



AGENDA
COMBINED BOARD MEETING
Bay County Tourist Development Council
Panama City Beach Convention & Visitors Bureau, Inc.
Panama City Beach

Tuesday, December 14, 2021

9:00 a.m.

Council Chambers, PCB City Hall

- I. CALL MEETING TO ORDER**
- II. ROLL CALL**
 - A. Invocation
 - B. Pledge of Allegiance
 - C. Approve August, September, & November 2021 minutes
- III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)**
- IV. CONSENT AGENDA**
 - A. Acknowledge the September & October 2021 Tourist Development Tax Collections Reports
 - B. Approve recommendation to the BOCC to award the agreement for the Beach Trash and Grooming to Coastal Parasail
- V. PRESENTATIONS**
 - A. Northwest Florida Beaches International Airport (ECP) Update, Mr. Parker McClellan
- VI. DISCUSSION ITEMS**
 - A. Sports Park Update, Mr. Jason Clement and Mr. Bob Stout, Sports Facilities Companies
 - B. Workforce Development Update, Mr. Dan Rowe
- VII. PRESIDENT'S REPORT**
- VIII. CHAIRMAN'S REPORT**
- IX. AUDIENCE PARTICIPATION**
- X. ADJOURNMENT**

MOTIONS PASSED AT THE COMBINED BOARD MEETING, Tuesday, August 24, 2021

Approved June 2021 Minutes
Mr. Patronis/Mr. Walsingham

Approved Consent Agenda
Mr. Griffiths/Mr. Chester

Approved Action Item A
Mr. Griffiths/Mr. Chester

Approved Action Item B
Mr. Walsingham/Mr. Phillips

Approved Action Item C
Mr. Phillips/Mr. Wilkes

Approved Action Item D
Mr. Phillips/Mr. Casto

Approved Action Item E
Mr. Wilkes/Mr. Walsingham

Approved Action Item F
Mr. Wilkes/Mr. Bailey

COMBINED BOARD MEETING
Bay County Tourist Development Council
Panama City Beach Convention & Visitors Bureau, Inc.
Panama City Beach

Tuesday, August 24, 2021

9:00 a.m.

Council Room, PCB City Hall

Board Members Present:

Bailey, Steve (V-Chair)
Casto, Paul
Chester, Phil
Griffitts, Phillip
Patronis, Yonnie (S/T)
Pease, Chair (Chairman)
Phillips, Andy
Walsingham, Gary
Wilkes, Buddy

I. CALL MEETING TO ORDER

Chairman Pease called the meeting to order at 9:00 a.m.

II. ROLL CALL

All nine members present at the time of Roll Call.

- A. Invocation
Mr. Chester gave the Invocation.
- B. Pledge of Allegiance
Ms. Pease led the Pledge of Allegiance.
- C. Approve June 2021 Minutes

Mr. Patronis moved; seconded by Mr. Walsingham to approve the minutes.

Motion passed with unanimous vote.

III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)

None

IV. CONSENT AGENDA

Mr. Rowe read the Consent Agenda into the record.

- A. Approve the Mexico Beach CDC FY2022 Budget and Program of Work
- B. Approve the Panama City CDC FY 2022 Budget and Program of Work
- C. Acknowledge the June 2021 Tourist Development Tax Collections Report
- D. Acknowledge the June 2021 Financial Statement
- E. Approve Renewal of the Sustainable Beaches, LLC Consulting Services Agreement & Scope of Work for FY 2022

Mr. Griffitts moved; seconded by Mr. Chester to approve the consent agenda.

Motion passed with unanimous vote.

V. ACTION ITEMS

- A. Discuss and consider for approval a recommendation to Bay County to execute Florida Department of Environment Protection Grant Agreement 22BA2, St. Andrews State Park Beach Restoration Project, Ms. Lisa Armbruster

Ms. Armbruster gave a summary of the totally grant funded agreement.

Mr. Griffitts moved; seconded by Mr. Chester to approve.

Motion passed with unanimous vote.

- B. Discuss and consider for approval a recommendation to Bay County to execute the Memo of Agreement with the USACE for Addition Sand Placement for St. Andrews Restoration Project, Ms. Lisa Armbruster

Ms. Armbruster gave a summary of the agreement.

Mr. Walsingham moved; seconded by Mr. Phillips to approve.

Motion passed with unanimous vote.

- C. Discuss and consider for approval a recommendation to Bay County to execute the Combined Task Order and Notice to Proceed 001, CPE, Panama City Beaches Construction Management Support, Ms. Lisa Armbruster

Ms. Armbruster gave a summary of the task order.

Mr. Phillips moved; seconded by Mr. Wilkes to approve.

Motion passed with unanimous vote.

- D. Discuss and consider for approval a recommendation to Bay County to execute the Combined Task Order and Notice to Proceed 002, with MRD Associates, Panama City Beaches Renourishment Construction Phase Observation and Inspection Services. Ms. Lisa Armbruster

Ms. Armbruster gave a summary of the task order.

Mr. Phillips moved; seconded by Mr. Casto to approve.

Motion passed with unanimous vote.

- E. Discuss and consider for approval the FY 2022 Panama City Beach CVB Budget and Program of Work

Mr. Rowe discussed the effects of Covid19 on the planning of the FY22 budget and pow. He highlighted significant areas of interest as well as awards our Marketing Team were given for their campaign during the pandemic. He stated that the organization as a whole has been involved with projects, via TDC/CVB board actions, that are a positive impact within the community. He said working to improve and be part of the community is a high priority and part of the organization's principals going forward. Goals going forward is to increase and exceed revenues during difficult times. He said the budget is consistent with the past with some line items having some growth. He answered questions including that the digital media campaigns are continuing to be able to quickly shift if the pandemic or other things require it.

Mr. Rowe was asked about the status of the gateway landscaping project. He informed the board about the timing of the architect's renderings as well as the locations and potential funding. He also stated that the architect will be working with the DOT, which includes regulation constraints.

Mr. Wilkes moved; seconded by Mr. Walsingham to approve.

Motion passed with unanimous vote.

- F. Discuss and consider for approval the FY 2022 Panama City Beach Sports Park Budget and Business Plan

Mr. Jamie Cox discussed the park's performance and operations. He highlighted the effect of the pandemic on cancellations as well as going forward. Mr. Richard Sanders also spoke about the cancellations being caused by the pandemic and the effects of higher room rates on tournaments participation.

Mr. Cox discussed the revenue including food and beverage and the growth in that line item. He answered questions from the board regarding food trucks being brought in during large tournaments being a great aid. Also, he discussed the fees being charged to them as well as the benefit of having them. Mr. Cox discussed his five-year projections that were updated to give more accurate information based on actual revenues and expenditures.

Mr. Wilkes moved; seconded by Mr. Bailey to approve.

Motion passed with unanimous vote.

VI. PRESIDENT'S REPORT

None

VII. CHAIRMAN'S REPORT

None

VIII. AUDIENCE PARTICIPATION

Introduction of the new PCB Police & Fire Chiefs

IX. ADJOURNMENT

Respectfully submitted,
Sharon Cook, Recording Secretary

MOTIONS PASSED AT THE COMBINED BOARD MEETING, Tuesday, September 14, 2021

Approved July 2021 Minutes
Mr. Patronis/Mr. Walsingham

Approved Consent Agenda
Mr. Walsingham/Mr. Chester

Approved Action Item A
Mr. Wilkes/Mr. Griffitts

COMBINED BOARD MEETING
Bay County Tourist Development Council
Panama City Beach Convention & Visitors Bureau, Inc.
Panama City Beach

Tuesday, September 14, 2021

9:00 a.m.

Council Room, PCB City Hall

Board Members Present:

Bailey, Steve (V-Chair)

Casto, Paul

Chester, Phil

Griffitts, Phillip

Patronis, Yonnie (S/T)

Walsingham, Gary

Wilkes, Buddy

Pease, Clair (Chairman)

Board Members Absent:

Phillips, Andy

I. CALL MEETING TO ORDER

Chairman Pease called the meeting to order at 9:00 a.m.

II. ROLL CALL

Eight members present at the time of Roll Call. Mr. Phillips was absent.

A. Invocation

Mr. Wilkes gave the Invocation.

B. Pledge of Allegiance

Ms. Pease led the Pledge of Allegiance.

C. Approve July 2021 Minutes

Mr. Patronis moved; seconded by Mr. Walsingham to approve the July 2021 Minutes.

Motion passed with unanimous vote.

III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)

None

IV. CONSENT AGENDA

Mr. Rowe read the Consent Agenda into the record.

A. Acknowledge the Tourist Development Tax Collections Report

Mr. Walsingham moved; seconded by Mr. Chester to approve the consent agenda.

Motion passed with unanimous vote.

V. ACTION ITEMS

A. Discuss and consider for approval the FY 2022 Panama City Beach TDC/CVB Marketing Plan,
Ms. Jayna Leach & Ms. Melanie Strom

Ms. Leach discussed the upcoming marketing plan. She stated that the focus is to maintain momentum and stay aggressive in the campaigns. She summarized the social media impact as well as to maintain flexibility with digital marketing. She then introduced Ms. Anderson who then gave a summary of the creative work in the marketing plan. Then Ms. Leach introduced Ms. Strom from Watagua group who also discussed the marketing plan. She discussed brand awareness and competitive conquering as a strategy as well as keeping visitors coming back. She stated that one part of the plan is reaching new online audiences and monitoring online activity. She also discussed the markets that are targeted and how the marketing is driven based on the change in activity in those markets. Each market has a dedicated plan of action and modification of the marketing can be done accordingly. She reviewed the brand partners that will be used in the digital as well as print plan.

Ms. Strom discussed our PCB Pandora radio station as well as Spotify and the refreshment of those stations. She also reviewed TV advertising targeting. She also discussed the sports and events partners in digital and print in the plan. Also discussed was quarterly reporting and monitoring of the success of each component of the marketing plan across all media platforms.

Ms. Leach then summarized the budget and the line items of most importance as related in support of the overall marketing plan for FY2022. The board made comments regarding years passed and how technology has become the driver in marketing. Mr. Wilkes asked if other destinations did as well as PCB or was there overspill as a result of competitor's being full. Mr. Rowe stated that most Florida destinations did very well and the marketing plan is moving forward very strongly to pull visitors away from them. He said that KeyData provides that competitor booking information that is then used to reposition and retarget marketing as needed.

The Board had a discussion of the market in general then focused on the cruise market. Mr. Rowe stated how our marketing plan being flexible and adaptable has driven the success during the pandemic and resurgence of the variants.

Mr. Wilkes moved; seconded by Mr. Griffiths to approve the Action Item A.

Motion passed with unanimous vote.

VI. PRESIDENT'S REPORT

Mr. Rowe discussed three items; The beach renourishment project began on the west end of the beach, the Visitor's Center/Admin building has had a new roof completed, and an hourly increase given to legal counsel provided the Board does not object. He stated it had been more than five years since Mr. Sale was given an increase. The Board did not object.

VII. CHAIRMAN'S REPORT

NONE

VIII. AUDIENCE PARTICIPATION

NONE

IX. ADJOURNMENT

Respectfully submitted,
Sharon Cook, Recording Secretary

MOTIONS PASSED AT THE COMBINED BOARD MEETING, Tuesday, November 09, 2021

NONE

COMBINED BOARD MEETING
Bay County Tourist Development Council
Panama City Beach Convention & Visitors Bureau, Inc.
Panama City Beach

Tuesday, November 09, 2021

9:00 a.m.

Council Room, PCB City Hall

Board Members Present:

Bailey, Steve (V-Chair)

Casto, Paul

Walsingham, Gary

Pease, Clair (Chairman)

Board Members Absent:

Phillips, Andy

Chester, Phil

Griffitts, Phillip

Patronis, Yonnie (S/T)

Wilkes, Buddy

I. CALL MEETING TO ORDER

Chairman Pease called the meeting to order at 9:00 a.m.

II. ROLL CALL

Four members were present at the time of Roll Call. Mr. Rowe declared a non-quorum; no voting Action took place.

- A. Invocation
Mr. Casto gave the Invocation.
- B. Pledge of Allegiance
Ms. Pease led the Pledge of Allegiance.
- C. Approve August & September 2021 minutes

No Motion Made; Will be brought back at the next meeting.

III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)

None

IV. CONSENT AGENDA

Mr. Rowe read the Consent Agenda into the record.

- A. Acknowledge the Tourist Development Tax Collections Report

With no action by the Board, Mr. Rowe discussed the success of the collections for the month of September. Also, he discussed the American Rescue Plan federal funding coming into the state of Florida. The Cares Act also brought in funding to Florida. He said that the Indoor Sports Center and Skills Building could possibly be partially funded via these funds. He discussed the potential location of the Indoor Center as well as adding the skate park to the grant proposal. Also, he said that the location of the skate park is under consideration and is being discussed. He said J. Michael Brown is working on the grant proposal. Mr. Walsingham asked the cost of the skills building and our match cost. Mr. Rowe stated that it will be roughly 1.6-2 million dollars. Our match would be around 400,000 thousand dollars which is already in the budget in Tourism Development Projects. He said the county also has funds for the skate park. He said the skate park will be designed for competitions and will be open for public daily use.

Mr. Rowe gave an update on the progress of the Indoor Sports Center. He discussed how the center has evolved into a multi-use facility after Hurricane Michael. The center will also be an Emergency Operations Center during

and after a storm. He said with this alteration to the plans, we will be looking to get FEMA and HUD funding around 14 million dollars.

He gave a summary of how the center will be used for emergency operations, post storm business center, and other uses to restore our economy post storm. He said that during non-storm time, it will also have a shared gym with the Walsingham Academy to help extend the public resources within Bay County.

He then discussed the Navy, Tech Bridge Gulf Coast, that runs from Tallahassee to New Orleans. NSA PC can also use the center for this Tech Bridge as well as meeting space and classified briefing rooms.

He discussed the location and how that works for its purpose.

Mr. Rowe answered questions by the board. The utilities will be underground and new fiber connections to ensure its capability to stay operational during and after storms. Also discussed was the day to day management of the center, which would be done in conjunction with the current management company of the sports park, SFM.

