



Contract No.: 785-9944

Agreement to Supply: MOTORIZED WATERCRAFT BEACH CONCESSION

This agreement, made and entered into this the 20 day of April, 2009, is by and between the **CITY OF FORT LAUDERDALE**, a Florida municipality, City Hall, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, hereinafter called the "City" and Contractor:

Name: Boucher Brothers Fort Lauderdale Beach, LLC

Address: 420 Lincoln Road, Suite 265 City: Miami Beach State: FL Zip: 33139

A Corporation A Partnership An Individual Other: _____

authorized to do business in the State of Florida, hereinafter called the "Company" or "Contractor." Witnesseth that: Whereas, the City did issue a Request for Proposal (RFP) for supplying the requirements of the City for the items and/or service listed above for a period of **three years** and the Contractor submitted a proposal that was accepted and approved by the City.

Formal authorization of this contract was adopted by the City Commission on: July 15, 2008 Pur-18, CAR 08-0916

Now, therefore, for and in consideration of the mutual promises and covenants herein contained, the parties covenant and agree as follows:

The Company agrees to provide to the City motorized watercraft beach concession services, during a three year period beginning on the date first set forth above, in accordance with the following terms, covenants and conditions:

a. This contract form G-110, the Request for Proposal containing General Conditions, Special Conditions, Specifications, addenda, if any, and other attachments forming a part of RFP Number **785-9944** and the Contractor's proposal in response, form a part of this contract and by reference are incorporated herein.

b. In construing the rights and obligations between the parties, the order of priority in cases of conflict between the documents shall be as follows:

- 1) This contract Form G-110, Rev. 12/00
- 2) The City's RFP and all addenda thereto
- 3) Contractor's proposal in response to the City's RFP

c. Warranty: The Company by executing this contract embodying the terms herein warrants that the product and/or service that is supplied to the City shall remain fully in accord with the specifications and be of the highest quality. In the event any product and/or service as supplied to the City is found to be defective or does not conform to specifications the City reserves the right to cancel that order upon written notice to the Contractor and to adjust billing accordingly.

d. Cancellation: The City may cancel this contract upon notice in writing should the Contractor fail to reasonably perform the service of furnishing the products and/or services as specified herein upon 30 days written notice. This applies to all items of goods or services.

e. Taxes Exempt: State Sales (#85-8012514506C-7) and Federal Excise (#59-600319) Taxes are normally exempt, however, certain transactions are taxable. Consult your tax practitioner for guidance where necessary.

2. Contract Special Conditions: The following special conditions are made a part of and modify the standard provisions contained in this contract Form G-110.

This annual concession contract includes the optional parasail services as described in the RFP to be operated by Company's subcontractor, Miami Beach Parasail, LLC, ("Subcontractor") in accordance with the terms and conditions of the RFP, City Resolution No. 08-153 and Chapter 8, Article V, Division 3 of the City of Fort Lauderdale Code of Ordinances. City, Contractor and Subcontractor have entered into an Assignment, Assumption and Consent Agreement evidencing such agreement between the parties.

Company shall be responsible for paying concession fees to City in accordance with the RFP for motorized watercraft and parasail activities as follows: Year One- Total of \$45,000; Year Two- \$55,000; Year 3-\$60,500

Company shall include the City of Fort Lauderdale specifically as a named Releasee in any Release and Waiver that is executed by participants in motorized watercraft or parasail activities and any such document shall be retained as required by Florida public records law or until obsolete, whichever period is longer.
In accordance with Section 07, Page 22 of the RFP, Subcontractor has provided City proof of compliance with all applicable requirements for the parasail operation, Company/Subcontractor intends to use a vessel with a capacity of only six passengers and therefore there is no current United States Coast Guard certification for such vessel. Company agrees that Company/Subcontractor must provide City with additional applicable certifications prior to any changes or modifications of the parasail equipment or operation.

3. Contract Summary:

a. Attachments:

Boucher Brothers Fort Lauderdale Beach, LLC's response to the RFP and a copy of the RFP document.

b. Payment Terms: Per RFP

c. Delivery: Per RFP

d. Insurance: Yes No

e. Performance Bond/Letter of Credit: Yes No

f. Procurement Specialist's Initials: RE

4. Contractor's Phone Numbers: Office: 305-535-8177 Toll: 800-831-5207

5. Contractor's Fax Number: 305-538-3288

6. Contractor's E-Mail Address: joucher@boucherbrothers.com Website: www.boucherbrothers.com

City of Fort Lauderdale

By: [Signature]
Director of Procurement Services (City Manager's Designee)

Date: 4/21/09

Approved as to form:

[Signature]
Assistant City Attorney

Contractor/Vendor

Boucher Brothers Fort Lauderdale Beach, LLC
Name of Company Officer (please type or print)

By: [Signature]
Authorized Officer's Signature

Title: OWNER

Date: 4/20/09

STEVEN V. BOUCHER
Secretary (please type or print)

Attest: [Signature]
Signature of Secretary



P o o l , B e a c h & W a t e r S p o r t s M a n a g e m e n t

CONTRACT
COPY

**Request for Proposal
785-9944**

**MOTORIZED WATERCRAFT BEACH
CONCESSION**

**Opens: May 6, 2008
2:00 p.m.**



City of Fort Lauderdale

420 Lincoln Road, Suite 265 • Miami Beach, FL 33139 • (800) 831-5207 • Office: 305.535.8177 • Fax 305.538.3288 • Sales 305.218.6610

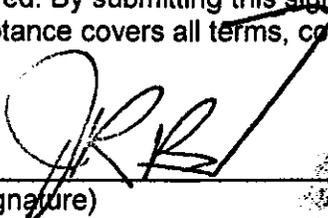
www.boucherbrothers.com

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PROPOSAL SIGNATURE PAGE

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

Submitted by:  05.06.08
(signature) (date)

Name (printed) **James Rocco Boucher** Title: **President**

Company: (Legal Registered) **Boucher Brothers Fort Lauderdale, LLC**

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE S607.1501 (visit <http://www.dos.state.fl.us/doc/>).

Address: **420 Lincoln Road, Suite 265**

City: **Miami Beach** State: **Florida** Zip **33139**

Telephone No. **305 535 8177** Fax No. **305 538 3288**

E-MAIL: **jboucher@boucherbrothers.com**

Payment terms (section 1.03): Total Bid Discount (section 1.04):

Does your firm qualify for MBE or WBE status (section 1.08): MBE **No** WBE **No**

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

Addendum No.

Date Issued

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variances or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation.

Variances:

**PROPOSAL PAGES PART I – FINANCIAL PROPOSAL
RFP #785-9944**

Year One:

Annual concession fee without parasail option:

\$30,000 (Minimum acceptable \$20,000)

\$15,000 (optional annual concession fee for parasail service)

Year Two:

Annual concession fee without parasail option:

\$38,500 (Minimum acceptable \$25,000)

\$16,500 (optional annual concession fee for parasail service)

Year Three:

Annual concession fee without parasail option:

\$42,350 (Minimum acceptable \$30,000)

\$18,150 (optional annual concession fee for parasail service)

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)

<u>Description</u>	<u>Qty.</u>	<u>Total Value</u>
Yamaha Waverunner (R)	5	\$ 33,000
Yamaha Waverunner (C)	1	\$ 6,600
Parasail Boat (R)	1	\$175,000
Shuttle Boat (A)	1	\$ 8,000
Parasail Chute (R)	1	\$ 3,500
Banana Boat (R)	1	\$2,500
Kayak (R)	4	\$ 3,600
ATV (A)	1	\$ 6,000
Bigfoot (A)	2	\$ 1,500

PROPOSAL PAGES PART II – MOTORIZED CONCESSION TECHNICAL PROPOSAL

The following issues should be fully responded to in your proposal in concise narrative form. Additional sheets should be used, but they should reference each issue and be presented in the same order.

- I. Understanding of the City's needs for the concession and your overall approach to those needs.
- II. Your proposed operational plan, including:
 - A. Concession Area site plan
 - B. Storage plan including on-site and off-site storage and any vehicle usage
 - C. Hurricane preparedness/evacuation plan
 - D. Management and staffing plan
 - E. Written policy and procedure for internal controls to record sales for Concession Area(s) income
 - F. Beach maintenance plan of Concession Area
 - G. Concession marketing plans
 - H. Currently held certifications and licenses by proposer and staff and USCG vessel inspection reports
 - I. Currently held memberships in Professional Associations related to Motorized Watercraft activities
 - J. Any information you feel will assist the City in evaluating your proposal
- III. Type and quantity of equipment that you plan to provide for rental including specifications. Photos or brochures of the equipment which will be used to operate this concession are required.
- IV. List your proposed rental rates for each contract year. Describe equipment and list proposed rates for an hour, more than an hour, half day, full day and any other rental arrangements.

