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SECTION 1: PROJECT DESCRIPTION - PROPOSER EXECUTIVE SUMMARY

The City of Key West issued RFP 006-19 which states the specific need to secure a professional organization to produce, manage and grow the Key West World Championship event for the next five years.

Race World Offshore, LLC is the Key West based sanctioning body designed to bring an exceptional economic impact of \$50 million by year five, a highly competitive racing environment and superior community value through the use of local vendors and integrating hands on activities with the community.

The observed complacency found today and throughout the last 8 years, blocks innovation and suppresses capital improvements needed for the events. The resulting powerboat racing industry is in an unorganized state with little opportunity to grow as it has been demonstrated by flat to declining impact data for the last 5 years. Issuing public no trespass warnings to key industry people and not allowing open vendor participation has created a large divide, thereby contributing to the reduced numbers. For years, other race promoters have been allowing their family members to race and act as Race Officials or Technical Inspectors, a clear violation of trust by all stakeholders.

The solution to address these ills, integrate the community and grow the event, comes directly from Race World Offshore (RWO). Its management team begins with the understanding that they all came from having managed many previous Key West race events and dozens of other venues. They are a highly innovative team with the core knowledge of racing, promotions, events and specifically; significant hands on experience at the Key West races at all levels of management and race operations.

Mr. Larry Bleil, Race World Offshore President, successfully negotiated the first five-year term contract on behalf of Conch Republic Offshore Powerboat Racing Association in 2009 and obtained the second five-year term contract on behalf of Super Boat International which has now elapsed. Bleil and his RWO management team have addressed the RFP and provide these key new elements:

- Opening Ceremony in the Truman Waterfront Park (TWP) Amphitheater: city officials, dignitaries, musical guests, race teams and KWHS band with military flyover during national anthem
- Special salute to official start of race week with conch shell blowing and official Key West flag
- TV, livestream, social, international and local and national media coverage
- Integration of the Florida Powerboat Club
- Technical boat inspections in one location and use of innovative EZPASS system to streamline
- Reverse race course direction for improved safety and viewing by many more spectators
- TWP Amphitheater music event on Thursday
- Race week Vendor Village established in TWP for local groups to spread their word and show off
- Community boat building and race event on Saturday open to all
- Wednesday and Friday races become uniquely branded race events each with an instant awards ceremony on RWO podium out on the Outer Mole.
- Race World Offshore Sunday Closing Ceremonies in TWP Amphitheater
- Awards Ceremony Presentation in the TWP Amphitheater capturing the fans as they leave the Outer Mole with music to entertain them as the racers make their way to the podium.

The RWO financial commitment to the City of Key West is a 180 degree difference from previous years. Zero out of pocket for City services and a fair risk managed approach to revenue sharing on gate admission sales and other revenue income streams. RWO is the quality management group bringing solutions to the City for a win-win series of events in Key West.

The opportunity is being presented to the City of Key West to entrust the next 5 years of race events to Race World Offshore for being the most qualified and has provided the most significant details of how they will get the job done. RWO is the organization that will bring the most significant impact every November.

Race World Offshore has a competitive advantage as no other organization in the depth of the management team or the organization skills of a true quality management system, essential for planning. RWO truly enjoys making people smile, respects and encourages diversity and they do the right things for the right reasons.

The RWO model is simple; determine what the customers want, evaluate the risks and opportunities, create a financial plan, organize the vendors and lay out the plan in a calendar format. Stick to the written racing rules and procedures and empower the team to execute the plan.

The RWO team is trained and has hands on and practical experience in racing, race promotion, marketing, media, finance, sponsorships, military, USCG, Police, Fire and community involvement. The team is ready to respond.

When the City of Key West awards the RFP to RWO, it would assure the promise of delivery will not only be met and well documented, but it will be done with the pride and conviction of a determined and well-honed management team. It is rare so many experts will gather in one place to make an event become epic. But that is why you sign on Race World Offshore, because we care about the outcome for all stakeholders in a safe and responsible manner.

1.1.2: RACE MANAGEMENT QUALIFICATIONS - PROPOSER STRENGTH

CITY OF KEY WEST SEEKS A STRATEGIC, CREATIVE AND PASSIONATE ASSOCIATION - Race World Offshore, LLC (RWO) was established by Larry Bleil, who resides in Key West, and is the premier organization, passionate about producing highly competitive powerboat racing events while balancing the needs of the host community, racers, fans and the environment.

In the ensuing pages, RWO will be sharing a comprehensive response to the formal RFP, which outlines what RWO proposes, how we will be executing various elements and our approach to accomplishing the many tasks.

Formed in 2017, RWO put on two races in the Great Lakes region of the country showcasing our experience and determination while proving that we have what it takes to put on truly epic events. SBI's former marketing and communications director for 9 years, Rodrick Cox, is now RWO's Chief Operating Officer. Rodrick implements new and innovative strategies, steering a team with decades of experience and maximizing the value for the host cities, teams and sponsors. Those tactics include streamlining online team and staff registration at venues, mass SMS texting updates and communication and modernizing the race boat inspection process.



To attract teams and sponsors, RWO wrote and implements racing rules which focus on driver and course safety, competitiveness and sportsmanship. We perform technical and safety inspections at each race site, while adhering strictly to the RWO rules set forth. This advances RWO far ahead of any other organization. RWO's Director of Race Operations, Richard Dancisin, also formerly with SBI for over 15 years as an inspector, Chief inspector and Chief Referee, has decades of offshore racing experience and respect from racers.

RWO will utilize available commercial air time slots to include promotion of the Key West World Championship race as well as promote Key West as a quality tourist destination. This advertising will appeal to a national audience and will provide considerable support of Key West and attract increased attendance of the event.

RWO's marketing strategies involve the fans and communities to create an energetic and interactive event in which everyone benefits. The newly completed Truman Waterfront Park is a shining example of the spirit and dedication of Key West leadership and what can be done to improve the City. RWO will combine social media, public relations and television advertising in a fan and racer-based campaign to bring the full value of the Truman Waterfront Park into the public eye. Every RWO race, including the 39th Annual Key West World Championship event, is a culmination of many activities and events rolled into one festival-like experience. RWO has, as evidence from our success and referral letters, brought innovation and competitiveness to the sport while providing a superior outcome for all stakeholders.

PROPOSER SHALL INCLUDE A SCHEDULE OF EVENTS - RWO is excited to start the 8 days of activities with the World's Fastest Boat Parade down Duval Street with boats, bands and special entries. The Key West World Championship week will officially kick off with our opening ceremonies in The Truman Waterfront Amphitheater. Using the amphitheater, we have the opportunity to mimic (ancient Olympic Games) opening and closing ceremonies in a grand fashion. Given the opportunity to use such a beautiful structure, we will be able to incorporate a full array of activities including guest speakers, celebrities, special guests, past champions, and of course, our offshore race teams participating in the Key West World Championship.

Below is a schedule of events for each day, depicting all the events, start times, new activities, creation of the Vendor Villages, race times and much more. RWO is honored to have many local groups and organizations interested in being a part of this special event.

SCHEDULE OF EVENTS

Friday November 1st

10:00 AM - City & RWO Site Deliveries
Set up Barricades / Layout Site

Saturday November 2nd

10:00 AM - Set up Outer Mole VIP & Stanchions
Navy League Tents
No Ship Dockage - RWO Set up

Sunday November 3rd

10:00 AM - 5:00 PM Truman Waterfront Race Compound Open
11:00 AM - 4:00 PM Race Team Registration & Credential Tent Open
3:30 PM - 4:00 PM Parade Participants Lineup
4:00 PM - World's Fastest Boat Parade - Duval Street (Sponsor TBD)

Monday November 4th

9:00 AM - 5:00 PM Race Team Registration & Credential Tent Open
10:00 AM - 5:00 PM Truman Waterfront Race Compound Open
Vendor Village Setup
EZPass Race Boat Inspections Truman Waterfront
Water Safety Equipment and Dunker Testing

Tuesday November 5th

8:00 AM - 10:00 AM Opening Ceremonies & Official Drivers Meetings
10:00 AM - 5:00 PM Truman Waterfront Race Compound Open
EZPass Race Boat Inspections Truman Waterfront
Race Team Registration & Credential Tent Open
FKCC, High School Seminars
10:00 AM - 4:00 PM Water Safety Equipment and Dunker Testing
10:00 AM - 5:00 PM Fuel Truck Filling Station Open
10:00 AM - 4:00 PM Official Testing Time

Wednesday 6th - Truman Waterfront Cup - Race Day 1

6:30 AM - 7:15 AM Driver Throttleman Physicals
7:30 AM - 8:00 AM Official Drivers Meeting Briefing
8:00 AM - 5:00 PM Truman Waterfront Race Village Open
8:00 AM - 4:00 PM Credential Tent Open
8:00 AM - 1:00 PM Fuel Truck Filling Station Open
10:00 AM - 5:00 PM Boat Show & Vendor Village Open
10:00 AM - Parade lap with FPC
10:00 AM - Race 1 Official Start - Key West Harbour
10:00 AM - RWO VIP EXPERIANCE new location on the mole
11:30 AM - 12:30 PM Harbor Open for Commercial Traffic
12:30 PM - Race 2 Official Start - Key West Harbour
1:30 PM - Race 3 Official Start - Key West Harbour
2:30 PM - Race 4 Official Start - Key West Harbour
3:30 PM - Post race technical inspections

Thursday November 7th

8:00 AM - 9:00 AM Official Drivers Meeting
9:00 AM - 5:00 PM Truman Waterfront Race Compound Open
10:00 AM - 5:00 PM Boat Show & Vendor Village Open
10:00 AM - 5:00 PM Credential Tent Open
10:00 AM - 4:00 PM Water Safety Equipment and Dunker Testing
10:00 AM - 5:00 PM Fuel Truck Filling Station Open
11:00 AM - 4:00 PM Official Testing Time
5:00 PM - 7:00 PM FPC & RWO Pokerrun Racers Party & Concert TWP

Friday 8th - Southernmost Continental Champion - Race Day 2

6:30 AM - 7:15 AM Driver Throttleman Physicals
7:30 AM - 8:00 AM Official Drivers Meeting Briefing
8:00 AM - 5:00 PM Truman Waterfront Race Village Open
8:00 AM - 4:00 PM Credential Tent Open
8:00 AM - 1:00 PM Fuel Truck Filling Station Open
10:00 AM - 5:00 PM Boat Show & Vendor Village Open
10:00 AM - RWO VIP EXPERIANCE new location on the mole
10:00 AM - Race 1 Official Start - Key West Harbour
11:30 AM - 12:30 PM Harbor Open for Commercial Traffic
12:30 PM - FPC Power Parade Key West Harbour
12:50 PM - Race 2 Official Start - Key West Harbour
1:30 PM - Race 3 Official Start - Key West Harbour
2:30 PM - Race 4 Official Start - Key West Harbour
3:30 PM - Post race technical inspections
6:30 PM - Race Boats Staged on Duval Street
7:30 PM - 10:30 AM Duval Powerboat Street Party

Saturday November 9th

9:00 AM - 5:00 PM Truman Waterfront Race Village Open
- Credential Tent Open
10:00 AM - 5:00 PM Boat Show & Vendor Village Open
10:00 AM - 4:00 PM Water Safety Equipment and Dunker Testing
10:00 AM - 5:00 PM Fuel Truck Filling Station Open
10:00 AM - 12:00 PM Build A Boat Challenge
12:00 PM - 4:00 PM Official Testing Time

Sunday Championship - Race Day 3

6:30 AM - 7:15 AM Driver Throttleman Physicals
7:30 AM - 8:00 AM Official Drivers Meeting Briefing
8:00 AM - 5:00 PM Truman Waterfront Race Village Open
8:00 AM - 4:00 PM Credential Tent Open
8:00 AM - 1:00 PM Fuel Truck Filling Station Open
10:00 AM - 5:00 PM Boat Show & Vendor Village Open
10:00 AM - RWO VIP EXPERIANCE new location on the mole
10:00 AM - Race 1 Official Start - Key West Harbour
11:30 AM - 12:30 PM Harbor Open for Commercial Traffic
12:30 PM - Race 2 Official Start - Key West Harbour
1:30 PM - Race 3 Official Start - Key West Harbour
2:30 PM - Race 4 Official Start - Key West Harbour
3:30 PM - Post race technical inspections
3:30 PM - **Fan Fest Music Festival - TWF Amphitheater**
4:00 PM - 6:00 PM Championship Award Festival - TWF Amphitheater

PROPOSER SHALL INCLUDE A PREVIOUS SAFETY PLAN - Below is RWO's most recent rescue and safety incident action report, submitted to the City of Dunkirk and Tom Block with Chautauqua County Sheriff's Office. You'll find a detailed 3-day safety and rescue plan. This includes assignments, on course Standard Operating Procedures and responsibilities, a detailed schedule, rescue and safety boat locations and tactical responsibilities and a detailed account of response actions in case there's an incident on the race course. A similar plan, currently in preparation, will be implemented in Key West and will be performed by our medical, safety and rescue members and coordinated by our local team, led by Robert Allen.

**RACE WORLD OFFSHORE
RESCUE AND SAFETY INCIDENT ACTION PLAN
DUNKIRK
NEW YORK
2018**

The Incident Action Plan for Dunkirk N.Y. RWO Race event will consist of 3 days of operation. August 17 - 19, 2018.

Day one is set up for inspections, equipment preparation / deployment, and Local Public Safety, DLE, Fire Rescue, Receiving facility and Air Rescue contact coordination where necessary.

Day Two is set up for Race Boat Testing late arrival inspection and Race day preparation. For RWO Dunkirk event Rescue and Safety will orient Dunkirk Dive Rescue Team leaders to Canopied Race Boat canopy and escape hatch operation as well as pre incident preparation, victim handling techniques and general Rescue and Safety operation.

Race Boat testing will be in the general Race course area between Turn 4 and Turn 1 depicted on the Race Course map outside the Breakwater for high speed operation and between Turn 2 and 3 inside the Break water for course orientation only. There will be no high speed operation in this area to insure there is no hazard created between Race Boat operation and Civilian or Commercial boat operation. All testing will be rules of the road unless otherwise announced at the Drivers meeting on Saturday at 0830 Hrs.

Testing will be covered by 2 Race World Offshore Rescue and Safety Team vessels with 3 Rescue Swimmer / Divers aboard each vessel stationed between Turn 4 and Turn 1 general area on Test day. Any Dunkirk Dive Rescue assets available for testing will be welcomed to join in the Testing coverage scheduling permitting. Extraction point for any accidents will be TBA once final Testing and Race day coordination is completed and coordinated through Dunkirk Dive Rescue and Fire Rescue and RWO Rescue and Safety.

Testing operations will begin at 1200 Hrs until 1600 Hrs August 18, 2018.

Communication for Testing will be done through Race Control on Channel 78A or any other designated channel TBA. All Race Boats are required to check in and out for testing with Vessel Name, Number, and Souls on board. Race boats may test as many times as necessary through out the designated time of 1200 Hrs - 1600 Hrs.

Any Transport from the Take out point will be handled through 911 via Race Control unless otherwise coordinated through Dunkirk Fire Rescue.
All Local Receiving facilities will be advised of Testing and Racing activity.

Safety Assets a Pace boat or Course Marshall will respond to the scene and position 100 yards up course from the incident and display a Yellow Flag to set up a safety zone for the deployment. NO PASSING will be allowed in the event of a Safety zone until the Boats are past the incident location marked by a second Safety zone Flag displayed by either the Course Marshall or second Pace boat.

Further more all Race boats will be directed at the Drivers meeting on the previous day to reduce speed and give way the responding assets on the Race course. Orange Smoke will be deployed from Angel 1, the Transport boat, or Course Marshall in close proximity to the incident to provide a visual reference to the incident so Racers can circumvent the area in a safe manor. Angel 1 will also hover as safely as possible at an altitude that will provide further visual reference and coordinate responding assets in real time.

In the event of a Race stoppage, the Race will be stopped by a Red Flag and all Race Boats will be briefed to monitor Race Control and turn into the center of the course for direction and possible restarting of the Race once any hazards are cleared and all Rescue and Safety Operators and assets are accounted for and Safely recovered.

