

**BID FOR**  
**JACKSONVILLE BEACH PIER OPERATION**  
**AND MANAGEMENT**

**RFP: ESC-4097-15**

**DANIA PIER MANAGEMENT CORP**  
**902 2ND ST N #2 JACKSONVILLE BEACH FL**

**VERA BRYANT - THOMAS ZANNUCCI**  
**904-962-0515 / 954-868-9600**

August 18, 2005

**JACKSONVILLE BEACH PIER OPERATION AND MANAGEMENT**

Dania Pier Management corp

902 2nd St. N #2 Jacksonville Beach, Fl.  
954-868-9600 / 904-962-0515

Thomas Zannucci, Pres.

7900 8th st Vero Beach Fl. 32968  
tjsequip@yahoo.com  
954-868-9600

Vera Bryant, General Manager

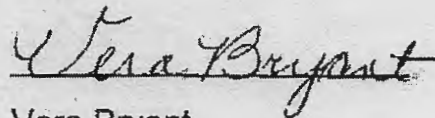
902 2nd st N Jacksonville Beach 32250  
vebryant@comcast.net  
904-962-0515

EIN#

65-0572838

We acknowledge that this response is base on the terms set forth by  
the City of Jacksonville.

  
Thomas Zannucci

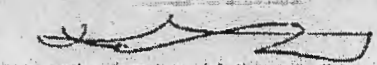
  
Vera Bryant

# BID FORM

## City of Jacksonville Procurement Division

DATE: 08-18-2015

THIS FORM MUST BE SIGNED AND INCLUDED IN BID SUBMISSION

<b>COMPANY NAME AND ADDRESS:</b> Dania Pier Management Corp 902 2 <sup>nd</sup> St. N. #2 Jacksonville Bch, FL 32250	<b>SUBMIT BID IN DUPLICATE</b> Bid to be submitted before 2:00 P.M. in Suite #105 214 N. Hogan St. This bid will open on 08/19/2015 at 2:00 P.M. Ed Ball Building Suite #110, 214 N. Hogan St. Jacksonville FL Responses to bid must be in ink or typewritten
FID/SSN: 65-0572838	<b>PURCHASING ANALYST:</b> Kathy Nasworthy <b>Phone:</b> (904) 255-8813
<b>BID SECURITY REQUIREMENTS:</b> None Required	<b>TERM OF CONTRACT:</b> Five (5) years agreement commencing at the execution of contract with one (1) additional two (2) year renewal option
<b>SAMPLE REQUIREMENTS:</b> None Required	<b>PERFORMANCE BOND:</b> See Attachment F
<b>QUANTITIES:</b> N/A  Revenue Generating Bid	<b>FOR TECHNICAL INQUIRIES, CONTACT:</b> Kathy Nasworthy - knaswort@coj.net Monday August 10, 2015 @ 10:00 a.m., is the Deadline for submitting any question(s) in writing to the Purchasing Analyst, Kathy Nasworthy @ knaswort@coj.net or fax (904) 357-5993.
<b>AGENCY:</b> Recreation and Parks / Natural and Marine Resources	
<b>Scope of Services:</b> The primary goal of this Request for Proposals (RFP) is to select a qualified firm to enter into a management agreement to collect admission fees from the public for Pier access, operate a retail shop on the Pier, and provide daily maintenance/janitorial and security services on the entire Pier under a management agreement with the City of Jacksonville.	
<b>Terms of Payment:</b> Net @ % discount days (discounts offered for payment periods of less than 30 days will not be considered in recommendation of award)	
<b>Bidders Certification</b>   Thomas Zannucci 8/8/15	<b>MATERIAL IS F.O.B.</b> Delivery will be made no less than business days from receipt of Purchase Order 08/18/2015 954-868-9600

**FORM 2**  
**CONFLICT OF INTEREST CERTIFICATE**  
**SECTION 00320**

Bidder **MUST** execute either Section I or Section II hereunder relative to Florida Statute 112.31(3)(2). Failure to execute either section may result in rejection of this bid proposal.

**SECTION I**

I hereby certify that no official or employee of the City of independent agency requiring the goods or services described in these specifications has a material financial interest in this company.

  
Signature  
**Thomas Zannucci**  
Name of Official (type or print)

**Dania Pier Management Corp.**  
Company Name  
**902 2<sup>nd</sup> St. N. # 2**  
Business Address  
**Jacksonville Bch FL 32250**  
City, State, Zip Code

**SECTION II**

I hereby certify that the following named City official(s) and/or employee(s) having material financial interest(s) in excess of 5% in this company have filed Conflict of Interest Statements with the Supervisor of Elections, 105 East Monroe Street, Jacksonville, Duval County Florida, prior to bid opening.

Name	Title of Position	Date of Filing

Signature

Company Name

Name of Official (type or print)

Business Address

City, State, Zip Code

**PUBLIC OFFICIAL DISCLOSURE**

Section 120.410 of the Public Access Code requires that a public official who has a financial interest in a bid or contract make a disclosure at the time that the bid or contract is submitted or at the time that the public official acquires a financial interest in the bid or contract. Please provide disclosure, if applicable, with bid.

