractor does not employ, or subcontract with, an unauthorized alien. Contractor further agrees to maintain records of such compliance during the duration of the Agreement and provide a copy of each such verification to The City of Key West within five (5) business days of receipt.

Failure to comply with this provision is a material breach of the Agreement and shall result in immediate termination of the Agreement without penalty to the City of Key West. Contractor shall be liable for all costs incurred by the City of Key West to secure replacement Agreement, including but not limited to, any increased costs for the same services, and costs due to delay, and rebidding costs, if applicable.

May 9, 2025

Date

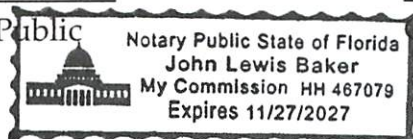
(Signature of Authorized Representative)

State of Florida

County of Monroe

Personally Appeared Before Me, the undersigned authority, Joseph Walsh who, being personally know or having produced his/her signature in the space provided above on this 9th day of May 2025.

Signature, Notary Public



Stamp/Seal:

Commission Expires 11/27/27

AFFIDAVIT ATTESTING TO NONCOERCIVE CONDUCT
FOR LABOR OR SERVICES

Entity/Vendor/Name: Hayes Robertson Group Inc

Vendor FEIN: 65-1043670

Vendor's Authorized Representative: Joseph Walsh President
(Name and Title)

Address: 310 Duval Street

City: Key West State: Florida Zip: 33040

Phone Number: 305-731-9972

Email Address: joe@tropicalsoup.com

As a nongovernmental entity executing, renewing, or extending a contract with a government entity, Vendor is required to provide an affidavit under penalty of perjury attesting that Vendor does not use coercion for labor or services in accordance with Section 787.06, Florida Statutes.

As defined in Section 787.06(2)(a), coercion means:

1. Using or threatening to use physical force against any person;
2. Restraining, isolating, or confining or threatening to restrain, isolate, or confine any person without lawful authority and against her or his will;
3. Using lending or other credit methods to establish a debt by any person when labor or services are pledged as a security for the debt, if the value of the labor or services as reasonably assessed is not applied toward the liquidation of the debt, the length and nature of the labor or service are not respectively limited and defined;
4. Destroying, concealing, removing, confiscating, withholding, or possessing any actual or purported passport, visa, or other immigration document, or any other actual or purported government identification document, of any person;
5. Causing or threatening to cause financial harm to any person;
6. Enticing or luring any person by fraud or deceit; or
7. Providing a controlled substance as outlined in Schedule I or Schedule II of Section 893.03 to any person for the purpose of exploitation of that person.

As a person authorized to sign on behalf of Vendor, I certify under penalties of perjury that Vendor does not use coercion for labor or services in accordance with Section 787.06. Additionally, Vendor has reviewed Section 787.06, Florida Statutes, and agrees to abide by same.

Certified By: Joseph Walsh, who is authorized to sign on behalf of the above referenced company.

Authorized Signature: 

Print Name: Joseph Walsh

Title: President

VENDOR CERTIFICATION REGARDING
SCRUTINIZED COMPANIES LISTS

Respondent Vendor Name: Hayes Robertson Group Inc.

Vendor FEIN: 65-1043670

Vendor's Authorized Representative Name and Title: Joseph Walsh President

Address: 310 Duval Street

City: Key West State: Florida Zip: 33040

Phone Number: 305-731-9972

Email Address: joe@tropicalsoup.com

Section 287.135(2)(a), Florida Statutes, prohibits a company from bidding on, submitting a proposal for, or entering into or renewing a contract for goods or services of any amount if, at the time of contracting or renewal, the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to section 215.4725, Florida Statutes, or is engaged in a boycott of Israel. Section 287.135(2)(b), Florida Statutes, further prohibits a company from bidding on, submitting a proposal for, or entering into or renewing a contract for goods or services over one million dollars (\$1,000,000) if, at the time of contracting or renewal, the company is on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, both created pursuant to section 215.473, Florida Statutes, or the company is engaged in business operations in Cuba or Syria.

As the person authorized to sign on behalf of Respondent, I hereby certify that the company identified above in the section entitled "Respondent Vendor Name" is not listed on either the Scrutinized Companies that Boycott Israel List, Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject such company to civil penalties, attorney's fees, and/or costs and termination of the contract at the option of the awarding governmental entity.

Certified By: Joseph Walsh President,
Print Name *Print Title*

who is authorized to sign on behalf of the above referenced company.

Authorized Signature: _____

END OF SECTION 4



ADDENDUM NO. 1

Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)

RFP 25-005

This addendum is issued as supplemental information to the Invitation to Bid package for clarification of certain matters of both a general and a technical nature. The referenced Invitation to Bid package is hereby amended in accordance with the following items:

1. **Clarification of Specifications:** [No Changes]
2. **Changes to Submission Requirements:** [No Changes]
3. **Updates to Project Timeline:** [No Changes]
4. **Responses to Questions:**

1) I am reaching out to clarify if this is just a typo in the RFP, I see at the top of the document the due date is May 5, but further down it says April 5. Screenshot attached; can you please confirm the proposal due date for this opportunity.

1) Please note that the responses for this RFP are due on May 5, 2025 not April 5, 2025. The time of submittals remains the same.

5. **Additional Resources:** [No Changes]


Signature


Name of Business



ADDENDUM NO. 2

Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)

RFP 25-005

This addendum is issued as supplemental information to the Invitation to Bid package for clarification of certain matters of both a general and a technical nature. The referenced Invitation to Bid package is hereby amended in accordance with the following items:

1. **Clarification of Specifications:** [No Changes]
2. **Changes to Submission Requirements:** [No Changes]
3. **Updates to Project Timeline:**
 - 1) This is a reminder that the mandatory meeting for this project is still scheduled as planned. The meeting will take place on **April 16, 2025, at 9:00 AM**, at the following location:

**10 Mallory Square
Key West, Florida 33040**

Please make sure to attend, as your participation is required. Two walkthroughs are schedule for the same date and time with the Hospitality House being the first walk-through site location followed by the Cable Hut(s).
4. **Responses to Questions:** [No Change]
5. **Additional Resources:** [No Changes]


Signature


Name of Business



ADDENDUM NO. 2
Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)
RFP 25-005

This addendum is issued as supplemental information to the Invitation to Bid package for clarification of certain matters of both a general and a technical nature. The referenced Invitation to Bid package is hereby amended in accordance with the following items:


1. **Clarification of Specifications:** [No Changes]
2. **Changes to Submission Requirements:** [No Changes]
3. **Updates to Project Timeline:** Proposers are advised of the following revisions to the project timeline regarding the Questions/Answers response deadline and the proposal submittal due date:

Questions/Answers Response Deadline: April 30, 2025, at 3:00 PM

Proposal Submittal Deadline: May 12, 2025, at 3:00 PM

Submittal Location: Clerk's Office, 1300 White Street, Key West, Florida 33040

4. **Responses to Questions:** [No Change]
5. **Additional Resources:** [No Changes]



Signature

Hayes Robertson Group Inc.

Name of Business



ADDENDUM NO. 3
Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)
RFP 25-005

This addendum is issued as supplemental information to the Invitation to Bid package for clarification of certain matters of both a general and a technical nature. The referenced Invitation to Bid package is hereby amended in accordance with the following items:

1. **Clarification of Specifications:** [No Change]
2. **Changes to Submission Requirements:** [No Change]
3. **Updates to Project Timeline:** [No Change]
4. **Responses to Questions:**
 - 1) **Are there “as built” drawings of any of the structures?**
 1. Drawings related to the Cable Huts are available from the City of Key West Building Department under permit number BLD2020-3312
 - 2) **Can we have access to inside the space at 10:00 am one day this week ASAP? This would be for the purpose of measurements and contractor access.**
 1. Proposers were afforded the opportunity to fulfil this request during the Mandatory Site Visit on April 16, 2025 @ 9:00 AM. As such Proposers will not be afforded further opportunity for a site visit.
 - 3) **Does the City have a copy of the site plan that they can provide to us?**
 1. Drawings related to the Cable Huts are available from the City of Key West Building Department under permit number BLD2020-3312
 - 4) **Is the floor plan requested required prior to being awarded the lease?**

1. Yes, a drafted floor plan is required prior to being awarded the lease. The review of the floor plan will assist the City in evaluating proposals and awarding the lease to a proposer. Please note that the submitted floor plans may be conceptual in nature.

5) is a bond required for this project per statement “a successful proposal will also include, as available, a qualification and letter of commitment from bondable general contractor(s) for all construction and rehabilitation that is to be completed.”?

1. Proposers should submit a Bond Capacity Letter that provides evidence of general “bond ability” by the Proposers, awarded proposers will need to submit bonding in the amount of 5% of the construction/rehabilitation cost prior to the start of any construction or rehabilitation.

6) Given the extensive nature of the capital expenditures necessary, does the City anticipate any rent credits or similar facility for repayment?

1. This item may be subject to negotiation with the awarded Proposer; however, such negotiations should not be interpreted as implying an anticipated rent credit or any similar form of repayment. Final terms are subject to the City's review and approval.

7) Are there any building condition reports available for any of the buildings?

1. Currently there are no building reports available at this time.

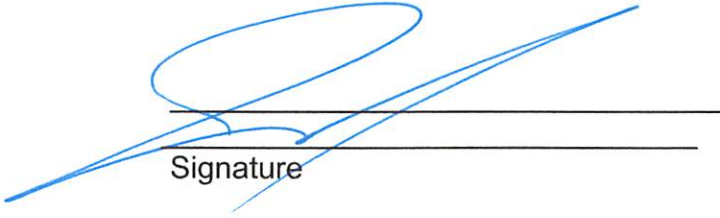
8) What is the procedure, if any, for access into the buildings in order to take measurements and/or have contractors review the requirements of the properties for the purpose of estimating construction costs?