Ms. Peace discussed the aftermath of the hurricanes and making sure this center meets the needs.

Mr. Rowe discussed how he has been working with the EOC and other emergency management centers to ensure the indoor center will be outfitted for that purpose. Mr. Bailey asked what size tournaments it can house.

Mr. Sanders said the demand for indoor sports is great. The number of tournaments is quite large and downtime can be filled with other events.

Mr. Walsingham asked if the indoor center could be added on to or enlarged in the future. Mr. Rowe stated that the stormwater area is being moved which will allow for future expansion. He said he has planned for future expansion in the initial plan. Also Mr. Rowe stated that parking is adequate as well as being able to use the school's lot when not in session. He also stated that new signage is in process and that it's the design responsibility of the St. Joe Company.

He stated that Griffitts Pkwy will ultimately end in the round a bout on Chip Seal Pkwy.

No Motion Made.

V. DISCUSSION ITEMS

- A. US EDA Grant Opportunity-ARPA, Mr. Dan Rowe & Mr. J. Michael Brown

VI. PRESIDENT'S REPORT

Mr. Rowe said that the push is on for upcoming events such as Beach Home for the Holidays, Beach Ball Drop, and Madi Gras. He said that a market correction from covid is expected regarding tax collection, but all efforts are being made to ensure that doesn't affect collections.

VII. CHAIRMAN'S REPORT

Ms. Pease asked for the board to make a list of projects to give to Mr. Rowe that can be valued for the potential use of excess cash carry forward funds. Mr. Rowe said that would be very helpful to take to the county to show the intended use of those funds and how it can improve and build our community. He said he will take the boards list of projects, discuss with each board member, put a cost to each project, then bring a recommendation back to the board at a future meeting. Ms. Pease also asked to look into paying down the sports park debt as well as having a reserve of funds for the sports park to handle future issues. She also asked for the cost of making the back four fields artificial as well as paving the road to those back fields.

She also discussed remodeling the CVB office. Mr. Rowe said that was being discussed including a large enough conference room that could host our board meetings. Mr. Casto suggested moving the visitor center and offices to a newly built property at the foot of the west bay bridge.

Ms. Pease discussed the beach access signage refurbishment. Also, she asked for funds to be in reserves for post storm emergency fund needs.

Also discussed was the additional landscape project. Mr. Rowe stated that he has an appointment with the architect and will get back with the board. He also said he was told not to touch back beach road yet as road expansion will be taking place. The gateways are the focus.

Mr. Walsingham, and the board agreed, the intersection of Chip Seal Pkwy and Back Beach Rd needs to be brought to the DOT for the future growth and increase in traffic in that area.

Mr. Casto asked if more funds for public safety can be given. Mr. Rowe stated that the maximum amount allowed by law is currently being given.

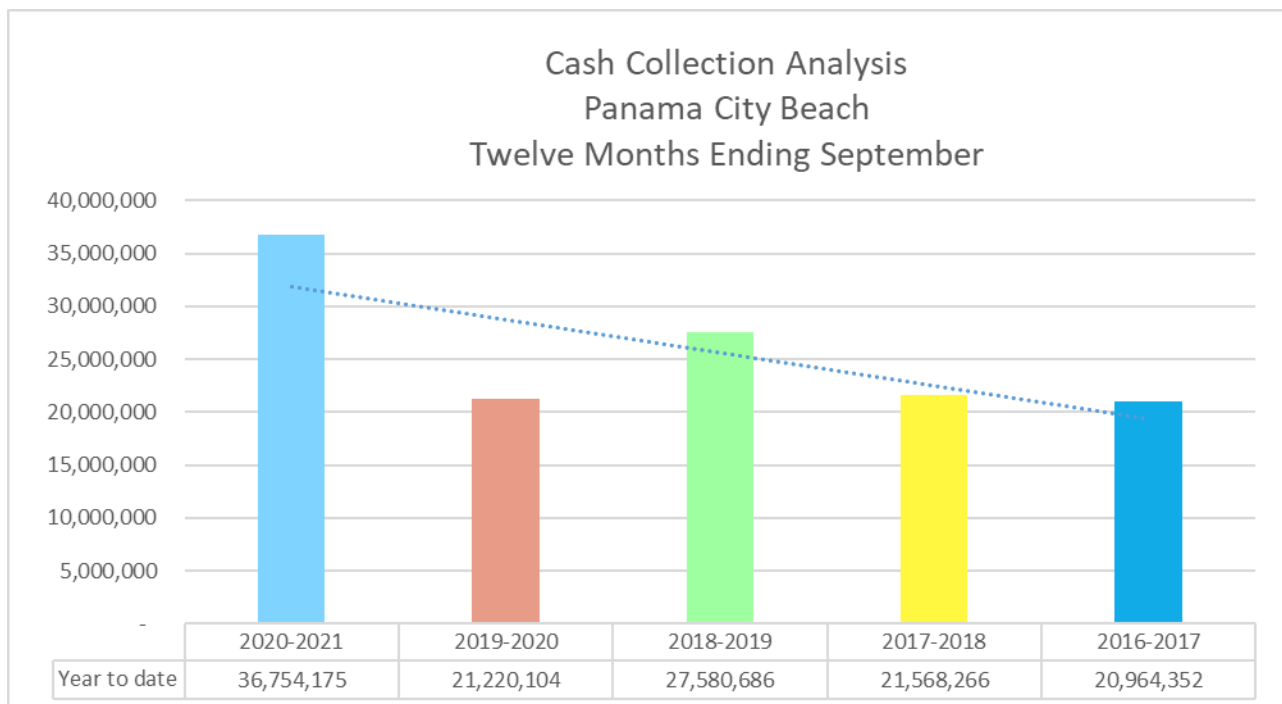
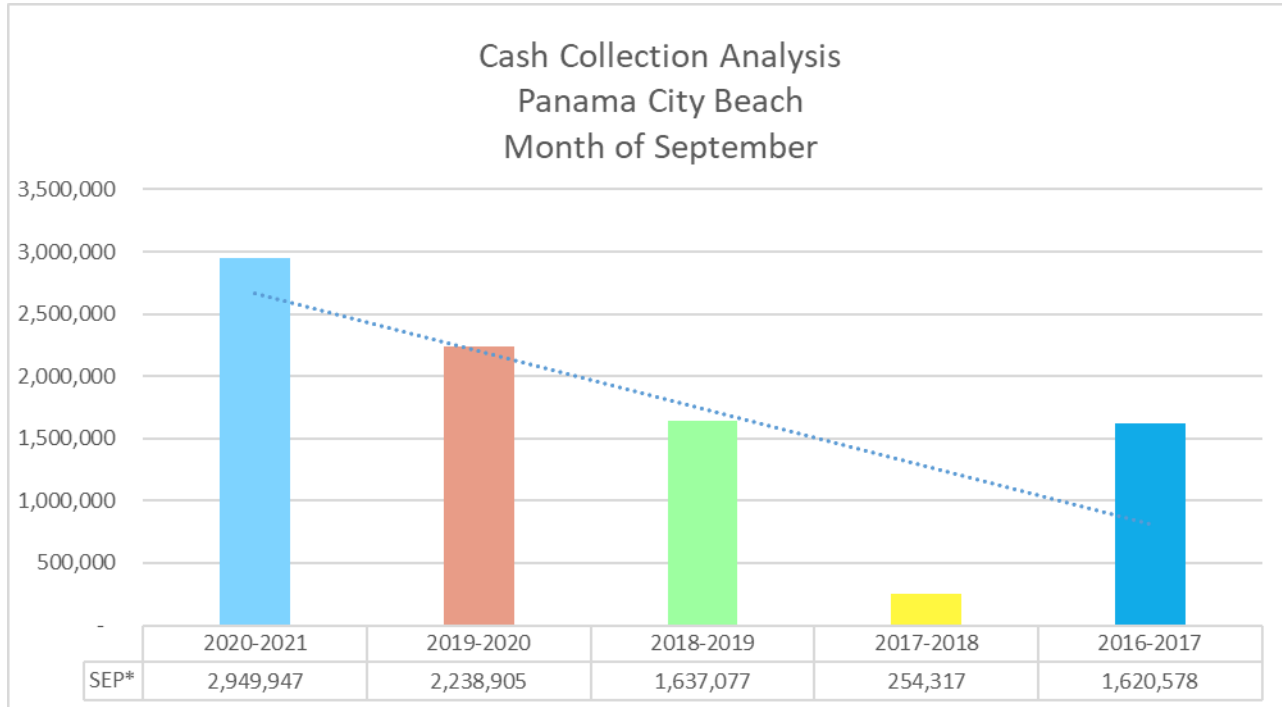
VIII. AUDIENCE PARTICIPATION
NONE

IX. ADJOURNMENT

Respectfully submitted,
Sharon Cook, Recording Secretary



Tourist Development Tax, Bay County, Florida



Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402

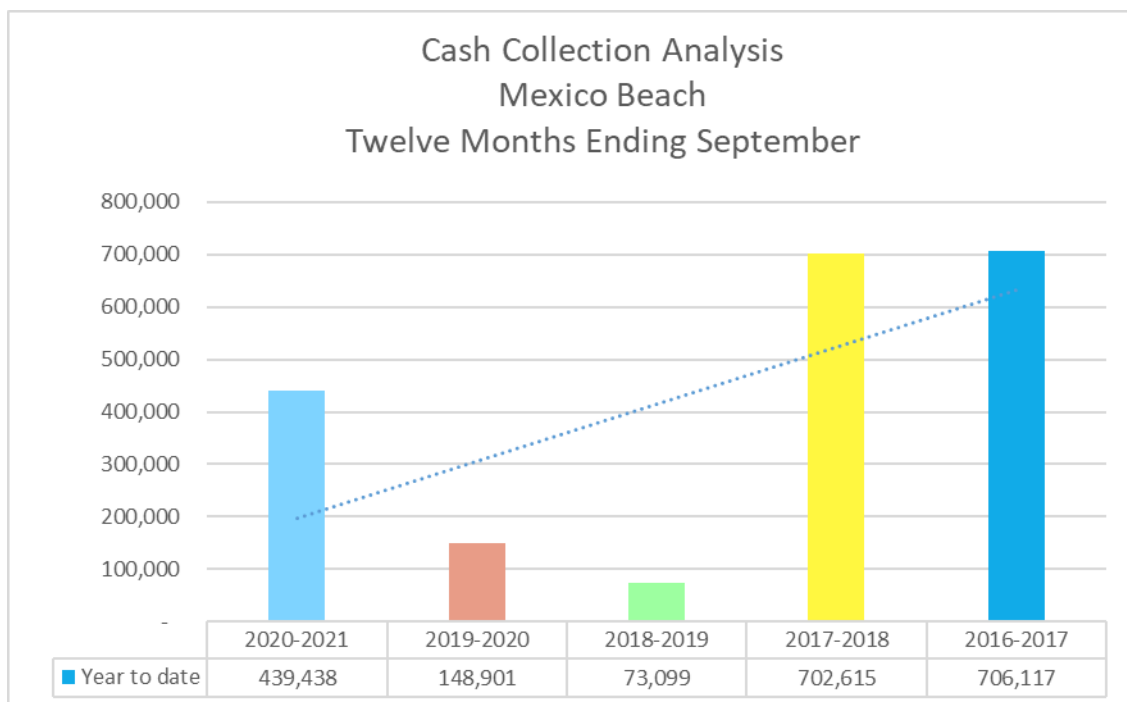
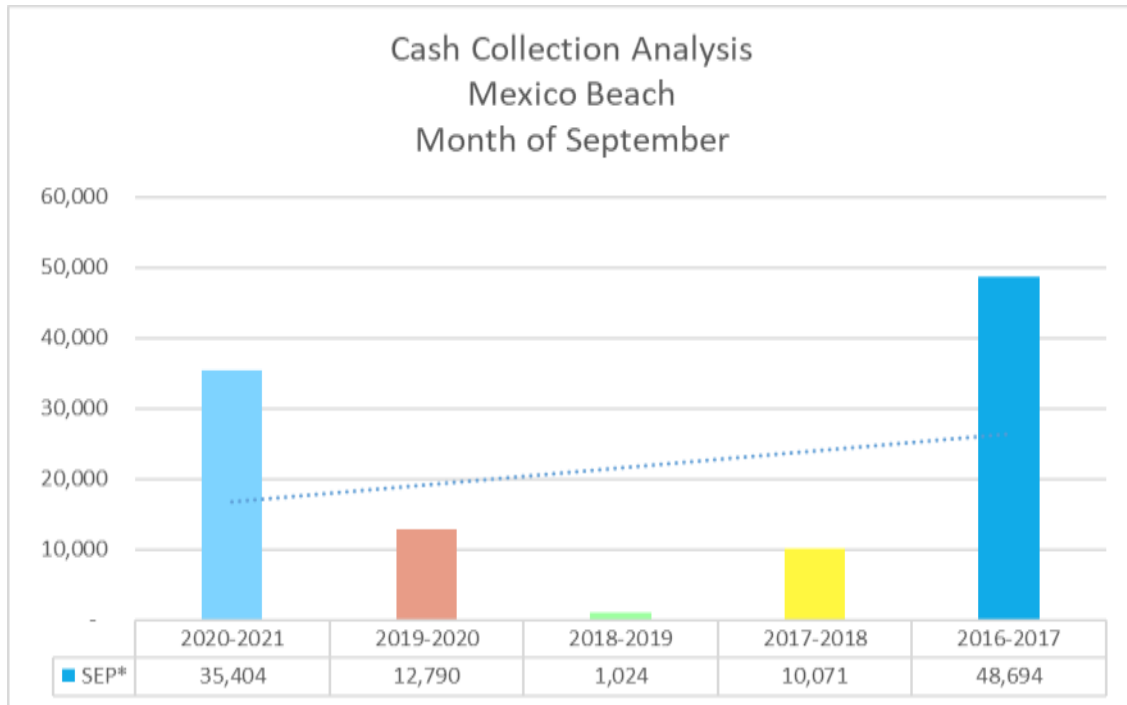
Express Delivery: 840 w 11th St Suite #3000, Panama City, Florida 32401

