

Board of Sumter County Commissioners Request for Proposal for
Economic Development Marketing Program Support

RFP #E1-2009/AT



P.O. Box 159, 3539 Apalachee Pkwy.
Tallahassee, Florida, 32311
(p) 727.667.6875 (f) 888.857.5784

ORIGINAL



Board of Sumter County Commissioners
Request for Proposal for Economic Development Marketing Program Support
RFP #E1-2009/AT Room 220
Sumter County Government Offices
910 North Main Street, Bushnell, FL 33513

September, 18, 2009

Dear Commissioners:

Thank you for the opportunity to serve Sumter County's Board of Commissioners, its businesses, its workers and its taxpayers. Sumter County has a population of 95,000 with a rich and vital history contained in its cities, social institutions and professional associations. Not only is Sumter County well-positioned geographically as a "crossroads" of I 75, the Florida Turnpike, US Highway 301 and the CSX railroad, but it also is at a crossroads in determining and executing its future vision for economic development and quality of life. We are ready and uniquely able to assist Sumter County in building and executing a shared vision for success.

The Sumter County Chamber of Commerce states on its website that the County is "one of Florida's best-kept secrets". We agree and will develop a strategic business plan that makes that secret well known to regional and national and international business opportunities. Any economic development vision should start with assisting existing businesses who have already invested themselves deeply into the community. The least expensive new job to create resides within the existing businesses of Sumter County. We will actively partner with them to "survive" the current difficult economic times and assist them in preparing to "thrive" as the new economic realities unroll throughout this country.

Not only will we outreach and serve existing businesses within Sumter County, but we will also build a strategic plan and marketing outreach to recruit businesses with the best future fit for the County. We are highly qualified for this mission. Over a six year period of time, key members of our team led the most successful County economic development program in the state of Florida. **In 2001, 2002 and 2003, Pinellas County was ranked #1 among all counties in the United States in new job creation. We also increased the diversity of jobs in Pinellas County by improving the county's state ranking to #1 in corporate high-tech jobs; #2 in manufacturing jobs and #3 in retail business. Furthermore, we increased the productivity and effectiveness of the local workforce program from the beginning State ranking of #24 to a State ranking of #5.**

We offer a highly successful, experienced and committed team: **e5olutions** (please see attached brief data sheets) **to aggressively partner with the County in supporting existing businesses; recruiting new businesses and strategic marketing.** We not only embrace the opportunity and challenge of your request, but we also share your core beliefs "in hard work, family, good fellowship and strong values".

We believe together that Team Sumter can build a financially sound and productive future through a research-based strategic plan, shared vision, strong partnerships, savvy marketing and effective execution.

A handwritten signature in blue ink that reads "Rick Dodge".

Thank you.
Rick Dodge
President, E5 Solutions, Inc.



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Dear Commissioners:

Sumter County seeks an experienced and aggressive partner to provide strategic leadership and execution in the areas of economic marketing, retaining/expanding existing businesses/industry and recruiting external businesses/industries that best fit the future of the County. We have built a projected annual program and budget within the available funding of \$350,000 as indicated in the answer to question 1:

E1-2009/AT Questions & Answers (Questions are typed in black, answers are typed in red)

1. What is the projected budget for this project?

The project budget will be developed from the proposed services and the costs proposed for those services and will be negotiated in the final contract. Specifically, there is currently over \$250,000.00 in the account with the Industrial Development Authority and \$100,000.00 in the Board of Sumter County Commissioners budget for Economic Development.

We prepare to deliver all services through a six member team with three members working on a permanent/full time basis in Sumter County and three members providing significant legal, graphic, technical and research support on a part-time basis. The full-time staff will include project manager at \$34.95 per hour, a marketing manager at \$26.44 per hour and the secretary/volunteer coordinator at \$15.30 per hour. This staffing pattern reflects a fully integrated first-year program that will include advertising, printing, new business recruitment activities, existing business support activities, specific local networking activities, publicity events, financial reporting, office rent and equipment, utilities, website development and hosting, insurance and all normal startup activities. We are prepared to discuss the first-year plan in detail and deliver a final budget at the appropriate time in the selection process, but we have already built a proposed program of services with the following monthly fee and reimbursement schedule:

1	2	3	4	5	6	7	8	9	10	11	12
\$31,590	35,390	\$29,990	\$28,490	\$42,690	\$38,690	\$27,690	\$23,690	\$21,690	\$22,990	\$25,990	20,990

The combined monthly fees equal a total annual fee and reimbursement of \$349,880.

The final budget will have all required detail and not exceed a total of \$349,880, but we also proceed knowing that the first-year budget must be flexible to meet changes in opportunities that will occur in the first year.

Thank you.
Rick Dodge
President, E5 Solutions, Inc.



Team Bios

Rick Dodge

Rick Dodge has led major business and public agencies in Tampa Bay over the past twenty-five years. His strategic skills and broad based consensus building have resulted in such diverse successes as bringing the Dali Museum and Tampa Bay Devil Rays to the area. As City Administrator for St. Petersburg, he helped lead a one mill reduction in property tax while setting in motion comprehensive plans that produced a new and vibrant downtown.

As an educator, Rick has taught at the elementary, high school and college levels. He served as an adjunct professor for the University of Delaware and Texas A&M University. He also served as an Instructor, Regent and Chairman of the Board of Regent's for North Carolina State University's School of Arts Management and School of Revenue Management. In 2001, he received the President's Award from St. Petersburg College for his innovative partnership in developing the University Partnership Center Program.

As the Assistant County Manager for Economic Development, he brought synergistic approaches and innovative public-private partnerships that made Pinellas County the # 1 new job producer in the Country. Included in these approaches were the introduction of a TV-radio combination called "Good Business Pinellas" that set a national standard for outreach and market share. A winner of over 75 awards for leadership and contribution, he holds undergraduate and graduate degrees from the University of Virginia, and has completed advanced business training at the University of Indiana and Harvard University.

Richard Hickman

Richard Hickman brings more than thirty years of award winning success in marketing and public relations on a national and local level. His expertise is developed from a wide range of responsibilities such as coordinating the tourism promotions of all 50 state travel promotion offices; creating a national travel development educational institute in the nation's capitol; director of travel and tourism marketing for the City of Washington, D.C.; managing and marketing a major 860 room convention hotel; building and directing a full-service marketing and information system for the City of St. Petersburg, Florida, which included creation of a 24/7 government TV station; and most recently designing and directing a business marketing program for Pinellas County, Florida, based largely on an interactive, cross-promotion communications system of television, radio and the internet.