1. Proposers were afforded the opportunity to fulfil this request during the Mandatory Site Visit on April 16, 2025 @ 9:00 AM. As such Proposers will not be afforded further opportunity for a site visit.

9) Are there any building conditions available for any of the buildings.

1. Please note that the City is not currently aware of any building condition reports provide.

5. **Additional Resources:** [No Changes]



Signature

Hayes Robertson Group Inc.
Name of Business



THE CITY OF KEY WEST

1300 White Street Key West, FL 33040 (305) 809-3807

Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)

PRE-BID MEETING AGENDA

10 Mallory Square, Key West, FL
33040

Wednesday April 16, 2025, at 9:00 am

Project Number: City of Key West RFP 25-005

Agenda Items:

1. Introductions

- a. City of Key West Staff
- b. Attendees

2. Bidding Requirements

- Contract Documents – Complete all forms, sign, date and notarize where indicated.
- Submit one original and two flash drives of the completed forms of the Contract Documents as indicated in the Request for Proposal no later than May 05, 2025, 3:00 PM. Proposals will not be accepted after that time.

3. Section 3 – Scope of Services

- The City of Key West is requesting proposals for the rehabilitation, adaptive reuse and (long-term) lease of the Cable Hut(s) in Key West, Florida 33040.
- Please read through

4. General Information

- Sealed Proposals Due Date: May 05, 2025 until 3:00 PM
- Request for Information (RFI) Due Date: April 21, 2025, 3:00 pm
- Request for Information (RFI) Response Date: April 25, 2025, 3:00 pm

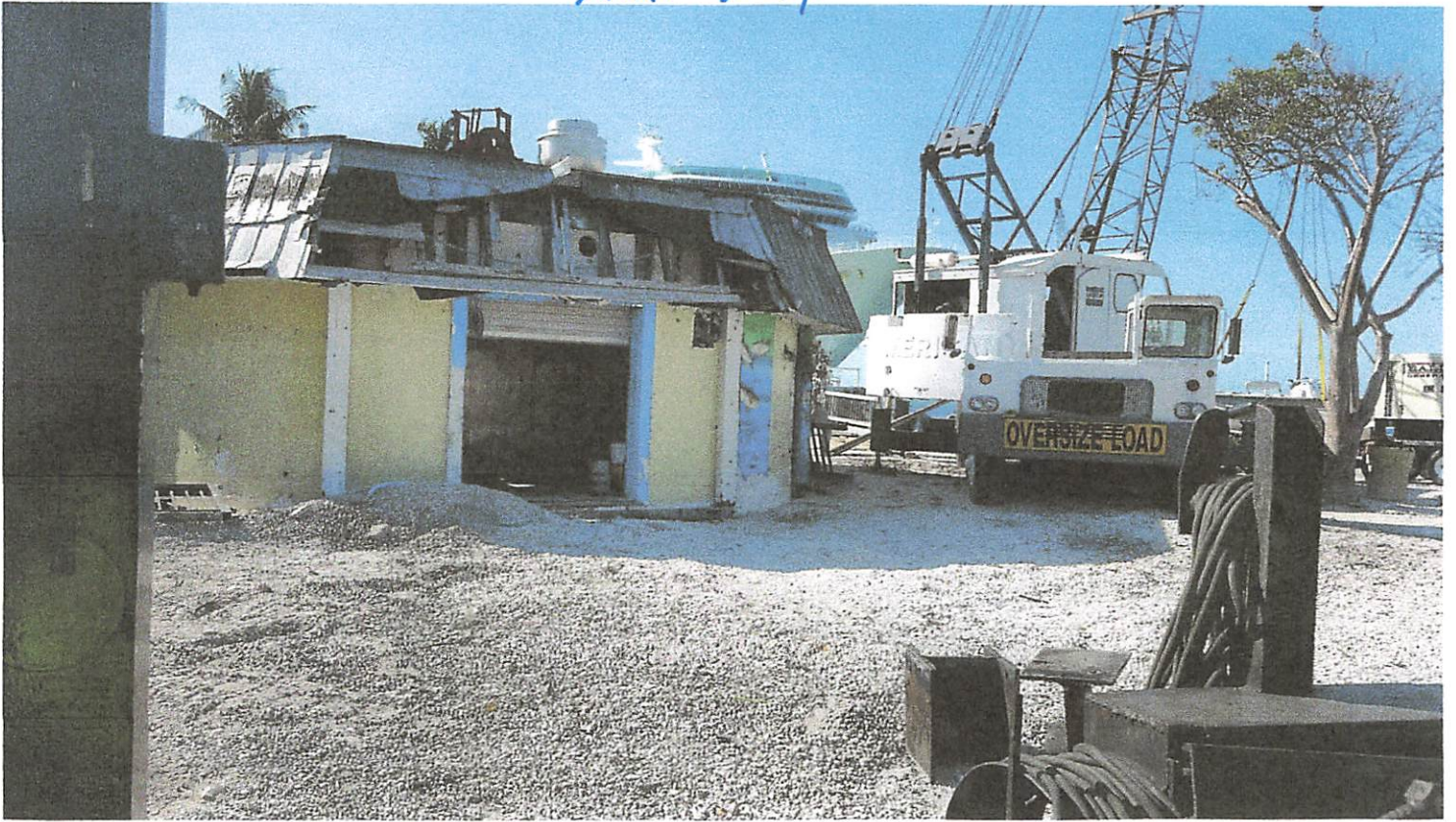
5. Cone of Silence

- All questions regarding this project must be submitted by email. They will be answered via addenda and uploaded to Demand Star for all Proposers to review.

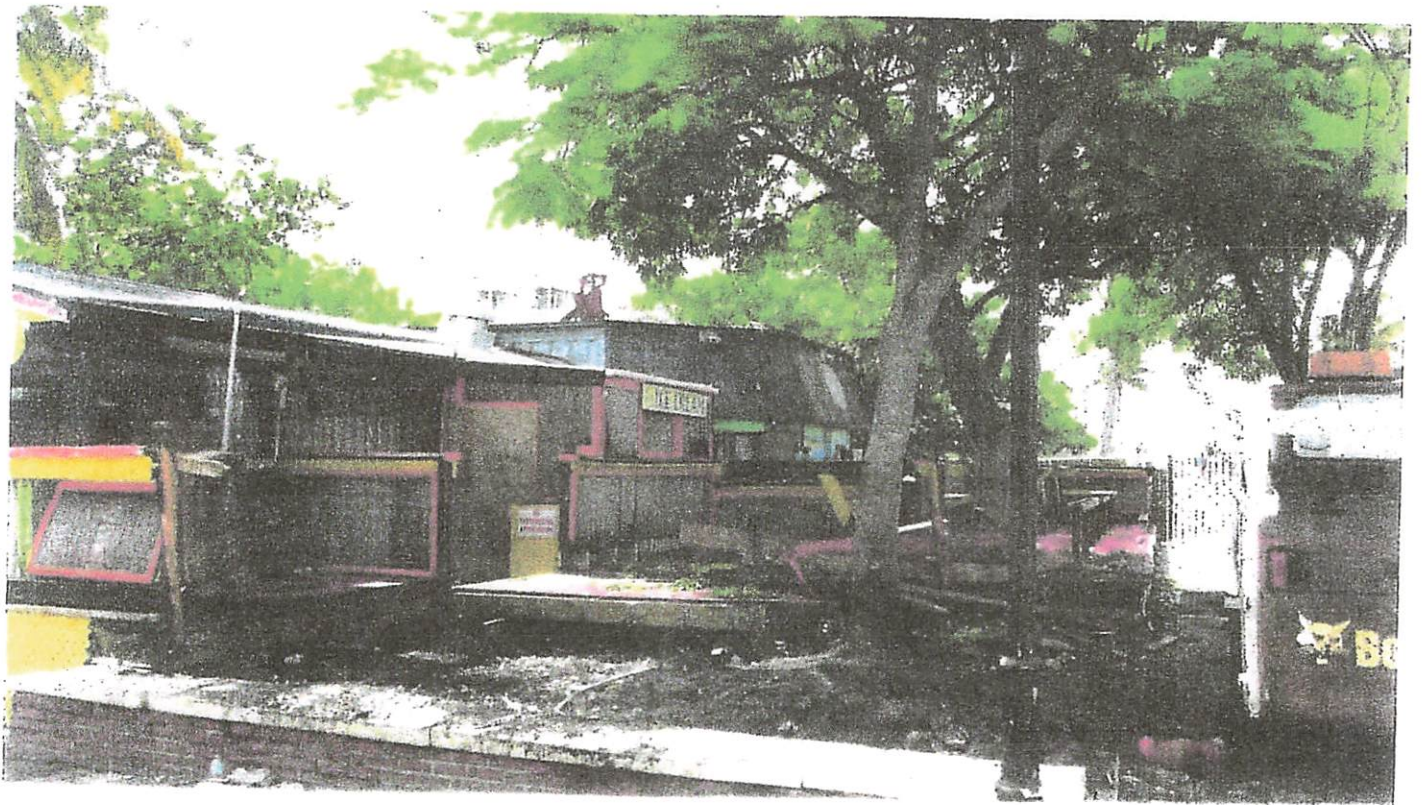
[illegible]



Nov. 2019



September 2013 photo of property



Inscription. 🗣️ This concrete structure was built on the mainland and transported by Flagler's railroad to the current location in 1917. Its purpose was to protect the connection between the land line and the 125 mile long underwater telegraph cable lines linking Key West and Havana, Cuba. The first international phone call was made through similar cables in Key West on Christmas Day, 1900. John W. Atkins called Cuba and after a long silence, Cuba answered quite simply "I don't understand you."

— Circa 1917 —

Erected by The Fuente family (sponsor). (Marker Number 27.)

Topics. This historical marker is listed in this topic list: [Communications](#). A significant historical year for this entry is 1917.