The Race will begin with a parade lap to allow the Race Boats a full view of the Check points (TURNS), the Start Finish line, and any and all visual references necessary to safely navigate the Race Course. Once the parade lap is complete the Race boats will mill in a clockwise direction in the general area of Turn 4 to be started by the Chief Referee in a clockwise direction. Orange smoke will be displayed by Pace Boat 1 signaling 3 minutes to start. The start will only begin with clearance from Angel 1 to Race Control that all Rescue and Safety assets are in place and there are no hazards on the Race Course.

Once the Race has Started all Rescue and Safety Assets will remain on station in their designated response areas that will be briefed at the Drivers meeting on Race day. Angel 1 may move assets to facilitate better positioning or coverage. It should be noted that the Turns are very dangerous and all Rescue and Safety Boats should stay at least 25 yards behind the buoy's to remain clear of any hazard. A response from that distance will remain timely and allow the Rescue Boat operator time to place the Boat properly for deployment. Race control will designate a Radio frequency prior to the Race with an alternate frequency to insure constant communication between Rescue and Safety Assets and Race Control. Most events operate on VHF Commercial channels 10 and 12 for Rescue and Safety and 78A for Race Boats, Course Marshall, Chief Referee, and Patrol boats.

All communication should be in Plain English and be as explicit and brief as possible. There should be a second or two before speaking once a microphone is keyed to insure a transmission is not cut off then to wait for a response. Repeated calls to Race Control should be avoided to keep the air clear for response. Several seconds may pass while Race Control accesses the communication and acknowledges a transmission.

After Testing is complete all Rescue and Safety operators will return to the Dry Pitts to prepare for Race Day physicals and Race Day Operations.

Day 3, Race Day will be protected by the RWO Rescue and Safety team in cooperation with Dunkirk Dive Rescue and Dunkirk Fire Rescue.

0700 Physicals prior to Drivers meeting all Rescue and Safety Staff on deck

0800 Chapel

0830 Drivers meeting

1000 HRS all Rescue and Safety Assets load at Staging area TBA in cooperation with Dunkirk Dive Rescue

The Race course will be covered by no less than 5 Primary Rescue and Safety boats and at least 1 Transport boat. All RWO Rescue and Safety deployable Rescue Swimmer / Divers will be stationed on support boats on the water. There will be 11 total RWO Rescue Swimmer / Divers supported by 1 Angel helicopter Coordinator that will not have deployment capability. Dunkirk Dive Rescue will be stationed along with RWO Rescue and Safety for saturation coverage of all turns and any designated increased hazard areas noted on the Race Course.

For this operation plan RWO Divers will be named and Dunkirk Dive Rescue Operators will be titled DDR (Dunkirk Dive Rescue) As those names are not available at this writing. A complete information plan will be secured once on site at the event.

Rescue and Safety boats will be numbered initially with the Turns in order then added in number at the discretion of the Rescue and Safety Coordinators RWO and DDR.

The primary Transport Boat will be Staffed by RWO Medical Director and at Least one RWO Operator and one DDR Operator depending on available assets and scheduling.

Staffing of Rescue Boats will be 2 RWO operators working with 2 DDR operators where space on available vessels is available. The intent for this event is saturation coverage in the Turns to provide the best immediate response possible in those areas.

In the event of an accident where Rescue Swimmer / Divers must be deployed the Initial response is paramount to effect a rescue in a timely fashion. Due to the noise level and built in delay to get through to Race Teams via Race control Rescue assets will be deployed as Safely as possible. The decision to Stop a Race will be made by the RWO Rescue and Safety Coordinator and the RWO Chief Referee. In many cases a Rescue can be affected without stopping the event. In the case of any Life Safety incident where there is a deployment and there is unacceptable risk to the operators in the water the Race will be stopped. At the onset of an accident requiring deployment of Rescue and

Safety Assets a Pace boat or Course Marshall will respond to the scene and position 100 yards up course from the incident and display a Yellow Flag to set up a safety zone for the deployment. NO PASSING will be allowed in the event of a Safety zone until the Boats are past the incident location marked by a second Safety zone Flag displayed by either the Course Marshall or second Pace boat.

Further more all Race boats will be directed at the Drivers meeting on the previous day to reduce speed and give way the responding assets on the Race course. Orange Smoke will be deployed from Angel 1, the Transport boat, or Course Marshall in close proximity to the incident to provide a visual reference to the incident so Racers can circumvent the area in a safe manor. Angel 1 will also hover as safely as possible at an altitude that will provide further visual reference and coordinate responding assets in real time.

In the event of a Race stoppage, the Race will be stopped by a Red Flag and all Race Boats will be briefed to monitor Race Control and turn into the center of the course for direction and possible restarting of the Race once any hazards are cleared and all Rescue and Safety Operators and assets are accounted for and Safely recovered.

The Race will begin with a parade lap to allow the Race Boats a full view of the Check points (TURNS), the Start Finish line, and any and all visual references necessary to safely navigate the Race Course. Once the parade lap is complete the Race boats will mill in a clockwise direction in the general area of Turn 4 to be started by the Chief Referee in a clockwise direction. Orange smoke will be displayed by Pace Boat 1 signaling 3 minutes to start. The start will only begin with clearance from Angel 1 to Race Control that all Rescue and Safety assets are in place and there are no hazards on the Race Course.

Once the Race has Started all Rescue and Safety Assets will remain on station in their designated response areas that will be briefed at the Drivers meeting on Race day. Angel 1 may move assets to facilitate better positioning or coverage. It should be noted that the Turns are very dangerous and all Rescue and Safety Boats should stay at least 25 yards behind the buoy's to remain clear of any hazard. A response from that distance will remain timely and allow the Rescue Boat operator time to place the Boat properly for deployment. Race control will designate a Radio frequency prior to the Race with an alternate frequency to insure constant communication between Rescue and Safety Assets and Race Control. Most events operate on VHF Commercial channels 10 and 12 for Rescue and Safety and 78A for Race Boats, Course Marshall, Chief Referee, and Patrol boats.

All communication should be in Plain English and be as explicit and brief as possible. There should be a second or two before speaking once a microphone is keyed to insure a transmission is not cut off then to wait for a response. Repeated calls to Race Control should be avoided to keep the air clear for response. Several seconds may pass while Race Control accesses the communication and acknowledges a transmission.

**RESCUE AND SAFETY
RACE COURSE COVERAGE
PRELIMINARY ASSIGNMENTS.**

RESCUE I	25" Defender Safe Boat RWO Anthony Berger / Lee Lovette + DDR x 2
RESCUE II	Dunkirk Fire Rescue Boat RWO Chris Keefe / Jason Shea + DDR x 2
RESCUE III	20' RIB Skip Ragsdale / John Divoll + DDR x 2
RESCUE IV	505 32 RIB Dakota James / Danny Allis + DDR x 2
RESCUE V	42 Jet drive 503 Sgt. Block Heath Lewis / Edward Webster + DDR x 2
Transport I	36 Wellcraft Scarab Mark Austin / Dr. Mike Janssen
ANGEL I	R 44 TBA color David Harshfield

Additional Law Enforcement and Rescue coverage will be stationed along Beach Jet Ski Operators and Highway Patrol Assets TBA.

Contact information for all RWO Operators will be provided on separate Race Control information form with all DDR operators included once on site in Dunkirk.

All information stated in this document is based on previous operating procedures and the previous teleconference briefing on Tuesday July 31, 2018.

Any information in this plan is subject to change based on operational and scheduling requirements to provide the best possible Rescue and Safety coverage for the Dunkirk RWO Race event.

PROPOSER METHODOLOGY AND APPROACH

Race World Offshore LLC, (RWO) has developed a proven methodology and approach for successful boat racing events which engage the race fans and energize the race teams in a safe and consistent fashion. This methodology is a culmination of the vast RWO team experience and a program of acting on many small details that have been problematic over the years for other organizations. RWO includes experienced personnel, who have been exposed to unresolved problems, complaints and lack of action in the past. From this experience, a unique and effective methodology is what defines RWO.

KEY DISCIPLINES OF RWO METHODOLOGY AND APPROACH

- Evaluate the needs and requirements of Key West as the host city.
- Identify and understand who the customers are and what is expected to achieve the highest level of satisfaction with the RWO team empowered to make incremental improvements.
- Determine the best possible local vendors to provide products and services for the event.
- Developed and implemented the first complete online race registration forms and payment to streamline and reduce waiting time and stress for race teams at race sites.
- Developed and implemented a new and efficient approach to the medical and technical inspections,

taking place in one central location and requiring the teams to bring their boat to inspection rather than the inspection teams roaming around the site.

- A new and unique document called 'EZPASS' is provided to each team upon arriving at the race site. That EZPASS document has a listing of key event information, contacts and a group text 'sign up' to receive group text messages. This instant communication provides invaluable information allowing all 'signed in' stakeholders to have rapid and pertinent information creating the highest level of satisfaction. The EZPASS document itself became central to RWO's administration of their rules and procedures; a testament to RWO's experienced team.
- RWO utilizes Larry Bleil's 10+ years as a pro racer himself and 10+ years of experience as President of CROPRA (Conch Republic Offshore Powerboat Racing Association) putting on this historic boat racing event in Key West. The promotion, planning, budgeting and vast number of local Key West resources allows RWO to create and execute a winning plan.
- RWO leverages the talent and experience of Robert Allen, MCSO Deputy, retired KWPD with a long and storied history of success serving the City of Key West. Robert's event experience and approach to safety plans has proven success.
- RWO works to create community involvement by offering Non Profit, Not for Profit, Religious, Community, Historic, Environmental and Educational organizations the first opportunity to have a 10' x 10' booth in the Truman Waterfront Park during the event. This informal community serves well towards networking and outreach which may not have been otherwise possible.
- RWO involves local school participation with FKCC and KWHS educational organizations.
- RWO has developed a unique community involvement approach with a boat building contest, designed to bring multiple diverse groups to the Truman Waterfront Park and interact in a friendly, competitive and fun event.
- RWO has openly invited sponsors from a culturally diverse and wide cross-section of organizations and businesses domestically and internationally. Previous race organizations could rarely agree on the needs of potential sponsors or what they represented. RWO is nondiscriminatory regardless of race, religion, identity, political or cultural beliefs.

SUMMARY OF EXPERIENCES AND RISK MANAGEMENT FOR RWO EVENTS

Risks and opportunities for the event are identified and categorized based on severity and likelihood. The RWO team clearly has the view of the highest risks and sets a priority to reduce those risks which is proven to relate to the highest level of satisfaction. It is this methodology which RWO utilizes to take on identified items. Therefore, RWO's seasoned and experienced team can apply logic and have the discipline to make necessary changes to improve, not only the race event, but ultimately, the industry itself.

The assessments and actions taken become embodied into the organizational structure at RWO. With these best practices and policies, Race World Offshore is unencumbered by any lawsuits, litigation or current court proceedings.

This process of incremental improvement is the core methodology RWO utilizes and it has become the RWO Quality Policy:

Race World Offshore, LLC shall provide competitive and safe offshore powerboat racing events to the satisfaction of customers and stakeholders through empowering its staff and continually improving through a stringent quality management system of operations.

The RWO team has leveraged a broad range of business and government experience with a strong background of financial and organizational experience. The backgrounds and experience of the RWO staff come from Military, Fire, Police, USCG, Aerospace, Marine, Construction Management, Media and Marketing. With respect to the years of experience in the field of offshore powerboat racing events, RWO has built an organization which provides a

superior experience for all customers and stakeholders, one that would continually improve and be successful.

The combined RWO team currently own and operate successful businesses with combined sales of over \$20,000,000 per year with more than 35 employees. Negotiation of contracts and interaction with government agencies has been the hallmark of success with the RWO owners and staff.

Once the risks have been prioritized and the budget has been set for a race event, the team utilizes a stringent method of achieving their financial goals through an interactive process with vendors and agencies required for the event:

- Create deliverables schedule
- Create bid documents defining needs and expectations (criteria)
- Solicit multiple offers
- Review and qualify the offers and verify the validity and any insurance requirements
- Award PO's
- Post award meeting and confirm schedule

RWO team members, Lee Stanford, Robert Allen and Rodrick Cox have vast hands on experience working with critical government agencies such as the USCG, National Guard, United States Army and Navy and Homeland Security, all critical to the success of the event. They have led multiple campaigns ensuring all parties are satisfied.

In summary, the financial discipline and administration at RWO comes in the form of the methodology described in conjunction with, generally accepted accounting practices. It is a requirement of RWO sponsors to submit and have event and planning documentation approved.

The RWO management plan is comprehensive and proprietary to RWO. In the history of offshore powerboat racing, there has never been a more qualified, experienced, well organized and successful team put together as this RWO team.

PROPOSER EXPERIENCE AND QUALIFICATIONS

The foundation for the success of any company is an assembled team working together to create great things and, in this case, produce successful events. RWO will highlight what are important areas of proven experience and qualifications that makes RWO the standout proposer.

Longtime resident of Key West and businessman, Larry Bleil, has been directly involved with offshore powerboat racing in Key West for over a decade. He was instrumental in securing both previous five-year contracts with the City of Key West, the first on behalf for The Conch Republic Offshore Powerboat Racing Association (CROPRA) and then for the second five-year contract for Super Boat International Productions. Bleil, the president of CROPRA, negotiated with the city on behalf of SBI, to keep offshore powerboat racing in Key West, and to solidify and build a superior championship event which would draw racers and tourists from around the world.

When the first 5-Year contract expired under the CROPRA umbrella, Bleil negotiated the second five-year contract and had it contracted under Super Boat International Productions. After a few years into the final 5 year contract, Bleil believed the event could be better for the city, run more efficiently, include more teams and not just narrow racing to a select group of classes. This would ensure a larger National and Global audience.

RACE WORLD OFFSHORE TEAM BIOS

LARRY BLEIL

- Key West resident over past 30 years
- Member of various boards
- Past President St. Mary's Star of the Seas PTA
- Past President CROPRA
- Past AYSO Soccer Coach
- 10 Years Motorcycle Road Race Professional

RACE WORLD

- Founder & President
- Race Producer
- Race Site Development

RODRICK COX

- Charlotte, NC
- Business owner since 1998
- 25 Years NASCAR Sports Marketing
- 20 Years Offshore Sports Marketing
- Created Multi-Year NASCAR Race Festival
- Created Industry Leading Value Impact Report
- Large Event Promoter
- 9 Years Super Boat Agency of Record

RACE WORLD

- Chief Operating Officer

LEE STANFORD

- Key West homeowner Since 1974
- Over 9 Years USCG Federal Advisory Committee
- Gas Cartridge and Life Jacket Business Owner
- 35 Years Marine Industry
- Trained Firefighter
- 7 Years SBI Inspector

RACE WORLD

- Senior Advisory Member
- Sponsorship Development
- SR. Technical Inspector

Larry Bleil, a long time resident of Key West, is the Founder and President of Race World Offshore. Worked for 22 years with the Spottswood Companies and was responsible for the development of resorts and buildings throughout the Florida Keys. Also, a long time motorcycle and Porsche endurance racer. Bleil worked with the City of Key West and associated boards to setup and design the Truman Waterfront Park with the boat races in mind. Past president of Conch Republic Offshore Powerboat Racing Association with the mission to keep boat racing in Key West. 10 years ago, CROPRA secured and held the first 5 year contract for Key West World Championships. Secured the 2nd 5 year contract in 2014 for SBI which was transferred to SBI to hold the contract and not CROPRA.



Rodrick Cox is an entrepreneur and owner of the Cox Group in North Carolina. He started his business with his brother in 1998. His agency works with fortune 500 companies in NASCAR, NHRA, Offshore Racing, Professional Fishing as well as other sports and non-sports companies. Together, for over 25 years, they have vast experience in sports marketing, large event promotions, creative design and extensive work in brand management. His agency created the "Cox Report", a media sponsorship valuation report sought after by corporations wanting value reporting of TV, magazines, newspapers, internet and social media of the athletes and sponsored programs. Since 2010, Cox Group was the agency of record for Super Boat designing their website, doing public relations, marketing and producing the Key West Race Program. Cox Group was the first to produce complete livestream coverage of offshore racing events and for SBI. In addition, Cox Group provided sponsorship collateral, ad design, liaison with NBC Sports and sponsorship fulfillment obligations.



