



<p>DELIVER TO: City of Fort Pierce, Purchasing Division Room 101 100 North U.S. #1 Fort Pierce, FL 34950</p> <p>MAIL TO: City of Fort Pierce Purchasing Division, Room 101 P.O. Box 1480 Fort Pierce, FL 34954-1480</p>	<p align="center">CITY OF FORT PIERCE</p>  <p align="center">REQUEST FOR PROPOSALS and PROPOSER ACKNOWLEDGMENT</p>
<p>Bid Writer: Gelencia Carter, 772-467- 3102</p>	<p>RFP No: 2023-057</p>
<p>Pre-Proposal Conference Time & Date: 10:00AM, AUGUST 30, 2023</p>	<p>RFP Title: PARKING MANAGEMENT SERVICES</p>
<p>Pre-Proposal Location: City of Fort Pierce, City Hall 100 North U.S. Highway 1 2nd Floor Conference Room Fort Pierce, FL 34950</p>	<p>RFP Opening Location: City of Ft. Pierce Purchasing Division Room 101 100 North U.S. #1, 1st Floor Ft. Pierce, Florida 34950</p>
<p>RFP Due Date & Time: OCTOBER 10 3:00PM, SEPTEMBER 19, 2023</p>	<p>If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.</p>
<p>Proposer Name: One Parking, Inc.</p> <p>Mailing Address: 477 South Rosemary Avenue, Suite 216</p>	<p><i>I hereby certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this bid for the bidder.</i></p> <p>X  Authorized Signature (Manual)</p>
<p>City, State, Zip Code: West Palm Beach, FL 33401</p>	<p>Typed or Printed Name: Kirsten Dolan</p>
<p>Type of Entity (Select one): Corporation <input checked="" type="checkbox"/> X Partnership _____ Proprietorship _____</p>	<p>Title: CEO</p>
<p>Incorporated in the State of: DE Year: 2004</p>	<p>Delivery in <u>30</u> days, ARO</p>
<p>Phone Number: 561-833-7222</p>	<p>Payment Terms: Net 15 Days</p>
<p>Fax Number: 561-833-7267</p>	<p>FEIN or SS Number: 20-2051457</p>
<p>E-Mail Address: Kirsten@oneparking.com</p>	<p>Local Business: *Y ___N MWBE: X Y ___N</p>
<p>Bid Security is attached, when required, in the amount of \$ <u>Not Required with Bid Submission</u> F.O.B. DESTINATION</p>	<p>If returning as a "No Bid" state reason:</p>
<p align="center">THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID</p>	

One Parking, Inc. is a Local Business in regard to South Florida. We are Headquartered in the City of West Palm Beach.

One Parking CEO and Owner is also a resident of West Palm Beach.

Proposal submitted by:

ONE P PARKING

One Parking, Inc.

Kirsten Dolan - CEO

477 S Rosemary Ave, Suite 216

West Palm Beach, FL 33401

Kirsten@oneparking.com | 561-833-7222

www.OneParking.com

RESPONSE TO REQUEST FOR PROPOSAL

Bid Due Date: October 10, 2023, 3:00 pm

RFP 2023-057

PARKING MANAGEMENT SERVICES

CITY OF FORT PIERCE

Proposal submitted to:

City of Fort Pierce Purchasing Division

Room 101

100 North U.S. #1

Fort Pierce, FL 34950

purchasing@cityoffortpierce.com





SECTION I. COVER LETTER

October 10, 2023

City of Fort Pierce Purchasing Division
Room 101
100 North U.S. #1
Fort Pierce, FL 34950

RE: RFP 2023-057 Parking Management Services | City of Fort Pierce

One Parking, Inc. is pleased to present the City of Fort Pierce with the enclosed proposal to provide Parking Management Services and Enforcement. The enclosed proposal showcases the many advantages to the City of Fort Pierce if One Parking is selected. ***Why One Parking is the Right Partner for the City of Fort Pierce?***

- One Parking Team has **30+ years of municipal experience**, having operated for multiple cities across the country, particularly in beach/coastal communities.
- **One Parking has a true “in-state” local presence and large footprint in South Florida -- We manage over 20 locations in South Florida (2 of which are the City of Delray Beach and City of Pompano Beach), 100+ employees in Palm Beach and Broward County, and our Corporate Headquarters is in West Palm Beach.**
- Comprehensive understanding of the City’s current parking program, and the City’s vision to introduce an efficient pay to park system for its residents and visitors.
- **Ability to expand the parking program seamlessly** -- Support the City’s goal to include on-street parking and off-street parking lots and garages in the downtown area.
- Understanding municipal financial needs and staying within budget.
- **Technology leaders** and experts in deploying effective parking technologies.
- **24/7 support from our Executive Team and Key Personnel** -- Diligence and true communication with One Parking Executives and CEO/Owner Kirsten Dolan.

One Parking is very fluent in the use of all parking technologies used today and technologies being built for the future. We not only have the experience and expertise in managing parking operations, but we also have in-depth knowledge of the issues, nuances, and challenges cities can face when introducing paid parking. With this, we are prepared to become your go-to source for all matters related to the City’s parking program. We look forward to discussing our proposal in more detail at your convenience.

Thank you for giving One Parking the opportunity to participate in the request for proposal process. **One Parking has a thorough understanding of the scope of work and we are ready to commit to the oversight and management of the parking and enforcement program for the City of Fort Pierce.** Should you have any questions, please contact me directly at 561-531-2755 or email Kirsten@oneparking.com.

Sincerely,

Kirsten Dolan, CEO

cc: Mark Pratt, President & COO
Jon Gianquitti, Vice President Florida



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SECTION III. QUALIFICATIONS & EXPERIENCE

RFP FORM E QUESTIONS & RESPONSES

1. Operator: Name, address, phone number, fax number, website address.

One Parking, Inc.
477 S Rosemary Avenue, Suite 216, West Palm Beach, FL 33401
P 561-833-7222 F 561-833-7267 | www.oneparking.com

2. Contact Representative: Name, title, address, phone, fax, e-mail address.

Kirsten Dolan, CEO & Co-Founder
477 S Rosemary Avenue, Suite 216, West Palm Beach, FL 33401
C 917-664-3430 P 561-833-7222 F 561-833-7267 | Kirsten@oneparking.com

3. Form of Business: (e.g., corporation, partnership, sole proprietor, etc.) and Federal Tax ID #.

Form of Business: Corporation
Federal Tax ID: 20-2051457

4. Provide an overview of your firm including brief company history, length of time in business, size, and organizational structure.

Founded: 2004 (*privately held*)
Employees: 500+
Organizational Structure: Kirsten Dolan – CEO (100% Woman Owned)
Diversity Certifications: WBE & WOSB

National Locations/Markets:

California, Chicago, Colorado, Florida,
Maryland, New Jersey, New York,
Virginia, Washington, DC, Wisconsin

Services:

Enforcement; Self-Park; Valet Services;
Shuttle Operations; Concierge; Parking
Facility Maintenance; Consulting

Organized in 2004, One Parking has since excelled to manage well over 50,000 spaces for high-end ownership groups and municipalities throughout the country. We believe the right people, the right controls, and the right execution is what make for a positive customer experience and drives higher returns to our clients. One Parking specializes in these areas and maintains its focus on the core business of parking operations and enforcement by keeping the business simple. We provide a higher level of service and attention to a select number of properties, thereby giving our clients a level of attention that is unmatched in the industry. We are unique since our clients receive attention and hands-on project review from the highest levels of the organization.

One Parking, Inc., a Nationally Certified Woman Business Enterprise (WBE) and a Nationally Certified Woman-Owned Small Business (WOSB), has been in existence for over 19 years. One Parking's experience and expertise stretches across all asset classes such as municipal, federal, commercial, residential, mixed-use, retail, hotel, and healthcare.



5. Has the firm or any of the firms' principals ever filed for bankruptcy?

No. One Parking nor any of the firms' principals have ever filed for bankruptcy.



6. Provide name, address, and contact person and phone number of one reference from your firms' primary banking institution. Include copies of financial statements for the past two (2) fiscal years marked as "Confidential".

Banking Reference: Citibank – Kurtis Reid, SVP | 561-568-0231
 Annual Revenue: 180M+
 Financial Statements: One Parking is a privately held entity that keeps its financial records confidential. We would be happy to submit evidence or more specific financial information to the City of Fort Pierce, provided we are chosen for interviews in the selection process and/or are selected to negotiate this contract. However, we have a D&B Viability Rating of "2 - Low Risk", and can provide references from 15 different leasehold clients to speak to our timely payment of rents that are in excess of 7M annually. **With over 120 locations nationwide, we handle over 180M in revenue and in separate bank accounts that are not commingled for maximum transparency and audit capability.** This is a key differentiator, as opposed to operators utilizing general depositories. One Parking has a line of credit and Guidance Facility credit access in the amount of 1M and is available when needed.

7. List other services the firm can provide, including any industry certifications, awards, and association memberships.

OPark 24/7 Audio/Video Remote Assistance

One Parking pioneered a new customer service technology more than 10 years ago that allows parking customers who are caught in the parking garage exit lane to press a HELP button, then be connected via 2-way audio/video to our "OPark" customer service command center in West Palm Beach. The OPark 24-hour video-to-video service maintains the customer service levels that accompany actual face-to-face communication with our call center representative. Furthermore, One Parking sees the transaction and the parker, and ensures the transaction and payment is made. Each transaction is recorded and audited by a second team member and the location Manager, thereby 100% accounted for.



opark



One Parking can bring this customer service technology to the City of Fort Pierce parking program if the City chooses to expand the paid parking program to the parking garage.

Consulting Services

One Parking has proven experience with consulting for municipalities. Our role is different in each of the consulting projects that we are involved with, but some of the most widely requested items within the scope of work are as follows:

- Design Review
- Shared Parking Analysis Models
- Due Diligence - Revenue & Expense Projections
- Equipment PARCS Specs & Design
- CAD Drawings/Layouts
- Operational Review
- Audit Review
- Wayfinding and Signage Review



Some of the more recent projects One Parking has provided consultation services on include: The City of Doral Florida, Metropolitan Life Los Angeles, Synergy Investments Boston, Delray Florida Arts District, Savills Studley Washington, DC, and many others.

Awards



“Innovative Organization of The Year Award”

City of Pompano Beach, FL | Modernized Parking Solutions for Investment

The National Parking Association (NPA) Innovation Awards are the Parking Industry's Most Prestigious Award. NPA's prestigious Innovation Awards recognize outstanding professionals and businesses in the parking industry. Additionally, the Awards recognize companies and individuals who demonstrate the highest professionalism and parking best practices, while using leadership and state-of-the-art technology to improve safety, sustainability, and bottom-line results. During the 2022 NPA Convention & Expo held in Austin, TX, the City of Pompano Beach was honored with the Innovative Organization of the Year Award. As the City's parking partner and service provider, One Parking's President/COO, Mark Pratt, represented the City and accepted the award on their behalf. One Parking took over the self-park, enforcement, and valet operation of this municipality in April 2021, implementing several changes which resulted in greater revenues, enhanced technology, and improvements in service.



8. List all legal actions over the past three-years in which your firm has been: 1) a debtor in bankruptcy; 2) a defendant in a lawsuit for deficient performance; 3) a defendant in a criminal action; 4) a respondent in an administrative action for deficient performance.

The following discloses all *litigation* that our organization has been involved in and the outcome of the litigation for the past three (3) years.

Disposition: Matter Closed.

Complaint: Plaintiff contended that a gate arm malfunctioned and injured Plaintiff as the Plaintiff walked underneath the gate arm, trailing a vehicle that was exiting the parking facility. One Parking argued the gate arm was sufficiently marked and warnings provided asking pedestrians to steer clear of the gate arm. Lawsuit was settled in binding mediation prior to court.

Disposition: Matter Closed.

Complaint: Plaintiff sued claiming the cross-hatching pattern of painted lines on the garage floor created an optical illusion, contributing to the trip and fall and bodily injury. One Parking was not responsible for the striping, however, depositions were taken after which One Parking argued for summary judgement, which was granted.

Disposition: Matter Closed.

Complaint: Overhead door leading into a parking facility malfunctioned and fell onto customized car owned by Plaintiff. One Parking argued that three safety devices would have prevented this occurrence. Judge ruled in favor of Plaintiff and his insurance company.

Disposition: Matter Closed.

Complaint: Plaintiff has sued One Parking for retaliation and constructive termination. Plaintiff was a valet driver who damaged two vehicles in a single week. Plaintiff was suspended pending investigation and quickly thereafter tendered his resignation. Plaintiff then brought suit. Matter was settled with One Parking shown to have acted properly.

Disposition: Matter Pending



Complaint: Plaintiffs have sued One Parking as the result of an incident where a parking guest ran through a STOP sign and struck a golf cart/courtesy shuttle that was operated and driven by a One Parking employee. This matter is pending.

9. Provide the name, address, and contact person and phone number for three (3) references for suppliers, business associates with knowledge of the Operators work within the last five years. By providing this information Operator agrees the references listed can be contacted for reference by the City.

Barry & Company

Steve Barry - Owner
P 561-804-0083
steve@barryco.us

Services to One Parking:

- Third-Party Accounting/CPA
- Corporate Tax Filings
- Assist One Parking in the preparation of all financial information, income statements, general ledger, etc.

I.T. Solutions of South Florida

Deana Pizzo - Co-Founder/CEO
P 561-582-9467
dpizzo@itsolutions247.com

Services to One Parking:

- Managed IT for all One Parking locations/regions and headquarters
- Data protection

Paymaster

Romeo Chicco - President
P 561-581-8295
romeo@paymaster.net

Services to One Parking:

- Third-Party Payroll Services
- Payroll Tax Filings



10. Demonstrate that the firm has at least five (5) years' experience providing the services required in the RFP (e.g., providing parking management services for a parking program of commensurate size, volume, and complexity).

The One Parking Team has a wealth of municipal experience having operated for multiple cities across the country. Most recently, One Parking was awarded the contract with the City of Delray Beach (March 2023) and the City of Pompano Beach (April 2021). In the locations we operate, we work to bring technology and management experience together to provide highly efficient operating expenses, strong cash control, aggressive space management techniques, and maximum online and on-the-street marketing exposure. We are distinct in that we look at each city as unique and tailor a specific operating plan to optimize the parking program.

The following is a testament to our experience and documented success with municipalities throughout the country.