Location. 24° 32.793' N, 81° 47.845' W. Marker is in Key West, Florida, in Monroe County. It can be reached from the intersection of South Street and Whitehead Street. Marker is on a small building at the Southernmost Point of the continental U.S. [Touch for map](#). Marker is in this post office area: Key West FL 33040, United States of America. [Touch for directions](#).

Other nearby markers. At least 8 other markers are within walking distance of this marker: [Southernmost Point](#) (a few steps from this marker); [The History of the Southernmost Point](#) Paid Advertisement

Click on the ad for more information.

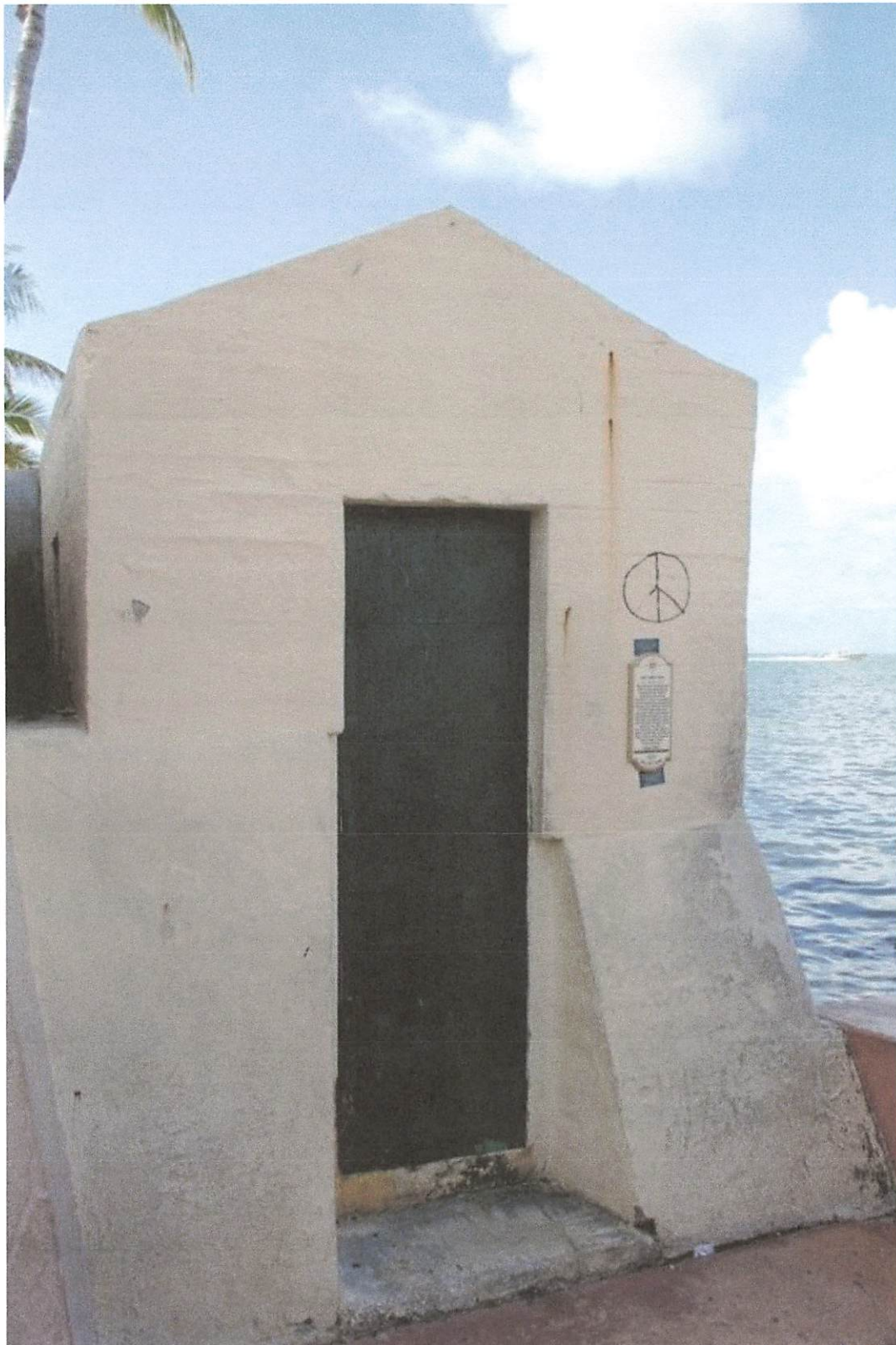
Please report objectionable advertising to the Editor.

(a few steps from this marker); [J. Vining and Florida Curry Harris House](#) (within shouting distance of this marker); [Southernmost House](#) (about 400 feet away, measured in a direct line); [Eduardo H. Gato House](#) (about 400 feet away); [Casa Cayo Hueso](#) (about 400 feet away); [Semper Fidelis](#) (about 500 feet away); [Emma Carrero Cates Pier at Southern Beach](#) (about 500 feet away). [Touch for a list and map](#) of all

markers in Key West.

Regarding The Cable Hut. Atkins was manager of International Ocean Telegraph Co., a Western Union subsidiary that was laying the first three cables between Key West and Havana. He reportedly said during the 9:55 a.m. call: “For a long time there was no sound, except the roar heard at night sometimes, caused by electric light current.” While that call was the first one to be made overseas, it was not the first international call: That happened July 1, 1881 between St. Stephen, New Brunswick, Canada, and Calais, Maine.

Also see . . . [The Key West to Havana Submarine Telephone Cables](#). The Key West cable hut was part a wider project to connect



ucumari photography via Flickr ([CC BY-NC-ND 2.0](https://creativecommons.org/licenses/by-nc-nd/2.0/)), July 19, 2018

2. The Cable Hut Marker

Near Southernmost point

Key West to the Caribbean. (J. Gregory Griffin, reprint of article first published in *Florida Keys Sea Heritage Journal*, Fall 2000) (Submitted on February 23, 2022, by Duane and Tracy Marsteller of Murfreesboro, Tennessee.)



Key West Public Library, from the collection of Christopher C. Belland ([CC BY 2.0](#))

3. Southernmost Point postcard

The cable hut is shown in this vintage postcard.

CITY OF KEY WEST



REQUEST FOR PROPOSALS

RFP # 25-005

FOR

Historic Building Rehabilitation
Lease and Adaptive Use
Cable Hut(s)

Mayor: Danise Henriquez

City Manager: Brian L. Barroso

Commissioners:

Monica Haskell; District 1
Donald "Donie" Lee; District 3
Mary Lou Hoover; District 5

Samuel Kaufman; District 2
Lisette Carey; District 4
Aaron Castillo; District 6

*Rg. submitted
for Compliance
purposes*



REQUEST FOR PROPOSALS
CITY OF KEY WEST - PURCHASING OFFICE
1300 White Street, Key West, Florida 33040

Solicitation Data

Request Number: RFP 25-005

Title: Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)

Description: The City of Key West is requesting proposals for the rehabilitation, adaptive reuse and (long-term) lease of the Cable Hut(s) in Key West, Florida 33040.

Contact: Lucas Torres-Bull, Procurement Manager
Phone: (305) 809-3807
Email: lucas.torresbull@cityofkeywest-fl.gov

Issue Date: April 3, 2025

Mail or Deliver Responses To: City Clerk
City of Key West
1300 White Street
Key West, FL 33040

Mandatory Site Walk-Through: April 16, 2025, 9:00 A.M. LOCAL TIME

Clarification Submittal Deadline: April 21, 2025, 3 P.M. LOCAL TIME

Clarification Response Deadline: April 25, 2025, 3 P.M. LOCAL TIME

Responses Deadline Date: May 5, 2025, 3 P.M. LOCAL TIME

Estimated Award Date: June, 2025

A handwritten signature in blue ink, consisting of a stylized 'J' followed by a horizontal line and a diagonal stroke.

TABLE OF CONTENTS

1.0 GENERAL CONDITIONS

2.0 SPECIAL CONDITIONS

3.0 TECHNICAL SPECIFICATIONS

4.0 AFFIDAVITS AND CERTIFICATIONS

- EXHIBIT A: MINIMUM INSURANCE REQUIREMENTS
- EXHIBIT B: SITE PHOTOS





City of Key West

Request for Proposals

Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)

RFP No. 25-005

NOTICE: Pursuant to Sec. 2-769 of the City's Code of Ordinance, sealed proposals for consideration to provide the services detailed in the scope of services listed below, shall be received until 3:00 P.M. on May 5, 2025. The submittals shall be clearly marked "RFP No. 25-005 – Historic Building Rehabilitation Lease and Adaptive Use, Cable Hut(s)".

All submittals shall be publicly opened and recorded on May 5, 2025, at 3:00 P.M.** Late submittals shall not be accepted or considered.

Please submit one (1) original and (2) two flash drives with one single PDF file of the entire proposal package on each flash drive. Proposal packages are to be enclosed in sealed envelopes, clearly marked on the outside "Sealed Proposals for RFP No. 25-005 Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)" addressed and delivered to the City Clerk at the address noted above.

Solicitations may be found via the City of Key West website (www.cityofkeywest-fl.gov) under Finance and via [Onvia DemandStar](#), central notification systems which provide bid notification services to interested vendors. To obtain the solicitation, interested parties must follow the link and register to be able to download the document.

The City of Key West reserves the right to accept any bid deemed to be in the best interest of the City or to waive any irregularity in any submittal. The City may reject any or all bids and re-advertise.

PROJECT OVERVIEW

The City of Key West is seeking proposals from interested parties for the lease and rehabilitation of the Cable Hut(s) located at Mallory Square, Key West, Florida 33040. Proposers must submit their proposals in accordance with the instructions and timeline outlined in this RFP. The City will only consider proposals that include all required information, as determined at the City's sole discretion.

The City will evaluate the proposals submitted in response to this RFP to rank proposers. The top-ranked proposer will be invited to enter contract negotiations. The selected Proposer must demonstrate relevant experience and capabilities included, but not limited to, adaptive reuse and rehabilitation of historic sites.