Lee Stanford has been an owner at Key West By The Sea on South Roosevelt since 1974 and had maintained his boats at Oceanside Marina until its demise. Now, he boats out of Key West Harbour Yacht Club. His company produces gas cartridges for the inflatable life jackets as well as emergency strobe lights for boating safety. His 35 years in the marine industry as well as 3 terms (9+ years) serving on the USCG Federal Advisory Committee for fishing vessel safety has earned him a place in marine history. He is also on a Technical Standards committees for UL listed safety products.



He is the lead Quality Manager for his ISO9001:2015 registered company specializing in risk management and organizational planning. During his 30 years in the fire service, he served as President for 7 years organizing events consisting of over 2,500 people and 70 different organizations.

RICHIE DANCISIN

- 32 Yrs NJ State Police
- Lieutenant CSI Unit
- Distinguished Service Award
- US Army Veteran
- World and National Boat Racing Champion
- APBA Inspector

RACE WORLD

- Directory of Race Operations
- Official Meeting Director
- Rules and Regulations

ROBERT ALLEN

- 40 Yr Resident Key West
- 30 Yrs Key West Police Dept.
- Currently Monroe County Sheriff's Office Dept of Professional Standards
- Worked Boat Races Since 1993
- Shot in the line of duty

RACE WORLD

- Strategic With Police, Fire, Navy and Coast Guard
- Crane, Logistics & Security

DR. MICHAEL JANSSEN

- Private Practice Owner
- Renowned Spine Surgeon
- Business Entrepreneur
- Resort & Brewery Owner
- Scuba Dive Instructor

RACE WORLD

- Medical Director

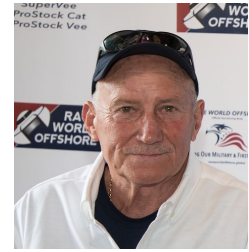
RANDY MEARNS

- Marathon Resident Since 1968
- Business Owner since 1981
- 25 Years with Volunteer Fire Department
- 10 Years as Fire Chief
- Boat Racing Since 1984

RACE WORLD

- Course Marshal
- Race Day Logistics
- Course Setup

Richard Dancisin retired in 2000 from the New Jersey State Police where he received numerous promotions, awards and special assignments during his 32 years of service. Also, a veteran powerboat racer dating back to 1984 where he started as a technician and throttleman for many teams. During his time in the boat, he acquired many wins in the APBA, US Offshore and National Powerboat Association. In 2004, Dancisin was hired by SBI and ultimately became Chief Inspector and Chief Referee. He departed SBI in early 2018 because of their lack of business direction and focus on the future.



Robert Allen is a 40 year resident of Key West and currently works for the Monroe County Sheriff's Office. A 30 year retired sergeant from the Key West Police Dept, he has worked closely with all the key agencies and civic members of Monroe County. Allen has worked World Championship events since the first Super Boat International event in 1993 and assisted with the lease agreement between SBI and the Navy. Allen will assist RWO with all security & logistics requirements and facilitate many requirements with city and county personnel.



Dr. Michael "Doc" Janssen, spent the past 30+ years with his passion and profession as a board certified orthopedic and spine surgeon. He travels internationally as a guest at spine related symposiums. He is a past multi-time National and World Powerboat Racing Champion with many titles and speed records. Dr. Janssen is not only a board certified surgeon, but comes with the experience of thousands of dives and is a PADI Scuba Dive Instructor.



Randy Mearns is a long time resident and business owner in the Florida Keys. A business owner since 1981 and 25 years on the Marathon Volunteer Fire Department. Mearns started assisting with safety and rescue in boat racing in 1984 during APBA divisional races. This included 10 years as Director of Racing responsibilities and 14 years of Course Marshal duties. Along with Mearns, his team includes 2 additional boats with long time boat racing support veterans and they have over 60 years of team combined experience. The combined team manages all aspects of raceday set up, full course monitoring and spectator control.



DALE OWENS

- 37 Yrs Broward County Sheriff
- Supervisor / Director BCSO Aviation
- Rescue Diver
- Helicopter Pilot

RACE WORLD

- Race Control
- Race Day Communications
- PATCOM

Dale Owens was with the Broward County Sheriff's Office for 37 years and in his final 10 years held a management position. He held positions in road patrol, organized crime, marine patrol and aviation. Owens is dedicated to the promotion of safety of boat racing and strategic communications. He was contracted with Super Boat International for five years until he and assistant (Lisa Owens) were terminated in early 2018. His duties included race control and communication coordinator of race day race boats, medical and governmental boats and aircraft.



DAVE HARSHFIELD

- Seminole Tribe Rescue Driver / Engineer
- Dive Rescue Certifications
- NAUI Diver
- Broward Sheriff Fire Rescue

RACE WORLD

- Rescue and Safety Coordinator
- Dive Team Organizer

David Harshfield is a career emergency services operator. Began in 1974 in the private ambulance industry, then with continuing education in the emergency services industry, became a professional paramedic in 1976. Then moved to the fire rescue industry in 1990 and the dive rescue industry that same year. Harshfield began his association with offshore racing in 1992 as a rescue boat captain and diver with Super Boat International. Harshfield is employed with Seminole Tribe of Florida as a driver engineer in the fire rescue station at Big Cypress. In early 2018, his services and team of 15 were terminated from Super Boat International.



BILL SPRAGUE

- Certified Veteran Business Owner
- Vietnam Veteran
- Member of Many Building and Aviation organizations
- Many Monroe County construction contracts

RACE WORLD

- Board Member
- Senior Advisor
- Sponsor Development

Bill Sprague, BW Sprague Consulting Services, a Veteran Owned Small Business. He is experienced in construction management through design, constructability, inspections, construction and closeout. Sprague has held a Florida Certified General Contractors License since 1981, Florida Structural Inspector License, Florida Education Certification (SREF), holds membership to the National Fire Protection Association, United States Green Building Council, American Concrete Institution and American Society of Safety Engineers. Sprague is part of RWO business development and corporate relations with key companies.



Continuing on with RWO experience, Allen has provided various services and liaised with Super Boat International for the Key West World Championships. From 2001 to 2009, Allen was Port Security Director and liaison with Super Boat International during the World Championship events relating to Port security requirements at the Outer Mole. Allen's experience carried over where he coordinated and worked with the lease agreement between Super Boat International and the Key West Naval Air Station.

Working with RWO, Allen will be in a key role working with all the city and governmental agencies including, but not limited to; Police and Fire departments, Navy and Coast Guard, Public works, parks and recreation and the city manager's office. Allen's experience working all the major events in Key West and attention to detail confirm the quality of team members associated with Race World Offshore.

Lee Stanford, a business owner, influencer in the Marine Industry and manufacturer of Coast Guard approved PFD (personal flotation device) life jackets, also has a key role in Race World Offshore. He brings with him decades of

experience in the marine and safety industry, long standing relationships with the Coast Guard and a business structure that leaves no room for error. With his understanding of business and operational management, he brings a long proven template for financial accounting, business management and business development that RWO seamlessly integrates.

Stanford played a role with Super Boat International for 7 years as a technical inspector. Knowing the importance of consistency across all race boats meeting the technical specifications within each class, it is apparent Stanford's move to RWO was to ensure teams have the best environment and best sanctioning body that mandated all boats follow the same strict guidelines for fair competition.

The importance to safety and having experienced personnel on the water while working a race is crucial. Long time Florida Keys Resident, Randy Mearns, has decades of experience in racing and the ability to get the most out of a team, as he did as Fire Chief in Marathon, Florida. Mearns has been the Course Marshal for the Key West race for many years and has led his team to establish and set up the race course, keep the course safe for spectators and, often, first on scene when incidents happen on the race course. His experience as a boat captain and understanding of creating safe racecourses is key to RWO principles of having the best people assess challenging situations quickly and react.

Rodrick Cox and the Cox Group provide support in many key areas and bring with them 3 decades of sports marketing, agency experience and experience in event and facilities management. Their agency experience spans across many sports and non-sports activities alike as well as works for many fortune 500 companies.

- Created, produced and managed corporate events, hospitality events and NASCAR Race festivals that combined and exceeded over 1,000,000 guests
- Sports clients in NASCAR, NHRA, PGA Golf, Professional Fishing & Offshore Racing
- Successfully executed services and events in over 12 countries
- Executed events at the equator and in the Arctic Circle
- Worked with every major broadcast network and sports related cable networks
- Sold the current longest running sponsorship in offshore racing - Lucas Oil
- Created a proprietary media tracking valuation service “Cox Report” for sports properties
- 30 years advertising, marketing and public relations experience
- PR success - delivered the longest segment on the Today Show with Offshore Racing
- Website design and launch for 100’s of companies

Cox was agency of record for Super Boat International for 9 years and provided a wealth of knowledge, experience and creative direction with deliverables such as:

- Website design and management
- All public relations, press writing and media engagement
- Collateral and ad design
- Creation of magazine style sponsorship and team sponsorship collateral
- Sponsor liaison and contracts
- Designed, organized and printed Key West Championship program for 9 years
- Produced first livestream event in offshore racing and all events for SBI
- Produced and delivered Cox Report to SBI
- Examples of Key West Championship Programs produced above



Finally, Race World Offshore brings a highly talented and skilled set of team members that are passionate about boat racing. They are not only passionate about the sport, but the assembled team has the proven experience and knowledge to produce first-class events. The RWO team goes beyond the named individuals above, it also includes another two dozen members that are highly skilled in their individual areas of expertise ie; safety, rescue, administration, technical inspections, organization, technology and team building.

PROPOSER CLIENT REFERENCES

Race World Offshore began as an effort to change offshore power boating for all stakeholders. RWO President, Larry Bleil, said from the beginning, that he wanted to make offshore powerboat racing competitive, exciting and safe, the way it was meant to be. The side effect of that combination became unbridled enthusiasm for the *RWO style* at the races and by the very racers themselves.

Race fans and race teams immediately recognized the RWO difference. It was the little things that every RWO staff member and race official exhibits and promotes to teams, fans and sponsors: sportsmanship, competition, honor and doing the right things for the right reasons. It's no wonder why RWO eagerly supports all our Military and 1st Responders.

RWO partnered with a small lakeside community south of Buffalo, New York for a race in 2018. The charming City of Dunkirk was in need of a true respectful-hometown-USA big-fast-boat-race to cap off their summer season and RWO, with a parade of race boats, came to town. The city rolled out the welcome mat and opened their city creating a truly meaningful partnership which benefited the City of Dunkirk. Thousands came for this inaugural boat race and they lined the shores and piers cheering on the race teams as they came through the Dunkirk Harbor at over 100 MPH.

Dunkirk was not unique though, as RWO had motored into Mentor, Ohio just a few weeks earlier to put on a race there, which race teams are still talking about. Again, it was the planning, preparation and the RWO belief that all people are to be treated fairly with respect and consideration. Rarely spoken about... but communication is a key part of the success of RWO events. RWO is not an arrogant pompous organization run by a single individual, rather, RWO is a team whose members are professional, empowered and communicate seamlessly with all stakeholders.



Group text messaging (EZPASS) became a proactive, simple and easy-way method to allow large groups of people to be provided relevant information quickly during each race event. RWO did not invent text messaging, but they put it to the best use possible to enhance the full potential of the race event experience for every stakeholder. Proper and concise communication shows respect to all.

In addition, from Mentor, OH event organizer, Cleveland Construction, commented on behalf of RWO, "I would like to commend Bleil and team on a wonderful performance. Leading up to the venue, your team coordinated with our partner, the City of Mentor and the United States Coast Guard. We had our parade in downtown Willoughby which your team also coordinated. Your team leading into the race venue were professional and well received by all our partners and professional public and private partners."

The following references are selected for their broad view and their diverse categories for which they represent. RWO is a humble organization and while we were thrilled to receive so many positive reviews and comments, we also wanted to respect the privacy of some of our stakeholders. The expected collaboration of synergies with Stu Jones of The Florida Powerboat Club and RWO is significant to note as we look towards the Race World Offshore 39th Annual Key West World Championship event and beyond.

Letters of support index with copies below:

- Rusty Rahm - Race Team *2018 Key West World Champion*
- Billy Allen - Race Team - Letter of support
- Mayor Wilfred Rosas - Dunkirk, NY Mayor - Letter of Appreciation
- David Ortolano - Dunkirk, NY Police Chief - Letter of Appreciation
- Jimmie Harrison - Race Team - Letter of support
- Stu Jones - Florida Powerboat Club - Letter of support
- Rob Unnerstall - Race Team *2018 Key West World Champion* - Letter of support
- Michael Halpern - Michelle's Foundation - Letter of support
- Dr. Michael Janssen - Medical Director *Past Key West World Champion* - Letter of support
- Greg Sullivan - Waste Management - Letter of support
- Kelly Norman & Bill Muenlhauser - Rams Head - Letter of Support
- Jim Gilleran - Key West Power Squadron



WAKE EFFECTS
OFFSHORE RACING
3737 ANTIOCH LANE - OSAGE BEACH, MO 65065

February 13, 2019

To All Interested Parties,

The Wake Effects Offshore Unlimited Powerboat Team had the privilege of attending and competing in Larry Bleil/Race World Offshores first race put on by the new sanctioning body in Mentor Ohio. Our team was pleasantly surprised to find an extremely high level of professionalism, organization, fan contact, and new changes to the Offshore Race Worlds way of doing things.

Some of the things that stood out to our team was:

- 1: Everyone involved with the race received text messages before, during, and after every event from inspections, crane operations, street party/parade, etc.... This made for a very organized weekend of racing with zero confusion and we think that really adds to the show and made everything run smooth.
- 2: Boats were teched by order in line, therefore when the teams got in line, teched, and exited the line they were 100% certain that any and all paperwork and inspections were complete.
- 3: Every member of the Race World Offshore Staff had a job to do and did it with an extremely high level of professionalism. It is very easy to get frustrated and overreact in stressful situations such as your very first ever offshore powerboat race. From our perspective the staff stayed cool as can be the entire event and always had a smile on their face.
- 4: Race World Offshore kept ALL of the race fans up to date with day-by-day updates on their social media and web page. Making sure that not only the fans at the race were a part of the show, but every race fan had access to what was going on in the weekend's events.
- 5: A Podium Finish: When you spend millions of dollars and countless hours to compete in this sport with little to no return on investment it is nice to have an actual "Podium" and backdrop for the top three finishing teams. This probably falls under the professional category but the teams deserve to have that type of appreciation from a sanctioning body.

The Race World Offshore staff not only did the expected, but went above and beyond! The above comments are just a few things we can say about them. Though the above may not seem like much, to every team, team member, fan, and staff of Race World Offshore these little but very important details are what made for an amazing weekend of racing. Their ability to fine tune a race weekend (keep in mind, their very first race weekend ever) is what gives Race World Offshore the advantage to put on a great show for the fans! That's what it's really about isn't it? Making sure the fans get the show they deserve!

We really can't say enough how well of a job Race World Offshore does. I guess you will just have to experience it for yourself.....and when you do you also will understand.

Sincerely,



Wake Effects Offshore Powerboat Racing World Champions



City of Key west

Race World Offshore has produced some of the best organized, and professional Races we have raced in for a long time. The site staff,tec team,and water crews have been in the offshore racing business For a long time. They have assembled the best in the business. If there is anything we need at a race site they are ready and able to accommodate I highly recommend Race World Offshore.

Sincerely,
Billy Allen

Billy Allen Motor Sports, LLC



3618 Vandalia Road
Des Moines, IA 50317
PHONE (515)266-5349
FAX (515)266-3557

September 3, 2018

Dear Roderick,

Bringing the Great Lakes Offshore Grand Prix to the City of Dunkirk was an event that I, nor any who witnessed it, will forget. This event not only was extraordinary on every level, but you also provided an opportunity for us to showcase our lakefront and the spectacular beauty of Lake Erie. Speaking for everyone involved on a local level, we hope you return – and thank you again.

Mayor Wilfred Rosas
City of Dunkirk



Wilfred Rosas

Rodrick,

It was truly our pleasure to host the Race World Offshore event this past weekend. In my 33 years (13 as Chief) I can tell you that this was the most exciting event that I have ever had the honor of being involved with.