<u>Description</u>	<u>Period</u>	<u>Rental Rate</u>
(See Rental Rates page 39)		

PROPOSAL PAGES PART III QUESTIONNAIRE

1. How many calendar days from award of Contract would you need prior to initiating operations? 30 days
2. Prior Experience: Number of years experience the proposer has had in providing similar services: 20 years
3. Have you included your Proposal Security with your proposal? Yes
4. List those persons who will have a management or senior position working with the City if you are awarded the Contract. List name, title or position and duties. A resume or summary of experience and qualifications must accompany your proposal. Please see Key Individuals Assigned To This Project (see attachments pages 20 -23)
5. List all contracts currently held for providing similar services. Provide agency name, address, telephone number, contact person, and date contract expires. If services provided differs from the one presented in your proposal, please delineate such differences. **City of Miami Beach Motorized Watercraft Beach Concession. Located at 9th street, 16th street, 22nd street and 44th Street. Contact: Tim Hemstreet, 305 673 7010. From November 2001 - Present**
6. **Watersports Concession located at Westin Diplomat hotel 3555 S. Ocean Drive, Hollywood FL33019. Contact: Mark Kukulski, Telephone 954 602 6000. From June 07 - Present**
Watersports Concession at Loews Hotel, 1601 Collins Ave, Miami Beach, FL33139. Contact: Shaun Hauver, 305 604 1601 From December 98 -Present
Watersports Concession at Fontainebleau Hotel, 4441 Collins Ave, Miami Beach, FL33140. Contact: Adam Klein, 305 538 2000 From November 97 - Present
7. List clients for whom you have provided similar services in the last three years. Provide agency name, address telephone number, contact person, and date service was provided If services provided differs from the one presented in your proposal, please delineate such differences. As above.
8. List those City of Fort Lauderdale agencies with which the proposer has had contracts or contracts during the past (3) years. **Contract No 708-895 Motorized Watercraft Concessions 2004-2007**
9. Lawsuits (any) pending or completed involving the corporation, partnership or individuals with more than ten percent (10%) interest.
 - a. List all pending lawsuits which are concerned directly with the staff or part of your organization proposed for the Contract. **Nedie C. Anastal v. Boucher Brothers Management, Inc, Miami- Dade Circuit Court Case No. 07-23342. Royal Palm Hotel Property LLC/d/b/a Royal Crowne Plaza Resort Miami Beach v. Boucher Brothers Management Inc. Miami- Dade Circuit Court Case No.06-23482 CA24. Erick Herrera v. Boucher Brothers Management, Inc. Case No. 0735744CA 02.**
 - b. List all judgements from lawsuits in the last 5 years which are concerned directly with the staff or part of your organization proposed for the contract. **None**
10. Attach a Balance Sheet and Statement of Profit and Loss of the proposing firm from the preceding calendar or fiscal year, certified by either an appropriate Corporate Officer, or an independent Certified Public Accountant. If proposing firm is a privately held corporation, providing such records, for City review, at a time and place convenient to the City, will satisfy this requirement. If the proposing firm is a newly formed corporate entity, the City may require a personal guarantee of performance by principals or stockholders. **Financial Statements and Corporate Tax Returns for all Boucher Brothers entities are available for review by City of Fort Lauderdale officials.**

The Proposer understands that the information contained in these Proposal Pages is to be relied upon by the City in awarding the proposed Contract, and such information is warranted by the proposer to be true. The proposer agrees to furnish such additional information, prior to acceptance of any proposal, relating to the qualifications of the proposer, as may be required by the City.

City of Portland
2017-2018

I
Understanding
the City's needs
for the concession
and overall approach
to these needs

Understanding the City's Needs for the Concession and Overall Approach to these Needs

It is a great privilege to have the opportunity to bid for the City of Fort Lauderdale Motorized Watercraft Beach Concession RFP 785-9944. Growing up in South Florida we have always been very fond of the beautiful City Fort Lauderdale. For many years we were honored to serve as the City of Fort Lauderdale's Watersports Concessionaire.

We would love the opportunity to be Fort Lauderdale's Motorized Watercraft Beach Concessionaire once again and would wholeheartedly commit ourselves to improving the quality of service locals and tourists experience on your beautiful beach.

In preparation for this bid we have reviewed every facet of your current Watercraft service and analyzed its strengths and weaknesses. We will utilize our 20 years of experience to shore up those areas that require improvement, to include profitability. We have evaluated this prospect thoroughly and extensively to come up with a bid that is responsible, fair and equitable.

In an effort to achieve our goal to enhance the Watercraft experience for all beach patrons, we are committed to purchase up to \$100,000 in new equipment (See Equipment schedule attached, pages 35 -37). Boucher Brothers will staff the beach with quality personnel who will share in a bonus incentive program. Boucher Brothers is proud to have the financial capacity to make the substantial investment in this contract. (Please refer to page 47 for the letter indicating Boucher Brothers \$1.1 million credit facility from Wachovia Bank for this contract). The staff members we will use for this project are a valuable group of talented individuals with a true passion for service.

We are very grateful to have had the opportunity to present this bid to you and we thank you for your time and consideration.

The 20 years experience in the Beach management industry has provided Boucher Brothers with a wealth of understanding in the needs of a municipal beach concession.

We believe the needs and requirements of the city of Fort Lauderdale and what we specialize in, is a beach service that is supported by:

- Experienced, trained, professional, courteous and knowledgeable staff
- Knowledge of the area and the type of visitor that frequents the area
- The best, safest and most robust equipment
- Efficient plans for movement of equipment on both a daily basis and in case of emergency
- Thorough plans for cash collection and handling
- Ability to boost revenue
- Safe working procedures and environment
- Creative approach to new services
- Ability to promote and market the Fort Lauderdale Beach area and its watercraft service as a 5 star product
- Creation and maintenance of customer service levels that ensures repeat business
- Awareness and respect for our natural resources and environment

Visioning Process

Should Boucher Brothers be privileged to be awarded this contract, it is highly recommended that a two-day Visioning Process take place. Representatives of appropriate City departments, residence groups, hoteliers, local tourism officials, Boucher Brothers and other important stakeholders would take part in the process.

The Visioning Process will afford the City and Boucher Brothers the opportunity to shape a plan with incremental phases for implementation of enhanced services provided for in the RFP. While the RFP provides guidelines, the Visioning Process will allow all involved parties to sit down together and determine specific goals. Of primary importance is to stabilize the operations, then cultivate and enhance services within a time period of 60 days.

Capital Investment in Equipment Central Theme of the Concession

Boucher Brothers is prepared to make a large capital investment for the purchase of **NEW EQUIPMENT** within the Scope of Services of the RFP. Section III of this response details the type and quantity of equipment Boucher Brothers intends to purchase and place into service in Fort Lauderdale. Boucher Brothers expects this capital investment in equipment to be approximately \$75,000 and commit to spend up to \$100,000 to meet the needs of this contract.

Central Theme of the Concession

Fort Lauderdale has re-established itself as the "Venice of America" and the time has come for the City to provide residents and tourists with a fresh, new delivery of five-star hospitality on its beaches.

This is exactly what Boucher Brothers offers at its concession sites. **NEW and IMPROVED** equipment and services, with exacting attention to detail, including:

- Personalized service
- Trained, responsive staff
- Upgraded equipment
- Enhanced activities for residents and tourists
- A proactive marketing approach

As a proud five time recipient of the "international 5 star diamond award" from The American Academy of Hospitality Sciences (See Attachment, page 44), Boucher Brothers adhere to a stringent philosophy based on five-star quality of products and services.

The overall goal is to extend five-star hospitality to the watercraft concession so that the Fort Lauderdale beach front is a must see destination with a lot to offer for both residents and tourists.

Fort Lauderdale is a world class city. The products and services offered on its beaches must be world class as well.

Concession Marketing Plans

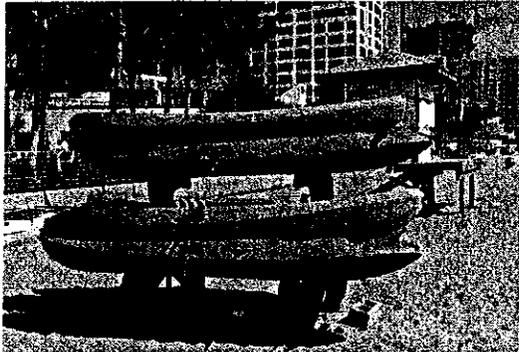
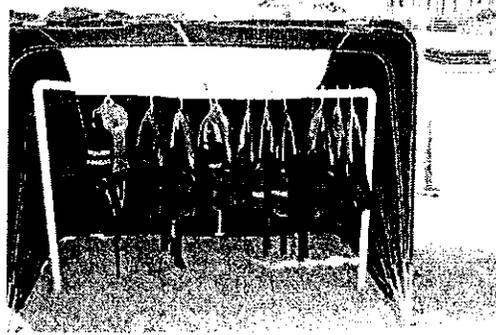
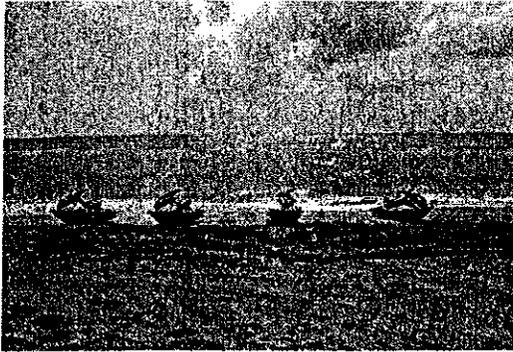
Boucher Brothers Fort Lauderdale, LLC (Boucher Brothers") is committed to a proactive approach to marketing the Watercraft concession site. This includes working in concert with City staff as well as appropriate representatives of resident groups, hoteliers, local tourism officials and other important stakeholders to accommodate their needs and provide added value marketing to the City of Fort Lauderdale. (See Attachments, pages 31 – 34).

Revenue	Year 1	Year 2 15% INCREASE	Year 3 10 % INCREASE
WATER SPORTS			
Waverunner Revenue	\$180,000.00	\$207,000.00	\$227,700.00
Banana Boat	\$60,000.00	\$69,000.00	\$75,900.00
Parasailing	\$60,000.00	\$69,000.00	\$75,900.00
Kayak	\$12,000.00	\$13,800.00	\$15,180.00
Total Gross Beach Rentals & Sales	\$312,000.00	\$358,800.00	\$394,680.00
Gross Rental & Sales Revenue	\$312,000.00	\$358,800.00	\$394,680.00
Less sales Tax Collected	\$18,720.00	\$21,528.00	\$23,680.80
Net Rental & Sales Revenue	\$293,280.00	\$337,272.00	\$370,999.20
Costs			
Rent \$35,000.00	\$35,000.00	\$38,500.00	\$42,350.00
Optional Parasail Rent	\$15,000.00	\$16,500.00	\$18,150.00
Payroll			
Supervisor	\$41,280.00	\$43,344.00	\$45,511.20
Water Sports Attendants (1)	\$25,550.00	\$26,827.50	\$26,891.38
Total Payroll Cost	\$66,830.00	\$70,171.50	\$72,402.58
Taxes & Benefits	\$12,029.40	\$12,630.87	\$13,032.46
Total Rent, Payroll Costs, Taxes & Benefits	\$128,859.40	\$137,802.37	\$145,935.04
Gross Profit	\$164,420.60	\$199,469.63	\$225,064.16
Operating Expenses			
Corporate Overhead	\$14,664.00	\$16,863.60	\$18,549.96
Insurance	\$15,837.12	\$18,212.69	\$20,033.96
Telephone	\$2,400.00	\$2,400.00	\$2,400.00
Professional Services	\$6,000.00	\$6,300.00	\$6,615.00
Misc. Cost	\$7,200.00	\$7,560.00	\$7,938.00
Vehicle	\$8,400.00	\$8,400.00	\$8,400.00
Total Operating Expenses	\$54,501.12	\$59,736.29	\$63,936.92
EBITDA	\$109,919.48	\$139,733.34	\$161,127.24
Interest & Depreciation			
Interest	\$4,782.00	\$4,782.00	\$4,782.00
Depreciation			
Waverunners-6	\$39,600.00	\$39,600.00	\$39,600.00
Banana Boat-1	\$2,500.00	\$2,500.00	\$2,500.00
Parasail Boat-1	\$17,500.00	\$17,500.00	\$17,500.00
Shuttle Boat (parasail)-1	\$2,666.67	\$2,666.67	\$2,666.67
Kayaks-4	\$1,200.00	\$1,200.00	\$1,200.00
ATV-1	\$2,000.00	\$ 2,000.00	\$2,000.00
Big Foots-22	\$500.00	\$500.00	\$500.00
Storages Box-1	\$400.00	\$400.00	\$400.00
Miscellaneous	\$15,000.00	\$15,000.00	\$15,000.00
Total Monthly Interest & Depreciation	\$86,148.67	\$86,148.67	\$86,148.67
Net Profit or (loss)	\$23,770.81	\$53,584.68	\$74,978.58
Notes:			
OPTIONAL:			
Parasail Rentals			
Parasail boat is amortized over 10 years			

