

Sunrise Paddleboards, LLC.

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Address **2520 N Federal Hwy.**
Fort Lauderdale, FL 33305
Fort Lauderdale, FL 33305

Bid Notes **CONTACT INFORMATION:**
Company Owner: Brian Galton
Email Address: bgalton@yahoo.com
Phone Number: (305) 879-4220
Website: <http://www.sunrisepaddleboards.com/contact-us/>
Physical Address: 2520 N Federal Hwy, Fort Lauderdale, FL 33305

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch. Docs
12592-525--01-01	Percentage of monthly gross concession receipts net of sales tax	Supplier Product Code:	First Offer - 25.00%	1 / each	25.00% Y

Supplier Total **\$0.00**

Sunrise Paddleboards, LLC.

Item: **Percentage of monthly gross concession receipts net of sales tax**

Attachments

Sunrise Paddleboards Response to Bid No. 12592-525 11-15-21.pdf

Sunrise Paddleboards

Response to Request for Proposals 12592-525



BID DETAILS:

Bid Number: 12592-525

Bid Title: Watersports Activities Rental Concession (Motorized & Non-Motorized)

Bid Designation: Public

Bid Issued By: City of Fort Lauderdale

RESPONDENT'S CONTACT INFORMATION:

Company Owner: Brian Galton

Email Address: bgalton@yahoo.com

Phone Number: (305) 879-4220

Website: <http://www.sunrisepaddleboards.com/contact-us/>

Physical Address: 2520 N Federal Hwy, Fort Lauderdale, FL 33305



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4.2.2 Executive Summary

Sunrise Paddleboards was founded in 2011 and is the only South Florida company recognized in the Trip Advisor "Hall of Fame" for over 8 or more consecutive years of outstanding service. Its variety of motorized and nonmotorized watersports activities has received TripAdvisor's Award of Excellence, Broward West Palm Beach Winner Best Paddleboard Shop, and Thousands of 5-Star Reviews, Editorials and Commentaries from around the world.

The company's main location and office are in the beautiful City of Fort Lauderdale. Company details are provided below:

Company Owner: Brian Galton

Primary Contact Email Address: bgalton@yahoo.com

Primary Contact Phone Number: (305) 879-4220

Website: www.sunrisepaddleboards.com

Business Location and Office: 2520 N Federal Hwy, Fort Lauderdale, FL 33305

Company Email Address: info@sunrisepaddleboards.com

Company Phone Number: (954) 440-4562

Hours of Operation: 9am to 6pm daily, all year-round

Business Incorporation: State of Florida on 04/08/2011

State Document Number: L11000042495

Federal EIN Number: 90-0682775

Over the past decade, Sunrise Paddleboards has served the South Florida community and developed some of the most iconic watersport tours in the Broward County area. The vision of this outstanding organization was brought forth by Brian Galton, the CEO and Founder, who combined his passion for sales and people with the tropical lifestyle of the region. His passion for water sports and marine life has led to educational awareness of the environment, opportunities for placemaking along the blueways and waterways, and engaging people of all backgrounds and abilities into a more nature-based active lifestyle. His enthusiasm for recreational watersport activities brings people together and emulates the spirit of the City of Fort Lauderdale. His desire to keep the area fun, safe and beautiful has also led to the "Clean Water Clean Life Project," an initiative geared at uniting residents and recreational watersport enthusiasts who come together to utilize over 1,000 buckets for the purpose of gathering and disposing of trash found in the water.

Sunrise Paddleboards has been incorporated with the state of Florida for over 10 years under the leadership of Brian the sole officer and principal in charge of the company. The current operations include over 10 staff members and independent representatives that work out of the current Fort Lauderdale location referenced above. The personnel and representatives of the organization are all as passionate about the work as the Founder.



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All are trained and highly qualified in the tasks they do. Year-round you can stop by and meet them on the water or at the main location checking-in and checking-out customers as kayak, paddle board, jet ski rentals and tours are taking place throughout the day.

In response to this Request for Proposals (RFP), Sunrise Paddleboards hopes to expand its operations by opening this second site along the Middle River while providing a steady revenue stream to the City of Fort Lauderdale for the amount of 25% of the monthly gross concession receipts net sales tax for activities related to the George English Park and Coontie Hatchee Park locations. Currently, Sunrise Paddleboards operates on the northern end of the Middle River and this additional concession location and launch sites will help foster a wonderful partnership between the City and the company while increasing the recreational watersport activities available to the City residents and visitors. With a location at George English Park and opportunities to conduct tours out of Coontie Hatchee Park, Sunrise Paddleboards can continue to do what it does best providing topline water sport activities to the community.

Sunrise Paddleboards seeks to secure a five-year (5) contract with the City with two (2) potential renewable years as stated in the RFP for Watersports Activities Rental Concession (Motorized & Non-Motorized) at George English Park with an additional launch site at Coontie Hatchee Park. The company proposes providing guided tours for personal watercrafts (Sea Doo's, jet skis, waverunner, or similar), along with kayak and paddle board rentals and tours. In addition, the company is considering potential opportunities for adding electric bicycles to its fleet for rentals and tours. Sunrise Paddleboards is also looking at options to partner with an automated paddle board rental company that may potentially be able to station a self-service kiosk for paddle board and/or kayak rentals at Coontie Hatchee Park.

Sunrise Paddleboards is submitting this proposal for the City's consideration and welcomes opportunities to further discuss all concepts and plans included herein. The company is open to input from the City and would be elated to work together on a final plan that will benefit the City and its residents and visitors best. We look forward to a new opportunity serving the City of Fort Lauderdale through this public-private partnership and believe that the work we can do together will have a tremendous impact on thousands of people within and outside of the boundaries of Fort Lauderdale.



4.2.3 Experience and Qualifications

Sunrise Paddleboards has been providing watersport activities to the South Florida community since 2011. Its owner, Brian Galton, has been an avid watersport enthusiast and lover of nature the majority of his life. His sales and management experience span over three decades, approximately 35 years. He is the creator and originator of the world famous, "Venice of America Lesson and Tour," Island City ECO Paddle, Bio Rock Snorkel and Paddle, and our Full Moon Paddle. Over the years, Sunrise Paddleboard staff have mentored and trained over 100,000 guests including Boy Scouts, Girl Scouts, summer camps, church group, veterans, and many other groups.

Over the past 10 years Sunrise Paddleboards has accomplished many accolades such as: Best In Town, Winner Best Paddle Board Shop Broward/Palm Beach, #1 Dealer for Largest Maker of Paddle Boards in the World, Featured in USA Today "12 EPIC Places to Paddle," placing Fort Lauderdale on the World Stage, the only South Florida Business recognized as a recipient in the Trip Advisor Hall of Fame for Outstanding Performance and Excellence in Service, Premiere Episode of SoFlo Health, and most recently, Winner Adventure Activity of the Year by Travel and Hospitality Awards to name a few. Sunrise Paddleboards has also organized and founded multiple electronic mailing groups that currently promotes to over 15,000 subscribed members.

Sunrise Paddleboards has created several social media pages and developed three business essential websites including:

- <http://www.sunrisepaddleboards.com>
- <http://www.supsmart.com>
- An Online Amazon Store that generates daily product sales of paddle boards and related

Along with its strong marketing presence and ever-growing recognition by some of the world's largest online tourist activities rating sites, Sunrise Paddleboards also makes time to support community initiatives through hosting fundraisers for Human Trafficking, Autism, and has donated to hundreds of local charities and organizations including over \$15,000 to NOVA. Outside of his for-profit ventures Brian also created and founded a 501(c)3 charitable nonprofit known as Clean Water Clean Life. Through this nonprofit thousands of people and groups are recruited to clean our waterways initiating a bucket program that would later be adopted by the City of Fort Lauderdale.

It is important to note that since Sunrise Paddleboards has a main showroom location situated along Federal Highway and generates sales out of that location, if Sunrise Paddleboards is found to be the selected and awarded respondent for this bid, a separate Limited Liability



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Corporation (LLC) will be incorporated in the state of Florida and used for this contract with the City of Fort Lauderdale. This will allow Sunrise Paddleboards to accurately track all related contract terms and financials separately from the other operation. Neither Sunrise Paddleboards, LLC or the future incorporated LLC would be considered a Minority or Woman-owned Business as the only owner and officer will continue to be Brian Galton. The company details for Sunrise Paddleboards and the new LLC will remain as follows:

Company Owner: Brian Galton

Email Address: info@sunrisepaddleboards.com

Business Phone Number: (954) 440-4562

Business Fax Number: N/A

Website: www.sunrisepaddleboards.com

Principal Location and Mailing Address: 2520 N Federal Hwy, Fort Lauderdale, FL 33305

Hours of Operation: 9am to 6pm daily, all year-round

Over the past 10 years Sunrise Paddleboards has progressed in its expert services expanding from providing paddle board rentals to eventually adding kayaks and then motorized water sport activities such as jet ski tours.

From 2014 through the present:

The company has operated a brick-and-mortar retail location adjacent to the Middle River in Fort Lauderdale. At this location you will find floating docks for over 8 jet skis, over 300 paddle boards and kayaks, as well as a comfortable set-up for guests to park and access the water any day of the year.

The activities currently offered at this location include:

Paddle board rentals and tours, lessons also provided

Kayak rentals and tours, lessons also provided

Jet Ski rentals with tours only, lessons also provided

From 2011 through 2014:

Sunrise Paddleboards was located at Beach Place as a paddle board rental location on Fort Lauderdale Beach. It was at this location that we created the Venice of America Tour, Bio Rock Paddle and Snorkel Tour, and Full Moon Paddles.

The activities offered at the previous location focused on paddle board rentals, tours, and lessons. In a decade's time Sunrise Paddleboards has grown from a rental location to a retail location that even sells paddle boards. It started with a staff of about 5 people operating the



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rental location year-round to now a team of over 10 staff members and independent representatives.

The growth and expansion Sunrise Paddleboards has seen over the years is a testament to its business and fiscal savviness. It is a company that has sought to meet the recreational needs of the community through providing safe and unique water sport activities unlike many other companies in the area. It has grown a loyal customer base with thousands of followers on social media, from all around the world. The company started with an inventory of just 6 paddle boards and now has over 300 paddle boards in inventory as well as kayaks and jet skis.

Unlike many companies that have more liabilities than assets, Sunrise Paddleboards prides itself on its fiscal responsibility as it maintains low debt-to-credit ratios. Typically, the company has little to no need for financing, but has gone through a verification process to gain lender confidence obtaining a commercial line of credit that has enabled the company to expand and grow without costly fees and high interest rates. The company is financially stable and healthy. Attached to this proposal you will find a reference letter specific to this regard.

In addition to its solid corporate structure and overall outstanding presence in the community, we must add that it is not through the Founder alone that all of this has been possible. The equipment, activities, tours, government support, guests, and staff all have worked together through the years to make Sunrise Paddleboards what it is today.

Through guest and staff feedback we have been able to improve our services. The duration, route and focus of each tour varies with packages and rates available online. These rates have been thought through and modified as the years have passed to ensure we are able to sustain our operations, expand while continuing to provide new equipment and unique experiences to guests.

Rentals and tours can last from an hour up to a couple of hours and sometimes half or whole days depending on where the activity extends to along the waterway. For shorter trips within the Middle and New Rivers tours and rentals can last an hour for some guests, however, for longer trips through the Intracoastal Waterway (ICW) or out to the Atlantic Ocean, rentals and tours can run a little longer depending on the guest's interest and comfort.

The most important thing to remember is that our expert staff and guides will be there to support guests in their selection of the activity they decide to engage in, as well as providing safety and equipment use training and instruction prior to departing the concession area.

Key staff and guides that work for Sunrise Paddleboards include:

Brian Galton, CEO and Founder – Holds over 10 years of watersports activity management and training. Prior to Sunrise Paddleboards achieved leadership abilities that grew from



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managing 1 Volkswagen dealership to adding a Buick store, and then a Jaguar dealership managing over 100 people and authorizing millions of dollars between parts, service, and sales. Consistently maintained 3 top-ranking dealership amongst one of the largest automotive groups on the east coast. He also has credentials to include: CPR Certified, FWC Boaters Safety Card, FWC Livery Certified, Licensed Real Estate Professional, and Licensed Finance and Insurance Professional. His education includes a business major from the Virginia Commonwealth University School of Business. Specialty training completed includes Anthony Robbins, Zig Zigler, Dr. Wayne Dyer, Tom, Hopkins Clint McGee, Grant Cardone, Jack Welsh, and Damon Johns.

Additional staff, independent representatives and guides include:

Jamin Widener, Sales Manager – Jamin has been a valuable team member for over nine years at Sunrise Paddleboards. His main responsibility is to retain 100% guest satisfaction and acts as the right-hand to the CEO and Founder, capable of handling all matters that need to be addressed. Reliable and loyal to a fault are his biggest strengths. Jamin performs all tours and has been trained to focus on maintaining the highest quality and guest experience. In addition, to being CPR certified he has been certified and completed the Boat-Ed Official Florida Boating Safety Course recognized by the U.S. Coast Guard and approved by the NASBLA. Boat-ed.com is a delegated provider for the Florida Fish and Wildlife Conservation Commission.