Phone: (850) 747-5226 Fax: (850) 747-5212

Visit us at: <https://TDC.BayCoClerk.com/TouristTax/> Email: TDC@BayCoClerk.com



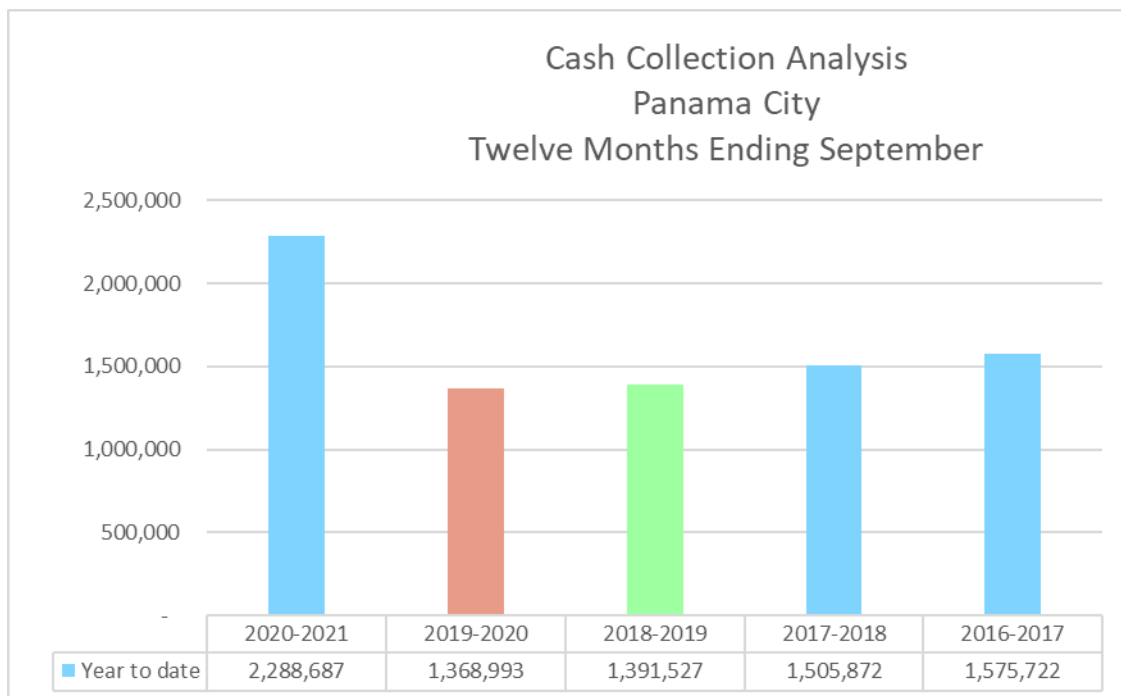
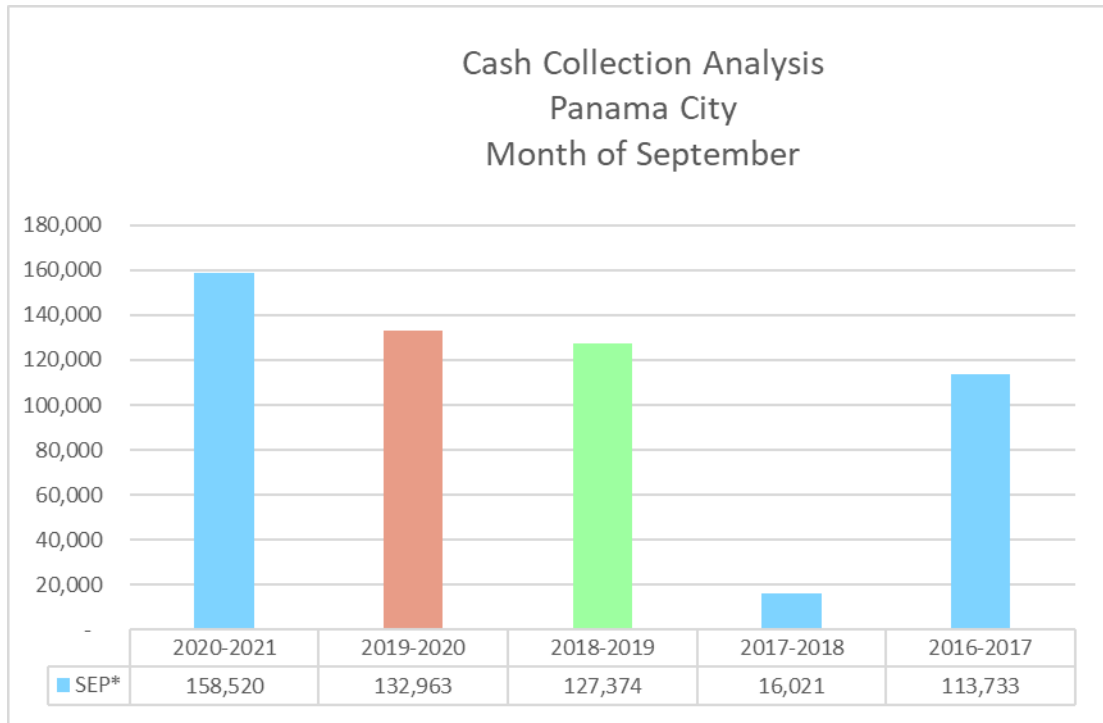
Tourist Development Tax, Bay County, Florida



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Tourist Development Tax, Bay County, Florida



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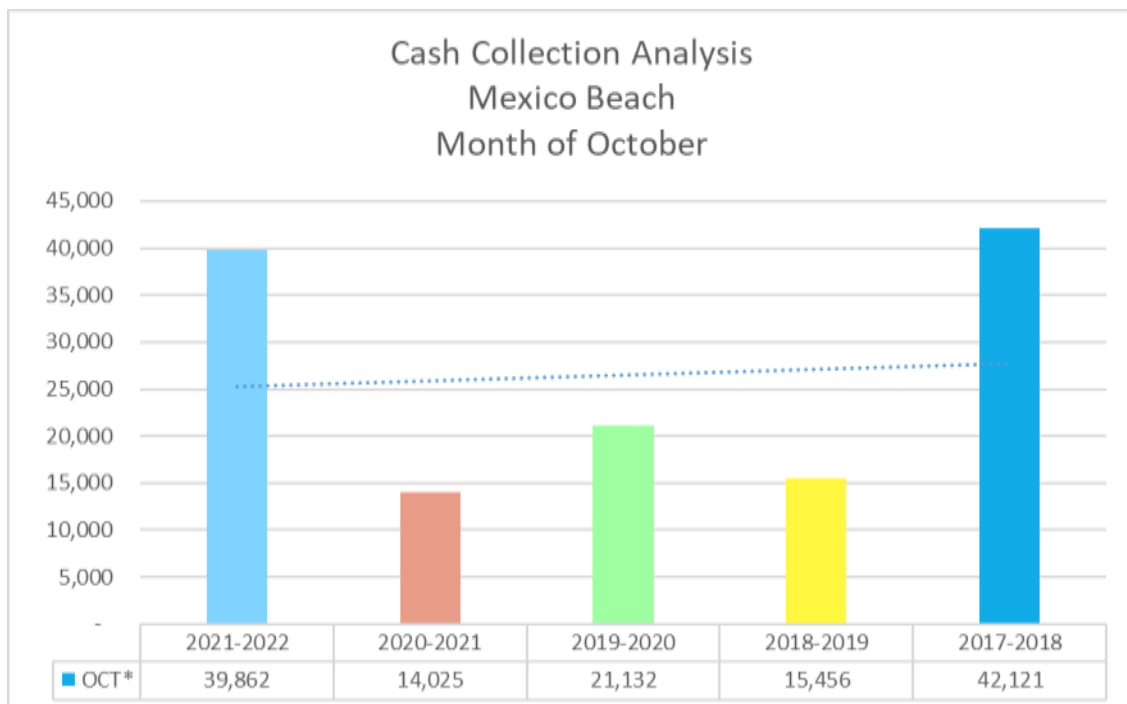
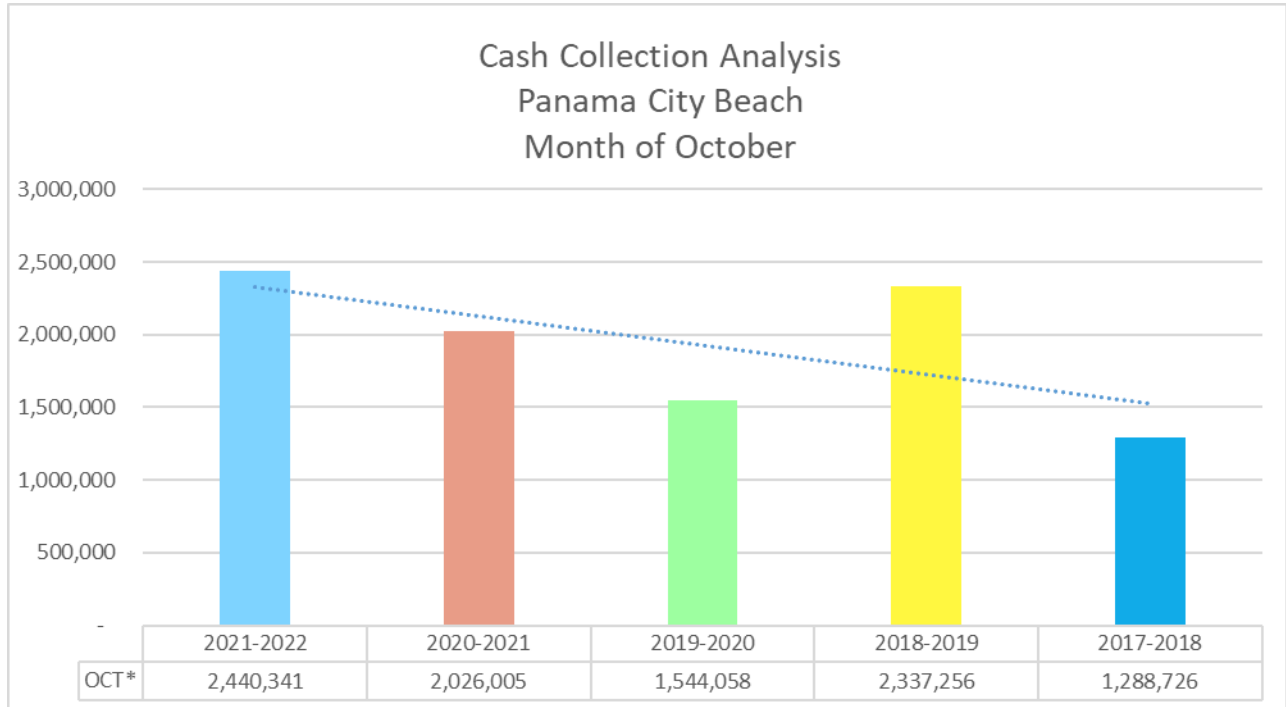
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Tourist Development Tax, Bay County, Florida



Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402

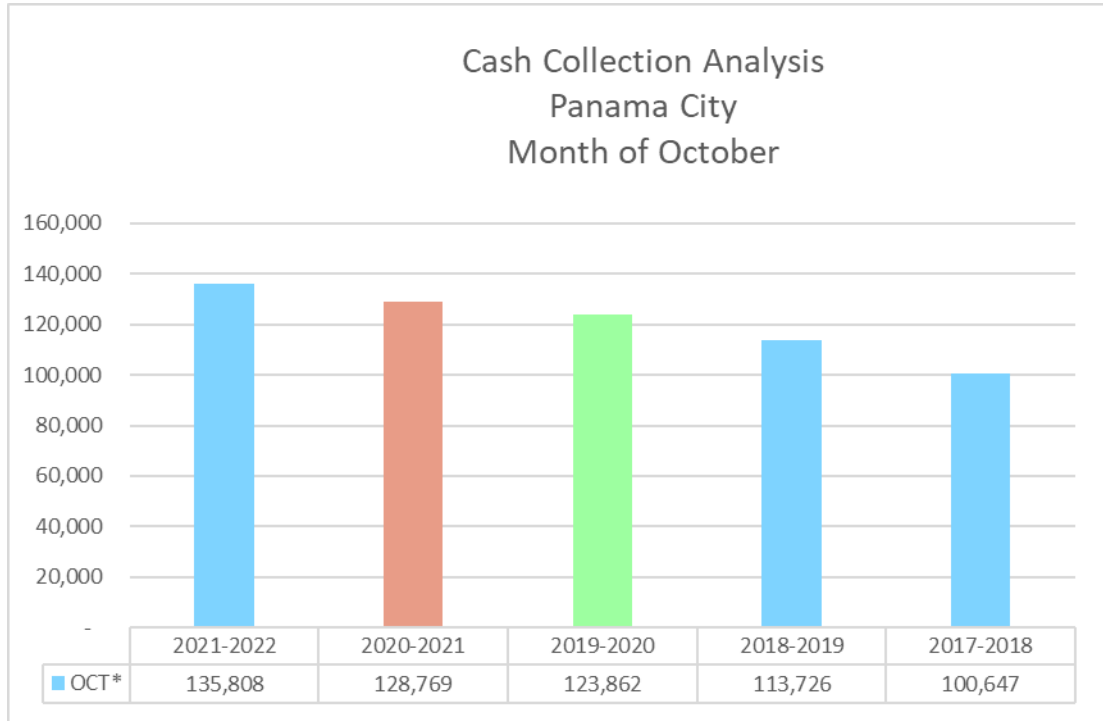
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Tourist Development Tax, Bay County, Florida



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Phone: (850) 747-5226 Fax: (850) 747-5212
Visit us at: <https://TDC.BayCoClerk.com/TouristTax/> Email: TDC@BayCoClerk.com

RFP 22-11 Beach Trash Pickup and Grooming Evaluation Scores

Evaluator/Company	Coastal Parasail, Inc
1	95
2	100
3	95
4	98
5	95
Total Score	483
Avg Score	97
Rank	1

RFP NO. 22-11

COASTAL PARASAIL, INC

PROPOSAL

for

**BEACH TRASH PICK-UP
AND GROOMING SERVICES**

Presented to the

Bay County Tourist Development Council

and the

Bay County Board of County Commissioners

Bay County, FL

November 30, 2021

ORIGINAL



November 30, 2021

Bay County Tourist Development Council and
Board of County Commissioners of Bay County
C/O Purchasing Director
840 W. 11th Street, Suite 2500
Panama City, FL 32401

Via Hand Delivery

RE: RFP NO. 22-21 PROPOSAL FOR BEACH TRASH PICK-UP AND GROOMING SERVICES

Coastal Parasail, Inc. ("CPI") is pleased to provide this proposal for the above referenced RFP. CPI is uniquely qualified to perform Beach Trash Pick-Up and Grooming Services for the Bay County Tourist Development Council. CPI has successfully performed the contract for the last 20 years. During that time we have made large capital investments, including modifying beach rakes, and gained valuable understanding and experience of Panama City Beach trash pick-up and grooming that makes CPI the most qualified contractor to perform the services required by the RFP.

