



**Date:** July 16, 2013

**Letter of Interest:** For Annual Lease of  
River House Restaurant  
in Fort Lauderdale's Historic  
Riverwalk District

**Submitted by:** James Campbell  
Riverfront Cruise and Anticipation  
Yacht Charters LLC

**TAB 1**  
**Bid/Proposal Signature Page**

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: [Signature] (signature) 10/July 2013 (date)

Name (printed) JAMES CAMPBELL MGR

Company: (Legal Registration) RIVERFRONT CONSTRUCTION & ANTICIPATION YARDS

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/).

Address: 4 West LOS OLIVOS

City FT LAUDERDALE State: FL Zip 33301

Telephone No. 954-463-3372 FAX No. 954-527-0171 Email: INFO@ANTICIPATION.COM

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions):

Payment Terms (section 1.04): Total Bid Discount (section 1.05):

Does your firm qualify for MBE or WBE status (section 1.09): MBE WBE

ADDENDUM ACKNOWLEDGEMENT - Contractor acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES NO

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Contractor will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS. If this section does not apply to your bid, simply mark N/A in the section below.

Variations:

**TAB 2**  
**Non-Collusion Statement**

**NON-COLLUSION STATEMENT:**

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

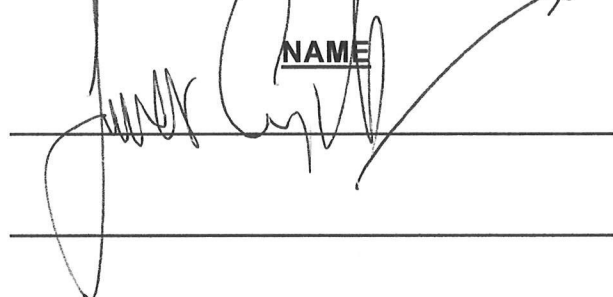
For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

**3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).**

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

**Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.**

<u>NAME</u>	<u>RELATIONSHIPS</u>
 _____	_____
_____	_____
_____	_____
_____	_____

**In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.**

**TAB 3**  
**Cost Proposal Page**

PART VII - PROPOSAL PAGES – COST PROPOSAL

Contractor Name Riverfront Cruises

**Failure to use the City's COST PROPOSAL Page and provide information as requested in this RFP, may deem your proposal non-responsive.**

1. Please state below the Contractor's initial investment to the modifications of the building.  
Contractor shall be required to make an initial minimum investment to the modifications of the site in the amount of one million dollars (\$1,000,000). Any and all modifications must bring the building and surrounding property to current code requirements

**INITIAL INVESTMENT**

\$ up to \$1,000,000

Written amount up to one million Dollars

2. Please state below the Contractor's percentage of gross proceeds offering per year.

**PERCENTAGE OF GROSS PROCEEDS OFFER**

\$ 5% of Gross /annum

Written amount Five Percent of Gross

**TAB 4**  
**Cover Letter**



James Campbell Riverfront Cruise and Anticipation  
Yacht Charters LLC Suite 300 4 west los Olas Fort  
Lauderdale, FL 33304

AnnaDebra Diaz, CPPB City of Fort Lauderdale  
Procurement Services Division 100 North Andrews  
Avenue, #619 Fort Lauderdale, FL 33301

To Whom It May Concern:

We propose that the city of Fort Lauderdale needs a restaurant/tea garden and banquet facility providing the warm, genteel Southern hospitality that historically has been associated with the area. The River House Restaurant situated in the sub tropical breezeways of downtown Fort Lauderdale provides the perfect setting for an old Florida style dining experience. We will provide American modern cuisine served by well trained and eager to please staff. River House Restaurant will provide inside and outside dining and will provide a perfect venue for weddings and other occasions for corporations and individuals. This is the ideal location for dinner and a cruise. Imagine attending a wedding at the beautiful Riverhouse Restaurant followed by a cruise along Fort Lauderdale's spectacular waterways.

The proposing company is solely owned by Mr. James Campbell, himself a qualified chef with over thirty years experience in the hospitality business. Mr. Campbell also owns Riverfront Cruise and Anticipation Yacht Charters LLC ([www.anticipation.com](http://www.anticipation.com)), which has been in operation on the New River in Fort Lauderdale for over twenty five years with licenses from the city of Fort Lauderdale. Riverfront Cruises is famous for its Venice of America tours.