Taylor Johnston, Marketing Manager – Having left the Midwest in search for better weather and the marine experience in South Florida, she always knew that the water was where she wanted to be. Through her passion for marketing, media promotions and customer relations she was able to merge her two loves into one. At Sunrise Paddleboards, Taylor has created multiple campaigns, boosted online sales and presence, curated new content across platforms, and spread brand awareness through festival activations. She has even written code for the company website to increase media presence with our products company, SupSmart. She has been not only a key ingredient to how we have increased our customer base, but through her ability to communicate so graciously she has been known to quickly resolve guest concerns or needs, build strong relationships with vendors, and welcome anyone with a warm smile and helping hand.

Alicia Hopkins, Shop Manager and Island City ECO Paddle Tour Guide – A school educator and true environmentalist, her ability to teach and share about the marine ecosystems is a great tour option for our avid lovers of nature and guests seeking to learn more about the environment. Alicia also has a management background that has helped increase sales through our retail location as one of our shop managers.

Dhana Clark, Shop Manager and Full Moon Paddle Tour Guide – Relocating to South Florida was a transition that changed Dhana's life forever. She started as a guest of Sunrise



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Paddleboards and fell in love with the sport and scenery. She quickly learned the ins and outs of the industry and mastered the tours. She has been nothing short of amazing on the Full Moon Paddle Tours and has been a great support in administering the retail shop when not conducting a tour.

Josh Krieg, Jet Ski Manager - As an ocean enthusiast, Josh has been a jet ski manager and eco tour guide for Sunrise Paddleboards over the past couple of years. He achieved his degree in marine science at Coastal Carolina University in 2018. Since then, he has had the opportunity to work with NOAA as a marine fish biologist, educate classes about environmental issues, and conduct and publish personal research while studying abroad in Jamaica. Some skills and certifications that helped him along this path was of course CPR and First Aid, Rescue Diver, and Boater's Safety and Education licenses.

Alexandra Crossman, Multi-Watersports Activity Tour Guide - Wearing multiple hats as instructor, tour guide, and snorkel tour lead, Alexandra is presently being mentored by the Founder to advance her dream of opening an adventure company in St. Petersburg, Florida. Alexandra is a light unlike any other, a survivor of sex trafficking, she has helped organize and host paddle board fundraiser events with donations going to support sex trafficking rescue and recovery around the world. Through the Founder's guidance and commitment to help build others, she has been able to express her passion for paddle boarding, movement, connection, outdoor adventure, and contribution. She has been inspired and as a result she inspires all of us.

Yalo Pacheco, Multi-Watersports Activity Tour Guide - A native of Ecuador and 23-year resident of Florida, Yalo is passionate about water sports and people. Fluent in Spanish and English, Yalo grew up learning about boats and motorized water sport equipment through his father. He possesses a boating license, is certified in CPR and a Lifeguard. Currently he is working to get licensed as a captain and taking courses to become a certified diver. Prior to working at Sunrise Paddleboards, Yalo worked for two other jet ski companies that have helped him get additional riding and training hours in all sorts of conditions, places and using different types of jet skis/wave runners.

Paul Mather, Multi-Watersports Activity Tour Guide - A retired psychiatric nurse and qualified personal trainer, he has been a member of the Sunrise Paddleboard team since 2016. His experience and roles have included dock management, tour guide, and instructor of all watersport activities and equipment. Paul holds certifications in CPR, AED, and Advanced First Aid. He is a devoted paddle board student, water enthusiast, and believes in the psychological, physical and spiritual elements that produce benefits from water activities. During the pandemic, he has been lead representative for health and safety precautions, leading in best practices regarding guest comfort and safety.



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Kent Hash, Multi-Watersports Activity Tour Guide – Has over 40 years of experience in kayaking. He is a key paddle boarding instructor and guide as well as an excellent jet ski guide and instructor. Kent is CPR trained and certified and puts guest safety first. He is known for amazing customer service skills, his ability to help guests with accommodations and his concern for the environment and conservation.

Silvie Gausman, SUP Yoga Instructor – A certified yoga teacher since 2005, SUP Yoga in 2016, Reiki meditative practitioner, and certified CPR provider, Silvie loves to study the human body and its abilities to heal itself through breath, movement, and attachment to nature. SUP Yoga is a perfect example of all these elements combined and something so many guests enjoy to participating in through our custom SUP Yoga tours. In our guided tours guests experience breath practice, movement synchronized with breath and final meditation on the water in nature.

Brooke Thomas, SUP Fitness Instructor - As an ACE certified personal trainer and AFAA certified group fitness instructor, Brooke decided to pair her love for paddle boarding and being on the water with her fitness experience to get people moving on the water! Originally Brooke also started as a guest of Sunrise Paddleboards where she was given the opportunity to share this fitness experience through their business. Guests are often surprised by how easy it is to do push-ups, planks, squats and ab work on a paddle board. It is so rewarding for them (and for us) to leave the lesson feeling so accomplished. Plus, they are having such a great experience they don't realize they are working out!



4.2.4 Approach to Scope of Work

4.2.4.1

Sunrise Paddleboards intends to work alongside the City of Fort Lauderdale to develop a fully agreeable plan of operation if selected and awarded a contract under this RFP solicitation. However, a scope of work and approach are herein included, for consideration by the City. Sunrise Paddleboards understands the City of Fort Lauderdale is seeking to award a respondent a contract to operate the watersports activities rental concession out of George English Park providing for motorized and non-motorized watersports activities. Sunrise Paddleboards is equipped and experienced to provide these contractual services to the public under contract with the City of Fort Lauderdale. Along with being a recognized and reputable legal entity in the state of Florida, Sunrise Paddleboards also possesses and can provide all necessary insurance coverages required by the City, trained, and experienced personnel, and all equipment related to these activities.

Equipment proposed to be used and stored at the George English Park site include the following with specs provided:

9 personal watercrafts:

Sea Doo GTX Pro 130 (or similar)



The potential PWCs we would be purchasing would be Sea Doo GTX Pro 130 models that come as two-seaters in two colors: green and blue. If the City prefers a PWC brand other than Sea Doo, we welcome the discussion to agree upon a make and model prior to purchase. The estimated investment from Sunrise Paddleboards for this purchase is estimated at about \$90,000. It is important to note that 8 out of the 9 Sea Doo's will be used by guests for tours, but the ninth Sea Doo will be reserved for staff use only as a chase vessel for rescues and to act as a guest monitor on tours. The company would like to share that Sea Doo's come highly recommended in the industry as they have a learning key that allows us to adjust the speed like a governor switch, so we can minimize the top speed, which is normally about 55mph increasing the safety along the waterways and ensuring minimal disruption to the residential homes along the river and ICW. Bombardier Recreational Product (BRP) through its affiliated company, Unchartered Society, has extended to Sunrise Paddleboards a line of credit to make this purchase. One of BRP's upon purchase is that we have a staff member on our team, certified through their company as a trained technician for the safety and maintenance of these PWCs.



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14 paddle boards:



14 paddle boards will be available at George English Park and if additional boards are needed then our main location, which is within a 10-minute drive can shuttle over additional boards for large groups. The Dura Shield paddle boards proposed are rated top-quality, can resist ultraviolet rays and are very stable. These boards will be available in 3 sizes: 10' 6", 11', and 11' 6". The 14 paddle boards to be used are estimated at an about \$12,000 investment from Sunrise Paddleboards.

20 single kayaks:

Perception Access 11.5



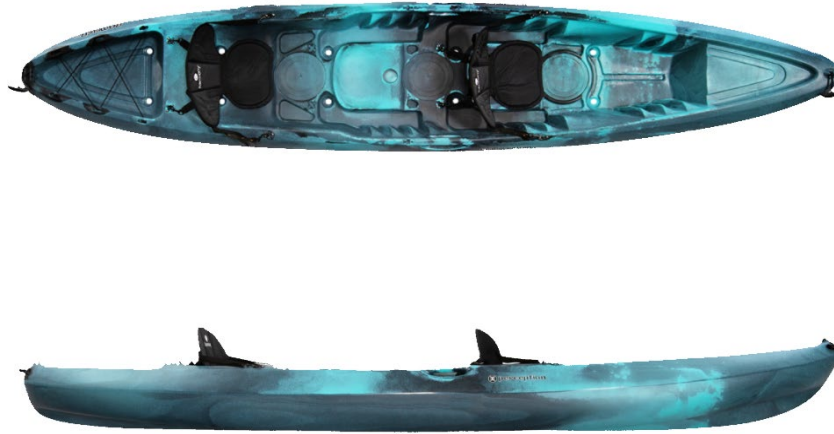
Sunrise Paddleboards proposes Access kayaks for their exception stability, comfort and control. It is great for beginners and has a sit-on-top design to make it easier for users to get in and out. The single kayaks are estimated to cost about \$11,000 from Sunrise Paddleboards.



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18 tandem kayaks:

Perception Rambler 13.5



The tandem Rambler is a comfortable two-person design kayak that maintains the maneuverability of its smaller sibling, while adding stability. The tandem kayaks are an estimated \$12,000 investment from Sunrise Paddleboards.

The equipment that will be located onsite at George English Park will be stored as further depicted in the design plan and diagram presented to the City for approval below:





Sunrise Paddleboards Bid Response

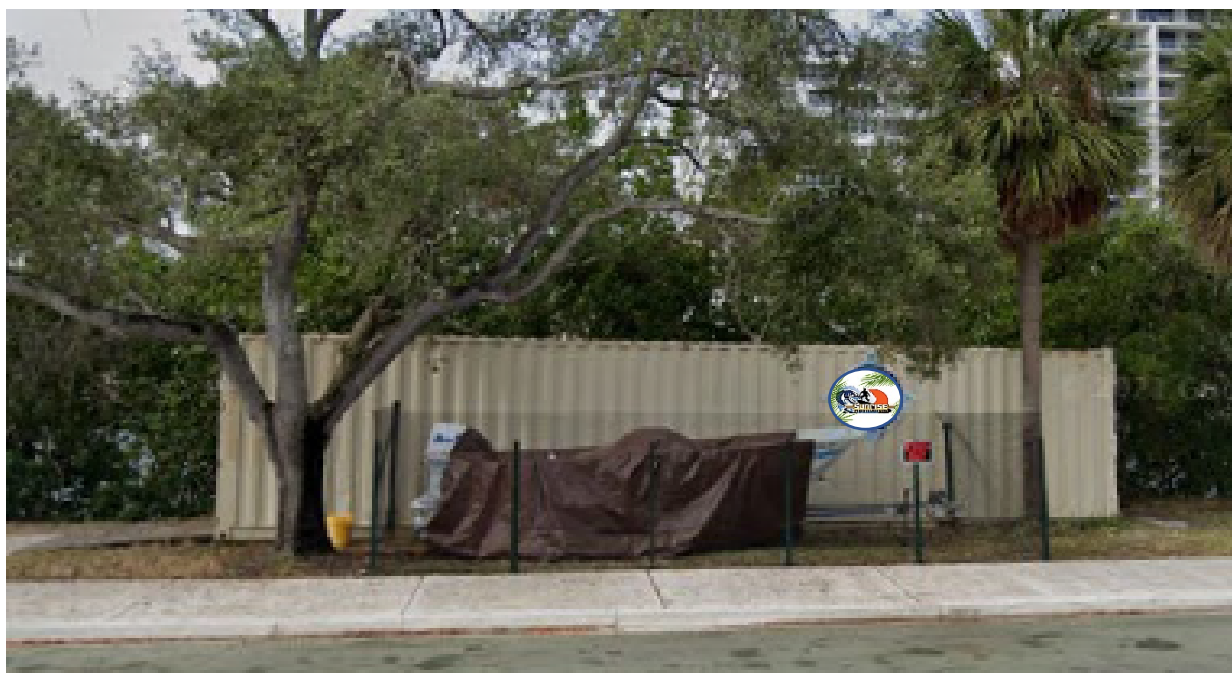
Sunrise Paddleboards is proposing keeping a similar site plan as to the current vendor, Blue Moon Outdoor, with some additional considerations to be reviewed by the City.

The diagram presented above identifies 4 key areas of the site plan:

- Storage
- Floating Docks
- Racks
- Concession Tiki Kiosk

Storage Details:

The site plan proposes storage in the form of a 40ft existing container in the same location it currently is at. Picture of the storage provided below:





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The storage container will replace the existing logo with Sunrise Paddleboards logo and will be used to store paddle boards, kayaks, personal watercrafts, paddles, personal floatation devices such as lifejackets, concession area retail products such as waterproof phone cases, sunglass neck straps, shirts, dry bags, and related materials and supplies. The company would also need to discuss with the City how to properly store gasoline for the personal watercrafts. If the City prefers not to have the gasoline onsite then empty gasoline containers may be stored inside the 40ft containers, however, if the City permits we would like to purchase steel safety cabinet for flammable liquids that would go inside the storage container to safely store the gasoline needed for the day or a few days of tours and rentals.