II
Proposed
Operational Plan

Statement of Equipment Set-up and Area

The following page depicts the equipment set-up as required by RFP 785-9944. The picture is a tool in visualizing potential equipment set-up. To be clear: Boucher brothers recognizes the limitations that are in place for initial set up of equipment and will abide by all State, County and City regulations regarding beach and motorized watercraft rules and regulations. All "Areas" boundaries and set-up procedures for initial deployment will be adhered to as prescribed and regulated by the City. Through the "Visioning Process" described in the Proposal, all parties will determine boundaries and set-up of equipment to meet the future demand of residents and tourists while balancing environmental and non-commercial uses.



Storage Plan

Boucher Brothers Management has secured a storage area on the property of Sheraton Yankee Trader, 321 N. Fort Lauderdale Beach Blvd, Fort Lauderdale, FL33304.

This location will store the Truck, ATV and Bigfoot.

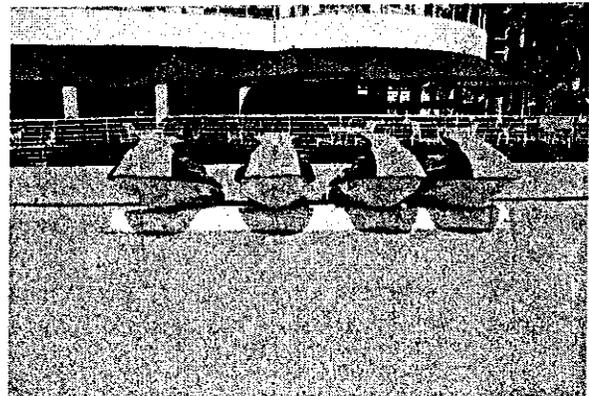
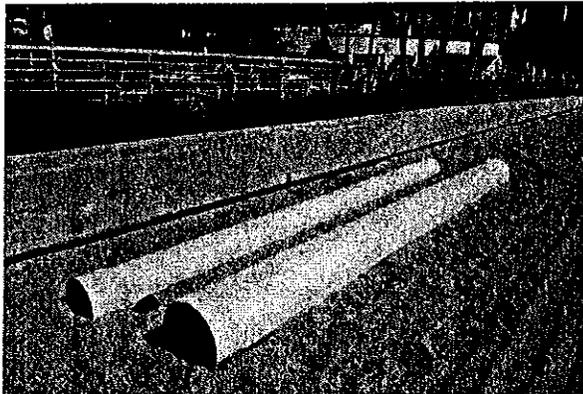
The 6 Waverunners will be stored on the beach on top of two 30ft long PVC pipes.

The front Pipe is 14 inches high and the back pipe is 12 inches high so as the Waverunners are stored at an incline. This ensures any water due to rain flows freely and once the drain plugs are opened any captured water can run out.

The Waverunners are all connected and secured by a thick chain and padlock.

The boat for parasailing and equipment including the Banana Boat would be stored at a marina in a wet slip in the water or on a boat lift.

There will be a marine locker secured in the sand that will house the lifejackets. Lifejacket stand, paperwork, welcome station umbrella and chairs.



Set Up Plan

The Watercraft Supervisor will commence work at 9am to bring ATV and Bigfoot to the beach.

The supervisor and 1 attendant will begin set up of watercraft area by 9.30am and have everything set by 10am.

The attendants will open the marine locker and set up the lifejackets and stand.

A welcome station will be set up with 2 chairs, an umbrella, a wireless credit card processing terminal and all necessary paperwork.

Using the ATV and Bigfoot, the area will be then be set with 6 Waverunners that will be located on the shore line. One of which will act as a chase vehicle.

An inflatable boat with a Yamaha 25hp Durajet engine that has closed propulsion system (no exposed propeller or moving parts for maximum in safety) will be set on the shoreline for transportation to the parasail boat which remains out in the water channel with all parasail equipment on it.

Once all equipment is set the attendant will prepare to receive beach guests.

The supervisor will drive the ATV with Bigfoot attached back to the storage area.

At 5pm the attendant will begin to break down the welcome station and lifejacket stand and secure in the marine locker.

The Supervisor will once again retrieve the ATV and Bigfoot and begin removing the Waverunners from the shoreline to place back on the PVC pipes for overnight storage.

Once all equipment is cleared and stored the supervisor will secure the Waverunners with the chain and lock and ensure the marine locker is secure.

Hurricane Preparedness/Evacuation Plan

Fort Lauderdale Beach

- Aside from moving the Waverunners, we will also move all the on-beach storage facilities. Moving the storage facilities will typically start to take place within 15 minutes after the Evacuation Plan is put into effect. This process will take up to 1 hour and 30 minutes. The storage facilities will be moved to one of the Boucher Brothers Management off-beach storage locations.
- Additionally, Boucher Brothers own 2 trailers which will aid in the transporting of equipment off the beach in case of a hurricane watch. These trailers will be used to move the Waverunners from the beach to the storage area. These trailers are normally kept in a storage location at the Sheraton Yankee Clipper, 1140 Seabreeze Blvd, in Fort Lauderdale, Florida. The Waverunners will start to get transported off the beach within 15 minutes after the Evacuation Plan is put in effect.

Situational Awareness

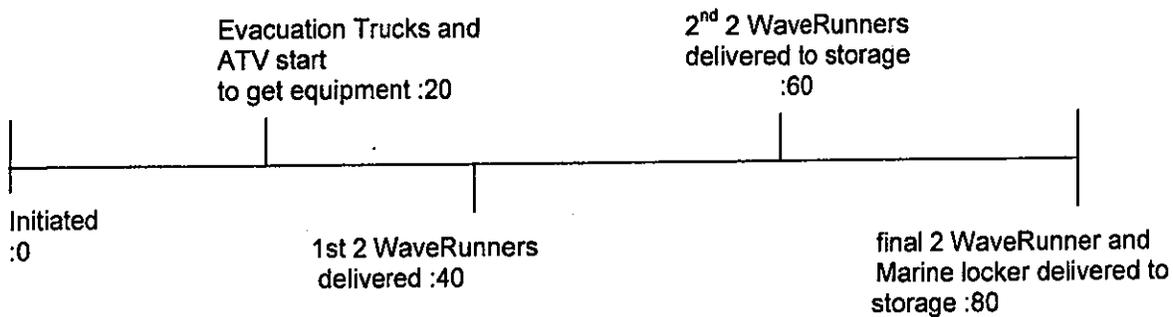
- The Boucher Brothers Management has a trained Evacuation Team comprised of 12 team members from its staff. There is 1 team member responsible for charting any disturbances on the Atlantic Ocean, particularly the Caribbean zone, during Hurricane Season. This is the same person responsible for tracking and reporting all inclement weather for water sports and beach rental purposes year-round. One team member is stationed in the main office and the other two are stationed out in the field. It is this team member who will report to the President and CEO of the company (James R. Boucher) whenever a hurricane watch is in effect for South Florida.
- Once the president of the company has been advised that a hurricane watch has been issued for the South Florida area by the National Hurricane Center, it is he who has the authority and will make the decision to implement our Evacuation Plan.
- In order to be fully informed of any developments relating to the hurricane, there is an Evacuation Team member who is responsible for monitoring any information, recommendations or updates released by the Broward Office of Emergency Management and the Emergency Operations Center. This team member is also responsible for monitoring the EOC's Evacuation Zone Map.

Action Plan

- Within minutes after our Evacuation Plan is called into effect, the Supervisor is contacted. The supervisor then contacts all Boucher Brothers Staff under their supervision and informs them that the plan is in effect. Upon receiving this information the Watercraft attendants will immediately close down all concessions where beach rentals and sales operations take place.
- The Boucher Brothers Staff is not only responsible for assisting in the moving of all watercraft equipment during a hurricane watch evacuation, but also of informing all beach patrons of the situation. Once all sales/rental operations are shut down, Boucher Brothers staff and Evacuation Team members will advise the people on the beach that, for their safety, they should leave and evacuate the beach area. This will typically start to take place within 15 minutes after Evacuation Plan is implemented and will continue throughout the entire evacuation process.
- During the evacuation process, Boucher Brothers Management staff at Fort Lauderdale Beach will be monitored and provided with guidance by their Supervisor and the Supervisor will be instructed by the Chief Operating Officer (Michael Boucher)

Breakdown of Evacuation Process

Evacuation Timeline



Management and Staffing Plan

Days and Hours of Operation

The Watercraft concession site will be open seven days a week from 10:00 AM to 5:00 PM

Management Plans and Staffing Levels

Michael Boucher will oversee all operations of the concession sites and will be a hands-on member of the team with a daily presence on site. A Broward County resident, Michael knows the market and has extensive experience in all aspects of concession site operations and management.