Mr. Campbell and his professional team operate their own vigorous marketing department within their Yacht Charter company which has consistently yielded positive results for their boat business. As the yachts are floating restaurants, their marketing strategies will enhance all marketing of the River House Restaurant.

Mr. Campbell appreciates the vast history associated with the River House Restaurant and is eager to retain its tropical character in every aspect possible. Attached please find Riverfront Cruises' proposal to renovate and operate the restaurant located at the historic Bryan Homes property.

Sincerely,

  
James Campbell

**TAB 5**  
**Company Profile**

Name: Riverfront Cruise and Anticipation Yacht Charters  
LLC  
Address: Suite 300 4 west Los Olas Blvd, *Fort Lauderdale,*  
*Florida* 33304  
Telephone (954) 463-3372  
Fax: (954) 527-0171  
E-mail: presyacht@yahoo.com  
Web page: www.anticipation.com  
www.fortlauderdalestseeingcruise.com  
Years in business: 25  
Type of firm: local  
Owner: James Campbell  
Manager: James Campbell

**TAB 6**  
**Executive Summary**

The main issue of this property is the age of the building and the need to restore it without damaging the integrity of the building. However, as long as all work is carried out by experienced craftsman, the issue should be resolved. Specifically where required Licenced Contractors will be retained.

As a charter yacht and tour operator, we already have many years of experience in maintaining equipment and property under difficult conditions.

The proposed method to accomplish all of the requirements are easily attained by applying well tested traditions of hospitality and quality above all else. Our ongoing experience in the food and beverage business and our location on the New River make us the ideal candidate to operate the River House Restaurant.

The natural synergies between a company that operates both yacht charters for weddings, corporate parties and groups and caters for destination management companies is obviously enhanced by the addition of a shore based facility. Anticipation Yacht Charters already prides itself on its quality of food, elegance of service and professionalism. All food is currently prepared on board our luxury yachts which are considered to be some of the finest floating restaurants in South Florida. Light snacks are served on our sightseeing vessel which operates seven days a week, year round. It is a team operation which can benefit from the addition of a restaurant with obvious market advantages already in place.

James Campbell and his team are the ideal candidate to develop, operate, manage and market the River House Restaurant, Fort Lauderdale.

**TAB 7**  
**Professional Licenses and Certificates; Insurance**



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
06/28/2013

<b>PRODUCER</b> SOUTHEAST INSURANCE BROKERAGE COMPANY 2665 SOUTH BAYSHORE DRIVE, SUITE 1001 COCONUT GROVE, FL 33133		305-442-1500	THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.
<b>INSURED</b> ANTICIPATION YACHT CHARTERS RIVERFRONT CRUISES 4 WEST LAS OLAS BLVD, SUITE 300 FORT LAUDERDALE, FL 33301		<b>INSURERS AFFORDING COVERAGE</b> INSURER A: GREAT AMERICAN INSURANCE CO. INSURER B: INSURER C: INSURER D: INSURER E:	

### COVERAGES

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. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	ADD'L INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A		<b>GENERAL LIABILITY</b> <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> <b>P&amp;I OCEAN MARINE LIABILITY</b> GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	OMH 144185601	12/07/2012	12/07/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ N/A MED EXP (Any one person) \$ N/A PERSONAL & ADV INJURY \$ N/A GENERAL AGGREGATE \$ 2,000,00 PRODUCTS - COMP/OP AGG \$ N/A
		<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
		<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$
		<b>EXCESS / UMBRELLA LIABILITY</b> <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$
		<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N If yes, describe under SPECIAL PROVISIONS below				<input type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A		<b>OTHER HULL</b>	OMH 144185601	12/07/2012	12/07/2013	AGREED VALUE. SEE BELOW.

### DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

THE FOLLOWING IS LISTED AS ADDITIONAL INSURED AS THEIR INTEREST MAY APPEAR: CITY OF FORT LAUDERDALE.  
 HULL COVERAGE REGARDING: RIVER FRONT I AGREED VALUE: \$350,000/ ANTICIPATION IV AGREED VALUE: \$600,000/  
 ANTICIPATION V AGREED VALUE: \$400,000.