I hope that we provided your staff, the racers, owners and spectators with the best in public safety for the event. From my perspective I will tell you (and please pass this on to your staff, the owners and race team staff as well) that EVERYONE that myself and the Police Department Staff dealt with were some of the most respectful people that we have ever had the pleasure of working with. The cooperation was absolutely amazing and myself and our Officers have never before been told Thank You so many times as we were this past weekend by all of the event staff and competitors.

It is truly my hope that this is the first of many Race World Offshore events that our City will host.

Please pass on my personal thanks to Larry for taking the chance on bringing this event to Dunkirk and many thanks to Richard for his help coordinating the Public Safety needs.

On behalf of all the men and women of the City of Dunkirk Police Department it was our pleasure to work with you, Larry, your staff, the boat owners and their race personnel and we are excited and looking forward to working with all of you to bring the event back for many years to come.

Respectfully,

Chief Dave.

Chief David C. Ortolano
City of Dunkirk Police Department
342 Central Ave.
Dunkirk NY 14048



September 11, 2018

Letter of support for Race World Offshore

To whom it may concern,

The FJ Propeller race boat (S-1 Super Stock) has been racing the Key West World Championships for over 5 years. We all look forward all year to this race and love visiting and racing in Key West.

We raced in both of Race World Offshores' races this year and have been very impressed with the organization and the people.

Offshore racing needs to be reinvigorated! I have high confidence that this group can bring new life and excitement to the sport with more media coverage, better marketing and attract more race teams. These people have the experience needed, a superior degree of professionalism and I have personally witnessed the raving success they earned from the communities where they held their races at this year.

Additionally, our fellow race teams all speak highly of the way Race World Offshore appreciates the race teams. From safety to race site logistics, communications, drivers meetings, awards presentations and everything else, this group has all their bases covered

I am certain that Race World Offshore will provide the Best Show possible for Key West and I will support and work with them.

Sincerely,

Jimmie Harrison
President

200 SW 6 Street · Fort Lauderdale, Florida 33301 · 954-467-7723 · jimmie@fjprop.com



Stu Jones

to Rodrick, Larry ▾

Tue, Feb 5, 4:05 PM



To: Larry Bleil / Rodrick Cox,
Race World Offshore
P.O. Box 2246
Key West, FL 33045

Dear Gentlemen,

Thank you for keeping us in the loop on upcoming plans for RWO racing venues around the country. In particular, since our organization is a Florida-based event company, we are looking to explore synergies and event management partnerships on any Florida-based racing events that your organization may promote in 2019 and the coming years.

In particular, it is of our greatest interest, to support your organization on any efforts with respect to the November Key West Powerboat Week event. As you know, we have been staging our annual Key West Poker Run event in November for twenty-six years, and we are very willing to support any racing events that are staged on matching dates, and jointly-promote all of the activities between both organizations. In our last 2018 event, we brought about 220 boats and over a thousand poker run participants to Key West, and staged our Key West Poker Run Village at the Conch Republic Seafood Company, for its fifteen year in a row.

With your racing agenda, and our poker run agenda, we can certainly find ways to produce a first class event that is a win-win for the fans, the racers, the poker run teams....with a net result that I believe would be far greater than anything that has been achieved in the Key West venue over recent years. I trust that the City of Key West officials, including the City Manager, Mayor's office, and the Monroe County Tourism Development Council, would agree that only great things could come from such a partnership.

Thank You,

--

Stu Jones-President-Founder

Florida Powerboat Club, Inc.
1214 SW 6th St.
Pompano Beach FL 33069
E: Stu@flpowerboat.com

September 20, 2018

To Whom It May Concern:

I am writing this letter in support of RWO, Race World Offshore. Our experiences with both the Mentor, OH and the Dunkirk, NY races have been very positive. These positive experiences have come in many forms that I would like to share with you and have been outlined below.

1. Planning/Communication: The communication as well as the ease and technology used for entry of our team were excellent. We were well-informed before, during and after the event with clear, concise information that was both professionally and respectfully delivered. The text communication during the event was a big help.
2. Promotion: Both events seemed to be well promoted throughout the regions where we raced which helped draw from a larger geographical area.
3. Tech inspection: This was well organized and more in-depth, which I believe will lead to a more competitive product on the racecourse.
4. Video production: The video production at the Dunkirk, NY race was a tremendous improvement. This brought about a professionalism which I believe will draw sponsorship and foster our sports acceptance leading to more television coverage.
5. Safety: The highest level of safety and focus was implemented from the team that was assembled to the driver's meetings and positioning on the race course.
6. Economics: Obviously, very few of us are involved in this sport to make a living, but I do appreciate the opportunity to have more of this sport subsidized and respected by the sanctioning body. We see this issue heading in a positive direction.
7. Awards: The award ceremony presentation in Dunkirk, NY was a step in the right direction. Having the ceremony in a public setting rather than in a banquet room helps bring this sport to the fans, grow ~~its~~ acceptance, and increase the fan base. It also helped the race teams avoid another overnight stay which helped with expenses and allowed us to return to our day jobs sooner.

To reiterate, we are impressed with this organizations ability to hold first class events, and I feel it would bring a strong sense of new energy to the Key West World Offshore event. I have been attending this particular event since 1990 and would like to see this energy and professionalism return.

Sincerely,

Rob Unnerstall/Casey Boaz
CR RACING 5-8

From: mhpa <mhpa@bellsouth.net>
Sent: Tuesday, January 22, 2019 3:38 PM
To: Commissioners <Commissioners@cityofkeywest-fl.gov>
Subject: Key West Powerboat Races

January 22, 2019

Mayor of Key West

Key West City Commissioners

1300 White Street

Key West, FL 33040

Re: Key West Powerboat Races

Dear Mayor and Commissioners,

I am writing to the Key West City Commission on behalf of Michelle's Foundation, to express our strong support of the application of Race World Offshore to manage and conduct the offshore powerboat races held here in Key West. Race World Offshore has pledged its support of the programs run by Michelle's Foundation and intends to help the foundation financially from revenues derived from the offshore races. As you are aware, Michelle's Foundation uses 100% of its revenues to help families at risk. The funds we raise stay here in the Florida Keys to help local families. The commitment of Race World Offshore to contribute to this community is admirable. Please support their application.

Michael Halpern,

President, Michelle's Foundation



February 22, 2019

Letter of Support: Offshore Boat Racing

Those that Fail to Prepare, Prepare to Fail

Race World Offshore (RWO) may be new to the scene of offshore powerboat racing, but they have the DNA of a race organization with the ability to gain the support of the racers, fans and community for powerboating events in the USA. RWO combines the most advanced technology with experienced leadership for hosting offshore racing events anywhere in the USA.

Safety is No Accident

I have been in winning offshore boat races multiple times and have personally competed with all the other race organizations over the past decade. Last year, I was honored to be the Medical Director for the race events at RWO. Their dedication to organization, safety, professionalism and exceeding their obligations to the community were flawless.

I would give my unsurpassed support for Race World Offshore to be the host of the 2019 Offshore Powerboat event in Key West this fall and for many years to come. I respect that there are other race organizations bidding on this prestigious event in the Florida Keys, but while they are celebrating the past, Race World Offshore is shaping the future of powerboat racing in North America.

Please contact me directly with any questions.

Dr. Michael E. Janssen
Medical Director
Founder, Center for Spine and Orthopedics
President - Scientific Education and Research Institute

Direct contact 303.886.6800

Drmjanssen@gmail.com

9005 Grant Street, Suite 200 | Thornton, CO 80229 | Ph. 303.287.2800 | Fax 303.287.7357
www.centerforspineandortho.com



**WASTE MANAGEMENT OF
THE FLORIDA KEYS, INC.**

125 Toppino Industrial Dr.
Rockland Key, FL 33040
(305) 296-8297
(305) 296-8175 Fax

March 1, 1029

To Whom it may concern:

I have worked with Larry Bleil for over twenty years with boat races in Key West and Marathon, as well as business relationship as a contractor. Larry has always been professional to work with. He is always available and on site to insure what ever the issue is gets resolved immediately. I look forward to working with Larry and Race World Off-shore n future events. Please contact me if you have further questions.

Respectfully

A handwritten signature in black ink that reads 'Greg Sullivan'. The signature is written in a cursive style with a large initial 'G' and 'S'.

Greg Sullivan

Sr. District Manager Waste Management

305-797-3355



Rams Head Promotions
512 Eaton St
Key West, FL 33040

March 2nd, 2019

On behalf of Rams Head Promotions, we are writing to give our recommendation for Larry Bleil and Race World Offshore who are submitting an RFP (006-19) to manage the Annual Power Boat Championship Race.

After our initial meeting with Larry, it was evident that Mr. Bleil does not have his own interest at heart, but that of everybody in the power boat racing community and most importantly to us, the locals. Mr. Bleil is a perfect example of who we, as Key West residents, want planning events that are beneficial to the city, such as the Annual Power Boat Races in November.

Organized and diligent, Larry was able to answer any questions that my team and I had for him when he approached us about a collaboration during the weeks events. Mr. Bleil did not shy away from explaining in perfect detail his long history with the Annual Power Boat Races and where it has brought him over the years and his expectations for its future. We feel he has the expertise, reputation and support to take the Power Boat Races to the next level, benefiting all involved. On top of that, he possesses desire, integrity and commitment to see it through.

We truly believe that Mr. Bleil is the man for the job and we look forward to collaborating with Larry and enhancing the weeks activities and making it a success in the years to come.

Sincerely,

The Rams Head Team

Kelly Norman

A handwritten signature in cursive script that reads "Kelly Norman".

Bill Muehlhauser

A handwritten signature in cursive script that reads "Bill Muehlhauser".



**FROM THE HELM OF CAPTAIN JIM GILLERAN
SQUADRON KEY WEST ADMIN OFFICER**

Monday, March 4, 2019

To: All Concerned Parties

Re: Key West World Championship Boat Races/Squadron Visibility

The Key West Power Squadron was founded in 1956. A primary mission of our 501 (c3) organization is to promote boating safety. Statistics show that Monroe County leads the State Of Florida in boating accidents. Our members conduct boating safety classes on a regular basis, organize free Vessel safety checks and participate in numerous community events for public outreach.

As the A/O Officer for our organization I am constantly seeking opportunities to impart to people in our community the resource(s) of The Power Squadron.

Race World Offshore has reached out to me and has stated that should their organization be granted the opportunity to operate the World Championship Event in Key West Race World would offer our group a location (at no cost) to set up a public information booth. This is a kind offer and is appreciated.

Best regards,

Captain James Gilleran

A/O Key West Power Squadron

A handwritten signature in blue ink, appearing to read 'JG', positioned to the right of the typed name.

FINANCIAL IMPACT TO THE CITY

NEW RWO DIRECT FINANCIAL IMPACT BENEFITS

For the first time, there will be zero negative financial impact to the City of Key West. RWO shall, in accordance with the RFP document, reimburse the City for the described services. Previous race organizations cost the city money year after year, this is not the case with RWO as we clearly recognize that successful race events are the ones where all stakeholders win. There is no fuzzy math going on here, it could not be more crystal clear.

REVENUE SHARING GENERAL ADMISSION:

- The City shall receive \$3.00 per gate admission on each ticket sold

The tickets sold to gain access to the Outer Mole are a critical measure of this portion of the overall viewing areas. Fans do have a choice of where to view the races. Although the city does not charge admission to Mallory Square, RWO recognizes that the city must be included in this revenue share process, which RWO controls to the extent of promotion and advertising, so that the real value of RWO is felt.

REVENUE SHARING PARKING:

- The City shall receive \$3.00 per paid car in Truman Waterfront remote parking lot

The RFP provides an unimproved parking lot in the neighborhood adjoining the Truman Waterfront Park. RWO will promote and direct attendees to that lot so that it can be fully utilized. This will allow the city to enjoy the revenue benefits of this unimproved space and take note of its importance as a parking lot. The impact of the lot is restricted to its size/capacity while retaining appropriate lanes for emergency services or tow vehicles.

REVENUE SHARING:

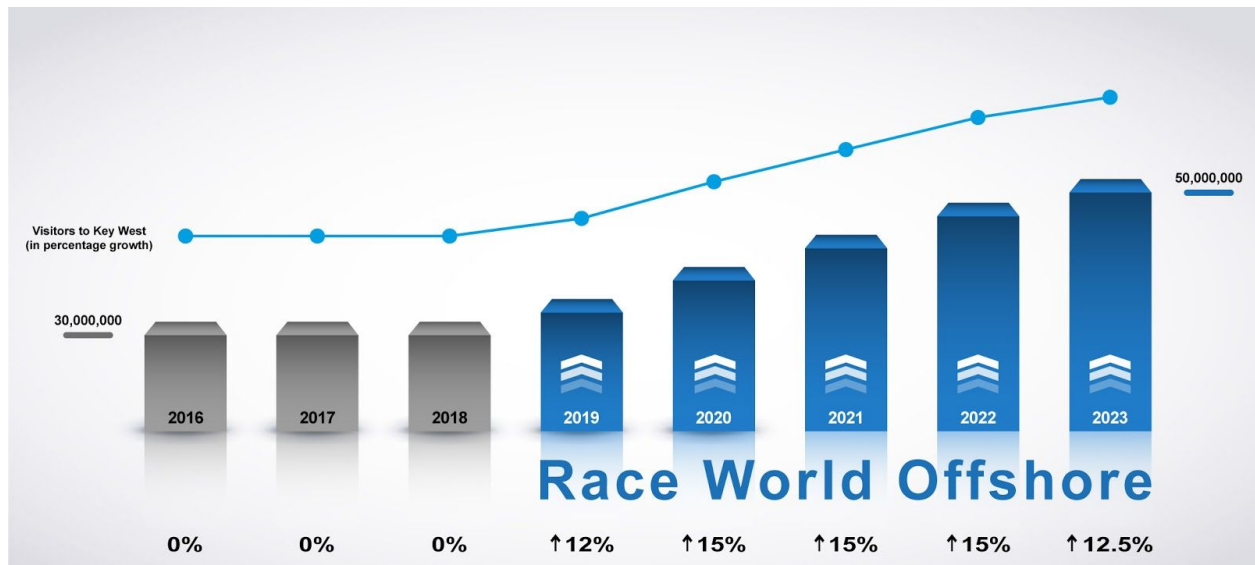
- The City shall receive \$3.00 per VIP ticket sold

The RWO VIP tickets include food and non-alcoholic beverages for the event on the Outer Mole and admission into the RWO Music event on Thursday and a priority seating area for the Closing Ceremony on Sunday. These highly sought after VIP tickets are made in limited quantities and pre-sales will start a few weeks after the award of this RFP. It must be noted that Rams Head has indicated a \$1 per sold ticket revenue share, to be provided to the City for the Thursday RWO Music event.

SUMMARY RWO DIRECT FINANCIAL IMPACT BENEFITS

RWO shall provide revenue sharing monies, as described above. It has been determined that these 'measurable' areas, are both practical and fair solutions for both the City of Key West and RWO. The City does not control the weather and this is a major consideration when the entire event is outdoors and relies on the waterways. Both parties must share this portion of the risk equally rather than assigning a fixed total amount in advance. This concept encourages both parties to continually improve the event from year to year.

ECONOMIC IMPACT ON CITY OF KEY WEST



ECONOMIC IMPACT GROWTH

All significant economic impacts must begin with a plan. That plan must be carried out by people with race experience and the necessary contacts and business acumen in the racing and marine industry to actually make a plan effective. This is RWO, a total package with decades of race and marine experience, specifically, the Key West Races.

- Economic impacts are different than financial impacts. RWO is defining the economic impact as the primary and secondary effects of an event and its constituent parties.
- Year 1 is discussed in the context of having the background and knowledge of the previous 15 years of Key West race events. RWO has the management expertise and data.
- Year 5 is discussed with the understanding that the RWO Methodology and Approach are factored into the equation leading to the resulting growth figure.

Race World Offshore YEAR 1 - USD\$38,500,000

The Economic Impact is significant to the City of Key West, Monroe County and its businesses. The ripple effect is felt all the way to Tallahassee. The key factors utilized to prepare this evaluation:

- RWO spend locally to put on the event
- Daily spend of all participants, spectators and fans coming to Key West and when considering travel, hotels, transportation, fuel, marina & aircraft fuel, special events, entertainment and food & liquor
- Daily spend of in state participants who will watch on LiveStream
- Florida State, Monroe County and Key West taxes collected are a large part of the calculation

Race World Offshore YEAR 5 - USD\$50,000,000

The financial impact for the city is critical; it is also proportional to the professional efforts of the RWO team. Beginning in year 1, the financial impact will recover from its past 5 year stagnation. The Race World Offshore team will bring new life into this event highlighting and leveraging all that Key West has to offer. This is a strong and solid plan which is executable by RWO.