The agreement requires that contractors finish all grooming activities during daylight hours following Panama City Beach Turtle Watch, Inc. ("Turtle Watch") notification of clearance to the contractor during turtle season. Night work is not allowed during turtle season and grooming can not be started until the beach is cleared by Turtle Watch's designated monitor which usually occurs around 7 AM. CPI invested in beach rake modifications which allow CPI to finish a grooming section twice as fast. A letter of recommendation from H. Barber & Sons, the world's #1 selling beach rake, is attached.

CPI employs a professional environmental engineer to coordinate with Turtle Watch monitors and has several years of successful experience working with Bay County's current Turtle Watch contractor. CPI is the largest beach vendor in Bay County. This allows us to have a presence on the beach that no other contractor can match.

The enclosed package further details our qualifications and experience. Please find enclosed an original with six (6) copies and one electronic version of our bid package.

Sincerely,

Adris Pender, President, Coastal Parasail, Inc.
P.O. Box 18671
Panama City Beach, FL 32417
850-527-6335
Chuteadris@aol.com
Enclosure: as stated

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Tab 2

General Information

2. GENERAL INFORMATION

a. FIRM INFORMATION

- i. Coastal Parasail, Inc.
P.O. Box 18671
Panama City Beach, FL 32417
Physical Address
5711 North Lagoon Drive
Panama City Beach, FL 32408
850-527-6335 (cell)
There is no fax number
chuteadris@aol.com (email)
FEID # 59-293-5585
www.watersportspc.com (website)
- ii. Coastal Parasail, Inc., was established November 22, 1988
- iii. Coastal Parasail, Inc. (CPI) is a Florida "S" Corporation
- iv. State Registration, Authorizations and Licenses (see following pages)
 - (1) Proof of Registration, Florida Department of State
 - (2) Currently working under FDEP Beach Cleaning Permit
 - (3) Bay County License to Collect or Transport Solid Waste in Unincorporated Bay County
 - (4) Current City of Panama City Beach Business License
 - (5) Ron Rogers Professional Engineering License
 - (6) Permits, deposits and billing already established with Bay County Solid Waste Management, account #236
 - (7) All drivers have commercial driver licenses
 - (8) All trash transportation vehicles & trailers are FDOT approved
- v. CPI is not a certified minority business enterprise
- vi. Brief History of Coastal Parasail, Inc.

Established in the late 1980's, Coastal Parasail, Inc., has provided retail and beach services in the Panama City Beach area for over 30 years. Since 2001, CPI has been responsible for providing beach grooming and trash removal services under contract to the Board of County Commissioners of Bay County, Florida working on behalf of and responsible to the Bay County Tourist Development Council (TDC).



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

Detail by Entity Name

Florida Profit Corporation
COASTAL PARASAIL, INC.

Filing Information

Document Number	K46756
FEI/EIN Number	59-2935585
Date Filed	11/22/1988
State	FL
Status	ACTIVE
Last Event	REINSTATEMENT
Event Date Filed	12/11/1989

Principal Address

5711 NORTH LAGOON DRIVE
PANAMA CITY BEACH, FL 32408

Changed: 04/24/2009

Mailing Address

P.O. BOX 18671
PANAMA CITY BEACH, FL 32417

Changed: 04/24/2009

Registered Agent Name & Address

PENDER, ADRIS
5711 NORTH LAGOON DR
PANAMA CITY BEACH, FL 32408

Name Changed: 04/24/2009

Address Changed: 04/24/2009

Officer/Director Detail

Name & Address

Title PVST

PENDER, ADRIS
P.O. BOX 18671
PANAMA CITY BEACH, FL 32417

<https://search.sunbiz.org/inquiry/CorporationSearch/SearchResultDetail?inquirytype=EntityName&directionType=Initial&searchNameOrder=COASTAL...> 1/2

Figure 1: Registration with Florida Department of State

File

←
LICENSE

The Board of County Commissioners of Bay County, Florida, (the "Licensor"), pursuant to Florida law, Ordinance No. 91-10 and Resolution No. 1624, does hereby authorize Coastal Parasail, Inc.

of 5709 N. Lagoon Drive, Panama City Beach, Florida 32408 (the "Licensee"), to engage in the business of collecting or transporting Solid Waste within the unincorporated areas of Bay County subject to the terms and conditions of this License. As consideration for the issuance of this License, the Licensor acknowledges receipt of the Licensee's \$100 License fee and completed application.

1. Definitions. The terms in this License shall have the same meaning as the same terms are defined in Ordinance No. 91-10.
2. Public Purpose. To ensure the orderly flow of Solid Waste to County approved Solid Waste Facilities, to assist the Licensor in the collection of Tipping Fees and to protect the citizens of Bay County, the Licensor has determined that all persons engaged in the business of collecting or transporting Solid Waste within the unincorporated areas of Bay County must receive a license from the Licensor.
3. License a Privilege. This License is a privilege subject to the terms and conditions of this License and shall not be deemed to create a property interest with respect to the License or to the Licensee. The Licensor may revoke this License pursuant to Resolution 1624 for failure to comply with its terms and conditions, and the Licensor may refuse to renew this License in the event such renewal conflicts with any law, rule or regulation adopted by the Licensor concerning the collection, transportation or disposal of Solid Waste.
4. Area of Service. This License shall govern and regulate the collection or transportation of Solid Waste by Licensee within the unincorporated areas of Bay County.
5. License Termination. This License shall terminate on September 30, 2011, and Licensee must apply on or before September 1, 2011, to be eligible to receive a renewal of this License, effective October 1, 2011.
6. License Not Transferable. This License is personal to the Licensee, and this License may not be sold, transferred, leased, assigned or disposed, in whole or in part, either by sale, merger, consolidation or otherwise.
7. License Subject to Rules of Licensor. The Licensee shall comply with all rules and regulations of the Licensor concerning the collection, transportation and disposal of Solid Waste, including Ordinance No., 91-10, Resolutions 1624 and 1629, and the Bay County Solid Waste Management Policies dated September 23, 1991, as the same may be amended from time to time.

Figure 3: Bay County License to Collect or Transport Solid Waste in Unincorporated Bay County, Page 1

8. Indemnification. The Licensee shall appear and defend all actions against the Licensor arising out of the exercise of authority under this License and shall indemnify and save the Licensor, its officers, employees and agents harmless and free of all claims, demands, actions or causes of action of any kind and description arising out of, or in any way connected with, the services provided or required to be provided, or other actions taken or omitted to be taken or required to be taken pursuant to this License, including attorneys' fees and costs incurred by the Licensor except as the same may relate to the direct negligence of the Licensor, its officers, employees or agents.

9. Inspection of Vehicles. The Licensor shall have the right to inspect all collection vehicles and equipment at any time without prior notice in order to determine that no Hazardous Waste, Bio-Hazardous Waste or Biological Waste is being disposed of within the System and to otherwise determine whether the license holder is in compliance with the requirements of this License.

10. Office of Licensee. The Licensee shall establish and maintain an office located within Bay County where service or service complaints may be received, investigated and resolved.

11. Insurance. The Licensee shall maintain during the term of this license all workers compensation insurance as required by the laws of the State of Florida and shall further maintain comprehensive liability insurance coverage, including automotive, in such amounts as required by the State of Florida, provided, however, in no event in amounts less than \$100,000 per person and \$200,000 per occurrence. Evidence of the current effectiveness of such required coverage shall be provided at the request of the Licensor.

THIS LICENSE ISSUED BY THE DIRECTOR OF THE BAY COUNTY SOLID WASTE DEPARTMENT THIS 17th DAY OF November, 2010.

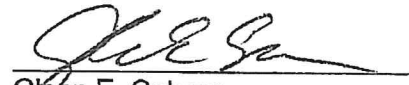

Glenn E. Ogborn
Bay County Solid Waste
11411 Landfill Road
Panama City Beach, Florida 32413

Figure 3: Bay County License to Collect or Transport Solid Waste in Unincorporated Bay County, Page 2


CITY of PANAMA CITY BEACH LOCAL BUSINESS TAX RECEIPT 2134		
Issue Date:	12/16/2016	
Expiration Date:	02/28/2022	
Business Name:	COASTAL PARASAIL INC - MAIN LICENSE	
Business Address:	PO BOX 540 GREENWOOD FL 32443	
Mailing Address	PO BOX 540 GREENWOOD FL 32443	
Description:	Management Company	
<p>POST THIS REGISTRATION IN A CONSPICUOUS PLACE IN YOUR BUSINESS LOCATION. NOT TRANSFERABLE FROM LOCATION SHOWN ABOVE.</p>		<p>Lynne Fasone, City Clerk</p>

Figure 4: Business License, City of Panama City Beach



NOTICE

Pursuant to a change in Rule 61G15-22.006, F.A.C., FBPE no longer requires that continuing education be reported by the provider. Instead licensees will be subject to a random audit no more than every four (4) years. If you are selected for the random audit, you must provide verification of four (4) hours of Area of Practice and four (4) hours of Florida Laws & Rules, all taken prior to February 28, 2015. Any CE hours taken after February 28, 2015 will result in a \$100 delinquent fee and your license being placed in a delinquent status until the additional fee is paid.

Figure 5: Professional Engineering License

b. LITIGATION, DISPUTES, DEFAULTS, & LIENS

An explanation of legal claims and resolutions for the past five years is included following this section.

- i. Case No. 18000386CA-Settled 2/11/19
Person allegedly fell on swing at Marina. Settled by insurance. Case closed.
- ii. Case No. 19004522CA-Settled 1/8/21
Person allegedly hurt on a jet ski. Settled by insurance. Case closed.
- iii. Case No. 14000915CA-Settled 10/2/19
Employee allegedly killed by trailer. Settled. Case closed.
- iv. Case No. 11002036CA-Settled 8/21/18
CPI leased a tractor to another company for oil spill cleanup. Persons allegedly hurt in accident. Settled by insurance. Case closed.
- v. Case No. 14000491CA-Settled 12/21/2017
Person allegedly hurt on a jet ski. Insurance settled. Case closed.
- vi. 6/4/20 Attorney contacted insurance company complaining client allegedly injured finger on pontoon boat. CPI has received no contact since the call. No case pending.
- vii. 5/9/20 Person allegedly injured jumping off dock. No case pending.
- viii. 7/4/20 Attorney wrote letter about three persons allegedly injured. CPI has no record of any such persons. No case pending.
- ix. 7/19/20 Person allegedly dove in to shallow water and perished. FWC investigated. No case pending.
- x. 9/29/21 Escaped cow allegedly damaged two vehicles. Settled pre-suit. No case pending.
- xi. 4/7/18 Person allegedly slipped and fell on the premises. No case pending.

c. FINANCIAL STRENGTH

- i. Coastal Parasail has demonstrated financial ability since 2001 in managing requirements of similar (and existing) five-year contracts for beach trash pickup and disposal, debris removal and disposal, beach grooming, escarpment leveling, and related additional work.
- ii. Coastal Parasail owns outright (no loans or liens) all equipment (except one pickup truck) needed to manage the requirements of the new agreement detailed in the proposed "Beach Trash Pick-Up and Grooming Agreement."
- iii. Financial Statements

Financial Strength

Demonstration of the financial ability of the contractor appropriate to manage the requirements of the Agreement.

See on next pages:

- (1) Statement of Assets, Liabilities, and Equity (Income Tax Basis) as of December 2020
- (2) Irrevocable Letter of Credit from First State Bank of Colquitt (for proposed contract)
- (3) Statement of approved credit limit of \$5 Million from First State Bank of Colquitt; includes letter of reference

6:23 PM

Coastal Parasail, Inc.

Balance Sheet

As of December 31, 2020

11/18/21

Cash Basis

	Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	
10200 - Cash	503,491.97
10500 - Bancorp South - 3167	-304,992.60
Total Checking/Savings	198,499.37
Other Current Assets	
11600 - Due from Rainbow Restaurants	126,394.05
11700 - Receivable - Thibodaux	40,000.00
12100 - Receivable - K Murdock	75,289.36
12600 - Prom Note - Syfrett	329,750.00
13100 - N/R Show n Tell	249,596.35
Total Other Current Assets	821,029.76
Total Current Assets	1,019,529.13
Fixed Assets	
15000 - Furniture and Equipment	63,329.00
15300 - Buildings and Improvements	427,514.07
15400 - Machinery & Equipment	4,565,955.71
15500 - Automobiles	665,799.03
16500 - Accumulated Depreciation	-4,941,087.67
Total Fixed Assets	781,510.14
Other Assets	
18000 - Liquor License	305,000.00
18500 - Accumulated Amortization	-18,639.00
Total Other Assets	286,361.00
TOTAL ASSETS	2,087,400.27
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20400 - N/P Downs	340,194.42
21900 - Child Support Payable	23.82
22000 - Payroll Tax Payable	28,598.19
23500 - Sales Tax Payable	4,846.85
24000 - Due To Coastal Reclaim Material	342,758.15
Total Other Current Liabilities	716,421.43
Total Current Liabilities	716,421.43
Total Liabilities	716,421.43
Equity	
31000 - Common Stock Issued	100.00
31500 - Retained Earnings	882,570.95
31600 - Shareholder Distributions	264,501.03
31700 - S/holder Dist - Clear Springs	-1,445,500.44
31800 - Shareholder Dist - Dothan Pro	-8,408.13
31900 - Shareholder Dist - Pelican Bay	-73,058.62
Net Income	1,750,774.05
Total Equity	1,370,978.84
TOTAL LIABILITIES & EQUITY	2,087,400.27



FIRST STATE BANK OF COLQUITT

A DIVISION OF FIRST STATE BANK OF BLAKELY

P.O. BOX 126, COLQUITT, GEORGIA 39837 • TELEPHONE (229) 758-2340 • FAX (229) 758-5419

November 23, 2021

Irrevocable Letter of Credit

Beneficiary: Bay County of County Commissioners on behalf of the Bay County
Tourist Development Council

Amount: \$25,000.00

Account Party: Coastal Parasail, Inc.