In addition to the container, we are also proposing wooden kayak and paddle board racks near the concession tiki kiosk. Along the boat launch directly across from the concession area we are also proposing installing floating docks separate to the general public dock where the personal watercrafts can be launched from and stored during non-hurricane conditions. The wooden racks and floating docks will allow for additional storage and increase the ability of the team to process guest rentals and conduct tours more efficiently.

Floating Dock Details:

At Sunrise Paddleboard's main location, we presently have floating docks such as the ones depicted in the images below. These floating docks were installed by EZ Dock USA. If the City were to allow Sunrise Paddleboards to have a floating dock designed and installed it could add functional storage and launch space for the motorized watercrafts to be used. The goal would be to create a dedicated space for the PWCs and avoid creating congestion along the boat ramps at the park. With the addition of floating docks the PWCs can be stored overnight and locked with chains directly on the dock and will avoid taking up critical launch space for the general public using the boat ramps.

The EZ Dock floating docks are rugged and durable modular dock-systems that provide long-term value and accessibility to any waterfront. They come in many different design and decking options to best meet the needs of the customers. They are estimated to cost about \$28,000 and investment Sunrise Paddleboards would be willing to make to increase efficiencies during operations and maximize opportunities for more tours throughout the day. Images provided below are from EZ Dock USA:



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Our preference is side by side design option reflected in the image above to the left.

Rack Details:

Although the 40ft storage container is great for emergency situations like hurricanes, in our current location we find that the kayak and paddle board racks work best for outdoor storage and day to day use of the equipment. If the City were to allow, we would like to build custom kayak/paddle board wooden racks, which is an investment of about \$3,000 from Sunrise Paddleboards. We currently use the racks pictured below and have not had any trouble with theft or related issues. The racks would be built in coordination with the City's approval and would have anti-theft chains to lock the paddle boards and kayaks overnight when they are not in the storage container.



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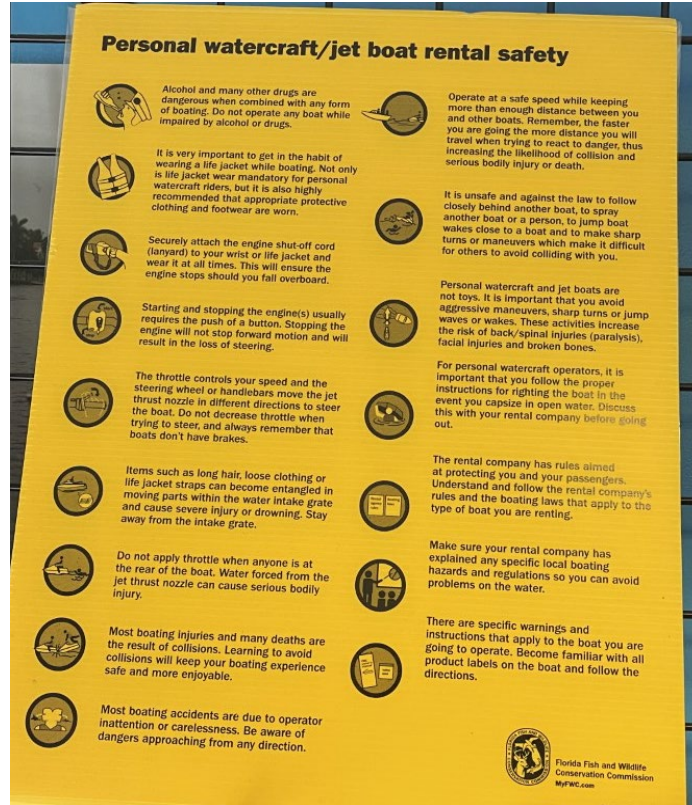
Concession Tiki Kiosk:

If awarded the contract, Sunrise Paddleboards proposes using the same concession tiki kiosk as is currently located at George English Hut. Our understanding is that the kiosk will remain even after the current vendor is no longer there, however, if for whatever reason it were to be removed we can discuss an alternative option to place there. The kiosk will maintain similar banners and signage as are currently on the kiosk. We would like to use A-frame sandwich boards to market ourselves and the prices. There will be a small display rack on the kiosk to hold the concession merchandise for sale such as the waterproof phone cases, sunglass neck straps, and any other agreed upon item the City would consider for sale. Some additional signs we have at our current location include some such as the following:





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We would propose putting up some safety signs to increase awareness especially when using the motorized water sport equipment.

Examples of some of our boards and concession items for sale include:





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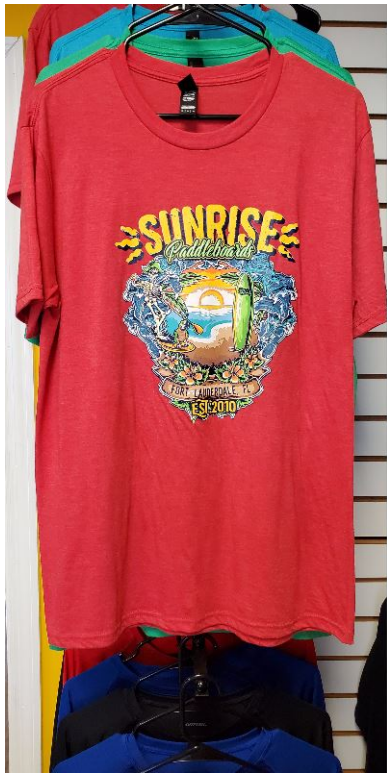
Dry Bags - \$28



Aqua Case - \$28



Sunglass Neck Straps - \$12



T-Shirts Range from \$20-\$30

It is important to note that the above prices for concession merchandise will be the wholesale prices offered to nonpaying guests. Guests on tours or renting equipment from the concession area at the park will receive a 50% discount on all merchandise purchase. As with all proposed plans we plan to discuss these items and amounts with the City for shared agreement.



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Proposed Timeline

Upon award of the contract estimated between March and April of 2022 Sunrise Paddleboards would incorporate a new LLC. This is expected to take about two weeks to establish along with attaining all required certificates of insurance coverage for the City. During this time the company will work with the City on the transition of the former vendor.

Marketing details and signage plans will be discussed with the City so installation of such materials can begin to be situated at the concession kiosk area. Within six to eight weeks of the approval by the City we would expect all signage to be completed and installed.

At this same time, we will also hire any additional staff to manage the concession kiosk area and rentals/tours if needed. All staff for this site will follow E-Verify processing to ensure compliance with the City's requirements for background checks.

As soon as the City allows the company to bring kayaks and paddle boards Sunrise Paddleboards will begin the process to store its equipment in the container and build the wood kayak and paddle board racks, if approved by the City.

Within four weeks of the Notice to Proceed the company would have agreed with the City on the specifications of the personal watercrafts to be placed at George English Park. A purchase will be made at this time to ensure motorized water sport equipment is available to the guests as soon as possible.

Sunrise Paddleboards will work with the City to attain permission and required permits to design and install floating docks across from the concession kiosk area near the boat launch. The floating docks will be the primary location where the personal watercrafts will be stored during the year.

It is important to note that if Sunrise Paddleboards is selected as the awarded respondent for this bid sometime in January or February of 2022, we would like to pursue a Florida Inland Navigation District (FIND) grant in collaboration with the City of Fort Lauderdale to offset the cost of the site improvements that include the addition of floating docks for the motorized water sport equipment. Sunrise Paddleboards is willing to pay the match if the grant is awarded to the City. However, if the grant is not submitted on or by the March 2022 deadline the company would still want to work with the City to install the floating docks.

The concise timeline to implement activities would look something like this:

March/April 2022

- Contract executed with the City
- Former vendor transition plan



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- Marketing plans submitted to and approved by the City
- New LLC established and insurance coverage provided to the City as required
- Signage created and installed
- Personal watercrafts make and model proposed to the City and approved for purchase
- Additional staff hired if necessary, however, at this time we have staff that would be committed to the new site (E-Verify will occur at this time)
- Discussions, design and permits to install floating docks if approved by the City commences and if approved and still within the March timeframe submit a FIND grant.

April/May 2022

- Kayaks and paddle boards racks built
- Kayaks and paddle boards arrive at George English Park
- Advertising and marketing campaigns commence
- Selected personal watercrafts purchased and arrive at the park
- Staff begins preparing the site for work with presence daily to begin to service the public with the nonmotorized watersports
- Discussions begin with the City on a potential self-service kiosk installed at Coontie Hatchee Park and if approved third-party contract negotiated.
- If no FIND grant was submitted proceed with approved plan to install floating docks

May/June/July 2022

- Kayaks and paddle boards rentals and tours ongoing
- Sea Doo tours commence
- Floating docks installed (if grant was submitted then installation would not happen until December of 2022).
- If self-service kiosk was approved, then this would be installed by this time

Sunrise Paddleboards current workload is and will continue to remain the same for its main location off Federal Highway in Fort Lauderdale. We have daily tours and rentals, but we have rotating staff that attend to those guests and experiences. We have sufficient staff and equipment to get this new location at George English Park up and running and do not anticipate any capacity challenges to implementation of the proposed plan. In fact, we are quite excited about this opportunity since this location would be an integral connection to our operations. Currently, we operate at the northern end of the Middle River, but this location would put us closer to the New River, Intracoastal Waterway and Atlantic Ocean. This will not only increase our business operations through allowing more guests to be served from a very central and tourist-based location, but it will create a connection that will enhance all tours north and south of the River.

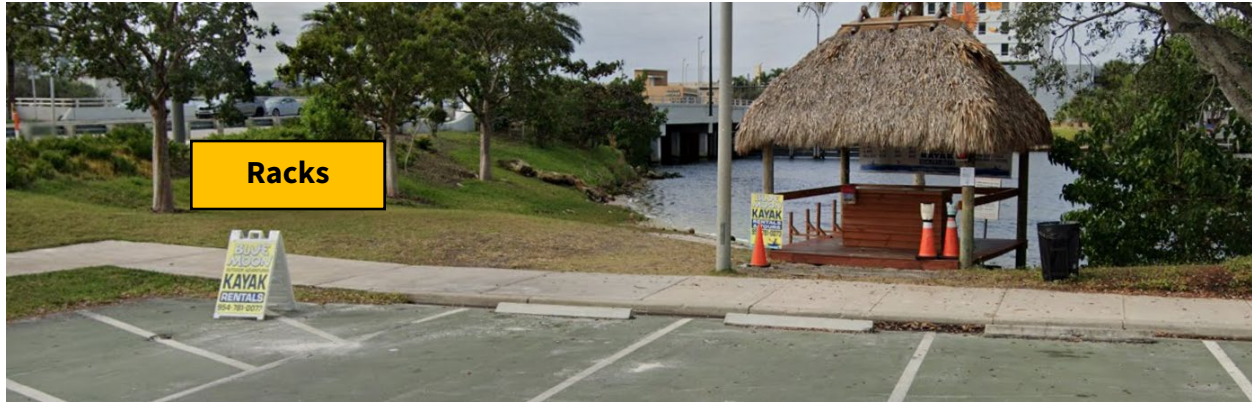
The George English Park location will also increase how many tours we can do in a day as it will cut almost 30-40 minutes of commute out of the way for guests to access the most interesting parts of our tours. Where they would normally have to take almost 20 minutes to the “fun” sites near Las Olas, “Millionaires Row,” and the Atlantic Ocean.



4.2.4.2

A. Concession Area site plan

The current view of the existing concession kiosk is shown below:



Sunrise Paddleboards would propose keeping the same layout and site plan of the concession area as currently shown above. At the tiki concession kiosk we would replicate our own A-frame sandwich boards to place in similar locations to draw attention. We would like to place flags as originally proposed by the current vendor, Blue Moon Outdoor, in their 2018 bid response, however, considering those were never installed we are of the assumption the City didn't approve them. If the City is open to the formerly proposed banners and flags as were submitted by the current vendor we would like to do the same. However, the goal would be to keep the signs, trash bin, and displays the same as currently exist. The only additional thing we would like to have are the wooden kayak and paddle board racks to be placed in the location above marked in the orange box labeled "Racks." We would also include a TV monitor so that guests can watch the required safety video for jet ski tours.

B. Daily maintenance plan for concession area

Staff typically arrive to the location 365 days a year between 8:00-8:45am to set up for the 9am tours and rentals. The setup includes unlocking the storage container and paddle board and kayak racks. All personal watercrafts are inspected and turned on to ensure they are running properly. The same procedures repeat themselves for end of day with regards to the equipment all is inspected and locked. Staff will ensure the concession area is clean from trash and trash found in that immediate area is properly disposed of in the trash can and/or recycling bin. All flyers, marketing materials, POS technology, and related are locked in the container to avoid any potential theft issues. Sweeping of the concession stand is also a daily maintenance practice for our staff. If any damages are found these issues are immediately reported to the CEO who alerts the City point of contact.