### CERTIFICATE HOLDER

CITY OF FORT LAUDERDALE  
 2 SOUTH NEW RIVER DR. EAST  
 FORT LAUDERDALE, FL 33301

### CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

THOMAS D. ANDERSEN



**STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**DIV OF ALCOHOLIC BEVERAGES & TOBACCO  
1940 NORTH MONROE STREET  
TALLAHASSEE FL 32399-0783**

850.487.1395

MARINE HOSPITALITY CORP  
RIVERFRONT CRUISES I  
928 N.E. 20TH AVE.  
FORT LAUDERDALE FL 33304

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto [www.myfloridalicense.com](http://www.myfloridalicense.com). There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



**STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND  
PROFESSIONAL REGULATION**

BEV1615162 ISSUED: 04/23/2013

RETAILER OF ALCOHOLIC BEVERAGES  
MARINE HOSPITALITY CORP  
RIVERFRONT CRUISES I  
CONSUMPTION ON PREMISES ONLY

IS LICENSED under the provisions of Ch.565 FS.  
Expiration date : MAR 31, 2014 L1304230001039



The Department of State is leading the commemoration of Florida's 500th anniversary in 2013. For more information, please go to [www.VivaFlorida.org](http://www.VivaFlorida.org).

DETACH HERE

**STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
DIV OF ALCOHOLIC BEVERAGES & TOBACCO**

LICENSE NUMBER	SERIES	TYPE
BEV1615162	4COP	SPX

The RETAILER OF ALCOHOLIC BEVERAGES  
Named below IS LICENSED  
Under the provisions of Chapter 565 FS.  
Expiration date: MAR 31, 2014  
CONSUMPTION ON PREMISES ONLY



MARINE HOSPITALITY CORP  
RIVERFRONT CRUISES I  
SLIPS 88-90 N. NEW RIVER DR. W  
FORT LAUDERDALE FL 33301



RICK SCOTT  
GOVERNOR

ISSUED: 04/23/2013 SEQ # L1304230001039  
DISPLAY AS REQUIRED BY LAW

EXHIBIT 6  
KEN LAWSON  
SECRETARY  
Page 16 of 39





CITY OF  
FORT LAUDERDALE BUSINESS TAX YEAR 2012 - 2013

*Venice of America*

**BUSINESS TAX**  
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311  
(954)828-5195

Business ID: 9902397      Business Name: RIVERFRONT CRUISE & ANTICIPATION  
Business Address: 928 NE 20 AVE  
Tax Category: OFFICE USE ONLY      Tax#: 731473      Fee:

RIVERFRONT CRUISE & ANTICIPATION  
EILEEN WHITE MGR  
928 NE 20 AVE  
FORT LAUDERDALE, FL 33304

\*\*\*DETACH AND POST THIS RECEIPT IN A CONSPICUOUS PLACE\*\*\*

Business ID: 9902397  
Tax Number: 731473  
Business Name: RIVERFRONT CRUISE & ANTICIPATION  
Business Address: 928 NE 20 AVE  
Business Owner: WHITE, EILEEN

- ✓ This Receipt issued for the period commencing October 1<sup>st</sup> and ending September 30<sup>th</sup> of the years shown above.
- ✓ If you have moved your business, please complete below and bring it into our office.
- ✓ A transfer of business location is subject to zoning approval. Please bring this receipt in to our office to obtain the necessary approval.
- ✓ If you have sold your business, please sign below and mail it to our office, or provide it to the Purchaser to bring into our office along with a Bill of Sale.
- ✓ A Transfer fee applies of 10% of the annual business tax fee, not less than \$3.00, no more than \$25.00.