All inquiries must reference **RFP No. 25-005 – Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)** in the subject line and should be directed to the following email at lucas.torresbull@cityofkeywest-fl.gov. No phone calls will be accepted in reference to this solicitation. Any communications regarding matters of clarification must be made in writing to the email address listed above. If it becomes necessary to provide additional clarifying data or information that revises any part of this RFP, supplements or revisions will be made available via written addendum.

The City reserves the right to delay or modify scheduled dates and will notify Proposers of all changes in scheduled dates via written addendum.

SECTION 1

GENERAL TERMS AND CONDITIONS

1.1 DEFINITIONS

(i) We/Us/Our/City

These terms refer to the City of Key West, Florida, a Florida municipal corporation. They may also be used as pronouns for various subsets of the City organization as content will indicate.

Finance-Division

The Division responsible for handling procurement related issues within the City.

Departments

The City Department(s) and offices for which this solicitation is prepared, which will be the end user of the goods and/or services sought, including, without limitation.

Authorized Representative

The user Department's contacts for interaction regarding contract administration.

(ii) You/Your

The term refers to the person(s) or entity(ies) submitting a proposal in response to this RFQ/RFP/ITB, inclusive of corresponding subsidiaries, affiliates offices, employees, volunteers, representatives, agents or subcontractors. The term may apply differently to different classes of entities, as the context will indicate. For instance, "you" as a Proposer will have different obligations than "you" as a Successful Proposer will have upon awarding of this contract.

Proposer/Consultant/Submitter

Any person(s) and/or business entity(ies) submitting a response to this solicitation.

Successful Proposer/ Consultant/Submitter

The Proposer whose Proposal to this solicitation is deemed to be the most advantageous to the City. A Proposer will be approved for award by the City Commission, and a contract will be executed for the provisions of the goods and/or services specified in this RFQ/RFP/ITB.

(iii) Proposals/ Submittals

The written, sealed document submitted by the Proposer in response to this RFQ/RFP/ITB. Any verbal interactions with the City apart from submittal of a formal written submittal shall not be considered a part of any submittal.

1.2 CLARIFICATION/ QUESTIONS

The City reserves the right to request clarification on information submitted by any Proposer after the deadline for receipt of submittals. Questions from potential and/or actual respondents regarding this RFQ/RFP/ITB shall be directed in writing by email, to the Procurement Contact email address specified on the title page.

Answers, citing the question but not identifying the questioner, will be publicly noticed, and distributed simultaneously to all known prospective Proposers.

(i) Written Addenda

If it becomes evident that this RFQ/RFP/ITB must be amended, we will issue a formal written addendum to all registered prospective Proposers via Demand Star. Addendum will be uploaded to Demand Star, available via link on the City's webpage. If necessary, a new RFQ/RFP/ITB opening date may be established by addendum.

1.3 COST OF PREPARATION

The City will not be responsible for any expenses incurred by Proposers for the preparation of a Proposal related to this procurement, or for any negotiations related to potential award of the Contract.

1.4 EXAMINATION OF DOCUMENTS

The Proposer must thoroughly examine each section of this RFQ/RFP/ITB. If there is any doubt or obscurity as to the meaning of any part of these conditions, the Proposer may request clarification by written request to the Procurement Contact. Interpretations or clarification in response to such questions will be issued in the form of a written addendum, emailed to all parties recorded by the City's Finance Division as having received the RFQ/RFP/ITB documents. No person is authorized to give oral interpretations of or make oral changes to the RFQ/RFP/ITB. The issuance of a written addendum shall be the only official method whereby such an interpretation or clarification is made.

1.5 PUBLIC RECORDS

Upon award recommendation or thirty (30) days after the RFQ opening, whichever is earlier, any material submitted in response to this RFQ/RFP/ITB will become a "Public Record" and shall be subject to public disclosure pursuant to Chapter 119, Florida Statutes (Public Records Law). Proposers must claim the applicable statutory exemptions to protect submittals, stating the reasons why exclusion from public disclosure is necessary and legal. The City reserves the right to make any final determination on the applicability of the Public Records Law.

1.6 WITHDRAWAL OF PROPOSAL

A Proposer may, without prejudice, withdraw, modify, or correct the Proposal after it has been deposited with the City, provided the request and any subsequent modifications and/or corrections are filed with the City in writing before the time for opening the submittals. No oral modifications will be considered.

1.7 RIGHT TO REJECT

The City reserves the right to reject any and/or all submittals or sections thereof, and/or waive any irregularities, informalities, and/or technical deficiencies. The City shall not be required to accept the minimum specifications stated herein or provided but reserves the right to accept any submittal that, in the judgment of the City, will best serve the needs and interests of the City. The offering of this RFQ/RFP/ITB does not, itself, in any way constitute a contractual agreement between the City of Key West and any Proposer. However, the contents of the offered document, as well as the proposed documents may be used for details of the actual agreement between the Proposer and the City of Key West. Furthermore, the City reserves the right to award without further discussion.

1.8 GOVERNMENTAL RESTRICTIONS

In the event that any governmental restrictions are imposed which would necessitate alteration of the performance to the services offered in this Proposal prior to delivery, it shall be the responsibility of the Proposer to notify the City at once. The City reserves the right to accept the alteration or cancel the Contract at no expense to the City.

1.9 SUBMISSION OF PROPOSAL

(i) Incurred Expenses

The City is not responsible for any expenses which Proposers may incur for preparing and submitting Proposals called for in this RFQ/RFP/ITB.

(ii) Interviews

The City reserves the right to conduct personal interviews or require presentations prior to selection. The City will not be liable for any costs whatsoever incurred by the Proposer in connection with such interviews/presentations, including, but not limited to travel and accommodations.

(iii) Request for Modifications

The City reserves the right to request that the Proposers(s) modify a submittal to more fully meet the needs of the City.

(iv) Bid Acknowledgment

By submitting a Proposal, the Proposer/Proposer certifies that he/she/it has fully read and understood the solicitation method and has full knowledge of the scope, nature, and

quality of work to be performed.

(v) Acceptance/Rejection/Modification To Submittals

The City reserves the right to negotiate modifications to this RFQ/RFP/ITB that it deems acceptable, reject any and all Proposals for any reason whatsoever, and waive minor irregularities in any submittal.

(vi) Submittals Binding

All Proposals submitted shall be binding for three hundred sixty-five (365) calendar days following opening.

(vii) Alternate Proposals/ Statement/ Proposals

Alternate Proposals and/or statements will not be considered or accepted by the City.

(viii) Economy of Preparation

Proposals should be prepared simply and economically, providing a straightforward, concise description of the Proposers' ability to fulfill the requirements of the Proposal.

(ix) Proprietary Information

In accordance with Chapter 119 of the Florida Statutes (Public Records Law) and except as may be provided by other applicable State and Federal Law, all Proposers should be aware that RFQ/RFP/ITB and the corresponding responses are in the public domain and subject to disclosure. However, the Proposers are required to identify with specificity any information contained in their Proposals which are considered confidential and/or proprietary and which are believed to be exempt from disclosure, citing the applicable exempting law.

All Proposals received from Proposers in response to this RFQ/RFP/ITB shall become the property of the City of Key West and shall not be returned to the Proposer. In the event of contract award, all documentation produced as part of the contract will become the exclusive property of the City.

1.10 COMPLIANCE WITH ORDERS AND LAWS

Successful Proposers shall comply with all local, state, and federal directives, ordinances, rules, orders, and laws as applicable to this RFQ/RFP/ITB and subsequent contracting including, but not limited to:

Executive Order 11246 (which prohibits discrimination against any employee, applicant, or client because of race, creed, color, national origin, sex, or age with regard to, but not limited to, employment practices, rate of pay or other compensation methods, and training.)

Occupational, Safety and Health Act (OSHA)

The State of Florida Statutes Section 287.133(3)(A) on Public Entity Crimes

Environment Protection Agency (EPA)

Uniform Commercial Code (FL Statutes, Chapter 672)

American with Disabilities Act of 1990, as amended.

National Institute of Occupational Safety Hazards (NIOSH)

National Forest Products Association (NFPA)

State of Florida Department of Transportation- Rule 14-90, Florida Admin. Code

U.S. Department of Transportation

City of Key West, City Ordinance Sec 2-766-2-845
Cone of Silence, City of Key West Code of Ordinances

The State of Florida Statutes Sections 218.73 and 218.74 on Prompt Payment

Proposer hereby recognizes and certifies that no elected official, board member, or employee of the City shall have a financial interest directly or indirectly in this transaction or any compensation to be paid under or through this transaction, and further, that no City employee, nor any elected or appointed officer, including, but not limited to, City Commission members, of the City, nor any spouse, parent or child of such employee or elected or appointed officer of the City, may be a partner, officer, director or proprietor of Proposer or Proposer, and further, that no such City employee or elected or appointed officer, or the spouse, parent or child of any of them, alone or in combination, may have a material interest in the Vendor or Proposer. Material interest means direct or indirect ownership of more than 5% of the total assets or capital stock of the Proposer. Any exception to these above-described restrictions must be expressly provided by applicable law or ordinance and be confirmed in writing by City. Further, Proposer recognizes that with respect to this transaction, if any Proposer violates or is a party to a violation of the ethics ordinances or rules of the City, or the provisions of Chapter 112, part III, Fla. Stat., the Code of Ethics for Public Officers and Employees, such Proposer may be disqualified from furnishing the goods or services for

which the Proposal is submitted and may be further disqualified from submitting any future Proposals for goods or services to City. The term "Proposer," as used in this section specifically includes any person or entity making and submitting a Proposal to the City for the provision of goods and/or services to City.

Lack of knowledge by the Proposer will in no way be a cause for relief from responsibility. Non-compliance with all local, state, and federal directives, orders, and laws may be considered grounds for termination of contract(s).