Sunrise Paddleboards Bid Response

C. Storage plan including on-site and off-site storage and any vehicle usage

All kayaks and paddle boards will be stored between the 40ft container and the wooden racks near the concession kiosk, if permission is given by the City to build and install them. The kayaks and paddle boards stored on the racks are locked with antitheft chains and locks to ensure they are kept safe. The Sea Doo's and/or other approved personal watercrafts will be kept locked overnight on the floating docks to be installed, however, in the event the City will not allow these to stay overnight on the docks we can accommodate them on a trailer and take them back to our other location on Federal Highway, however, the preferred method is to leave them locked with antitheft chains and locks on the floating docks as these are the current methods we use at our main location and have not had any incidents of theft in the time we have been there.

Off-site storage can always be accommodated at our other location, but this will increase our costs and staff time so we would prefer to keep all equipment related to the City's operations at the park. All vehicles used are personal vehicles for the staff, but in the event a vehicle with towing capability is needed Sunrise Paddleboards has a truck with a hitch and trailers to move the equipment to and from this location and the others including the additional launch site at Coontie Hatchee Park. We also have a staff member with a van and trailer to haul up to 4 PWCs at a time.

Storage can also be made available for kayaks and paddle boards at the Coontie Hatchee Park location if the City is agreeable to installing through a third-party a self-service kiosk similar to the ones pictured below:





Sunrise Paddleboards Bid Response



There are several brands and models, but the options by Padl seem to be a good option and one that is currently already used by other municipalities in South Florida like Key Biscayne.

D. Hurricane preparedness/evacuation plan for all equipment

Pre-hurricane preparation

- Maintain a current list of telephone numbers and contacts for emergency action team members, City staff, and others.
- Contact City to help plan and coordinate activities before the need for emergency action.
- Designate a person to monitor weather conditions and keep the CEO up to date before, during, and after a hurricane.
- Arrange backup communications, such as cell phones.
- Remind employees of key elements of your Hurricane Plan, such as:
 - Communicating post-event procedures and work/payroll procedures
 - Making sure all employees have a paper copy of the plan
 - Ensuring that post-event communications procedures discuss how employees will be notified when they can return to work.
- Inspect all equipment.
- Determine which company records are vital and make plans to protect/relocate them.
- Identify vulnerable and/or critical equipment and processes. Provide instructions for safely shutting down processes, equipment, etc.
- Consider relocating equipment to container or brick and mortar location.
- Maintain straps or other means to brace/anchor storage, signs, and equipment.
- Remove trash from concession area and bins.
- Repair or replace loose or worn materials or equipment.



Impending hurricane preparation

- Monitor and map the hurricane to keep current on its progress.
- Shut down operations including stopping all rentals and tours from occurring until all warning are cleared by the weather forecast and City.
- Remove unrestrained materials from the concession area.
- Secure all kayaks and paddle boards in the storage container.
- Depending on the severity of the hurricane remove the personal watercrafts from the floating device and transport them to the storage container or offsite to the brick and mortar location on Federal Highway.
- Follow all evacuation procedures provided by the City and County.

Post-hurricane procedures

- Upon clearance from the City and CEO return to the park to inspect the concession area and equipment.
- Make any necessary repairs and test all equipment for proper functioning.
- Commence operations as normal once the City and CEO have provided the instruction to do so and all pictures of damages are submitted to both and any reports are completed that may be required prior to returning to regular operations.

E. Written policy and procedure for internal controls to record sales for Concession area(s) income.

Sunrise Paddleboards will ensure that a POS system is available for the new location and will work with the City to ensure all online forms of collecting payment are acceptable to the City's way of verifying daily gross sales. Clover as our POS can be used through handheld devices called CLOVER GO and can be used on our mobile phones.

The staff will all be trained on using the POS system at the concession kiosk. Cash will be accepted and stored in a cash box during the day, unless the City would prefer we do something, at which point alternative internal controls to keep cash on-site will be proposed. At the end of the day the manager on duty for the day recounts all funds and takes them to the main location for deposit by the CEO in the bank during weekly deposit runs.

All rates and tours will be populated into the POS system so that staff can't change any of the rates accidentally and so that all sales are recorded in a manner that can easily be communicated to the City with all recorded sales. The POS is set-up with unique pin numbers per user to track who entered what transactions during the day. The company would also like to propose installing a camera at the kiosk to record financial transactions that occur throughout the day as a separate internal control method.



F. Concession marketing plans

Sunrise Paddleboards, Marketing Manager and CEO will prepare a marketing plan that includes all content to be advertised and platforms for advertisement to be approved by the City. The marketing activities of the current location has resulted in over thousands of guests using the services of that main location and our estimate is that we will be able to reach the same amount of business out of George English Park if not more because of its central and tourist location.

The advantage to our marketing strategy is that we have been in the area for over 10 years and have researched and targeted this population for that long. We have many social media platforms we use and marketing boost strategies through Facebook, Twitter, Instagram and through our websites. We have flyers, electronic mailing lists with thousands of subscribers, and a tremendous presence in the community. Our strongest marketing advantage is that we are recognized by organizations like Trip Advisor, Yelp, Facebook, that all provide outstanding reviews for our services. Currently on Trip Advisor we have 5 out of 5 stars with almost 400 reviews.

In addition, to providing a detailed marketing plan that will include both social media, online and print advertising and marketing to be approved by the City for George English Park, if the self-service kiosk is approved for Coontie Hatchee Park by the City a separate marketing plan will be developed to promote those unique resources in that residential area of the City.

G. Management and staffing plan: Provide a work plan indicating complete and adequate coverage by personnel/management during all operating hours, include name of manager on duty and names of employees assigned for operating rental equipment and/or giving instructions to patrons regarding the operation of any rental equipment. Indicate manager or personnel who will be the contact liaison with the City. List name, title/position and duties of all personnel assigned to this concession, include a resume or summary of experience and qualifications for personnel assigned to this concession.

The concession area at George English Park will operate 365 days a year, from 9am to 6pm. We will maintain two staff members at all times at the park. One staff member will be designated the manager for the day. One staff member will stay at the concession area checking-in and checking-out guests for their paddle boards and kayak rentals, while the other staff member acts as a tour guide for the Sea Doo tours. The staff members will alternate between tours so that the one who was on the water can be relieved to use the restroom and take time on the land to attend to guests. There is also a possibility that depending on how many tours are scheduled up to two other tour guides can be assigned to the park to cover paddle board and kayak tours as needed or even custom tours launching out of Coontie Hatchee Park.

Although operating hours will be primarily 9am-6pm if the City allows some evening paddles such as the Glow in the Dark Paddle Tour, we will host those tours at the City's approval in the



Sunrise Paddleboards Bid Response

evening to attract additional guests and provide a unique opportunity to experience the waterways at a different time of day. Sunrise Paddleboards reserves the right to close the concession for short periods of time if excessive winds or inclement weather is forecasted.

The main person that will serve as point of contact for this contract and to the City will be at all times the CEO, Brian Galton. All contact for Brian has been provided above in this proposal. Staff bios and qualifications have been provided above under the experience and qualifications section of this proposal. Any combination of those staff members may be assigned to this concession and will be kept on rotation at this time; however, we anticipate that the primary individuals to be working at this site doing tours, instructions, and managing the concession include:

- Josh Krieg, Jet Ski Manager
- Dhana Clark, Kayak and Paddle Board Tour Guide
- Yalo Pacheco, Multi-Watersports Activity Tour Guide
- Paul Mather, Multi-Watersports Activity Tour Guide
- Kent Hash, Multi-Watersports Activity Tour Guide

The staff will be expected to maintain the concession kiosk area, check-in and check-out guests, conduct tours, provide lessons and safety instructions, monitor for safety and compliance by all guests, inspect equipment, store and set-up equipment daily, distribute flyers, and engage interested guests to promote the activities. All staff will be trained in all activities of the operations and will be thoroughly trained in the areas of equipment use, safety instruction and recovery, and fiscal accountability.

H. Currently held certifications and licenses (NASBLA/state approved boating course by proposer and staff to operate motorized watercraft) and currently held memberships in Professional Associations related to Motorized Watercraft activities.

Below are some of our key staff that hold certifications and licenses:

- Brian Galton (CEO and Founder) is CPR certified and FWC Livery certified, as well as holds a FWC Boaters Safety Card.
- Jamin Widener (Sales Manager and Multi-Watersports Activity Tour Guide) is CPR certified and completed the Boat-Ed Official Florida Boating Safety Course recognized by the U.S. Coast Guard and approved by the NASBLA.
- Josh Krieg (Jet Ski Manager) is CPR and First Aid certified, Rescue Diver certified, and holds Boater's Safety and Education licenses.
- Yalo Pacheco (Multi-Watersports Activity Tour Guide) possesses a boating license and is certified in CPR and a Lifeguard. He is working to get licensed as a captain and taking courses to become a certified diver.



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- Paul Mather (Multi-Watersports Activity Tour Guide) holds certifications in CPR, AED, and Advanced First Aid.
- Kent Hash (Multi-Watersports Activity Tour Guide) is CPR trained and certified.
- Silvie Gausman (SUP Yoga Instructor) is certified CPR provider.

All staff assigned to work at the parks will be CPR certified and have experience and training to operate motorized personal watercrafts. Including completing the BPR training to properly maintain and use the personal watercrafts purchased for tours.

I. Proposed nametag for staff, include color photographs and specifications.

We propose badges that can go around the neck similar to the ones pictured below:



However, other options can be explored and submitted to the City for review and approval prior to purchasing.

J. Written and verbal safety briefing for customer instructions on personal floatation device use.

Staff are thoroughly trained on fitting guests for a properly sized lifejacket (personal floatation device - PFD) and the requirements for use on all water sport equipment. Lifejackets are mandatory when on a Sea Doo or other personal watercraft. The lifejackets are attached to all kayaks and available to all paddle boarders for use. If the City requires that all watersport activity guests must wear the PFD then we will ensure that is communicated to all guests through our safety briefing.

Safety should always be a top priority when heading out on the water. Written instructions are provided to staff when in training and then they are expected to memorize and recite the verbiage upon every rental and tour they conduct and check-out. Here is a sample of the language we provide our guests during the safety briefing:



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1	Open the lifejacket
2	Put your arm in
3	Other arm in
4	Buckle up the waist belt harness
5	Tighten harness waist belt together – Grip ends of harness waist belt and pull “Comfortably Tight”
6	Tidy excess of waist belt and fold into Velcro sleeve pocket
7	Pass the two crutch straps through your legs and clip both into place
8	Using the adjustable buckles adjust up so they are “comfortably tight”
9	Fold up excess of the crutch strap webbing and fold into the Velcro sleeve pocket
10	Ensure that your lifejacket does not ride up. An ill fitted or loose lifejacket will not provide the level of performance required when inflated
11	You are now wearing your lifejacket correctly and can confidently go to sea

It is also important to mention that all jet ski tour guests are required to watch a safety video provided by First Flight insurance. This is a 10 minute video that explains things like the importance of PFDs and how to safely operate the watercraft. We can provide a copy of the video for the City to view upon request.

K. Written and verbal rescue protocol for personnel effecting rescues.

All staff assigned to this concession area is and will be CPR certified prior to work assignment at the concession kiosk. We adhere to all U.S. Coast Guard Rescue Safety Procedures. Hence, our protocols are as follows:

- Do not attempt a rescue that exceeds the limits of your capabilities, your training, or your chase vessel (in this case the 9th Sea Doo onsite).
- Do not place your vessel, co-workers, or guests in serious danger.
- Have a plan prior to action. Communicate the plan and your expectations to your co-workers and CEO, and if possible, depending on the severity of the rescue, keep Coast Guard and/or law enforcement informed of your actions.
- Have a plan for recovery for guests stranded on the water to include floatation devices, bringing them onboard the chase vessel, and/or possibly towing stranded equipment back to shore.
- Ensure all your staff is wearing PFDs and safety gear when conducting a rescue and always when using a personal watercraft or chase vessel.
- Always remember if a guest is in the water and needs help always prioritize the victim not wearing a PDF first.



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L. Written policy and procedure for internal controls to record rentals for Concession Area Income. Describe your company’s accounting systems, planned frequency of reporting procedures, and management control check and balance systems. Provide a SAMPLE for the types of financial operating reports our company will use for this concession.