Purchaser Name: \_\_\_\_\_

Print Name

Signature

Seller Name: \_\_\_\_\_

Print Name

Signature

**Please be advised that this issuance of a Business Tax Receipt establishes that the business you intend to conduct is a use permitted by the City Zoning Code for the location at which you intend to operate. The issuance of a Business Tax Receipt in no way certifies that the property located at this address is in compliance with other provisions of the City Code of Ordinances.**

BUILDING DEPARTMENT  
BUSINESS TAX  
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311  
TEL (954)828-5195 FAX (954)828-6929  
WWW.FORTLAUDERDALE.GOV

**TAB 8**  
**Development Plan for Leasehold Improvements**

1. As previously stated, Mr. Campbell fully appreciates the history and character of the River House Restaurant and as such is not planning on redesigning the building but rather renewing, repairing and replacing the old throughout, both inside and out. The walkways, terraces, patios, windows and the kitchen will be repaired so as to retain the original character and old world charm of the 100 year old building, as far as is practically possible. It is important to note that there is equipment that will not be replaced but repaired.
2. The estimated time required to complete all modifications and equipment improvements is six months.
3. The estimated time required after completion of all modifications and equipment improvements and prior to commencement of operations is four weeks.
- 4.Improvements will Include where necessary Walkways,AC,Windows,,Frames,Floors, Ceiling, Patios Carpets,Canopys, Drains Gardens Yard Electrical Upgrades.
- 5.Cost Estimate Specifically for General Repairs but not iNcludeing the Kitchen \$300,000.
- 6.Cost Estimate Specifically for Kitchen Upgrades and Repairs \$300,000.
- 7.Cost estimate for Gardens Patios Lighting Furnature \$300,000.
- 8.Cost Estimate Miscellaneous \$100,000.

**TAB 9**  
**Operating Plan**

1. American style menus will be produced concentrating on fine dining using local produce. Menus will be modified according to customer feedback. Additionally, we plan to take advantage of the beautiful tropical surroundings by offering a tea garden. Staff will be trained in all aspects of production and presentation by the executive chef. Front of house staff will be trained by the food and beverage manager.

The River House Restaurant will have its own website promoting fine cuisine and genteel ambiance and will have a link up with the concierges in all the area hotels. In addition to this, group and tourist marketing will be maintained at all times with direct marketing to the more than 50,000 passengers Riverfront Cruise and Anticipation Yacht Charters carry each year.

2. All employees will be hired according to Florida Labor Law. State and Federal laws will be upheld at all times.

All staff will be trained on the prevention of fire and other emergency situations and on how to use defibrillators and handle minor medical emergencies. Training will be refreshed on a monthly basis.

Daily reporting of all incidents will be mandatory.

Additionally, a state of the art CCTV (closed circuit television system) and fire monitoring and burglar system will be installed to ensure the safety of the property.

3. Mr. Campbell sees the River House Restaurant as Fort Lauderdale's jewel of southern hospitality and a showcase of traditional American style cuisine. A place where every customer will experience fine dining on the riverside that served as a trading post for Seminole trappers selling their pelts to the new settlers. The experience will be further enhanced by the elegance of the River House itself and the lush sub tropical garden in which it is shaded.

Where possible, the restaurant will be staffed by local talent and excellence will be demanded at all times. Mr. Campbell is adamant that staff, at all times, be courteous and friendly. Additionally, Mr. Campbell's other companies already employ a full-time maintenance staff which will be available to address any and all maintenance issues at this location in a quick and efficient manner daily.

4. As stated above, the competency of the staff has been a priority throughout Anticipation Yacht Charter's twenty five years in business and continues to be throughout Mr. Campbell's companies.

This ethos is compounded by careful and tight controls and conservative forecasting. In spite of the recent downturn in the economy, Mr. Campbell and his staff are expanding the yacht charter business.

5. Riverfront Cruise and Anticipation Yacht Charters LLC has always maintained a good working relationship with the city's Marine Facilities Department and the Downtown Development Authority. Moreover, the company has been a major sponsor for downtown events and is an active participant in the regeneration of the New River, the Riverwalk Trust and the downtown area. Mr. Campbell was one of the key people involved in bringing back the Saint Patrick's Day Parade and Festival to downtown Fort Lauderdale and will continue to be active in doing so for years to come.

**TAB 10**  
**Marketing Plan**

Mr. Campbell and his team excel at marketing, with the company having its own internal marketing department. Marketing the River House Restaurant will be included in the already successful marketing of the companies floating restaurants that already provide fine dining and play a host to major corporate events, weddings and all other group events.