On-Street & Off-Street Municipal Experience

- City of Delray Beach
- City of Pompano Beach
- State of Wisconsin
- International Monetary Fund (IMF)
- City of West Palm Beach DDA
- US Federal Government GSA Division
- City of Fort Myers
- City of Phoenix Development Authority
- City of Santa Monica California
- CRA Los Angeles
- City of Tempe Arizona
- City of Carson California
- New York Parks Department
- City of Lafayette
- City of Indianapolis
- City of Lexington
- City of Louisville
- City Colorado Springs
- City of Des Moines
- City of Blackhawk, CO
- City of Nashville
- City of Chattanooga
- City of Ann Arbor
- City of Charleston
- City of Knoxville
- City of Tallahassee
- Hoover Dam



11. Provide name and resume for the Manager who will oversee the operation of the pay to park program and be the single point of contact with the City's representative. Provide a brief description of the manager's current responsibilities.

Our Operations Manager for the City of Fort Pierce is a talented leader with 20+ years of experience in Operations Management. He has a solid understanding of the City's vision to provide first-class services for the paid parking program and beyond, and has the skill, ability, and integrity to faithfully perform the scope of work desired by the City of Fort Pierce.

Our Manager is proficient in implementing changes with a strategic approach, and applying exceptional planning techniques, problem-solving abilities, and maximizing performance by monitoring daily activities and mentoring team members.

Our Operations Manager will be the single point of contact to the City's representative.



12. Provide the name, address, contact person, phone number and e-mail addresses of three (3) clients for which your firm is currently providing similar type services. By providing this information Operator agrees the references listed can be contacted for reference by the City.



CITY OF POMPANO BEACH, FL

One Parking provides parking operations and management services for the City of Pompano Beach. The contract consists of 1,355 meters, 20 multi-space meters, 5 surface lots, and 2 garages (with 1 in development). One Parking provides parking enforcement services in addition to self-park management and contracted valet services. One Parking was awarded the contract as a result of demonstrating the

best value to the City, and our technological and operational creativity/expertise to help the City achieve its goals of transparency and maximum return on investment.

Jeff Lantz - Parking Manager

3460 NE 3rd Street, Pompano Beach, FL 33062 | (954) 786-5580, Jeff.Lantz@copbfl.com



CITY OF DELRAY BEACH, FL

Delray Beach is a first-class beach resort destination with a diverse, vibrant community located in southern Palm Beach County. Delray is a popular destination for locals and visitors, filled with art galleries, upscale shops, and fine restaurants, and is also known for its festivals and special events.

For the City of Delray Beach, One Parking provides comprehensive parking management services. This includes the provision of integrated parking management software that is accessible via smart-phone technology, parking revenue collection, parking enforcement, parking citation management, complaint resolution, coordination on parking matters with downtown businesses, parking meter maintenance, management of three parking garage facilities, management of valet parking services, and providing data analysis and recommendations to the City regarding enhancements related to parking and mobility in the downtown area such as managing parking for events and residential parking. The parking program includes off-street parking facilities, on-street parking, and parking garages totaling approximately 2,300 parking spaces.

Michael Karali - Deputy Director, Public Works

100 NW 1st Avenue, Delray Beach, FL 33444 | (561) 243-4601, KaraliM@mydelraybeach.com



THE SQUARE, WEST PALM BEACH, FL

This internationally acclaimed lifestyle living center is an entertainment, retail and work/living concept with national retailers, specialty shops, restaurants, a Muvico cinema, premium office space, private town homes, live/work lofts, and condominium apartments on the 72-acre project. There are six valet podium locations and four self-park facilities containing over 3,000 spaces, which process 150,000 valet vehicles and 2,000,000 self-park customers annually. One Parking also operates the Center's Concierge

desk providing guest services, as well as an employee shuttle that operates on an as-needed basis. To serve the growing number of workers, residents, and visitors, Related and One Parking implemented ParkMobile and Park Assist in the garages to enhance the parking experience and provide seamless accessibility.

Mr. Ken Himmel - President, CEO & Founder Related Urban

60 Columbus Circle, New York, NY 10023 | (212) 421-5333, khimmel@related.com





EXECUTIVE TEAM & KEY PERSONNEL



KIRSTEN DOLAN
CEO

West Palm Beach, FL
T +1 561 531 2755
Kirsten@oneparking.com

As owner of One Parking, Kirsten specializes in helping owners recognize the revenue potential of their parking assets. Prior to co-founding One Parking in 2004, Kirsten worked over 15 years for the largest transportation management company in the world, Central Parking. She has over 30 years of experience operating and maximizing the revenues of parking assets, specifically for municipalities including the City of Pompano Beach, City of Delray Beach, State of Wisconsin, City of Phoenix Development Authority, City of Santa Monica California, Community Redevelopment Agency Los Angeles, City of Tempe Arizona, City of West Palm Beach Downtown Development Agency, City of Carson California, New York Parks Department, and US Federal Government GSA Division. Formerly responsible for the profitability and operations of over 200 locations on the West Coast, Kirsten now oversees the operational and financial aspects of the One Parking portfolio at the corporate level. As CEO, she drives results of both the financial and service aspects of our client's parking assets and creates the strategic vision for One Parking's future.

Kirsten holds a B.S. Degree in Marketing from Arizona State University. Additionally, she holds a Business Analytics Certification from the University of Pennsylvania Wharton Business School, and a Negotiation and Influence Certificate from MIT Sloan Executive Education. Kirsten is a member of the Urban Land Institute (ULI), The Commonwealth Institute (TCI), Women In Parking, and the Commercial Real Estate Women Network (CREW). Kirsten was voted South Florida's Most Influential Businesswoman in 2014 and honored by The Commonwealth Institute (TCI) as one of Florida's Top Women-Led Businesses from 2014-2023.

For the City of Fort Pierce, Kirsten will provide strategic planning and consultation.



MARK PRATT
PRESIDENT & COO

West Palm Beach, FL
T +1 317 716 6016
mpratt@oneparking.com

As President & COO for One Parking, Mark is responsible for driving financial results and operational excellence for the One Parking portfolio. Bringing nearly 40 years of experience, Mark has worked in all facets of parking since he began his career in 1984 and has been a significant leader and mentor in the industry. Mark focuses on bringing technology to the parking industry to increase efficiencies and improve financial results. Mark's most recent experience with municipalities includes the City of Pompano Beach, City of Delray Beach, State of Wisconsin, City of Lafayette, City of Fort Myers, and City of Indianapolis.

Mark has a BBA in Business Administration and Computer Science from Morehead State University. Mark serves as a chairman of the National Parking Association's Technology Committee, where he is fortunate to glimpse the many emerging technologies before they come to market. Mark was the pioneer in two-way audio/video patron assistance, which revolutionized the operation of parking assets. He continues to invent, develop, and test various technologies, keeping One Parking on the cutting edge of the industry.

For the City of Fort Pierce, Mark will provide consultation on operational efficiencies and technology deployment.



JON GIANQUITTI
VICE PRESIDENT FLORIDA
 West Palm Beach, FL
 T +1 561 847 1957
 jongia@oneparking.com

Jon joined One Parking in 2007 as a Valet Attendant. Soon thereafter, he was promoted to Operations Manager at The Square (formerly CityPlace) in West Palm Beach. As the Operations Manager, he oversaw annual revenues in excess of \$5 million and was responsible for over 100 employees. In his current role as Vice President, Jon is responsible for the financial development, logistical planning, and operational performance for the South Florida Region. He has supported the South Florida properties and worked indirectly and collaboratively with the City of West Palm Beach for over 8 years and understands the focus on service and driving efficiencies.

Jon graduated from Troy University with a Bachelor’s Degree in Criminal Justice and Business Administration.

For the City of Fort Pierce, Jon will be the executive point of contact and oversee the execution of the transition plan.



JENNIFER ELLINGSON
S. FL GENERAL MANAGER
 West Palm Beach, FL
 T +1 561 833 7222
 jellingson@oneparking.com

Jennifer joined One Parking in April 2021 as the South Florida General Manager, where she is responsible for eighteen locations and fourteen managers. Prior to joining One Parking, she was an Area Manager for Denison Parking where she managed six parking facilities in downtown Minneapolis, MN, including two Class A facilities. Jennifer is a strategic manager with 17 years of experience leading and overseeing client portfolios and business activities. She is a forward-thinking leader with expertise in setting goals, devising precise and targeted business operational plans, reviewing performance, driving change, and leading quality standards and initiatives while maintaining quick and efficient attainment of objectives.

In 2021, Jennifer was awarded a certificate of completion in recognition of successfully completing the Florida Parking Enforcement Specialist Training Course for Civilians and PES Certification Exam. This 16-hour training course/certification allows civilian personnel to write parking tickets and enforce parking statutes and ordinances in their assigned jurisdictions.



For the City of Fort Pierce, Jennifer will provide operational support for the parking enforcement.



THERESA LILLY
MARKETING DIRECTOR
 West Palm Beach, FL
 T +1 561 283 4964
 tlilly@oneparking.com

Theresa joined One Parking in September 2013 as the Marketing Director in our West Palm Beach, FL Corporate Office. She has over 20 years of professional experience providing creative support for all corporate initiatives, projects, and visual communications. Theresa has been instrumental at One Parking in developing and executing strategic plans, providing brand consistency internally and externally, and applying innovative marketing and advertising strategies to increase customer acquisition. She is responsible for all aspects of One Parking’s marketing efforts including market research, strategies, identifying new business opportunities, graphic design, website development, and customer and client communications.

Theresa attended Huntington Institute School of Business in Connecticut.

For the City of Fort Pierce, Theresa will provide marketing support and promotional materials for the City’s paid parking program.



SHASTRI ROOPNARINE
DIRECTOR OF CORPORATE
ADMINISTRATION

West Palm Beach, FL
 T +1 561 444 7986
 sroopnarine@oneparking.com

Shastri joined One Parking in March 2017 as the Corporate Auditor at our West Palm Beach, FL Corporate Office. Currently, Shastri serves as the Director of Corporate Administration, where he is responsible for overseeing Human Resources, Employee Benefits and Payroll, Accounts Receivable, Auditing, and employee relations for approximately 500 employees nationwide. Shastri’s strong background in Finance and Business Management has enabled him to discover various efficiencies in labor management and cost savings for the One Parking organization.

Shastri attended Palm Beach State College in Lake Worth, FL, and is an Active member of Treasurer- West Palm Beach Young Professionals and President – Florida Sevashram Sangha Youth Education.

In 2021, Shastri was awarded a certificate of completion in recognition of successfully completing the Florida Parking Enforcement Specialist Training Course for Civilians and PES Certification Exam. This 16-hour training course/certification allows civilian personnel to write parking tickets and enforce parking statutes and ordinances in their assigned jurisdictions.



For the City of Fort Pierce, Shastri will oversee all administrative functions between One Parking and the City.



STEPHEN G. BARRY
CFO

West Palm Beach, FL
 T +1 561 804 0083
 steve@barryco.us

Stephen G. Barry is the founder and owner of Barry & Company and also serves as One Parking’s CFO. He is a graduate of Florida Atlantic University and has practiced as a CPA for more than 30 years. He began his career with Haskins & Sells, predecessor to Deloitte & Touche, in their Miami, Ft. Lauderdale, and West Palm Beach offices. He established Barry & Company in 1975.

Mr. Barry's clientele ranges from individuals to large corporations. In addition to serving the needs of his ongoing tax, audit and accounting clients, he has extensive experience in real estate development, financial planning, and mergers and acquisitions. He is a member of the Florida Institute of Certified Public Accountants and the American Institute of Certified Public Accountants.



SECTION IV. OPERATIONS & MAINTENANCE PLANS

Generally, the parking operation and parking experience is the first and last impression of any City. To run an efficient parking operation that leaves a great customer experience, it is important to have solid operational guidelines that are specific to the City of Fort Pierce. Simply taking a template from one city and putting it forth as the appropriate guidelines for another city, does not show a true understanding of that city. While many operators bidding this RFP will claim to have already solved every problem in other cities and have a plan that is a panacea for the City of Fort Pierce, One Parking believes that creating a parking system specific to the City of Fort Pierce is the most appropriate route toward meeting the end goals of the City: **Providing the highest quality standards of service at a competitive price.** Furthermore, understanding the future of mobility, current traffic, wayfinding, technology, and ease of use, are all components that contribute to the success of a parking operation. One Parking can provide all of the above.

RFP FORM F QUESTIONS & RESPONSES

- 1. Describe the standards for hiring employees and discuss personnel employment requirements including background checks, proof of citizenship, drug testing policies, and performance standards. Policies will include standards for employee courtesy, appearance, identification and providing information to customers.**

Affirmative Action Statement

It is the policy of One Parking to provide equal employment opportunities to all employees and applicants for employment without regard to race, color, creed, religion, sex, national origin, ancestry, citizenship status, age, marital status, sexual orientation, physical or mental disability, veteran status, liability for service in the Armed Forces or the United States or any other classification prohibited by applicable law. This commitment to Equal Employment and Affirmative Action reflects the Company's belief that equal employment makes sense from a moral, social, and economic point of view.

Hiring & Personnel Policies

One Parking constantly provides exceptional customer service, hires superior personnel, and provides extensive training to maintain proper controls. By creating a higher quality parking management team, One Parking's parking program and our parking locations remain successful.

One Parking is responsible for hiring, training, and supervising staff members, and acknowledges that the staff members assigned to the services are employees of One Parking. One Parking employs those who are fully trained, competent, and qualified with the skills and experience necessary to provide the services required. One Parking requires background checks and drug testing on all employees prior to employment. Our assigned Manager keeps all hiring records onsite and can provide proof of such to the City upon request. Complete personnel records are held at One Parking's Corporate Headquarters/HR Department.

- 2. Describe your training process(s) for both new and existing employees including your firm's approach to resolving unanticipated or unique problems that may be encountered by staff and the training they receive to handle issues as they occur.**

Customer Service Training

One Parking's employee training is one of the most rigorous but rewarding two-week training program. We cover Parking Management and Customer Relations Response Protocols. In our Customer Service



training, we go into detail of our **One Parking Gold-Star Standards** where **appearance, attitude, customer relations, and protocols are the foundation of a Gold-Star customer service experience.** In our training, we take the time to reinforce topics such as Code of Ethics, Safety Checks, Vehicle Towing/Impounding Management, and Establishing a Proper Case.

One Parking believes our team members deliver our best-in-class approach. We utilize a progressive model designed to motivate members for growth and development. Training is a combined effort to local leadership, as well as through our corporate team.