1.11 CONE OF SILENCE

Notwithstanding any other provision in the specifications, the provisions of Section 2-773 Cone of Silence, 2-289 Conflict of Interest and 4.10 Disclosure of Financial Interest by Officers and Employees are applicable to this transaction.

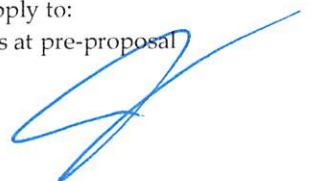
The Cone of Silence shall be imposed on this RFQ/RFP/ITB upon its advertisement. The Cone of Silence prohibits the following activities:

- (1) Any communication regarding this RFQ/RFP/ITB between a potential vendor, service provider, Respondent, lobbyist or consultant and the City's professional staff;
- (2) Any communication regarding this RFQ/RFP/ITB between the Mayor, Commission members and any member of the Mayor and Commission's professional staff;
- (3) Any communication regarding this RFQ/RFP/ITB between potential vendor, service provider, Respondent, lobbyist or consultant and any member of a selection committee;
- (4) Any communication regarding this RFQ/RFP/ITB between the Mayor, Commission members and any member of the selection committee therefore;
- (5) Any communication regarding this RFQ/RFP/ITB between any member of the City's professional staff and any member of the selection committee; and
- (6) Any communication regarding this RFQ/RFP/ITB between a potential vendor, service provider, Respondent, lobbyist or consultant and the Mayor or Commission.

Pursuant to Section 2-773 (d)(2), the Cone of Silence shall terminate at the time the City Commission or other authorized body makes final award or gives final approval of a contract, rejects all bids or responses to the competitive solicitation, or takes other action which ends the competitive solicitation. Or, at the deadline for submission of responses to the solicitation, if only one vendor has responded.

The Cone of Silence shall not apply to:

- (1) oral communications at pre-proposal



- (2) meetings and/or conferences;
- (2) oral presentations before selection of evaluation committees;
- (3) public presentations made to the City Commission during any duly noticed public meeting;
- (4) written communications regarding a particular RFQ, RFQ, or proposal between a potential vendor, service provider, Respondent, proposer, lobbyist or consultant and the City's Purchasing Agent or City employee designated responsible for administering the procurement process of such RFQ, RFQ, or proposal, provided the communication is limited strictly to matters of process or procedure already contained in the corresponding solicitation document;
- (5) communications with the City Attorney and his or her staff;
- (6) duly noticed site visits to determine the competency of respondents/Respondents regarding a particular proposal/Proposal during the time period between the opening of proposals and the time the City Manager makes his or her written recommendation;
- (7) any emergency procurement of goods or services pursuant to City Code;
- (8) responses to the City's request for clarification or additional information pursuant to section 1.10 of this RFQ/RFP/ITB;
- (9) contract negotiations during any duly noticed public meeting;
- (10) communications to enable City staff to seek and obtain industry comment or perform market research, provided all communications related thereto between a potential vendor, service provider, Respondent, Proposer, lobbyist, or consultant and any member of the City's professional staff including, but not limited to, the City Manager and his or her staff are in writing or are made at a duly noticed public meeting.

Violation of the Cone of Silence by a particular Proposer or Respondent shall render the RFQ/RFP/ITB award or proposal award to said Proposer or Respondent voidable by the City Commission and/or City Manager. Please contact the City Attorney for any questions regarding Cone of Silence compliance.

1.12 SUNSHINE LAW

As a Florida municipal corporation, the City is subject to the Florida Sunshine Act and Public Records Law. By submitting a Proposal, Proposer acknowledges that the materials

submitted with the Proposal and the results of the City of Key West evaluations are open to public inspection upon proper request. Proposer should take special note of this as it relates to proprietary information that might be included in its Proposal.

1.13 CANCELLATION

In the event any of the provisions of this RFQ/RFP/ITB are violated by the Awarded Proposer, the City Manager shall give written notice to the Awarded Proposer stating the deficiencies and, unless deficiencies are corrected within ten (10) days, recommendation will be made to the City Commission for immediate cancellation. The City reserves the right to terminate any contract resulting from this invitation at any time and for any reason, upon giving thirty (30) days prior written notice to the other party. No consideration will be given for anticipated loss of revenue on the canceled portion of the Contract.

1.14 ASSIGNMENT

The Awarded Proposer shall not assign, transfer, convey, sublet or otherwise dispose of this contract, including any or all of its right, title or interest therein, or his or its power to execute such contract to any person, company or corporation without prior written consent of the City of Key West.

1.15 PROPERTY

Property owned by the City of Key West is the responsibility of the City of Key West. Such property furnished for repair, modification, study, etc., shall remain the property of the City of Key West. Damages to such property occurring while in the possession of the Awarded Proposer shall be the responsibility of the Awarded Proposer.

1.16 TERMINATION FOR DEFAULT

If the Awarded Proposer defaults in its performance under this Contract and does not cure the default within thirty (30) days after written notice of default, the City may terminate this Contract, in whole or in part, upon written notice without penalty to the City. In such event, the Awarded Proposer shall be liable for damages, including, but not limited to, the excess cost of procuring similar supplies or services: provided that if, (1) it is determined for any reason that the Awarded Proposer was not in default or (2) the Awarded Proposer's failure to perform is without his control, fault or negligence, the termination will be deemed to be a termination for the convenience of the City.

1.17 TERMINATION FOR CONVENIENCE

The City Manager may terminate the Contract that may result from this RFQ/RFP/ITB, in whole or in part, upon thirty (30) days prior written notice when it is in the best interests of the City. If so terminated, the City shall be liable only for payment in accordance with the payment provisions

of the Contract for those services rendered prior to termination.

1.18 ANTI-TRUST PROVISION

At such times, as may serve its best interest, the City reserves the right to advertise for, receive, and award additional contracts for these herein items, and to make use of other competitively proposal (government) contracts for the purchase of these goods and/or services as may be available.

1.19 PUBLIC RECORDS, AUDIT RIGHTS AND RECORDS RETENTION

The Upon award recommendation or thirty (30) days after the opening of RFQ/RFP/ITB responses, whichever is earlier, any material submitted in response to this Request for Proposals will become a "Public Record" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes (Public Record Law). Proposers must claim the applicable exemptions to disclosure provided by law in their response to the Request for Proposals by identifying materials to be protected and must state the reasons why exclusions from public disclosure is necessary and legal. The City reserves the right to make any final determination on the applicability of the Public Records Law. The Awarded Proposer agrees to provide access to the City, or any of their duly authorized representatives, to any books, documents, papers, and records of the Awarded Proposer which are directly pertinent to the contract, for the purposes of audit, examination, excerpts, and transcriptions. The Awarded Proposer shall maintain and retain any and all of the aforementioned records after the expiration and/or termination of the agreement, as provided by Chapter 119, Florida Statutes.

1.20 CAPITAL EXPENDITURES

Awarded Proposer understands that any capital expenditures that the Awarded Proposer makes, or prepares to make, in order to perform the services required by the City of Key West, is a business risk which the Awarded Proposer must assume. The City of Key West will not be obligated to reimburse amortized or unamortized capital expenditures, any other expenses, or to maintain the approved status of the Awarded Proposer. If Awarded Proposer has been unable to recoup its capital expenditures during the time it is rendering such services, it shall not have any claim upon the City of Key West.

1.21 GOVERNING LAW AND VENUE

The validity and effect of the Contract shall be governed by the laws of the State of Florida. The parties agree that any administrative or legal action, mediation, or

arbitration arising out of this Contract shall take place in Monroe County, Florida.

1.22 ATTORNEY FEES

In connection with any litigation, mediation, or arbitration arising out of this Contract, each party will pay its' attorney's fees.

1.23 NO PARTNERSHIP OR JOINT VENTURE

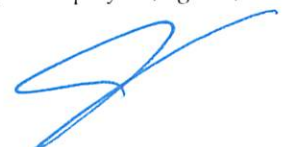
Nothing contained in this Contract will be deemed or construed to create a partnership or joint venture between the City of Key West and Awarded Proposer/Proposer, or to create any other similar relationship between the parties.

1.24 TERMS AND CONDITIONS OF AGREEMENT

The Agreement to be entered into with the Awarded Proposer, in substantially the form attached hereto as Exhibit "A", shall include, but not be limited to, the following terms and conditions:

- A. The Awarded Proposer agrees to indemnify, defend and hold harmless the City, its officers, elected officials, agents, volunteers and employees, from and against any and all liability, claims, demands, damages, fines, fees, expenses, penalties, suits, proceedings, actions and cost of action, including attorney's fees for trial and on appeal, and of any kind and nature arising or growing out of or in any way connected with the performance of the Agreement whether by act or omission of the Awarded Proposer, its agents, servants, employees or others, or because of or due to the mere existence of the Agreement between the parties; unless said claim for liability is caused solely by the negligence of the City or its agents or employees.

The Awarded Proposer shall further indemnify, defend and hold harmless the City, its elected officials, its Officers, employees, agents and volunteers (collectively referred as "Indemnitees") against all loss, costs, penalties, fines, damages, claims, expenses, including attorney's fees, or liabilities ("collectively referred to as "liabilities") by reason of any injury to, or death of any person, or damage to, or destruction, or loss of any property arising out of, resulting from, or in connection with the performance, or non-performance of the services contemplated by this agreement which is, or is alleged to be directly, or indirectly caused, in whole, or in part by any act of omission, default, or negligence of the Awarded Proposer, its employees, agents, or sub-contractors.



- B. The Awarded Proposer shall pay all royalties and assume all costs arising from the use of any invention, design, process materials, equipment, product, or device which is the subject of patent rights or copyrights. Awarded Proposer shall, at its own expense, hold harmless and defend the City against any claim, suit or proceeding brought against the City, which is based upon a claim, whether rightful or otherwise, that the goods or services, or any part thereof, furnished under the contract, constitute an infringement of any patent or copyright of the United States. The Awarded Proposer shall pay all damages and costs awarded against the City.
- C. An understanding and agreement, by and between the Awarded Proposer and the City, that the completion time as specified in Awarded Proposer's submission will be met and that all work shall be executed regularly, diligently, and uninterrupted at such rate of progress as will ensure full completion thereof within the time specified.