Rich's college education was from LaSierra University, Arlington, California, during which he was called into the U.S. Army, serving three years in the Far East. His continuing marketing career includes establishment and program development of the educational training system for tourism marketing professionals at University of Notre Dame; lecturing on marketing at Cornell University; and advanced training and executive presentations in Economic Development at the University of South Florida. Rich has also served as a doctoral thesis judge in marketing for George Washington University, Washington, D.C., and was the author's assistant in production of a widely praised book on Washington, D.C., titled "Washington for Children."

Rich has been named "Outstanding Public Relations Professional" by the Florida Public Relations Association, plus has received 39 additional Golden Image Awards from FPRA and the American Advertising Federation. Recently, the Good Business Pinellas TV, radio and Siliconbay.org website gained "superior" national recognition from the American Economic Development Council and were selected by the Florida Economic Development Council as "Best in Florida" for promoting and retaining businesses.

Doug Smiley

For over 20 years, Doug has been providing local and national clients a variety of marketing communications and digital media production services including video production & post, web design & development, CD & DVD production, graphics, animation, and more. Doug also has years of experience in live event production and large-scale audio-visual technology, producing live events for many of his clients.

Doug's own small business, tangent media! is a full service marketing communications company specializing in the technologies inherent in producing today's digital media, with an emphasis on business-to-business marketing communications. Doug is well versed in all aspects of marketing communications and media production, as well as being thoroughly knowledgeable in a wide variety of technologies such as broadcasting, live event production, and computer based systems.

Clients include Lucent Technologies, Perot Systems, Raymond James Financial, Time Warner Cable, Bright House Networks (Cable), Transitions Optical, Certegy/Equifax, and many others. As a small business owner himself, Doug's business philosophy is to build long-term relationships based on trust, competence and years of experience.

Christy Smiley

Christy brings over 20 years experience managing large projects, ranging from e-commerce websites to building a multi-million dollar communications technology company. As Co-Founder/Partner of Mediacentric Group Inc., she participated in a wide variety of the company's operations, overseeing the growth of the company from its inception with 5 employees to its status as a world leader in IP based communications technology with over 100 employees. Christy has strong leadership, client management, and organizational skills, combined with a unique blend of creative/technical expertise.

Christy's Account Management and Project Management skills are world class. She has spearheaded numerous multi-million dollar projects for many Fortune 500 clients, including Lucent Technologies, Honeywell, Ford, Bell South, Disney, Baxter Pharmaceuticals, Peoplesoft, and others. Projects included the landmark portal "Lucent Direct Online" which became the sixth largest e-commerce site in the country within six months of its launch date.

Christy's design capabilities are also well documented. As Raymond James Financial's Creative Director for over 10 years she managed the creative department's production. She was also responsible for modernizing in-house systems from traditional print & layout methodology to digital desktop design & layout technology.

John P. Joseph, Esquire

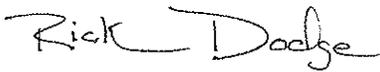
John P. Joseph, Esquire has been a member of the Florida Bar since 1986 and owns the Pinellas Legal Center in St. Petersburg, Florida. John received his Bachelors Degree in History from Stetson University and his Juris Doctorate from the University of Kentucky, College of Law. He also holds a certificate in Risk Management from Cambridge University, England.

John currently serves as a Hearing Officer for the City of St. Petersburg and volunteers as a Hearing Master for Pinellas County, Florida. He is also an Adjunct Professor at Southeastern University where he teaches Business Ethics.

John was highly honored to be the inaugural recipient of the Golden Hammer Award honoring his knowledge in Not-For-Profit law. John is an ordained minister and an active speaker in Peninsular Florida District Council and contributing author for Enrichment Magazine.

John is admitted to practice in every state court in the State of Florida. He is a member of the St. Petersburg Bar Association. John practices law in Pinellas County and was appointed in 2008 to be Vice Chairman of the Florida Bar's Committee on Pre-Paid Legal Plans. He is also a member of the St. Petersburg Chamber of Commerce and the Grand Central District Association.

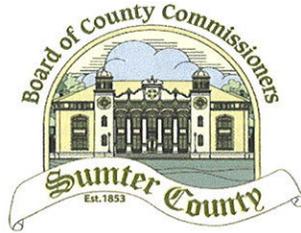
PROPOSALS COVER PAGE

Name of Firm, Entity or Organization: E5 Solutions, Inc.
Federal Employer Identification Number (FEIN): 27-0921584
State of Florida License Number (If Applicable):
Name of Contact Person: Rick Dodge
Title: President
E-Mail Address: e3rick@gmail.com
Organizational Structure – Please Check One: Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other <input type="checkbox"/>
If Corporation: Date of Incorporation: 09/09/09 State of Incorporation: Florida
States Registered in as Foreign Corporation:
Authorized Signature: Print Name: Rick Dodge Signature 
Title: President
Phone: 727-667-6875
<i>This document must be completed and returned with your Submittal.</i>

PROPOSER'S CERTIFICATION

Submit To: Sumter County Board of County Commissioners 910 North Main Street Bushnell, Florida, 33513 Phone 352-793-0200 Fax 352-793.0207	SUMTER COUNTY BOARD OF COUNTY COMMISSIONERS REQUEST FOR PROPOSALS (RFP) CERTIFICATION AND ADDENDA ACKNOWLEDGMENT	
DUE DATE: September 18, 2009	DUE TIME: 2:00 pm	RFP # E1-2009/AT
TITLE: RFP # E1-2009/AT ECONOMIC DEVELOPMENT MARKETING AND PROGRAM SUPPORT		
VENDOR NAME: E5 Solutions, Inc.	PHONE NUMBER: (727) 667-6875	
VENDOR MAILING ADDRESS: 3984 Grove Park Drive	FAX NUMBER: (888) 857-5784	
CITY/STATE/ZIP: Tallahassee	E-MAIL ADDRESS: e3rick@gmail.com	
<p>"I, the undersigned, certify that I have reviewed the addenda listed below (list all addenda received to date). I understand that timely commencement will be considered in award of this RFP and that cancellation of award will be considered if commencement time is not met, and that untimely commencement may be cause for termination of contract. I further certify that the services will meet or exceed the RFP requirements. I, the undersigned, declare that I have carefully examined the RFP, specifications and the quality and type of coverage and services specified. I further declare that I have not divulged, discussed, or compared this RFP with any other Offeror and have not colluded with any Offerors or parties to an RFP whatsoever for any fraudulent purpose."</p> <p style="text-align: center;"> <u> 1 </u> Addendum # <u> 2 </u> Addendum # <u> </u> Addendum # <u> </u> Addendum # <u> </u> Addendum # </p>		
<p>"I certify that this quote is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting an RFP for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this RFP and certify that I am authorized to sign this response and that the offer is in compliance with all requirements of the RFP, including but not limited to certification requirements. In conducting offers with an agency for Sumter County Board of County Commissioners (BOCC), respondent agrees that if this Proposals is accepted, the respondent will convey, sell, assign, or transfer to the Sumter County BOCC all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States for price fixing relating to the particular commodities or services purchased or acquired by the COUNTY. At the Sumter County BOCC discretion, such assignment shall be made and become effective at the time the purchasing agency renders final payment to the respondent."</p> <p style="text-align: center;"> <u> Rick Dodge, President </u> Authorized Agent Name, Title (Print) <u> Rick Dodge </u> Authorized Signature <u> </u> Date </p>		
<p><i>This form must be completed and returned with your Submittal</i></p>		