One Parking provides a high level of customer service by employing friendly, helpful, and customer-oriented personnel. One Parking personnel shall at all times certify and ensure that its employees serve the public in a courteous, helpful, and impartial manner. We believe the image we reflect is paramount to business expansion.

Service Focused Quarterly/Annual Evaluations:

- Attitude. Smile and welcoming greeting towards patrons; always expected to show enthusiasm and professionalism.
- Attendance. Punctuality and low call-out reinforcement program.
- Appearance. Strict adherence to uniform guidelines at all times.

Continual Monitoring and Motivation:

- Disciplinary Action Alternatives.
- Open Door Policy.
- Employee Suggestion Box.
- Yearly Performance Evaluations.
- Random Drug Testing.
- Incentive-Based Recognition.

Post-Hire Training Program:

- New Hire Orientation. Our new hire video informs on all aspects of customer service and knowledgeable ambassadorship that includes location area orientation knowledge. Finally, new hires are required to attend a comprehensive orientation to understand company policies and procedures.
- Sexual Harassment Orientation. Every employee is required to attend an orientation followed by a 30-minute video.
- First Observer Training. An awareness training module emphasizing the importance of diligent observance of their surroundings, to better identify and report on unusual and suspicious activity on all levels of potential dangers.
- On the Job Training and Follow-Up. New employees spend a minimum of three days training with senior staff for quicker and more effective training. Employee progression is monitored, and ongoing training is provided as needed to maintain employee development, along with incentive-based recognition to top performers and Employee of the Month Awards.

3. Summarize the benefits package offered to employees including paid holidays and vacation.

Benefits Program. One Parking provides benefits for its regular full-time and part-time eligible employees. Eligible employees may elect to cover a spouse, a dependent child up to age 26, or their entire family. There are three plans offered through One Parking, to provide employees the



option to see In-Network providers through an “Open Access” EPO plan or both participating and nonparticipating providers through one of the two “Open Access” POS plans.

Our Dental plan provides coverage for services ranging from routine checkups to more serious types of dental work. Employees who elect dental coverage will also be enrolled in a Vision plan at no additional cost.

One Parking provides Life and Accidental Death and Dismemberment (AD&D) Insurance at no additional cost. The Life benefit for Managers is equal to one time’s their salary, up to a maximum of \$175,000. For all other employees, the Life benefit will be \$30,000. One Parking also offers a 401K package. Employees are eligible after one year of service, with 100% vesting immediately. One Parking provides a 4% match of employee contribution.

Paid Time Off Program. One Parking provides Paid Time Off (PTO) for our employees. We take pride in ensuring that their efforts are rewarded consistently, with the accrual of PTO each pay period. Our PTO program consists of Vacation, Personal, and Sick, to be used for the employees’ benefit and wellbeing. All PTO, excluding sick time, are to be requested and approved by Management.

4. Describe the duties of each employee category proposed for the pay to park program, including the duties and functions of the Manager proposed to oversee the operation of the pay to park program.

Operations Manager: For the City of Fort Pierce, the Operations Manager will serve as the City Liaison for the Paid Beach Parking program. Our Operations Manager will meet with City stakeholders and attend City meetings. The Operations Manager will provide complete oversight of the City’s Paid Beach Parking program, including enforcement, day-to-day operations, technology deployment and management, budgeting and financial performance, personnel hiring/scheduling, and event parking/planning among others.

Enforcement Officer: For the City of Fort Pierce, the Enforcement Officer will provide day-to-day operations and enforcement, and perform preventative equipment maintenance. The Enforcement Officer will patrol the lots and enforce paid parking, including issuing parking citations for non-paid parking violations in accordance with City ordinances. The Enforcement Officer will safeguard the pay stations during times of harsh weather conditions (tropical storms, hurricanes, etc.) per the City’s emergency operating procedures.

5. Discuss the daily staffing levels needed to implement the proposed operating methodology including special event requirements.

Further in our proposal (*see Operations & Enforcement Plan section*), we have exhibited two (2) enforcement plan options for the City to consider. Both options are aligned with the City’s goal to introduce an effective and efficient paid parking program and provide the high level of customer service and satisfaction the community and visitors are seeking. With this, there are two proposed staffing plans included in our proposal to coincide with each operating method.

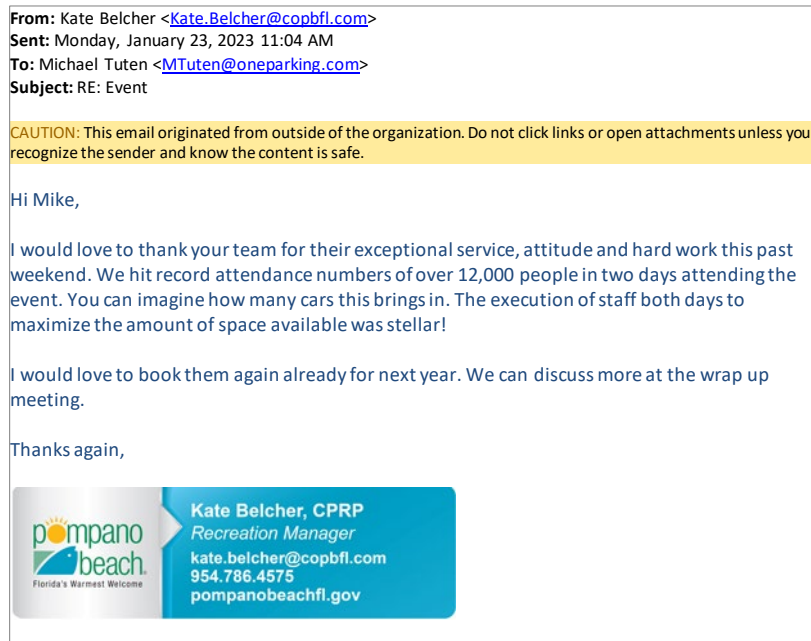
Event Staffing

In a situation where additional personnel is necessary for an event, One Parking will work collaboratively with the City staff and Police Department to ensure proper compliance and traffic



direction is in place. We will ensure sufficient staffing based on the type of event, i.e. event history and/or predicted volumes, seasonal event vs non-season, duration, etc.

As a testament to our success providing parking management and enforcement services for large city events, the following is a testimonial we received from the City of Pompano Beach Recreation Manager praising One Parking for our exceptional service, positive attitude, and hard work supporting the City of Pompano Beach Fourth of July event, which had **a record attendance of 12,000 people in two days.**



6. Describe the proposed maintenance plan for the pay to park program.

The Enforcement Officers will be trained to perform routine preventative maintenance on the pay stations when needed. Enforcement Officers while on patrol will remove visible litter at the pay stations or inform the City if the volume or problems exceed their ability to collect it.

While on patrol, notify the City of any signage issues due to vandalism, graffiti, or other damages. Additionally, inspect the lots to ensure that all signs, pay station locations, and fee schedule signs are present and in good condition.

7. Describe the proposed start-up plan for assuming control of the pay to park program in the initial 30- days following a contract award. Plan should demonstrate minimal obstacles for efficient transition.

Implementation & Operations Plan

To operate an efficient parking operation, it is necessary to have standard rules and regulations in place. The operating guidelines One Parking has assembled are designed to provide day-to-day guidance for an efficient and convenient parking operation. If awarded, One Parking will be committed to the City of Fort Pierce, and we will provide the City with our Operating Policies Plan within 90 days of the initial operation.



For an efficient transition, One Parking's Vice President of Florida, Senior Management, and Key Personnel will be onsite to assist with the transition, along with the designated Operations Manager and Enforcement Personnel assigned to the project. Each member of our experienced transition team will be responsible for a specific project task(s), and ensure proper compliance and quality assurance of each transitional item. Our Executive Team is experienced in overseeing complex transitions, therefore, will meet with the City of Fort Pierce to clarify a specific transition plan, which incorporates all stakeholder's involvement.

Summary of Transition - City of Fort Pierce

- Develop a detailed Transition Plan after initial meeting with the City of Fort Pierce
- Coordination/Onsite Meetings with One Parking's partners/IT team, outside vendors, and City representatives for planning and scheduling of each transitional task
- Equipment Installation & Schedule (pay stations/LPR cameras)
- Signage Mockups/Ordering/Installation
- Supply Review/Ordering
- Onsite operations hiring, orientation, training specific to the City of Fort Pierce paid parking program
- Official Meet & Greet with City representatives

8. Describe any proposed equipment required at start-up to ensure the implementation of a successful parking operation. Include a probable cost estimate to procure said start-up equipment. The actual cost of all approved start-up equipment will be fully reimbursed under the Agreement.

Proposed Start-Up & CapEx:

The following details the proposed equipment and start-up costs that support our **proposed Operations & Enforcement Plan** (see Option #1 and #2 in our Operations & Enforcement Plan section), and **coincide with our enclosed proformas.**

Static LPR Cameras

- Reduce payroll and have 24/7 enforcement (see *proposed Option #1 in our Operations & Enforcement Plan*)
- Total Cameras: 22
- Cost: All Equipment, setup, and training installed at no charge. All CapEx is recovered by a portion of the PCN (Parking Charge Notice) from parking violators.

T2 Luke Cosmo Pay Stations

- Cost per unit: \$8,750 (not including installation)
- We are proposing 12 machines at start-up
- Recurring Monthly SaaS Fees: \$1,260

Up Safety Enforcement

- (2) handheld devices for Enforcement Officers: \$5,390
- Recurring Monthly SaaS Fees: \$450

Chevy Bolt EV

- We are proposing the use of a Chevy Bolt for Enforcement Officers. The use of EV will reduce the amount of gas and maintenance expenses and aligns with the City's



sustainability goals. The Bolt can easily be retrofitted with LPR cameras. When the City decides to increase enforcement locations, it can scale.

- Cost: \$36,000

Mobile LPR

- Mobile LPR for Chevy Bolt: \$29,000 (*not necessary to start with but would be necessary if the City decides to expand the current scope*)
- Recurring Monthly Fees (*SaaS and maintenance fees*): \$3,750

Parking Office

- Cost: \$7,000
- Estimate start-up cost for the parking office. Cost includes computers, IT, furniture, safes, and office supplies to have a functioning office for the Manager and Enforcement personnel.

9. Describe your firm's approach to quality assurance or include a copy of the firm's quality assurance/control plan. Provide a sample list of performance and customer satisfaction measures and the last three months of performance results.

Quality of Operations

An important goal for One Parking is to ensure our quality of operations. We do this in many different ways, best described by six major factors: **Presence, Response Time, Safety, Reporting, Training** and **Compliance**. Through these measures we ensure the quality of our operations that our customers expect and deserve. We practice these measures every day at every location to ensure consistency of operations across all properties.

Risk Management Procedures

One Parking will notify the City regarding any security, fire, safety, or disturbances, as well as any items that may present a safety hazard. We will take adequate steps to ensure the safety and security of all patrons. One Parking has implemented employee safety and risk programs within our operations, and all of our Managers are trained within our standard operating procedures to address and define risks. Internal safety examples are proper training, certification of moving vehicles, and well-fitted uniforms.

Service Culture & Customer Satisfaction

One Parking is hospitality driven. We are unique in that we have a dedicated Hospitality & Culture Director, Tommy Lefkowitz, as part of our corporate leadership team. Our Culture & Service Director is a Certified Professional in Training Management, and brings over twenty years of hospitality leadership experience. It is Tommy's core belief that when every decision is viewed and made through the lens of culture, outstanding operational success follows naturally. Exceptional customer satisfaction and service is his ultimate goal. Tommy is responsible for leadership development and team member engagement. He is an optimistic, positive leader focused on creating a world-class culture within the One Parking organization.

One Parking's Service Culture Program Elements:

- CSR Program & Employee Guide
- Measurable Service Metrics
- Employee Recognition of Service Delivery
- Hospitality & Culture Service Training



- Mystery Shop Program
- Behavior-Based Interviewing / Hiring

10. Provide examples demonstrating how your firm has tracked customer satisfaction for other customer(s) and takes appropriate action based on results. Include copies of proposed customer satisfaction survey(s). Include your firm's approach to problem solving and issue resolution.

Mystery Shop Program & Customer Satisfaction

To meet our ongoing measurable performance standards related to employee appearance, integrity, customer service, and compliance with contract requirements, One Parking utilizes a third-party mystery shop service "Servimer" to evaluate all of our facilities on a periodic basis. While our focus is primarily on service, we also have Servimer review the integrity of the transactions. The reports are posted on a secure website where our business leaders have access to review. The reports are then forwarded to the principals of One Parking if a significant anomaly is identified to give them an opportunity to investigate further. To further expand on the findings, the principals conduct scheduled quarterly conference calls with Servimer to review company-wide results and discuss how, from a "secret shopper" point of view, we can continue to improve service levels.

With the City's approval, One Parking will initiate and utilize our Mystery Shop Program on a predetermined basis. Each mystery shop visit will be performed by a Servimer mystery parker. The mystery parker will be given a form to complete which includes general items and questions pertaining to the cleanliness of the pay stations/equipment and facilities, customer service, appearance and attitude of the employee, adherence to certain standard operating procedures, and professionalism. The mystery parker reports will be delivered to One Parking and a copy will be provided to the City. The mystery parker report will detail the mystery parker's answer to specific questions with comments based on discussions with our employees that were surveyed. Our principals conduct conference calls with Servimer quarterly to review and discuss how, from a "secret shopper" point of view, we can continue to improve service levels. We requested that Servimer be most critical of our locations and provide us with candid feedback on how to improve our overall customer experience.

Resolution of Complaints

One Parking has an expectation of responding to all patron complaints within 24 hours. Our management team is trained to listen, assess and to react when handling customer disputes. One Parking also has an escalation matrix that can go as high as the CEO depending on the severity of the complaint/issue. For citation disputes, One Parking goes through the following process:

1. Dispute is received by the management team and an immediate investigation is launched.
2. All stakeholders are interviewed (Enforcement and Customer) and details from the interview are documented.
3. Any pictures and data from enforcement is collected.
4. A determination of valid or invalid is determined by the manager.
5. An email with supporting documentation is sent to all city stakeholders and the customer is notified of the outcome.



OPERATIONS & ENFORCEMENT PLAN

One Parking's vision for the City of Fort Pierce paid parking program is to utilize certain technologies and enforcement personnel to provide a full service pay to park program (boots on the ground operations, management, control, payments/collections, permitting, and immobilization). Our detailed Operations and Enforcement Plan demonstrates our holistic approach to provide comprehensive parking management services and solutions that focus on the future of parking in the City of Fort Pierce.