1.25 EQUAL BENEFITS FOR DOMESTIC PARTNERS FOR PROCURED PROJECTS

Awarded Proposer will be required to comply with Ordinance Sec 2-799 –Provide Equal Benefits for Domestic Partners.

1.26 LIMITATION ON USE OF OFFICIAL SEAL

It shall be unlawful and a violation of this section for any person, firm, corporation or other legal entity to print for the purpose of sale or distribution or circulate, manufacture, publish, use, display, or offer for sale any letters, papers, documents, or items of merchandise which simulates the official seal of the City or the stationery or a real or fictitious agency, department or instrumentality of the City without the expressed written authority of the City Commission or its designee. The unauthorized use shall be punishable as provided in F.S. §§ 775.082 and 775.083.

END OF SECTION I

SECTION 2

SPECIAL CONDITION

2.1 PURPOSE

The City of Key West is seeking a Proposer with experience in redeveloping spaces, bringing new life to a unique waterfront setting, the Proposer may lease one or both buildings known as the Cable Huts (East and West). The Cable Huts are located within the iconic Mallory Square area of the City of Key West Historic District. The City of Key West is seeking a partner with experience in repurposing historic structures, bringing new life to a unique waterfront setting which was originally developed as an active city port.

The proposed long-term lease offers a unique opportunity to partner with the City of Key West to:

- Encourage compatible forms of economic development, including educational environmental cultural and commercial development and tourism, while maintaining the overall historic character of City of Key West.
- Conserve historical (and natural resources) along the waterfront and strengthen the link to other activities within walking distance of Mallory Square.

The Cable Hut(s) will be leased as-is. The lessee will be responsible for the cost and implementation of all restoration, repairs and upgrades needed to occupy and operate the building(s) including items such as exterior repairs, additional or enlarged opening, carpentry and painting repairs as well as addressing all life safety, building code issues and ADA compliance requirements.

Respondents to the RFP are hereinafter referred to as "Proposer."

2.2 MINIMUM QUALIFICATION REQUIREMENTS

All Proposers that submit a proposal shall meet, but not be limited to, the following minimum qualifications:

- 2.2.1 Proven Track Record in Operating Similar Facilities:** The proposer must demonstrate a successful history of operating facilities comparable to the proposed project, including experience in adaptive reuse and managing properties with similar scopes and requirements.

2.2.2 Experience in Operating and Maintaining Adaptive Reuse Properties: The proposer must demonstrate the ability to operate and maintain adaptive reuse real estate projects, including addressing ongoing maintenance needs and ensuring the long-term sustainability of the property.

2.2.3 Adequate Staffing and Proposer Resources: The proposer must confirm they have sufficient staff and consultant resources to successfully deliver the Cable Hut(s) Redevelopment Project, ensuring effective and timely execution of all aspects of the project.

2.3 LICENSING

Pursuant to section 607.1503(1), Florida Statutes, Corporations, out-of-state corporations are required to obtain a Florida Certificate of Authorization from the Florida Department of State, Division of Corporations, to transact business in the State of Florida. Successful respondent's must provide a copy of their occupational/business license and State registration at time of award. Florida state registration can be downloaded and printed via www.sunbiz.org. Proposers must have the proper license(s) and/or certification(s) to perform what is being requested in this solicitation. Failure to possess the proper license(s) and/or certification(s) may result in disqualification of proposal submittal. Copies of the respondent's license(s) and/or certification(s) which are applicable to this project shall be submitted as part of their proposal submittal.

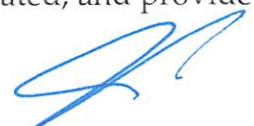
2.4 EXECUTION AND TERM OF CONTRACT

The City and the Awarded Proposer shall execute a contract ("Agreement") within thirty (30) days after Notification of Award based upon the requirements set forth in the RFP through action taken by the City Commission at a fully authorized meeting. If the Proposer awarded the contract fails to enter into a contract as herein provided, the award may be declared null and void, and the contract may be awarded to the next most responsible and responsive Proposer, or re-advertised, as determined by the City.

The duration of this lease agreement resulting from this solicitation shall prevail for a maximum of ten (10) year period from the contract's initial effective date.

2.5 PROPOSAL FORMAT AND SIGNATURES

To be considered, proposals must be submitted in accordance with the City's specified instructions. The entire proposal must be resubmitted, including all executed forms, with each section signed to indicate it has been read and understood, and all response forms fully completed. Proposals should be typed or printed using black or blue ink only; the use of erasable ink is prohibited. The proposal submitted in response to this Request for Proposals (RFP) shall be printed on 8-1/2" x 11" white paper and bound; shall be clear and concise, tabulated, and provide



the information requested. Any corrections must be initialed.

Proposals submitted by corporations must be signed in the corporate name by the President or another authorized corporate officer, along with documentation verifying the authority to sign. The corporate address and state of incorporation must be listed beneath the signature.

Proposals by partnerships must be executed in the Partnership name and signed by a partner, whose title must appear under the signature and the official address of the partnership must be shown below the signature.

2.6 METHOD OF AWARD

The City will open all submittals received prior to the stated deadline in a public forum and will announce the name of the Proposers. In order to be deemed responsive the proposals must contain all required forms listed and provided in Section 4 of this solicitation. The City of Key West shall be the sole judge in determining Proposer's qualifications.

The City anticipates awarding a single contract but reserves the right to award multiple contracts if it is determined to be in the best interest of the City.

The Proposer understands that this RFP does not constitute an offer or a contract with the City. A contract shall not be deemed to exist and is not binding until proposals are reviewed and accepted by appointed staff, the best proposal has been identified, negotiations with the Proposers have been authorized by the appropriate level of authority within the City, and an agreement has been executed by both parties and approved by the appropriate level of authority within the City.

The City reserves the right, at its sole discretion, to inspect any or all of the Proposer's facilities to assess their ability to meet the contract requirements. Additionally, factors such as the Proposer's responsibility, responsiveness, financial stability, experience, staffing, equipment, materials, references, and past leasing history with the City or other state and local government agencies in Florida, or comparable private entities, will be considered during the evaluation and award process for the Agreement.

In the event the parties are unable to negotiate terms acceptable to the City, the City may determine to accept the offer of the next highest ranked Proposer determined by the Selection Committee, or it may re-solicit.

The City reserves the right to reject all proposals, to waive non-material, technical variances, or infirmities in the proposal, to abandon the project or to solicit and re-advertise for other proposals. The City may, in its discretion, waive any informalities and irregularities contained in a proposal or in the manner of its submittal and award a contract thereafter.



The City's Selection Committee will evaluate proposals and will select the Proposer/proposal which meets the best interests of the City. The City shall be the sole judge of its own best interests, the proposals, and the resulting negotiated agreement. The City's decisions will be final.

The Evaluation Process aims to assess the proposals submitted in response to this Request for Proposal and identify the most advantageous Proposer/proposal, designated as the highest-ranked firm or individual (No. 1). Each proposal will be evaluated by the Selection Committee members following the procedures outlined in this document.

PHASE I – EVALUATION

In a publicly noticed meeting, a Selection Committee, appointed by the City Manager or designee, will meet to evaluate all responsive submittals received in accordance with the requirements set forth in the solicitation. The City may request additional information of a clarifying nature if deemed necessary for this evaluation. Additional information may be requested via written submissions or oral presentations to the Selection Committee to allow each Proposer an opportunity to provide the Selection Committee with additional insight regarding their proposal and that of the qualifications of the firm/individual.

Each Selection Committee member shall evaluate and award points in accordance with the Scoring Criteria specified for each of the Categories listed below. The points awarded for each Category will be totaled, ranked, and tabulated to determine the top ranked Proposer to provide the City Commission. Should the number of Proposers exceed three (3), the Selection Committee will provide the City Commission with a ranking of the "shortlisted" firms/individuals.

PHASE II – SELECTION

The Selection Committee will submit their tabulated scores and Proposer's ranking to the City Commission for their consideration to award the contract. The City Commission may accept the ranking recommendations of the Selection Committee and may request firms to give a presentation and/or answer questions, amend rankings, or reject all proposals. The City Commission will make the final selection. The City shall not be responsible for any costs of preparation or costs incurred in relation to any opportunities for an interview.

Subject to approval by the City Commission, a contract may be awarded to one or more Proposer deemed the most responsible and responsive, based on the selection criteria. Any award will be contingent upon the execution of a contract, which must be in a form and substance approved by the City Attorney. The City of Key West reserves the right to reject proposals from vendors currently involved in litigation with the City or those with a history of prior lawsuits against the City.

EVALUATION CATEGORIES – PHASE I & II

Evaluation Criteria - Proposals will be scored and ranked by the Committee, based on the following criteria and points:

Category	Points
<p>1. Experience:</p> <p>a. Successful track record of operating facilities similar to the proposed Project.</p> <p>b. Professional experience in developing and executing historic preservation projects including team qualifications with adaptive reuse.</p> <p>c. Sufficient staff and consultant resources to deliver the Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)</p>	30
<p>2. Financial Capacity:</p> <p>a. Proven ability of Propoers to possess or attract equity and debt capital for projects similar in scope and cost to the proposed Cable Hut(s) Redevelopment Project as evidenced by:</p> <p>i. Financing comparable projects.</p> <p>ii. Access to sufficient debt and equity for the project proposed.</p> <p>iii. On-going relationships with financial sources.</p>	25
<p>3. Project Vision and Key Objectives:</p> <p>a. Consistency of proposed vision and objectives for the project discussed.</p> <p>b. Responsiveness to key objectives.</p> <p>c. Fit and synergies of proposed use(s) and improvements with surrounding land uses.</p> <p>d. Overall ability of the project to add to the vitality of the surrounding Mallory Square area</p>	25
<p>4. Feasibility:</p> <p>a. Evidence of ability of the Respondent to attract necessary public and private investment for the Cable Hut(s) Redevelopment Project proposed.</p> <p>b. Feasibility of the concept to address the needed physical improvement to and retrofit of Cable Hut(s) in the near term.</p>	20



d. Cash flow projections that demonstrate the project, once operational, will meet all lease, debt service and operating expenses.	
Total Points	100

2.7 DUE DATE

All proposals are due no later than **Monday, April 5, 2025, at 3:00 P.M. EST.** All proposals received will be publicly opened on the date and the time specified. All proposals received after that time shall be returned unopened.