Public Official

Position Held

Position or Relationship with Bidder

## Industry References

### C&H Lures

13051 Beach Blvd, St 200, Jacksonville Fl. 3224

904-992-9600

### Dandee - Jacksonville

Robert Rathbone

904-356-6248

### The Ice Man - Jacksonville

David or Sherri

904-384-2013

## Credit References

### Wells Fargo Bank

Brittany Johnson

561-459-5616

### Bionic Bait

Chris

954-9415252

### S&S Lures

Linda

678-2308187



## **Description of Staff and Equipment**

### **Staff**

Only courteous knowledgeable conscientious, well groomed staff will be accepted as employees

### **Equipment**

2 glass door coolers

5 box coolers

cash register

computer system

security system

Golf Cart

assorted tables and shelving

complete inventory of bait and tackle.

## **Experience**

<b>Dania Beach Fishing Pier</b>	1985 - 1990
<b>Dania Beach Fishing Pier</b>	1995 - 2002
<b>Deerfield Beach Fishing Pier</b>	2000 - 2008
<b>Juno Beach Fishing Pier</b>	2004 - 2014
<b>Pompano Beach Fishing Pier</b> Also Managed 350 car parking lot	2008 -2011
<b>Jacksonville Fishing Pier</b>	2005 - Present

**All of the Piers operated above had consistantly shown a profit.**

Through 20yrs experiance in retail Fishing Pier bussines, we have developed financial Stability.

**Manager Vera Bryant**

### **Management Has the Ability**

To oversee day to day operations of the fishing pier.

Manage employees

Day to day product ordering

Manage day to day revenue

Customer relations

to make sure daily, that the pier is operated satisfactorly forThe City of Jacksonville, Jacksonville Beach and the Pier Patrons.

## **Financial Resposibilities**

The operation of 5 profitable fishing Piers, resulting in our ability to purchase more product, increasing sales leading to prompt payment to vendors and city lease obligations.

## **Professional Accomplishments**

Dania Beach Fishing Pier

Deerfield Beach International Fishing Pier

Pompano Beach Fishing Pier

Jacksonville Fishing Pier

Juno Beach Fishing Pier



## **Financial Responsibilities**

**PAGE 2**

Dania Pier Managment has never failed to show a profit in any of its Pier operations and never failed to pay any of its creditors on time.

## **Accomplishments**

Operated 5 successful Fishing Piers in Florida.

## **Pier Recognition**

Fishing Touraments

Ads In Fishing Magazines

Photo opportunities

Radio Ads, manager does weekly fishing reports, live every Saturday morning.

All types of media advertising

Previous winner of Folio and Void, best place to fish.

**Request for Taxpayer  
Identification Number and Certification**

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

Print or type  
See Specific Instructions on page 2.

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

**DANIA PIER MANAGEMENT CORP**

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

3 Check appropriate box for federal tax classification; check only one of the following seven boxes:

☐ Individual/sole proprietor or  
single-member LLC

☐ C Corporation

☒ S Corporation

☐ Partnership

☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership)

Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.

☐ Other (see instructions) ▶

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

Exempt payee code (if any)

Exemption from FATCA reporting  
code (if any)

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

5 Address (number, street, and apt or suite no.)

**314 NE 27TH ST**

6 City, state, and ZIP code

**WILTON MANORS FL 33334**

Requester's name and address (optional)

7 List account number(s) here (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note: If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

\_\_\_\_ - \_\_\_\_ - \_\_\_\_

or

Employer identification number

**65-0572838**

**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 on page 8.

Sign  
Here ☒ Signature of  
U.S. person ▶

Date ▶ **Aug 13 2015**

## **Past Record of Professional Accomplishments**

### **Bug Out Pier Challenge**

Partnered with Bug out, Jacksonville Beach local business for 2nd year to hold June, July and August Tournaments, with monthly winners for largest Kingfish and a drawing for grand prize for largest fish over 10lbs. Drawing is on Labor day for those months.

### **Hook The Future Annual Childrens Contest with Capt Don.**

4th annual tournament to be held this fall, on the Pier. Each child receives a goody bag, free Rod & Reel and lunch, all free of charge. Last year we hosted over 300 families, a large increase over the first one which was 40 families.

### **In River on Ocean.**

IROO Group, an annual event of BIG BROTHERS / BIG SISTERS FISHING TOURNAMENT "PIER PRESSURE", booked for its 3rd annual event, in October 2015. Our first event hosted , had 20 children and sponsors, last year had 45, and have reserved event for this year to host 60 to 70.

### **Peer to Pier**

A local group of autistic children and their parents fishing tournament is held monthly, partnered with the HEAL Foundation, at no charge for children to fish and interact with others to learn about fishing and the Ocean.

## **Past Record Of Professional Accomplishments**

Page 2

### **Red Bull Night Riders**

Our Second annual event scheduled 11/13/15, where the Pier is open free to the public & lit up with huge lights for a great Surfing Contest.