Below, we have exhibited options for the enforcement plan that will deliver cost savings for the City. Additionally, our operational methodology demonstrates our ability to scale the parking program naturally should the City choose to expand the program. Our solutions are backed by One Parking and our partners. We have the operational knowledge and expertise to deliver profitability to the City of Fort Pierce, and we have a best-in-class reputation for delivering first-class service.

Pay Stations & Mobile Pay Solution

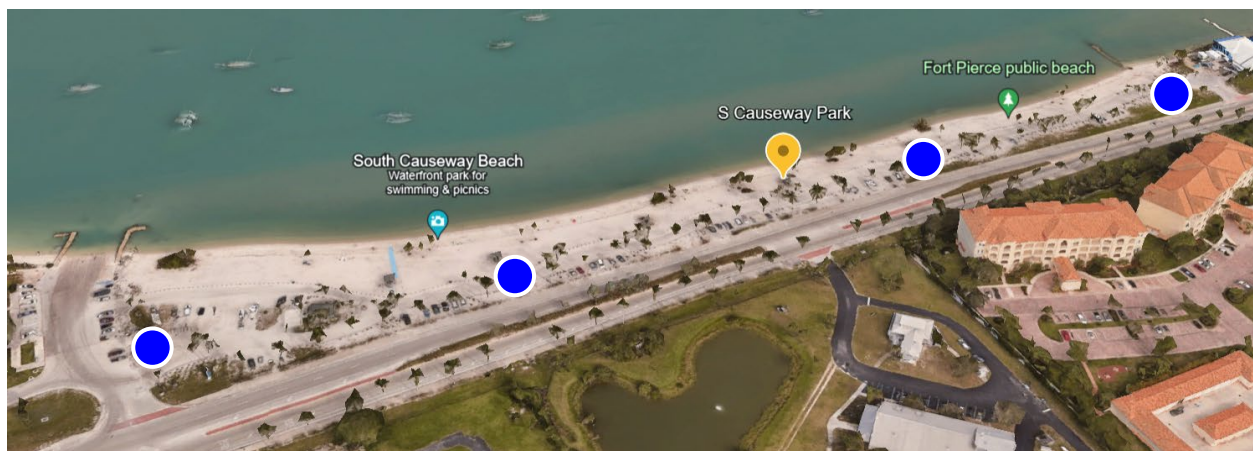
One Parking and our tech partner will install (12) multi-space pay stations on the lots. Patrons will have the option to pay for parking by entering their license plate and credit card information at the pay station or via a mobile pay solution. Both solutions are convenient and simple!

The pay stations come with a myriad of configuration options, allowing us to create just the right setup to maximize the bottom line with multiple features such as Pay-by-Plate, Pay-by-Space, and Pay-and-Display on the same pay station, or we can simply go with our proposed Pay-by-Plate (prevent patrons from transferring their unused time to the next parker). The pay stations are equipped with extend-by-phone functionality, providing patrons with expiration reminders, and the ability to add time via their mobile phone. For us, the remote configuration of rates allows us to charge more for special events or during peak hours.



The following depicts our proposed locations to install the T2 pay stations on the three lots.

South Causeway Park (4) Pay Stations



Jetty Park (4) Pay Stations



Jaycee Park (4) Pay Stations



Our proposed Mobile Pay solution gives us complete and total control of the parking operation while providing patrons with a simple and convenient way to pay for parking on their smartphones. Mobile Pay is a browser-based solution that requires no app for parkers to download. They simply send a text message or scan a QR code specific to the lot, enter their license plate and payment information, and enjoy their stay. It's that simple!



From a revenue perspective, our solution leverages mobile convenience as a pricing tool with customizable convenience fees pushed to the customer. For transparency, it records all transactions in one place for consistent enforcement, real-time monitoring, and comprehensive reporting and analytics. Furthermore, we can communicate public messages or generate additional revenue with advertising options. The Mobile Pay solution is simple, straightforward, with transparent pricing and no recurring development fees.

Pricing Analysis & Proposed Rates

As the current parking management and enforcement provider for the City of Delray Beach and City of Pompano Beach, we have a true understanding of the market rates, specifically in beach/coastal communities and mixed environments (residents/visitors/tourists). Thus, we perform area rate surveys and analysis on an ongoing basis (weekly/monthly/quarterly/annually) so that we are well informed on any changes in the market, and if rates need to be adjusted to maximize revenue.

For the City of Fort Pierce, we performed an area rate survey of the surrounding municipalities that charge for parking, that are similar to the City of Fort Pierce beach locations. Given our rate survey analysis, **we are proposing a rate of \$2.50 per hour with no max.** This rate is within the market and comparable with the other municipalities. We are open to discussing our proposed rate with the City and collaborating to ensure we are meeting the City’s profitability goals.

Proposed Rates/ Area Rates

City of Fort Pierce	Pompano Beach	Delray Beach	Lake Worth	West Palm Beach
\$2.50/hr. (No Max)	\$2.50/hr. (No Max)	\$3.00 hr. (No Max)	\$3.00 hr. (No Max)	\$2.50/hr. (No Max)

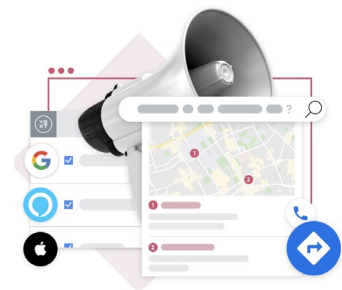
Marketing & Public Relations

One Parking’s Marketing Director envisions working closely with the City’s Marketing Coordinator to develop a comprehensive marketing plan to promote the new paid beach parking program, keeping with the goals and objectives of the City and the City’s brand. Our Marketing Team develops individual marketing plans specific to each location we manage. **Some of the marketing strategies and efforts include, but are not limited to the following:**

- Digital and traditional marketing campaigns, including social media campaigns
- Develop online presence/digital reach/exposure of the parking program
- Field marketing/continuously performing market research

Local Listings “Yext”

Local listings play an important role in delivering drive-up traffic to a parking location. Partnering with Yext, One Parking’s Marketing Team would handle establishing the online presence and the management of the City of Fort Pierce paid parking lots. Our Marketing Team will publish the three locations’ “listings” for the City, and ensure the data is accurately maintained in Google My Business, Google and Apple maps, GPS services, 70+ directories, major search engines, and Amazon Alexa, Bing Places, and Waze. Utilizing our Yext digital knowledge platform, the City of Fort Pierce business profile (parking lots) will appear in hundreds of local search rankings across the web.





Enforcement Plan Options

To provide a full-scale approach to the paid parking program, and support the potential for future expansion, **we have proposed the following Two (2) Enforcement Plan Options for the City to consider.** Both options are aligned with the City's goal to introduce an effective and efficient paid parking program and provide the high level of customer service and satisfaction the community and visitors are seeking.

Option #1: Enforcement Officers with Fixed License Plate Recognition (LPR) Cameras

This proposed option is if the City elects to enforce the lots using Enforcement Officers in conjunction with fixed LPR cameras. Under this operating method, Enforcement Officers will patrol the lots during the daytime, and the fixed LPR camera technology will monitor the lots during the evening hours. **This approach will reduce labor expenses significantly while still maintaining 24/7 enforcement.** Should the City decide to expand or alter the paid parking program, this methodology is ideal for scaling operations and enforcement, thus we believe is the best option for the City.

Daytime Enforcement

During the daytime, our Enforcement Officer will patrol the lots using our License Plate Technology (LPR) enforcement system with cameras mounted atop the EV vehicle. Our Enforcement Officer will also use a handheld device for times when plates may be obscured and need to be checked manually. The Enforcement Officer will patrol the lots until 5:00 pm. If a patron does not pay, a citation will be generated by the Enforcement Officer and placed on the vehicle's windshield. Our enforcement tech also allows for mailing citations to the vehicle's owner. We recommend a \$35 citation fee, however, we can discuss further with the City to determine an agreed-upon fee. *(To evaluate, One Parking's citation fee in the City of Delray Beach is \$35.)*



Nighttime Enforcement

After 5:00 pm, we will monitor the lots utilizing fixed LPR cameras that will be located strategically on the lots. The LPR cameras will scan the license plates accessing the lots. If the patron does not pay for parking at the pay station or via the mobile pay solution, the LPR tech will identify the infraction. *(This fixed LPR tech provides the most advanced, efficient, and accurate parking enforcement-by-mail solution).*



The LPR enforcement tech continuously scans and syncs with the pay stations and mobile pay Clouds to confirm if payment is made, or NOT paid. By comparing the license plates of those entering the lot *(it will time stamp the payments made through the pay stations and mobile pay app)*, we can quickly identify those who have not paid. If a patron does not pay, a citation will be generated by the LPR Enforcement system. Again, we recommend a \$35 citation fee, however, we can discuss further with the City to determine an agreed-upon fee.

The following pages depict our proposed locations to install the fixed LPR cameras on the three lots.

South Causeway Park Fixed LPR Cameras (Aerial & Street View)



1-ENT(7FT),1-EXT(FT)



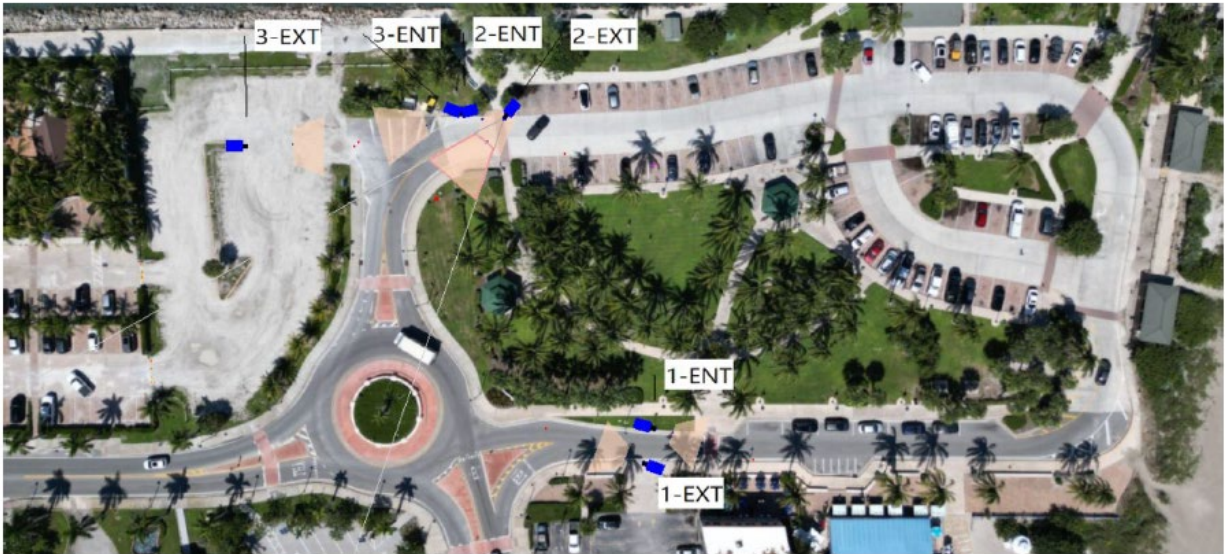
2-ENT(14FT),2-EXT(14FT)



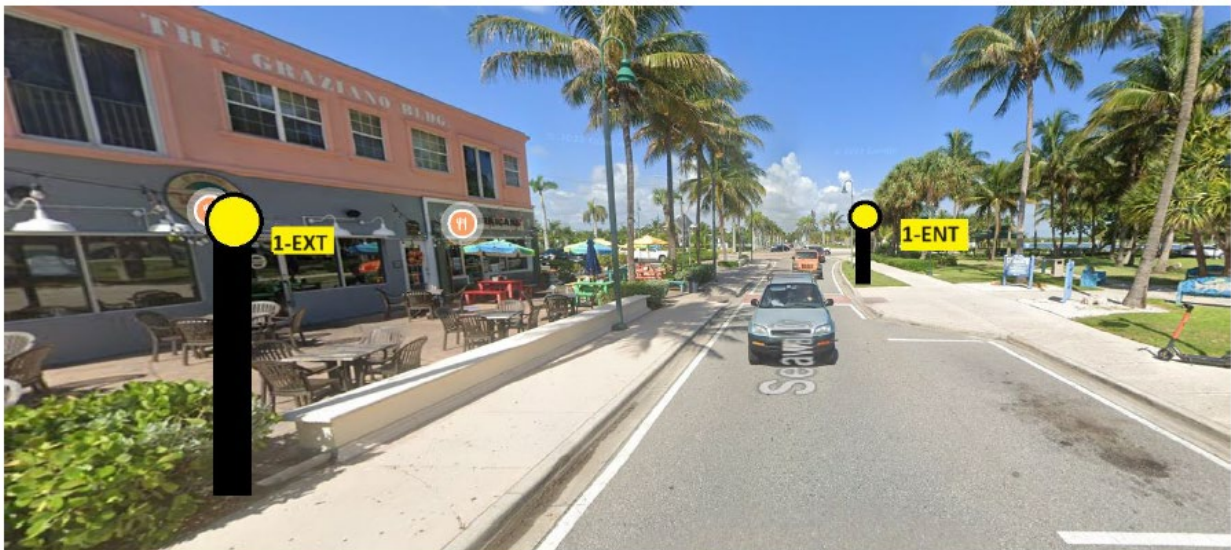
3-ENT(7FT),3-EXT(7FT)



Jetty Park Fixed LPR Cameras (Aerial & Street View)



1-ENT (7FT),1-EXT (7FT)



2-ENT (7FT),2-EXT (7FT)



3-ENT (8FT),3-EXT (14FT)



Jaycee Park Fixed LPR Cameras (Aerial & Street View)





1-ENT (7FT) 1-EXT (7FT)



2-ENT (7FT), 2-EXT (14FT)



3-ENT (7FT), 3-EXT (14FT)



4-ENT (7FT), 4-EXT (12FT)





5ENT,5EXT



As illustrated above, **Option #1 will reduce payroll expenses significantly by \$65,577** versus the 24/7 enforcement personnel.

Enforcement and Parking Management Expense Proforma	
Location	City of Ft. Pierce
Total Payroll	\$173,106
Total Operating Expenses	\$151,510
Total Expenses	\$324,615.78

Option #2: Enforcement Officers Only

Option #2 is if the City elects not to use the fixed LPR cameras, and elects to control and enforce the lots with Enforcement Officers only. Utilizing solely Enforcement Officers to monitor the lots 24/7 increases the labor/payroll costs significantly. It does, however, provide the City with a strong pool of enforcement personnel if desired by the City.