This Letter of Credit is written on behalf of Coastal Parasail, Inc., in the amount of \$25,000.00 per the terms of a contract between the Bay County Board of Commissioners and Coastal Parasail, Inc.

First State Bank of Colquitt, Georgia will be obligated to pay the Bay County Board of Commissioners the full amount of \$25,000.00 on demand per the default agreements contained within the contract referred to as "Beaches Trash Pick Up Agreement", between Bay County Board of Commissioners and Coastal Parasail Inc., covering the period from 11/23/2021 to 11/23/2026.

This Letter of Credit shall become null and void at the end of this contract, 11/23/2026.

Sincerely,

Donald R. Brooks
City President



FIRST STATE BANK OF COLQUITT

A DIVISION OF FIRST STATE BANK OF BLAKELY

P.O. BOX 126, COLQUITT, GEORGIA 39837 • TELEPHONE (229) 758-2340 • FAX (229) 758-5419

November 23, 2021

RE: Coastal Parasail, Inc.
Adris Pender

To Whom It May Concern:

At the request of our customer, Coastal Parasail, Inc. and Mr. Adris Pender, the following information is being furnished.

Mr. Pender has been a customer of First State Bank for 10+ years both deposit and loan side. His total outstanding balance has been as high as \$1,785,000.00 with approved limit of \$5,000,000.00. All loans have been serviced as agreed and, in most cases, ahead of schedule. Mr. Pender and his company are valued clients of First State Bank and therefore we take pride in our commitment in assisting Mr. Pender and his company in reaching its goals and potentials.

Our reports indicate that Mr. Pender is not only highly respected in and around Bay and Jackson Counties for his business achievements but also for his involvement in civic and charitable events as well as his family. We, at First State Bank hold the highest regard of Mr. Pender and plan to continue being a part of his future.

Please contact me if there are any questions that you may have concerning Mr. Pender.

Respectfully,

Donald R. Brooks
City President

Tab 3

Approach

3. APPROACH AND UNDERSTANDING OF THE PROJECT

- a. MEANS, METHODS, MATERIALS AND EQUIPMENT FOR PROPOSED TRASH AND FOREIGN OBJECT PICKUP, POST AND ROPE MONITORING AND REPAIR, AVAILABILITY OF ALL EQUIPMENT.

CPI has over 20 years' experience in keeping clean the World's Most Beautiful Beaches. We understand and have overcome the challenges unique to keeping Panama City Beach clean. We continually seek to improve our processes by developing new equipment, seeking out stakeholders, adapting our methods to meet the needs, and working with local, state, and federal regulatory agencies.

CPI understands that successful implementation of this contract depends on coordination between the contractor and the stakeholders. Stakeholders include the visitors to and residents of Panama City Beach and Bay County, beach vendors, beach property owners, the TDC, the City of Panama City Beach, and Turtle Watch monitors. CPI will continue to make available a liaison 24 hours a day 7 days a week during the term of the contract. The liaison will be responsible for maintaining communication with Turtle Watch monitors and other stakeholders.

In order to enhance the public's safety on Panama City Beach, CPI will provide safety leaders on four-wheelers ahead of trash collection and beach grooming tractors as an added measure of safety regardless of the time of day. The safety leaders will be responsible for alerting and notifying beachgoers that a tractor and cleanup crew is working in the area.

Examples of our beach grooming zones and schedule for this contract are on the following pages.

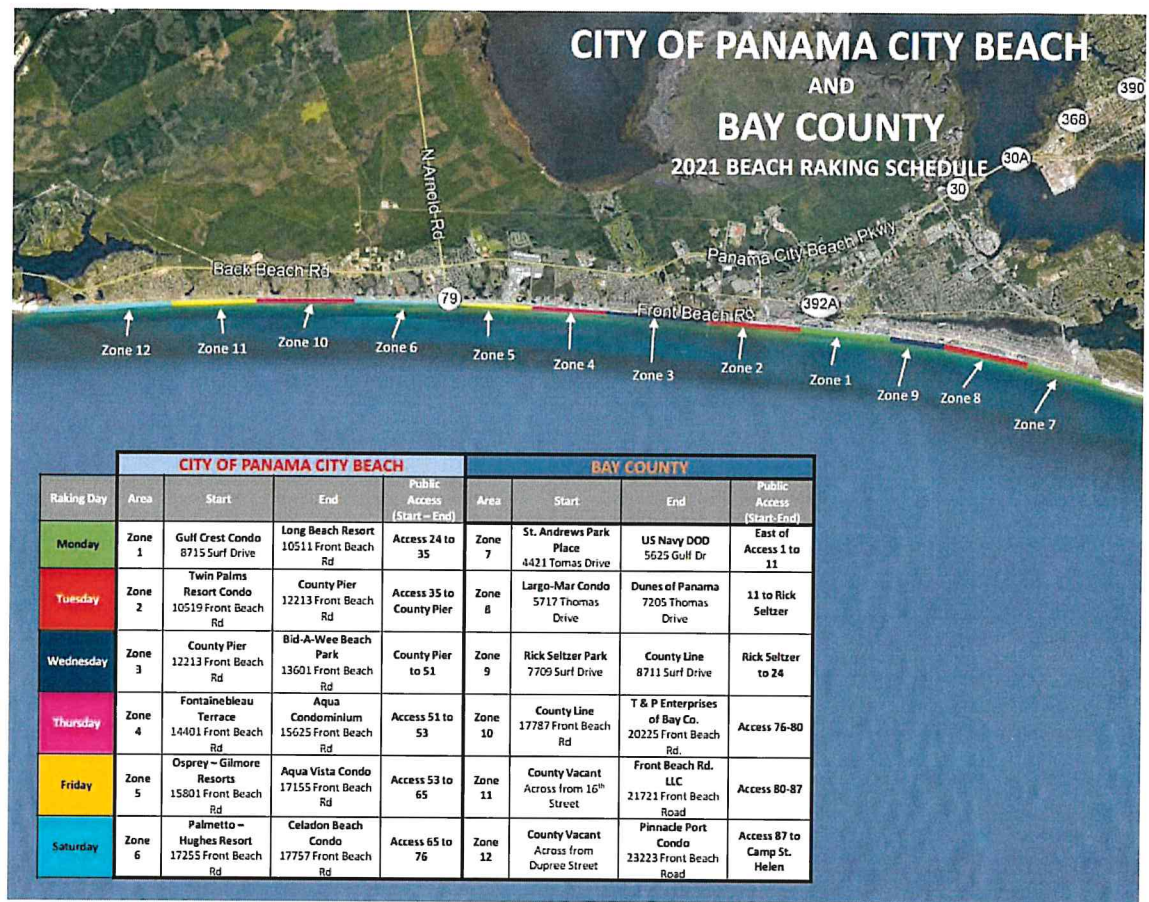


Figure 6: City and County Grooming Zones – Example of Once Per Week Grooming Service
ANTICIPATED BEACH GROOMINGS

Dates	Frequency	#of Weeks	Total
January 1 st – 7 th	Once	1	1
January 8 th – February 4 th	Once	4	1
February 5 th – March 4 th	Twice	4	2
March 5 th – May 22 nd	Twice Weekly	11	22
May 23 rd – September 10 th	Three Times Weekly	16	48
September 11 th – October 14 th	Twice Weekly	5	10
October 15 th – November 4 th	Once Weekly	3	3
November 5 th – 18 th	Once	2	1
November 19 th – 25 th (Thanksgiving)	Once	1	1
November 26 th – December 23 rd	Once	4	1
December 24 th - 31 st	Once	1	1
TOTAL		52	91

Anticipated Grooming Schedule for Once a Week Periods

City

Zone 1 - Monday

- Access 24
- Access 35

Zone 2 - Tuesday

- Access 35
- County Pier

Zone 3 - Wednesday

- County Pier
- Access 50

Zone 4 - Thursday

- Access 51
- Access 53

Zone 5 - Friday

- Access 53
- Access 65

Zone 6 - Saturday

- Access 65
- Access 76

County

Zone 7 - Monday

- Edge of the State Park
- Luff St. (Access 11)

Zone 8 - Tuesday

- Luff St. (Access 11)
- Rick Seltzer Park

Zone 9 - Wednesday

- Rick Seltzer Park
- The City Line

Zone 10 - Thursday

- The City Line (Access 76)
 - Access 80

Zone 11 - Friday

- Access 80
- Access 87

Zone 12 - Saturday

- Access 87
- Pinnacle Port

Anticipated Grooming Schedule for Twice a Week Periods

City

Zone 1 – Monday & Thursday

- Access 24
- Access 35

Zone 2 – Tuesday & Friday

- Access 35
- County Pier

Zone 3 – Wednesday & Saturday

- County Pier
- Access 50

Zone 4 – Thursday & Monday

- Access 51
- Access 53

Zone 5 – Friday & Tuesday

- Access 53
- Access 65

Zone 6 – Saturday & Wednesday

- Access 65
- Access 76

County

Zone 7 – Monday & Thursday

- Edge of the State Park
- Luff St. (Access 11)

Zone 8 – Tuesday & Friday

- Luff St. (Access 11)
- Rick Seltzer Park

Zone 9 – Wednesday & Saturday

- Rick Seltzer Park
- The City Line

Zone 10 – Thursday & Monday

- The City Line (Access 76)
- Access 80

Zone 11 – Friday & Tuesday

- Access 80
- Access 87

Zone 12 – Saturday & Wednesday

- Access 87
- Pinnacle Port

Anticipated Grooming Schedule for Thrice a Week Periods

<u>City</u>	<u>County</u>
Zone 1 – Monday, Wednesday, Friday <ul style="list-style-type: none"> • Access 24 • Access 35 	Zone 7 – Monday, Wednesday, Saturday <ul style="list-style-type: none"> • Edge of the State Park • Luff St. (Access 11)
Zone 2 – Tuesday, Thursday, Friday <ul style="list-style-type: none"> • Access 35 • County Pier 	Zone 8 – Tuesday, Thursday, Friday <ul style="list-style-type: none"> • Luff St. (Access 11) • Rick Seltzer Park
Zone 3 – Monday, Wednesday, Friday <ul style="list-style-type: none"> • County Pier • Access 50 	Zone 9 – Tuesday, Thursday, Saturday <ul style="list-style-type: none"> • Rick Seltzer Park • The City Line
Zone 4 – Monday, Thursday, Saturday <ul style="list-style-type: none"> • Access 51 • Access 53 	Zone 10 – Monday, Wednesday, Friday <ul style="list-style-type: none"> • The City Line (Access 76) <ul style="list-style-type: none"> • Access 80
Zone 5 – Tuesday, Thursday, Friday <ul style="list-style-type: none"> • Access 53 • Access 65 	Zone 11 – Tuesday, Wednesday, Friday <ul style="list-style-type: none"> • Access 80 • Access 87
Zone 6 – Monday, Wednesday, Saturday <ul style="list-style-type: none"> • Access 65 • Access 76 	Zone 12 – Tuesday, Thursday, Saturday <ul style="list-style-type: none"> • Access 87 • Pinnacle Port

Another requirement of the RFP is that contractors finish all grooming activities after the beach is cleared by the Turtle Watch monitor. This is challenging because work at night is not allowed and grooming may not be started until the beach is cleared by the Turtle Watch monitor which usually occurs around 7 AM. To meet this challenge, CPI invested in the newest beach raking machines which allows us to finish a grooming section twice as fast. CPI owns the only rakes of this type in the country.

CPI is also the largest beach vendor in Bay County. This provides inherent level of cooperation with vendors that no other contractor could provide. Our presence on the beach also means that we are the first to know when the beach is especially busy which will mean more trash and increased collection service. This knowledge allows us to proactively schedule staff for availability during peak times.

All work will be done as specified by the TDC, Turtle Watch, and the agreement.

i. **MEANS & METHODS**

(1) **Trash pickup**

- (a) CPI proposes to use of two tractors, each pulling trash trailers, on each trash run. Our experience has shown this is adequate to keep the beach clean. As noted above, each trash pickup run will be accompanied by safety leaders who will alert beachgoers of tractors working in the area.
- (b) CPI proposes to begin trash pickup simultaneously at east and west ends of the beach. Each tractor and crew will cover approximately 9 miles of beach. CPI will empty approximately 1,000 trash barrels into trailers of each run and trailers are removed from the beach when full.
- (c) CPI proposes to use its trailers (FDOT approved) pulled by their trucks to CPI's Materials Recovery Facility, where refuse is compacted and removed from Panama City Beach.
- (d) CPI has in hand all necessary permits, licenses, account deposits and billing accounts already established with Bay County Solid Waste Management: account #236.
- (e) CPI can place large-scale barrels and handle their removal during peak seasons and storm events. Our tractors with trailers can be utilized simultaneously to move all containers within the timeframes specified in the agreement.

(2) Daily trash monitoring

- (a) During peak season, Coastal Parasail personnel on ATVs will traverse 18 miles of beach during each day to monitor trash level in approximately 1,000 cans.
- (b) From March 1st through October 30th of each year, CPI will remove trash from all full cans and place refuse in trash bags beside the trash can for pickup.
- (c) CPI's personnel on ATVs will carry & distribute TDC-provided small trash bags to visitors in order to reduce litter.