Cesar Alvarez will oversee the daily operations along with Michael Boucher. All Final decisions will be made by Michael Boucher. Cesar has had 13 years of experience in the Watercraft industry and has worked with Boucher Brothers Management for over 7 years. Cesar will supervise the Concession site and the other experienced staff members.

Boucher Brothers will have a full time representative whose responsibility is to inspect and oversee the maintenance and clean up of the Watercraft concession site and surrounding beachfront areas. (Please refer to the operational flow chart on the next page)

Daily Procedures

Arrangements have been made for all staff to park their personal vehicles off-site at an area hotel.

Each day, all of the Waverunners will be stored on the beach using 30 foot long PVC pipes and the miscellaneous equipment in the fiber glass marine locker.

The Watercraft supervisor and 1 attendant will arrive via ATV with Bigfoot connected to it.

They will clean the area of any debris and litter then open the Marine Locker, remove the Lifejackets and set up with hangers on our custom made PVC holder. Which are held in place with bases. They will then set up the welcome station with chairs and umbrella and prepare daily paperwork.

Once welcome station has been set, the supervisor will perform the daily inspection and checklist of the Waverunners and all equipment.

The checklist consists of fuel lines, hoses, and all electrical devices. They will also check the fire extinguisher. (Each Waverunner has one located at the front of it) and ensure the FL numbers are situated accordingly.

They will then connect each Waverunner to the Bigfoot and transport from the PVC pipes to the shoreline.

Once all Waverunners are on the shore the buoys will be placed in the ocean to set the water channel. Each buoy is 18 inches in diameter and of a high visibility color and shall conform to the uniform state waterway marking system.

The Parasail boat will then arrive to the channel and an inflatable boat will be driven to shore.

Upon a guests arrival, the Watercraft attendant will greet them, answer any questions and inform of the rates.

All Waverunner drivers must be 21 years of age or older and have a valid photo ID.

Once the guest decides to rent one of the watercraft beach services they will have their identification checked (if applicable) and be given a waiver to sign, safety instructions and for the

Waverunner the boundaries that they must stay within. The guest will then pay the rental fee which can be done via cash, credit card or traveler's checks. (A wireless terminal for credit cards will be on site)

The waivers have the receipt section attached via perforated edge. It has a sequence number located on both the guest section and the section the attendant keeps. It will also reference the City of Fort Lauderdale.

The attendant fills in the guest name, amount, type of payment and his initials. He then tears off the receipt section and gives to the guest.

A lifejacket will be provided and they will be escorted to the Waverunner/Parasail inflatable /Bananaboat/Kayak and given a demonstration of how to operate it.

If the guest is a Waverunner participant, once he/she has driven out in to the water, a watercraft attendant will go out to the end of the Channel on the Chase Vessel to ensure the guest remains within the boundaries and is operating safely. Upon expiration of the riding time the attendant on the Chase Vessel will call them in using a whistle.

If the guest is parasailing, the parasail operation has to get the customers from the beach to the boat. We feel the best way to get customers from the beach to the boat is via an inflatable with some type of jet propulsion. We use a 14 to 16 ft inflatable boat with a Yamaha 25hp Durajet engine that has closed propulsion system no exposed propeller or moving parts for maximum in safety.

All captains are USCG licensed and trained in trade of parasailing. All crew members that work on the boat have current CPR First Aide certifications. The captains and crew are all enrolled in the APCA Maritime Drug Consortium. All crewmembers are trained about what to do in an emergency situation. All parasail operations are conducted in accordance with PAPO guidelines along with federal, state, and city laws.

Parasail is an activity for almost anybody but there are times when weather and water conditions would eliminate some potential customers. Some of the minimum requirements would be:

- Age requirement: minimum 6 years
- Children between 6 and 12 years when not flying with an adult have there is an operational line limit of 300 feet.

On rough days we take the liberty to qualify potential customers if they are fit to participate in the parasail activity on that day. Boarding the shuttle boat from the beach can be to big of an obstacle for some people given some surf conditions

At the end of each workday the attendants will carefully store the equipment in the marine locker, the Parasail boat and equipment back at Marine slip and the Waverunners on the PVC pipes. The Marine Locker will conform to standards and specifications as set forth by the City.

Personal Attention

Each attendant will be fully trained in interpersonal skills so as to be courteous and approachable. Although all employees have undergone various hospitality training programs as well as safety initiatives, all staff will undergo "Sunsational service training" – provided by hospitality excellence inc. Any new staff will also be entered in to this program. It is the responsibility of the attendant to fulfill any reasonable request..

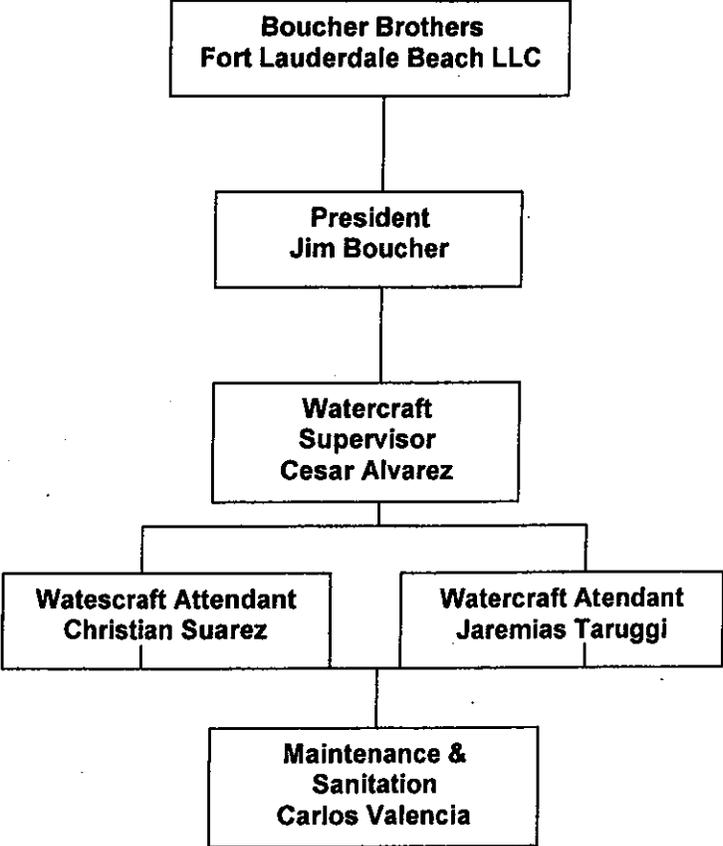
All Boucher Brothers employees will understand the procedures that must be abided to in the event an unmarked marine turtle nest is exposed, or a dead, injured or sick marine turtle is discovered and will notify the appropriate city authority.

Boucher Brothers feels that hawking or in any other way disturbing guests that do not wish to rent equipment is a completely unacceptable way to attract business, and thus will never implore such techniques.

Dress Code

Boucher Brothers Management will ensure all staff is correctly attired in the uniform that the city designates. The company ensures that each and every employee has a professional appearance. While mustaches are permissible, beards are not. Each and every staff member is an ambassador of the City, representing the best we have to offer.

Operational Flowchart



Michael Boucher – Owner's Representation

Responsibilities on This Project

Proposer's representative, overseeing all operations of the Beach Equipment concession sites

Residence

Hollywood, Florida

Education

Broward Community College,
Associate of Arts degree

Professional Experience

1989 to Present

Boucher Brothers Management
Responsibilities

- Hire, supervise, train and manage staff
- Oversee all facets of operations, including equipment and food and beverage service
- Responsible for daily collection and security of concession site revenues
- Oversee all aspects of set-up and maintenance of concession facilities
- Operate and supervise children's activities (where offered)

2001 to Present

Director of Operation at the following pool concession sites

- Continuum condominium, Miami Beach
- Delano Hotel
- Embassy Suites, Deerfield Beach
- Fontainebleau Hilton Resort & Towers, Miami Beach
- Marriott South Beach,
- Ritz Carlton, South Beach, Miami Beach
- Shore Club
- Aqualina, Sunny Isles
- Le Meridian, Sunny Isles

- Ocean Point, Sunny Isles
- Westin Diplomat, Hollywood
- Sheraton Yankee Trader, Fort Lauderdale
- Sheraton Yankee Clipper, Fort
- Resort at Singer Island

March 2001 to Present

Director of Operations of pool Concession and Operations Manager of beachfront Concession at Miami Beach Marriott and Sagamore Hotel.

1999 to Present

Operations Manager of beachfront concession at Loews Hotel

1998 to 2000

Operations Manager of beachfront concession at National Hotel

October 1997 to Present

Director of Operations of pool concession and Operations Manager of beachfront concession at the Delano Hotel

July 1996 to 1997

Director of Operations of pool concession and Operations Manager of beachfront concession at Seacoast Towers

June 1992 to March 1995

Director of Operations of the pool concession and Operations Manager of beachfront concession at the Diplomat Resort

March 1988 to

January 1997

Operations Manager of beachfront concession site at the Newport Crowne Plaza



Michael George Boucher

Specialized Training and/or Certification

CPR • First Aid • Advanced Life Rescue

Community Involvement

- Kiwanis Club
- Board member Dade County Special Olympics
- Miami Beach Chamber of Commerce
- Ocean Drive Special Event Recommending Committee

Philanthropic Support

- Children's Miracle Network
- Dade Christian School Foundation
- Dade Human Rights Foundation
- Hope for Kids
- March of Dimes
- National Multiple Sclerosis Society
- Parkway Christian School
- Police Athletic League
- Rotary Club
- Victims Crisis Center
- West Pines Football Club

Cesar Alvarez – Watersports Supervisor

Responsibilities on this project

Supervisor, overseeing all aspects of The Motorized Watercraft Beach Concession site. Reports to Michael Boucher.

Residence

North Miami, Florida

Education

Miami Beach Senior High

Experience on similar projects

2002 to Present

Boucher Brothers Management
Watersports Manager

Responsibilities

- Hire, supervise, train and manage staff
- Oversee all facets of operations
- Responsible for daily collection and security of concession site revenues

- Oversee all aspects of set-up and maintenance of concession facilities

2000 to 2002

Portofino Beach Club –
Assistant Manager

1998 – 2000

Fun rentals
Watersports manager

1994 to 1998

Florida Beach Sports
Watersports Manager

Specialized Training and/or Certification

CPR • First Aid • Advanced Life
Rescue
Boaters Education course



Cesar Alvarez

City of Fort Lauderdale 313 755 3344

Christian Suarez – Watercraft Attendant

Responsibilities on this project

Watercraft Attendant,
Reports to Cesar Alvarez.