Under Option #2, the operational and enforcement methods would be the same as presented in Option #1, however, the payroll expenses would be significantly higher versus the reduced labor hours we have proposed.

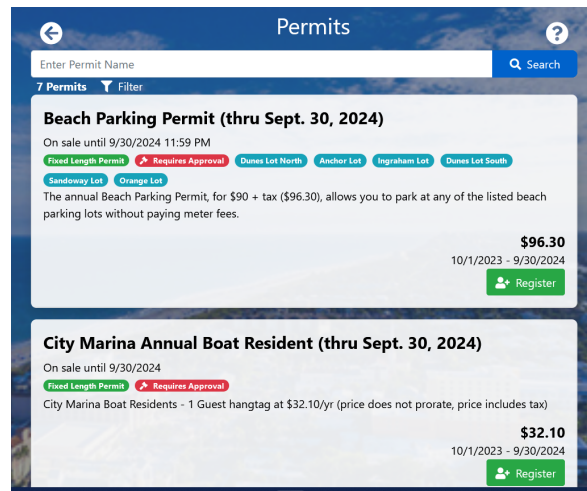
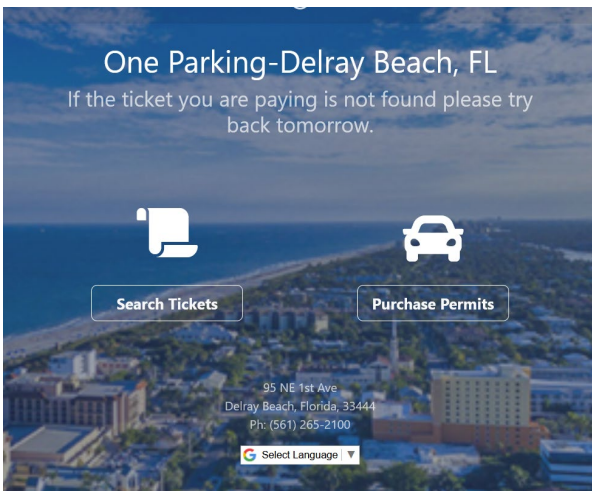
Enforcement and Parking Management Expense Proforma	
Location	City of Ft. Pierce
Total Payroll	\$238,683
Total Operating Expenses	\$154,810
Total Expenses	\$393,493.46



Permit & Citation Management

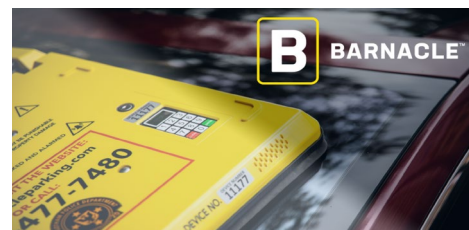
One Parking will provide permit and citation management for the City of Fort Pierce by utilizing our tech platform that coincides with the enforcement and citation management system. We currently use this tech platform to provide permit and citation management for the City of Delray Beach where we provide comprehensive parking management and on- and off-street enforcement. This permit and enforcement system is flexible and can adapt to the City’s future parking needs. It seamlessly integrates with third-party services to deliver a scalable, holistic, enterprise-wide platform. Additionally, it gives us the ability to manage permits and enforcement in unrivaled depth while accommodating future growth, including LPR cameras, PARCS, pay stations, and other parking, mobility, and transportation solutions.

Our permit and citation management system can be easily accessed by visiting the online portal, where the patron can obtain/purchase a permit, pay, or contest a citation. Below is a snapshot of our online permit and citation management portal for the City of Delray Beach. **Our system also allows for in-office permit/citation payment services.**



Vehicle Immobilization

In the event a vehicle must be immobilized, One Parking recommends the Barnacle device. If the Enforcement Officer finds a vehicle that has been parked for an extensive period of time and has not paid for parking, the Enforcement Officer will ready the Barnacle for application.



Once the Barnacle is attached to the vehicle windshield, the Enforcement Officer will leave an additional parking violation/failure to pay notice for the patron. The Barnacle will have a 1-800 number on the device for the patron to call and make payment. Once the patron calls the number, the patron will be asked for a credit card to pay the fine. **This fine is to be determined by the City ordinance. After payment has been collected, the patron will be instructed to remove the Barnacle from the windshield by entering the 5-digit RELEASE CODE. Once the Barnacle is removed, the patron will be directed to drop the Barnacle off at the designated location. We can place the barnacle receptacles on the lot(s) or at the centralized Parking Management and Enforcement Office.**



Enforcement Reporting

One Parking provides parking enforcement for many municipal parking lots, garages, and on-street spaces. Municipalities such as Pompano Beach, Delray Beach, and West Palm Beach, we utilize T2 Enforcement Technology. Using this tech, we can view the LPR Scofflaw Tracking Dashboard, along with detailed and valuable reporting to include:

- Enforcement/Transaction Summary Report
- Gross Revenue Report
- LPR Tracking Report
- LPR Daily Overview Report
- LPR Monthly Overview Report
- LPR Violation Report
- Space Utilization BI Report



The LPR tracking dashboard involves sophisticated algorithms and proprietary logic to compare the cameras' identified sessions to payment sessions and permits (authorized parkers). The system detects potential violators, and potential violators are put in the manual review queue. The following are enforcement reports for locations where we currently provide these services.

Enforcement Report

Overall Summary							
CASH		CREDIT CARD		PATROLLER CARD		TOTAL	
Total Collections	0 \$0.00	Total Collections	2 \$60.00	Revenue	0 \$0.00	Total Transactions	2
Revenue	0 \$0.00	Revenue	2 \$60.00	Test Transactions	0 \$0.00	Total Collections	2 \$60.00
Change Issued	0 \$0.00					Revenue	2 \$60.00
Refund Tickets	0 \$0.00						
Total Refunds	0 \$0.00						
Excess Payment	0 \$0.00						
Attendant Deposit	0 \$0.00						

Gross Revenue Report

Zone Number	Zone Name	Parent Zone	Gross Transaction Revenue	Transaction Revenue	Validation Revenue	Con. Fee Revenue	Fee	Total Net Revenue	Transactions Count
100954	City of Pompano Beach	n/a	\$533.63	\$512.43	\$0.00	\$21.20	\$21.20	\$512.43	106
100956	Patel Lot	n/a	\$6.90	\$6.30	\$0.00	\$0.60	\$0.60	\$6.30	3
100959	Harbor Village	n/a	\$65.50	\$62.50	\$0.00	\$3.00	\$3.00	\$62.50	15
101050	City of Pompano Beach 5/17/17(2)	n/a	\$65.00	\$61.20	\$0.00	\$3.80	\$3.80	\$61.20	19



LPR Tracking Report

Sort By: DATE ADDED | Parking Lot: ALL | Parking Passes: ALL | Parking Type: ALL | Range: ALL | Valid: ALL | Rows: -- | Search 98 results | ADD PERMIT

<input checked="" type="checkbox"/>	Parking Lot	Pass	Name	Address	Plate	Validity	Status
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Catalina Lopes		JTQW32 FL	05/12/2023 12:00am 05/12/2123 2:08pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Maya Henderson	FL	NHLJ33 FL	04/26/2023 12:00am 04/26/2123 11:51am	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Suzanne Kelp		Daaa65 FL	04/12/2023 12:00am 01/01/2123 12:00pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Donte McDowell		PCCJ39 FL	04/05/2023 12:00pm 01/01/2123 12:00pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Malanie Cruz	West Palm Beach FL	35AZJT FL	04/01/2023 12:00am 01/01/2123 12:00pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Felicia Walker		IS19UL FL	04/15/2023 12:00am 04/15/2123 9:59am	Declined
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Fernando One Parking	FL	JBVD63 FL	04/07/2023 12:00am 04/07/2123 10:45pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Claudio Bravo		IESQ90 FL	04/07/2023 12:00am 04/07/2123 7:43pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		electraserve electraserve	FL	JJOY1 FL	04/01/2023 12:00pm 01/01/2123 12:00pm	Valid
<input checked="" type="checkbox"/>	OP - 700 BANYAN BLVD		Sara Segall		85CBCB FL	04/04/2023 12:00am 04/04/2123 9:30am	Valid

LPR Daily Overview Report

May
Previous - 2023 - Next

Parking Lot: ALL

(1149) Paid Parkers | 346 Violators | 27 (12%) Disputes | (192) Payments | \$7,402.00 | \$10,999.32 | \$0.00 Refunds | \$3,269.66 Commission

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30	1	2	3	4	5	6
	(85) \$540.75	(82) \$522.03	(83) \$524.22	(73) \$462.27	(102) \$650.43	(48) \$305.37
	37 Violators	37 Violators	19 Violators	33 Violators	38 Violators	6 Violators
	9 Violations Paid	8 Violations Paid	2 Violations Paid	1 Violations Paid	6 Violations Paid	0 Violations Paid
	2 Disputes (18%)	0 Disputes (0%)	2 Disputes (13%)	2 Disputes (15%)	3 Disputes (20%)	1 Disputes (25%)
	(9) \$565.00 Payments	(8) \$408.14 Payments	(14) \$747.06 Payments	(11) \$615.00 Payments	(12) \$660.00 Payments	(3) \$175.00 Payments
	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds
	\$282.50 Commission	\$204.07 Commission	\$58.53 Commission	\$307.50 Commission	\$320.00 Commission	\$-302.50 Commission
7	8	9	10	11	12	13
(85) \$545.64	(86) \$542.94	(81) \$516.24	(67) \$427.53	(60) \$395.05	(86) \$566.09	(10) \$74.80
6 Violators	30 Violators	35 Violators	34 Violators	38 Violators	30 Violators	3 Violators



LPR Monthly Overview Report

Parking Lot	ALL	2023 Previous Next	(6972) \$44,860.21 Paid Parkers	2595 Violators	175 (14%) Disputes	(1103) \$61,214.71 Payments	\$0.00 Refunds	\$17,467.37 Commission			
January	February	March	April	May	June	July	August	September	October	November	December
(710) \$4,477.80	(1473) \$9,421.74	(2071) \$13,222.68	(1569) \$10,335.99	(1149) \$7,402.00	(0) \$0.00	(0) \$0.00	(0) \$0.00	(0) \$0.00	(0) \$0.00	(0) \$0.00	(0) \$0.00
0 Violators	820 Violators	776 Violators	653 Violators	346 Violators	0 Violators	0 Violators	0 Violators	0 Violators	0 Violators	0 Violators	0 Violators
0 Violations Paid	472 Violations Paid	382 Violations Paid	221 Violations Paid	28 Violations Paid	0 Violations Paid	0 Violations Paid	0 Violations Paid	0 Violations Paid	0 Violations Paid	0 Violations Paid	0 Violations Paid
0 Disputes (0%)	16 Disputes (10%)	69 Disputes (15%)	63 Disputes (14%)	27 Disputes (12%)	0 Disputes	0 Disputes	0 Disputes	0 Disputes	0 Disputes	0 Disputes	0 Disputes
(0) \$0.00 Payments	(138) \$6,730.00 Payments	(381) \$22,061.95 Payments	(391) \$21,378.44 Payments	(193) \$11,044.32 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments	(0) \$0.00 Payments
\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds	\$0.00 Refunds
\$0.00 Commission	\$-265.00 Commission	\$7,410.98 Commission	\$7,029.23 Commission	\$3,292.16 Commission	\$0.00 Commission	\$0.00 Commission	\$0.00 Commission	\$0.00 Commission	\$0.00 Commission	\$0.00 Commission	\$0.00 Commission

LPR Violation Report

Parking Lot	Transient Parker Payments	Transient Parker Payments	PCNs	Disputes	Amount Paid Count	Amount Paid Sum	Sales Tax	Processing Fee Count	Processing Fee	Actual Charge Amount	Revenue	Surcharge	Commission
1	6665	76,395.00	512	91	241	17,178.79	1,075.50	193	779.07	15,395.23	10,448.45	0	4,886.78
2	387	980	0	0	1	104.89	5.95	1	3.96	85	59.5	0	25.5
4	6943	102,123.00	1420	136	435	35,087.04	1,982.00	370	1,476.30	28,313.95	18,952.05	3,314.80	10,261.89
5	5638	88,358.00	1228	122	321	37,075.53	2,118.53	481	1,939.39	30,271.29	18,639.82	2,764.98	11,631.37
6	1071	13,699.81	212	73	80	6,118.11	361.95	80	319.2	4,885.00	2,995.00	571.96	1,860.00
7	2835	37,515.22	1246	154	493	89,678.91	2,255.22	453	1,857.47	31,905.15	20,387.81	3,795.08	11,835.34
8	2584	21,881.00	265	37	111	5,599.94	341.02	90	375.07	4,800.25	3,541.28	0	1,838.97
9	1044	16,765.00	245	78	284	23,336.64	1,313.54	266	1,061.94	18,764.89	11,785.65	2,199.67	6,579.24
10	1752	24,325.00	59	17	46	3,340.56	206.57	35	155.63	2,976.58	1,930.22	0	1,076.38
11	1691	33,596.00	0	0	0	0	0	0	0	0	0	0	0
12	226	3,173.00	236	41	63	5,082.20	280.35	44	175.56	4,133.41	2,719.17	483.88	4,424.24
13	842	2,295.00	920	55	101	7,657.06	0	69	275.31	7,381.75	4,984.90	0	2,387.25
14	842	2,295.00	665	56	76	5,795.01	0	18	71.82	5,723.19	4,835.86	0	1,687.33
15	0	0	0	0	0	0	0	0	0	0	0	0	0
16	0	0	0	0	2	188.88	11.9	2	7.98	370	129.2	0	43.8



Space Utilization BI Report





SECTION V. STAFFING PLAN & SCHEDULE

Staffing Plan (Option #1 and Option #2)

Below, we have exhibited two (2) staffing options that coincide with our two options to provide enforcement for the City of Fort Pierce. As illustrated below, “Option 1” will deliver significant cost savings for the City.