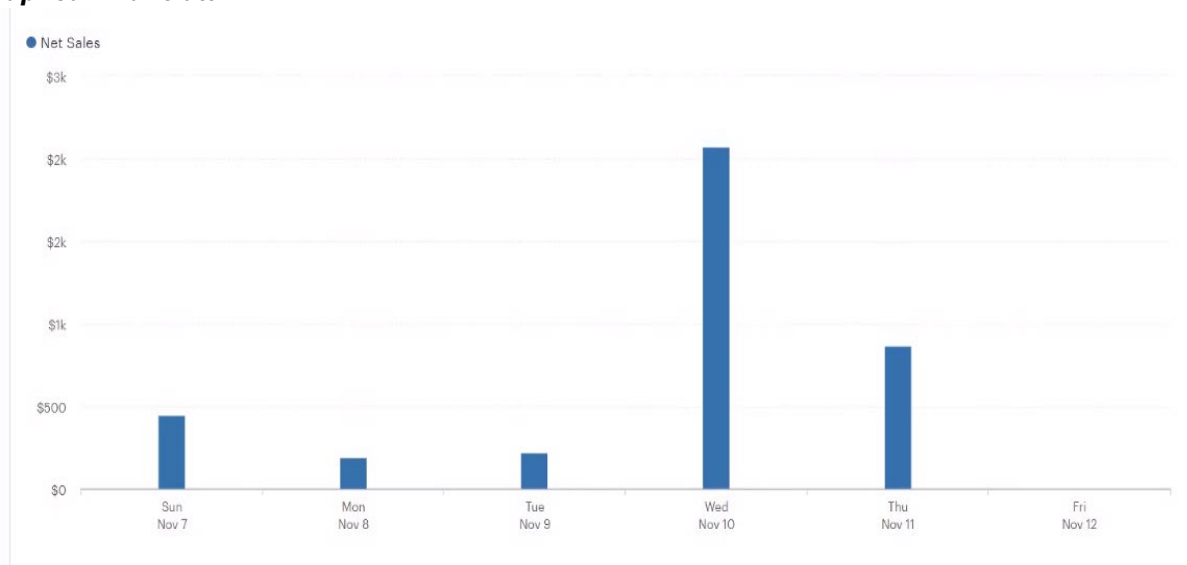
Sunrise Paddleboards uses the services of Universal Accounting for all booking and reporting needs to the IRS. The CPA for the firm handles all reconciliations, profit and loss statements, and tax filings.

As described above in this proposal, we use a system called Clover for our POS system. The POS system is set-up with all tour and rental rates and is used by our staff who are all trained in the system. The system keeps all sale details and can be customized to produce unique reports upon the City’s request. Below are some of the views we can produce from the system for reporting purposes:

Summary Details

Category	Value
Gross Sales	\$3,996.60
Net Sales	\$3,772.60
Amount Collected	\$4,006.23
Orders	27

Graphed Financials





Sunrise Paddleboards Bid Response

Daily Sales Details

Daily Sales						
Nov 7, 2021 - Nov 12, 2021	Sun, Nov 7	Mon, Nov 8	Tue, Nov 9	Wed, Nov 10	Thu, Nov 11	Total
Gross Sales ⓘ	\$442.00	\$255.00	\$214.00	\$2,099.60	\$986.00	\$3,996.60
Discounts ⓘ	\$0.00	-\$71.00	\$0.00	-\$30.00	-\$93.00	-\$194.00
Refunds ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	-\$30.00	-\$30.00
Net Sales ⓘ	\$442.00	\$184.00	\$214.00	\$2,069.60	\$863.00	\$3,772.60
Non-revenue Items ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gift Card Activations ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Taxes & Fees ⓘ	\$30.94	\$10.78	\$14.98	\$125.97	\$50.96	\$233.63
Tips ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Service Charges ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Amount Collected ⓘ	\$472.94	\$194.78	\$228.98	\$2,195.57	\$913.96	\$4,006.23
Unpaid Balance ⓘ	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Financials by Tours

Name ⓘ ↕	ⓘ Sold ↕	ⓘ Refunded ↕	ⓘ Gross Sales ↕	ⓘ Discounts ↕	Refunds ↕
▼ Jet Ski Tours					
2 Hour Jet Ski Tour	5	0	\$1,150.00	-\$90.56	\$0.00
3 Hour Jet Ski Voucher Match	3	0	\$570.60	\$0.00	\$0.00
3 Hour Jet Ski Gas and Service Fee	3	0	\$477.00	-\$15.00	\$0.00
3 Hour Guide Fee	9	0	\$405.00	\$0.00	\$0.00
Add A Rider to a Jet Ski	6	0	\$120.00	-\$7.44	\$0.00
Total	26	0	\$2,722.60	-\$113.00	\$0.00

Financials by Rentals

Name ⓘ ↕	ⓘ Sold ↕	ⓘ Refunded ↕	ⓘ Gross Sales ↕	ⓘ Discounts ↕	Refunds ↕
▼ RENTALS					
1 Hour Tandem Kayak	2	0	\$80.00	\$0.00	\$0.00
1 Hour SUP or Kayak	2	0	\$50.00	\$0.00	\$0.00
2 Hour SUP or Kayak	1	0	\$40.00	\$0.00	\$0.00
Total	5	0	\$170.00	\$0.00	\$0.00
▼ Uncategorized					
Custom Item	1	0	\$125.00	\$0.00	\$0.00
Total	1	0	\$125.00	\$0.00	\$0.00



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Financials by Concession Merchandise

Name	Sold	Refunded	Gross Sales	Discounts	Refunds
▼ SUP ACCESSORIES					
Phone Case (Black)	2	0	\$56.00	\$0.00	\$0.00
Rail Tape - SUPSmart 4"	1	0	\$35.00	\$0.00	\$0.00
Phone Case (Aqua)	1	0	\$28.00	\$0.00	\$0.00
Total	4	0	\$119.00	\$0.00	\$0.00
▼ LEASH - SUPSmart					
Leash - BLACK - Coil - SUPSmart (S...	2	0	\$66.00	\$0.00	\$0.00
Total	2	0	\$66.00	\$0.00	\$0.00

Employee Sales Summary

Name	Payments		Refunds		Manual Refunds		Service Charge	Tips	Details
	#	Amount	#	Amount	#	Amount			
Dhana	1	\$31.03	0	\$0.00	0	\$0.00	\$0.00	\$0.00	Details
House	3	\$404.50	0	\$0.00	0	\$0.00	\$0.00	\$0.00	Details
Jamin	4	\$231.12	1	\$32.10	0	\$0.00	\$0.00	\$0.00	Details
Kent	10	\$2,205.20	0	\$0.00	0	\$0.00	\$0.00	\$0.00	Details
Taylor Johnston	5	\$429.07	0	\$0.00	0	\$0.00	\$0.00	\$0.00	Details
Yalo	4	\$737.41	0	\$0.00	0	\$0.00	\$0.00	\$0.00	Details

Our pay plans for employees are incentivized to encourage our staff to close as many sales and conduct as many tours as possible resulting in commissions and bonuses reducing any desire to short the company funds, when completing their transactions in the POS system.

M. Any other information that will assist the City in evaluating your proposal.

We would welcome an opportunity to further discuss this proposal with the City along with more specific details on our rentals tours. We can customize packages, rates and tours to the needs and benefits of the residents and guests. For more specific tour information we encourage the City to research our website for descriptions of tours not mentioned in this proposal: <https://sunrisepaddleboards.com/>

It is also important to mention that Sunrise Paddleboards recently became a distributor and authorized dealer for Hurley, which is a brand name powerhouse in the surf industry, adding to even more of our list of credentials. We are currently exploring, researching, and learning



Sunrise Paddleboards Bid Response

with hopes to expand into the rental and tour segment of electric bicycles. This can become a potential integration of our services under the contract if the City allows for it, leading to additional opportunities for each of us to grow.

Sunrise Paddleboards invites the City to compare its gross revenue through public tax records in comparison to other proposers submitting for this RFP that have been providing motorized and nonmotorized services as requested through the RFP. Our evident consistency and growth over the years represent the viability of our future successes and the durability of our approach.

Many competitors have come and gone during the past decade, unable to meet the demands of the current market. However, Sunrise Paddleboards has not only a passion for this industry but knows these local waters and community trends better than any other company providing similar services in this area. It would be hard to say that we are not the top contender for this RFP. Our commitment to the watersport industry is to continue to provide unique and positive experiences for all guests by connecting them to the beautiful South Florida environment through active living.

Awarding this RFP to Sunrise Paddleboards is the perfect reward for a business that has been a dedicated ambassador for the City of Fort Lauderdale and the surrounding communities over the past decade.

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Help Clean The River & Get a Discount of **\$10 Off** Regular Prices

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4.2.4.3

George English Park Proposed Rates

Paddle board Rental Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
Paddle board one-hour rental	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Paddle board two-hour rental	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Paddle board three-hour rental	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Paddle board four-hour rental	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Paddle board all-day rental	\$99.00	\$99.00	\$99.00	\$99.00	\$99.00

Single Kayak Rental Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
Single kayak one-hour rental	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Single kayak two-hour rental	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Single kayak three-hour rental	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Single kayak four-hour rental	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Single kayak all-day rental	\$99.00	\$99.00	\$99.00	\$99.00	\$99.00

Tandem Kayak Rental Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
Tandem kayak one-hour rental	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Tandem kayak two-hour rental	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Tandem kayak three-hour rental	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Tandem kayak four-hour rental	\$99.00	\$99.00	\$99.00	\$99.00	\$99.00
Tandem kayak all-day rental	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00

Personal Watercraft (PWC) (Sea Doo's) Guided Tour Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
PWC one-hour tour	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00
PWC two-hour tour	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00

Paddle board and Single Kayak Two-Hour Guided Tour Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
Venice of America Tour	\$99.00	\$99.00	\$99.00	\$99.00	\$99.00
Glow in the Dark Night Paddle Tour	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Clean Water Clean Life Cleanup Tour	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00

Tandem Kayak Two-Hour Guided Tour Rates:	Rate Year 1	Rate Year 2*	Rate Year 3*	Rate Year 4*	Rate Year 5*
Venice of America Tour	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
Glow in the Dark Night Paddle Tour	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Clean Water Clean Life Cleanup Tour	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00



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Security Deposit required for rental of equipment is \$0.00, but we retain the right to hold a credit card and/or a copy of a driver license for assurance.

*Currently, we don't anticipate any rate increases in years 2-5, but we can discuss this with the City on a year to year basis to determine if a rate increase is merited.

Sunrise Paddleboards proposes to offer discounted rates for repeat guests and nearby residents to create residual flow of traffic and retention of guests. Price to be determined in cooperation with the City of Fort Lauderdale. We would also like to discuss with the City how to be in a position to best price match in an effort to maintain competitiveness and maximize gross sales.

Coontie Hatchee Park Concept

Sunrise Paddleboards is willing to develop custom tours for guests to launch out of the Coontie Hatchee Park. However, in addition to the kayak and paddle board rates listed above there will be an additional transportation charge to deliver the equipment to the site. The estimated transportation costs range between \$50-\$100 depending on how many paddle boards and kayaks are needed.

In addition, we are exploring options for a self-service paddle board and kayak rental kiosk using a phone app through a third-party provider. The kiosk would be a pilot project launched out of Coontie Hatchee Park, however, since the kiosk would need to be purchased through a third-party and gross sales from such equipment would need to be evaluated for profitability a deeper discussion is needed with the City if this concept seems like a viable opportunity to pursue for activities at this location.





4.2.5 References

Reference #1

Agency Name: City of Sunny Isles Beach

Address: 18070 Collins Avenue, Sunny Isles Beach, FL 33160

Contact Person Name: Don S. Alcime, Recreation Supervisor

Phone Number: (786) 942-1517 / E-Mail Address: dalcime@sibfl.net

Year of Project: 2020

Project Cost: We prepared a custom rate and package for the City. The average rate per camper was in the range \$25-\$35.

Description of Project: During the summer the City, shuttled high school students in their summer camps to our location to participate in kayaking and paddle boarding activities. We provided tour guides to monitor and assist the teens on their adventure. We worked with the City staff and chaperones to ensure a safe and fun experience for all. For this project we worked with 60 campers and 9 chaperones.

Reference #2

Agency Name: City of Hollywood

Address: 1405 South 28th Avenue, Hollywood, FL 33022

Contact Person Name: Bryan Cornelius, Recreation Leader

Phone Number: (954) 921-3404 / E-Mail Address: bcornelius@hollywoodfl.org

Year of Project: 2019

Project Cost: We prepared a custom rate and package for the City. The average rate per camper was in the range \$25-\$35.

Description of Project: During the summer the City, shuttled 50 students for a summer field trip to our location to participate in kayaking and paddle boarding activities. We provided tour guides to monitor and assist the students on their adventure. We worked with the City staff and chaperones to ensure a safe and fun experience for all. For this project we worked with 50 students and 5 chaperones.

Reference #3

Agency Name: NSU University School

Address: 3375 SW 75th Avenue, Fort Lauderdale, FL 33314

Contact Person Name: Lara Bezianis, Administrative Coordinator II

Phone Number: (954) 262-4528 / E-Mail Address: lb1039@nova.edu

Year of Project: 2019

Project Cost (BvA): We prepared a custom rate and package for the university. The average rate per camper was in the range \$25-\$35.

Description of Project: During the summer the university, shuttled over 20 students for a summer field trip to our location to participate in kayaking and paddle boarding activities. We provided tour guides to monitor and assist the students on their adventure.

**Sunrise Paddleboards Bid Response****Reference #4**

Agency Name: MyFortLauderdaleBeach

Address: 1518 Garfield Street, Hollywood, FL 33020

Contact Person Name: Arianne Glassman, Owner

Phone Number: (954) 205-8754 / E-Mail Address: ari@arianneglassman.com

Year of Project: Over five years

Project Cost: Sometimes we pay for our promotions and sometimes it is donated/in-kind.