Residence

Miami Beach, Florida

Education

Nueva Pompeya high school - Argentina

Experience on similar projects

2006 to Present

Boucher Brothers Management
Watersports Attendant



Christian Suarez

Responsibilities

- Set up of Concession site
- Greet guests
- Give safety instructions
- Rent Watersports services

2000 to 2006

Thrifty Rentacar
Rental Agent

1999 – 2000

Icebox
Waiter

Specialized Training and/or Certification

CPR • First Aid • Advanced Life
Rescue
Boaters Education course

Jeramias Taruggi – Watercraft Attendant

Responsibilities on this project

Watercraft Attendant,
Reports to Cesar Alvarez.

Residence

Miami, Florida

Education

Esqui high school - Argentina

Experience on similar projects

2007 to Present

Boucher Brothers Management
Watersports Attendant

Responsibilities

- Set up of Concession site
- Greet guests
- Give safety instructions
- Rent Watersports services

2000 to 2007

Beach Sports
Watersports Attendant

Specialized Training and/or Certification

CPR • First Aid • Advanced Life
Rescue
Boaters Education course



Jeramias Taruggi

**Boucher Brothers Fort Lauderdale Beach, LLC
Written Policy and Procedure for Internal Control**

1. Each day the attendant will receive a Daily Activity Report (See page 27). He/she will fill in his/her Initials and the date.
2. Upon servicing a guest the beach attendant will fill in the service rented by each customer on the Daily activity report. The attendant will also include the amount of cash collected, the guests name, the waiver sequence and the time of the rental on this sheet. The attendant will do this for each customer they service.
3. The attendant will provide the guest with a receipt which is on the waiver sheet with a perforated edge. It has a sequence number at the top, he/she will collect money and give receipt. The attendant simply fills in the name of guest, total of sale, type of payment and employee name on the receipt, (see waiver sheet page 25-26). The attendant will give the receipt to guest and keep waiver with information.
4. The beach supervisor will periodically check the Attendant's Daily Activity report and ensure that all rentals have been accounted for on the sheet by counting how many Waverunners are out and checking to see they have been written down. The supervisor will use a bicycle to travel from area to area unless other means are approved by the city.
5. Up to five times, a day the beach supervisor will collect cash from each watercraft attendant. During this time the supervisor will add up all the rentals on the Attendant Daily activity report and will write these totals down. The supervisor will then write these totals as well as the amount of cash collected on the Supervisor Daily Collection Sheet. The supervisor will make sure that the totals for the rental equipment rented match the actual cash collected. The name of the attendant, opening time, closing time and the time of the collections will also be included on the Supervisor Daily Collection Sheet. After all this information is recorded the attendant will sign this sheet. The attendant's signature certifies the amount of money and for what rentals the supervisor has collected. It will be the attendant's responsibility to count the cash before the supervisor collects it and ensure that that the correct total is written on the Supervisor Daily Collection Sheet.
6. After the supervisor makes each collection he will return to the office, located at The Sheraton Yankee Clipper in Fort Lauderdale Beach and place the money in the drop safe. Michael Boucher will have the only access to the safe.
7. At the end of each day the supervisor will put all of the sales information for the day on to the Excel Monthly Collection Summary Sheet . The Monthly Collection Summary will track the number of rentals for each different kind of equipment as well as the cash collected at each section. The supervisor will then prepare a deposit slip, make the deposit at the bank and receive a validated deposit receipt. All validated deposit receipts are kept and filed.
8. To make it more convenient for the customer Boucher Brothers will accept MasterCard, Visa, American Express and Discover credit card for payment. The attendant will make an imprint of the credit card on a credit card sales slip and phone the supervisor to receive authorization. The supervisor will input the information in a wireless credit card terminal, receive an authorization number and relay that number to the attendant. Proper identification will also be required for credit card purchases.

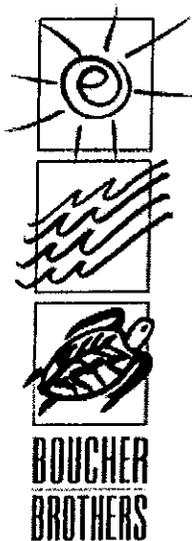
MANDATORY AGREEMENT, RELEASE AND WAIVER 05701

IN CONSIDERATION of the undersigned's rental of equipment from, and/or participation in certain activities provided by, Boucher Brothers Miami Beach, L.L.C (any and all such activities, hereinafter the "activities"), the undersigned and, if applicable, the parent(s), spouse and/or guardian(s) of the undersigned, jointly and severally, and intending to legally bind themselves, and on behalf of their respective spouses, parents, heirs, executors, estates, legal and personal representatives, beneficiaries, administrators, successors and assigns (all of the foregoing, collectively "Releasors"), do hereby fully waive, release and discharge, and covenant not to sue, BBMI and the governmental or private entity upon whose property the activities are to be conducted and their respective officers, directors, members, managers, employees, staff, agents, successors and assigns (collectively, "Releasees") from any and all liability and/or claims for illness, injuries, death, shock, paralysis, allergic reactions, and/or damages that may arise directly or indirectly as a result of undersigned's use of the rental equipment or participation in the activities, including, without limitation, any rights, claims, causes of action, suits, liabilities, negligence, gross negligence, conditions of the premises, weather or water conditions, damages, personal injury, death, loss of consortium, costs and expenses whatsoever, whether arising at law or in equity, or under any local, state or federal law or regulation, and whether caused by the sole or joint negligence or tortious or other act or omission of the Releasees or any of them or any third party (collectively, the "Claims"). The Releasors hereby agree to indemnify and hold the Releasees harmless from all such Claims. The Releasors acknowledge that the terms of this Release and Waiver are contractual and not a mere recital. The Releasors hereby knowingly and voluntarily waive, to the fullest extent permitted by law, the benefits of any statute, law, rule or common law which may limit the scope of the covenants and releases contained herein.

The Releasors are fully aware, understand fully and assume the risks involved in the activities including, without limitation, the following: weather or water conditions; that there may be rip tides, wind shears, lightning, wave action, currents, water spouts and other acts of God and force majeure events, as well as equipment failure, operator error, collisions, capsizing, sinking, exposure to the elements, hypothermia, drowning and other hazards; that Releasees are not life guards, water safety instructors and otherwise have no experience or expertise that would assist the undersigned in the event that the undersigned experiences trouble while in the water, operating the equipment or otherwise participating in the activities; that there are hazards, known and unknown, that may exist and which could injure or kill the undersigned including, without limitation, marine fauna and flora, sharks, barracuda, sting rays, jelly fish, obstructions, floating or submerged objects, glass, and other objects; that other Hotel guests, members of the public and other operators of equipment may act irresponsibly, engage in unsafe conduct or to the detriment of the health and well being of the undersigned; that Releasees are not the manufacturers of the equipment; that equipment can malfunction, breakdown and otherwise not work properly; that any of the foregoing could result in death or bodily injury to the undersigned and, in each instance, the Releasors and each of them voluntarily and knowingly assume such risks and waive, release and discharge, and covenant not to sue, the Releasees or any of them with respect to any Claims with respect thereto.

The Releasors further acknowledge and agree that the undersigned has and without compulsion or compensation or reliance on any representation of any kind whatsoever by the Releasees or others voluntarily decided to rent the equipment and/or participate in the activities and to assume full, sole and complete responsibility for, and risks of, death, bodily injury, property damage and the other risks and hazards described herein resulting from, in connection with, or in any way related to, undersigned's participation in the activities and to waive and release the Claims as provided herein.

The Releasors, and each of them, hereby agree that they will forever refrain and forbear from commencing, instituting or prosecuting any lawsuit, action or other proceeding of any kind whatsoever, by way of action, defense, set-off, cross-complaint, counterclaim or third party action, against the Releasees, or any of them, based on, relating to, or arising out of, or in connection with any Claims.



05701

Name: _____ Type of Payment: _____

Amount: _____ Employees Initial: _____

By their execution below, understanding that the Releasees are relying hereon in allowing undersigned to rent the equipment and otherwise participate in the activities, the Releasors hereby represent and warrant to the Releasees, that (i) the undersigned is at least 18 years or, if not, that his/her living parents and/or legal guardian(s) have duly signed this Release and Waiver, (ii) the undersigned is not married or, if married, that his/her spouse has duly signed this Release and Waiver, if available; (iii) the undersigned has no physical, mental or other medical condition, disease or injury which would or could impact on the Releasees allowing undersigned to rent the equipment or would be aggravated by such operation or activities; (v) the undersigned is not under the influence of alcohol or drugs; and (vi) the undersigned understands applicable boating laws and rights of way. The undersigned further agrees that, in connection with any water activities, the undersigned will wear a U.S. Coast Guard approved personal flotation device (life jacket).

IN THE EVENT OF ANY LEGAL OR ADMINISTRATIVE ACTION, MEDIATION OR ARBITRATION PROCEEDING, IS BROUGHT BY THE UNDERSIGNED, THE RELEASORS OR ANY OF THEM, OR ON THEIR BEHALF, THE RELEASORS AGREE THAT THEY (1) SHALL BE RESPONSIBLE FOR ALL COSTS AND EXPENSES THEREOF INCURRED BY THEM OR ANY OF THE RELEASEES (INCLUDING, WITHOUT LIMITATION, ATTORNEYS' FEES AND EXPENSES); (2) HEREBY IRREVOCABLY SUBMIT TO THE EXCLUSIVE JURISDICTION OF THE UNITED STATE DISTRICT COURT FOR THE SOUTHERN DISTRICT OF FLORIDA OR, IF JURISDICTION IS NOT AVAILABLE THEREIN, THE JURISDICTION OF ANY COURT LOCATED IN MIAMI-DADE COUNTY, FLORIDA, AND WAIVE ALL OTHER JURISDICTIONS AND ANY AND ALL OBJECTIONS TO SUCH JURISDICTION OR VENUE THAT THEY MAY HAVE UNDER THE LAWS OF ANY STATE OR COUNTRY, INCLUDING, WITHOUT LIMITATION, ANY ARGUMENT THAT JURISDICTION, SITUS AND/OR VENUE ARE INCONVENIENT OR OTHERWISE IMPROPER; AND (3) THE LAWS OF THE STATE OF FLORIDA SHALL GOVERN WITHOUT REGARD TO CONFLICTS OF LAW PRINCIPLES THEREUNDER.