Staffing Schedule - Option #1 Enforcement Officers with Fixed LPR

PAYROLL SCHEDULE								
STAFF	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Total Hours
General Manager								
Operations Manager	Off	8am - 5pm	8am - 5pm	8am - 5pm	8am - 5pm	8am - 5pm	Off	40
Enforcement								
Enforcement Shift #1	8am - 12pm	8am - 12pm	8am - 12pm	8am - 12pm	8am - 12pm	8am - 12pm	8am - 12pm	28
Enforcement Shift #2	1pm - 5pm	1pm - 5pm	1pm - 5pm	1pm - 5pm	1pm - 5pm	1pm - 5pm	1pm - 5pm	28
Total Enforcement Hours								56

STAFFING SCHEDULE / WAGES						
WAGES	# of staff	Per hour rate	Months	Hours	Monthly Total	Yearly Total
Operations Manager	1	\$38.00	4.33	40	\$6,582	\$78,979
Event Staff	5	\$20.00	4.33	4	\$1,732	\$20,784
Meter Enforcement	2	\$17.00	4.33	28	\$4,122	\$49,466
TOTAL WAGES					\$12,436	\$149,229

Staffing Schedule - Option #2 Enforcement Officers Only

PAYROLL SCHEDULE								
STAFF	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Total Hours
General Manager								
Operations Manager	Off	8am - 5pm	8am - 5pm	8am - 5pm	8am - 5pm	8am - 5pm	Off	40
Enforcement								
Enforcement Shift #1	7am - 1pm	7am - 1pm	7am - 1pm	7am - 1pm	7am - 1pm	7am - 1pm	7am - 1pm	42
Enforcement Shift #2	1pm - 7pm	1pm - 7pm	1pm - 7pm	1pm - 7pm	1pm - 7pm	1pm - 7pm	1pm - 7pm	42
Enforcement Shift #4	7pm - 12am	7pm - 12am	7pm - 12am	7pm - 12am	7pm - 12am	7pm - 12am	7pm - 12am	35
Total Enforcement Hours								119

STAFFING SCHEDULE / WAGES						
WAGES	# of staff	Per hour rate	Months	Hours	Monthly Total	Yearly Total
Operations Manager	1	\$38.00	4.33	40	\$6,582	\$78,979
Event Staff	5	\$20.00	4.33	4	\$1,732	\$20,784
Meter Enforcement	3	\$17.00	4.33	40	\$8,833	\$105,998
TOTAL WAGES					\$17,147	\$205,762

Proposed Manager

Our proposed Operations Manager for the City of Fort Pierce is a talented leader with 20+ years of experience in Operations Management. He has a solid understanding of the City’s vision to provide first-class services for the paid parking program and beyond, and has the skill, ability, and integrity to faithfully perform the scope of work desired by the City of Fort Pierce.

Our Manager is proficient in implementing changes with a strategic approach, and applying exceptional planning techniques, problem-solving abilities, and maximizing performance by monitoring daily activities and mentoring team members. **Given our Manager’s background and experience, we believe he is the ideal candidate for the City of Fort Pierce.**

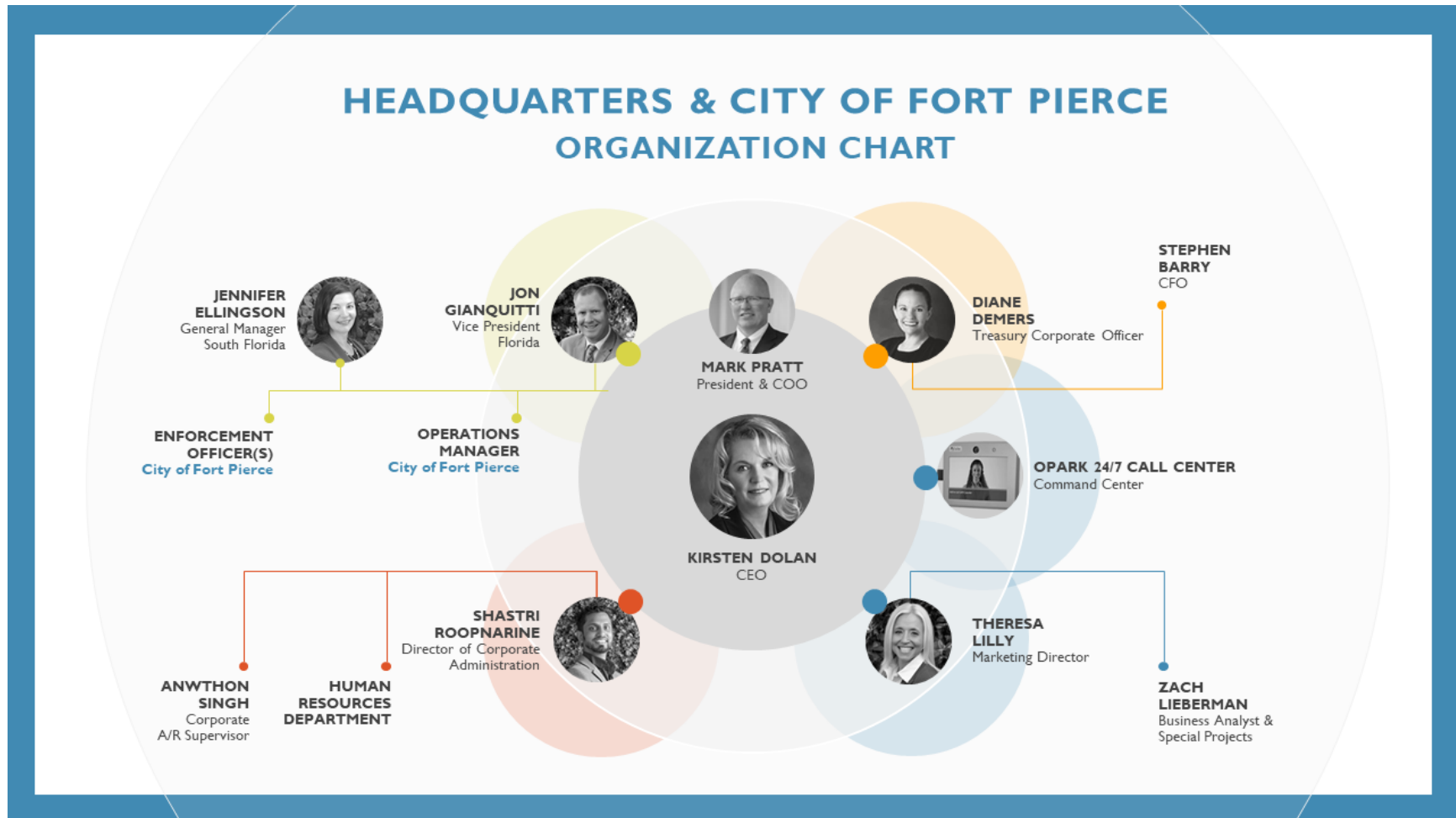
Education

Bachelor of Science in Computer Science - Richard Stockton University, NJ
 Minor studies in Business Management



Organizational Chart

The following represents the One Parking team assigned to the City's paid parking and enforcement program. Our assigned roving Enforcement Officer(s) will be trained in Proper Communication and Conflict Resolution, so that they may answer routine questions and handle any issues relating to the Barnacle application.





SECTION VI. FINANCIAL PROPOSAL

PROFORMA & PRICING SUMMARY

Proposed Management Fee

Proposed management fee to provide Parking Management and Enforcement Services:

Base Management Fee: \$30,000 annually

Please see our Start-Up and Operating Budget(s) for our proposed Operating and Enforcement Plan Options following.



Proposed Start-Up Budget

Note: The following Start-Up Budget applies to Option #1 and Option #2. The capital expenditures are equal.

Start-Up Budget

CapEx	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total
Automobile - Chevy Bolt	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$1,163	\$13,951
T2 Enforcement	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$42,000
Office Furnishings	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400



Proposed Operating Budget (Option #1 & Option #2)

Operating Budget Option #1 Enforcement Officers with Fixed LPR

EXPENSES	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total
Payroll													
Wages (see Staffing Schedule/Wages)	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$12,436	\$149,229
Payroll Taxes and Workers Comp (16%)	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$1,990	\$23,877
TOTAL LABOR COSTS	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$14,425	\$173,106
Operational Expenses	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total
Credit Card Processing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Service Charge	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$816
Administrative Expense	\$630	\$1,260	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$8,190
Employee Benefits	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$875	\$10,500
Office Space	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Human Resources	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$1,500
Liability Insurance	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$21,900
Management Fee	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Third Party Payroll Processing	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$3,900
Permits & Licenses	\$1,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,400
PCI/Tech	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$3,804
Repairs	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$5,400
Barnacle	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$4,200
Supplies	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$5,400
T2 Enforcement	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$15,120
Utilities/ 5G Service	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$4,380
Uniforms	\$1,500	\$0	\$0	\$0	\$0	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000
Miscellaneous	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000
TOTAL OPERATING EXPENSES	\$15,190	\$12,920	\$12,290	\$12,290	\$12,290	\$12,790	\$12,290	\$12,290	\$12,290	\$12,290	\$12,290	\$12,290	\$151,510
TOTAL EXPENSES	\$29,615	\$27,345	\$26,715	\$26,715	\$26,715	\$27,215	\$26,715	\$26,715	\$26,715	\$26,715	\$26,715	\$26,715	\$324,616



Operating Budget Option #2 Enforcement Officers Only

EXPENSES	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total
Payroll													
Wages (see Staffing Schedule/Wages)	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$17,147	\$205,762
Payroll Taxes and Workers Comp (16%)	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$32,922
TOTAL LABOR COSTS	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$19,890	\$238,683
Operational Expenses													
Credit Card Processing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Service Charge	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$68	\$816
Administrative Expense	\$630	\$1,260	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$630	\$8,190
Employee Benefits	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$1,150	\$13,800
Office Space	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Human Resources	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$1,500
Liability Insurance	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$1,825	\$21,900
Management Fee	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Third Party Payroll Processing	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$325	\$3,900
Permits & Licenses	\$1,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,400
PCI/Tech	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$317	\$3,804
Repairs	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$5,400
Barnacle	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$4,200
Supplies	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$5,400
TZ Enforcement	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$1,260	\$15,120
Utilities/ 5G Service	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$365	\$4,380
Uniforms	\$1,500	\$0	\$0	\$0	\$0	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000
Miscellaneous	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000
TOTAL OPERATING EXPENSES	\$15,465	\$13,195	\$12,565	\$12,565	\$12,565	\$13,065	\$12,565	\$12,565	\$12,565	\$12,565	\$12,565	\$12,565	\$154,810
TOTAL EXPENSES	\$35,355	\$33,085	\$32,455	\$32,455	\$32,455	\$32,955	\$32,455	\$32,455	\$32,455	\$32,455	\$32,455	\$32,455	\$393,493



SECTION VII. INSURANCE REQUIREMENTS

One Parking currently maintains a total limit of 21M per occurrence and 22M aggregate. Please see the Certificate of Coverage on the following page(s) for additional information. **We also carry 5M in Cyber Insurance**, unlike other parking management companies in the industry.

	CERTIFICATE OF LIABILITY INSURANCE	ONEPARK-01	CHAWSE			
		DATE (MM/DD/YYYY) 3/21/2023				
<p>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.</p> <p>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).</p>						
PRODUCER License # 0C36861 Thousand Oaks-Alliant Insurance Services, Inc. 325 East Hillcrest Dr Ste 250 Thousand Oaks, CA 91360		CONTACT NAME: Marla Howard-Seleman PHONE (A/C, No, Ext): E-MAIL ADDRESS: mhoward-seleman@alliant.com FAX (A/C, No):				
		INSURER(S) AFFORDING COVERAGE NAIC #				
		INSURER A : Gotham Insurance Company 25569				
INSURED		INSURER B : New York Marine And General Insurance Company 16608				
One Parking, Inc. 477 S Rosemary Ave Ste 216 West Palm Beach, FL 33401		INSURER C : INSURER D : INSURER E : INSURER F :				
COVERAGES		CERTIFICATE NUMBER:				
		REVISION NUMBER:				
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD 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 type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	X	GL2023PKF00174	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 0 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 1,000,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY	X	AU202300017674	3/1/2023	3/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED RETENTION \$ 0	X	XS2023PKF00116	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
B	<input checked="" type="checkbox"/> 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	WC202300021223	3/1/2023	3/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Garagekeepers Legal		GL2023PKF00174	3/1/2023	3/1/2024	Limit 1,000,000
A	Liability		GL2023PKF00174	3/1/2023	3/1/2024	
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Includes coverage for Shuttles.						
CERTIFICATE HOLDER				CANCELLATION		
Evidence of Insurance				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 		
ACORD 25 (2016/03)				© 1988-2015 ACORD CORPORATION. All rights reserved.		
The ACORD name and logo are registered marks of ACORD						



AGENCY CUSTOMER ID: ONEPARK-01

CHAWSE

LOC #: 1



ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY Thousand Oaks-Alliant Insurance Services, Inc.		License # 0C36861	NAMED INSURED One Parking, Inc. 477 S Rosemary Ave Ste 216 West Palm Beach, FL 33401
POLICY NUMBER SEE PAGE 1			
CARRIER SEE PAGE 1	NAIC CODE SEE P 1	EFFECTIVE DATE: SEE PAGE 1	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

COMPLETE EXCESS POLICIES INFORMATION

1st Layer/Primary Excess	Gotham Ins. Co. Policy #XS2022PKF00116 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000 Includes Excess Garagekeepers Legal Liability
2nd Layer Excess	GuideOne National Ins. Co. Policy #: 560002987-01 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
3rd Layer Excess	Summit Specialty Ins. Co. Policy #: SXSL001000014000 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
3rd Layer Excess	Evanston Ins. Co. Policy #: MKLV7EUE100965 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
Total Excess Limits All 4 policies is \$20,000,000 Per Occurrence \$20,000,000 Aggregate	
Total Per Occurrence	\$21,000,000
Total General Aggregate	\$22,000,000



SECTION VIII. FORMS / SUPPORTING DOCUMENTATION

All Forms / Supporting Documentation required by this solicitation have been acknowledged/accepted and are enclosed in our response.

TABLE OF EXCEPTIONS

One Parking's proposal fully complies with the requirements as defined in the solicitation.

ACKNOWLEDGMENT OF ADDENDA

One Parking acknowledges all addenda in connection with this solicitation and has enclosed signed acknowledgment of such.

SOLICITATION FORMS

All required Forms, References, EOI, etc. are enclosed.

FORM W-9

Enclosed.

LICENSES & SUPPORTING DOCUMENTATION

Enclosed.

CITY OF FORT PIERCE PROPOSER'S CHECKLIST

This checklist is provided to assist each Proposer in the preparation of their proposal. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline ~ it is the responsibility of each Proposer to read and comply with the Request for Proposal in its entirety.

