

# **Klass-Ex LLC's**

## **Cost Proposal**

**Key West Amphitheater Venue Management**

**RFP No.006-18**

## **PACKAGE NO. 2 - COST PROPOSAL**

for

KEY WEST AMPHITHEATER VENUE MANAGEMENT

KEY WEST, FLORIDA

RFP 006-18

(Include with in a separate package from Package No. 1 and in Sealed Envelope)

NOTE TO PROPOSER: Use ink, preferably BLACK, for completing this proposal form.

To: City Clerk, City of Key West

Address: 1300 White Street  
Key West, Florida 33040

Project Title: KEY WEST AMPHITHEATER VENUE MANAGEMENT  
Key West, Florida

CITY Project No.: RFP 006-18

PROPOSER'S person to contact for additional information on the  
Proposal:

Name: Stephen Muniz

Telephone Number: (954) 300-7741

### **BIDDER'S DECLARATION AND UNDERSTANDING**

The undersigned hereinafter called the Proposer, declares that the only persons or parties interested in this Proposal are those names herein, that this Proposal is, in all respects, fair and without fraud, that it is made without any connection or collusion with any person submitting another Proposal on this Contract.

The Proposer further declares that the Proposer has carefully examined the Request for Proposal, that the Proposer attended the Pre-proposal Meeting, that the Proposer has satisfied himself as to the scope of the Project, as well as the detailed requirements of the Contract, and that this Proposal is made according to the provisions and under the terms of the Contract. Furthermore, the Proposer acknowledges all information presented in the Instructions to Proposers.

## **Certificates of Insurance**

The Proposer further agrees to furnish to the City, before signing of the Contract, the certificates of insurance as specified in the Request for Proposal Documents. The CITY shall be listed as additionally insured on all Insurance Certificates.

## **Contract Duration**

Proposer further agrees to an initial two (2) year Contract with an option that the Contract may be extended for up to two (2) additional two (2) year terms if agreed to by both Parties.

## **Addenda**

The Proposer hereby acknowledges that he has received Addenda No's   1  ,   2  ,   3  ,       ,       , (Bidder shall insert No. of each Addendum received) and agrees that all Addenda issued are hereby made part of the Contract Documents, and the Bidder further agrees that the Proposal includes all impacts resulting from said Addenda.

## **Sales and Use Taxes**

The Proposer agrees that all sales and use taxes are included in the stated cost for the work, unless provision is made herein for the Proposer to separately itemize the amount of sales tax.

## **Public Entity Crimes**

“A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.” See Attachment M.

## Cost Proposal – Total Compensation

The Proposer can agree to accept as payment for venue management services a lump sum bid amount, a commission percentage based on City revenues from the Amphitheater income, or a combination thereof; please describe proposed compensation plan below (attach additional page if necessary):

In addition to performing the full scope of service prescribed under this RFP Klass-Ex LLC will also provide the ticketing and box office services to the Truman Waterfront Park Amphitheater. Providing these services enables Klass-Ex LLC to act as the custodian of all money collected in relation to events. Having one custodian ensures the events will go on and prevents fraud.

(CONTINUED ON PAGE 6)

## Proposer

The name of the Proposer submitting this Proposal is:

Klass-Ex LLC

doing business at:

16853 SW 50 St.

Street

Miramar

City

FL

State

33027

Zip Code

which is the address to which all communications concerned with this Proposal and with the Contract shall be sent.

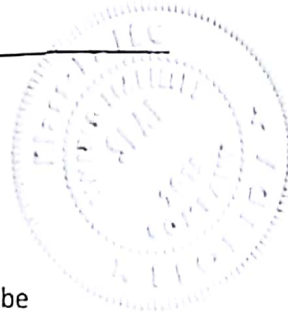
The names of the principal officers of the corporation submitting this Proposal, or of the partnership, or of all persons interested in this Proposal as principals are as follows:

Lorenzo Muniz, CEO

**If Sole Proprietor or Partnership**

IN WITNESS hereto the undersigned has set his (its) hand this 29th day of April, 2018

Signature of Proposer: *Jeremy M. [Signature]*  
Title: CEO



**If Corporation**

IN WITNESS WHEREOF the undersigned corporation has caused this instrument to be executed and its seal affixed by its duly authorized officers this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_.

(SEAL)

\_\_\_\_\_  
Name of Corporation

By \_\_\_\_\_

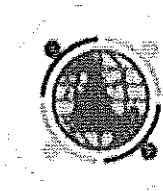
Title \_\_\_\_\_

Attest \_\_\_\_\_

Secretary

### **Continued Cost Proposal-Total Compensation**

This also enables Klass-Ex LLC to ensure the City of Key West receives \$2.00 for every ticket sold. Klass-Ex LLC will also receive revenue from the ticketing fees in accordance with its contract with Ticketmaster. Klass-Ex LLC will receive a yearly management fee of \$75,000 to be paid out in 12 equal payments. The first payment to be received 15 days after contract execution. Klass-Ex LLC will then coordinate with City of Key West staff to compile an agreed upon operating budget including employee salaries.



# MONTERROZA

Financial & Insurance Services

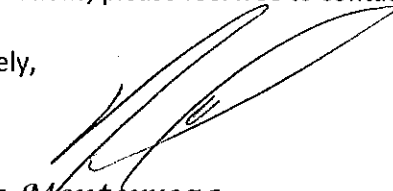
April 27, 2018

To whom it may concern:

After careful review of the insurance requirements found in Appendix D of RFP 006-18 Monterozza Insurance finds Klass-Ex LLC qualifies for the required insurance coverage levels and that an insurance certificate can and will be submitted before final execution or issuance of a contract with Klass-Ex LLC.

Klass-Ex LLC already has policies of a similar scope and nature issued through our company. If you have any questions, please feel free to contact me.

Sincerely,



*Irma Monterroza*

Presidente  
Monterroza Insurance