(3) Debris, dead animal & foreign object removal

- (a) CPI's removal methods will vary depend on amount, size, scale, location, and type of debris. However, upon notice from stakeholders, CPI will immediately remove uncommon debris, dead animals and foreign objects.
- (b) CPI will remove large items or dead animals on beach will be removed with tractors, loaders, back hoe or excavator.
- (c) In the surf zone, CPI will remove large items or dead animals using front-end loader, pontoon boat, winch boat, or crane barge.

(4) Post-storm debris & heavy seaweed removal

(a) Large-scale post-storm cleanup

- (i) CPI has adequate equipment to mobilize and execute post-storm debris removal and any heavy seaweed accumulations.
- (ii) CPI also has adequate personnel and has access to additional personnel to quickly address post-storm debris and heavy seaweed removal.
- (iii) Up to 40 or more roll-off dumpsters can be rented as needed through existing agreements with local suppliers.

(b) Heavy accumulations of seaweed

- (i) CPI has experience with efficiently raking, collecting, bailing and removing extremely large amounts of accumulated seaweed. Gathered seaweed will be quickly removed with tractors, trucks and trailers.

(c) Beach access

- (i) CPI's existing agreements with landowners adjacent to each beach access, provides for temporary offloading of beach debris, placement of equipment and dumpsters as well as needed work space.

(5) Post and Rope Monitoring and Repair

- (a) CPI will monitor post and rope during daily grooming and trash removal activities along 18 miles of beach.
- (b) CPI will report to necessary stakeholder the status and condition of rope and provide for maintenance activities when necessary.

(6) Removal of "Leave No Trace" Items

- (a) CPI assisted the TDC with the development of the means and methods for removal of the "Leave No Trace" items. These items typically include tents, beach, chairs, coolers, etc. This work must be done at night during turtle nesting season. CPI understands that cooperation with the Turtle Watch surveyors is critical to the success of the program. CPI will employ a licensed professional engineer to manage this aspect of the contract and act as liaison with the Turtle Watch monitors. The engineer is also available 24 hours a day 7 days a week to handle phone calls from the public.
- (b) CPI provides two crews with two ATVs equipped with turtle safe lights. Each crew meets with the Turtle Watch monitors at a predetermined location at sunset. Each crew then proceeds to

the beach and removes Leave No Trace items under the watch of the Turtle Watch monitor.

- (c) CPI will provide Beach Ambassadors up to seven days per week between April 1st and October 15th of each year to explain the Leave No Trace obligations to visitors on the beach during the day.

ii. **MATERIALS**

- (1) Up to 1000 TDC-provided trash containers, maintained by Coastal Parasail.
- (2) All other materials necessary to perform operations, such as used for cleaning or equipment maintenance, will be provided by Coastal Parasail

iii. **EQUIPMENT**

- (1) See next pages for detailed listing of equipment to be used. Listed equipment is 100% available for this project.
- (2) All equipment items listed below are in excellent operating condition.
- (3) All equipment listed below is owned by Coastal Parasail., Inc. or Adris Pender, personally.

Trash & Debris Equipment



Quantity **Description and Use**

- 4** **JOHN DEERE 6135E 135HP TRACTOR**
with front-end loader
2021 models

(Also listed in Beach Grooming equipment, TRADED IN YEARLY)

Pulls dump trailers on beach for regular trash collection runs

Pulls hay rake, root rake, hay baler

- 6** **ROLLSRITE DUMP TRAILER**
(1 each 16', (5) x 30')

(Also listed in Beach Grooming equipment)

Collects debris from beach trash containers



Trash & Debris Equipment

Quantity

Description and Use



2

FORD F250 4X4 PICKUP TRUCK

2020- Models

(Also listed in Beach Grooming equipment)

Hauls loaded dump trailers to solid waste transfer station or incinerator

Hauls equipment trailers



1

2017 JD 624K FRONT LOADER (2-ton capacity)

Post-storm or large item debris removal

Pulls hay rake, root rake, hay baler



1

1996 CATERPILLAR D6 BULLDOZER

Post-storm or large item debris removal

Escarpment leveling



1

2002 CATERPILLAR 416B BACK HOE with front-end loader

Post-storm or large item debris removal



1

2017 JOHN DEERE 210G EXCAVATOR with thumb

Post-storm or large item debris removal

<u>Trash & Debris Equipment</u>	<u>Quantity</u>	<u>Description and Use</u>
	1	1995 INTERNATIONAL DUMP TRUCK, 12 cu yd capacity Post-storm or large item debris removal
	1	2020 KUHN HAY RAKE (24') Rakes large accumulation of seaweed into windrows for hay baler
	2	2020 JD HAY BALER Bales seaweed for removal from beach
	1	BUSH HOG 7' ROOT RAKE Rakes widespread accumulations of debris

Trash & Debris Equipment

Quantity

Description and Use



7

JOHN DEERE GATOR

"Leave no trace" items removal
Other monitoring and debris removal as needed



1

TRASH COMPACTOR

For compaction of trash after recyclables are removed at CPI's Material Recovery Facility



4

JOHN DEERE 2 CU YD BUCKET
for front-end loader

Debris removal



3

JOHN DEERE GRAPPLE
for front-end loader

Debris removal



4

JOHN DEERE PALLET FORK
for front-end loader

Debris removal

Trash & Debris Equipment

Quantity

Description and Use



3

EQUIPMENT TRAILER, 32'

(Also listed in Beach Grooming equipment)

Transports large equipment to beach access



1

150 GALLON FUEL TANK

truck mounted

(Also listed in Beach Grooming equipment)

Equipment refueling



1

300 GALLON FUEL TRAILER

(Also listed in Beach Grooming equipment)

Equipment refueling

b. OPERATIONS AND MAINTENANCE FACILITIES

- i. Main Facility: CPI utilizes its two-acre property located on the corner of Thomas Drive and North Lagoon as a base of operations and maintenance. The property includes a laydown yard for equipment, 5,000 square foot warehouse for storage, and 10,000-gallon fuel tank. CPI recently added a Material Recovery Facility to our operations.
- ii. Staging Facility: All equipment used for normal activities may also be stored at fenced and gated area across from the Chateau on Front Beach.
- iii. Equipment operation and maintenance standards. The following policies and procedures have been part of CPI's operations since it started beach trash collection and beach cleaning services in 2001, and will continue to be followed in the proposed services for the TDC.
 - (1) All equipment will be operated by experienced Coastal Parasail employees.
 - (2) All employees will be expected to act courteously at all times, understanding that they represent Bay County as well as CPI.
 - (3) All equipment will be cleaned regularly to provide best possible image for Bay County.
 - (4) All equipment will be maintained regularly and in excellent working condition.
 - (5) Additional equipment will be placed on standby for immediate use in order to avoid interruption of services.
 - (6) All four John Deere tractors are replaced annually.
 - (7) All surf rakes will be maintained in excellent working condition, reconditioned annually.

Tab 4

Personnel

4. PERSONNEL

a. PROGRAM PERSONNEL & ORGANIZATIONAL CHART

i. **Program Personnel**

- (1) Adris Pender, President & General Manager
- (2) James Heath, Contract Manager
- (3) Ron Rogers, P.E., Turtle Watch Liaison and Assistant Contract Manager
- (4) William "Lee" Maynard, Trash & Debris Manager
- (5) James Heath, Beach Grooming Manager
- (6) Brent Findley, Assistant Trash Removal Manager
- (7) Billy Minor, Material Recovery Facility Operator
- (8) Brent Findley, Post-Storm & Hazardous Materials Manager

ii. **General Notes**

- (1) All program personnel are cross-trained and able to work under all components of proposed agreement.
- (2) Additional employees will be deployed from other CPI operations for unusual workloads
- (3) All employees are enrolled in the ASAP random drug testing program.

iii. Organizational Chart

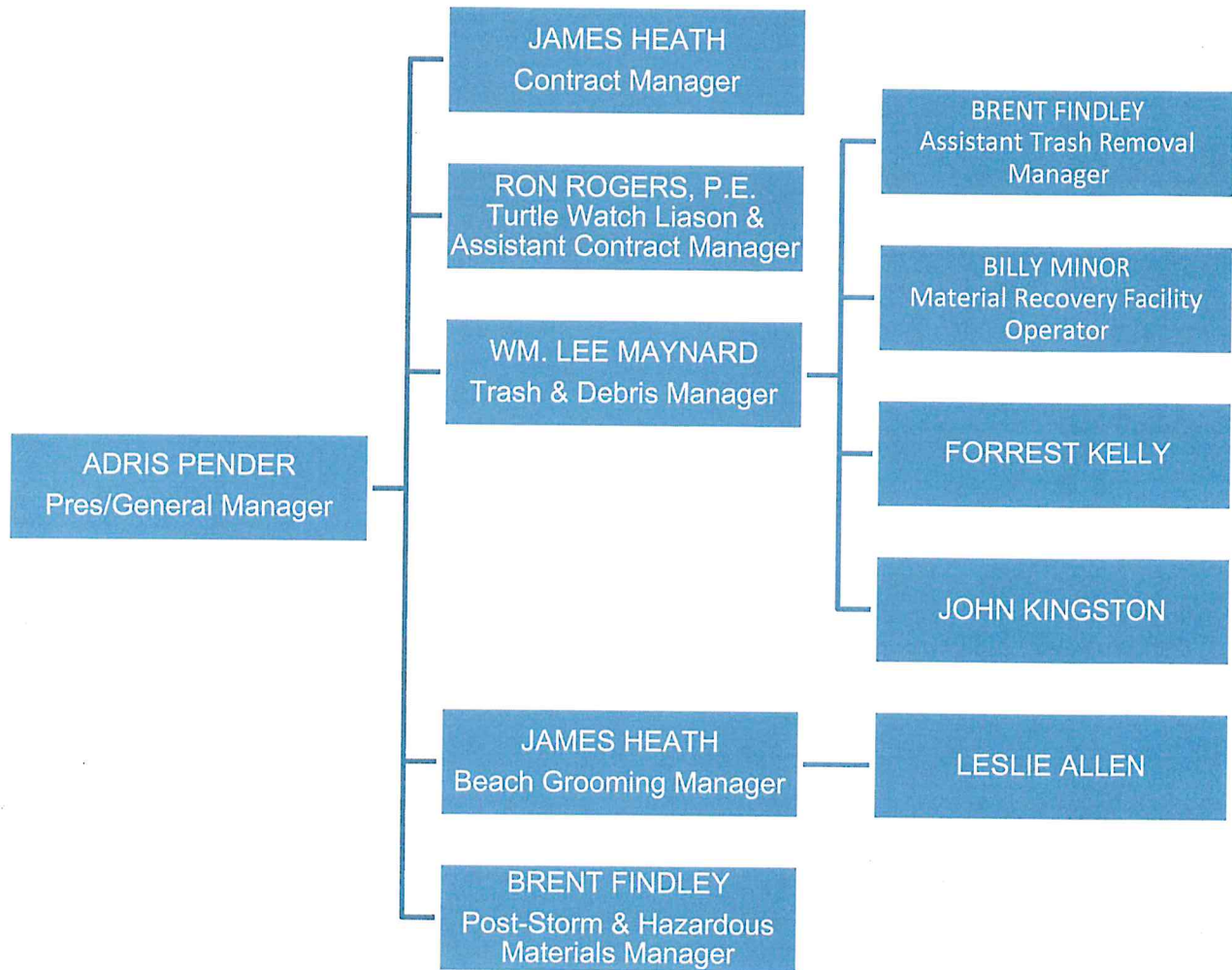


Figure 4: Proposed Organizational Chart

b. SUPERVISORY PERSONNEL EXPERIENCE AND QUALIFICATIONS

i. **Adris Pender, President/General Manager**

- 20 years' experience in managing beach trash, debris and grooming contracts
- 20 years' experience in beach grooming (small and large scale)
- 30 years' experience in managing and owning beach services
- 30 years' experience in customer and guest relations

ii. **James Heath, Contract Manager**

- 10 years' contract experience in beach trash and debris removal
- 10 years' supervisory experience in all Coastal Parasail operations
- Manages financials, personnel, and scheduling

iii. **Ron Rogers, P.E., Liaison Assistant Contract Manager**

- 10 years' experience coordinating with environmental consultants
- 7 years' experience coordinating with turtle monitors for beach cleaning operations
- 2 years' experience managing Bay County beach trash and debris removal
- 15 years' experience managing environmental projects and permits

iv. **William Lee Maynard, Trash & Debris Manager**

- 20 years' supervisory experience
- 20 years' operational experience in beaches trash and debris removal
- Able to operate and maintain all equipment required for program

v. **James Heath , Beach Grooming Manager**

- 10 years' supervisory experience
- 10 years' experience in beach grooming (small and large scale)
- Able to operate and maintain all equipment required for program

vi. **Brent Findley, Post Storm & Hazardous Materials Manager**

- 3 years' experience in post-storm cleanup
- 1.5 years' experience in beaches oil-spill cleanup
- Possesses all beach Hazardous Materials handling certifications (required and optional), including oil spill cleanup and disposal
- Able to operate and maintain all DEP & EPA required hazmat equipment

c. CONSULTANTS AND SUBCONTRACTORS

- No subcontractors are envisioned for this contract.