Check "Yes" or "No" to each of the following:

	YES	NO
Is Request for Proposal cover page (page 1) completed, signed and attached?	<u> X </u>	<u> </u>
Include proof of proper licensing as stated in proposal documents.	<u> X </u>	<u> </u>
Did you in proof of insurance as required in Section II, see page 9?	<u> X </u>	<u> </u>
Include proof of proper insurance as stated in proposal documents.	<u> X </u>	<u> </u>
Is Drug-Free Workplace form signed and enclosed?	<u> X </u>	<u> </u>
Is the IRS Form W-9 completed, signed and attached?	<u> X </u>	<u> </u>
Is the Non-Collusion Affidavit signed, notarized and attached?	<u> X </u>	<u> </u>
Is Drug-Free Workplace form signed and enclosed?	<u> X </u>	<u> </u>
Is each Addendum (when issued) signed and included?	<u> X </u>	<u> </u>

PLEASE SIGN AND RETURN WITH PROPOSAL _____

Justin Abel



REFERENCES

RFP NO. 2023-057 PARKING MANAGEMENT SERVICES

Proposers shall submit as a part of the bid package, three (3) Customer references with name of the customer, address, contact person, and telephone number.

Name CITY OF POMPANO BEACH	Name CITY OF DELRAY BEACH
Contact: Jeff Lantz - Parking Manager	Contact: Michael Karali Deputy Director, Public Works
Address: 3460 NE 3rd Street	Address: 100 NW 1st Avenue
Pompano Beach, FL 33062	Delray Beach, FL 33444
Telephone: (954) 786-5580	Telephone: (561) 243-4601
Email: Jeff.Lantz@copbfl.com	Email: KaraliM@mydelraybeach.com
Name RELATED	
Contact: Ken Himmel - President, CEO & Founder Related Urban	
Address: 60 Columbus Circle	
New York, NY 10023	
Telephone: (212) 421-5333	
Email: khimmel@related.com	

Business Account Information

LBTR Num: 201149674

Business Name: ONE PARKING INC

Status: Active

Last updated: 10/02/2023 11:22:08 AM

Business Detail

Business Name: ONE PARKING INC

Tax Year: 2024

Account Number: 008016458

Trade Name: ONE PARKING INC

Business Type: 56-0001

Certificate Issued: 09/18/2023

License Number: 201149674

Business Type Description:

NAICS: 56

License Status: Active

ADMINISTRATIVE OFFICE

Certificate Number:

Number of Units: 2

Payment History

Bill Year	Bill Number	Paid By	Last Paid	Receipt Number	Amount Paid
2024	B40135362	Christelle Dessources	9/12/23	B23.721367	\$33.00

Delaware

PAGE 1

The First State

I, HARRIET SMITH WINDSOR, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF INCORPORATION OF "ONE PARKING, INC.", FILED IN THIS OFFICE ON THE THIRTIETH DAY OF NOVEMBER, A.D. 2004, AT 3:36 O'CLOCK P.M.

A FILED COPY OF THIS CERTIFICATE HAS BEEN FORWARDED TO THE NEW CASTLE COUNTY RECORDER OF DEEDS.



3888284 8100

040859072

Harriet Smith Windsor

Harriet Smith Windsor, Secretary of State

AUTHENTICATION: 3513934

DATE: 12-02-04

CERTIFICATE OF INCORPORATION

FIRST: The name of this corporation shall be ONE PARKING, INC.

SECOND: Its registered office in the State of Delaware is to be located at 2711 Centerville Road, Suite 400, in the City of Wilmington, County of New Castle and its registered agent at such address is CORPORATION SERVICE COMPANY.

THIRD: The purpose or purposes of the corporation shall be:

To engage in any lawful act or activity for which corporations may be organized under the General Corporation Law of Delaware.

FOURTH: The total number of shares of stock, which this corporation is authorized to issue is One Thousand Five Hundred (1,500) shares of common stock without par value.

FIFTH: The name and address of the incorporator is as follows:


Corporation Service Company
2711 Centerville Road, Suite 400
Wilmington, Delaware 19808

SIXTH: The Board of Directors shall have the power to adopt, amend or repeal the by-laws.

SEVENTH: No director shall be personally liable to the Corporation or its stockholders for monetary damages for any breach of fiduciary duty by such director as a director. Notwithstanding the foregoing sentence, a director shall be liable to the extent provided by applicable law, (i) for breach of the director's duty of loyalty to the Corporation or its stockholders, (ii) for acts or omissions not in good faith or which involve intentional misconduct or a knowing violation of law, (iii) pursuant to Section 174 of the Delaware General Corporation Law or (iv) for any transaction from which the director derived an improper personal benefit. No amendment to or repeal of this Article Seventh shall apply to or have any effect on the liability or alleged liability of any director of the Corporation for or with respect to any acts or omissions of such director occurring prior to such amendment.

IN WITNESS WHEREOF, the undersigned, being the incorporator herein before named, has executed signed and acknowledged this certificate of incorporation this 30th day of November, A.D. 2004.

Corporation Service Company, Incorporator

By: 
Name: Mary Ann Brzoska
Assistant Secretary

State of Delaware
Secretary of State
Division of Corporations
Delivered 03:57 PM 11/30/2004
FILED 03:36 PM 11/30/2004
SRV 040859072 - 3888284 FILE

City of Wilmington
County of New Castle
Dated: November 30, 2004

ORGANIZATION ACTION IN WRITING OF INCORPORATOR

OF

ONE PARKING, INC.

(Organized November 30, 2004)

The following action is taken this day through this instrument by the incorporator of the above corporation:

1. The election of the following person[s] to serve as the director[s] of the corporation until the first annual meeting of stockholders and until their successors are elected and qualified or until their earlier resignation or removal:

KIRSTEN DOLAN

Corporation Service Company, Incorporator

By: Mary Ann Brzoska

Name: Mary Ann Brzoska

Assistant Secretary

State of Florida

Department of State

I certify from the records of this office that ONE PARKING CORPORATE, INC. is a Delaware corporation authorized to transact business in the State of Florida, qualified on February 23, 2009.


The document number of this corporation is F09000000734.

I further certify that said corporation has paid all fees due this office through December 31, 2023, that its most recent annual report/uniform business report was filed on January 19, 2023, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Tenth day of May, 2023*




Secretary of State

Tracking Number: 1731873871CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

3/21/2023

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 License # 0C36861 Thousand Oaks-Alliant Insurance Services, Inc. 325 East Hillcrest Dr Ste 250 Thousand Oaks, CA 91360	CONTACT NAME: Marla Howard-Seleman PHONE (A/C, No, Ext): _____ FAX (A/C, No): _____ E-MAIL ADDRESS: mhoward-seleman@alliant.com	
	INSURER(S) AFFORDING COVERAGE	
INSURED One Parking, Inc. 477 S Rosemary Ave Ste 216 West Palm Beach, FL 33401	INSURER A : Gotham Insurance Company NAIC # 25569	
	INSURER B : New York Marine And General Insurance Company 16608	
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

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

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

INSR LTR	TYPE OF INSURANCE	ADDL 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 type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	X		GL2023PKF00174	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 0 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY	X		AU202300017674	3/1/2023	3/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$ 0	X		XS2023PKF00116	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y / N If yes, describe under DESCRIPTION OF OPERATIONS below		N / A	WC202300021223	3/1/2023	3/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Garagekeepers Legal			GL2023PKF00174	3/1/2023	3/1/2024	Limit \$ 1,000,000
A	Liability			GL2023PKF00174	3/1/2023	3/1/2024	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Includes coverage for Shuttles.

CERTIFICATE HOLDER **CANCELLATION**

Evidence of Insurance	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 <i>Katherine L. Phillips</i>



ADDITIONAL REMARKS SCHEDULE

AGENCY Thousand Oaks-Alliant Insurance Services, Inc.		License # 0C36861	NAMED INSURED One Parking, Inc. 477 S Rosemary Ave Ste 216 West Palm Beach, FL 33401
POLICY NUMBER SEE PAGE 1			
CARRIER SEE PAGE 1	NAIC CODE SEE P 1	EFFECTIVE DATE: SEE PAGE 1	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

COMPLETE EXCESS POLICIES INFORMATION

1st Layer/Primary Excess	Gotham Ins. Co. Policy #XS2022PKF00116 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000 Includes Excess Garagekeepers Legal Liability
2nd Layer Excess	GuideOne National Ins. Co. Policy #: 560002987-01 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
3rd Layer Excess	Summit Specialty Ins. Co. Policy #: SXSL001000014000 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
3rd Layer Excess	Evanston Ins. Co. Policy #: MKLV7EUE100965 Effective 03/01/23 to 03/01/24 Limit Per Occurrence \$5,000,000 Aggregate \$5,000,000
Total Excess Limits All 4 policies is \$20,000,000 Per Occurrence \$20,000,000 Aggregate	
Total Per Occurrence	\$21,000,000
Total General Aggregate	\$22,000,000



THE SUNRISE CITY
FORT PIERCE
 PURCHASING
 DEPARTMENT

Florida



**NON-COLLUSION AFFIDAVIT
 FOR PRIME BIDDER**

STATE OF Florida

COUNTY OF Palm Beach

Kirsten Dolan, being first duly sworn, deposes and says:

That she is CEO and Owner
 (a partner or officer of the firm, etc.)

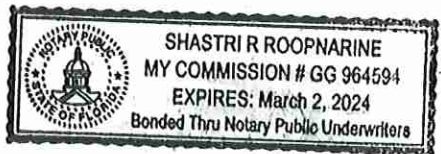
the party making the foregoing proposal or bid, that such proposal or bid is genuine and not collusive or sham; that said bidder has not colluded, conspired, connived or agreed directly or indirectly with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly sought by agreement or collusion, or communication or conference with any person, to fix the bid price of affiant or of any other bidder, or to fix any overhead, profit or cost element of said bid price, or of that of any other bidder, or to secure any advantage against the City of Fort Pierce, of the County of St. Lucie, or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

One Parking, Inc.
 (Firm Name)
 By: Kirsten Dolan *Kirsten Dolan*
 Title: CEO

Subscribed and sworn to before me this 2nd
 day of, October 2023.

[Signature]
 Notary Public

My Commission expires: (Seal)



March 2, 2024 SHASTRI ROOPNARINE



DRUG~FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that
One Parking, Inc. does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under Bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employees community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Proposer's Signature

10/02/2023

Date

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.

Print or type.	See Specific Instructions on page 3.	<p>1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. One Parking, Inc.</p> <p>2 Business name/disregarded entity name, if different from above</p>	
		<p>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.</p> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC</p> <p><input checked="" type="checkbox"/> C Corporation</p> <p><input type="checkbox"/> S Corporation</p> <p><input type="checkbox"/> Partnership</p> <p><input type="checkbox"/> Trust/estate</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____</p> <p>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.</p> <p><input type="checkbox"/> Other (see instructions) ▶ _____</p>	<p>4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p>
		<p>5 Address (number, street, and apt. or suite no.) See instructions. 477 South Rosemary Avenue, Suite 216</p> <p>6 City, state, and ZIP code West Palm Beach, FL 33401</p>	<p>Requester's name and address (optional)</p>
		<p>7 List account number(s) here (optional)</p>	

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									
2	0	-	2	0	5	1	4	5	7

Part II Certification

Under penalties of perjury, I certify that:

1. 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
2. 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
3. I am a U.S. citizen or other U.S. person (defined below); and
4. 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	<p>Signature of U.S. person ▶ </p>	<p>Date ▶ 10/02/2023</p>
------------------	------------------------------------	--------------------------

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.

August 22, 2023

CITY OF FORT PIERCE
PARKING MANAGEMENT SERVICES



RFP NO. 2023-057

ADDENDUM NO. 1

The purpose of this addendum is to reschedule the **Pre-Proposal Conference** time, which is stated as **10:00 A.M, Wednesday, August 30, 2023**, on page 11, selection 6, in the bid document. The time has been rescheduled as follows:

2:00 P.M, Wednesday, August 30, 2023

All other conditions of this proposal remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____ *Kirsten Dolan* _____
Manual

Signature: _____ Kirsten Dolan _____
Typed or Printed

Company Name: _____ One Parking, Inc. _____

Address: _____ 477 South Rosemary Avenue, Suite 216 _____
_____ West Palm Beach, FL 33401 _____

Date: _____ 10/02/2023 _____

/lh

August 28, 2023



CITY OF FORT PIERCE
PARKING MANAGEMENT SERVICES

RFP NO. 2023-057

ADDENDUM NO. 2

The purpose of this addendum is to reschedule the **Pre-Proposal Conference** that was scheduled for 2:00PM, Wednesday, August 30, 2023, and extend the proposal due date.

The Pre-Proposal Conference has been rescheduled to:

10:00AM, WEDNESDAY, SEPTEMBER 13, 2023

Attendance for the conference may be in person or virtually via Microsoft Teams. A meeting invitation will be sent to those respondents wishing to participate virtually.

The Proposal Due date has been extended to:

3:00PM, TUESDAY, SEPTEMBER 26, 2023

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____
Manual

Signature: _____
Kirsten Dolan
Typed or Printed

Company Name: _____
One Parking, Inc.

Address: _____
477 South Rosemary Avenue, Suite 216
West Palm Beach, FL 33401

Date: _____
10/02/2023

/gc

September 13, 2023



CITY OF FORT PIERCE
PARKING MANAGEMENT SERVICES

RFP NO. 2023-057

ADDENDUM NO. 3

The purpose of this addendum is to extend the proposal due date and list the last day for submitting questions.

The Proposal Due date has been extended:

3:00PM, TUESDAY, OCTOBER 10, 2023

The last day for submitting questions:

5:00PM, FRIDAY, SEPTEMBER 29, 2023

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____ *Kirsten Dolan*
Manual

Signature: _____ Kirsten Dolan
Typed or Printed

Company Name: _____ One Parking, Inc.

