

The City of Fort Lauderdale

**Response to Request for Proposal
for
Foreign Trade Zone Consultant, Annual Contract**

Submitted to:

**Procurement Services Division
Room 619
City Hall
100 North Andrews Avenue
Fort Lauderdale, Florida 33301**

Submitted by:

**Curtis D. Spencer
President
IMS Worldwide, Inc.
309 Henrietta St.
Webster, Texas**

February 26, 2014

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: _____ 2/26/14
(signature) (date)

Name (printed) Curtis Spencer Title: President

Company: (Legal Registration) IMS Worldwide, Inc

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: 309 Henrietta Street

City Webster State: TX Zip 77598

Telephone No. 281-554-9099 FAX No. 281-554-9506 Email: admin@imsw.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): *See page 18

Payment Terms (section 1.04): 2% 15 days, Net 30 Total Bid Discount (section 1.05): *See Cost Proposal Section 4

Does your firm qualify for MBE or WBE status (section 1.09): MBE Yes WBE No

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

<u>Addendum No.</u>	<u>Date Issued</u>
<u>1</u>	<u>February 10, 2014</u>

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

YES _____ NO X

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 Proposer 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:

N/A

revised 6-16-11

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,

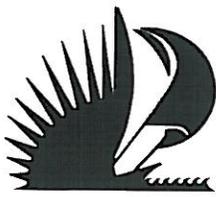
3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

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>
None	
_____	_____
_____	_____

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.



PART VII - PROPOSAL PAGES – COST PROPOSAL

Proposer Name IMS Worldwide, Inc.

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

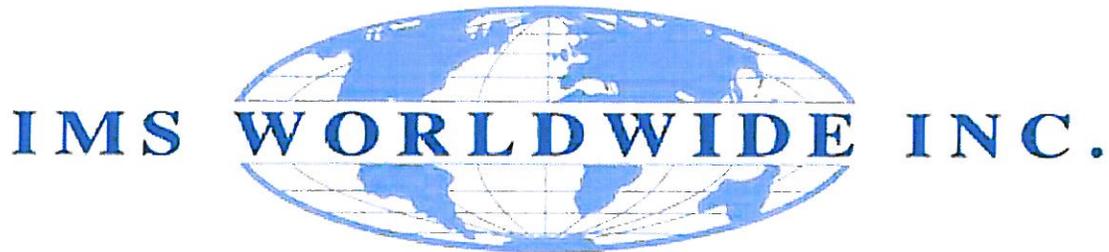
Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

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

	ESTIMATED ANNUAL QUANTITY	DESCRIPTION	HOURLY RATE	TOTAL ANNUAL COST
1.	240 HOURS	Consulting Services for Foreign Trade Zone (average of 20 hours/month for 12 months)	\$275.00/Hour =	\$66,000/Year
2.		Travel Allowance (Contractor will have an annual maximum travel allowance of \$10,000)		\$10,000 /Year
GRAND TOTAL				\$76,000/Year

Payment Terms: IMSW is offering this “firm, fixed annual rate” as a 30% discount from our 2013 hourly rate that is charged all other customers, due to our long-standing relationship with the City and our desire to provide consistent, best-in-class service to the City. In order for us to offer these services in this regard, IMSW will be billing in monthly, equal installments of 1/12th of the total hours/fixed fee billing, while keeping a running total of hours. When setting up, for example a seminar targeting specific industry segments (bullet 3 of section 03 of Part IV – Technical Specifications/Scope of Services), IMSW and the City Staff will spend much more than the 20 hours allocated for that particular month’s payments. However, in other months, there may be less hours spent. IMSW commits to providing at least the minimum of 240 total hours for this “firm, fixed annual rate” fee for services during the agreement year. Therefore, IMSW will bill this fixed fee agreement as follows:

1. Thirty days (30) after contract approval and PO delivery to IMSW, IMSW will send the first billing of 1/12th of the contracted hours or \$5,500, plus any accrued expenses at cost, but within the City's guidelines.
2. Monthly billings of 1/12th of the total, plus any accrued expenses at cost, but within the City's guidelines for the next 11 months, which will take us to the end of contract year # 1.
3. Any additional work tasks requested by the City and approved with a modified PO shall be billed as those tasks occur, according to any modified PO guidelines.



*Foreign-Trade Zone and Industrial Park Consulting and Marketing
Supply Chain and Security-Threat Assessments*

February 26, 2014

City of Fort Lauderdale
Procurement Services Division, Room 619
City Hall
100 North Andrews Avenue
Fort Lauderdale, FL 33301

RE: Letter of Interest

IMS Worldwide, Inc. (IMSW) is pleased to offer our attached response to RFP #545-11371 released February 5, 2014. IMSW is the most knowledgeable Foreign-Trade Zone (FTZ or Zone) consultant for the City of Fort Lauderdale (City), as IMSW has assisted the City in the creation, marketing, development, re-organization and compliance initiatives for the FTZ No. 241 project since its inception in April 2000. We are definitely interested in providing the services outlined in the attached and are more than qualified and able to do so.

IMSW's unique qualifications begin with our local, in-depth understanding of the issues and history of the FTZ No. 241 project. IMSW is registered in Florida to conduct business as a minority owned company, which additionally renders IMSW as a qualified and competent firm for assisting the City with its Zone. Furthermore, IMSW has agreed to discount our normal 2014 billable hourly rate by \$100 (-30%) while still serving the City of Fort Lauderdale with our senior personnel (president, senior vice president and senior project managers) who will be the consultants assigned to serving the City under this agreement. This dedication to the City stems from our commitment made over a decade ago to help the City create and develop the FTZ No. 241 project.