A dedicated marketing person will be assigned to the River House Restaurant. The marketing plan will include targeting the passengers that are carried yearly on our vessels, marketing directly to cruise ship passengers, sponsorship and local value deals. Magazine and local guides will be targeted, as will destination management and event planners.



**TAB 11**  
**Financial Plan**

**RIVERFRONT CRUISES AND ANTICIPATION YACHT CHARTERS, LLC  
RIVERHOUSE RESTAURANT  
PRO-FORMA**

	Years				
	1	2	3	4	5

<b>Statistics</b>					
Number of Functions	25	30	35	40	50
Average Numbers of Guest per Function	100	100	100	100	100
Average Room Rental	0	0	0	0	0
Average Food Revenue per Guest	45.00	45.00	45.00	45.00	45.00
Average Beverage Revenue per Guest	25.00	25.00	25.00	25.00	25.00
Other Revenue per Function	1,000	1,000	1,000	1,000	1,000

<b>Revenues</b>					
Room Rental	-	-	-	-	0
Food	112,500	135,000	157,500	180,000	225,000.00
Beverage	62,500	75,000	87,500	100,000	125,000.00
Other	25,000	30,000	35,000	40,000	50,000
<b>Total revenues</b>	<b>200,000</b>	<b>240,000</b>	<b>280,000</b>	<b>320,000</b>	<b>400,000</b>

<b>Costs of revenue</b>					
Food	22,500	27,000	31,500	36,000	45,000
Beverage	6,250	7,500	8,750	10,000	12,500
<b>Total cost of sales</b>	<b>28,750</b>	<b>34,500</b>	<b>40,250</b>	<b>46,000</b>	<b>57,500</b>

<b>Gross profit</b>					
<b>Operating expenses</b>					
Payroll	15,000	16,500	18,150	19,965	21,962
Advertising	10,000	11,000	12,100	13,310	14,641
Insurance	22,000	24,200	26,620	29,282	32,210
Legal and professional	-	-	-	-	-
Repairs and maintenance	52,000	57,200	62,920	69,212	76,133
Communications	1,000	1,100	1,210	1,331	1,464
Operating Supplies	5,000	5,500	6,050	6,655	7,321
Other operating expenses	20,000	22,000	24,200	26,620	29,282
<b>Total operating expense</b>	<b>125,000</b>	<b>137,500</b>	<b>151,250</b>	<b>166,375</b>	<b>183,013</b>

<b>Income from operations</b>	<b>46,250</b>	<b>68,000</b>	<b>88,500</b>	<b>107,625</b>	<b>159,488</b>
Lease payments - 5% of revenue	10,000	12,000	14,000	16,000	20,000
<b>Earnings before interest, depreciation, amortization, and provision for (benefit from) income tax</b>	<b>36,250</b>	<b>56,000</b>	<b>74,500</b>	<b>91,625</b>	<b>139,488</b>

FOR INTERNAL USE ONLY - UNAUDITED

**TAB 12**  
**References**

E. CLAY SHAW, JR.  
22ND DISTRICT, FLORIDA

COMMITTEE:

WAYS AND MEANS

SUBCOMMITTEES:

CHAIRMAN  
TRADE

SOCIAL SECURITY

OVERSIGHT

CHAIRMAN

FLORIDA CONGRESSIONAL DELEGATION



Congress of the United States  
House of Representatives  
Washington, DC 20515-0922

1236 LONGWORTH HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
(202) 225-3026

DISTRICT OFFICES:

BROWARD COUNTY  
1512 EAST BROWARD BOULEVARD  
SUITE 101  
FORT LAUDERDALE, FL 33301  
(954) 522-1800

PALM BEACH COUNTY  
222 LAKEVIEW AVENUE, #225  
WEST PALM BEACH, FL 33401  
(561) 832-3007

WEB SITE

[www.house.gov/shaw](http://www.house.gov/shaw)

June 26, 2006

Ms. Stephanie Logue  
Director of Sales and Special Events  
Riverfront Cruises & Anticipation Yachts  
702 Northeast 2nd Avenue  
Fort Lauderdale, Florida 33304

Dear Ms. Logue:

Enclosed please find a flag which was had flown over the Capitol for The U.S. Army Corps, 493<sup>rd</sup> Fighter Squadron, 48<sup>th</sup> Fighter Group, 9<sup>th</sup> Air Force World War II Veterans.