Description of Project: Ari hosts events and we have been a vendor for her firm about 4 times. We have provided the paddle boards for the Beach Boys Concert for display. We set-up a display for a dog event. At the Friday Night Sound Wave event we set-up buckets to promote cleaning the beach.

Reference #5

Agency Name: SUP ATX Distribution

Address: 120 1/2 S El Camino Real, Unit 204, San Clemente, CA 92672

Contact Person Name: Steve Mellem, Owner

Phone Number: (949) 371-8611 / E-Mail Address: steve@supatx.com

Year of Project: 2013 through the present

Project Cost: N/A, we sell their products.

Description of Project: SUP ATX Distribution is one of the largest manufacturers of paddle boards in the world. We are proud to say that in over 9 years of working with this company we have now become their largest single dealer of paddle boards. A reference letter from Steve has been included in this proposal.

Reference #6

Agency Name: Bombardier Recreational Product/Unchartered Society

Address: 210 N University Drive, Suite 501, Coral Springs, FL 33071

Contact Person Name: Tony Poll, Manager

Phone Number: (954) 752-2752 / E-Mail Address: Not available

Year of Project: 2020-present

Project Cost: N/A, we purchase their products.

Description of Project: Unchartered Society was formed under the reputable and world-renown Bombardier Recreational Product that is known for being a distributor of many brands of powersport equipment such as jet skis, waverunners, Sea Doo's, etc. Through a critical partnership formed with their Fort Lauderdale market office Sunrise Paddleboards has received a substantial line of credit to purchase motorized water sport equipment that can be used at George English Park if the contract is awarded to the company. A reference letter from this reference has been included in this proposal.



4.2.6 Minority/Women (M/WBE) Participation

Sunrise Paddleboards is not a certified minority business enterprise; however, it has worked and continues to work with vendors and independent contractors that are minority-based entities. In fact, one of the things the Founder of Sunrise Paddleboards does is help staff members and independent representatives of the company to branch off on their own as their entrepreneur desire becomes enlightened through the passionate work they engage in every day. Presently, the Founder is mentoring one-woman independent representative at Sunrise Paddleboards to establish a separate company in St. Petersburg, Florida, thereby creating one more M/WBE in Florida.

In addition, Sunrise Paddleboards partners with nonprofit organizations that are M/WBE to provide them with services and opportunities to increase their donations through events hosted at the retail location. Sunrise Paddleboards also sells paddle boards and buys products and materials from M/WBE. The company also adheres to a strict diversity, equity and inclusion motto that welcomes opportunities to engage with all types of people and small businesses ensuring that the company is well integrated into the multi-ethnic and diverse culture of the area. Our staff and vendors represent people from all walks of life, foreigners, differing physical abilities, sexual orientation, and religious backgrounds.

As we continue to expand and grow, we intentionally seek to partner with other small businesses such as lenders, insurance companies, equipment distributors, and local businesses to supply us with marketing materials and tour supplies. If the City of Fort Lauderdale would like us to provide reports on our partnerships and advancements in working with M/WBE enterprises, we would be happy to provide that at the frequency desired by the City.



4.2.7 Subcontractors

Sunrise Paddleboards does not intend to subcontract at this time, however, in the event the City of Fort Lauderdale would like to discuss the possibility of engaging a third party for the automated paddle board and kayak kiosk at Coontie Hatchee Park that may be a potential contractual engagement that could arise from those discussions and agreements.

It is also important to note that Sunrise Paddleboards hires staff and independent representatives (also known as independent contractors) as tour guides and instructors depending on the employment agreement between the company and the potential personnel, however, these are not subcontractors to the company.

In addition, Sunrise Paddleboards works with many vendors and companies for things like purchasing equipment, marketing materials, office supplies, and other business needed services such as grant writers and contract consultants. Currently, Sunrise Paddleboards has worked on an as needed basis with, In Alignment Consulting, for grant and contract consulting services. In Alignment Consulting, is the grant consultant for the Town of Surfside and Bal Harbour Village among other agencies the firm works with. This firm has also written successful Florida Inland Navigation District (FIND) grants along with Florida Department of Environmental Protection (FDEP) resilience grants, Florida Department of Economic Opportunity (FDEO) CDBG grants, Florida Department of Transportation (FDOT) beautification grants, amongst hundreds of others over the past 15 years.

In the event the City of Fort Lauderdale were to select Sunrise Paddleboards for a contract and allows improvements to George English Park to add floating docks for the motorized water sports equipment, the company would be willing to contract In Alignment Consulting to support with FIND and FDEP grant writing activities in an effort to find funding to improve the conditions of the Park to allow for such features that can maximize turnaround time between tours by allowing for easier access to and from the motorized equipment. This possibility can be further discussed with the City at its request.



4.2.8 Required Forms
A. Proposal Certification

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you 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/).

Company: (Legal Registration) Sunrise Paddleboards, LLC EIN (Optional): 90-0682775

Address: 2520 N Federal Hwy

City: Fort Lauderdale State: FL Zip: 33305

Telephone No.: (305) 879-4220 FAX No.: N/A Email: bgalton@yahoo.com

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

Total Bid Discount (section 1.05 of General Conditions): As described

Check box if your firm qualifies for MBE / SBE / WBE (section 1.09 of General Conditions): [] N/A

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

Table with 6 columns: Addendum No., Date Issued, Addendum No., Date Issued, Addendum No., Date Issued. Row 1: N/A, blank, blank, blank, blank, blank.

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. You must also click the "Take Exception" button.

N/A

The below signatory 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/proposal. 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. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Brian Galton Name (printed)

11/15/2021 Date

[Signature] Signature

CEO Title

revised 04/2020



4.2.8 Required Forms
B. Revenue Proposal

SECTION VI - REVENUE PROPOSAL PAGE

Proposer Name: Sunrise Paddleboards

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

Percentage in the amount of 25 % of monthly gross concession receipts net of sales tax. (Preferred minimum is 25% of monthly gross concession receipts net of sales tax)

List below the improvements you propose to introduce during the contract term. Improvements can be directed towards increasing sales and revenue to the City, to further satisfy your patrons, improve the aesthetics of the Concession Area or design a concession building.

List below each proposed improvement and the cost to provide it. Attach an additional sheet if necessary.

<u>Floating Docks for Motorized Watercrafts</u>	<u>\$ 28,000</u>
<u>Paddle board and kayak rack</u>	<u>\$ 3,000</u>
<u>Marketing materials and signage</u>	<u>\$ 3,000</u>
<u>Concession kiosk merchandise, POS, TV monitor, and related</u>	<u>\$ 1,000</u>


List below all equipment that will be utilized for the concession and their current value. List all rental equipment (code with an R), the chase/tow vessels(s) (code with a C), and accessory equipment such as trucks trailers etc. (code with an A). Please provide one set of color photographs of equipment for this concession, attached to this proposal section. Proposed markings of equipment must be included in the photographs (see Section 3.6 – Rental Equipment.)

<u>Description</u>	<u>Code</u> <u>(R/C/A)</u>	<u>Qty.</u>	<u>Total</u> <u>Value</u>
<u>Sea Doo Personal Watercrafts</u>	<u>R</u>	<u>8</u>	<u>\$ 80,000</u>
<u>Sea Doo Personal Watercraft</u>	<u>C</u>	<u>1</u>	<u>\$ 9,000</u>
<u>Van and pull behind trailer</u>	<u>A</u>	<u>1 combo</u>	<u>\$ 25,000</u>
<u>Paddle Boards</u>	<u>R</u>	<u>14</u>	<u>\$ 12,000</u>
<u>Single Kayaks</u>	<u>R</u>	<u>20</u>	<u>\$ 11,000</u>
<u>Tandem Kayaks</u>	<u>R</u>	<u>18</u>	<u>\$ 12,000</u>
<u> </u>	<u> </u>	<u> </u>	<u>\$</u>
<u> </u>	<u> </u>	<u> </u>	<u>\$</u>

(use additional sheets if necessary)

Submitted by:

Brian Galton
Name (printed)


Signature

11/15/2021
Date

CEO
Title



4.2.8 Required Forms
C. 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>
N/A _____	_____
_____	_____
_____	_____
_____	_____

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.



Authorized Signature

CEO

Title

Brian Galton

Name (Printed)

11/15/2021

Date



4.2.8 Required Forms
D. Non-Discrimination Certification Form

**CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH
NON-DISCRIMINATION PROVISIONS OF THE CONTRACT**

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

- (a) Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

- (i) The Contractor certifies and represents that it will comply with this section during the entire term of the contract.
- (ii) The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.



Authorized Signature

Brian Galton, CEO

Print Name and Title

11/15/2021

Date



4.2.8 Required Forms

E. Local Business Preference (LBP) – N/A

F. Disadvantaged Business Enterprise Preference (DBEP) – N/A

G. Contract Payment Method – N/A



4.2.8 Required Forms
H. E-Verify Affirmation Statement

E-VERIFY AFFIRMATION STATEMENTRFP/Bid /Contract No: Project Description:

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

- (a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,
- (b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: Authorized Company Person's Signature: Authorized Company Person's Title: Date:



Sunrise Paddleboards Bid Response

4.2.8 Required Forms
I. Sample Insurance Certificate

		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 8/22/2021
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 have ADDITIONAL INSURED provisions or 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 John M. Glover Agency Insurance Services P.O. Box 700 Norwalk CT 06852		CONTACT NAME: Susan Cagen PHONE (A/C No. Ext): 203-838-5554 FAX (A/C No.): 203-857-7848 E-MAIL ADDRESS: scagen@img.com		
INSURED Sunrise Paddleboards LLC D.B.A. 007 Jet Ski Adventures Fort Lauderdale 2520 North Federal Hwy Ft. Lauderdale FL 33305		INSURER(S) AFFORDING COVERAGE INSURER A: Prime Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:		NAIC # 12588

COVERAGES **CERTIFICATE NUMBER:** 2071209896 **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	ADDC SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		SC21081401	8/13/2021	8/13/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 0 \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY					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"/> OCCUR <input type="checkbox"/> EXCESS LIAB <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	Y/N	N/A			<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Coverage is limited to only insured activities or operations identified in the Policy. Guided Tours - Personal Watercraft (Per Guest Day), Guided Tours - Personal Watercraft (Per Unit).

CERTIFICATE HOLDER Sunrise Paddleboards LLC 2520 - 1 North Federal Hwy Ft. Lauderdale FL 33305	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 (2016/03)

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/17/2021

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 have ADDITIONAL INSURED provisions or 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 John M. Glover Agency Insurance Services P.O. Box 700 Norwalk CT 06852	CONTACT NAME: Susan Cagen PHONE (A/C No. Ext): 203-838-5554 E-MAIL ADDRESS: scagen@jmg.com		FAX (A/C, No): 203-857-7848													
	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : Vantapro Specialty Insurance Company</td> <td>44768</td> </tr> <tr> <td>INSURER B : United States Fire Insurance Company</td> <td>21113</td> </tr> <tr> <td>INSURER C :</td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>			INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Vantapro Specialty Insurance Company	44768	INSURER B : United States Fire Insurance Company	21113	INSURER C :		INSURER D :		INSURER E :		INSURER F :
INSURER(S) AFFORDING COVERAGE	NAIC #															
INSURER A : Vantapro Specialty Insurance Company	44768															
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INSURER C :																
INSURER D :																
INSURER E :																
INSURER F :																
INSURED Sunrise Paddleboards LLC 2520 North Federal Hwy Ft. Lauderdale FL 33305	SUNRPAD-01															

COVERAGES

CERTIFICATE NUMBER: 659673594

REVISION NUMBER:

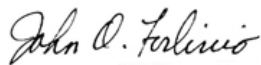
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE 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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y		5075-5333-01	5/22/2021	5/22/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <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	Y/N	N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	Accident Medical	Y		US1393129-00	5/22/2021	5/22/2022	Max Medical 25,000 Acc Death/Dismember 5,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
The Certificate Holder is named as Additional Insured only with respect to the acts of the Named Insured and only with respect to the Operations of the Insured during the coverage period.