Houston Headquarters

309 Henrietta Street • Webster, Texas 77598 • Phone: (281) 554-9099 • Fax: (281) 554-9506
Affiliates in Washington, D.C., Chicago, Miami, Columbus, Buffalo, Ottawa and The Netherlands

In summary of what is comprehensively delivered within the response documents attached, IMSW is the best consultant for the City because of the following crucial elements:

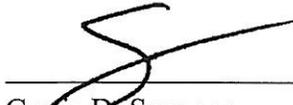
1. IMSW is the team that put together the original Zone application and has assisted the City for over 14 Years.
2. IMSW has more local knowledge of the South Florida FTZ industry than any other national consultant. We have been providing FTZ services in South Florida since 1994.
3. IMSW's current senior management will be the personnel used by the City for these tasks. IMSW will not use "first-timers" to the FTZ industry, but veterans with 20 to 35 years of experience.
4. IMSW's rate to the City is less than any national firm's standard rates for senior consultants.
5. IMSW is still a registered, South Florida business.
6. IMSW is a minority owned business (100% Asian-Indian American), and has been for over 35 years.
7. IMSW has more Zone marketing experience, qualifications and systems in place than any other national firm.
8. IMSW's proprietary Cost Benefit Analysis system is the most accurate, widely used and flexible system used today to ascertain a company's benefit level within an FTZ. The City will have unlimited access to the system, which will be professionally operated by IMSW. IMSW has completed over 6,000 cost benefit analyses during our 35 year history.
9. IMSW is committed to acting solely as the "Grantee's consultant" and will not engage in any FTZ services to other entities (unless directed by the Grantee) within the 241 service area.

IMSW has provided continuous, quality service to the City for over a decade. The City staff in charge of the FTZ No. 241 project has received 100% access to our senior consultants whenever needed. We will continue this excellent legacy in the future under this new agreement.

Please accept our bid for this service offering, with all of the attachments. All of the requirements for insurance, etc. shall be met within 30 days of award of this contract, if any of the requirements are not already in existence.

Sincerely,

IMS Worldwide, Inc.



Curtis D. Spencer
President

SCOPE OF WORK AND APPROACH TO PERFORM THE SCOPE OF SERVICE

IMSW has worked directly with the City of Fort Lauderdale and has been instrumental in assisting with the FTZ No. 241 project to the extent requested by the City, acting as the Grantee of the Zone. IMSW has worked in a more comprehensive manner for other Grantees within the U.S., including the Port of Los Angeles, Merced County (CA), Liberty County (TX), Greater Maricopa County FTZ (AZ), Port of Houston (TX) and multiple others. Under these contracts, IMSW has gained the experience and knowledge necessary to assist Fort Lauderdale in accomplishing the objectives outlined in this RFP. IMSW's plan and outlined steps to accomplishing this task are detailed below.

A. Assessment of capability and approach to perform the scope of service

Assist with developing, distributing and compiling a survey of area businesses involved in importing/exporting of goods or manufacturing with imported goods.

The study will be conducted within the Service Area of the FTZ No. 241 within the City of Ft. Lauderdale's Zone project. This review will identify high growth industries with FTZ utilization potential including importers, exporters and third-party logistics service providers, along with firms specializing in the transportation and warehousing sector.

The IMSW research team has conducted industry interviews and surveys in numerous projects. From that experience IMSW have developed a few interview and survey principles to maximize effectiveness:

- IMSW will develop and test a pilot questionnaire. Feedback from selected initial interviews is often invaluable in refining our approach.
- IMSW will work with the City to make connections with planning agencies, trade associations, and regional business groups. These organizations have membership lists, mailing lists, and connections that help locate and reach target respondents.
- IMSW will assist the City in developing focused, relevant questions. A well-designed questionnaire should conserve the respondent's time while obtaining priority information.
- IMSW will assist the City in developing screening questions. One or more up-front questions will be designed to determine if we are talking to the right firm, to the right person, and on the right topic.
- IMSW will assist the City in developing open-ended questions. One or more open-ended questions at the end of the interview will be designed to insure that we have captured the respondent's concerns and that we identify follow-up opportunities.
- IMSW will assist the City in anticipating analysis. Working "backwards," the team will determine how the interview results will be used as an aid to effective questionnaire design to determine actions, next steps or strategies.

Develop a training/speaking program to educate area economic development and business organizations on the benefits of the Zone.

- IMSW will create several tutorials that can be provided to local economic development stakeholders or business leaders that are foundational and fundamental in portraying the FTZ program as a tool that will impact economic development, jobs creation and industrial development positively.

- This same material should be posted to the Grantee’s web site so that a tutorial can be used by prospects, users and stakeholders to gain foundational insights into the Zone, Zone benefits and cost savings “themes” that justify the Zone program to a community.
- IMSW will assist the City in developing a specific strategic alliance within the economic development community or communities so that each organization has one subject matter expert who is the “go to” person and has a strong understanding of FTZ operations, benefits, and how an FTZ strategy gains economic strength in a community and for the company. This network of subject matter experts should meet periodically, hosted by the FTZ Grantee in order to discuss prior interactions, review marketing and message delivery, and “adjust” strategies if companies who are receiving these presentations are not responding to the FTZ message in a positive, activating manner.
- IMSW will assist the City in developing an outreach program that includes local secondary and advanced education networks and integrate the “message” of the FTZ into their on-going efforts to educate students on logistics-through their own courses or in specific certified logistics technician (CLT) or certified logistics associate (CLA) programs. To the extent possible, utilize the Grantee or other Zone staff as “guest lecturers” to support these courses and to advance logistics and Zone management as a strong consideration for career choice and income enhancement with this additional skill set.
- IMSW will provide the City with an overview of the importance of integrating FTZ training into local and state-sponsored skills training, jobs training, and other programs that enhance economic growth in Fort Lauderdale. This will broaden the scope of services provided to jobs seekers, prepare them for immediate hiring and will produce the result of having a “deep bench” of workers who have skills aligned with the business expansion effort of the Grantee and economic developers.

Develop a seminar program targeting specific industry sectors and association.

IMSW has worked with numerous grantees, economic development agencies and municipalities to assist them in identifying top industry sector FTZ prospects within their market.

- Based on information derived from local statistical data, economic development, and business organizations, a roster of key industry sectors will be determined which will also include those industry areas that have the highest historical FTZ utilization.
- IMSW will develop presentation templates that address the key FTZ elements and value proposition defined for each industry type. This presentation will provide the Grantee and or local economic development representatives with a great “topic” to share with the industry groups which can lead to economic benefits for the community, Grantee and company.
- IMSW will offer a general overview seminar to Grantee staff, economic development and any other attendees that the City of Fort Lauderdale requests, to showcase the basic presentation and variable key elements by industry type. This presentation will be a marketing tool for all attendees to share within their organizations and to their industry base in order to generate new FTZ Users and bring new economic and job opportunities to the City of Fort Lauderdale.