Address: _____ 477 South Rosemary Avenue, Suite 216
_____ West Palm Beach, FL 33401

Date: _____ 10/02/2023

/gc

CITY OF FORT PIERCE
PARKING MANAGEMENT SERVICES



RFP NO. 2023-057

ADDENDUM NO. 4

The purpose of this addendum is to respond to questions submitted by potential proposer for clarification of the proposal specifications:

NO.	QUESTION	ANSWER
1	Can you list the location addresses and space counts for the beach and waterfront locations?	<ul style="list-style-type: none"> • Jaycee Park– 1415 S. Ocean Drive – 122 regular spaces, 5 handicapped spaces, 16 marked boat trailer spaces (grassy area not currently marked). • Jetty Park – 1950 Seaway Drive – 84 regular spaces, 4 handicapped spaces, 5 motorcycle spaces, plus additional lot not currently marked. • S. Causeway Park – 420 Seaway Drive (boat ramp west border of City area) – 55 regular spaces, 4 handicapped spaces and currently an open, unmarked area that will be redesigned for boat trailer parking.
2	What are the anticipated term extensions, beyond the initial term of three (3) years.	Unknown at this time.
3	Will the required bond amount be based on the operations of the beach locations only?	Yes.
4	If an operator has been in business less than five (5) years, will they be automatically disqualified or just potentially receive a lower score in this category of Qualifications regardless of their similar experience?	No, they will not be automatically excluded/disqualified.
5	Will the operators submitting for this proposal need to submit fees for just the beach locations or the entire Fort Pierce parking facilities?	Just the beach locations, however, if the submitting company wishes to provide additional information related to the future expansion as the potential for expansion is explicitly stated in the introduction.
6	Should the operator provide budget pricing for routine maintenance of the facilities and revenue control equipment and the personnel needed for only the beach locations?	Just the beach locations, however, if the submitting company wishes to provide additional information related to the future expansion as the potential for expansion is explicitly stated in the introduction.
7	What type of meters and mobile solutions have or will be procured?	The hardware is part of the RFP – the City is looking to obtain multi-space pay stations in conjunction with mobile pay to park solutions.
8	Will the city be responsible for the cost of and installation of the initial signage roll out and then the operator will cover replacement needs as a part of the management agreement?	TBD – The City will review all proposals.

NO.	QUESTION	ANSWER
9	Should the operators submit a budget based on operating hours from sunrise to sunset seven (7) days per week, and submit an hourly rate for any extension of those hours?	At the submitter's discretion, however, Jetty Park is open 24 hours/day while S. Causeway and Jaycee allow parking beyond sunrise/sunset to allow for boat ramp access.
10	Regarding one other local contact for emergency needs, will the assistant manager or maintenance personnel meet the needs of this other local contact besides the Manager?	Yes.
11	Does the city desire a centrally located customer service office? If so, will the expenses of the centrally located office not be reimbursed by the city as a part of the operational expenses of the pay to park program?	Yes, a centrally located office, the cost of which should be included in the proposal.
12	Is the city open to the engagement of a social media management firm to enhance the marketing and public outreach for the pay to park program, as a budgeted line item?	Yes.
13	Will the forms be made available in a future addendum?	No. Please submit the information requested in your own format. For budget information, please include a grand total line.
14	Will these meters accept coins, currency and credit card payments?	Credit card only or mobile payment options.
15	Does the City plan on using any parking apps i.e. PayByPhone or ParkMobile for patrons to use as an acceptable means of payment?	Yes.
16	Would the City accept an electronic signature rather than in ink signature?	Yes, proposals response shall be submitted electronically, see page 11, item numbered 5 of the proposal document.
17	If submitted digitally, is it OK to have it all in one PDF or do you require forms A – D to be submitted in a separate excel file that is in excel format?	OK to provide as a single document. Please see Question # 13.
18	Is it required that the operator partner with an MBE firm? If so what percentage is the requirement?	No, it is not a requirement to partner with a MBE firm.
19	Will the operator who successfully partners with an MBE firm receive additional point consideration towards the selection criteria?	No, there additional point consideration towards the selection criteria for partnering with a MBE firm.
20	How does the City define sunrise to sunset, what exactly are those times as historically understood by the City?	Based on when the sun comes up or goes down throughout the year.
21	Which locations run 24 hours and what designation of location and service type is the City using to determine the facilities that will be ran 24/7?	Jetty Park operates 24/7. S. Causeway Park and Jaycee Park allow parking beyond sunrise/sunset to allow use of the boat ramps. The parks themselves are closed sunset to sunrise.

NO.	QUESTION	ANSWER
22	<p>“Operating expenses will not include payments to affiliates of the Operator exceeding an amount that would have been paid to a third-party for similar services, nor will operating expenses include Operator’s general overhead expense or any of the following”</p> <p>TO CONFIRM, THE ACCURACY OF OUR INTERPRETATION- IT IS OUR UNDERSTANDING THAT PER THIS SECTION, AS LONG AS THE AMOUNT BEING PAID TO AN AFFILIATE IS BELOW MARKET COST, THE CITY WOULD BE OK WITH THIS TRANSACTION?</p>	<p>The City is looking for a full service provider for the pay-to-park program. All costs associated with the management and operation of the program should be included in the proposal.</p>
23	<p>Administrative related costs and/or expenses incurred in the operation of the pay to park program or other outside operations, as they are incurred in the general management of the affairs of the pay to park program or Operator’s other operations, including the monitoring of the operation and management of the pay to park program;</p> <p>TO CONFIRM, THE ACCURACY OF OUR INTERPRETATION- THE CITY WOULD NOT BE WILLING TO PARTICIPATE AND/OR PAY FOR ANY ADMINISTRATIVE RELATED COST THAT THE OPERATOR INCURRED PROVIDING SHARED SERVICES TO THE CITY, EVEN IF THESE SERVICES WE’RE TO GREATLY REDUCES THE CITIES OVERALL COST OF SERVICE & THE OPERATOR WERE ABLE TO PROVIDE EXTENSIVE REPORTING TO SUBSTANTIATE THE COST WERE IN FACT THE CITIES?</p>	<p>The City is looking for a full service provider for the pay-to-park program. All costs associated with the management and operation of the program should be included in the proposal.</p>
24	<ol style="list-style-type: none"> 1. Currently, whose operator the garages for the city? 2. IF APPLICABLE- Can we be provided with a copy of the current service agreement? 3. What percentage of Revenue is cash vs. credit? 4. Can we be provided the labor expense for the last 3 years? 	<p>There is no current system or operator in place.</p>

NO.	QUESTION	ANSWER
24 Con'td	<p>5. Does any of the Cities parking facilities sell monthly parking to patrons?</p> <p>6. Can we be provided the Cities current rate structure?</p> <p>7. What type of permits is the City currently managing & how is the program being administered?</p> <p>8. Can we be provided the revenue made over the last 3 years?</p> <p>9. Can we be provided the facility transaction count for the last 3 years?</p> <p>10. Can we be provided the operating budget for the facility the prior 3 years?</p> <p>11. Would the City be ok moving to a digital real time monthly reporting dashboard?</p> <p>12. Who currently manages, pays for, & administers the maintenance program for the PRCS systems on site?</p> <p>13. Can we be provided with the name and age of your current PRCS equipment?</p> <p>a. If older than 5 years old would the City be interested in the operator proposing an alternative solution to update & upgrade the system?</p> <p>14. How many entry and exit lanes are currently at each facility?</p>	There is no current system or operator in place.
25	Please provide the Gross Revenues and Payroll for the Fiscal and Contract Years 2022 and YTD.	N/A
26	Please provide Contract year 2022 and 2023 Line item Budget to include: Revenues, Expenses, Management Fee, and any incentive fees.	N/A
27	<p>Please provide a Map of all the parking areas, including the names of the lots, garages, and street parking zones.</p> <p>a. Please provide the total number of spaces per parking lot, garage, and (metered/street parking) zone.</p>	See question # 1 and maps will be provided.
28	Are there any free parking zones we will be enforcing?	No.

NO.	QUESTION	ANSWER
29	What equipment is currently used for the enforcement of these parking areas?	A pen and a ticket book.
30	Is there a standard form that you wish to have vendors fill out for Form A, B, C and D?	No – please see question # 13.
31	Please provide a complete list of reimbursable expenses	N/A – submittal must include a full scope of service.
32	Please provide a complete list of non-reimbursable expenses.	N/A – submittal must include a full scope of service.
33	Do you charge for the parking lots, garages, and street parking? If so, please provide a list of rates structures per lot, garage, and area parking. a. If there are restrictions, monthly parking, or hours of operation, please provide that information.	No – this is a pilot program to introduce a pay to park program. A copy of the ordinance has been provided for review.
34	The Pay to Park Meter Parking, please state how many parking spaces the meters cover for each section/zone. a. How are the meters wired? b. How do they communicate? c. Do they offer real-time reporting? d. What is the equipment model?	Maps of proposed pay to park meters is provided in the addendum. There are no existing units – to be included in the proposal. List of number of spaces – please see question # 1.
35	Is it the responsibility of the enforcement team to provide maintenance clean up, or does the current operator have a designated maintenance/porter team that performs the daily cleanings?	The City will maintain the parks – operator is only responsible for maintaining any equipment associated with the pay to park program.
36	What are the hours of operation for each facility?	See question # 21.
37	What are the hours and days of the week for enforcement?	24/7
38	Will an office be provided in the garage?	No.
39	What enforcement equipment do you currently use? a. Do you use Mobile License Plate Inventory? b. Do you keep a database? c. How many tickets do you issue a month? d. Who issues the tickets, the parking operator, or the City? e. Who adjudicates the tickets?	Equipment – see question # 29. a. No. b. Yes. c. Avg 150 tickets / month d. Currently the City, RFP is for the enforcement of the program. e. The Special Magistrate for the City. If remains unpaid, ticket is forwarded to the St. Lucie County Court System.

NO.	QUESTION	ANSWER
40	<p>Provide the current staffing level and schedule with the number of hours per staff member by job roll.</p> <p>a. Please indicate if the staff is considered full time or part time</p> <p>b. Please provide a seasonal staffing level with hours</p>	<p>The following information is specific to parking enforcement:</p> <p>1 – PT Parking Enforcement Officer – 24 hours/week.</p> <p>2 – FT Code Enforcement Officers – 1 officer per weekend day @ 8 hrs.</p> <p>Weekdays – staff of 4 code officers rotate parks patrol in the course of their daily activities.</p> <p>No seasonal staffing.</p>
41	<p>How many special events are there throughout the year?</p>	<p>Average of 6 large events per year.</p> <p>There are 4 large pavilions that can be rented each weekend at Jaycee Park.</p>
42	<p>What are the network communication capabilities for each location?</p> <p>a. Is there Ethernet available? Is it running to each location with switches in place?</p> <p>b. Is there Internet available?</p> <p>i. Fiber or Cable?</p> <p>c. Bandwidth download and upload speed.</p> <p>d. Who is your internet provider.</p>	<p>No. N/A.</p>
43	<p>What kind of Network infrastructure do you have?</p>	<p>No network on site currently.</p>
44	<p>What is the current PARCS equipment on site?</p> <p>a. Do you have any AVI Technology?</p> <p>b. Do you have a License Plate Inventory/Reader or Mobile License Plate Inventory system?</p> <p>c. Does your current PARCS equipment have EMV capabilities?</p> <p>d. Do you use a HID access credential system?</p> <p>e. Do you have Pay on Foot/Pay in Lane PARCS equipment?</p>	<p>No. N/A.</p>
45	<p>Please provide a current count of employees (Cashier, Ambassador, Maintenance, Enforcement, Manager/Supervisor), please also include</p> <p>a. If they are Full Time or Part Time</p> <p>b. Wage rate</p> <p>c. Job title</p>	<p>PT Parking Enforcement Specialist - starting pay: \$15.64 / hr.</p> <p>FT Code Enforcement Officer – starting pay: \$18.71 / hr.</p>

NO.	QUESTION	ANSWER
46	Who's the credit card "Merchant of Record," the City or the Operator? a. What percentage of gross revenues is paid by credit card?	TBD
47	Please provide the operator's current monthly income statement for the past 12 months.	N/A
48	Whose responsibility is daily cleaning, sweeping, washdowns, light bulb replacement in the garage?	Garage is not part of the pilot program.

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: 
Manual

Signature: Kirsten Dolan
Typed or Printed

Company Name: One Parking, Inc.

Address: 477 South Rosemary Avenue, Suite 216
West Palm Beach, FL 33401

Date: 10/02/2023

/gc

**Attachments: Parking Ordinance
Park Maps (Total of 5)**

October 6, 2023

CITY OF FORT PIERCE
PARKING MANAGEMENT SERVICES



RFP NO. 2023-057

ADDENDUM NO. 5


The purpose of this addendum is to respond to questions submitted by potential proposer for clarification of the proposal specifications:

NO.	QUESTION	ANSWER
1	Are the non -marked spaces going to be accessible for parking.	Once they become marked spaces, yes
2	During the pre bid it was asked if we can propose only Pay by sign without needing actual pay by space meters. It was told to the bidders it will be left up to use how we want to present it to the city. In the 4 th addendum question 7 says something different. Please clarify.	Based on prior information, the City is looking at a dual approach. However, we are still in the beginning stages and if a company feels a single approach, such as stated in this question – then please present it.
3	Is the operator responsible for trash pick up or only pay to park equipment?	Only the pay to park equipment.
4	Can bidder send full proposal in PDF to purchasing@cityoffortpierce.com ?	Yes
5	Can the bidder send the 2 years of company financials separate from the proposal?	Yes
6	RFP section 3 says you require ink signature. If we submit electronically is that still valid?	Yes
7	Page 14, Section III, 11. Certificate of Insurance and Bonding Requirements, 11.2 Bond Requirements. The RFP indicates both a performance and payment bond are required. The section goes on to reference “ Please see Section III Required Limits of Insurance, Performance and Payment Bonds. ” No additional information is provided regarding the bonds. Example: Bond forms, when bonds are to be submitted, etc.	Insurance Requirements for this project are in Section II, page 9. 11.2 Bond Requirements will need to be modified to read, Performance and Payment Bonds will be required of the successful Proposer in the amount of 100 % of the contract amount. Please disregard the, “Please see Section III Required Limits of Insurance, Performance and Payment Bonds.” Also, please reference item numbered 3 on Addendum No. 4. The bond forms (Performance and Payment) will be provided along with the award documentation to the successful proposers.

NO.	QUESTION	ANSWER
9	Page 15, Section IV Instructions for Preparing Proposals, 1. Proposal and Qualifications, 1.01.3 Financial Proposal. The City is requesting a proposed operating budget for year-one of the operation. The term of the contract is three (3) years. The City is requiring payment and performance bonds for the contract amount. Is the bond amount based only on the first year budget? If no, please provide how the operator should calculate the bond amount. –	See Addendum No. 4, item numbered 3.
10	Page 22, Section V Statement of Work, 10. Cost of Operations. The RFP states “Operator must complete and include all Forms included in the enclosed Excel File, in the format provided, with their submittal.” Please confirm the City is no longer providing an Excel spreadsheet.	Reference Addendum No. 4, item numbered 13

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: 
Manual

Signature: Kirsten Dolan
Typed or Printed

Company Name: One Parking, Inc.

Address: 477 S Rosemary Avenue, Suite 216
West Palm Beach, FL 33401

Date: 10/09/2023

/gc