Tab 5

Experience

5. FAMILIARITY AND EXPERIENCE OF THE CONTRACTOR

a. PREVIOUS BEACH TRASH & DEBRIS COLLECTION & REMOVAL

i. **Familiarity and Experience**

- (1) Four 5-year contracts - Panama City Beaches, 2001 to 2021 (present)
- (2) Sole contractor under contract to Board of County Commissioners of Bay County, Florida, working on behalf of and responsible to the Bay County Tourist Development Council (TDC).

ii. **Beach trash pick-up and disposal experience**

- (1) Responsible for collection and disposal of up to 1,000 trash barrels and pickup of trash in area immediately adjacent to barrel
- (2) Operated program in a manner to ensure adequate and courteous service for Panama City Beaches visitors, residents and visitors by continually policing and maintaining barrels and as well as removing and replacing barrels prior to and after major storm events
- (3) Purchased and maintained equipment more than adequate to ensure uninterrupted service, even during heaviest beach usages such as Spring Break (1400 additional hours March-April) and July 4th Holiday weekend, drawing personnel from other Coastal Parasail operations as needed

iii. **Debris removal and disposal experience**

- (1) Responsible for timely removal of dead animals and unusual deposition of trash, debris and foreign objects from the beach, within 4-hours' notice
- (2) Developed effective working relationships with Florida Department of Environmental Protection, Florida Fish and Wildlife Commission, Bay County Sherriff's Office, Panama City Beach Police Department, the Beach and Surf Patrol, and Turtle Watch for notice and removal of animals, debris and foreign objects and for notification of turtle nests, errant turtles and hatchlings
- (3) Rapid removal of seaweed, tar balls, debris and dead sea life has kept negative media attention to a minimum and provided a positive media message of "clean beaches at all times"

b. PREVIOUS BEACH RAKE AND GROOMING EXPERIENCE

i. **Similar Contracts**

- (1) 2001-2021 (present) – Panama City Beaches: Regularly groomed entire beach using company-owned surf rakes, tractors, and related equipment; additional nighttime grooming performed every day during Spring Break periods to return beaches to pristine condition before morning.
- (2) 2009-2021 (present) – Gulf County Beaches: 25 miles of beaches, weekly, under contract to Gulf County
- (3) 2001-2021 –Panama City Beaches: Groomed beaches upon request by TDC

ii. **Grooming Experience**

- (1) Recognized as “one of the most qualified, experienced, and knowledgeable beach cleaning contractors in all of the United States” by H. Barber & Sons, manufacturer of world’s #1 selling beach rake. (See Section 5.g., “References,” for letter of recommendation from John Barber, President, H. Barber & Sons.)
- (2) Experienced in large-scale use of surf rakes for 20 years, 2001-2021.
- (3) CPI owns and maintains the country’s largest fleet of thirteen (13) surf rakes, working directly with factory to maintain equipment and to train CPI personnel.
- (4) Proven ability to remove massive amounts of Spring Break debris every night, returning beaches to pristine condition before morning, and can remove any size accumulations of trash or debris.
- (5) CPI recently partnered with Barber Surf Rakes to exclusively design and construct extensions for the rakes to enable them to groom a 12-foot-wide section (instead of 7 feet). We are the only company in the nation to invest in and use these extended rakes, which allow us to rake the beach in half the time, and to meet the demands of raking the beach in a 2½ - hour window during turtle nesting season.

iii. **Grooming methods intended**

- (1) CPI will follow the grooming schedule as specified in the RFP and Agreement. The purpose of the grooming schedule is to coordinate with the sea turtle monitors and beach vendors to minimize the impact of the enhance grooming schedule on beach usage.
- (2) During sea turtle nesting season, grooming will not begin until the appropriate zone is cleared by Turtle Watch.
- (3) On days of heavy nesting activity CPI will suspend grooming activities as directed by the TDC.
- (4) CPI will maintain GPS tracking devices on all equipment.

- (5) A log will be maintained, including start and finish of each trash run, start and finish time of each zone to be groomed, notes of interest.
- (6) Rake beach from base of sand dune to mean high tide line, using 2 surf rakes pulled by 2 tractors
- (7) Both rakes to be used simultaneously, beginning at St. Andrews State Park on east end of beaches
- (8) Both rakes will stay in close proximity to each other as they traverse the beach from east to west, in order to minimize the amount of time raking equipment is on any particular location or section of the beach
- (9) Rakes will be dumped into trash trailers as they become full
- (10) Full trash trailers will be pulled by trucks to the Material Recovery Facility
- (11) Rakes will typically operate during daylight hours, depending on turtle season and/or occupancy of beaches
- (12) Every effort will be made to minimize the impact on beach visitors or beach services operators
- (13) TURTLE SEASON GROOMING SOLUTION: RAKE EXTENSIONS
 - (a) The contractor has to wait until a specific section of the beach is cleared by the Turtle Watch monitors which usually occurs between 6 AM and 7 AM. This requires that the contractor groom two, 3 mile sections in 2 ½ hours.

iv. **Grooming Equipment**

- (1) See next for detailed listing of equipment to be used
- (2) All equipment listed below is in excellent operating condition
- (3) All equipment listed below is owned by Coastal Parasail., Inc. or Adris Pender, personally.

<u>Beach Grooming Equipment</u>	<u>Quantity</u>	<u>Description & Use</u>
--	------------------------	-------------------------------------



- | | |
|----|--|
| 13 | BARBER 7' SURF RAKE WITH 6" TINES
2005-2015 models

Sweeps beach by removing trash & small debris in top 6" of sand
Smooths sand surface leaving groomed appearance |
|----|--|

Beach Grooming Equipment

Quantity

Description & Use



2

SURF RAKE 14' EXTENSION

Extends coverage of Barber 7' Surf Rake to 12' while still allowing rake to be operated at normal speed.



2

BEACH-TECH 3000 RAKE WITH 6" TINES
2006 models

Configured to pick up beach oil deposits



4

JOHN DEERE 6135E 135HP TRACTOR
with front-end loader
2021 models

Pulls surf rakes at optimal 7 mph



1

2017 JD 624 K

Used for pulling additional surf-rake when needed



6

ROLLSRITE DUMP TRAILER
(2 each 10', 14', 16')

Receives collected debris from surf rake

Beach Grooming Equipment

Quantity

Description & Use



2

FORD F250 4X4 PICKUP TRUCK

2020 models

Hauls loaded dump trailers to solid waste transfer station or incinerator
Hauls equipment trailers



3

EQUIPMENT TRAILERS, 32'

Transports surf rakes to beach access



1

150 GALLON FUEL TANK

truck mounted

Equipment refueling



1

10,000 GALLON FIREGAUARD TANK

Equipment refueling



1

300 GALLON FUEL TRAILER

Equipment refueling

c. **EQUIPMENT, MEANS, MATERIALS AND METHODS**

Coastal Parasail has been the sole contractor responsible for beach grooming and trash removal services in Bay County for the last 20-years. We own the country's largest fleet of surf rakes. Over the last 20 years we have developed a collection of equipment and a knowledge of the methods required to maintain the World's Most Beautiful Beaches that is unparalleled. CPI recently added a 5,000 square foot warehouse, 10,000-gallon fuel tank, and recycling center to our list of equipment.

i. **MEANS & METHODS**

(1) **Trash pickup**

- (a) Use of two tractors, each pulling trash trailers, on each trash run.
- (b) Begin simultaneously at east and west ends, covering approximately 9 miles each; trash barrels are emptied into trailers, then placed on beach in proper location; trailers swapped out when full.
- (c) Trailers (FDOT approved) pulled by trucks to CPI's Materials Recovery Facility, where recyclables are removed; the remaining trash is transported by trailer to the incinerator.
- (d) Permits, licenses, deposits and billing already established with Bay County Solid Waste Management, account #236
- (e) For large-scale barrel placement & removal (peak seasons, storm events, etc.) all tractors with trailers can be utilized simultaneously to move all containers in the time frames specified in the agreement

(2) **Daily trash monitoring**

- (a) During peak season, Coastal Parasail personnel on ATVs will traverse entire beach during the day to monitor trash level in all cans.
- (b) Full trash can will be emptied into trash bag and placed alongside can for later removal.
- (c) Personnel on ATV will carry & distribute TDC-provided small trash bags to visitors in order to reduce litter.

(3) **Debris, dead animal & foreign object removal**

- (a) Methods depend on amount, size, scale, location, and type of debris

- (b) Large items or dead animals on beach will be removed with tractors, loaders, back hoe or excavator.
- (c) Large items or dead animals in surf zone will be removed using front-end loader, pontoon boat, winch boat, or crane barge.
- (d) Accumulations of oil deposits on beach will be removed by hazmat-certified personnel with surf rakes specially-modified by factory for tar-ball pickup.

(4) Post-storm debris & heavy seaweed removal

- (a) Large-scale post-storm cleanup
 - (i) Any and/or all equipment listed below can be mobilized
 - (ii) CPI personnel can be transferred from other activities (boat operations, beach services), and can be supplemented by temporary workers under the direct supervision of Coastal Parasail.
 - (iii) Up to 40 or more roll-off dumpsters can be rented as needed through agreements in place with local suppliers.
- (b) Heavy accumulations of seaweed
 - (i) Efficiently collected utilizing hay rake and baler.
 - (ii) Removed with tractors, trucks and trailers.
- (c) Beach access

Agreements are already in place with landowners adjacent to each beach access, providing for temporary offloading of beach debris, placement of equipment and dumpsters, and work space.

(5) Post and Rope Monitoring and Repair

- (a) Monitor post and rope during daily grooming and trash removal activities.
- (b) Report status and condition of rope and provide for maintenance activities when necessary.

(6) Removal of “Leave No Trace” Items

- (a) CPI assisted the TDC with the development of the means and methods for removal of the “Leave No Trace” items. These items typically include tents, beach, chairs, coolers, etc. This work must be done at night during turtle nesting season. CPI understands that cooperation with the Turtle Watch surveyors is critical to the success of the program. CPI will employ a

licensed professional engineer to manage this aspect of the contract and act as liaison with the turtle watch surveyors. The engineer is also available 24 hours a day 7 days a week to handle phone calls from the public.


- (b) CPI provides two crews with two ATVs equipped with turtle safe lights. Each crew meets with the turtle watch surveyor at a predetermined location at sunset. Each crew then proceeds to the beach and removes leave no trace items under the watch of the turtle monitor.

ii. **MATERIALS**

- (1) Up to 1000 TDC-provided trash containers, maintained by Coastal Parasail.
- (2) All other materials necessary to perform operations, such as used for cleaning or equipment maintenance, will be provided by Coastal Parasail

iii. **EQUIPMENT – Trash & debris removal, monitoring, repair**

- (1) See next pages for detailed listing of equipment to be used.
- (2) All equipment items listed below are in excellent operating condition.
- (3) All equipment listed below (except one pickup truck) are owned outright (no loans or liens) by Coastal Parasail., Inc. or Adris Pender personally.

<u>Trash & Debris Equipment</u>	<u>Quantity</u>	<u>Description and Use</u>
	4	JOHN DEERE 6135E 135HP TRACTOR with front-end loader <u>2021</u> models (Also listed in Beach Grooming equipment) Pulls dump trailers on beach for regular trash collection runs Pulls hay rake, root rake, hay baler

Trash & Debris Equipment

Quantity

Description and Use



2

FORD F250 4X4 PICKUP TRUCK

2020 Models

(Also listed in Beach Grooming equipment)

Hauls loaded dump trailers to solid waste transfer station or incinerator

Hauls equipment trailers



1

1996 CATERPILLAR D6 BULLDOZER

Post-storm or large item debris removal

Escarpment leveling



1

2002 CATERPILLAR 416B BACK HOE

with front-end loader

Post-storm or large item debris removal



1

2002 JOHN DEERE 230LC EXCAVATOR

with thumb

Post-storm or large item debris removal



1

1995 INTERNATIONAL DUMP TRUCK,

12 cu yd capacity

Post-storm or large item debris removal

Trash & Debris Equipment

Quantity

Description and Use



2

BUSH HOG 7' ROOT RAKE

Rakes widespread accumulations of debris



7

JOHN DEERE GATOR

"Leave no trace" items removal
Other monitoring and debris removal as needed



4

SOUTHERN STAR 24' PONTOON BOAT

Surf-zone debris removal



1

38X16 CRANE BARGE

Surf-zone debris removal

Trash & Debris Equipment

Quantity

Description and Use



1

TRASH COMPACTOR

For compaction of trash after recyclables are removed at CPI's Material Recovery Facility



4

JOHN DEERE 2 CU YD BUCKET

for front-end loader

Debris removal



3

JOHN DEERE GRAPPLE

for front-end loader

Debris removal



4

JOHN DEERE PALLET FORK

for front-end loader

Debris removal



3

EQUIPMENT TRAILER, 32'

(Also listed in Beach Grooming equipment)

Transports large equipment to beach access

Trash & Debris Equipment

Quantity

Description and Use



1

150 GALLON FUEL TANK

truck mounted
(Also listed in Beach Grooming equipment)

Equipment refueling



1

300 GALLON FUEL TRAILER

(Also listed in Beach Grooming equipment)

Equipment refueling

iv. **OIL SPILL RESPONSE**

- (1) 2010-2011 - Contracted with SMS Environmental for beach oil cleanup of Bay County and adjacent county beaches;
- (2) 20 CPI personnel are hazmat certified. CPI has purchased and maintains 2 Beach Tech surf rakes modified for beach oil deposit removal

v. **BEACH TILLING**

- (1) 2010 – Gulf County Beaches (7 miles)
- (2) 2008-2009 – Panama City Beaches (18 miles)
- (3) Post beach nourishment, prior to turtle nesting season

vi. **BEACH OUTFALLS MAINTENANCE**

- (1) 2001-2008 -- upon request by Bay County TDC

- (2) Cleaned accumulated sand from Panama City Beaches outfalls after major storms; repaired outfall boxes damaged during storms; graded eroded areas of beach around outfall boxes

d. POST-STORM MAJOR DEBRIS REMOVAL AND DISPOSAL

i. **Experience**

- (1) Monitored beaches immediately post-storm for accumulations of trash and debris and reported results to County and City agencies
- (2) Provided reasonable and timely estimates for removal and disposal
- (3) Coordinated efforts with TDC, county, city, state and federal agencies
- (4) Quickly mobilized firm's additional equipment and personnel from other operations to perform large-scale tasks on emergency basis
- (5) Facilitated rapid removal of large-scale debris and seaweed by developing agreements with landowners adjacent to each beach access, providing for temporary offloading of beach debris, placement of equipment & dumpsters, and work space for processing debris
- (6) Performed work to satisfactory approval of FEMA as well as TDC, Bay County and Panama City Beach

ii. **Means and methods**

- (1) Large-scale post-storm cleanup
 - (a) Any and/or all equipment listed above can be mobilized
 - (b) CPI personnel can be transferred from other activities (boat operations, beach services), and can be supplemented by temporary workers under the direct supervision of Coastal Parasail
 - (c) Up to 40 or more roll-off dumpsters can be rented as needed through agreements in place with local suppliers.
- (2) Heavy accumulations of seaweed
 - (a) Efficiently collected utilizing hay rake and baler.
 - (b) Removed with tractors, trucks and trailers.
- (3) Beach access