Assist with the development of local, national and international marketing campaign to attract users, operators and site owners. Supply recommendations on ad placement and other marketing opportunities including:

In working with Grantee's throughout the U.S., IMSW is familiar with a variety of strategies that have been utilized. Some were successful, others not, and some have become antiquated once the ASF structure was created and trade shifts occurred. Based on this knowledge, IMSW will review the current marketing campaign and strategy utilized by the Grantee to determine new efforts or opportunities which can be integrated in order to increase participation in the FTZ No. 241 project. This will include a roster of key industry events and organizations which offer FTZ No. 241 a platform for showcasing the Zone project to potential users, landowners/developers, along with logistics and transportation providers.

- **Target market considerations** – Each Zone project is unique in size, scope and market served. Taking an inventory to determine the strategy and identifying target Zone users is essential to a successful marketing and growth campaign. Determining the highest and best use of the Zone will offer the Grantee the ability to identify the marketing initiatives which offer the largest returns on investment in terms of “getting the word out” and “bringing users into the Zone.”
- **Marketing implementation** – Identifying key elements for a marketing strategy and developing a budget and marketing plan are two separate phases. Determining how to share value proposition for the Zone to the target industry sectors and appropriate target contacts will depend specifically upon the findings of the target market. Many industrial events occur which may provide a wide audience for the Grantee, while sponsoring regional events through an economic development organization or chamber of commerce that may provide additional access to different decision makers or influencers.

Meet with City staff and existing and potential Zone users and operators to discuss the technical aspects of the FTZ program.

IMSW will meet with the City staff to review the roster of current Zone Operators and those companies currently within Zone designated space. These companies will be the first targeted with an FTZ Awareness campaign: This campaign will be developed using a two pronged approach as outlined below:

- Generate additional Users within the already designated parks by focusing on the benefits and advantages of Zone Use
- Provide current and potential Users with a technical overview of the FTZ program which reviews the responsibilities and regulations related to operating within a Zone. This would include a review of reporting requirements, as well as, CBP oversight and authority information.

A free Cost Benefit Analyses will be offered to any company within the Zone which would like to evaluate the impact of an FTZ on their company.

Conduct cost-benefit analyses with individual firms to identify Zone Benefit.

- IMSW has developed a proprietary software system which utilizes specific customer/inputs resulting in a very accurate measure of the costs versus the benefits of an FTZ based on corporate data sets. This measurement can provide a potential company with a clear indication of what the operational and financial impact of utilizing an FTZ will be, both short-term and long-term.

- IMSW will offer this service free of charge to the City of Ft. Lauderdale, as Grantee to FTZ No. 241. Any potential Zone users will be provided with a data input form and submit it to IMSW for a complete review and analysis to determine their potential Zone benefit.
- A link will be provided for posting on the Grantee's website which will direct any interested user to the Cost Benefit Analysis form hosted on IMSW's website. This will allow any interested user with a quick and accurate assessment of an FTZ on their operation.

Establish an FTZ manual.

- IMSW will collaborate with the City of Fort Lauderdale to develop an FTZ "Grantee Manual" that is current and meets all of the guidelines and regulations as set out by the FTZ Board.
- Upon final approval of the Manual, the electronic copy of the document will be provided to the City of Fort Lauderdale for future updates and modifications as are needed.

Provide training for City staff as it relates to Grantee responsibilities as follows:

Year One: 40 hours allocated specifically to training on this subject.

- IMSW will create a training program for the Grantee to acquaint the Grantee and its staff with the regulatory requirements for Annual Reports and the relationship with the new U.S. Customs and Border Protection (CBP) officers that control/manage the Zone.
- As part of this training, IMSW will also assist the Grantee in creating and/or managing the growth with policies that maintain compliance with the regulations as well as provide applicants, operators, landowners, and Zone users with a clear set of guidelines to administer the Zone. This training is mandatory to keeping compliant with the regulations.
- The training will be provided using both classroom and an On-the Job training approach during the first year. In subsequent years, this training will be a refresher for the Grantee's staff, so that as users are identified, the Grantee maintains a best-practices approach to Zone issues.
- Training will also include coming to NAFTA events, as the Association is the leading provider of FTZ education, and IMSW fully supports that educational process by the Grantee.

Year Two: 20 hours (if applicable)

Year Three: 10 hours (if applicable)

Assist with review of applications, operations, and procedures manuals

- IMSW will provide technical and market justification review services for the Grantee in reviewing all applications, scope notices, and production notifications for accuracy, evaluation of acceptability under the FTZ Board regulations (19CFR Part400, amended 4-30-12) and will review the completeness of each application before it is submitted to the FTZ Board. IMSW will also make sure that the applicant has sought CBP concurrence for each application, which for many is a precursor for any official review by the FTZ Board.

- IMSW will also review and prepare Operational training sessions for new, existing and even potential zone operators so that a clear understanding of the Operational requirements are disseminated from the Grantee. IMSW will be careful to explain that this service, for the trade and potential Zone participants is on a voluntary basis and is not meant to influence, manage or provide operational oversight by the Grantee, due to potential liability for the Grantee.
- IMSW will review procedures manuals of Operators only if asked to by the Operator, and only from the standpoint of completeness. The Grantee is advised NOT to offer procedural oversight or control, and the Grantee understands this issue well.

Assist with the successful preparation of applications for Zone expansion, site modifications, and the addition of new sites requested by the Grantee.

IMSW will assist the Grantee in preparing “its specific pieces” of the application including, but not limited to:

- Grantee’s Application Letter.
- Grantee land-owner concurrence letter for sites being applied for inside Grantee owned or controlled sites.
- Grantee site maps, for sites being applied for inside Grantee owned or controlled sites.
- Other Grantee specific pieces of the application process.

IMSW will provide separate services for this bullet. These services are outside the scope of this Proposal (RFP), in terms of complete application preparation, however the Grantee may choose to offer complete and comprehensive application services as an Option to potential Zone Participants in the future.

Assist with ongoing compliance and reporting for government agencies including the Annual Report

- IMSW will provide extensive hands-on preparation and training for all of the requisite governmental agencies reporting requirements of the Grantee. As of this RFP response, the only requirement is the Annual Report to the FTZ Board, via the new Online FTZ Information System (OFIS) system. IMSW will provide extensive hands-on preparation of the first Annual Report prepared under this agreement, including fully comprehensive Grantee and Operator training on using the new FTZ Board’s OFIS system.
- IMSW has created a unique “Automated Grantee Administration” set of documents and procedures to assist the Grantee with the large task of Annual Reporting, including many features that are market sensitive and market driven, which are not required by the FTZ Board, but which allow a much fuller and robust annual reporting process for attracting new users and operations.
- IMSW’s role in future Annual Reports will be to review the work of the Grantee’s Administrator on the annual report, and to conduct the Annual Report training program for the Grantee.