**PROPOSALS FORM FOR
BOARD OF SUMTER COUNTY COMMISSIONERS**



Name of Firm Submitting Qualifications: **E5 Solutions, Inc.**

Name of Person Submitting Qualifications: **Rick Dodge**

PROPOSER ACKNOWLEDGMENT

"The undersigned hereby declares that he/she has informed himself/herself fully in regard to all conditions to the work to be done, and that he/she has examined the RFP and Specifications for the work and comments hereto attached. The Vendor proposes and agrees, if this submission is accepted, to contract with the Board of Sumter County Commissioners, to furnish all necessary materials, equipment, labor and services necessary to complete the work covered by the RFP and Contract Documents for this Project. The Vendor agrees to accept in full compensation for each item the prices named in the schedules incorporated herein."

CONSULTANT'S FEE SCHEDULE MUST BE ATTACHED TO THIS PROPOSAL

See attached cover letter for Fee Schedule information.

Rick Dodge

Signature

09/18/09

Date

[] Check if exception(s) or deviation(s) to Specifications. Attach separate sheet(s) detailing reason and type for the exception or deviation.

This document must be completed and returned with your Submittal

STATEMENT OF TERMS AND CONDITIONS

PUBLIC ENTITY CRIME: A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a Proposals/Bid on a contract to provide any goods or services to a public entity, for the construction or repair of a public building or public work, may not submit Proposals/Bids on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.

INDEMNIFICATION: The Contractor agrees to indemnify and hold harmless Board of Sumter County Commissioners, and their elected officials, employees and volunteers from and against all claims, losses and expenses, including legal costs, arising out of or resulting from, the performance of this contract, provided that any such claims, damage, loss of expenses is attributed to bodily injury, sickness, disease, personal injury or death, or to injury to or destruction of tangible property including the loss or loss of use resulting there from and is caused in whole or in part by any negligent act or omission of the tenant.

PROHIBITION OF LOBBYING: During the black out period which is, the period between the time the submittals for Invitation to Bid or the Request for Proposals, or Qualifications, or information, as applicable, are received at Contracts / Purchasing and the time the Board awards the contract, no proposer, no lobbyist, principal, or other person may lobby, on behalf of a competing party in a particular procurement matter, any member of the Board, or any Board employee other than the Budget & Purchasing Manager. Violation of this provision may result in disqualification of violating party. All questions regarding this Request for Proposals (RFP) or Invitation to Bid (IBID) must be submitted in writing to the Board's Budget & Purchasing Manager.

ANTI TRUST LAWS: By submission of a signed RFP or IBID, the successful Vendor acknowledges compliance with all antitrust laws of the United States and the State of Florida, in order to protect the public from restraint of trade, which illegally increases prices.

CONFLICT OF INTEREST: The award of the contract hereunder is subject to the provisions of Chapter 112 of the Florida Statutes. Vendors shall disclose the name of any Officer, Director, Partner, Associate, or Agent who is also an Officer, Appointee, or Employee of any of the Boards at the time of the RFP or IBID, or at the time of occurrence of the Conflict of Interest thereafter.

INTERPRETATION, CLARIFICATIONS AND ADDENDA: No oral interpretations will be made to any vendor as to the meaning of the RFP/IBID Contract Documents. Any inquiry or request for interpretation received by the Budget & Purchasing Manager before the date listed herein will be given consideration. All such changes or interpretations will be made in writing in the form of an addendum and, if issued, will be distributed at or after the Pre-Proposals/Pre-Bid Conference, mailed or sent by available or electronic means to all attending prospective Submitters prior to the established RFP/IBID opening date. Each Vendor shall acknowledge receipt of such addenda in the space provided. In case any Proposer/Bidder fails to acknowledge receipt of such addenda or addendum, his offer will nevertheless be construed as though it had been received and acknowledged and the submission of his bid will constitute acknowledgment of the receipt of same. All addenda are a part of the RFP/IBID FORMS and each Proposer/Bidder will be bound by such addenda, whether or not received by him. It is the responsibility of each proposer/bidder to verify that he has received all addenda issued before RFP's/IBID's are opened. In the case of unit price items, the quantities of work to be done and materials to be furnished under this RFP/IBID Contract are to be considered as approximate only and are to be used solely for the comparison of RFP's/IBID's received. The Board and/or his CONSULTANT do not expressly or by implication represent that the actual quantities involved will correspond exactly therewith; nor shall the Vendor plead misunderstanding or deception because of such estimate or quantities of work performed or material furnished in accordance with the Specifications and/or Drawings and other Proposals/Bid Documents, and it is understood that the quantities may be increased or diminished as provided herein without in any way invalidating any of the unit or lump sum prices bid.

GOVERNING LAWS AND REGULATIONS: The vendor is required to be familiar with and shall be responsible for complying with all federal, state and local laws, ordinances, rules and regulations that in any manner affect the work.

PROPRIETARY/CONFIDENTIAL INFORMATION: Vendors are hereby notified that all information submitted as part of, or in support of RFP's/IBID's, will be available for public inspection ten days after opening of the RFP's/IBID's or until a short list is recommended whichever comes first, in compliance with Chapter 119, and 287 of the Florida Statutes. Any person wishing to view the RFP's/IBID's must make an appointment by calling the Budget & Purchasing Manager at (352) 793-0200. All RFP's/IBID's submitted in response to this solicitation become the property of the Board. Unless information submitted is proprietary, copy written, trademarked, or patented, the Board reserves the right to utilize any or all information, ideas, conceptions, or portions of any RFP/IBID, in its best interest.