The flag was flown for the veterans' reunion event which was held on May 12, 2006. Unfortunately, due to the backlog, we were unable to get a flag expedited.

If you have any questions or concerns, please feel free to contact Kim Murray in the Fort Lauderdale District Office. Once again I apologize for the delay.

Sincerely

E. Clay Shaw, Jr.  
Member of Congress

ECS: km

**Delmar Learning**  
Executive Woods  
5 Maxwell Drive, P.O. Box 8007  
Clifton Park, NY 12065-8007  
Tel (518) 348-2300  
www.delmarlearning.com



August 17, 2006

Riverfront Cruises & Anticipation Yachts  
702 N.E. 2<sup>nd</sup> Avenue  
Fort Lauderdale, FL 33304  
Attn: Maritza Gonzales

Dear Maritza,

I would like to take this opportunity to say THANK YOU so much for all of your hard work and planning that went into our company dinner cruise on July 24, 2006. From our initial phone call to the last minute details you were so professional and helpful. You and your company went above and beyond with our special requests. My boss was so impressed with the style of the yacht, the staff, the food and all of the extras especially the white linen! He said it was such an elegant affair. All of our hard work paid off.

Feel free to use me as a reference at anytime. It's the least I can do. I can be reached at (518) 348-2340.

Thank you once again. If I am ever in Fort Lauderdale I will stop in!

Take care!

Sincerely,

A handwritten signature in cursive script that reads "Lauren A. Cote".

Lauren A. Cote  
Executive Assistant





December 10, 2007

James Campbell  
Anticipation Yachts  
702 N.E. 2nd Avenue  
Fort Lauderdale, FL 33304

Dear Mr. Campbell,

Thank you very much for your generosity in sponsoring the Facing It Together Family Holiday Party on November 25<sup>th</sup>. More than 100 people attended, and both the children and the parents had a terrific time. The staff on board was wonderful to work with and made sure that the kids were happy throughout the entire event.

As you know, the party was specifically offered for children affected with craniofacial disorders. The children have undergone numerous surgeries throughout their life, and this party gave them the opportunity to relax and enjoy a peaceful afternoon. It was also a great chance for them meet other kids faced with similar challenges.

Facing It Together is a 501(c)3 nonprofit organization with a mission to improve the lives of children and adults in South Florida with craniofacial disorders resulting from birth, disease or trauma. Facing It Together provides funding for medical services not covered by insurance, helps families in need through a support network, and is dedicated to funding advanced research on the treatment and prevention of craniofacial disorders.

Thank you again for your generosity to Facing It Together. You are truly making a difference in the lives of children and families with craniofacial differences.

Sincerely,

Amy Miller  
Administrator

August 14, 2008

Mr. James Campbell  
Anticipation Yachts  
928 NE 20th Avenue  
Ft Lauderdale Fl 33304

Dear Mr. Campbell:

I wish to thank you and your marvelous staff for making my wife's 50<sup>th</sup> surprise birthday party a huge success. The party took place on the Anticipation V, on August 12, 2008.

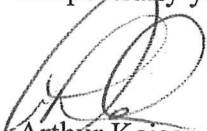
I had decided at the last minute to have this event and contacted your Director of Sales, Maritza Gonzales. Maritza went out of her way to make sure that each detail, no matter how small, was taken care of. She continually followed through with emails and phone calls to confirm that everything was going as I requested and to ease my mind.

Upon boarding the yacht, the Cruise Coordinator, Andrea Voros, was there to greet everyone and get the party in a festive mood. The staff was warm and friendly and added to the ambiance of this special evening.

The food was exceptional. The hors-d'ouvres were served piping hot and just kept coming. The meal was served in a timely manner and was delicious. My wife's birthday cake was decorated beautifully and tasted even better.

Again, I thank you and your staff for a spectacular evening.

Respectfully yours,



Arthur Keiser, Ph.D.  
Chancellor

AK:bmr





A program of the  
Leadership Broward Foundation, Inc.