Assist with development of Grantee policies

- IMSW will assist the Grantee in development of all of its fiduciary, political and regulatory policies regarding the FTZ # 241 and its ongoing development, marketing and administration. Key in this effort will be a full understanding of the history of Zone 241, why current policies are in place, what will be the effects of any changes to those policies, and how to maintain the critical autonomy of FTZ 241 within Broward County. Nothing is more important to the future policies of FTZ 241 than a sound foundation as to why current policies are in place, what rationale was used, and which policies can now be modernized and which should remain.
- IMSW will assist the Grantee with Fee Policy, a “Magnet Site” policy, and an Operational Policy which will use industry best-practices learned from over 35 years’ experience in representing Grantees from across the USA. No firm in the industry represents more Grantees and understands how to market the FTZ Advantage better than IMS Worldwide.

Assist with special requests to the FTZ Board

- IMSW will work with the Grantee to seek guidance first on any special requests to the FTZ Board. More importantly, IMSW will work to elevate the Grantee’s Administrator knowledge of the program to a robust understanding of his/her role in the economic development aspects of the Zone, in how to leverage the NAFTAZ as an asset and to provide the Administrator with a value proposition understanding so that he/she may become a very gifted Zone Marketer within 12 months.
- Once this training and understanding is inherently fixed into the Administrator, IMSW will assist the Grantee in becoming more involved with the NAFTAZ grantee committee, so that sharing of best-practices becomes another source of education and benchmarking for the Administrator.

B. Identification of Proposers’ distinctive competence, staff qualifications assigned to this account with their experience and skills they bring to this assignment, along with resume of experience and qualifications

Firm Qualifications and Competencies

IMS Worldwide Inc. has four consulting practices that create unique insights into global trade and supply chain execution. These practices also provide access to all aspects of the logistics systems and decisions drivers, which support global trade. With a combined 30+ years experience in logistics and consulting, IMSW is positioned to provide clients with significant value and insight into global supply chain security.

Foreign-Trade Zone Consulting: IMSW has successfully applied for and secured nearly 300 FTZ projects across the U.S. These manufacturing, production or distribution centers not only provide importers or logistics service providers with economic and security benefits, but they also provide the communities with a much more stable employment situation. Because of the commitments made to the location or community, companies who

operate FTZs are more likely to retain jobs and benefits to the local community, as it is not practical to move Zone operations to other competing communities for a few promises of economic benefits. FTZs also require a full analysis of the logistics systems which support the flow of goods to the site, thus IMSW has clear access to the costs/benefits not only related to transportation and intermodal routings, but also related to inbound/outbound drayage costs and site selection criteria for choosing one location over another. In all FTZ site decisions, IMSW works directly with each user to assure that any/all benefits are exercised, in order to provide the best opportunity for success and expansion yielding a stronger user back to the community.

Supply Chain Security: IMSW has a unique standing in supply chain security and loss prevention. This practice requires that IMSW fully investigate all aspects of an importers supply chain in order to understand and establish mitigation strategies based on risk. IMSW has worked within the policy structure of Homeland Security and provided logistics insight and consulting to the Operation Safe Commerce project; a project designed to provide insight into the security of containers in transit from global origins to inland destinations across the U.S. This project included working with all branches of the U.S. Government who have oversight on trade security and facilitation and providing reports to analyze risk based on containers in transit. Nine new technologies for container security were analyzed, policies and procedures for container security were scrutinized and evaluated, and recommendations for enhanced data collection were submitted for consideration in future security initiatives. IMSW has also provided consulting services to numerous importers seeking enrollment in the Customs and Border Protection (CBP) Customs Trade Partnership Against Terrorism (C-TPAT). This initiative is a partnership between the importer and CBP in which the importer provides an assessment of their global supply chains and CBP has the authority to validate the security of goods flowing into the U.S. IMSW has researched and mapped in significant detail the components of the importers supply chains, and made recommendations in terms of routing, visibility systems, receiving and shipping practices to enhance supply chain security and reduce loss. Curtis Spencer, President of IMSW, has recently completed his second term of appointment to the Commercial Operations Advisory Committee (COAC) to CBP. This appointment over the past four years has resulted in extraordinary access to CBP Policies for Security and Zone Operations, and has resulted in IMSW being considered a leading resource to international traders and trade groups related to the convergence of key issues in trade management, supply chain security and trade facilitation.

Logistics and Site Selection Consulting: IMSW has provided detailed market reports and analysis on the top ports and inland ports, as well as logistics “intelligence” to the largest developers and Real Estate Investment Trusts (REITs) in Canada and the U.S. These insights focus largely on identifying those ports and inland ports where transportation services are most mature and balanced, where predictability of delivery is highest, and where access to populations can be accomplished most easily by balancing the inbound and outbound delivery systems. IMSW has also worked closely with large-site industrial developers in order to position their projects “in the path of progress” as it relates to rail intermodal capacity and developments; providing both positive and negative guidance related to certain locations where transportation systems would not offer the same cost related benefits as other sites. In these cases, IMSW provided all of the necessary goods movement details related to rail capacity (current intermodal lifts and planned capacity expansion), drayage costs (rail ramp to distribution center and outbound delivery from distribution center to stores/consumers), land cost valuations versus transportation cost considerations, and labor access and availability where expansion is critical to importers and their corresponding service providers’ future. IMSW has also worked directly with developers in communities to assure that the economic development process is properly mapped, that all economic entities are “aligned” with messaging materials about the developer’s project, and that these entities provide fair opportunities for the new project when new tenants inquire within the community. Included is a full vetting of all incentives arrayed at the local, regional or state level and analysis of how and why one site may provide a more competitive location than others.