Proposals received after the closing time and date, for any reason whatsoever, will not be considered. Any disputes regarding timely receipt of proposals shall be decided in the favor of the City of Key West. The City of Key West cannot be responsible for proposals received after opening time and encourages early submittal.

All information required by the Request for Proposals must be supplied to constitute a regular submittal.

2.8 INSURANCE REQUIREMENTS

Successful Consultants shall maintain, at their sole expense and during the term of this Agreement, all insurance requirements in accordance to Exhibit A.

Please Note: The certificate shall contain a provision that coverage afforded under the policy will not be cancelled, or materially changed until at least thirty (30) days prior written notice has been given to the City. Certificates of Insurance (COI), reflecting evidence of the required insurance, shall be provided to the City, in accordance with policy provisions. In the event the Certificate of Insurance provided indicates that the insurance shall terminate and lapse during the period of this Agreement, the vendor shall furnish, at least thirty (30) days prior to the expiration of the date of such insurance, a renewed Certificate of Insurance as proof that equal and like coverage for the balance of the period of the Agreement or extension hereunder is in effect.

The City reserves the right to require additional insurance in order to meet the full value of the scope of services.

At the time of the award, the selected Consultant must provide a Certificate of Insurance and a Declaration of Coverage Page, which must list the City of Key West as an additional insured on each of the policies mentioned above.

EXCEPTIONS TO SPECIFICATIONS

Exceptions to the specifications shall be listed in the proposal. Any exceptions to these Sections may be cause for the proposal to be considered non-responsive.

2.9 INQUIRIES

Any questions regarding this solicitation shall be directed in writing to the Procurement Contact via email at lucas.torresbull@cityofkeywest-fl.gov. All inquiries must have in the subject line the following: **RFP No. 25-005 – Historic Building Rehabilitation Lease and Adaptive Use Cable Hut(s)**. If your request is seeking a public record, such as a bidder list or award list, it must be submitted to the City Clerk and not to the e-mail stated above.

Proposers requiring clarification or interpretation of the RFP must submit them via email **on or before 3:00 P.M. on Thursday, April 17, 2025**. The person or firm submitting the request shall be responsible for its timely delivery. Written responses will be compiled and shall be issued only in addendum format and distributed to all potential Proposers on Demand Star, also available via link on the City's website.

2.11 VERIFICATION OF INFORMATION

The City may verify the information submitted by the Proposer and may obtain and evaluate additional information, as it deems necessary to ascertain the Proposer's ability to perform under this solicitation. The City shall be the sole judge of a Proposer's ability to perform, and its decision shall be final.

2.12 ACCEPTANCE OF PROPOSALS / MINOR IRREGULARITIES

2.12.1 The City reserves the right to accept or reject any or all proposals, part of proposals, and to waive minor irregularities or variances to specifications contained in proposals which do not make the proposal conditional in nature and minor irregularities in the solicitation process. A minor irregularity shall be a variation from the solicitation that does not affect the price of the contract or does not give a respondent an advantage or benefit not enjoyed by other Proposers, does not adversely impact the interests of other firms or does not affect the fundamental fairness of the solicitation process. The City also reserves the right to reissue a Request for Proposal.

2.12.2 The City reserves the right to disqualify proposers during any phase of the competitive solicitation process and terminate for cause, any resulting contract upon evidence of collusion with intent to defraud or other illegal practices on the part of the Proposer.

2.13 BACKGROUND INFORMATION



The City reserves the right, prior to awarding the contract, to request additional evidence of a Proposer's qualifications as deemed necessary. The City may consider any available information regarding the Proposer's financial, technical, and other qualifications, including past performance and experience with the City.

2.14 REFERENCES

As part of the RFP evaluation process, the City may conduct an investigation of references including a record check of consumer affairs complaints. Proposer's submission of an RFP constitutes acknowledgment of the process and consent to investigate. The City is the sole judge in determining Proposer's qualifications.

Proposers should note that the City requires a background check for lessees. Any felony conviction within the last seven (7) years is subject to disqualification.

2.15 RELATED EXPENSES/TRAVEL EXPENSES

All costs including travel are to be included in your proposal. The City will not accept any additional costs not identified in the Proposer's proposal.

END OF SECTION 2



SECTION 3

SCOPE OF SERVICES

3.1 BACKGROUND/HISTORY OF THE SITE

Key West is an island city measuring approximately 4 miles in length and 1.5 miles in width. Located at the southernmost point of U.S. Highway 1, it is situated 153 miles southwest of Miami, Florida, and 93 miles northwest of Havana, Cuba. Key West serves as the county seat of Monroe County and encompasses the entire island, along with a portion of neighboring Stock Island to the northeast. The city's economy is primarily driven by tourism and commercial/charters boat fishing. A significant portion of the workforce is employed in the service industry, along with positions in government agencies and schools.

The City's estimated permanent population in 2023 was 25,000. In addition to its residents, Key West is a world-renowned tourist destination and a favored location for second homes. On any given day, the total population in Key West—including permanent residents, seasonal residents, the maritime population, overnight tourists, day-trippers, cruise ship visitors, commuters, and shoppers—is estimated to exceed 50,000. This number can surge significantly during major events such as Fantasy Fest or New Year's Eve.

Mallory Square

Mallory Square is the most iconic waterfront public space in Key West, where visitors and locals gather for Sunset Celebration, the evening hours with performers, artists, and food make the square a one-of-a-kind vibrant experience for all. Located in the northwest end of the island, the square is surrounded by significant and outstanding buildings that narrate the history of the mercantile and maritime activities that once drove the island's economy. No other waterfront space on the island still retains as many historic buildings within its adjacent surroundings.

The square as it is conformed today dates to 1881, when three plotted lots were combined to establish a working private port developed by Asa F. Tift. Before the three lots were used to store and sell shipwrecked salvage artifacts. By 1906 the port was sold to the Mallory Steamship Company, presided over by Henry Rogers Mallory, a third-generation shipbuilding and freight transportation entrepreneur. With the construction of the Florida East Coast Railway by Henry Morison Flagler, Key West consolidated its operations as a major port due to its geographical location.

Through the years Key West became an active freight and passenger port that connected New York City, Boston, Galveston, and Philadelphia to Havana, Cuba. In 1932 the Mallory family sold the property to The Clyde Steamship Company. In the next twenty years, the wharf and its buildings were sold to two different companies, the last one being the Gulf Atlantic Transportation Company. On August 30, 1952, the City of Key West purchased the property and on February 16, 1962, the city held a formal dedication of Mallory Square.

Historic Cable Huts significance

These unique cylinder concrete structures with upper portion of the walls made of wood slats forming a hexagonal cap and covered with flat roof were built to store submerged cables used to establish and maintain communications between the United States, Cuba, the West Indies, and South America. The trans-oceanic laying of the first cable connecting Key West with Cuba began in 1867. The easterly cable hut was constructed in 1921, while the westerly hut was constructed later in 1932. In 2020, the City of Key West awarded a contract for the stabilization and restoration of the two cable huts in Mallory Square.

3.2 CONSTRAINTS AND GUIDELINES

REHABILITATION GUIDELINES – CABLE HUT(S)

Rehabilitation is defined in the Secretary of Interior's Standards for the Treatment of Historic Properties as, "the act or process of making possible a compatible use for a property through repair, alterations, and additions while preserving those portions or features which convey its historical, cultural, or architectural values. The Rehabilitation Standards acknowledge the need to alter or add to a historic building to meet continuing or new uses while retaining the building's historic character". While changes may be permitted to the building, the minimum requirement for proposals would be to maintain the integrity of the exterior envelope of the building.

All repairs, alterations and improvements, whether interior or exterior, shall be in accordance with the Florida Building Code and the Key West Historic Architecture Guidelines, and will be subject to review by the Key West Historic Architectural Review Commission. The Lessee will be responsible for obtaining all required approvals and permits. Listed below are significant character-defining features that must be retained when considering rehabilitation of the Cable Hut(s). This list is not meant to be definitive or comprehensive, but rather offer to guidance for the potential Lessee.

Exterior and Interior Character Defining Features Cable Hut(s):

- Exterior Character Defining Features: Form: The basic form of the building, its symmetry and proportion, is fundamental to its architectural character.
- Setting: Also vital to the building's character is its location, on the main circulation corridor into Mallory Square and adjacent to other significant historic structures and having open unfenced access adjacent pedestrian areas.
- Design: Industrial, utilitarian design defined by the storage and manipulation of stored submersible communication cable in the round and the need to extract the cable through rooftop openings.
- Internal tank which are open at the bottom



- It is the intent of this RFP that at least one of the original interior cable storage tanks will remain and be interpreted in its original configuration
- Exposed concrete, exterior wood columns, wood slat upper walls and flat roof cannot be obscured with other materials or forms.
- It should be noted that these structures originally did not have any wall fenestration, additional, new wall opening may be part of the Offeror's proposal

CONSTRAINTS and GUIDELINES:

1. Proposed project shall be subject to internal City of Key West review and approvals including, but not limited to review by the Historic Architectural Review Commission and City Commission.
2. All rehabilitation and redevelopment will be consistent/conforming with the criteria listed in this request.
3. Proposers must demonstrate financial capability, expertise and relevant experience in redevelopment of historic structures and subsequent management as a profitable business nor self-sustaining non-profit organization.
4. Lease duration of properties within the Mallory Square Development Zone is a maximum of ten (10) years.
5. Proposals shall be consistent with the recommendations of the Mallory Square Master Plan 2024
6. All proposed work on the structure(s) shall comply with the Secretary of Interior's Standards for Rehabilitation, and the National Park Service Guidelines on Flood Adaptions for Rehabilitating Historic Buildings and FEMA Floodplain Management Bulletin for Historic Structures, and the City of Key West Historic Architectural Guidelines and any applicable City Code regulation.
7. Rehabilitation and redevelopment shall be at no cost to the City of Key West.
8. While all proposals will be evaluated based on the stated criteria and ranking, proposals favoring public use, cultural and environmental stewardship and education and /or the interpretation of the history of Key West are most desirable. The city believes in the merits of the creation of an environmental education hub which would integrate the new programmatic use of the historic cable hut(s) with the ongoing programs provided by the adjacent aquarium thus creating new opportunities for hands-on learning about marine life in the Florida Keys.