*Mission: To attract young professionals who identify with the goals of Emerge Broward in an effort to increase awareness in the community while building and maintaining relationships within our membership base.*

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*Program Co-Chair*
  - Jorge Vinat  
*Program Co-Chair*
  - Kevin Pickard  
*Past Program Co-Chair*
  - Vickki Placide  
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- Terri Wallace Flannery  
*Chief Executive Officer*
  - Susan Leveene  
*Programs Coordinator*

1640 W Oakland Park Blvd., Ste 400  
Fort Lauderdale, FL 33311  
Phone (954) 767-8866  
Fax (954) 485-6683  
[www.leadershipbroward.org](http://www.leadershipbroward.org)  
[www.emergebroward.org](http://www.emergebroward.org)

December 15, 2010

Ms. Eileen White  
Riverfront Cruise & Anticipation Yacht Charters, LLC  
928 NE 20<sup>th</sup> Avenue  
Fort Lauderdale, FL 33304

**Re: Riverfront Cruise – Connect Committee Event**

Dear Ms. White:

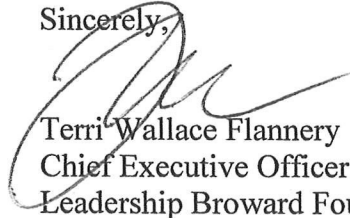
It is with immense gratitude that we write to you, a prominent business leader in the Broward County community. On behalf of the Emerge Broward Executive Board and the general membership, we would like to thank you for hosting our recent Riverfront Cruise.

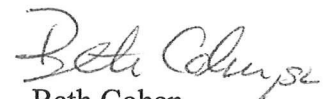
Our members truly enjoyed the cruise along the New River on your yacht. Thank you for taking a pro-active role in the community by supporting Emerge Broward by hosting this event.

Emerge Broward is a young professionals organization that promotes leadership and personal development through networking, community involvement, and educational opportunities. By offering events such as a Riverfront Cruise, our members and potential members alike are rewarded with priceless experiences. With more than 750 members ages 21-35, Emerge Broward serves as a pathway to personal and professional development for the current and future leaders of Broward County.

Thank you again for your continued commitment to our organization and community.

Sincerely,

  
Terri Wallace Flannery  
Chief Executive Officer  
Leadership Broward Foundation, Inc.

  
Beth Cohen  
Public Relations Chair  
Emerge Broward

All contributions are 100% tax-deductible and will support Leadership Broward Foundation, Inc., a 501(c)(3) non-profit foundation. Leadership Broward has served for 29 years as the premier leadership development program in Broward County operating six training programs: Leadership Broward, Youth Leadership Broward, Emerge Broward, FLY (Follow the Leader in You) Program, Encore Broward and Senior Executive Orientation. To date, Leadership Broward has thousands of alumni and more than 500 active members serving on virtually every non-profit board in Broward County. For more information, please visit [www.leadershipbroward.org](http://www.leadershipbroward.org).



10025 N. W. 116 Way, Suite 14  
Medley, Florida 33178  
Phone: (305) 887-4000  
Telefax: (305) 887-4400

October 9, 2012

Riverfront Cruise & Anticipation Yacht Charters, LLC  
Fort Lauderdale, Florida  
Attn: Eileen White

Dear Eileen,

On behalf of the entire staff at Wincorp International, Inc, I would like to thank you for making our 25<sup>th</sup> Anniversary celebration on Anticipation IV an unforgettable experience.

From the first occasion (of three) that you took the time to give us a tour of the yacht, your professionalism, courteousness, and unlimited collaboration was top notch. Your timely follow-ups and precise attention to detail did not go unnoticed. And it only got better the day of the event.

Our guests loved being greeted by the Captain and yourself. Every single member of your staff was so professional, patient and accommodating. The food display served upstairs was outstanding. And just when I thought it couldn't get any better, the ice sculpture of the vendor you recommended was truly extraordinary. The compliments that we received for that fantastic combination in the display were abundant. The food was so fresh and artistic; flavorful and plenty. The DJ that you provided was so nice and helpful. The music, as well as his services, was great. The complete package that you provided was second to none.

I cannot thank you enough for making us look so good, and making it look so easy! Thank you for alleviating us from the stress of a party set-up, service and clean up. Anticipation Yachts was really and truly phenomenal. I'll never forget this experience, and thanks to you, neither will our guests!