Transportation, Logistics and Rail Consulting: IMSW is a well-established firm with strategic leadership in logistics, transportation and rail/ocean services with a focus on sea and inland ports including goods movement from global origins to destinations. This expertise comprises of work with all major national rail carriers, east, west and gulf coast ports in Canada, US and Mexico as well as all major gateway markets engaged in supporting

NAFTA trade. These experiences contain a clear focus on revenue enhancement, mergers and acquisitions, cost control and market development for clients in various transportation sectors. In addition a significant focus on supply chain operations and execution has the firm well positioned to perform a wide array of transportation feasibility, intermodal, competitive studies and evaluation of sites, sea and inland ports through the performance of SWOT (strengths, weakness, opportunities and threats) analyses. IMSW is invited to participate as an expert on these topics at many key industry events and global conferences including TIACA (The International Air Cargo Association), IANA (The Intermodal Association of North America), NITL (National Industrial Transportation League) NARS (National Association of Rail Shippers) ULI (Urban Land Institute) NAIOP (National Association of Industrial and Office Professionals, SIOR (Society of Industrial and Office Realtors) and Journal of Commerce Events (Inland Port and TransPacific Maritime Conferences)

Staff Qualifications, Experience and Skills

Curtis D. Spencer, President

In 1989, Mr. Spencer became President of IMS Worldwide, Inc. This present position encompasses both his supply chain security background and in-depth knowledge of the U.S. Customs and Border Protection (CBP) procedures. He is responsible for new business development and ongoing consulting in marketing and Zone site development for individual client companies, grantees and operators within the U.S. FTZ program. Mr. Spencer has been involved with elevating the firm to national prominence in the FTZ Industry, which spans a 35- year career and more than 300 successful FTZ projects.

IMSW provides extensive FTZ solutions for Public Agencies (Los Angeles, Fort Lauderdale, Alliance, Texas) and for Zone Operators in multiple locations (Nippon Express, CEVA, FedEx and Yusen/NYK Logistics. IMSW specializes in Zone marketing and operations, and Mr. Spencer's proprietary FTZ Cost-Benefits Analysis model is used in more than 45 Zones, and the analysis has been performed in more than 5,000 separate cases.

Mr. Spencer's 36 years of experience as a CBP, FTZ and Supply Chain Security consultant has earned him numerous speaking engagements on panels and an invitation to join the Treasury Department's COAC Subcommittee (Technical Advisory Committee on Border Security), as a subcommittee Chair in 2002. Mr. Spencer was asked to join the full COAC committee in 2005, where he served 2 terms (the 9th and 10th term), to advise DHS and the Department of Treasury for four years. The firm has provided supply chain security evaluations for the TSA's Operation Safe Commerce out of the Seattle/Tacoma load center.

As President of IMSW, his 35 year consulting tenure in the Foreign-Trade Zone, Industrial Park Marketing, and in Logistics planning has earned him numerous awards and recognition nationwide. Mr. Spencer is a member of the Base Re-Use Community, represented by NAID, and has served on the Board of the NAFTAZ which is the national organization covering the FTZ industry. He has served on the national speaker's bank and as a track chair for the CSCMP, is a member of the airport industry's AAIE, the importer association, AAIE, and speaks over 55 times annually for JOC's TPM and IP Conferences, ULI, NAIOP, SIOR, NAFTAZ, AAIE, CSCMP and many others. He has been authoring articles for the *Journal of Commerce*, *Expansion Management*, *Plants, Sites and Parks* and many others for several years.

Mr. Spencer is married, has five children, and is active in his church and community.

Trey W. Boring, Sr. Vice President

Mr. Boring is responsible for Foreign-Trade Zone (FTZ or Zone) and economic development projects including business development for IMS Worldwide, Inc. (IMSW). Mr. Boring demonstrates strong analytical skills, process and production-oriented focus as well as technical expertise in nearly all areas of business development.

Mr. Boring has extensive experience in project management and operational programs. He has worked as an operation and marketing manager for the past 25 years. His involvement with IMSW began in March of 1997. At that time, he began working as the Project Manager for business diversification at IMSW, as well as a Project Manager for the Activation and system reviews for clients. As senior VP capacity, Mr. Boring has worked with IMSW clients in developing and implementing systems pursuant to the Activation and operation of their FTZ. Mr. Boring has completed more than 40 Minor Boundary Modifications, 12 new Zone Applications, 33 Expansion Applications and 52 Activations for IMSW clients. He has prepared and revised operation/procedures manuals, security manuals and ISO procedures for clients activating and operating their Zone.

Mr. Boring's recent Zone projects include: the Activation of manufacturing facilities in Wisconsin, Arizona and Nebraska; system reviews for clients in Ohio, California, Texas and Arizona; the marketing of Zone projects in Southeast Texas, California, Florida and Ohio; Feasibility Study for Zone projects in California, Texas, Florida as well as marketing and administration assistance for several Zone projects in the United States. He is in charge of IMWS's FTZ division and oversees Zone projects.

Mr. Boring has experience working with projects in regulatory compliance, manufacturing and warehouse management. He has worked with clients on their recordkeeping and inventory control systems to ensure that the systems meet the guidelines put forth in federal regulations. The experience Mr. Boring possesses in manufacturing processes and logistics has assisted him in directing IMSW's clients in developing internal systems that produce the required reports and controls for operating a FTZ.

Mr. Boring has significant experience in production, marketing, project management and logistics. He has a Masters of Business Administration degree and is the Vice Chairman of the National Association of Foreign-Trade Zones, a member of AAEI, the National Association of Installation Developers, the Council of Logistics Management and Texas Economic Development Council.

Steve Schellenberg, Vice President, Global Logistics and Supply Chain Consulting

Mr. Steve Schellenberg, Vice President of Global Logistics and Supply Chain Consulting for IMS Worldwide, Inc. has been involved in logistics, manufacturing, distribution, transportation and supply chain security for nearly thirty years. Mr. Schellenberg has performed logistics, supply chain optimization, along with modeling, drayage and location studies for a wide array of industrial, development and logistics clients including: General Motors, Ford, Alcoa Fujikura, John Deere/Mexico, Carplastics, Whirlpool/Mexico, Duke, Opus West, Watson Land, Benaroya Land, Dividend Capital, AllianceTexas/Hillwood, CSX Transportation and Columbus 2020 Regional Council.