TAXES: The Board of Sumter County Commissioners is exempt from any taxes imposed by the State and/or Federal Government. Exemption certificates will be provided upon request.

NON-COLLUSION DECLARATION: By signing this RFP/IBID, all Vendors shall affirm that they shall not collude, conspire, connive or agree, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposals in connection with the work for which their RFP/IBID has been submitted; or to refrain from bidding in connection with such work; or have in any manner, directly or indirectly, sought by person to fix the price or prices in the RFP/IBID or of any other Bidder, or to fix any overhead, profit, or cost elements of the RFP/IBID price or the RFP/IBID price of any other Bidder, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against any other Bidder, or any person interested in the proposed work.

PROPOSER RESPONSIBILITY: Invitation by the Boards to vendors is based on the recipient's specific request and application to DemandStar by Onvia at www.DemandStar.com (800) 711-1712 or as the result of response by the public to the legal advertisements required by State law. Firms or individuals submit their responses on a voluntary basis, and therefore are not entitled to compensation of any kind.

OWNERSHIP OF SUBMITTALS: All responses, inquiries or correspondence relating to or in reference to this RFP/IBID, and all other reports, charts, displays, schedules, exhibits and other documentation submitted by the vendors will become the property of the Board. Reference to literature submitted with a previous RFP/IBID will not relieve the Bidder from including any required documents with this RFP/IBID.

EXAMINATION OF BID DOCUMENTS: Each Bidder shall carefully examine the RFP/IBID Document to ensure all pages have been received, all drawings and/or Specifications and other applicable documents are included, and shall inform himself thoroughly regarding any and all conditions and requirements that may in any manner affect cost, progress or performance of the work to be performed under the Contract. Ignorance on the part of the CONTRACTOR will in no way relieve him of the obligations and responsibilities assumed under the Contract.

VENDOR RESPONSIBILITY: Vendors are fully and completely responsible for the labeling, identification and delivery of their submittals. The Budget & Purchasing Manager will not be responsible for any mislabeled or misdirected submissions, nor those handled by delivery persons, couriers, or the US Postal Service.

DRUG FREE WORKPLACE: All Proposers/Bidders shall submit the enclosed, duly signed and notarized form entitled "Drug Free Workplace Certificate". The Drug Free Workplace Vendor shall have the burden of demonstrating that his program complies with Section 287.087 of the Florida Statutes, and any other applicable state law.

BOARD OF SUMTER COUNTY COMMISSIONERS, are political subdivisions of the State of Florida, and reserve the right to reject any and/or all submittals, reserve the right to waive any informalities or irregularities in the examination process, and reserve the right to award contracts and/or in the best interest of the Boards. Submittals not meeting stated minimum terms and qualifications may be rejected by the Boards as non-responsive. The Boards reserve the right to reject any or all submittals without cause. The Boards reserves the right to reject the submission of any Vendor in arrears or in default upon any debt or contract to the Boards, or who has failed to perform faithfully any previous contract with the Boards or with other governmental agencies.

PUBLIC RECORDS LAW: Correspondence, materials and documents received pursuant to this RFP/IBID become public records subject to the provisions of Chapter 119, Florida Statutes.

VERIFICATION OF TIME: Nextel time is hereby established as the Official Time of the Boards.

PREPARATION OF PROPOSALS/IBIDS:

Signature of the Bidder: The Bidder must sign the RFP/IBID FORMS in the space provided for the signature. If the Proposer/Bidder is an individual, the words "doing business as _____" must appear beneath such signature. In the case of a partnership, the signature of at least one of the partners must follow the firm name and the words, "Member of the Firm" should be written beneath such signature. If the Proposer/Bidder is a corporation, the title of the officer signing the RFP/IBID on behalf of the corporation must be stated and evidence of his authority to sign the RFP/IBID must be submitted. The Proposer/Bidder shall state in the RFP/IBID FORMS the name and address of each person interested therein.

Basis for Bidding: The price proposed for each item shall be on a lump sum or unit price basis according to specifications on the RFP/IBID FORM. The proposed prices shall remain unchanged for the duration of the Contract and no claims for cost escalation during the progress of the work will be considered, unless otherwise provided herein.

Total Proposed Price/Total Contract Sum Proposed: If applicable, the total price bid for the work shall be the aggregate of the lump sum prices proposed and/or unit prices multiplied by the appropriate estimated quantities for the individual items and shall be stated in figures in the appropriate place on the RFP/IBID FORM. In the event that there is a discrepancy on the RFP/IBID FORM due to unit price extensions or additions, the corrected extensions and additions shall be used to determine the project bid amount.

TABULATION: Those wishing to receive an official tabulation of the results of the opening of this RFP/IBID are to submit a self-addressed, stamped business size (No. 10) envelope, prominently marked on the front lower left side, with the RFP identification. Tabulation requested by telephone, fax or electronic media will not be accepted.

OBLIGATION OF WINNING BIDDER: The contents of the RFP/IBID of the successful proposer/bidder will become contractual obligations if acquisition action ensues. Failure of the successful Proposer/Bidder to accept these obligations in a contract may result in cancellation of the award and such vendor may be removed from future participation.

AWARD OF BID: It is the Boards' intent to select a vendor within sixty (60) calendar days of the deadline for receipt of Proposals/Bids. However, Proposals/Bids must be firm and valid for award for at least ninety (90) calendar days after the deadline for receipt of the RFP/IBID.

ADDITIONAL REQUIREMENTS: The firms shall furnish such additional information as the Boards may reasonably require. This includes information which indicates financial resources as well as ability to provide the services. The Boards reserve the right to make investigations of the qualifications of the firm as it deems appropriate.

PREPARATION COSTS: The Boards shall not be obligated or be liable for any costs incurred by Proposers/Bidders prior to issuance of a contract. All costs to prepare and submit a response to this RFP/IBID shall be borne by the Proposer/Bidder.

TIMELINESS: All work will commence upon authorization from the Boards' representative (Budget & Purchasing Manager). All work will proceed in a timely manner without delays. The Contractor shall commence the work UPON RECEIPT OF NOTICE TO PROCEED and/or ORDER PLACED (PURCHASE ORDER PRESENTED), and shall deliver in accordance to the terms and conditions outlined and agreed upon herein.

DELIVERY: All prices shall be FOB Destination, The Villages, Florida, inside delivery unless otherwise specified.