I look forward to being able to work with you again.

Kindest regards to you,

Ibett Remedios  
Executive Assistant



**RICK SCOTT**  
GOVERNOR



2013: Celebrating Florida's 500th Anniversary

Dear Business Professional:

Congratulations on receiving your business license for 2013. Five hundred years ago, Florida became the place where the world's cultures began to unite and transform into our great nation. Only in America can anyone from any family or zip code have the freedom and opportunity to pursue the American dream.

I know, because I have been blessed to live the American dream. Growing up, my parents struggled financially. In fact, when I started school, we lived in public housing. At age seven, I started my first part-time job selling TV Guides door-to-door. After high school, I joined the U.S. Navy and later worked my way through college. I was able to dream big dreams, work hard, and have them come true.

As Governor, I am focused on three goals for our state: making Florida the No. 1 place for business success, keeping the cost of living low for families and businesses, and making sure our schools prepare students for the career or college of their dreams.

Successful entrepreneurship is the foundation of Florida's future and ensures our state remains an attractive place to live, work, and play. As a lifelong entrepreneur, I am working to make the Sunshine State the best place for businesses to grow so that entrepreneurs like you can add private-sector jobs to Florida's economy.

Florida's economy is moving in the right direction because we have the right strategies in place. We are cutting burdensome government regulations and focusing on tax relief for small businesses. If you have ideas for improving Florida's business environment, I encourage you to share your ideas with me.

I wish you all the best for a great business year.

Sincerely,

Rick Scott  
Governor



*Cancer doesn't care...Do You!*

# *The James Jr. Fund, Inc.*

*Dedicated To The Treatment Of Children  
With Cancer And Special Needs*

**Dear Jim ,Patrice ,Max and Finn**

**Thank you all for the beautiful boat ride you provided for our special children and their families. Saying "Thank You" is not enough . The joy that the day gave them was in their face. A wonderful Time was had by all.**

**Our hats off to all you hard working staff. The way they Interacted with our kids was heart warming.**

**To Eileen White for her donation with the food and drinks. We are very lucky to have her on our Board.**

**To Jambarach for a professional display of cheese and fruit And the outstanding creation of the Parrot.**

**Jim and Patrice all of the extra's ie HATS,FLAGS and The Pirate Ship. This was truly a day to remember.**

**God Bless!!!**

**Sincerely,**

**Jim Kleinrichert and Board of Directors**

**The James Jr. Fund, Inc. was created in loving memory of James E. Kleinrichert, Jr.  
6255 STIRLING ROAD, DAVIE, FLORIDA 33314  
(954) 584-3082 (954) 584-0849 FAX  
A 501C3 non profit-charity**

**EXHIBIT 6  
CAM 13-1591  
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# Certificate of Appreciation

is awarded to

*James Campbell*

Thank You For Your Selfless  
Time And Service To

## Leadership Broward Class XXXI.

*Clinton Perkins*  
Clinton Perkins, Class Chair

*Kerry Wallace*  
Kerry Wallace, CEO

*Penelope Blair*  
Penelope Blair, Class Vice-Chair

*Amanda Mitchell*  
Amanda Mitchell, Programs Manager

**TAB 13**  
**Additional Offerings**

## ADDITIONAL OFFERINGS

As previously stated, Riverfront Cruise and Anticipation Yacht Charters LLC has a long history of providing the highest quality yacht charters. The following are just some of the clients who have booked their events with us based on our excellent service and attention to detail:



2007, 2010



2006, 2007, 2008, 2009,  
2010, 2012



2007, 2009, 2010, 2011



2007, 2008, 2009



2008, 2009, 2011



Leadership Ft  
Lauderdale Class 2012



2006, 2007, 2008, 2009,  
2010, 2011, 2012



2006, 2007, 2008, 2009,  
2010, 2011, 2012



2012

Additionally, Anticipation Yacht Charters was contracted by the United States Navy to provide transportation to and from the Aircraft Carriers USS Eisenhower and USS Truman in 2006 and 2007. In 2011, Anticipation Yacht Charters was selected by the Fort Lauderdale Navy League to host the Sailor of the Year Luncheon during Fleet Week.