To support a 31% growth rate of economic impact from Year 1 to Year 5, RWO has a multifaceted plan for this Key West event to ensure its success and growth. There are three key concepts:

1. Engage the input of fans, racers, the city, vendor and every stakeholder possible to determine possible improvements to the event and perform a rigorous accounting review and prepare next budget.
2. Collaborate further with entities such as the Florida Powerboat Club to enhance participation.
3. Use all possible media outlets throughout the year to continually include Key West and promote the next year's event.

Key West itself is an undisputed premier destination. Adding a fully interactive race week on top of that significantly increases the impact. RWO has restrained itself in year 1 so as to not introduce too many new activities for the visitors and the community. However, year by year, RWO shall make continual improvements to the event which benefit all stakeholders and increase the community involvement, the diversity of the participants and the inclusion of race teams who wouldn't normally attend.

SUMMARY OF ECONOMICS, ONE OF GROWTH

All of RWO's comparisons and data are derived from actual races over the last 15 years, utilizing real full sized owner operator race boats of the classes typically run in the previous Key West races. RWO recognized that jet skis and small boats do not have the large fan base or support staff as their economics are on a much smaller scale as the cost to operate a Jetski is inconsequential of what it takes to operate a traditional Offshore Race Boat. This lower cost usually translates to attracting many teen operators who do not have the daily spending power when compared to their larger counterparts and for that reason; they were not used in our economic reasoning, plan or statistics.

The RWO plan has a solid foundation of experience in the economics of this race site and the participants. They have carefully reviewed the data and taken into consideration the additional race week activities proposed, leverage of Key West and their ability to execute their plan. RWO's media and marketing experience in the racing and marine communities and how that translates towards economic growth played a factor in determining the growth rate.

The revenue sharing is merely a starting point, one to build on for future years events. But, it clearly shows the responsibility and partnering RWO is willing to do with Key West. To approach the event with an open mind and to do the right things for the right reasons is what makes RWO so special. This is a once in a lifetime opportunity to work with a group of dedicated successful individuals who have come together as one professional team, passionate to make this Key West event the best it could possibly be with an emphasis on growth.

RWO's economic plan is sustainable and utilizes all relevant data to support its impact position. All RWO financial data meets a high standard of reporting and forecasting. Careful attention to detail is evident throughout every facet of the RWO proposal.

MARKETING & PROMOTIONS

TELEVISION

Race World Offshore has completed their 2018 season and they are putting their finishing touches on their national television programming going to air on CBS Sports in less than 60 days from now. With the recent release of the Key West World Championship RFP, RWO has purposely held back airing. In the event Race World Offshore is the successful proposer, it will allow RWO to promote the Key West World Championship in the upcoming national television programming.

Race World Offshore shall provide to the City of Key West, \$20,000 worth of advertising, notable mentions, pop outs, leaderboards or a combination of, in the upcoming show. Race World Offshore will provide the creative and content needed to successfully deliver the advertising elements.

Race World Offshore team members have decades of experience with television sports programming, broadcast and cable networks and with various production companies that produce sports content for networks. This also includes having worked closely with American Performance Media and JM Associates specifically for 10 years, who recently produced the Key West World Championships on NBC Sports.

In addition to advertising for the 39th Annual Key West World Championship this season, Race World Offshore will produce multiple hours of broadcast quality entertainment to air on a select broadcast network ie; ABC Sports, NBC sports, or CBS Sports in early 2020. Airing the Key West World Championship nation-wide and, within a short time after the conclusion of the race week, is an important element for national exposure and growing the awareness to Key West.

LIVESTREAM

RWO will livestream all three days of live action racing and additional select events throughout race week. Livestream coverage with multiple camera angles, special interviews, along with 2 and 3 sports anchors calling the action, creates a well-produced broadcast that is streamed to the world. Also, RWO team members have first hand experience incorporating the livestream feed with the local cable provider (Comcast) and broadcasting it live to all of Monroe County.

RWO plans to create similar opportunities where the RWO livestream feed is taken and shown in other markets live, as it happens. Currently, in place are opportunities for hotels, bars and nearly any establishment to take the feed live and play it throughout their facility on flat screens. This service has become a must as families, fans and enthusiasts plan large viewing parties around the world as they take in the live feed. Livestream feeds produced by RWO members have successfully reached over a hundred countries and 100's of thousands of views and impressions combined around the world.

LOCAL RADIO

Important for fans and others who do not have the bandwidth on smartphones or access to the internet in that capacity, RWO shall partner with select radio stations to simulcast the three days of races live. Experienced radio hosts will join the RWO team on the live broadcast.

The Race World Offshore organization has an experienced team that creates and executes the necessary marketing strategies required for a successful event. Marketing to fans, viewers, races teams, enthusiasts, and more takes unique strategies for the various groups of people.

Marketing and promotion is one of the most important things to have a successful event. Race World Offshore has vast experience with marketing strategies that are necessary to promote large events. Key West World Championship marketing promotion strategies break down to three groups.

1. It is extremely important to have solid marketing, advertising and promotion strategies many months prior to the event to promote the upcoming activities for the Key West World Championship. This is done through social media, advertising, radio and a combination of other necessary communication tools.
2. As sponsors are procured for the Key West World Championship, it is necessary to engage and interact with their marketing and promotional platforms. The integration and crossover with corporate sponsors additionally increases the exposure of the overall marketing and promotion strategies.
3. Finally when the event is here, there are many required components to engage the community with visual branding in the community, marketing, PR and partnering with the local newspapers and radio stations.

Race World Offshore will be implementing all of these strategies and best practices which is the most important component to increasing visitors which improves the economic impact to the city.

PUBLIC RELATIONS

Our team knows the importance of a solid public relations campaign. Our team has decades of experience with creating national PR campaigns, press writing, and using national platforms for greater exposure. As one example, we have a long-standing relationship with the AP writer for Key West, Andy Newman, and for nearly 10 years, we have dealt directly with him to pitch, assist and disseminate accurate information timely for various sports stories.

In addition to the local news publications, i.e. the Key West Citizen, and Keys Weekly where we have good relationships, RWO's has important relationships with many national and international news partners.

Race World Offshore is keenly aware of the importance and trust the City of Key West must have when choosing the right proposer, who must have great strategies and relationships to execute successful PR, advertising and marketing campaigns.

Finally, having worked with the Tourist Development Council (TDC), and knowing they have allocated funds for the 2019 powerboat races, it will be critically important to have a solid plan and implementation strategy that will ultimately bring more tourism dollars to the City of Key West.

CHAMPIONSHIP RACING

RWO is naming the races and awarding trophies for the first two days of racing, the Truman Waterfront Cup and Southernmost Continental Champion respectfully. RWO has branded each day of racing and prepared the Key West race days for highly competitive and exciting racing with significantly improved safety and viewing. With Race World Offshore race teams and the inclusion of select participants of the Florida Powerboat Club, action during the week long event will be like never-seen before.

Race World Offshore, LLC (RWO) has its 2019 season format to include five races that crown winners at each race. Race day 1,2 & 3 culminate in a World Champion finishing the highest combined total points.

- The 2nd Annual Race World Offshore Great Lakes Series Race at Dunkirk, New York
- Hooters Clearwater Offshore Nationals in Clearwater Beach, Florida
- **Truman Waterfront Cup Champion** Race Day 1
- **Southernmost Continental Champion** Race Day 2
- **Key West World Champion** Race Day 3

This five race format gives competitors the chance to win marquee events and take home multiple trophies from the various events. The outlined format encourages more competition and awards racers for their effort. As points accumulate for the title of World Champion, a team may be a race winner, but fall short of being a World Champion.

Using RWO's core philosophy to be non-discriminatory and to maximize the events potential, RWO is already reaching out globally to all classes of offshore powerboat teams to take part in the exciting World Championship event in Key West. Renewed interest by international teams and sponsors has already been expressed if RWO is successful in this award. The inclusion of many classes, styles of race boats and RWO's APBA club membership allows Race World Offshore to award teams Key West World Championship titles and APBA/UIM awards and accolades.

RWO intends to invite race teams who are running in other competitive series, such as SBI, OPA, P1, Previous Class 1 and other series as RWO clearly recognizes that a true world championship cannot and must not be 'invitation only' like a private organization. But rather, should be a unification of the vast universe of boat racing diversity which is available. RWO is firm in their approach which makes the most meaningful impact to all stakeholders, especially to the City of Key West.

Truman Waterfront Cup Champion (Wednesday, Race Day 1) - Teams have had all year to prepare for this day, it's the first day of racing in the Key West World Championship Race event. If you race and win, you will be crowned. At least 6 class races will be held and likely several more. Classes similar to each other with respect to boat type, horsepower and speed may run together in the same race, but start separately. This set of races establishes the tone for the next two days of racing as teams get familiar again with the ever changing Key West waters and the need to adjust their equipment.

Southernmost Continental Champion (Friday, Race Day 2) - This second day of racing in Key West comes just 48 hours after the Truman Waterfront Cup Champion race, leaving the teams little time to make repairs or further adjustments on their equipment. The Friday race event definitely brings everyone to the highest level of anticipation as these results will dictate the final points leading into Sunday's Key West World Championship races. This exciting day of racing will be coupled with the first ever showing of the Florida Powerboat Clubs 'Best of the Best On Water Power Parade' of high performance poker run boats.

They will entertain and amaze the fans as they pull a carefully choreographed 'poker run procession' around a modified race course just before lunch. With fans on their feet and cameras rolling, each boat will be announced on the RWO livestream, radio and TV coverage as they make their way by the Outer Mole, Mallory Square and waterfront hotels in their dazzling high performance go fast 'cigarette style and catamaran' boats.

The third day of the 39th Annual Key West World Championship races are Sunday. And by this time during race week, everyone has seen and heard what these great competitors are capable of and how they have been vying for position all week. Now there is no turning back, no second chances, it comes down to the final day of racing for every team. To ensure the focus is clearly on the teams, RWO will not conduct any other activities on Sunday in-between the races. RWO will focus solely on the core event to ensure every detail is precisely managed.

RWO's NEW DIRECTION FOR SAFETY

While the Outer Mole is the perfect place to view the races, this could not be possible with a cruise ship docked and in the way. RWO recognizes the Caribe Nautical Cruise Ship Schedule is blocked for the race dates in 2019. RWO has already penned a plan for the 2020 schedule and beyond.

Clearly, the older traditional Key West race course layout for offshore race boats lends itself to high speeds and competitive drama. However, through RWO's risk analysis, it has been determined the incidents in the last five years of racing on that course may have been preventable.

RWO provides the following analysis:

- The race 'starts' have always been from the 'turning basin' and heading out of the harbor, SW towards Sand Key.
- Starting position of the pace boat has been on racers starboard side which creates a dangerous scenario for the pace boat and crew as the racers tend to bunch up and thereby 'push' the pace boat into Sunset Key, its docks and eventually into the spectator fleet.
- The race starts (group of boats) produce a large amount of 'rooster tail' spray diminishing the racers visibility in the first few hundred yards while there are multiple channel markers in their starting lanes. We saw such an impact in the 2016 event.
- These race starts are missed by the race fans as they are far away and near Wisteria Island heading towards Sunset Key.
- During the race boats return to the harbor, they are achieving some of their highest speeds on the course, often, side by side in front of the fans on the Mole and Mallory Square. While that may be exciting to view, RWO believes it also increases the risk of a race boat incident involving contact with the Mole or Mallory Square pier wall and in the worst case; the fan viewing areas.

RWO IMPLEMENTS CORE CHANGES

The direction of the race will be reversed to clockwise. This will bring the exciting start of side by side racing action in front of the fans in the hotels, piers and Mole and allow the pace boat to peel off and move to the inside of the course significantly improving safety. The clockwise direction of travel will bring the boats out of the harbor, close to the fans but with controlled speeds with a wider turning radius. Ninety eight percent of the race boats seat the driver on the right side, starboard side of the boat. This was originally done years ago to counteract the directional rotation of the prop. The safety issue is that many racing organizations run counter-clockwise putting the driver to the outside of every turn. Running RWO races clockwise has been proven to be safer, giving the driver a better field of view in the turns where most accidents happen.

Clockwise course means the boats needing to enter the pits will already be slowed due to the turn in the harbor and can safely enter the wet pits.

THE FINAL LAP

Race fans want a total experience, access to the racers and their equipment, a safe clean environment and activities which are interactive. RWO has gone to great lengths to ensure every day at the Truman Waterfront Park adds up to a safe and successful event, bringing value to not only the racers and fans, but to ensure the City of Key West is highlighted and to enjoy all it has to offer.



CEREMONIES, PARADE AND DUVAL POWERBOAT PARTY

OPENING CEREMONIES

Race World Offshore is excited to create an Official Opening Ceremony to showcase the week's events. RWO brings this simple innovation of a meaningful and respectful opening ceremony to Key West. Highlighting the ambience and layout of the Truman Waterfront Park and utilization of the Amphitheater stage brings the racers, local leadership and the community together as one. A patriotic nod and words of inspiration are delivered and by the end of this event, the Key West Conch shell is held high and then sounded, ushering the start of the race week.

- Mayor and Commissioners
- Special City Guests
- The HS Band & National Anthem
- First Responder Recognition
- Veteran Recognition (Including racers who are veterans)
- Main Event Sponsor
- Foundation Speaker
- Several Guest Speakers
- Race Team Introductions
- Race Team Drivers Meeting

WORLD'S FASTEST BOAT PARADE

Being that this is the start of the race week, spirits are high and the level of anticipation is even higher. Everybody loves a parade and these boats know how to make a statement. The race boats and their impressive rigs join together to make a run down Duval Street slowing down just enough for picture taking and to put smiles on fans faces.

- Dozens of race boats, custom tow rigs

- Team branded motorized toys
- Organized community participants
- Musical guests and entertainers
- Dignitaries and surprise guests
- Honorary Grand Marshal
- Celebrities

Sunday at 3:45 PM, the World's Fastest Boat Parade will exit the Truman Waterfront Park, turn right on Whitehead, left on United, left on Duval Street, and will proceed down Duval to Front Street. At the end of the parade route, the lead vehicle will turn left on Front Street, left on Whitehead Street and proceed to Southard and turn right, and back into Truman waterfront property.

DUVAL POWERBOAT STREET PARTY

Key West is surely known for its street parties as seen on New Year's Eve and Fantasy Fest and the RWO Duval Powerboat Street Party does not disappoint. The sun goes down and volume goes up as the spectacle unfolds to an electric evening of unwinding. This backdrop of historic Key West Duval Street brings fans and race teams together and lets the sponsors know that this is a real party. This street party ties in with opening night of the Florida Powerboat Club Village in the Greene Street district by the Bight.

- RWO expands the block party foot-print
- DJ's, bands and Scottish bands
- High attendance and upbeat mood
- Interactive social media exposure
- Special entries

RACE WORLD OFFSHORE AWARD PRESENTATIONS IN REAL TIME

Both the *Truman Waterfront Cup Champion Race* on Race Day 1 and the *Southernmost Continental Champion Race* on Race Day 2 will be celebrated on the Mole immediately after each race. The famous RWO podium will be placed on the Mole and the top 3 finishers will immediately dock their boats and join the crowd in celebration. The winner will be awarded their trophy as thousands look on and participate in picture taking and social media posting as some of the largest selfie sessions in the world will take place here.

- Interactive with fans and sponsors
- End of race excitement with winners present
- Immediate gratification and capture
- Sponsors dream moment

39th ANNUAL KEY WEST WORLD CHAMPIONSHIP AWARD CEREMONIES

The Truman Waterfront Park Amphitheater will be the last stop at this event for the fans, sponsors and racers as RWO will be providing a good reason, as they exit the Outer Mole, to gather around until the ceremony begins. RWO's successful, innovative approach to fan management is largely due to interactive engagement. During the time it takes to get the boats out of the water and back to their pits, RWO will be providing musical entertainment, to keep the fans on site so that they too can experience the excitement of the final awards ceremony immediately preceding the end of the race.