ADDITIONAL SERVICES/PURCHASES BY OTHER PUBLIC AGENCIES ("PIGGY-BACK"): The Vendor by submitting a Bid acknowledges that other Public Agencies may seek to "Piggy-Back" under the same terms and conditions, during the effective period of any resulting contract - services and/or purchases being offered in this Bid, for the same prices and/or terms proposed. Vendor has the option to agree or disagree to allow contract Piggy-Backs on a case-by-case basis. Before a Public Agency is allowed to Piggy-Back any contract, the Agency must first obtain the vendor's approval - without the vendor's approval, the seeking Agency cannot Piggy-Back.

PLANS, FORMS & SPECIFICATIONS: Bid Packages are available from the Budget & Purchasing Manager. These packages are available for pickup or by mail. If requested to mail, the Proposer/Bidder must supply a courier account number (UPS, FedEx, etc). Proposers/Bidders are required to use the official RFP/IBID FORMS, and all attachments itemized herein, are to be submitted as a single document. Any variation from the minimum specifications must be clearly stated on the RFP/IBID FORM and/or Exceptions/Deviations Sheet(s). Only one set of plans, forms, and specifications will be furnished each company or corporation interested in submitting a Proposals/bid. RFP/IBID FORM documents for this project are free of charge and are available on-line and are downloadable (vendor must pay any DemandStar fees or any shipping).

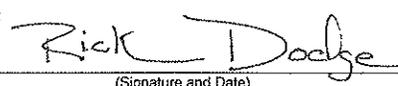
MANUFACTURER'S NAME AND APPROVED EQUIVALENTS: Any manufacturer's names, trade names, brand names, information and/or catalog numbers listed in a specification are for information and not intended to limit competition unless otherwise indicated. The Proposer/Bidder may offer any brand for which he is an authorized representative, which meets or exceeds the RFP/IBID specification for any item(s). If RFP's/IBID's are based on equivalent products, indicate on the RFP/IBID FORM the manufacturer's product name and literature, and/or complete specifications. Reference to literature submitted with a previous RFP/IBID will not satisfy this provision. The Proposer/Bidder shall explain in detail the reason(s) why the proposed equivalent will meet the specifications and not be considered an exception thereto. RFP's/IBID's which do not comply with these requirements are subject to rejection. RFP's/IBID's lacking any written indication of intent to quote an alternate brand will be received and considered in complete compliance with the specifications as listed on the RFP/IBID FORM. The Budget & Purchasing Manager is to be notified, in writing, of any proposed changes in materials used, manufacturing process, or construction. However, changes shall not be binding upon the Boards unless evidenced by a Change Notice issued and signed by the Budget & Purchasing Manager, or designated representative.

QUANTITIES: The quantities as specified in this RFP/IBID are estimates only and are not to be construed as guaranteed minimums.

SAMPLES: Samples of items, when called for, shall be furnished free of expense, and if not destroyed may, upon request, be returned at the Proposer's/Bidder's expense. Each sample shall be labeled with the Proposer's/Bidder's name, manufacturer brand name and number, RFP/IBID number and item reference. Samples of successful Proposer's/Bidder's items may remain on file for the term of the contract. Request for return of samples shall be accompanied by instructions which include shipping authorization and must be received at time of opening. Samples not returned may be disposed of by the Boards within a reasonable time as deemed appropriate.

DOCUMENT RE-CREATION: Vendor may choose to re-create any document(s) required for this solicitation, but must do so at his own risk. All required information in the original Board format must be included in any re-created document. Submittals may be deemed non-responsive if required information is not included in any re-created document.

ACKNOWLEDGED:


(Signature and Date)

This document must be completed and returned with your Submittal

REFERENCE & SIMILAR PROJECTS EXPERIENCE FORM

Owner / Business Name: Pinellas County Department of Economic Development		
Project Location / Address: Throughout Pinellas County, Florida		
City: 24 Pinellas Municipalities	State: Florida	Zip Code: 33762
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake-Sumter Community College		Dates of Work: Nov. 1997 - March 1998
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: "Tell us, We're Listening" campaign		
<p>Brief Description of Project: To learn the business needs and concerns of county businesses, over a period of three months, approximately 100 one-on-one and group meetings were held with business leaders, proprietors, chambers, educators and elected and appointed officials, listening to their ideas, problems and suggestions. Their responses became a critical aspect of our new program development.</p>		

Dodge sets out to listen as he puts together team

By DAVID R. CORDER

The last few weeks have been a blur for Rick Dodge, Pinellas County's newly appointed director of economic development.

It's a non-stop meeting after meeting for the former St. Petersburg city administrator, who in June replaced in one of the most important positions in the county since the 1970s Mayor League Baseball in the Bay Area.

As might be expected of someone in his new job for only a month, Dodge is representing his county government department as if he were running a start-up company. Conferences and meetings were being set up, work was being done on the new office space, the department's website in the Airport Business Center.

"I took my biggest challenge was getting to the office out of my car the first couple of weeks, because people were so excited to get started in Pinellas County," Dodge said. "I didn't have a lot of calls in June before I started the job. I took time to get a feel for the county and the County Commission's role in making economic development a priority for the county."

In August, the Pinellas County Commission voted to create a new economic development department from the Industry Development Council of Pinellas.

For almost 11 years, business meetings and conferences were directed by Bill Casper, who served as executive director of both the industry council and the now defunct St. Petersburg Clearwater Economic Development Council.

Set up originally by the state Legislature, the industry council operated independently of the county's commission but its focus were on the county's largest employers. The Legislature by the county's largest employers, who have been charged the council with administering the county's industrial economic development.



Rick Dodge

Question: How will a newly proposed St. Petersburg Clearwater Area Economic Development Council differ from the one run by Bill Casper?

Answer: As you're aware, the council has spent the last couple of years focusing on the Pinellas County Economic Development Council, which is very important. He also will be focusing on industrial development. This department will be focused on business recruitment and assistance, and also domestic recruitment assistance. We're also trying to build a business. We're also trying to build a business. We're also trying to build a business. We're also trying to build a business.

Question: How is the EDC different from previous ones?

Answer: It's very pleased, because I've been able to recruit a couple of special team members, already. Rick Dodge will be the manager of business assistance. He originally worked for the St. Petersburg Area Chamber of Commerce and put together a model program of how to assist local business in the expansion and expansion. In fact, the program's been used by other programs around the County. In terms of promotion, you've noticed that the rate of growth and investment, that's the rate of investment. You've noticed that the rate of investment. You've noticed that the rate of investment.