Mr. Schellenberg has been a featured speaker, moderator and organizer of logistics and supply chain events, and participated in numerous global logistics presentations and seminars including:

- Program Chair, Annual Conference for International Cargo Security Council
- International Warehouse and Logistics Association, Supply Chain Security Seminars, at multiple events since 2010
- Track Chair(2), Council of Supply Chain Management Professionals, Topics: Supply Chain Security, Trends in Logistics and E-commerce

- Logistics Consultant, Phase II and Phase III, Transportation Security Administration, Department of Homeland Security, Maritime Security Project, Seattle/Tacoma
- President, San Antonio Transportation Association
- Sub-Committee, Commercial Operations Advisory Council, Supply Chain Security Specialist, Customs Advisory Group related to C-TPAT compliance
- Project Manager, Missouri Department of Transportation, evaluation of Foreign Trade Zone prospects in Southwestern Missouri and review of transportation infrastructure for expanding international trade in the region
- Lead Consultant for land and rail development project in Houston, including rail analysis, Port of Houston contribution to goods movement and global demand for production and distribution of plastics and related products
- Project Lead, evaluation of economic and industrial development resulting from the Arizona FTZ program and the opportunity to create new inland logistics and rail served facilities in the Phoenix region

Kelly Halvorsen, Director of Operations

Mrs. Kelly Halvorsen, Director of Operations – Foreign-Trade Zone (FTZ or Zone) and Logistics Division for IMS Worldwide, Inc. (IMSW) has been involved in marketing, research, project management and communications for over twenty years. Over the last eight years, Mrs. Halvorsen has been focused on managing research projects related to logistics, distribution, transportation and industrial real estate development. In addition, she has acted as project manager over a variety of business development, logistics, marketing and FTZ projects.

The FTZ projects that she has managed include various aspects of the Zone program including new Zone Applications (both Traditional and Alternative Site Framework), Subzone, Minor Boundary Modification and Expansion Applications. She has also assisted in the development of materials required for the Activation process. Her responsibilities include the development of the Zone Applications, document management, control and coordination with key project stakeholders to ensure timely filings.

Her past experience includes managing the internal and external communications for a large national non-profit organization and managing the production of national market research studies focusing on identifying geographic markets positioned for industrial growth based on logistical, infrastructure, land availability, community climate and other key elements. Utilizing a variety of online resources, proprietary databases and industry contacts, Mrs. Halvorsen is able to gather, analyze and provide in-depth knowledge into the goods movement patterns and volumes, distribution strategies, community incentive packages, importer profiles. Further, her experience in marketing at industry trade shows and through online target marketing efforts have resulted in a substantial network of contacts across the logistics and transportation industry.

Raemie Gonzalez, Project Manager – Activations and Zone Applications

Mrs. Gonzalez is the primary Project Manager for the Foreign-Trade Zone (FTZ or Zone) division of IMS Worldwide, Inc. (IMSW) and has been for over 14 years. She is responsible for assisting IMSW's clients through the entire Application and Activation process by managing project activities related to document gathering and preparation, market research and development of the formal Application documents and exhibits for submission to the FTZ Board. In addition, she works directly with Zone Grantees and Users to coordinate, assemble and prepare FTZ Board required Annual Reports and Zone Site Maps. In addition, she assists in the coordination of all FTZ projects, including the preparation of procedures and security manuals for client Activations and

development of training materials for the FTZ Operator and staff members. Mrs. Gonzalez's areas of expertise are summarized below:

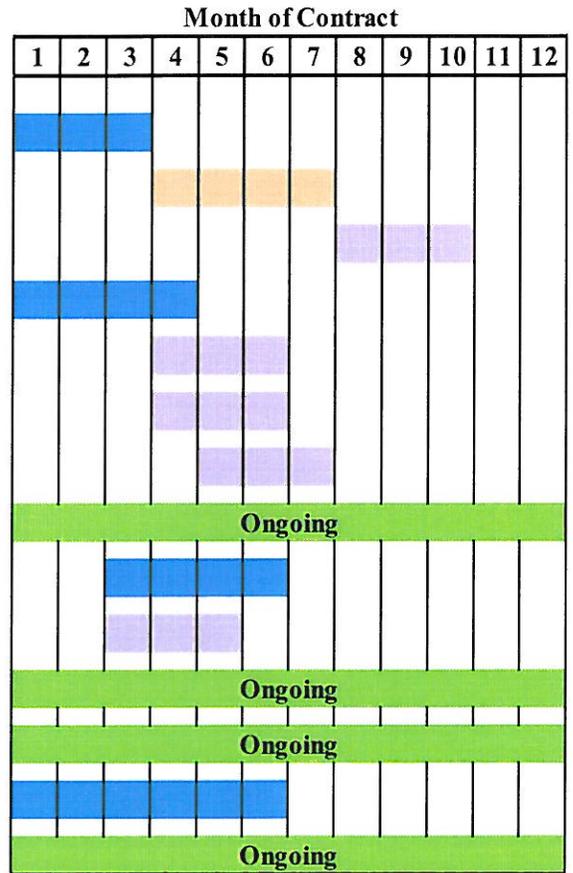
- Act as project coordinator on all FTZ Application projects; coordinate work flow; update and track projects, interface with customers and keep projects on schedule by establishing priorities to meet deadlines.
- Prepare complex business and confidential documents including creating, formatting and editing Zone Applications and Activations.
- Maintain Zone Project timelines and provide customers with project updates, including draft interim reports and final reports.
- Create Annual Reports, maps, articles, feasibility studies, presentations, marketing material and all other correspondence from the draft stage to finished product.
- Organize meetings and conference calls, prepare agendas and minutes. Coordinate schedules and manage the corporate business calendars for all Projects.
- Create applications for local, municipal governments that have oversight on FTZ projects in the state of Texas.

Mrs. Gonzalez is a highly skilled FTZ Project Manager for all types of FTZ services and she continues to draft and create quality products which gain approval from the Federal Agencies that IMSW interfaces with on a continuing basis.

C. Estimated timetables (e.g. marketing)

Marketing and Key RFP Deliverable Timeline

- Survey and Assessment
- Marketing Training for EDC/Business Organizations
- Seminar program by industry sector
- Assist in development of marketing campaign
- Schedule meetings with City staff on technical aspects of FTZ
- Schedule meetings with curret Zone users on technical aspects of FTZ
- Schedule meetings with potential Zone users on technical aspects of FTZ
- Conduct cost-benefit analysis as needed
- Establish an FTZ manual
- Grantee training to City on role and responsibilities
- Assist with review of applications, operations and procedures manuals
- Assist with Ongoing compliance and reporting
- Assist with development of Grantee policies
- Assist with special request to the FTZ Board



LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

(1) _____ is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
Business Name

(2) _____ is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
Business Name

(3) _____ is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
Business Name

(4) _____ requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
Business Name

(5) _____ requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
Business Name

(6) IMS Worldwide, Inc. is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration. (Notary not required for Class "D")
Business Name

PROPOSER'S COMPANY: IMS Worldwide, Inc.