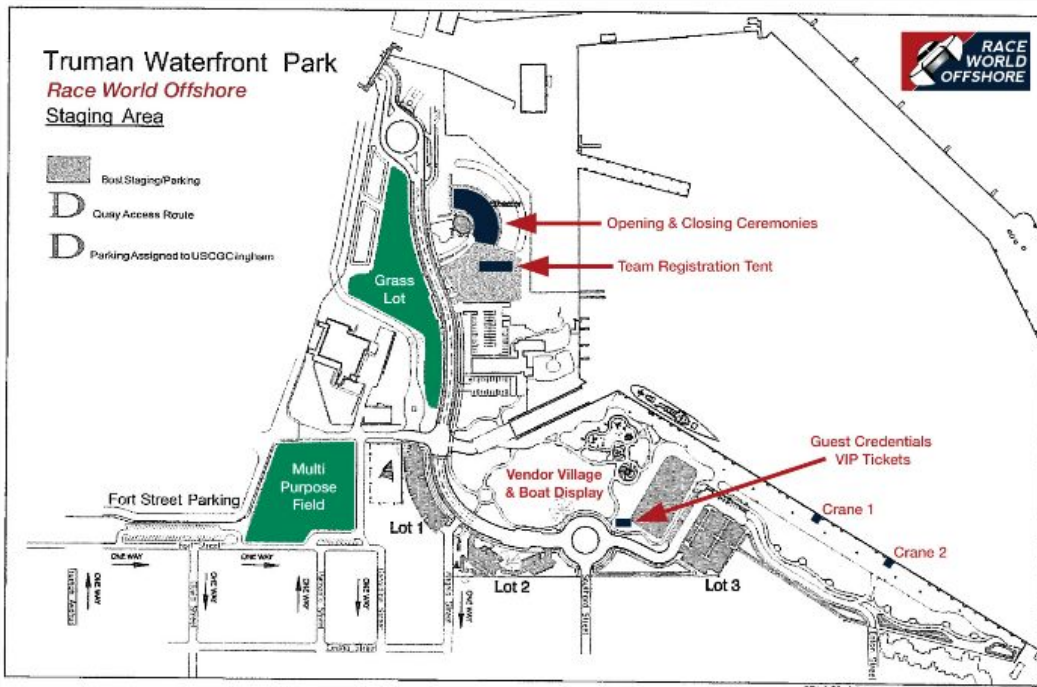
- Staged so that the awards will begin quickly after the last race
- Fans will be offered free seating and space to relax
- Local musicians maintaining the electric mood

- RWO team will announce the winners of the Boat Building contest
- Racers from the first race earlier in the day will be up first and so on
- Maintain momentum right up until the last trophy is awarded

TRUMAN WATERFRONT PARK LAYOUT

The TWP map below depicts of few specific areas of use in addition to the predetermined locations for raceboats, parking and right of ways. Credentialed guests will have easy access as they enter off Southard to acquire their credentials and tickets.

RWO will maintain an unimpeded 24/7 road access for staff and visitors to NASKW properties, ECO Discovery Center, NOAA, and Fort Zachary Taylor State Park.



LOCAL COMMUNITY INVOLVEMENT

RWO's success has come from building a team. We continue to work hard to build a team of like minded companies, businesses and residents that want to be involved. With so much positive response, special interest groups, businesses and people have truly engaged RWO to support our beliefs and efforts. The inclusion continues, but groups like Rams Head, Michelle's Foundation, Reef Relief and so many more have shown their support and look forward to the creative and fun things ahead.

The RWO Opening Ceremony in the amphitheater is where RWO will provide youth involvement in a respectful opening with the KWHS band, local church choirs and the fans singing our National Anthem with a timed fly over from a military aircraft. The Mayor and distinguished guests will be invited to address the audience and then we will introduce the race teams as they come across the stage in their team uniforms.

The signaling of the official start of the 39th Annual Key West World Championship will come in the form of a Conch shell blowing as we salute the Key West flag. Refreshments will be provided and this ceremony is free.

RWO will offer to any entity or group from Key West & lower Keys, a 10' x 10' footprint to put up a small tent and

table and promote their organization, services or wares. The goal is to bring the community together making the races a destination to visit in addition to a motorsports event. RWO has found there can be at least 45 of these stalls available.

Recognizing this additional pedestrian and vehicular traffic will require additional supervision, RWO will charge a nominal fee only to recover this expense. It must be noted the previous event operator charged large fees.

With this involvement does come fun. Besides the fast impressive race boats and their colorful crews coming to the Truman Waterfront, RWO has prepared an exciting event to showcase the community and provide an unforgettable hands-on group, team building and fun experiences, the likes of which, Key West has never seen before.

The Race World Offshore Key West Boat Building Contest and Race

Build a boat in an hour which can hold one team member with the materials and one paddle provided by RWO. 1st scored objective.

The boat they make will have to carry that individual in the water from the boat ramp to the RWO race marker in the harbor and back to the starting line (estimated total of 100' round trip lap). Every participant who goes on the boat ramp will wear a USCG approved life jacket. 2nd scored objective: Win the race.

Without competition and points you can't award the winner. Points will be awarded as follows:

Points	Criteria	Notes
50	Creative use of the provided materials	
10	Seaworthiness	Loaded with one team member in the water
10	Team Members Appearance	Uniform Shirts
10	Boat Bling, including paper decals	Must be above the waterline
10	Pre race media postings	Requires advanced registration online
10	Race Coverage, live on Social Media	Verifiable
50	1st place in Race	Cross Finish line with person in the boat
30	2nd place in Race	Cross Finish line with person in the boat
10	3rd place in Race	Cross Finish line with person in the boat
10	Biggest and loudest fan club	Scored by loud cheering prior to the race

We expect most of the race teams will want to participate as well as the USCG, Navy, Police, Fire, EMS, HS Football team, Scouts, Church groups, Bars, Hotels, City Council, Key, Marinas and so many more. This is an excellent example of how RWO, a quality civic minded organization can bring a diverse community together and have fun.



Total team entrance fee is only \$20. An online sign-up will be provided and monitored by RWO Anticipated Awards include 'Trophies' awarded on the RWO Podium of Champions immediately after the race. Remember, the materials of construction provided are secret until the event begins.

RWO will begin promoting this community event immediately after the City makes the award. A full press release

will be sent to all National and South Florida news outlets so as to obtain coverage.

FOUNDATIONS

RWO clearly understands and supports the need to help children achieve their highest potential. RWO is asking [Michelle's Foundation](#) to participate in the Race World Offshore 39th Annual World Championship event by providing the following benefits.

- Introduction at the RWO Opening ceremony in Truman Waterfront Park
- A 10' x 10' tent at the Truman Waterfront Park to provide awareness, education and answer questions
- Provide their representatives a few minutes at each drivers meeting to address the audience
- Naming rights opportunities
- Foundation mentioned during the race broadcasts
- Interview with Michelle's Foundation representative during the event to reinforce presence and mission

By the end of the 39th Annual Key West World Championship event, it is expected that over 1,000,000 fans and stakeholders worldwide will have seen or heard about Michelle's Foundation, resulting from television exposure, radio, social sharing and other media sharing platforms. And to that extent, RWO is very humbled and grateful to Michelle's Foundation for the work, outreach and education they bring to the children in need in Key West and the Florida Keys.

Michelle's Foundation expresses strong support of Race World Offshore to manage and conduct the offshore powerboat races held in Key West, Florida in November 2019. Race World offshore pledges support of the program run by Michelle's foundation and attempts to help the foundation financially from revenue derived from the offshore races. Michelle's Foundation uses 100% of its revenue to help families at risk and the funds raised stay in the Florida Keys to help local families. The commitment of Race World Offshore to contribute to this community is admirable.

SCHOOLS & EDUCATION

Race World Offshore is committed to playing a role in educating and inspiring our youth and offering real life experiences and personal betterment opportunities. RWO is pairing the relationships we have with race teams, industry leaders, business owners and manufacturers with local schools, colleges and vocational programs. The Key West High School Principal, Acevedo, and Mr. Jack Seubert from the FKA are excited about creative opportunities.

During the Key West World Championship, we are creating a learning seminar that will host students from The Key West High School and Florida Keys Community College Marine Propulsion Program. Efforts will be to encourage students to interact with selected experts to create a fun and learning opportunity. What better way to learn the most advanced technologies used today in high performance Offshore Racing and to hear from the best in the industry. RWO also will be including the arts and music students in various functions during the week in parades, ceremonies and special events.

WILDLIFE PRESERVATION

Race World Offshore, LLC (RWO) of Key West is surrounded by waters which contain sensitive reef habitats. Being an organization with a true desire to do the right things for the right reasons, RWO reached out and connected with Board Member Ed Russo at [Reef Relief](#), a Key West organization dedicated to improving and protecting the coral reef ecosystem. They focus on rigorous science to educate the public and policymakers.

RWO clearly understands the need to educate the boating public, including all RWO stakeholders, on best practices

as directed by Reef Relief. RWO has asked Reef Relief to participate in the Race World Offshore 39th Annual World Championship event by providing the following benefits:

- Introduction at the RWO Opening ceremony
- A 10' x 10' tent at the Truman Waterfront park to provide education and answer questions
- Provide their representatives a few minutes at each drivers meeting to address the audience
- Opportunity to display their logo decal on the race boats
- Mentioned during race broadcasts
- Video/Audio Interview representative during the event to reinforce presence
- Review RWO's master plan for the event to provide feedback on environmental best practices

By the end of the 39th Annual Key West World Championship event, it is expected that over 1,000,000 fans and stakeholders worldwide will have seen or heard about Reef Relief, resulting from television exposure, radio, social sharing and other media sharing platforms. To that extent, RWO is very humbled and grateful to Reef Relief for the work, outreach and education they bring.

PARK SECURITY, CLEAN UP & RESPECT

Race World Offshore understands the commitment the City of Key West has put into Truman Waterfront Park. It is understood it is the proposer's responsibility to provide security for all of its participants and their equipment during the championship event. Also, it is understood to the proposer that it is their responsibility to keep areas clean and to respect the landscaping and the grassy park. RWO is aware there have been issues in the past with the previous sanctioning body where equipment was destroying new landscaping and leaving behind unrepaired grass and landscaping.

BOAT RACING HISTORY

Race World Offshore knows offshore powerboat racing has a long history in the United States and nowhere is there more of a rich and storied history than Key West. Racing in Key West dates back to the first recorded event in 1917. Key West has been the site of the most successful offshore races than any other venue in the world. Key West is only predated for boat racing events by Catalina and row boat races.

The total number of championship races to date in Key West is 56, with a total of 38 World Championship Races. So unequivocally, Key West is the the home of the World Championship Event known around the world.

It is a known fact there have been many organizations that have presided over the Key West World Championship over the years and sanctioning bodies have taken the World Championship to other cities because of disputes.

Total Key West World Championship Sanctioned Events By Sanctioning Body			
SANCTIONING BODY	NO. OF RACES	SANCTIONING BODY	NO. OF RACES
Super Boat International	23	APBA Offshore LLC	2
UIM/APBA	5	US Offshore	3
OPT	3	Other	2
OSS	1		

Years of Racing	
1917, 1920	Jack Mason Sr - Winner
1919, 1921	Gar Wood - Winner
1963 – 1969	Miami to Key West Various Winners
1970 – 1976	Hennessy Key West Various Winners Fort Jefferson to Dry Tortugas and back

1977	Betty Cook - Winner
1978 - 1980	No Races
1981, 1983, 1985, 1987	APBA / UIM Combined World Championship
1982, 1984, 1986, 1988	APBA World Championship (US)
1989	APBA Special Event
1990	OPT and APBA ran separate championships in Key West
1991, 1992	OPT
1993	SBI
1994	SBI , APBA , US Offshore
1995, 1996, 2007	SBI, APBA
1997, 1998	SBI, US Offshore
2001	SBI and APBA Offshore LLC ran separate championships in Key West
2002, 2003	SBI Takes Worlds Away from Key West to New Orleans
2003	Special World Event By Billy Mauff - Boycotting APBA Offshore
2004	SBI, OSS, APBA
2005, 2006, 2007	SBI
2008, 2009	SBI and Other
2010 - 2018	SBI

PROPOSER CONCLUSION

Race World Offshore, in good faith, has provided complete documentation that shows proposer is well qualified, experienced and passionate about producing the best Key West World Championship. RWO proposal outlines the format for the week long event that includes opening ceremonies, special events, three great days of racing and a closing ceremony award presentation. In addition to showing RWO's broad range of business, financial, organizational experience and event and facilities management experience, they have proposed new, exciting and scalable events. In addition, RWO has proposed creative and new ways that bring offshore racing in closer proximity to fans, hoteliers and restaurant owners and at the same time improves the safety of offshore racing.

Like other iconic events such as the Daytona 500 and the Indianapolis 500, the Key West World Championship has the same historic culture and prestige dating back to 1917. Like these historic American sporting events, RWO believes events like these bring people and families together and further bond a patriotic spirit that is carried over for a lifetime.

As the successful proposer, RWO will feel fortunate to produce such a great event during the same weekend as Veterans Day Celebrations are held around the U.S.. Nearly 85% of RWO team members are either veterans, fire, police, medical, rescue, EMS or some other first responding professional.

RWO will never change the name of the iconic 'Key West World Championship' event that the City of Key West holds dearly. In addition, RWO will never move or attempt to produce a world championship event in another city, knowing others have attempted to duplicate the world title event and have fallen short.

Finally, RWO has provided all the required forms and is in compliance with city and state regulations.

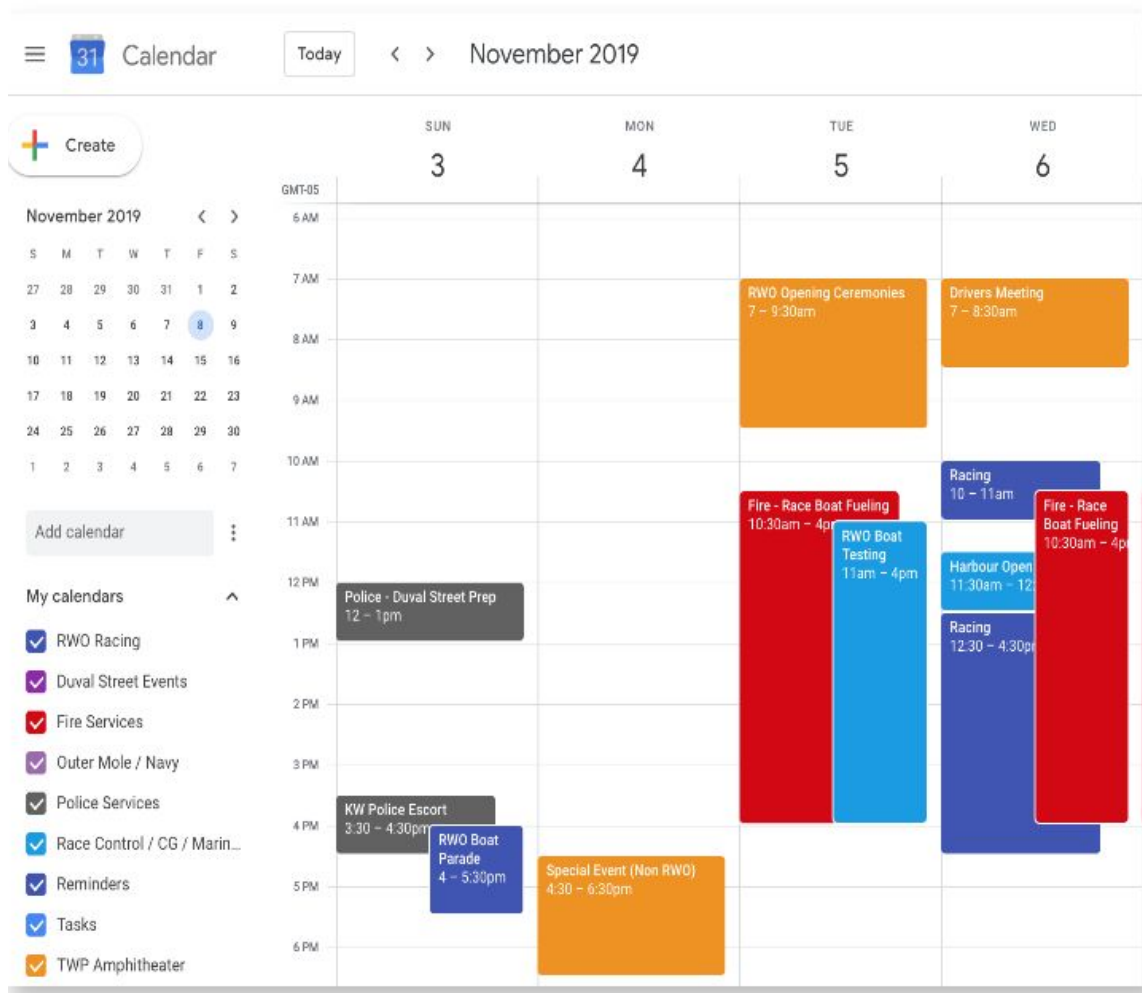
1.1.3: ANTICIPATED SCOPE OF SERVICES

ADMINISTRATION

PROPOSER SHALL PREPARE AND COORDINATE A MASTER CALENDAR - Race World Offshore understands the importance of having good organized events and solid communication. RWO will prepare and coordinate a master calendar of the week-long event activities beginning with the World's Fastest Boat Parade and the Opening Ceremonies all the way through to the Closing Ceremonies of the Key West World Championship. This will include small, medium and large events throughout the week, boat racing activities, activities at the amphitheater, events throughout the city, and other special events. The calendar will also include annual City events that may impact the amphitheatre and surrounding Truman Waterfront Park grounds.