Agreements are already in place with landowners adjacent to each

beach access, providing for temporary offloading of beach debris, placement of equipment and dumpsters, and work space.

e. ESCARPMENT LEVELING

i. **EXPERIENCE**

- (1) Monitoring - **2001, 2008-2009 (present) – Panama City Beaches:**
Monitored, measured, and reported post-nourishment escarpments for TDC; measured post-hurricane escarpments and coordinated with FEMA (at TDC's request)
- (2) Leveling - **2001, 2008-2009 (present) – Panama City Beaches:**
Leveled escarpments to specification after beach nourishments and major storm events, under contract to TDC:

ii. **MEANS AND METHODS**

- (1) Escarpments will be monitored, measured and reported weekly by personnel on ATV's
- (2) Trash removal & raking operators will also monitor escarpments
- (3) Use Caterpillar D6 Bulldozer to blade edge of escarpment and change slope to meet requirements of TDC and/or State or Federal Agencies.

f. STORAGE FACILITIES

i. **MAIN FACILITY**

- CPI uses its two acre property located on the corner of Thomas Drive and North Lagoon Drive as a base for operation. This property includes a large equipment storage area and a 5,000 square foot metal building.

ii. **TRASH CONTAINER STORAGE FACILITIES**

- Trash barrels will be stored and maintained in fenced and gated areas at
 - PCB city yard, adjacent to Solid Waste Transfer Station, and/or
 - Ed's Sheds, 8224 Panama City Beach Parkway, Panama City Beach.

g. REFERENCES

See next pages for letters of recommendation

John Barber, President
H. Barber & Sons
15 Raytkwich Dr.
Naugatuck, CT 06770
203-729-9000
www.hbarber.com

John Hunley
Sandpiper Beacon Beach Resort
17403 Front Beach Road
Panama City Beach, FL 32413
850-234-2154

Jack Bishop, Owner
Breakers Restaurant, Capt. Jack's Buffet, Bishop's Buffet
12627 Front Beach Road
Panama City Beach, FL 32407
850-234-6060

W.B. "Sparky" Sparkman, President
Spinnakers, Schooners, Boatyard
8795 S. Thomas Drive
Panama City Beach, FL 32408
850-234-7892

Courtney Harris
8715 Surf Drive
Panama City Beach, FL 32407
Gulf Crest Condo's



November 17, 2016

Re: Coastal Parasail
Beach Cleaning Services

To Whom It May Concern:

As the manufacturer of the world's #1 selling beach cleaner, the Barber SURF RAKE, it is my sincere pleasure to recommend Coastal Parasail as one of the most qualified, experienced and knowledgeable beach cleaning contractors in all of the United States.

Coastal Parasail has been operating Barber SURF RAKES in the United States for over thirteen (13) years. Furthermore, last year they were the first customer to purchase the most recent updated improvement for our equipment.

The company owner and staff have received extensive instruction and training in the optimal operation and performance of their SURF RAKE beach cleaners. Coastal Parasail works directly with our factory to maintain their equipment in year round peak performance.

Their exceptional knowledge allows them to operate the SURF RAKE to its best advantage on their client's individual and unique beaches.

I am confident that in your selection of Coastal Parasail, your beach will be optimally cleaned to the expectation and praise of your beach patrons.

If you have any questions relative this letter, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "John Barber", is written over a light blue horizontal line.

John Barber
President
H. Barber & Sons, Inc.

**The
"Fun Place!"**

SANDPIPER BEACON BEACH RESORT

11/14/16

RE: Coastal Parasail, Panama City Beach, Florida

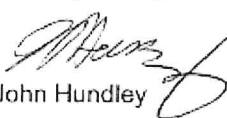
To Whom It May Concern,

The Sandpiper Beacon and Hundley family recommend that any contract for the cleaning of Panama City Beach be awarded once again to Coastal Parasail and Mr. Adris Pender.

The cleaning of the beach should not be taken lightly. There are many variables that come into play when managing the white sands of our picturesque destination. Coastal Parasail and Mr. Pender have done a very good job of keeping the beach clean over the past few years and we recommend the TDC retain their services.

If you need any further information or wish to discuss this matter further, please do not hesitate to contact us.

Thank you for your time and understanding on this critical matter,


John Hundley

17403 Front Beach Road • Panama City Beach, FL 32413 • (850) 234-2151
Fax: (850) 233-0278 • Internet: www.sandpiperbeacon.com



November 11, 2016

Letter of Recommendation
Coastal Parasail, Inc.
Mr. Adris Pender
P. O. Box 18671
Panama City Beach, Fl. 32417

To whom it may Concern;

I have been associated with Mr. Adris Pender for the past ten (16) years as he has worked on Panama City Beach. I was a member of the Bay County TDC when the first contract for Beach Cleaning was awarded to Coastal Parasail. I am also aware of the additional work accomplished by Coastal after each beach emergency, seaweed, hurricanes, etc. I am also aware of the additional contract for Beach Grooming that Coastal was given in 2005, that addressed a long overdue situation. I am also aware of the increased emphasis that has been placed on Beach Cleaning over the past years and especially this year by our City and County government officials.

As a beach front business owner for the past 47 years, I fully recognize the fact that our beach is our main street, and nothing is more important to our business than the existence of, and the appearance of our beach. Mr. Pender has done an excellent job under trying circumstances in all instances, including trash collection and the cleaning and grooming of our beach. This is not the time to change horses and start over with a new company, especially a trash hauler. Cleaning our beach is not the same as picking up the trash.

As a property owner I have no complaints, and as a member of the community I am fully aware of the fine job Coastal has done over the past 14 years and I, without reservation, recommend Coastal Parasail, for the future job that this beach needs done.

Sincerely:

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

Jack Bishop
Owner

Harpoon Harry's Beachfront Restaurant
Capt. Jack's Family Buffet Bishop's Family Buffet

W.B. SPARKMAN III

November 17, 2016


To whom it concerns:

Adris Pender of Coastal Parasail has provided parasail and related beach services for my gulf front location for much of the past 20 plus years. Without reservation, I can report that his most notable attributes relating to his business practices are honesty and commitment. Simply put, Adris is a man of his word. When he tells you something will be done, you can count on it.

I do not recall ever having to question Adris about the work he performed for me. However, he always makes sure that whatever he does for you is up to your standard. Whenever I have had the occasion to ask a favor of Adris, his response always exceeded my expectation. If you ever have a situation in his arena requiring immediate attention, Adris will be there for you.

I cannot imagine anyone being better at what he does than Adris. If anything I've said above appears trite, one statement merits repeating. He is a man of his word! You can count on him to do more than is expected!

Sincerely,



W.B. Sparkman III
President
Spinnaker, Schooners

8795 S. Thomas Dr.
Panama City Beach, FL 32408

C. 850.832.1660
E-Mail: Wbsman@gmail.com

Tab 6

Price

6. PRICE

PROPOSAL FORM RFP 22-11

This proposal of Coastal Parasail, Inc., ("Firm") organized and existing under the laws of the State of Florida doing business as Coastal Parasail, Inc (Insert a corporation", "a partnership" or "an individual" as applicable), is hereby submitted to the Board of County Commissioners, Bay County, ("County").

In compliance with the Request for Proposals, this Firm proposes to perform all work as detailed in this solicitation.

By this Proposal, this Firm certifies, and in the case of a joint proposal each party certifies as to its own organization, that this proposal has been arrived at independently, without consultation, communication or agreement as to any matter relating to this solicitation with any other competitor.

Respondent agrees to perform all the work described in the categories listed below for the following **Contract Prices**:

a. Trash Pick-up \$ 1340.00 Per Run

NOTE: Contractor will not receive additional compensation to perform the required task of bagging full or overflowing trash containers on or between Runs.

b. Grooming:

Full Grooming of Gulf beach sand \$ 7000.00 Per Grooming

Specified Area \$ 500.00 Per Mile

c. Removal and disposal of isolated foreign objects:

\$ 400.00 Per Occurrence

d. Maintenance of Post and Rope Fencing:

\$ 75.00 Per Full Employee-Hour

e. Removal of "Leave No Trace" items: \$ 1175.00 Per Night

f. LBT Ambassador Service: \$ 1175.00 Per Day

Tab 7

Additional Forms

7. REQUIRED ADDITIONAL FORMS

- a. SUBMITTAL FORM
- b. ADDENDUM ACKNOWLEDGEMENT
- c. ANTI-COLLUSION CLAUSE
- d. CERTIFICATION REGARDING SCRUTINIZED COMPANIES
- e. CONFLICT OF INTEREST
- f. DRUG FREE WORKPLACE
- g. WAIVER OF EXEMPTIONS OF MEETINGS/PRESENTATIONS

PROPOSAL FORM (CON'T)
RFP 22-11

Submitted By: Coastal Parasail, Inc.
Name of Firm/Contractor Submitting This Bid

Bid Prepared By: Adris Pender
Name of Individual Who Prepared This Bid

Contact Email: chuteadris@aol.com

Address: PO Box 18671, Panama City Beach, FL 32417

Phone: 850-527-6335

Contractor's License No. NA


Signature of Authorized Representative of Firm/Contractor


11/30/21
Date

SEAL: *(If bid is by Corporation)*

ADDENDUM ACKNOWLEDGEMENT

I acknowledge receipt of the following addenda:

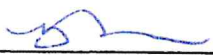
ADDENDUM NO. _____	DATED _____
ADDENDUM NO. _____	DATED _____
ADDENDUM NO. _____	DATED _____
ADDENDUM NO. _____	DATED _____
ADDENDUM NO. _____	DATED _____

Name of Firm:	Coastal Parasail, Inc.
Authorized Signature:	
Printed Name:	Adris Pender
Title:	President
Date:	11/30/21

It is the responsibility of the firm to ensure that they have received addendums if issued. Call (850) 248-8270 or email purchasing@baycountyfl.gov prior to submitting your Proposal to ensure that you have received addendums.

ANTI-COLLUSION CLAUSE

Firm certifies that their response is made without prior understanding, agreement or connection with any Corporation, Firm or person submitting a response for the same services and is in all respects fair and without collusion or fraud.


Name of Firm:	<u>Coastal Parasail, Inc.</u>
Authorized Signature:	<u></u>
Printed Name:	<u>Adris Pender</u>
Title:	<u>President</u>
Date:	<u>11/30/21</u>

CERTIFICATION REGARDING SCRUTINIZED COMPANIES LIST

Respondent Vendor Name:	Coastal Parasail, Inc.		
Vendor FEIN:	59-2935585		
Vendor's Authorized Representative Name and Title:	Adris Pender		
Address:	PO Box 18671		
City:	Panama City Beach	State:	Fl ZIP: 32417
Phone Number:	850-527-6335		
Email Address:	chuteadris@aol.com		

Section 287.135, Florida Statutes prohibits agencies from contracting with companies, for goods or services over \$1,000,000, that are participating in a boycott of Israel, are on the Scrutinized Companies that Boycott Israel list, the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or has been engaged in business operations in Cuba or Syria. Both lists are created pursuant to Section 215.473, Florida Statutes.

As the person authorized to sign on behalf of Respondent, I hereby certify that the company identified above in the sector entitled "Respondent Vendor Name" is not participating in a boycott of Israel, is not listed on the Scrutinized Companies that Boycott Israel List, the Scrutinized Companies with Activities in Sudan List, or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List and has not been engaged in business operations in Cuba or Syria. I understand that pursuant to Section 287.135, Florida Statutes, the submission of false certification may subject company to civil penalties, attorney's fees, and/or costs.

Certified By:	
AUTHORIZED SIGNATURE	
Print Name and Title:	Adris Pender - President
Date:	11/30/21

CONFLICT OF INTEREST DISCLOSURE FORM

For purposes of determining any possible conflict of interest, all firms, must disclose if any Bay County Board of County Commissioner(s), employee(s), elected officials(s), of if any of its agencies is also an owner, corporate officer, agency, employee, etc., of their firm.

Indicate either "yes" (a county employee, elected official, or agency is also associated with your firm), or "no". If yes, give person(s) name(s) and position(s) with your firm.

YES _____

NO X

NAME(S)

POSITION(S)

Name of Firm:

Coastal Parasail, Inc.

Authorized Signature:



Printed Name:

Adris Pender

Title:

President

Date:

11/30/21

IDENTICAL TIE BIDS/DRUG FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more submittals, which are equal with respect to price, quality, and service, are received by the County for the procurement of commodities or contractual services, a submittal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied firms have a drug-free workplace program. To have a drug-free workplace program, a business shall:

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.

Inform employees about the dangers of drug abuse in the workplace, the business's 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.

Give each employee engaged in providing the commodities or contractual services that are under Bid a copy of the statement specified in subsection (1).

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 employees 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.

Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by an employee who is so convicted.

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 the following:

(Check one and sign in the space provided.)

 X This firm complies fully with the above requirements.

 This firm does not have a drug free work place program at this time.

Name of Firm: Coastal Parasail, Inc.

Authorized Signature: 

Printed Name: Adris Pender

Title: President

WAIVER OF EXEMPTION OF MEETINGS/PRESENTATIONS

Pursuant to section 286.0113(2), Fla. Stat. (2011), any portion of a meeting at which a negotiation with a vendor is conducted pursuant to a competitive solicitation, at which a vendor makes an oral presentation as part of a competitive solicitation, or at which a vendor answers questions as part of a competitive solicitation is exempt from public meeting requirements. The County encourages transparent and open meetings and decision-making but will honor any request by a Firm to maintain the exemptions provided by section 286.0113(2).

Please indicate your preference regarding any meetings at which you may provide an oral presentation or answer questions regarding your submittal or at which negotiations may be conducted:

 X **Waive** all requirements to keep such meetings and negotiations exempt from public meeting laws.

 Maintain all requirements to keep such meetings and negotiations exempt from public meeting laws.

INDICATE WAIVE OR MAINTAIN, HOWEVER DO NOT SIGN THIS FORM