CERTIFICATE HOLDER

CANCELLATION

City of Fort Lauderdale Procurement and Material Management 100 N. Andrews Ave. Room 619 Ft 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 
--	---



4.2.8 Required Forms
J. W-9 for Proposing Firm

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Sunrise Paddleboards, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶ _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
2520 N. FEDERAL HWY

6 City, state, and ZIP code
FORT LAUDERDALE, FL 33305

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

				-						
--	--	--	--	---	--	--	--	--	--	--

or

Employer identification number

9	0	-	0	6	8	2	7	7	5
---	---	---	---	---	---	---	---	---	---

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶

Date ▶ **11/15/2021**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



4.2.8 Required Forms

K. Active Status Page from Division of Corporations – Sunbiz.org



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Florida Limited Liability Company
SUNRISE PADDLEBOARDS, LLC

Filing Information

Document Number L11000042495
FEI/EIN Number 90-0682775
Date Filed 04/08/2011
State FL
Status ACTIVE

Principal Address

2520 N. Federal Hwy
FORT LAUDERDALE, FL 33305

Changed: 01/07/2017

Mailing Address

3028 SEVILLE ST
3
FORT LAUDERDALE, FL 33304

Registered Agent Name & Address

GALTON, BRIAN E
3028 SEVILLE ST
3
FORT LAUDERDALE, FL 33304

Name Changed: 01/24/2013

Authorized Person(s) Detail

Name & Address

Title Authorized Representative

GALTON, BRIAN EMORY
3028 SEVILLE ST #3
FORT LAUDERDALE, FL 33304

Annual Reports

Report Year	Filed Date
2019	01/26/2019
2020	01/16/2020
2021	01/12/2021

Document Images

01/12/2021 -- ANNUAL REPORT	View image in PDF format
01/16/2020 -- ANNUAL REPORT	View image in PDF format
01/26/2019 -- ANNUAL REPORT	View image in PDF format
01/15/2018 -- ANNUAL REPORT	View image in PDF format
01/07/2017 -- ANNUAL REPORT	View image in PDF format
01/22/2016 -- ANNUAL REPORT	View image in PDF format
01/15/2015 -- ANNUAL REPORT	View image in PDF format
01/08/2014 -- ANNUAL REPORT	View image in PDF format
01/24/2013 -- ANNUAL REPORT	View image in PDF format
03/09/2012 -- ANNUAL REPORT	View image in PDF format
04/08/2011 -- Florida Limited Liability	View image in PDF format

2021 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT

FILED
Jan 12, 2021
Secretary of State
9201517886CC

DOCUMENT# L11000042495

Entity Name: SUNRISE PADDLEBOARDS, LLC

Current Principal Place of Business:

2520 N. FEDERAL HWY
FORT LAUDERDALE, FL 33305

Current Mailing Address:

3028 SEVILLE ST
3
FORT LAUDERDALE, FL 33304 US

FEI Number: 90-0682775

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

GALTON, BRIAN E
3028 SEVILLE ST
3
FORT LAUDERDALE, FL 33304 US

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

SIGNATURE: BRIAN E. GALTON 01/12/2021
Electronic Signature of Registered Agent Date

Authorized Person(s) Detail :

Title AUTHORIZED REPRESENTATIVE
Name GALTON, BRIAN EMORY
Address 3028 SEVILLE ST #3
City-State-Zip: FORT LAUDERDALE FL 33304

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: BRIAN GALTON 01/12/2021
Electronic Signature of Signing Authorized Person(s) Detail Date



Attachments





Sunrise Paddleboards Bid Response

Attachments



007 Jet Ski Adventures
The Ultimate Way to Explore FL

007 Jet Ski Adventures 2520 N Federal
Hwy Fort Lauderdale, FL 33305

Tours Everyday at 9AM & 2PM

2 Hours: \$260
3 Hours: \$310
Mention code below for \$20 off
your adventure!

Call/Text (954)709-4311
To Make Your Reservation!



Attachments

\$2.00 THE NATION'S NEWS September 28, 2016




Sarah Sekula, Special for USA Today Published 7:59 a.m. ET September 28, 2016

12 EPIC PLACES TO GO PADDLEBOARDING

"There are plenty of places to SUP in Fort Lauderdale and Sunrise Paddleboards gives guest plenty of Fun Choices."
- Sarah Sekula, USA Today

Island City Eco Tour

TRASHY TUESDAYS

Paddle-Yoga!

EVERYONE LOVES OUR FULL MOON PADDLES!

Sunrise Paddleboards puts Fort Lauderdale on the MAP in a September 2016 Publication of USA Today. The article Features 12 Destinations around the World choosing 12 EPIC PLACES to Stand Up Paddle Board.

 Sunrise Paddleboards, LLC | 2520 N Federal Hwy, Fort Lauderdale, FL 33305 | (954) 440-4562

STATS BY STATE 4A TRAVEL 4B MARKETPLACE TODAY 5D PUZZLES 6D TONIGHT ON TV 7E WEATHER 8A YOUR SAY 8B



Attachments

Every
3rd Sunday
of the Month
at 9:00am

Doggy Paddle

Cost: \$35
(\$20 with your own equipment)

INCLUDES:

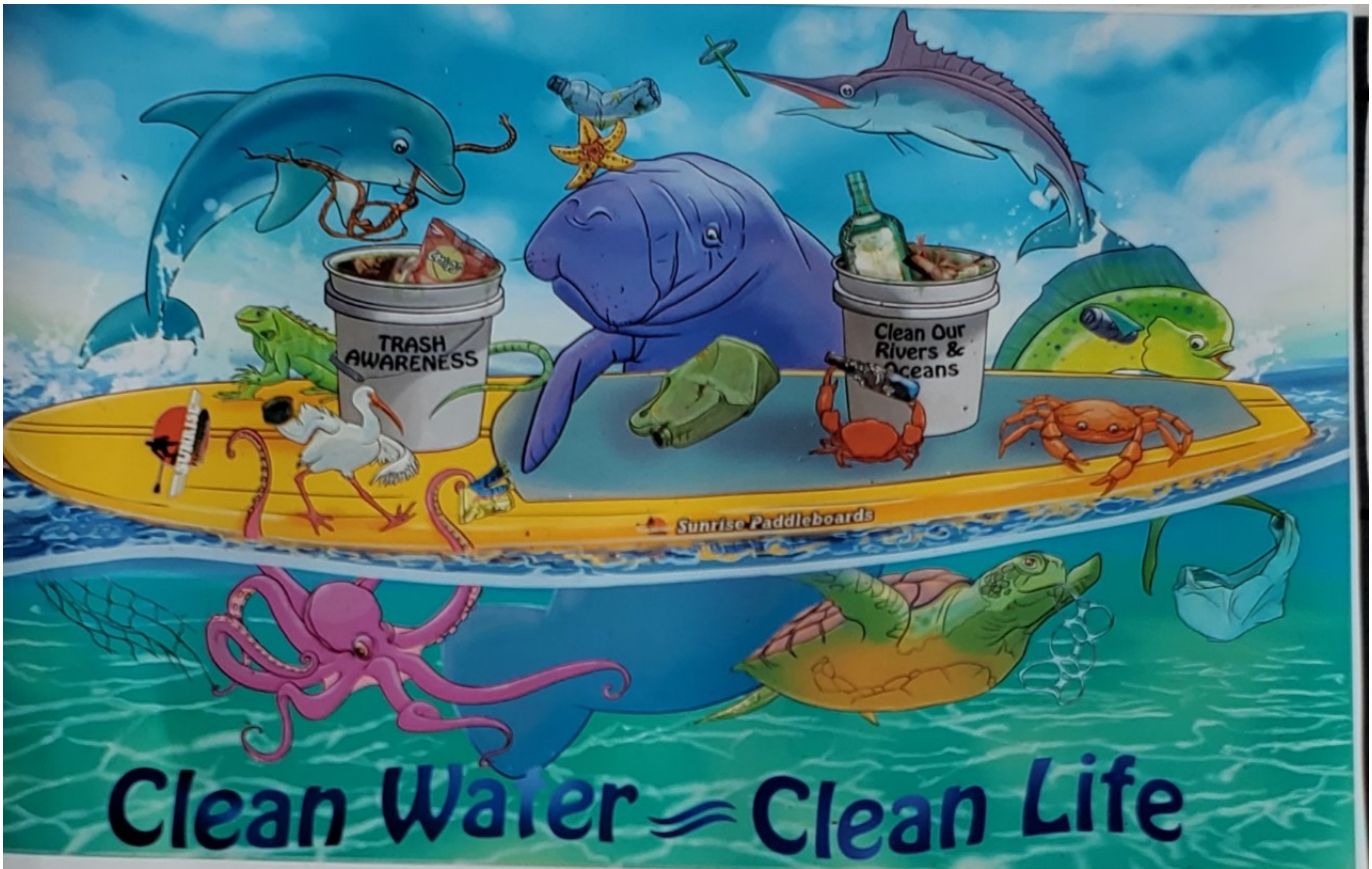
- Paddle Guide
- 1 Human Life Jacket.
- Paddle Board or Kayak Rental & Equipment

We highly suggest but do not require you have a Life Jacket for your dog (on sale in our showroom).

Check-In time 9:00 AM
Address; Sunrise Paddleboards
2520 N Federal Hwy, Fort Lauderdale,
FL 33305
Approximately 2 Hours
Call to Reserve
954-440-4562



Attachments





Attachments

11/9/2021

To Whom it May Concern,

Bombardier Recreational Products (BRP), is a leader in the powersports industry for 79 years. BRP has eight brands, Alumacraft, Can-Am On-Road and Off-Road, Lynx, Manitou, Quintrex, Rotax, Sea-Doo and Ski-Doo. BRP continues with a revolutionary approach to keep its brands top in the industry with innovative programs and partnerships.

In 2020, BRP launched Uncharted Society, an experience brand providing non-owners a way to experience our products in exclusive and safe environments across the nation. Uncharted Society provides guests of all riding abilities the unique opportunity to explore bucket list experiences, book online and travel to exceptional outfitters across the nation such as Sunrise Paddle Boards.

After researching many Personal Water Craft (PWC) Outfitters in the Ft Lauderdale area, an in-person visit to the Sunrise Paddle Boards establishment, meeting with the owner and staff and verifying key criteria was met; Uncharted Society approved Sunrise Paddle Boards as a key partner in the Ft Lauderdale market.

A few of our key criteria for Uncharted Society outfitters are; following all applicable safety guidelines, demonstrating complete operational and financial stability, utilizing the newest BRP products and having on staff a BRP certified technician. Sunrise Paddle Boards, business practices and business model aligns with the Uncharted Society standards and certification.

Selecting Sunrise Paddle Boards as the sole PWC Outfitter at George English Park provides a proven customer experience in your area. It also provides a sense of security knowing an outfitter is held to a higher operational and financial standard with Uncharted Society, providing your locals and visiting guests with extraordinary water experiences in a safe controlled environment.

Sincerely,

Tony Poll

Manager, Uncharted Society

www.unchartedsociety.com





Attachments

November 11, 2021

To Whom This May Concern,

My Name is Steve Mellem and I am the owner of SUP ATX Distribution. I have been working with Brian Galton at Sunrise Paddleboards for over 9 years. They have grown to be our largest single dealer. We have continued to offer longer terms and he has always paid on time and in most cases earlier than the term. I only wish I had more customers like Sunrise Paddleboards.

Please do not hesitate to contact me if you should need any further assistance.

Best,

A handwritten signature in black ink, appearing to read "Steve Mellem".

Steve Mellem
Owner SUP ATX Distribution
949-371-8611
steve@supatx.com



Attachments

BRIAN E. GALTON

3028 Seville St. #3 Fort Lauderdale, Florida 33304

• Cell (305) 879-4220 • Fax (386) 698-3927 • bgalton@yahoo.com

SUMMARY OF QUALIFICATIONS

- Results oriented professional with extensive experience in sales and sales management.
- Thorough understanding of the complexities of building and managing a profitable enterprise.
- Expertise in managing all sales operations; implement policies and procedures, monitoring compliance.
- Adept at managing effective sales teams that enhance market share and increase profit center objectives.
- Proven leader, skilled at dealing with management in order to facilitate making substantial contribution to bottom line.
- Significant financial and business achievements in fast-paced, intensely competitive environments.
- Aggressive decision maker and problem solver with solid customer relations skills.
- Proven ability to manage all internal functions through innovative leadership approaches while cultivating new business.
- Flexibility to effectively manage change.
- Initiated and Administrated E-Lead Automotive Lead Generation and Desking Software.

AREAS OF STRENGTH

Customer Service
Staff Development
Management

Profitability
Selling Systems
Regulatory Compliance

Marketing
Inventory Control Turnaround
Employee Retention

PROFESSIONAL EXPERIENCE

2000 - 2010	BROWNS OF RICHMOND BUICK / VOLKSWAGEN / JAGUAR <i>Used Car Manager / General Sales Manager</i>	Richmond, VA
1993 - 1999	WHITLOW CHEVROLET CORPORATION <i>Sales Manager / F&I Manager</i>	Richmond, VA
1991 - 1993	SECURITY ACCEPTANCE CORPORATION <i>Operations Director</i>	Richmond, VA
1989 - 1991	DOMINION CHEVROLET/WHITLOW CHEVROLET <i>Sales Consultant</i>	Richmond, VA

SELECTED ACHIEVEMENTS

- Increased average monthly sales volume by over 50%.
- Increased average front end gross profit PVR from \$1100 to \$1500, pre-owned.
- Increased average back end gross profit PVR from \$600 to \$1000, pre-owned.
- Controlled over \$2,000,000 in pre-owned inventory.
- Maintain 45 day inventory turn policy; *zero loss* wholesale policy.
- Supervise daily activities of 23 Sales Agents.
- Distribute \$50,000 monthly for advertising budget.
- Maintain excellent relationships with all commercial banks, captive finance and leasing companies.