AUTHORIZED COMPANY PERSON: Curtis Spencer  February 26, 2014
NAME SIGNATURE DATE

FLORIDA DEPARTMENT OF STATE
DIVISION OF CORPORATIONS



Detail by FEI/EIN Number

Foreign Profit Corporation

IMS WORLDWIDE, INC.

Filing Information

Document Number	F95000006280
FEI/EIN Number	760028536
Date Filed	12/27/1995
State	TX
Status	ACTIVE

Principal Address

309 HENRIETTA ST
WEBSTER, TX 77598

Changed: 08/24/2005

Mailing Address

309 HENRIETTA ST
WEBSTER, TX 77598

Changed: 08/24/2005

Registered Agent Name & Address

ELLINGSWORTH, CHARLES H
1900 NW 34TH AVENUE
COCONUT CREEK, FL 33066

Name Changed: 08/26/1999

Address Changed: 08/26/1999

Officer/Director Detail

Name & Address

Title PCSD

SPENCER, CURTIS D
309 HENRIETTA ST
WEBSTER, TX 77598

Title S

WEATHERFORD, CHERYL S



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/20/2014

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 Avalon Risk Management Insurance Agency LLC - NEWY 17 Battery Place, Suite 234 New York NY 10004		CONTACT NAME: Christian Villalba PHONE (A/C, No, Ext): 646-490-5725 FAX (A/C, No): 646-490-6820 E-MAIL ADDRESS: cvillalba@avalonrisk.com	
INSURED IMS Woldwide, Inc. 309 Henrietta Street Webster TX 77598		INSURER(S) AFFORDING COVERAGE INSURER A : Continental Casualty Company NAIC # 20443 INSURER B : INSURER C : INSURER D : INSURER E : INSURER F :	

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.

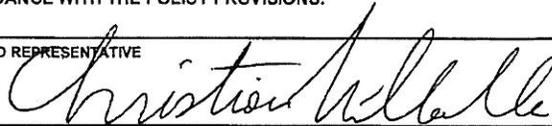
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COM/OP AGG \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE				EACH OCCURRENCE \$ AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICE/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/> N/A				<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	Professional Liability		592374810	03/24/2013	03/24/2015	\$2,000,000 Limit / \$2,000,000 Aggregate \$15,000 Retention

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Above limits shown are approved, but proposed limits. Endorsement bind order pending.

Current policy limits are as follows:
 \$1,000,000 Limit / \$1,000,000 Aggregate
 \$15,000 Retention

CERTIFICATE HOLDER**CANCELLATION**

City of Fort Lauderdale Procurement Services Division 100 N. Andrew Ave., Room 619 Fort Lauderdale, FL 33301	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 
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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/12/2014

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 	MIKE MILLER/STATE FARM INSURANCE 1650 W. BAY AREA BLVD. STE. 100 FRIENDSWOOD, TX. 77546	CONTACT NAME: MIKE MILLER PHONE (Alt. No. Exd): 281-488-8950 FAX (Alt. No.): 281-488-3736 EMAIL ADDRESS:
	INSURED IMS WORLDWIDE INC. 309 HENRIETTA ST.. WEBSTER, TX. 77598	INSURER(S) AFFORDING COVERAGE INSURER A: State Farm Fire and Casualty Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:

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

INSUR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-SEC <input type="checkbox"/> LOC OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		043-0953-F01-53 091-3914-F01-53 049-8727-F01-53	12/01/2013 12/01/2013 12/01/2013	06/01/2014 06/01/2014 06/01/2014	COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ 1,000,000 BODILY INJURY (Per accident) \$ 1,000,000 PROPERTY DAMAGE (Per accident) \$ 1,000,000 \$
	UMBRELLA L'AB <input type="checkbox"/> OCCUR EXCESS L'AB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input checked="" type="checkbox"/> N/A	80-B4-A627-B	06/01/2013	06/01/2014	<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 104, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER CITY OF FORT LAUDERDALE PROCUREMENT SERVICES DIVISION 100 N. ANDREWS AVENUE, ROOM 819 FORT LAUDERDALE, FL. 33301	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
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ACORD 25 (2014/01)

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1001486 132849.9 02-04-2014

Removed from RFP Requirements

by City of Fort Lauderdale

as this information is contained within the response

included in the previous section

“Statement of Proposed Services”

Under Tab 5

Company Resources

IMS Worldwide, Inc. is a full-service consulting firm which is appropriately staffed and possesses the resources required to provide the requested services as outlined within this City of Fort Lauderdale's RFP. IMSW will provide all the required resources and personnel to accomplish each element requested within the RFP in a timely, accurate and actionable manor to position FTZ No. 241 at the front of the Zone projects within the South Florida region.

Additional Services Available:

Each of the following services can be completed by the professional, consulting team at IMSW and it is our belief that each of the items can add opportunity and value for the City of Fort Lauderdale and for the FTZ No. 241 project.

FTZ Consulting

IMSW can provide FTZ No. 241, at Grantee's request, complete and comprehensive application and activation services as an option for potential Zone participants in the future, but only if requested by the Grantee. Under this scope of work, IMSW will provide:

- Application Development (Usage-Driven, Magnet Site and Subzone)
- Production Notification and Authority Requests (Manufacturing)
- Activation Assistance and Operator Training
- Ongoing FTZ Support and Compliance

Fort Lauderdale Executive Airport (FXE) Opportunities

Investigate the opportunity for fuel savings via FTZ for the largest FBO's at the airport.

As FXE grows and the number of flights generated includes more and more overseas trips from FXE, there could be viability for including the jet fuel and avgas portions of the airport into activated Zone operations. This could yield even more flights annually and will lead to selling more fuel. Exported fuel inside an FTZ (i.e., just filled up and placed onto an aircraft which is departing the USA's borders) is exempt from paying the Federal "fuel stocks tax" of 4.3 cents per gallon. As this is a very expensive tax, the availability of this type of "tax-free fuel" would attract new users/buyers of FXE from competing airports.

Best practices in real estate utilization.