EACH OF THE RELEASORS ATTESTS THAT THEY HAVE READ THIS RELEASE AND WAIVER IN ITS ENTIRETY AND HAVE PROVIDED TRUE AND COMPLETE INFORMATION.

IN WITNESS WHEREOF, the undersigned, intending to be legally bound, have executed this Release and Waiver this _____ day of _____, 200__.

Undersigned:

_____	_____
(Print Name)	(Print Name)
_____	_____
(Signature)	(Signature)
Age: _____	Age: _____

Address: _____	Address: _____
City _____ State _____ Zip: _____	City _____ State _____ Zip: _____

Parent(s) and/or Guardian (if Undersigned is under Age 18 MUST be signed by both parents(if living) and/or Guardian or if only one Parent is available such Parent is signing on behalf of the other Parent:

 (Print Name)

 (Signature)

Spouse (if Undersigned is married, MUST be signed by spouse, if available):

 (Print Name)

 (Signature)

Other Parent(s):

 (Print Name)

 (Signature)

Witnesses: _____
 (Print Name)

 (Signature)

Witnesses: _____
 (Print Name)

 (Signature)

Beach Maintenance Plan of Concession Area

Boucher Brothers realizes the importance of a detailed maintenance and sanitation plan and knows the plan itself is only as good as its implementation. Boucher Brothers will have an employee that is solely responsible for maintenance and sanitation. It will be the Watercraft attendant's responsibility to make sure that all equipment is in proper working order. Any equipment that is damaged or needs replacing or is in any way less than acceptable for use by the public will be set aside and the attendant will call the supervisor who will collect it and take it to the storage facility for the maintenance worker to inspect, repair or replace. No equipment will be repaired on the beach unless it is a very minor repair (for example, fixing the FL numbers). Once the equipment has been repaired it will be brought back to the Watercraft location.

Every opening and closing the attendant will be responsible for ensuring his area is totally clean. Throughout the day attendants will also clean the beach as the need arises. The maintenance worker will make rounds and inspect the area if there is trash to be removed he will clear it.

Boucher Brothers stresses to its employees the importance of having a clean beach with equipment in the proper working order. With the proper implementation of this plan beach goers will be able to enjoy their day with exceptional equipment in a clean, friendly environment.

Plans for Maintenance, Waste Collection and Security

Daily Maintenance and Cleanup

During the morning set-up, Watercraft attendants will begin their day by cleaning the entire area. All trash and litter will be discarded, and a net will be used to dispose of smaller trash such as cigarettes. Following a thorough cleaning the watercraft attendant will then begin to set up the equipment.

The attendant will be responsible for cleaning the beach area at regular intervals throughout the day. Following a careful inspection of the site, the attendant will clean the beach, making sure that there is no debris left behind.

Communications

Concession staff will have Nextel personal communicators, allowing for direct access to communicate with other concession staff.

Security

The concession site will have enhanced security, as attendants and supervisor will have Nextel personal communicators; in essence, phone service at their fingertips at all times. This will provide immediate access to authorities in the event of an emergency Situation.

Emergency Removal of Equipment from Premises

Boucher Brothers realizes the critical significance of having a comprehensive, manageable evacuation plan. Whether it is because of unsafe weather conditions, large scale special events or any other situation that may arise. Boucher Brothers will be able to quickly, safely remove and store all equipment in a secure location off the beach. The Evacuation plan is presented in full detail on pages 14 -15

Environmental and Ecological Systems

The operation of beachfront concessions must include a balance between the needs of those who utilize our beaches and the preservation of our natural assets. As a family based organization, we take environmental responsibility very seriously.

Despite the demands and high expectations we encounter in the delivery of goods and services, we gratefully support and protect the integrity of the natural elements and surroundings which provide our livelihood. For that reason Boucher Brothers is proud to have teamed up with ECOMB (Environmental Coalition of Miami Beach) and have recently teamed up with the Butt Bag Systems, Inc. on the "Keep Our Beaches Clean" aerial banner project. We look for every opportunity to protect and preserve our beaches.



March 28, 2008

To whom it may concern,

Boucher Brothers management has actively supported ECOMB for several years.

ECOMB is a Florida 501 (c) (3) not-for-profit volunteer-based corporation founded in 1994 in the City of Miami Beach. The organization is dedicated to educating Miami-Dade County's residents and visitors to adopt responsible environmental behaviors and to raising their awareness to our surrounding ecosystems.

The Boucher Brothers have willingly given both time and money to contribute to the success of promoting the preservation of our environment.

They were, and are, actively involved in several of our campaigns such as the "Clean Beaches Campaign" and "Eco Art Gallery by the Sea", in which their staff have been active participants. They have been strong advocates of clean beaches and support us in all of our initiatives to keep our beaches clean and helping to ensure they stayed free of cigarette butts and other debris.

The Boucher Brothers have also supported us to in our community efforts to preserve and restore other local habitats, such as mangroves, near-shore coral reefs sand dunes and Biscayne Bay islands.

I would have no hesitation in confirming that Boucher Brothers management is a forward thinking company that understands the importance of our ecological systems and environment.

If I can be of further assistance please do not hesitate to contact me.

Sincerely

Luiz Rodrigues
Executive Director
ECOMB

Concession Marketing Plan

- **Increase revenue for the City of Fort Lauderdale**
- **Improve quality of life enhancements for residents**
- **Serve the needs of the Marketplace**
- **Provide new equipment**
- **Provide compatible Activities**
- **Provide more choices of Service**
- **Eco-friendly maintenance & clean-up**
- **Set an example for philanthropic participation**
- **Form a marketing alliance with the Fort Lauderdale Convention & Visitors Bureau**

Like Fort Lauderdale-Hollywood International Airport and Port Everglades, Fort Lauderdale Beach is and should be viewed as a vital and important economic engine for our community. As such, Boucher Brothers recognizes and is committed to working with the City and other stakeholders to improve upon and execute a market strategy to better promote our beach resources. Consistent with the conclusions of the Urban Land Institute's most recent Advisory Services Panel Report on "Central Beach: Fort Lauderdale, Florida," Boucher Brothers will invest the time and money to promote Fort Lauderdale Beach.

Boucher Brothers has 20 years experience working with some of South Florida's and Virginia Beach's finest hotels and have a keen sense of what it takes to successfully market concession services to the hotel guests. This is an area that has not been cultivated in Fort Lauderdale. Boucher Brothers has served the needs of hotel guests of all different types. From the high end guest in South Beach's most expensive hotels to the blue collar worker typical of Virginia Beach, Boucher Brothers has given customers the type of experience that makes them want to come back day after day and year after year.

The Fort Lauderdale community has a wonderful natural asset in its beach. While it is especially true among visitors that one can hardly think of "Fort Lauderdale" without also thinking "beach fun" the fact is that despite this close association, the Fort Lauderdale community has terrific unrealized potential in its beach and the services provided there that continues to lie dormant. Boucher Brothers is mindful of this great value Fort Lauderdale has in its beach and will work actively and affirmatively to promote the beach and Motorized Watercraft Beach Concession. Boucher Brothers will integrate its marketing and promotional efforts with the numerous stakeholders who share a mutual interest in seeing Fort Lauderdale's beach more prominently and effectively promoted.

For more than 20 years, the Boucher brothers – Michael, Steven, Jim and Perry – have been operating and managing successful Motorized Watercraft Beach Concessions at some of the finest municipal properties, hotels and condominiums in South Florida. The cornerstone of their success is in the relationships that they have forged with those who operate the hotel and condominium properties, as well as with the other residents and tourists who frequent the Motorized Watercraft Concession sites.

The fundamental ingredient in the company's

success is its ability to provide a consistent level of service to all visitors at the public beaches they serve. Boucher Brothers makes extending the availability of five-star hotel hospitality to all beach users the hallmark of its success as a concession operator.

An intensive focus on delivering excellent guest service as well as a fun and safe service is what Boucher Brothers intends to provide if it is privileged to serve the City of Fort Lauderdale under the proposed Motorized Watercraft Beach Contract.

For the past 14 years Boucher Brothers have operated a Motorized Watercraft Beach contract for the City of Miami Beach. This operation has produced measurable results and received stellar reviews from both the public and private sectors for their accomplishments, with a noticeable enhancement in the level of service provided.

As Fort Lauderdale has progressed, truly re-establishing itself as the "Venice of America," basic services provided to those who frequent the beach has not kept pace with the changing demographics and the growing demands of a competitive marketplace.

As people demand a higher standard of excellence for their leisure time, Boucher Brothers has responded by creating services for those who seek – and expect – five-star quality and an enhanced level of products and services, whether a resident visiting the beach or a family on vacation.

Boucher Brothers has a strong record of cultivating and forging new relationships between the hotels and the beach, and are prepared to bring this strategy to the Fort Lauderdale beach area. In reality, Boucher Brothers works on behalf of the hotels, providing concierge-level services, added value to the guests and increased profitability to the City.

The Fort Lauderdale public beaches offer an excellent opportunity to provide Motorized Watercraft Beach Services that will enhance the overall area as a popular destination for families – those who live in the area and those who are visiting, whether for a weekend escape or a month-long vacation.

Residents Appreciation Program

Boucher Brothers feels that the City of Fort Lauderdale residents are an important segment of the client base. They are a segment that has been overlooked in the past. Boucher Brothers proposes to have discount plans for residents

as well as certain other groups. It is proposed that there will be a City of Fort Lauderdale Resident Discount Card and a City of Fort Lauderdale Annual Pass. The Discount Card will allow residents to receive Watercraft rentals at a discounted rate. Discount Card's will be valid for the current calendar year. The Discount Card will have the resident's name, address and photo along with the year that the pass is for.