As the race promoter, we will work in conjunction with all event organizers during all special events. RWO is prepared to provide a proposed plan for addressing any and all traffic requirements, waste management, security and any other city support services required during the week-long event. It is understood that RWO is responsible for all aspects of the venue set up and and required vendor services. Finally, RWO will coordinate with the city and, request in advance, any additional approvals necessary.

RWO has prepared a sample Master Calendar below that depicts special events, categories and dates as required in RFP.



FINANCIAL MANAGEMENT

PROPOSER WILL INCLUDE A FIVE YEAR PRO FORMA AND REVENUE SHARING BENEFITS - One of RWO's guiding principles is to produce an exciting family-oriented event that attracts tens of thousands of people and consistently improves year after year. RWO is submitting a five-year operational forecast / proforma (see below) that depicts the financial budget, income and operational expenses of the Key West World Championship.

in today's world of sporting events and Tier 1 concerts, the ticket prices have become almost out of reach for the average fan. NASCAR, NFL, NBA, baseball or musical events ticket and entry prices continue to skyrocket. As an event producer and race promoter, RWO is well aware of the high costs to produce events and will provide competitively-priced tickets, special event tickets, team registration, VIP tickets and musical entertainment tickets that are fair and reasonable for guests, fans and teams.

RWO proposes a revenue sharing option for consideration. Race World Offshore shall provide to the City of Key West \$3.00 of every ticket sold during race week from either general admission ticket sales to access the outer mole, VIP ticket sales on the Outer Mole or TWP Amphitheater tickets sold for special events or concerts during race week.

RWO has a working relationship with Rams Head Group (RHG), so RHG will assist with financial accounting requirements for any amphitheater ticket sales. RWO accounting staff shall accrue gate and VIP tickets sales and then provide a combined settlement report with payment to the city.

RWO understands there are no city subsidies for proposers and no financial cap on city services like the police services, fire and EMS uses. However, it is RWO's intention to use city services where possible for specially needed events. It is our intention to work closely with the city to identify RWO's requirements and needs for select city services.

it is understood that it is the race promoters responsibility to secure long-term sponsorship. RWO has in place a team very qualified to solicit large corporate sponsors, national and international companies, and governmental agencies that are interested in sports marketing and sports property sponsorship. RWO has multiple pieces of collateral, sponsorship proposals and tools needed to secure corporate sponsors. Sponsorship solicitation is led by our business development director who is a private business owner, in which they sell products nationally and internationally. With his international sales experiences, he has built global relationships with Fortune 500 companies.

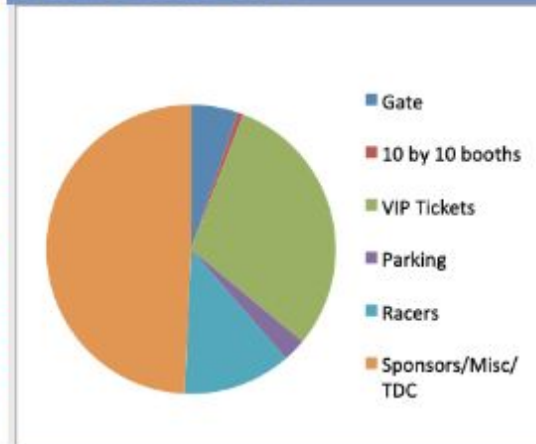
Included below is 5-year beginning and ending proforma that depicts the health of the Key West World Championship event produced by Race World Offshore.

Key West World Champoinship

PROFORMA

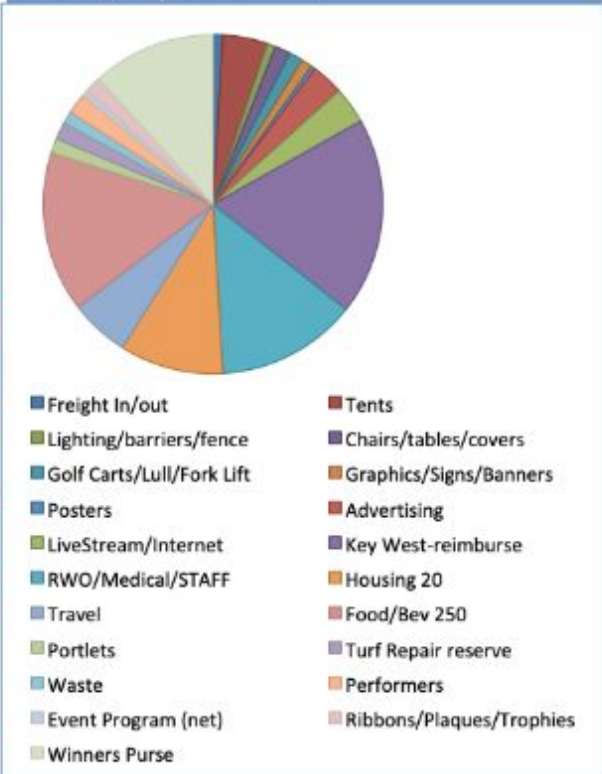
Income	Year 1	Year 5
Gate	\$24,000.00	\$54,000.00
10 by 10 booths	\$2,850.00	\$4,500.00
VIP Tickets	\$137,500.00	\$210,000.00
Parking	\$12,000.00	\$15,000.00
Racers	\$55,000.00	\$85,000.00
Sponsors/Misc/TDC	\$225,000.00	\$365,000.00
Total	\$456,350.00	\$733,500.00

Proforma Income Year 1



Equipment Expenses	Year 1	Year 5
Freight In/out	\$2,000.00	\$4,850.00
Tents/ bleachers	\$15,000.00	\$17,000.00
Lighting/barriers/fence	\$3,800.00	\$5,000.00
Chairs/tables/covers	\$20,000.00	\$25,000.00
Golf Carts/Lull/Fork Lift	\$2,800.00	\$3,500.00
Total	\$43,600.00	\$55,350.00

Proforma Expenses Year 1



Marketing - Promotion	Year 1	Year 5
TV Production	\$76,750.00	\$80,000.00
Social Media Outreach	\$5,850.00	\$5,850.00
Advertising	\$6,500.00	\$17,500.00
LiveStream/Internet	\$17,450.00	\$18,416.67
Total	\$106,550.00	\$121,766.67

Personnel	Year 1	Year 5
Key West-reimburse	\$68,000.00	\$75,000.00
RWO/Medical/STAFF	\$60,000.00	\$78,000.00
Housing 20	\$32,000.00	\$41,250.00
Travel	\$18,000.00	\$21,500.00
Total	\$178,000.00	\$215,750.00

Food/Bev Incl VIP	Year 1	Year 5
Food/Bev	\$32,500.00	\$46,000.00
Total	\$32,500.00	\$46,000.00

Site Specific	Year 1	Year 5
Portlets	\$5,500.00	\$6,800.00
Turf Repair reserve	\$3,500.00	\$4,500.00
Insurance	\$12,000.00	\$15,000.00
Cranes	\$12,500.00	\$15,000.00
Total	\$33,500.00	\$41,300.00

Program	Year 1	Year 5
Performers	\$19,300.00	\$35,000.00
Event Program (net)	\$1,200.00	\$1,200.00
Total	\$20,500.00	\$36,200.00

Prizes	Year 1	Year 5
Ribbons/Plaques/Trophies	\$3,200.00	\$3,500.00
Winners Purse	\$25,000.00	\$145,000.00
Total	\$28,200.00	\$148,500.00

Total Expenses	Year 1	Year 5
Total	\$442,850.00	\$664,866.67

LS 2/24/2019 Rev 0

VENUE OPERATIONS

PROPOSER WILL ASSEMBLE AND MAINTAIN A LISTING OF SERVICE PROVIDERS - Race World Offshore is prepared to coordinate with the City of Key West for any necessary use of facilities and will comply with all city rules, regulations and procedures governing the operation of the venues. In addition, RWO will, at the city's request, provide a listing of service providers that have been contracted to provide necessary services during the Key West World Championship event week.

CITY SERVICES

PROPOSER WILL ACT AS A LIAISON FOR EVENT ORGANIZERS - RWO understands it is the proposer's responsibility to act as an event liaison with the event organizers that would require any city services such as police, Fire, EMS or any other required permits and licenses.

1.2.13: ALTERNATE PROPOSALS

PROPOSERS ARE ENCOURAGED TO PROVIDE ALTERNATE PROPOSALS REFLECTING CREATIVITY - RWO appreciates the City of Key West's encouragement of the proposer to provide creative proposals that not only include fulfillment of required obligations, but proposals that showcase and include strategic, creative and passionate thinking. RWO is very passionate about offshore powerboat racing and about the City of Key West. RWO feels very fortunate to be a local company and have the opportunity to produce such a great event in our own town. Our approach to this proposal is to not only create an epic event to be held in the City of Key West, but also build on something that gains national recognition and provides the largest economic impact for the City of Key West and the lower Keys. It is not overlooked, the city has invested a tremendous amount of time and money in the Truman Waterfront property, and it gives RWO a great opportunity to use this unique asset and show the world what the City of Key West has to offer.

You will find in the RWO proposal that not only have we built out three great days of offshore powerboat racing but we have taken the opportunity to maximize The Truman Waterfront property for all of the benefits it has to offer. This includes the amphitheater which allows us to have opening ceremonies, concerts, special events and our week ending concert and awards celebration. Also in the center of the Truman Waterfront property in the large grassy park, we will build out a vendor village that includes local businesses, vendors, special interest groups and much more.

1.2.17: AWARD AND EXECUTION OF CONTRACT

SUCCESSFUL PROPOSER WHO IS AWARDED CONTRACT IS TO PROVIDE EVIDENCE OF INSURANCE WITHIN 15 DAYS RWO is prepared to provide evidence of the required insurance and prepared to negotiate any remaining items for consideration in the contract documents.

1.2.22: SUBCONTRACTOR AND SUPPLIER INFORMATION

LIST PROPOSED MAJOR SUBCONTRACTORS - Proposer does not consider needed suppliers and any contracted labor for this RFP to be considered as major. Based on the requirements of the RFP, RWO is prepared to supply a list of the largest vendors after RWO has vetted appropriate needs and vendor partners for the Championship Event for the cities approval.

1.2.23: INSURANCE

PROPOSER SHALL MAINTAIN INSURANCE IN FULL FORCE THROUGHOUT TERM OF CONTRACT - Race World Offshore is prepared to provide all insurance coverage as set forth in RFP ATTACHMENT D. RWO has included evidence of appropriate insurance certificate and our agents license number, see below. As it was noted in the mandatory pre-proposal meeting, February 22nd, since all proposers use the same agent, Rick Felsen, there was not a concern by the city that the insurance details for the successful proposer would not be satisfied.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/21/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER HAWK RACE CONSULTANTS, LTD. "MOTORSPORTS INSURANCE SPECIALISTS" 1600 STEWART AVE. PH-702 WESTBURY, NY 11590	CELL: 516-449-1134	CONTRACT NAME: RH FELSEN PHONE (Alt. No. Ext.): 516-466-9760 E-MAIL: HAWKRACE@AOL.COM ADDRESS:	FAX (Alt. No.): 516-466-9663 INSURER(S) AFFORDING COVERAGE: INSURER A: AMERICAN INSURANCE COMPANY A+ XV INSURER B: MUTUAL OF OMAHA A+XV INSURER C: INSURER D: INSURER E: INSURER F:
INSURED AMERICAN POWER BOAT ASSOCIATION RACE WORLD OFFSHORE LLC #468 17640 EAST NINE MILE ROAD EASTPOINTE, MI 48021-0377			

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CLASS	TYPE OF INSURANCE	MODE	NR	REV	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXPI. DATE (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> WOS, PRI, NC APPL <input checked="" type="checkbox"/> CONTRACTUAL APPL GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PERCT <input type="checkbox"/> LOG	Y	Y		XXC-80504561	12-01 AM 12-1-18	12-01 AM 12-1-19	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 300,000 MED EXP (Any one person) \$ N/A PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 5,000,000 PART LEG LIAB (EA accident) \$ 5,000,000 COMBINED SINGLE LIMIT (EA accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ UMBRELLA LIAB \$ EXCESS LIAB \$ DED \$ RETENTION \$
	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in MI) If yes, describe under DESCRIPTION OF OPERATIONS below							W/C STAT. \$ OTHER LIMITS \$ E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	PARTICIPANT ACCIDENT				SR2014MIP-120061	12-01 AM 12-1-18	12-01 AM 12-1-19	\$10,000. AD & D \$10,000. EXCESS MEDICAL \$3000/\$3000. NON MEMBER

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
TYPE OF EVENT: KEY WEST WORLD CHAMPIONSHIPS
DATE OF EVENT: TBD (SET-UP & TEAR-DOWN INCL.)
LOCATION: ATLANTIC OCEAN & GULF OF MEXICO, INCLUDING RACING & TESTING, HOT PITS, DRY PITS PER RACE PACKET ON FILE WITH COMPANY
CERTIFICATE HOLDERS WILL BE ADDL. INSURED, BUT ONLY RESPECTS TO OPERATIONS OF NAMED INSURED.
REASON FOR CERT: APPROVAL OF REQUIREMENTS RFP-009-19 ANNUAL POWERBOAT CHAMPIONSHIPS

CERTIFICATE HOLDER CITY OF KEY WEST OFFICE OF CITY CLERK 1300 WHITE ST. KEY WEST, FL. 33040	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE CELL: 516-449-1134
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FLORIDA DEPARTMENT OF FINANCIAL SERVICES

HAWK RACE CONSULTANTS LTD

1600 STEWART AVE., PH-702
WESTBURY NY 11590

Agency License Number L047228

Location Number: 168877

Issued On 01/07/2011

12/13/16
per Florida
perpetual -
do not expire

Pursuant to Section 626.0428, Florida Statutes, This Agency Location Shall Be In The Active Full-Time Charge Of A Licensed And Appointed Agent Holding The Required Agent Licenses To Transact The Lines Of Insurance Being Handled At This Location.

Pursuant To Subsection (26.172(4), Florida Statutes, Each Agency Location Must Display The License Prominently In A Manner That Makes It Clearly Visible To Any Customer Or Potential Customer Who Enters The Agency Location.

S. H. Fawcett
Infl Arwater
Chief Financial Officer
State of Florida

1.5.1: QUALIFICATIONS PRESENTATION

SIMILAR PROJECT DESCRIPTIONS AND PERSONNEL EXPERIENCE- In section 1.1.2 heading Proposer Experience and Qualifications it clearly explains Race World team personnel. At the same time, showing their experience and history in producing offshore powerboat events, while also highlighting their roles within Race World Offshore. These members of Race World Offshore have worked together for many years. RWO successfully brings a superior, well qualified team to produce offshore powerboat racing events.