IMSW believes that FXE has land available for development that has not been properly reviewed as to its best and most effective use. IMSW not only has the expertise to analyze development opportunities, as well recommend alternative uses to drive more revenue to FXE. IMSW would recommend investigating using a public-private partnership (PPP) process to enhance the value of the existing real estate. Vacant or underutilized real estate would be further reviewed by IMSW for alternative uses.

City of Fort Lauderdale Opportunities

Industrial property development

- Identify current trends in industrial development and provide insight to the City to position the Fort Lauderdale location(s) as the premier sites where future development should occur, and why such a location would benefit a developer and prospect retailers
- Provide additional insight into trends and emerging demands in e-commerce and new fulfillment strategies used by e-commerce and retailers, and assist the City in capturing this new class of users on properties in the Fort Lauderdale market

- Develop a profile of prospects for the Fort Lauderdale and create a rationale and strategy for recruiting these companies and succeed in developing industrial property and creating new jobs in South Florida
- Profile current port and airport users and other third-party logistics service providers who could benefit, grow, increase revenue, and create new jobs within the City of Fort Lauderdale
- Identify new trade patterns and trade routes based on reconfigurations of supply chains, infrastructure enhancements or capacity changes that could impact industrial development demand in Florida and Fort Lauderdale. Identify stakeholders who would route freight, drive new distribution or manage goods movements at/through the Fort Lauderdale. This would include local, regional or national port infrastructure, major new developments in rail networks, alliances or infrastructure and the associated opportunities to capture and develop new industrial facilities in Fort Lauderdale.

Economic development

In order to attract and retain businesses and jobs within the globally competitive market, it is essential to not only have incentives to offer to site selectors and companies, but a message delivery system that is consistent and accurate regarding those incentives. IMSW has worked with multiple municipalities, agencies and economic development groups throughout the U.S. to align the messaging, identify areas to improve and develop a strategy to implement an enhance initiative.

- Identify strategic conferences, events and other opportunities to demonstrate the value of locating within the Fort Lauderdale market. Through these marketing activities, the City can perform economic development work to recruit new industries which are expanding or creating a new base for business in South Florida to locate with the Fort Lauderdale.
- Determine strategies that would build on existing industries in Fort Lauderdale that align with other regions and identify trade sectors matching this sector or sectors in Fort Lauderdale.
- Perform an analysis of marketing and “messaging” programs already in place within the various economic development entities in Fort Lauderdale and in the State of Florida in order to assure that all stakeholders are using the same “score” and “lyrics” when presenting the strengths, attributes and benefits of conducting business in Fort Lauderdale and the region.
- Perform an analysis of surrounding communities that compete with Fort Lauderdale for jobs and economic viability to provide the City with tangible actions that are enhancing economic development or to identify strengths in Fort Lauderdale that can be used to recruit or expand business in Fort Lauderdale.
- Provide the City with trade data and trade flow information and how goods movements are creating “winners” in markets which are attractive to business development and expansion, and support the City with marketing materials that profile these strengths in Fort Lauderdale.
- Perform an assessment of the region’s overall economic development strengths and review existing training at local and regional economic development entities to align their training with the City of Fort Lauderdale’s FTZ program and the benefits of this program to the region and to business that expand or locate in Florida

- Perform an assessment of the industry sectors that are in a global growth mode and identify if these industry sectors are the focus for relocation, recruitment or expansion in Florida and specifically in the Fort Lauderdale market
- Identify developers and investors who would be interested in participating in industrial development or new logistics infrastructure that would enhance the competitiveness of the Fort Lauderdale region, and which elements of the investment package would have the highest return on investment and growth
- Work within the various layers of economic development entities in order to assure that the necessary training and adequate expertise exists within these organizations related to the FTZ program and local incentives to users when inquiries are received at the economic development offices from prospects
- Assess the region's overall competitiveness in economic development as a tool to increase regional competitiveness and focus on specific sectors positioned for growth.

Strategy Development

Develop a roster of best practices in marketing and economic/business development that will accelerate Zone growth

- *Know the Market:* Understand and respond/react to market activities that will contribute or challenge expansion or growth of prospects in the Fort Lauderdale market. Will the expansion of port and trade facilitation in Miami, Jacksonville or Savannah change trade routes? If so, can these changes be captured in Fort Lauderdale? How does the expansion of the CSX Transportation Inland Logistics Center in Winter Haven, Florida challenge growth in the Fort Lauderdale and how can the City respond to these threats?
- *Know the Competition:* Understand and respond/react to threats for expansion or new business capture when other are marketing, recruiting and competing for business sought after by Fort Lauderdale. Will changes in rail infrastructure and capacity in Florida change the availability of City to capture import cargo? Will this occur only at ports, points of entry or at new or expanding inland logistics centers? How will Fort Lauderdale market compete and how will they position the City to key prospects? The City must respond in a manner that equalizes the site benefits and value as compared to competing markets.

Optional Service Costs

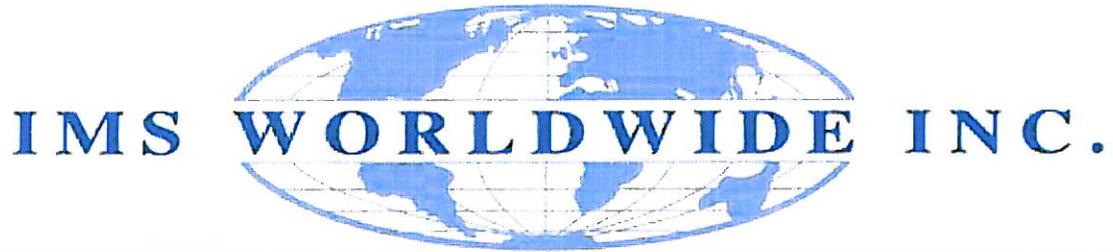
If the City of Fort Lauderdale is interested in any of these additional services, they will be engaged using a separate Letter of Engagement, detailing the requested work scope, timing and deliverables as agreed upon between the City and IMSW. The proposed services and the costs will be based on IMSW's standard hourly rate of Three Hundred Seventy-Five Dollars (\$375), plus travel and report expenses, billed at cost.



*Foreign-Trade Zone and Industrial Park Consulting and Marketing
Supply Chain and Security-Threat Assessments*

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GRANTEE



*Foreign-Trade Zone and Industrial Park Consulting and Marketing
Supply Chain and Security-Threat Assessments*

Local References

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*Foreign-Trade Zone and Industrial Park Consulting and Marketing
Supply Chain and Security-Threat Assessments*

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