The Annual Pass will allow residents to purchase specific amounts of rentals and have use of that equipment for the entire year at a greatly reduced rate. Each resident's Annual Pass will list the resident's name, address, photo, the expiration date and amount of rentals they are entitled to. All passes will be good for 1 year from the date of purchase. Having photos included on these cards will eliminate unauthorized use of these cards. Cards will be available at the Boucher Brothers office during normal business hours. Applications will be available online so that applicants can fill them out at their leisure before bringing them to the office.

Boucher Brothers will also propose to offer a City of Fort Lauderdale Employee Discount Card as well as a Senior Citizen Discount Card. These discount cards will be similar to the Resident Discount Card and can be obtained the same way.

Recreational Facilities

There can be little doubt about the value of enhancing the activities that are offered on the Fort Lauderdale beaches.

Boucher Brothers currently operates Motorized Watercraft Beach Concession sites at beachfronts throughout South Florida. This relevant experience adds to Boucher Brothers broad familiarity with the variety of recreational facilities and activities that are appropriate to Fort Lauderdale beach.

Boucher Brothers believes that the scope of recreational facilities and activities will establish quality standards that will make Fort Lauderdale's beach a more attractive destination than the many other beach cities along AIA. Similar to Boucher Brothers conclusions – the most recent ULI Report concerning Fort Lauderdale's Central Beach recommends that additional facilities at the Fort Lauderdale Beach area include recreational concessions that sell or rent bikes, roller blades, beach umbrellas and chairs, environmentally friendly jet skis, kayaks, rafts, kites, surfboards, paragliding, diving, and other recreational services and merchandise.

Boucher Brothers is prepared to offer well designed concession sites to meet these and other needs of Fort Lauderdale's beach guests.

Catering to the Convention and meetings Marketplace

While the City and the County spends a great deal of time and money marketing Fort Lauderdale as an ideal destination for conventions and meetings, very little is done to complete the connection between convention and meeting visitors and Fort Lauderdale's most valued asset – its beaches. Partnering with the business community is an integral part of Boucher Brothers' marketing strategy, and this is an important market for Fort Lauderdale to cultivate and retain.

Just as visitors are drawn to attractions such as the Swimming Hall of Fame, Butterfly World or Las Olas Boulevard, there should be a concerted effort to market the beach area as a destination for those who are here on business, yet have a day or half-day to spend for leisure time.

New Equipment and Capital Expenditures

The Waverunners have 4 stroke engines to avoid pollution and BX110 engine capacity.

Boucher Brothers will purchase all new equipment for the Fort Lauderdale Motorized Watercraft Beach Concession.

Preserving Our most Valuable Asset

Boucher Brothers finds that managing beachfront concessions is a special trust. Boucher Brothers believes that managing the concession is not merely about maximizing revenue opportunities but, equally important, is also about protecting and preserving the beach as a natural resource. Boucher Brothers, therefore, adopts a balanced sensitivity to the needs and desires of tourists as well as local residents, while maintaining a concern for the beach environment. Boucher Brothers places a great deal of emphasis on maintaining the natural beauty of the beach area, from working with world-class designers for aesthetic appeal to training personnel in the care and maintenance of the area. By providing baseline goods and services along with high quality beachfront products and services at all beachfront concession sites, we will optimize the potential of this natural asset.

A phased-In Approach

Beginning on the first day of the contract period, Boucher Brothers is able to provide the full extent of services as required by the RFP. As already discussed, Boucher Brothers believes that a Visioning Process to be completed prior to the beginning of the contract period would be a useful exercise for the City and other appropriate stakeholders to explore and agree upon the details of how best to implement the vision of providing a world-class Motorized Watercraft Beach experience to Fort Lauderdale's Beach guests.

Added Value Marketing

There are numerous avenues for optimizing marketing and promotional opportunities of the Fort Lauderdale Beach area, which are not currently being met on Fort Lauderdale Beach. Boucher Brothers believes in taking a proactive marketing approach to the operation of beachfront concession sites and welcomes the opportunity of working in concert with the Convention & Visitors Bureau, for example, to develop and implement promotional programs. This could range from providing discount coupons for rental, to frequent Watercraft rental discounts.

Currently Boucher Brothers utilizes various advertising vehicles to market their services. These include the internet, local visitor's guides, newsletters, program books and newspapers. With a successful, multi-tiered media strategy,

Boucher Brothers has been able to make the most of South Florida's greatest assets, offering activities and leisure on the sand and under the sun.

At the end of each day consumers appreciate it when added value and an enhanced level of quality in services and products are offered to them. With more than 20 years of serving the leisure needs of residents and visitors alike, Boucher Brothers Management has a solid track record of producing quality marketing programs to enhance the services they offer.

III The Equipment Schedule

Equipment:

We exclusively use Commercial Water Sports (CWS) for the parasail boats. The design and layout of the boat work better in the Atlantic waters than other parasail boats. These boats give an extremely gentle and dry ride, which makes the activity of parasailing safe, easy and fun for all of your customers. The construction of these boat's exceed USCG requirements.

Parasail Boat: Commercial Water Sports (CWS) Ocean Pro 31

Engine: Mercruiser 496 Mag (Gasoline) or Volvo Penta D6-310 (Diesel)

Passenger Capacity:

1. OUPV boat is a maximum of 6 passengers with the USCG Parasail Seal of Safety.
2. Inspected parasail boat has a USCG Certificate of Inspection (COI) for 12 passengers.

Parasail Equipment:

All parasail flight equipment manufactured and inspected by Custom Chutes Inc. in Bradenton, Florida. Once a year we have parasail flight equipment inspected by Custom Chutes (harnesses, multi-flyer bar, and chutes).

WaveRunners

We exclusively use Yamaha WaveRunners. They are all bought brand new and come with a 1 year Warranty.

2 seater

Engine 4 stroke engine, BX110

Speed: 45-50 mph

Passenger Capacity:

- Maximum of 2 passengers
- Weight Limit: 250 lbs

Banana Boat***Passenger Capacity***

- Maximum of 4 passengers

Kayaks

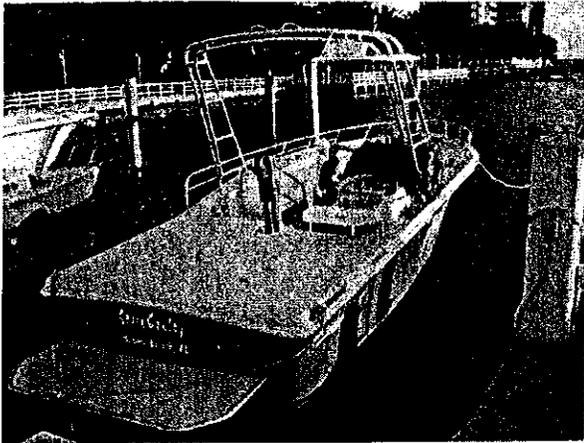
We propose 2 single rider Kayaks and 2 Double rider Kayaks

Passenger Capacity

- Maximum of 2 passengers

Maintenance:

Boat and equipment maintenance is the most important thing when it comes to operating a safe, reliable, and successful Watercraft operation. The parasail boat always has its oil fluids changed at 100 hours. We follow the engine manufactures recommended major component inspection and service intervals. All equipment is maintained in accordance with PAPO and NACWO guidelines.



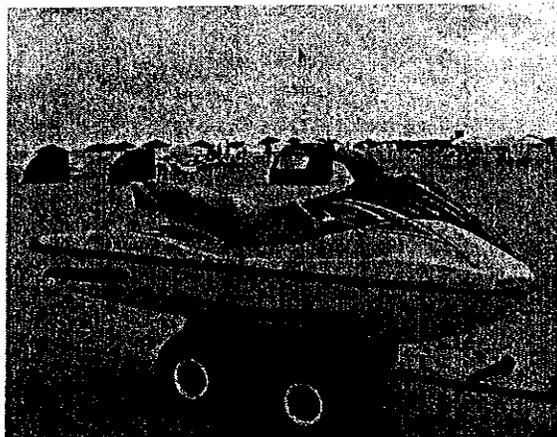
Parasail Boat



Shuttle Boat



Banana Boat



WaveRunner



Kayak

IV
Proposed
Rental Rates

Rental Rates

WaveRunner ½ hour ride

Single Rider.....	\$80.00
Double Rider.....	\$85.00

WaveRunner Tours

1 Hour.....	\$210
2 Hour.....	\$400

*must be 3 or more to qualify for group wave runner tours

Parasailing (15 minutes)

Single Rider.....	\$85.00
Double Rider.....	\$150.00

Banana Boat

\$200 per hour – holds up to four people.

(Banana Boat is rented to groups. It can do several 10 or 15 minute rides exchanging people from the group)

Kayaks 1 hour

Single Rider.....	\$25.00
Double Rider.....	\$35.00

Proposer's Experience and Past Performance

**Boucher Brothers Fort Lauderdale Beach,LLC, a sole purpose corporation
Boucher Brothers management, Inc, wholly owns Boucher Brothers Fort Lauderdale Beach, LLC**



James Boucher
President & CEO

For More than 20 years, James, Michael, Steven and Perry Boucher have been operating and managing beachfront, pool and watercraft concessions at some of the finest hotels and beaches in South Florida. 6 years ago, Vic Damone, the legendary singer and uncle to the Boucher Brothers, joined the company to assist in the administration of its Strategy development

Relevant Experience

- Cater to patrons in excess of 10,000 hotel rooms at 30 hotels
- Caters to residents of 515 condominium units
- Number of Waverunners 30
- Each of the brothers is fully qualified, cross-trained and experienced in hiring, training and supervision of staff; and overseeing all aspects of day-to-day operations and maintenance of concession facilities.



Michael Boucher
Chief operating Officer

Employees

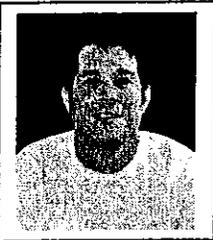
350, with a 10% seasonal adjustment

Geographic Markets Served

Miami-Dade and Broward counties

Demographic Markets Served

Residents, hotel guests and visitors



Steven Boucher
Vice President



Perry Boucher
Chief Financial Officer



Vic Damone
Chairman of the board

Philanthropic Endeavors

The Brothers have always made a concerted effort to give back to the communities they serve, through offering new programming and services, and partnering with local charitable and civic organizations as well as government agencies.