Attachment B
Qualifications Statement

Qualification Statement - General

(Include with Proposal Qualifications in a separate package from Package No. 2 and in Sealed Envelope)

1. Legal Name, Address, and Telephone Number:

Race World Offshore LLC

1417 Pine Street, Key West, FL (305-797-8705)

2. Check one: Corporation ; Partnership ; Individual

3. If a Corporation, State:

Date of Incorporation: July 6, 2017

State in which Incorporated: Florida

Name and Title of Principal Officers

Date of Assuming Position

Larry Blell 7/6/17

Shannon Falkner 7/6/17

If an Out-of-State Corporation, currently authorized to do business in Florida, give date of such authorization.

4. If Partnership:

Date of Organization: _____

Nature of Partnership (General, Limited, or Association):

Name and Address of Partners:

5. If an Individual, State – Name and Address of Owner:

Attachment E
Local Vendor Certification Pursuant to City of Key West Ordinance
09-22
Section 2-798

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

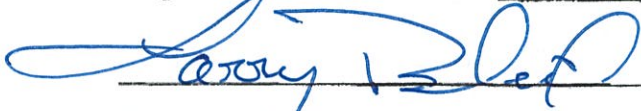
The undersigned, as a duly authorized representative of the vendor listed herein, certifies to the best of his/her knowledge and belief, that the vendor meets the definition of a "Local Business." For purposes of this section, "local business" shall mean a business which:

- a) Principle address as registered with the FL Department of State located within 30 miles of the boundaries of the city, listed with the chief licensing official as having a business tax receipt with its principle address within 30 miles of the boundaries of the city for at least one (1) 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; and
- c) Having paid all current license taxes and any other fees due the city at least 24 hours prior to the publication of the call for bids or request for proposals.
 - Not a local vendor pursuant to Ordinance 09-22 Section 2-798
 - Qualifies as a local vendor pursuant to Ordinance 09-22 Section 2-798

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

Business Name: Race World Offshore LLC Phone: 305-797-8705 Current
Local Address: 1417 Pine Street, Key West, FL Fax: _____ (P.O Box numbers
may not be used to establish status)

Length of time at this address: 5 years



Signature of Authorized Representative

2/21/19

Date

NOTARY

STATE OF Florida

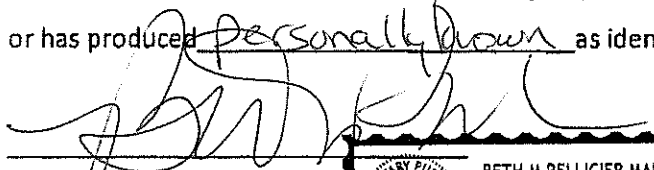
COUNTY OF Monroe

The foregoing instrument was acknowledged before me this 21st day of Feb, 2019

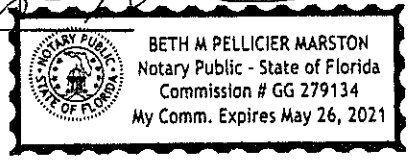
By Larry Bleil, Mgr, of Race World Offshore, LLC

(Name of officer or agent, title of officer or agent) Name of corporation acknowledging)

or has produced personally drawn as identification.



Signature of Notary



Print, Type or Stamp Name of Notary

Title or Rank

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

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 RACE WORLD OFFSHORE LLC
Location Addr 1417 PINE ST
Lic NBR/Class LIC2019- MISCELLANEOUS OTHER SERVICES
 000095
Issued Date 2/8/2019 Expiration Date: September 30, 2019

MISCELLANEOUS OTHER SERVICE

Comments: BOAT RACE PROMOTIONAL COMPANY

Restrictions: HOME OCCUPATION

RACE WORLD OFFSHORE LLC
C/O LARRY BLEIL
1417 PINE STREET
KEY WEST , FL 33040

This document must be prominently displayed.

RACE WORLD OFFSHORE LLC

Attachment F
Indemnification Form

CITY OF KEY WEST INDEMNIFICATION FORM

CONTRACTOR agrees to protect, defend, indemnify, save and hold harmless The City of Key West, all its Departments, Agencies, Boards, Commissions, officers, City's Consultant, agents, servants and employees, including volunteers, from and against any and all claims, debts, demands, expense and liability arising out of injury or death to any person or the damage, loss of destruction of any property which may occur or in any way grow out of any act or omission of the PROPOSER, its agents, servants, and employees, or any and all costs, expense and/or attorney fees incurred by the City as a result of any claim, demands, and/or causes of action except of those claims, demands, and/or causes of action arising out of the negligence of The City of Key West, all its Departments, Agencies, Boards, Commissions, officers, agents, servants and employees. The PROPOSER agrees to investigate, handle, respond to, provide defense for and defend any such claims, demand, or suit at its sole expense and agrees to bear all other costs and expenses related thereto, even if it (claims, etc.) is groundless, false or fraudulent. The City of Key West does not waive any of its sovereign immunity rights, including but not limited to, those expressed in Section 768.28, Florida Statutes.

These indemnifications shall survive the term of this agreement. In the event that any action or proceeding is brought against the City of Key West by reason of such claim or demand, PROPOSER shall, upon written notice from the City of Key West, resist and defend such action or proceeding by counsel satisfactory to the City of Key West.

The indemnification provided above shall obligate PROPOSER to defend at its own expense to and through appellate, supplemental or bankruptcy proceeding, or to provide for such defense, at the City of Key West's option, any and all claims of liability and all suits and actions of every name and description covered above which may be brought against the City of Key West whether performed by PROPOSER, or persons employed or utilized by PROPOSER.

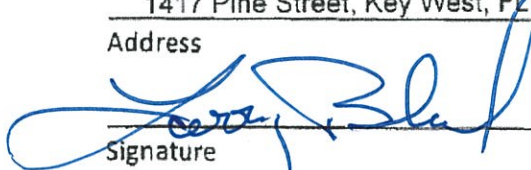
The PROPOSER's obligation under this provision shall not be limited in any way by the agreed upon Contract Price as shown in this agreement, or the PROPOSER's limit of or lack of sufficient insurance protection.

COMPANY SEAL

PROPOSER: Race World Offshore, LLC

1417 Pine Street, Key West, FL 333040

Address



Signature

Larry Bleil

Print Name

2/21/19
Date

Manager

Title

NOTARY FOR THE PROPOSER

STATE OF Florida

COUNTY OF Monroe

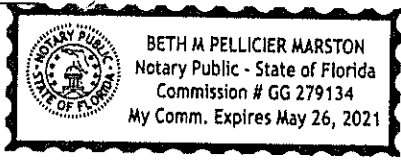
The foregoing instrument was acknowledged before me this 21 day of Feb, 2019.

By Larry Bleil, Manager, of Race World Offshore, LLC

(Name of officer or agent, title of officer or agent) Name of corporation acknowledging)

or has produced personally known as identification.

[Handwritten Signature]
Signature of Notary



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

Print, Type or Stamp Name of Notary

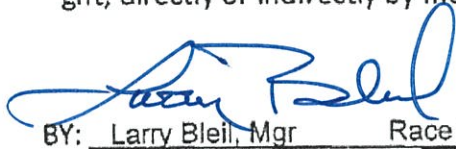
Title or Rank

Attachment G
Anti-Kickback Affidavit

ANTI-KICKBACKAFFIDAVIT

STATE OF FLORIDA)
 : SS
COUNTY OF MONROE)

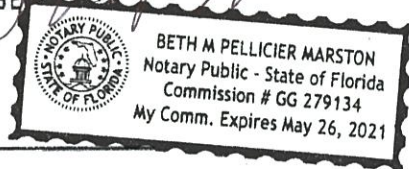
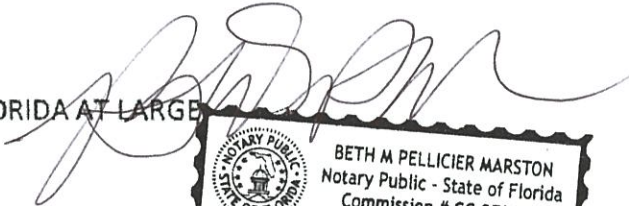
I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein Bid will be paid to any employees of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.



BY: Larry Bleil, Mgr Race World Offshore, LLC

Sworn and subscribed before me this 21st day of Feb, 2019.

NOTARY PUBLIC, STATE OF FLORIDA AT LARGE



My Commission Expires: _____

Attachment H
Public Entity Crimes Form

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 OFFICE
AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with RFP, Bid or Contract No. RFP 006-19 for
Annual Power Boat Championship Race

2. This sworn statement is submitted by _____ (Name of entity submitting sworn statement)
Race World Offshore, LLC
whose business address is 1417 Pine Street
Key West, FL 33040 and (if
applicable) its Federal Employer Identification Number (FEIN) is
82-2106722 (If the entity has no FEIN, include the Social
Security Number of the individual signing this sworn statement.)

3. My name is Larry Bleil and my relationship to
(Please print name of individual signing)

the entity named above is Manager.

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 entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

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

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 t 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 a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)
- Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.
- The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has 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]
(Signature)

2/21/19
(Date)

STATE OF Florida

COUNTY OF Monroe

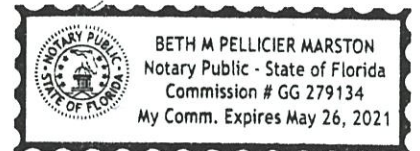
PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Larry Bleil who, after first being sworn by me, affixed his/her signature in the
(Name of individual signing)

space provided above on this 21st day of Feb, 2019

My commission expires:

[Signature]
NOTARY PUBLIC



Attachment I
Non-Collusion Declaration and Compliance

NON-COLLUSION DECLARATION AND COMPLIANCE WITH 49 CFR 529

ITEM/SEGMENT NO.: RFP 006-19
F.A.P. NO.: _____
PARCEL NO.: _____
COUNTY OF: Monroe
BID LETTING OF: _____, _____

I, Larry Bleil, hereby
(NAME)
declare that I am Manager of Race World Offshore, LLC
(TITLE) (FIRM)
Of Key West, FL
(CITY AND STATE)

and that I am the person responsible within my firm for the final decision as to the price(s) and amount of this Bid on this Project.

I further declare that:

1. The prices(s) and amount of this bid have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition with any other contractor, bidder or potential bidder.
2. Neither the price(s) nor the amount of this bid have been disclosed to any other firm or person who is a bidder or potential bidder on this project, and will not be so disclosed prior to the bid opening.
3. No attempt has been made or will be made to solicit, cause or induce any other firm or person to refrain from bidding on this project, or to submit a bid higher than the bid of this firm, or any intentionally high or non-competitive bid or other form of complementary bid.
4. The bid of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary bid.
5. My firm has not offered or entered into a subcontract or agreement regarding the purchase of materials or services from any firm or person, or offered, promised or paid cash or anything of value to any firm or person, whether in connection with this or any other project, in consideration for an agreement or promise by any firm or person to refrain from bidding or to submit a complementary bid on this project.
6. My firm has not accepted or been promised any subcontract or agreement regarding the sale of materials or services to any firm or person, and has not been promised or paid cash or anything of value by any firm or person, whether in connection with this or any other project, in consideration for my firm's submitting a complementary bid, or agreeing to do so, on this project.
7. I have made a diligent inquiry of all members, officers, employees, and agents of my firm with responsibilities relating to the preparation, approval or submission of my firm's bid on this project and have been advised by each of them that he or she has not participated in any communication, consultation, discussion, agreement, collusion, act or

other conduct inconsistent with any of the statements and representations made in this Declaration.

8. As required by Section 337.165, Florida Statutes, the firm has fully informed the City of Key West in writing of all convictions of the firm, its affiliates (as defined in Section 337.165(l)(a), Florida Statutes), and all directors, officers, and employees of the firm and its affiliates for violation of state or federal antitrust laws with respect to a public contract or for violation of any state or federal law involving fraud, bribery, collusion, conspiracy or material misrepresentation with respect to a public contract. This includes disclosure of the names of current employees of the firm or affiliates who were convicted of contract crimes while in the employ of another company.

9. I certify that, except as noted below, neither my firm nor any person associated therewith in the capacity of owner, partner, director, officer, principal, investigator, project director, manager, auditor, and/or position involving the administration of Federal funds:

(a) is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions, as defined in 49 CFR §29.110(a), by any Federal department or agency;

(b) has within a three-year period preceding this certification been convicted of or had a civil judgment rendered against him or her for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a Federal, State or local government transaction or public contract; violation of Federal or State antitrust statutes; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;

(c) is presently indicted for or otherwise criminally or civilly charged by a Federal, State or local governmental entity with commission of any of the offenses enumerated in paragraph 9(b) of this certification; and

(d) has within a three-year period preceding this certification had one or more Federal, State or local government public transactions terminated for cause or default.

10. I(We), certify that I(We), shall not knowingly enter into any transaction with any subcontractor, material supplier, or vendor who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this contract by any Federal Agency unless authorized by the Department.

Where I am unable to declare or certify as to any of the statements contained in the above stated paragraphs numbered (1) through (10), I have provided an explanation in the "Exceptions" portion below or by attached separate sheet.

EXCEPTIONS:

(Any exception listed above will not necessarily result in denial of award, but will be considered in determining bidder responsibility. For any exception noted, indicate to whom it applies, initiating agency and dates of agency action.

Providing false information may result in criminal prosecution and/or administrative sanctions.)

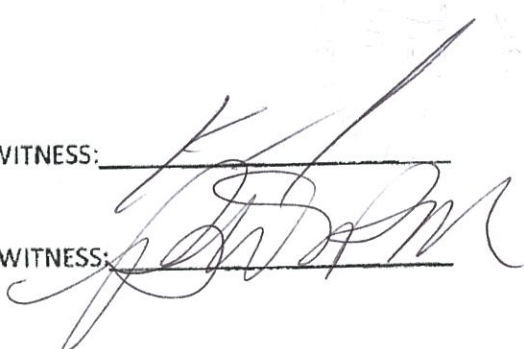
I declare under penalty of perjury that the foregoing is true and correct.

PROPOSER: _____ (Seal)

BY: Larry Bleil, Manager
NAME AND TITLE PRINTED

WITNESS: _____

BY: 
SIGNATURE

WITNESS: 

Executed on this 21st day of Feb, 2019

**FAILURE TO FULLY COMPLETE AND EXECUTE THIS DOCUMENT MAY RESULT
IN THE BID BEING DECLARED NONRESPONSIVE**

Attachment J
Cone of Silence Affidavit

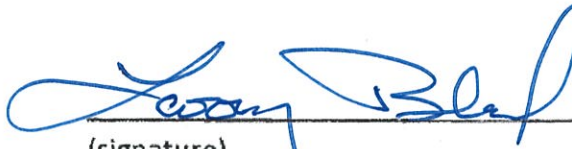
CONE OF SILENCE AFFIDAVIT

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 Race World Offshore, LLC have read and understand the limitations and procedures regarding communications concerning City of Key West issued competitive solicitations pursuant to City of Key West Ordinance Section 2-773 Cone of Silence (attached).



(signature)

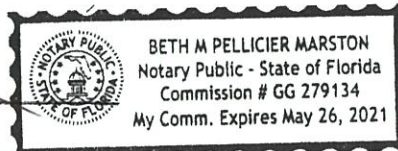
2/21/19
(date)

Sworn and subscribed before me this

21st Day of Feb, 2019



NOTARY PUBLIC, State of Florida at Large



My Commission Expires: _____

Attachment K
Equal Benefits for Domestic Partners

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)

: SS

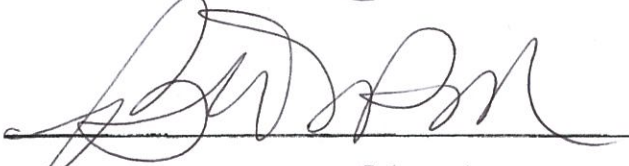
COUNTY OF Monroe)

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

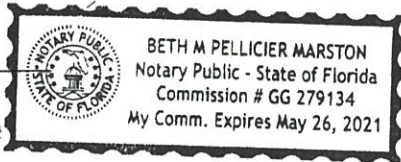
By: 
_____ Larry Bleil

Sworn and subscribed before me this

21st day of Feb, 2019.



NOTARY PUBLIC, State of Florida at Large



My Commission Expires: _____