Many movies, commercials, and Bands, shoot their film footage on the pier, with the COJ Film Institute, Todd Rubin adding to the Pier and local business revenue.

The Dania Pier Group and Pier Staff, all are very active in all local events for all causes and we advertise these events from runs, surf, music and charity.

We are also the drop of point FCNMHP and the local Food Bank, when needed.



## **Facility Maintenance and Operations**

### **Ideas to Increase Productivity and Revenue**

Dania Pier Management would like to add more activities to attract more people to the Pier, by joining with the monthly activities sponsored by the City of Jacksonville Beach and other groups.

On the second Tuesday Art Walk, we would like to have artists display / sell on the Pier and offer free admission to our beautiful area.

Contact local schools, youth organizations, to become a field trip destination for pleasure and educational purposes.

Offer charity events venue for holidays to have Photos with Santa, and other special days, such as pet adoption and display.

Clubs and organizations could have employee appreciation packages.

Have the Hospice and other Seniors groups hold field trips and lunch on the Pier.

Obtain state food license to expand food product, such as Hot Dogs, Slushies, etc.

Increase Website to include a wider range of Fishing, Marine and local restaurant activity in Jacksonville Beach area.



## **Bait Shop Operation**

**Hours of operation** 6am / 10pm / 365 days per year

These times have carefully been determined through the operation of the pier for the last 10 years, as weather and climate change daily, we are staying open longer during winter hours when these conditions are favorable and public wishes to utilize facilities.

### **Staffing**

Onsite Manager Vera Bryant

At all times when Pier is open there will be a minimum of one attendant on duty. When additional attendants are needed, they will be added to ease work load, insure customer satisfaction and health and safety issues are addressed promptly.

## **Pier Cleaning and Maintenance**

1. Garbage recepticals will be emptied on a daily bases and will be fitted with new trash liners.
2. Garbage will be disposed of in the provided dumpster.
3. Pier will be checked for any debris and or safety hazards by employees after each of there shifts. Debris will be discarded and any possible hazards will be brought to the attention of the manager for immediate action.
4. The City of Jacksonville will be notified immediatly of any needed repairs to the structure which are considered thier responsibility as per contract. Contractor will take any action to make any hazardous area safe to patrons until such repairs can be performed by the city.
5. Pier will be rinsed off regularly and Pressure cleaned once a month, or more depending on patron traffic.
6. A pest control company will be hired for monthly pest control.

**Our goal is to keep the pier safe and clean for our customers.**

## **Retail Concession Cleaning and Maintenance**

### **Concession Bait area:**

Maintained daily, with approved products, as required by state regulations. It will be inspected regularly by Florida Dept. of Agriculture inspector on a no notice basis, correcting any problem immediatly to satisfy city, county, and state requirements.

### **Restrooms**

Restrooms will be inspected and sanitized as needed throghout the day with approved sanitizer, including emptying of covered waste containers, and in the ladies rest rooms, lined sanitary receptacles are also chaned throughout the day. Restrooms will be pressure cleaned on a weekly basis.

ATTACHMENT H

LIST OF CONTRACTS/PROJECTS  
FOR THE PREVIOUS FIVE (5) YEARS

Date Service Commenced: 2004 Date Service Concluded: 2015  
Name of Company: Palm Bch County Point of Contact: DAVE LILL  
Company Address: 4218 ATLANTA WAY Palm Bch Gardens 33410  
Company Phone Number: 561-3867968 Dollar Value of Contract: 1,000,000  
Brief Description of Services Provided: OPERATE JUNE FISHING  
Pier June Bch Fl.

Date Service Commenced: 2004 Date Service Concluded: Present  
Name of Company: CITY OF JACKSONVILLE Point of Contact: KATHY NASWORTHY  
Company Address: CITY OF JACKSONVILLE FL.  
Company Phone Number: 904 255 8813 Dollar Value of Contract: —  
Brief Description of Services Provided: OPERATE FISHING PIER

Date Service Commenced: \_\_\_\_\_ Date Service Concluded: \_\_\_\_\_  
Name of Company: \_\_\_\_\_ Point of Contact: \_\_\_\_\_  
Company Address: \_\_\_\_\_  
Company Phone Number: \_\_\_\_\_ Dollar Value of Contract: \_\_\_\_\_  
Brief Description of Services Provided: \_\_\_\_\_



## Products and Pricing

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### Packaged Bait

Shrimp	1/2 lb...	4.00
Clams	doz	4.00
Squid	lb	4.00
Mullet	doz	4.00

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### Souvenirs

"T" Shirts, Children and adult sizes to XXX

Hats

Post cards

Prices range from \$1.00 to \$12.00 based on cost and availailty



## Products

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### Beverages

Soft Drinks  
Regular  
Diet  
Decaff

Water  
Regular  
Fruit  
Regular  
0 calorie

Energy Drinks  
Gatorade  
Monster

Fruit Juices  
Coffee / Tea / Hot Chocolate

Prices range from \$1.00 to \$2.50 based on cost and availability