Other appropriate uses include but are not limited to:



- i. Environmental and Sustainable education
 - ii. Expanded hours of operation conducive to the revitalization of the Square
 - iii. Interpretation of History, Arts and Culture
 - iv. Technology
 - v. Indoor /Outdoor activities
 - vi. Recreation and Entertainment
 - vii. Exhibition and performance
 - viii. Food Service, commercial development, special events
9. This property is currently zoned Historic Public and Semi-Public Services District. The City is in the process of preparing a rezoning proposal for consideration by the Planning Board and City Commission. Final approval of any rezoning, inclusive of permitted and conditional uses, shall be pursuant to the City's Land Development Regulations, by the City Commission.

3.3 PROPOSAL SUBMITTAL INSTRUCTIONS

Response Content

The City requires Proposer's to submit a concise narrative clearly addressing all the requirements outlined in this RFP. Responses must include, at a minimum, the following sections in the order indicated. Total proposal length (not including required forms, addendums, resumes, Sworn Statements, or Affidavits) will not exceed 10 double (20 single) side pages.

PLEASE ADDRESS THE FOLLOWING IN YOUR PROPOSAL SUBMISSION:

Describe the use of the space and how the space will be designed to accommodate that use.

- 1. Describe how the building(s) will be managed including operations, maintenance and financial management and marketing
- 2. Describe how the Offeror will ensure well managed programming and uses of the building compatible with the long-term vision and programmed events of Mallory Square and the City of Key West.
- 3. Describe your specific qualifications that include financial management capabilities, a successful development track record and viable business plan for the building.
 - a. Provide examples of similar projects in scope and scale and a description of your involvement through the development and management phases.

Tab 1. Cover Letter

Provide a letter of introduction with a brief description of your firm, indicating the location of primary office for the performance of the study, the type of firm, areas of specialization, project

lead, and any staff members who would participate in the analysis, meetings and report.

- Include a company name, a contact name and title, contact information, website address, and any sub-contractors who would be used.
- The name, title, telephone number and email address of the individual within your firm who will be City of Key West primary contact concerning this Request for Proposals.
- The primary contacts name, title, telephone number and email address for each sub consultant who will perform work under this contract.
- A statement to the effect that your firm is willing to perform all services identified and will abide by the terms of the Request for Proposals, including all attachments.

Tab 2. Conceptual Plan/Design

A statement of the physical project concept is required to include:

- A site plan illustrating the extent of proposed development, access points, site circulation, general configuration of uses, etc.
- Floor plans illustrating internal building program.
- Development program in table format indicating the type of use, square footage of use.
- Occupancy capacity calculations
- Renderings, sketch-up models and elevations illustrating all 360-degree interior and exterior views.
- An itemized description of all modifications to the structure, specifically any modification to historic fabric and the reason stated modifications are required.

Tab 3. Development Team Information

Organization Form, Team Members, Personnel:

- Provide a complete identification of the developer and all associated team members (participating firms), the specific legal entity description and the jurisdictions under which the developer is organized, the principal representatives of each participating firm, evidence of management continuity within each major participating firm, and identification of the individual(s) authorized to negotiate and bind the developer are required.
- The development team information must include adequate information to permit a preliminary assessment of the Proposer's current organizational strength and capacity to successfully undertake the project for each member of the development team;
- Relevant Experience:
- Proposals shall describe the relevant experience of each participating firm in the planning, redevelopment, historic rehabilitation, financing and management of similar projects. Include evidence that the developer is financially solvent / stable and has a track record of securing financing of a similar magnitude and complexity.
- Proposals shall also include a minimum of three (3) references who may be contacted



regarding each participating firm's role and performance in connection with similar projects, along with the express written permission to contact these references. References shall include name, affiliation, address and telephone number.

Tab 4. Management Team

Describe the proposed management team that will be responsible for managing day-to-day activities of Cable Hut(s) once redeveloped. List all principals, firm background, and experience and provide examples of comparable projects that have been undertaken. Proposer's should include current resumes for all members of the management team.

Tab 5. Project Management Plan

A description of the project management plan addressing the issues set forth below is required. - Technical services to be provided by the developer and each member of the development team; - Organization of the development team, responsibilities for project management, specific experience of each team member.

Tab 6. Development Costs

An estimate of total costs for redevelopment shall be submitted in sufficient detail to permit evaluation. Development costs shall identify major line items, including but not limited to:

- Architectural, engineering, interior design and other third-party soft costs.
- Project overhead and management.
- Total rehabilitation costs broken down into:
 - Initial rehabilitation costs including City of Key West preservation maintenance items
 - Interior build out costs by tenant / use
- Financing fees and construction loan costs, as applicable; -
- Development fees.

A successful proposal will also include, as available, a qualification and letter of commitment from bondable general contractor(s) for all construction or rehabilitation that is to be completed.

Tab 7. Financial Plan

Provide an in-depth Financial Plan detailing the sources of capital, terms, and describing the financial resources of the development team and financial capacity to complete the project. The Financial Plan must outline the prospective financing and contain:

- a. Sources and Uses section. These shall include but not be limited to equity investment, senior term debt, subordinated debt, tax credits, and grant funds from Federal, State, local, or private sources.
- b. The Financial Plan must identify the specific investment to be made by the developer, as well as any credit enhancements or additional security.



- c. The Financial Plan must also present a budget for the ongoing maintenance and management of the rehabilitated Cable Hut(s).
- d. The submission should include proposed terms and conditions of a sale and ground lease. For the ground lease, include minimum annual rents, any contingent rent, and any requested special consideration or conditions. Discuss, at a general level, Respondent's proposed ground lease terms for the project envisioned.
- e. At a conceptual level, propose a financial structure for the rehabilitation and adaptive reuse of former Cable Hut(s).
- f. Provide an overall (total) development budget, including all hard and soft costs from preconstruction through occupancy. Explain the basis for the cost estimates.
- g. The submission should include a disclosure of competitive projects that the developer is involved in, as well as any previous or ongoing bankruptcy or litigation. Proposers should provide a list of banking references for previous projects that are similar in nature.

Tab 8. Schedule of Accomplishments

A schedule delineating the pre-design, design, design review, historic approvals, rehabilitation and interior build out, operation, and management phases of the development is required. Included in this schedule should be a delineation of any public participation that will be used by the developer to solicit input.

Tab 9. Special Conditions

All special conditions that the investor/developer may offer or request from the City of Key West are required to be listed. The investor/developer will need to elaborate on costs, terms, payment amounts, conditions, timing and such other pertinent factors, if selected for further negotiations.

Tab 10. City Forms

Proposers shall complete and execute the forms specified below in this RFP, as well as copies of all business licenses and receipts for business tax and shall include them in this section:

Forms:

- Anti-Kickback Affidavit
- Public Entity Crimes Form
- City of Key West Indemnification Form
- Equal Benefits for Domestic Partners Affidavit
- Cone of Silence Affidavit
- Non-Collusion Affidavit
- Local Vendor Certification
- City of Key West E-Verify Affidavit
- Noncoercive Conduct Affidavit
- Scrutinized Companies Certification

For requests for proposals in which objective factors are used to evaluate the responses from vendors and are

assigned point totals, if, upon the completion of final rankings (technical and price combined, if applicable) by a selection committee or the city commission, a qualified and responsive nonlocal business is the highest ranked proposer and the ranking of a qualified and responsive local business is within five percent (5%) of the ranking obtained by the qualified and responsive nonlocal business, the highest ranked qualified and responsive local business shall have the opportunity to submit an offer to match the price offered by the highest ranked qualified and responsive nonlocal business within three (3) working days of a notice of intent to award. If such highest ranked local business submits a price that fully matches the price of such highest ranked qualified and responsive nonlocal business, or the original price of the highest ranked local business is equal to or less than that of such highest ranked nonlocal business, then such local business shall proceed to negotiations with the city. If the highest ranked qualified and responsive local business declines or is unable to match the price of the highest ranked qualified and responsive nonlocal business, then the city shall proceed to negotiate with such highest ranked nonlocal business.

3.4 ASSIGNMENT

The awarded Proposer shall not assign, transfer, convey, sublet, or otherwise dispose of this contract, or any of its rights, title, or interest, nor delegate its authority to execute the contract to any person, company, or corporation without the prior written consent of the City. The City Commission reserves the right to withhold such consent at its sole discretion, for any reason.

3.5 CONTRACT CANCELLATION

The City of Key West reserves the right to cancel this contract for any reason without cause upon thirty (30) days written notice to the Awarded Proposer, and Awarded Proposer reserves the right to cancel this contract for any reason with cause and documentation supporting such on a schedule acceptable to the City and upon one-hundred-twenty (120) days written notice to the City Manager. In the case of cancellation by the Awarded Proposer, reparations must be paid to the City in the amount of 50% of the contract amount.

END OF SECTION 3