Some of the Charities and Civic organizations we work with are:

- Fort Lauderdale Chamber of Commerce (Trustee Member)
 - Greater Miami & the Beaches Hotel Association (Board Member)
 - Miami Beach Chamber of Commerce (Executive Board Member, Governor Emeritus & Pillar Trustee)
 - Greater Miami Convention and Visitors Bureau (Member)
 - Key Biscayne Chamber of Commerce (Member)
 - Miami Beach Kiwanis Club (Board of Directors) – The Boucher family specially recognized March 2008
 - Miami Beach Police Athletic League (Member)
 - Police Benevolent Association (Member)
 - Miami Beach Golf Tournament – Title sponsor 2008. 13 year sponsor
 - Dade Human Rights (Contributor)
 - Special Olympics (Contributor) Michael Boucher is Chairman of "Inspire Greatness" event April 2008
 - Red Cross (Contributor)
 - Children Autism Foundation (Contributor)
 - Neighbors 4 Neighbors (Contributor)
 - Mount Sinai Medical Center Foundation (Founder)
 - Mapet Foundation (Contributor)
 - David Posnack Hebrew Day school (Contributor)
 - Dade Christian School Foundation (Contributor)
 - Cystic Fibrosis Foundation (Contributor)
 - City of Deerfield Beach/Ocean Rescue (Contributor)
 - Children's Miracle Network (Contributor)
 - Broward County PBA (Contributor)
 - Big Brothers Big Sisters of Greater Miami (Contributor)
 - Bay Point School (Contributor)
 - American Cancer Society (Contributor)
 - Make a Wish Foundation (Contributor)
 - Transplant Foundation Inc (Contributor) Title
- Golf Sponsor
 - Hope for Kids (Contributor)
 - Leo Foundation (Contributor)
 - March of Dimes (Contributor)
 - National Multiple Sclerosis Society (Contributor)
 - Nativity Catholic School (Contributor)
 - Ocean Drive Improvement Association (Contributor)
 - Parkway Christian Society (Contributor)
 - Pines Police Athletic Center (Contributor)
 - Reach for the Stars Foundation (Contributor)
 - Replant Broward Foundation (Contributor)
 - South Florida Hispanic Chamber Foundation (Contributor)
 - St John Neumann Catholic Church (Contributor)

Certifications and Licenses

- **Florida Boating Safety Education Certificate**
- **Vessel Livery Operator's certificate**
- **State of Florida's "How to boat smart" certificate**

Memberships in Professional Associations related to Motorized Watercraft activities

- **National Association of Commercial Watersports Operators**



Florida Fish and Wildlife Conservation Commission

Assuring the Future of the World

BOATING
and Waterways



You Passed!!

Congratulations Perry Boucher! You have successfully completed the Vessel Livery Operator's On-line Course and passed the test. We recommend that you print this page and keep it as an unofficial certificate of completion of 2007 Vessel Livery Operator's Training until you receive your official certificate from the FWC.

Date of completion: 8/24/2007

Stay Safe!



Return to FWC
web site



Five Star Diamond Award

March 18, 2008

Mr. James Boucher
Boucher Brothers Management, Inc.
420 Lincoln Road, Suite 265
Miami Beach, Florida 33139

Dear Mr. Boucher,

The American Academy is pleased to inform you that Boucher Brothers Management, Inc. has been selected for the fifth consecutive year to be the recipient of our coveted and prestigious International Five Star Diamond Award.

It gives us great pleasure to honor you and your entire staff at Boucher Brothers Management, Inc for your exceptional effort in enhancing the overall quality of commitment to hospitality and service.

We are proud to recognize the dedication of excellence maintained by your fine organization. These outstanding accomplishments enhance the representation of our hospitality industry worldwide.

The American Academy of Hospitality Sciences once again commends Boucher Brothers Management, Inc as being a most extraordinary organization in every aspect of its operation.

We wish you continued success.

Sincerely,

Joseph D. Cinque
President, AAHS

The American Academy of Hospitality Sciences
140 Central Park South New York, NY 10019
Tel: (212) 382-2912
Fax: (212) 382-2908
Email: award@aaahospitality.com
www.stardiamondaward.com

Waddellville, New York-Palm Beach-Coral Gables-Artists Building



MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

Office of the City Manager
Tel: 305-673-7010, Fax: 305-673-7782

March 21, 2008

George Gretsas, City Manager
City of Fort Lauderdale
100 N Andrews Ave
Fort Lauderdale, FL 33301

RE: BOUCHER BROTHERS MIAMI BEACH, LLC

Dear Mr. Gretsas:

I am writing to you regarding Boucher Brothers Miami Beach, LLC (Boucher Brothers) who have served as the City's Beachfront Concessionaires since November 5, 2001. Pursuant to the adoption of Resolution 2001-24646, the Boucher Brothers have performed very well in the operation and management of the City's beachfront concessions on the beaches seaward of Lummus Park, Ocean Terrace and North Shore Open Space Park.

As the City's Concessionaires, the Boucher Brothers have provided consistent and excellent levels of service and customer satisfaction. They have been responsive to the City's requests and inquiries and have developed a good working relationship with the City's departments and oversight committees, as well as businesses on Ocean Drive and other organizations with community interests. As I am certain is the case in Fort Lauderdale, the beach is the City's premier natural resource, as well as an attraction for tourism, and the Boucher Brothers have been able to successfully balance the need for environmental concern with economic development.

As a constant presence on the beachfront, the Boucher Brothers have assisted the City by providing immediate communication of concerns related to life safety, illegal activity and special event coordination. I have direct oversight over the Office of Asset Management, which manages the Concession Agreement, and I personally meet with the Boucher Brothers on a quarterly basis to discuss their performance and issues relating to their Agreement. Overall, their performance has exceeded my expectations and they continue to demonstrate a willingness to partner with the City and offer quality services that are commensurate with a world class tourist environment.

Please feel free to contact me if I may be of further assistance with regard to the Boucher Brothers.

Sincerely,

Tim Hemstreet
Assistant City Manager

TH/cg

We are committed to providing excellent public service and safety to all who live, work, and play in our vibrant, tropical, Florida community.

ACORD CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 03/14/2008
PRODUCER (305) 824-3464 JACKSON AGENCY INC 2075 W 76TH ST P.O. BOX 160340 HIALEAH, FL 33016-0006		THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.
INSURED BOUCHER BROTHERS MANAGEMENT INC. 420 LINCOLN ROAD SUITE 265 MIAMI BEACH FL 33139-		
INSURERS AFFORDING COVERAGE		NAIC #
INSURER A: CAPITOL SPECIALTY INS.		
INSURER B: ESSEX INSURANCE COMPANY		
INSURER C:		
INSURER D:		
INSURER E:		

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

INSR/ADJ/LTR	INSR/ADJ/LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A		GENERAL LIABILITY	CS00346273	06/13/2007	06/13/2008	EACH OCCURRENCE \$ 1,000,000
		<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (EA OCCUR) \$ 100,000
		<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (ANY ONE PERSON) \$
		<input checked="" type="checkbox"/> Pers. Watercraft Ren				PERSONAL & ADV ALIENY \$ 1,000,000
		<input checked="" type="checkbox"/> Misc. Prop Rental				GENERAL AGGREGATE \$ 2,000,000
		GEN'L AGGREGATE LIMIT APPLIES PER				PRODUCTS - COMP/OP AGG \$ 1,000,000
		<input type="checkbox"/> POLICY <input type="checkbox"/> PROTECT <input type="checkbox"/> LOC				MISC. PROPERTY RENTAL \$ 1,000,000
		AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT (Per accident) \$
		<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person) \$
		<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident) \$
		<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident) \$
		<input type="checkbox"/> HIRED AUTOS				
		<input type="checkbox"/> NON-OWNED AUTOS				
		GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT \$
		<input type="checkbox"/> ANY AUTO				OTHER THAN EA ACC AGG \$
		EXCESS/UMBRELLA LIABILITY				AUTO ONLY \$
		<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				OTHER THAN AUTO ONLY AGG \$
		<input type="checkbox"/> DEDUCTIBLE				EACH OCCURRENCE \$
		<input type="checkbox"/> RETENTION \$				AGGREGATE \$
		WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				\$
		ANY PROPRIETOR-PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED?				\$
		If yes, describe under SPECIAL PROVISIONS below				\$
A		OTHER LIABILITY	CS00346273	06/13/2007	06/13/2008	PREMISES & OPERATION 1,000,000
A		LIABILITY	CS00346273	06/13/2007	06/13/2008	PERS. WATERCRAFT RENL 1,000,000
B		INLAND MARINE	ZMS08070-3	07/11/2007	07/11/2008	MISC. PROPERTY WATER 138,720

DESCRIPTION OF OPERATIONS, LOCATIONS, VEHICLES, EXCLUSIONS ADDED BY ENDORSEMENTS, SPECIAL PROVISIONS
 CITY OF FORT LAUDERDALE IS NAMED AS AN ADDITIONAL INSURED. PROPOSAL #738-B011

CERTIFICATE HOLDER (305) 538-3288 (306) 599-2343 CITY OF FORT LAUDERDALE PROCUREMENT AND MATERIAL MANAGEMENT 100 N. ANDREWS AVENUE ROOM 619 FT. LAUDERDALE FL 33301-	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE
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Wachovia Bank, N.A
FL7525
3601 PGA Boulevard
Suite 200
Palm Beach Gardens, FL33410

Tel 561 472-6600
Fax 561 472-6610
800 659-6651



WACHOVIA WEALTH MANAGEMENT

May 5, 2008

Department of Procurement Management
City of Fort Lauderdale
Purchasing Division
100 North Andrews Avenue, Room 619
Fort Lauderdale, FL33301

To Whom It May Concern:

Please be advised that there is an approved credit facility for \$1,100,000.00 in place. These funds are available to the Boucher Brothers Miami Beach, Inc. for capital Expenses and working capital for the City of Fort Lauderdale Motorized Watercraft Beach Concession 785-9944.

Should you need any additional information, please feel free to contact our office at (561) 472-6636. As always it is a pleasure to be of service.

Sincerley,

A handwritten signature in black ink, appearing to read 'Gordon Anthony'. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Gordon Anthony
Vice President
Wachovia Wealth Management