EDUCATION AND PROFESSIONAL TRAINING

- Completed Florida Real Estate Precilicene Course (FREC I - Course #0009236)
- VIRGINIA COMMONWEALTH UNIVERSITY, Richmond, VA - *Business Administration*
- Joe Verde Sales and Sales Management Training
- Jackie Cooper Sales and Sales Management Training
- Grant Cordone Sales and Sales Management Training
- Clint McGee Sales and Sales Management Training
- Pat Ryan & Associates Finance and Insurance Training
- Execu Computer Training

COMMUNITY SERVICE

- American Red Cross
- Bon Air Learning Center
- Forest View Rescue Squad



Attachments

Sample Jet Ski Tour Marketing Content and Details

2 Hour 007 Millionaire Jet Ski Adventure (All Inclusive)

This Adventure launches from our George English Park Concession located on the Middle River across from Galleria Mall. We will practice turns and maneuvering in Wake Mode before heading towards Victoria Park and the World Famous "Venice Of America" Canals. As we journey into the New River we will pass under Las Olas which boast Shoppes, Sidewalk Cafes, Art Galleries, and Landscaping only found here. Next is Downtown Riverfront and Millionaires Row with scenery including Celebrity Mansions and Mega Yachts featured on screen such as Miami Vice, Cape Fear, Where The Boys, Bugsy Siegel, Tarzan, I Love Lucy, and our own version of the Harry Potter House or the Late Wayne Huizenga's Estate (Previous Owner of the Miami Dolphins, Marlins, and Florida Panthers) We may take a break at the Sand Bar where any given day 1000's of Vessels can be seen having a giant floating party with views extending all the way to Port Everglades and our next path leading us to the Ocean. Port Everglades is the home to the Largest Cruise Ships in the World and has set World Records for Tourism. Note: For groups not wanting Ocean Waves; then we can pass thru the Port and head to Whiskey Creek with Mangroves and a Beach Stop. Most Guest love our exploration to the Atlantic Ocean.

The Ocean is thrilling with potential fast action and plenty of fun! Once we reach the Ocean; the Guide will allow you to enjoy speeds up to full throttle and at your own risk. Our Ski's reach top speeds that we must caution all Guest that you may become air born and must Ride to your own skill set and coordination. Hitting waves at high speeds can be dangerous and rough on the body, so we emphasize that this is truly an action packed adrenaline action and Riders must maintain safe maneuvering. Never try get close to others while in the Ocean and on a Jet Ski. Going fast is not required and Riders must maintain adequate speeds to compensate for any waves. Our Guides retain the right to deny passage to the Ocean for any reason and certainly if we feel it is unsafe.

Ocean Time is typically 30 minutes and can be customized by request. We will re-enter Port Everglades and explore more of the New River passing The Fort Lauderdale White House and more beautiful Fort Lauderdale landscapes as we journey the Intracoastal along the scenic Fort Lauderdale Beach Hotels and Home of The International Boat Show making Fort Lauderdale known as the Yachting capital of the World.

There is too much to mention, so just enjoy the "Best Day Of Your Life" as some of our recent Guest describe this Awesome Tour. The 2 Hour Guided 007 Jet Ski Adventure explores Fort Lauderdale Waterways like no other. Offering Tours for Single or Double Riders.

2 Tours Daily at 10am and 2pm (Other times available by special request)

Advanced Reservations are Suggested as Florida's Adventure of the Year we often sell out. Subject to weather. Drivers must be 16 or older. Under 18 must ride with an Adult. No Riders under age 14 are Permitted. All Drivers born after 01/01/1988 must pass a Boaters Safety Course prior to Tour. All Guest agree if Ocean Conditions are deemed hazardous at our discretion; then Tour will be Canals, River, and Intracoastal Only with No Cancels or Credits once a Tours has started. Credit Card and Picture ID on File is Required. Signed Waiver Agreement and Safety Requirements must be Completed on Premises. Maximum weight per jet ski is 350 lbs and fits up to 2 people. Other requirements will be required, and you must speak to a representative for more detail. More Details: (305) 879-4220



Attachments

Jet Ski Guide Requirements

Effective: October 24, 2020

Note: These are in addition to other training and or other written requirements

Guide is Required to Contact Guest well in advance and confirm the following:

- Date, Reservation, and Arrival Time
- Accurate Head Count and confirm Riders or No Riders
- Confirm Weight Requirements
- Review All Other Customer Questions (Per Peak)
- Attempt any upgrades
- Discuss Hydration
- A final Reminder to have complete guest, Bring ID and "Matching" Credit Card
- Ask if they have reviewed with other Participants in the Group for maximum awareness

Guide MUST prepare the following 30 – 45 Minutes prior to reserved Tour Time

- All Jet Ski's checked for and filled with plenty of Gas
- Confirm Decal and Registration on Board and Up to date
- Look under seat to make sure all caps (oil and flush) are on and sealed properly
- Check for rope and other safety equipment
- Quick Start each and listen for any unexpected noise or potential delay
- Pull enough Waivers and have ready to be signed
- Review Reservation for Name, Address, and Credit Card Information made by Reserving Guest (Print if needed)
- Communicate with Dock Manager and Shop Manager

Guide Requirements with Guest

- Meet and Greet promptly and Explain the Process
- Discuss Timeline and involvement with other Guest
- Review "ALL" Paperwork with Guest (A Shop Manager can get them to sign it, but Guide must Review it)
- Confirm "ALL" places have Guide and Guest Signatures and Initials 100%
- Make Copies of ID's and Credit Cards
- Confirm Address and Credit Card # match as provided thru Peek Reservation
- If they Do Not Match, then Charge New Credit Card
- Secure Credit Card Used and File with Paperwork in your Slot
- Discuss Jet Ski Conditions and take Images to Show Before and After Conditions
- Post a Minimum of 10 Images on 007 FB Page w/ Time and Identifying Comments
- Charged Gratuities require a \$2 Minimal Purchase (They can buy you a Gatorade)
- Guide must hand back Credit Card after confirming No Additional Charges Needed
- Let Guest know to go to 007 Jet Ski Adventures FB Page for Pictures and Comments
- Ask for Good review and express Gratitude
- Discuss Friends and Family if Applicable



Attachments



TOUR GUIDE PROCEDURES

Guides Per Tour (# of Guides should be Managed 24 Hours prior to Tour)

Groups of thirteen or more require (2) two guides

Groups of 24 or more require (3) guides.

Arrival Time

15 Minutes for groups of (4) four or less

30 Minutes groups of (5) five to (10) eight

45 Minutes groups of (11) nine to (12) twelve

Note: Add 15 minutes to each group for Night Paddles and/or; Table Set Up

Preparation

Weather reviewed 1 Hour prior to arrival

Note: Management should advise Guide if early assessment has been made or Tour has already been canceled Equipment should be ready prior to Guest arrival (Plan your best time for measuring paddles)

Converse with Dock Manager and Shop Manager prior to Guest arrival

Guest Arrivals

Immediately WELCOME Guest and INTRODUCE yourself by Name

Clarify starting time, introduce to other Guest and or converse other Guest to be arriving

Politely show Guest Around. Include, Bathroom, Showroom, Shower, Outdoor Seating,

Area for storing Belongings, or Locker Option(s)

Late Arrivals (Handle with Care and Politeness to current and late arrivals)

Attempt to Contact Late Arrivals to identify possible delayed launch

Explain your delayed and that other Guest have arrived, and you can only wait for a little while

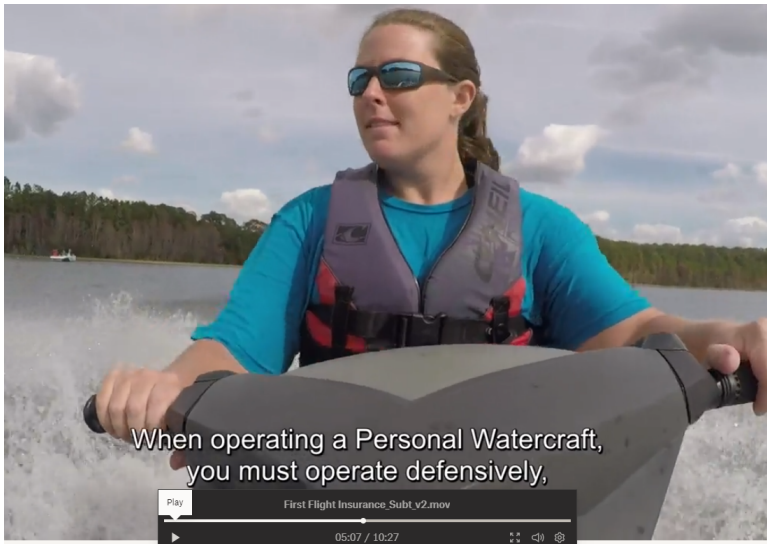
Decide if you should start video or wait (Discuss with Management to help with arrival if you begin)

Inform other Guest if we are waiting and expected length of delay. Thank them for being Patient



Attachments

ALL Jet Ski Participants are REQUIRED to WATCH the following VIDEO in it's entirety: First Flight Insurance_Subt_v2.mov (City can request the link to view). Guides are responsible to bookmark this on all computers. Guides should always prepare video prior to guest arrival. Images from video below:





Attachments

PARTICIPANT AGREEMENT, RELEASE AND ASSUMPTION OF RISK

In consideration of the services of Sunrise Paddleboards LLC, d.b.a 007 Jet Ski Adventures Fort Lauderdale, their agents, owners, officers, volunteers, employees, and all other persons or entities acting in any capacity on their behalf (hereinafter collectively referred to as "SP"), I hereby agree to release, indemnify, and discharge SP, on behalf of myself, my spouse, my children, my parents, my heirs, assigns, personal representative and estate as follows:

1. I acknowledge that my participation in jet ski, paddle board, and kayak activities entails known and unanticipated risks that could result in physical or emotional injury, paralysis, death, or damage to myself, to property, or to third parties. I understand that such risks simply cannot be eliminated without jeopardizing the essential qualities of the activity.

The risks include, among other things: slips and falls; passengers can be injured, jarred, bounced, thrown about and otherwise shaken during rides; collision with fixed or movable objects, vehicles, or other persons; boat capsizes and entrapment; accidental drowning; water craft are slippery when wet and accidents can occur getting in or out; the forces of nature including extremes of weather, lightning and rapid weather changes, exposure to sun, strong wind, cold, large waves, riddles and whirlpools, tidal conditions, surf and currents; exposure to temperature and weather extremes which could cause cold water shock, hypothermia, hyperthermia (heat related illnesses), heat exhaustion, sunburn, dehydration; exposure to potentially dangerous wild animals, insects, and hazardous plant life; aggressive and/or poisonous marine life; musculoskeletal injuries including hernias, and back, neck, wrist, arm, and shoulder injuries; equipment failure and/or operator error; the negligence of other visitors, participants, and other persons who may be present; improper lifting or carrying; my own physical condition, and the physical exertion associated with this activity; transmission of pathogen or disease; Traveling to and from activity locations raises the possibility of any manner of transportation accidents; injuries or illness can occur in remote places without medical facilities and emergency treatment or other services available.

Furthermore, SP personnel have difficult jobs to perform. They seek safety, but they are not infallible. They might be unaware of a participant's fitness or abilities. They might misjudge the weather or other environmental conditions. They may give incomplete warnings or instructions, and the equipment being used might malfunction.

2. I expressly agree and promise to accept and assume all of the risks existing in this activity. My participation in this activity is purely voluntary, and I elect to participate in spite of the risks. Additionally, I agree to wear a U.S. Coast Guard approved personal flotation device (life jacket) and wetsuit bottom (or clothing that provides equivalent protection) while participating in this activity.
3. I hereby voluntarily release, forever discharge, and agree to indemnify and hold harmless SP from any and all claims, demands, or causes of action, which are in any way connected with my participation in this activity or my use SP's equipment or facilities, **including any such claims which allege negligent acts or omissions of SP.**
4. Should SP or anyone acting on their behalf, be required to incur lawyer's fees and costs to enforce this agreement, I agree to indemnify and hold them harmless for all such fees and costs.
5. I certify that I have adequate insurance to cover any injury or damage I may cause or suffer while participating, or else I agree to bear the costs of such injury or damage myself. I further certify that I am willing to assume the risk of any medical or physical condition I may have.
6. In the event that I file a lawsuit against SP, I agree to do so solely in the state of Florida, and I further agree that the substantive law of that state shall apply in that action without regard to the conflict of law rules of that that state. I agree that if any portion of this agreement is found to be void or unenforceable, the remaining document shall remain in full force and effect.

By signing this document, I acknowledge that if anyone is hurt or property is damaged during my participation in this activity, I may be found by a court of law to have waived my right to maintain a lawsuit against SP on the basis of any claim from which I have released them herein. I also agree that this document is valid for subsequent visits and participation at SP. I have had sufficient opportunity to read this entire document. I have read and understood it, and I agree to be bound by its terms.

Print Name _____ DOB _____ Phone Number _____

Address _____ City _____

State _____ Zip _____ Email _____

Signature of Participant _____ Date _____

Sample Only
Full Version
Upon Request