"A good job changes a renter into a homeowner, from a transient worker to a stakeholder."

Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Countywide		
City:	State: FL	Zip Code:
Point of Contact: Ms. Laura Berkowitz, Communications & Research Manager, Pinellas County Human Resources		Dates of Work: 1998 - 2003
Phone Number: 727-464-4835		Fax Number:
E-mail Address: berkowitz@pinellascounty.org		
Project Name: Pinellas Business Assistance Surveys		
Brief Description of Project: Conducted first-ever survey of 33,000 Pinellas County businesses - results formed the foundation for creation and design of new business assistance and economic development programs. Subsequent surveys and monitoring projects followed.		



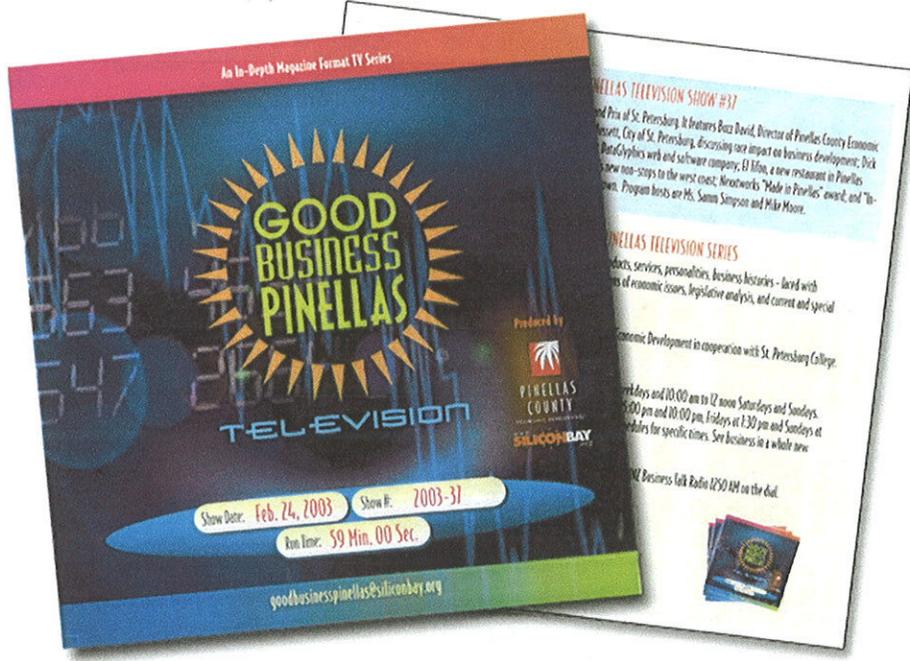
Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City: Multiple Pinellas County cities	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resource Cntr., Lake-Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Pinellas Business Ambassador Program		
Brief Description of Project: Teams of elected and appointed officials, along with Economic Development staff, make scheduled visits to large and small Pinellas businesses to learn about them and help solve any problems they may have. Media representatives were invited to join the teams for potential story ideas.		

Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Throughout Pinellas County, Florida		
City: 24 Pinellas County Municipalities	State: FL	Zip Code: 33762
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake-Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Awards and Recognitions for Economic Development Programs		
Brief Description of Project: We are grateful that our peers and the public viewed our economic development programs as outstanding in their creativity, design, application and benefit. We were honored to receive top award recognitions nationally, regionally, statewide and locally.		

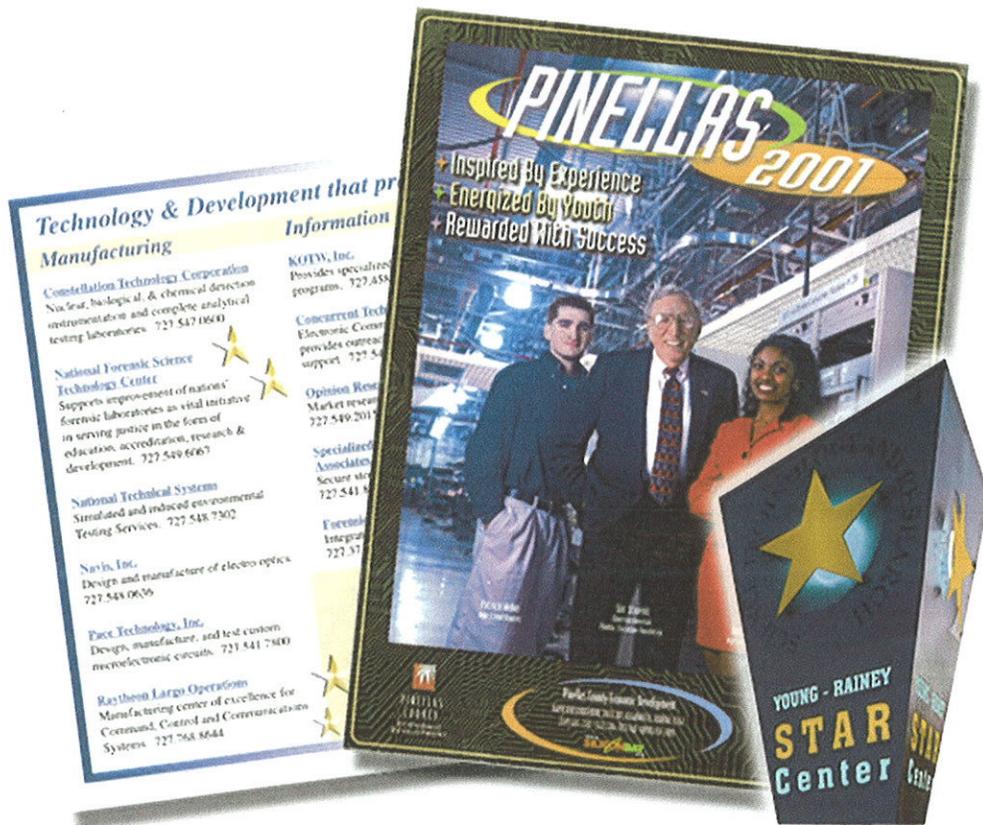
Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City:	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake-Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Tips, Trends & Technology eNewsletter		
Brief Description of Project: A top award-winner, the Tips & Trends eNewsletter was produced at least twice monthly, to keep all currently informed. A circulation of approx. 3,500 included state and local businesses, elected and appointed officials, the full education system and local, regional and national media. All issues of Tips & Trends were also archived on our website, siliconbay.org.		

Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City:	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake-Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Pinellas County Business Development Center		
Brief Description of Project: Full business education curriculum offered, primarily designed to assist small business operators and entrepreneurs. All classes aggressively promoted through the website and the Tips, Trends & Technology e/newsletter. Most classes taught with guest practicing business professionals.		

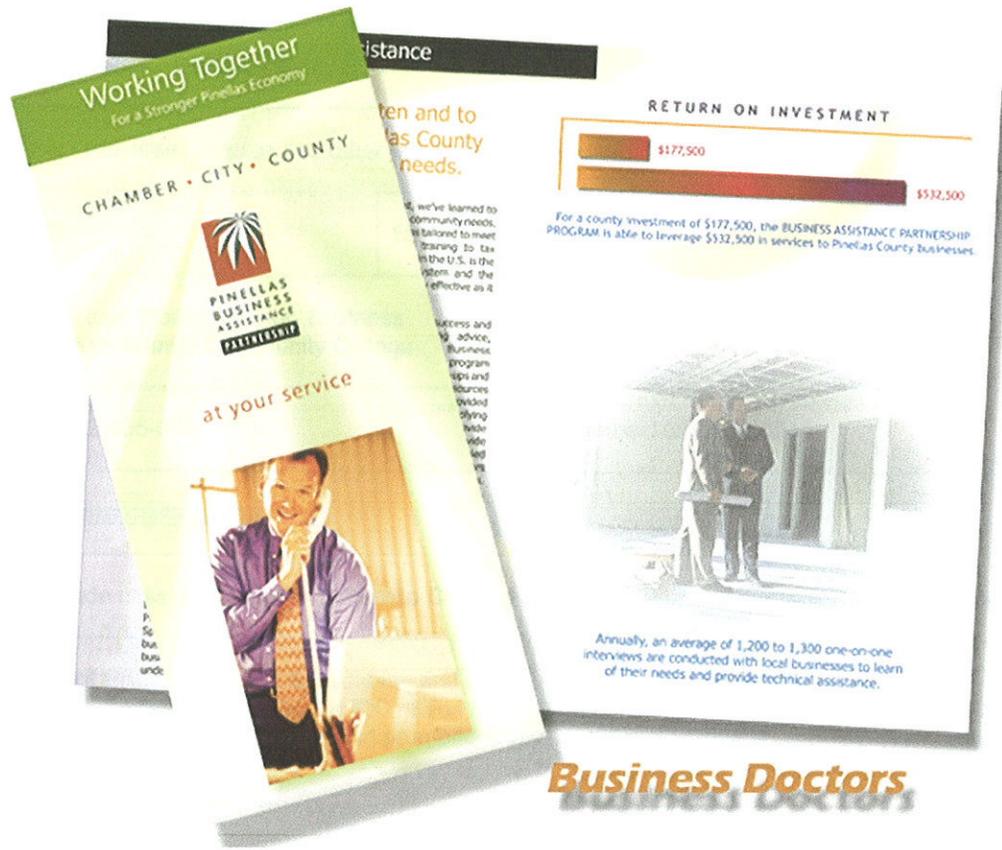
Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City:	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Good Business Pinellas TV and Radio Series		
Brief Description of Project: Monthly TV show and weekly radio program. The TV program aired more than 50 times a month on Bright House, St. Pete College and city/community channels. The radio show aired on 25,000 watt WHNZ no less than 3 times weekly. Both mediums were programmed primarily with interviews with business operators, local business leaders, event organizers, elected and appointed officials and Economic Development Department programmers. Popularity of both TV and Radio, and the response to interviewed guests was always astounding.		



Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City: Largo	State: FL	Zip Code: 33777
Point of Contact: Russ Sloan, Director, Business Resource Cntr., Lake-Sumter Community College		Dates of Work: 1998 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: Sloanr@lsc.edu		
Project Name: Young-Rainey STAR Center		
Brief Description of Project: Pinellas County high technology incubator developed from an abandoned defense plant to a vibrant tech center housing 24 separate companies. Increased STAR Center occupancy from 20% to 100% full, employing 1,800 workers.		



Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City: Nine separate Pinellas cities	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resource Cntr., Lake-Sumter Community College		Dates of Work: 1999 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Pinellas County Business Assistance Partnership (Business Doctors)		
Brief Description of Project: A unique partnership arrangement among individual cities, their chambers of commerce and Pinellas County Economic Development, with each paying one-third of the salary of an individual to provide on-location "street level" assistance in solving local business challenges and performance issues.		



Business Doctors

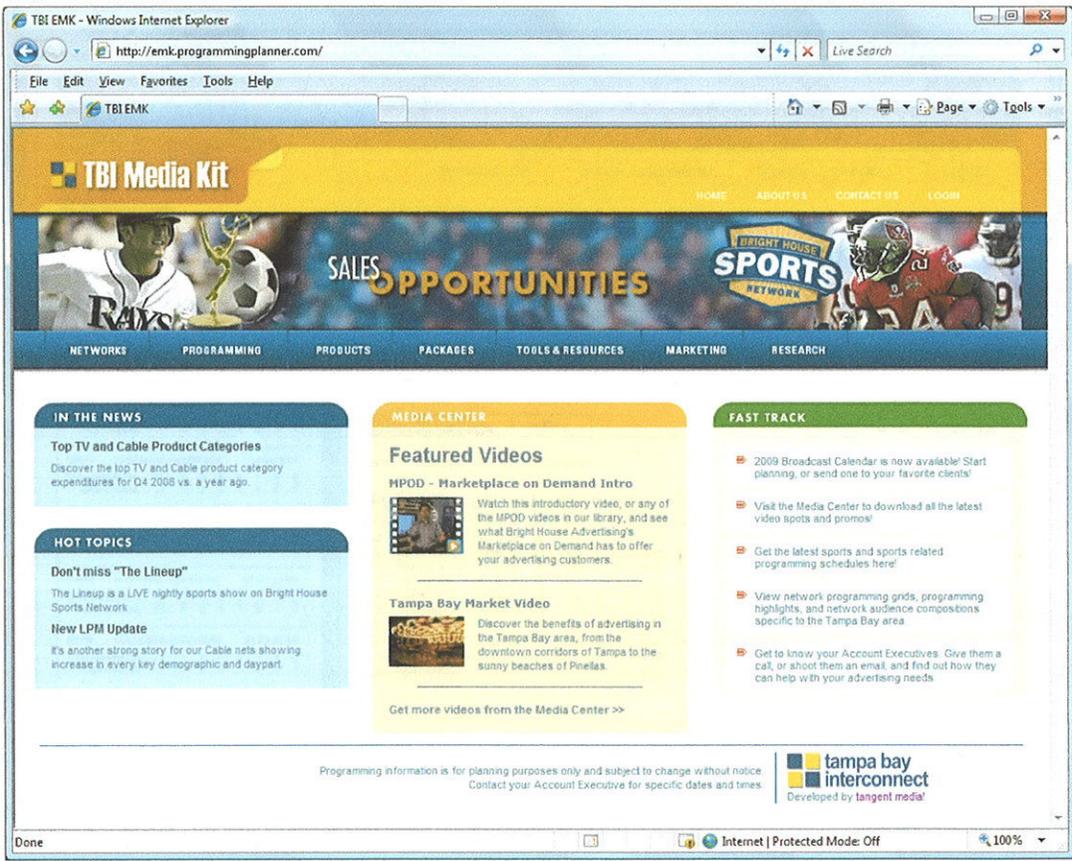
Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas Economic Summit		
City: St. Petersburg	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resources Center, Lake-Sumter Community College		Dates of Work: April 1998 and May 1999
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Pinellas Economic Development Summit(s)		
Brief Description of Project: Staged the first-ever Economic Development Summit (followed by subsequent annual summits) to build business relationships and provide networking opportunities, and deliver new and helpful economic information.		

Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Mexico and other international countries		
City:	State: FL	Zip Code:
Point of Contact: Russ Sloan, Director, Business Resources Cntr., Lake-Sumter Community College		Dates of Work: 1998 - 2003
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: Trade missions to and from Mexico City and int'l. symposiums with Brazil, Russia and other countries		
Brief Description of Project: Pinellas became the first U.S. county to open a trade office in Mexico City, which stimulated reverse trade missions and about \$30 million in new contracts and agreements with Pinellas County businesses. International trade discussions and promotions with Brazil and Russia augmented the focus on Mexico City.		

Owner / Business Name: Pinellas County Economic Development		
Project Location / Address: Pinellas County, Florida		
City: St. Petersburg	State: FL	Zip Code: 33762
Point of Contact: Russ Sloan, Director, Business Resource Cntr., Lake-Sumter Community College		Dates of Work:
Phone Number: 352-435-5031		Fax Number: 352-435-5044
E-mail Address: sloanr@lsc.edu		
Project Name: www.siliconbay.org - Pinellas County Economic Development Website		
Brief Description of Project: An award-winning website, attracting over 20,000 visits each month. The site contained a GIS Site Assistant with extensive demographics, streamed Good Business TV & Radio programs, our e-business Tips & Trends newsletter, a stats & forms section for convenient downloading, a Networking Directory listing 1,400 companies, a Commercial Real Estate Database serving over 230 commercial agents, an activity calendar, and much, much more.		



Owner / Business Name: Bright House Networks		
Project Location / Address: 700 Carillon Pkwy		
City: St. Petersburg	State: FL	Zip Code: 33716
Point of Contact: Jill Caruso, Director of Sales		Dates of Work: February 2008 – December 2008
Phone Number: (727) 329-2550		Fax Number:
E-mail Address: jill.caruso@mybriighthouse.com		
Project Name: Electronic Media Kit (Quarterly CD-ROM and Web-Based Applications Portal)		
Brief Description of Project: A system of web-based applications and communications tools, providing account executives and buyers ubiquitous access to vital resources that drive their advertising sales, including documents, ratings, rates, marketing, presentations, network programming, videos & more.		



Owner / Business Name: Bright House Networks		
Project Location / Address: 20 Lake Wire Drive Suite 250		
City: Lakeland	State: FL	Zip Code: 33815
Point of Contact: Don Koehler, Director Strategic Inits.		Dates of Work: July 2005 - December 2008
Phone Number: (863) 965-7733		Fax Number:
E-mail Address: don.koehler@mybighthouse.com		
Project Name: MAX Airtime Inventory Management System		
Brief Description of Project: An airtime inventory management and reservation system, tied into real-time network programming and local sales data, streamlining management of airtime inventory (advertising spots) and growing sales by orders of magnitude.		

MAX Avalls Inventory Management System

Browse Avails Browse Reservations Continue Reservation Log Off

Avails Navigator

Avails Search Reservations Customers

Network: ESPN Start Date: 11/27/06 Daypart: 20:00-23:00 End Date: 12/03/06 Submit

Avails Navigator Data:

ESPN	11/27/2006-12/03/2006	20:00-23:00	Total Available:	37	1	0	0	0	0	0	0	0	0	0
			Total Unsold:	11	0	2	3	1	3	1	1	1	1	1

Detail Summary

Sls	Reference	Order	Line	Rate	P	Date	Buy	Customer	M	Su	Tu	W	Th	F	S	Su
JCA	122020406	11111114	17	800	9	04/18/0006	20:23	Southern Ford	7	2	1	1	1	1	1	1
JCA	122020406	11111114	7	800	9	04/18/0006	19:20	Southern Ford	1	1						
JB	BREIT403	11115232	29	900	9	07/20/0006	20:00-23:00	Breiding USA	2			1	1			
JB	V3TSP004	11116918	20	005	9	08/08/0006	20:00-22:30	Chevrolet SEL	1							
JCA	YAMAHAFALL	11116478	17	845	7	08/22/0006	20:00-23:00	Yamaha	2					1	1	
CS	MERCSP06	11118958	34	500	9	09/06/0006	20:00-23:00	Mercedes Jads	1							
JB	GMCSIERRA	11119940	44	1200	9	11/07/0006	20:00-22:30	GMC Southeast	1							1
JB	GMCSIERRA	11119940	42	1200	9	11/07/0006	20:00-22:30	GMC Southeast	1				1			
JB	GMCSIERRA	11119940	52	900	9	11/07/0006	20:00-23:00	GMC Southeast	6		2	1	1	2		
VF	FSL1516	11120122	36	842	9	11/10/0006	20:00-23:00	FLORIDA STATE	4						2	2
CS	MERCPCDPRO	11120297	3	0	9	11/14/0006	00:01-24:00	Mercedes Jads	0							0
CS	ARBYSFROM	11120420	7	0	1	11/17/0006	6-24	Arby's	0							0

Owner / Business Name: Bright House Networks		
Project Location / Address: 5413 E SR 64		
City: Bradenton	State: FL	Zip Code: 34208
Point of Contact: Mindy Reeves, Director of Sales		Dates of Work:
Phone Number: (941) 345-1360		Fax Number:
E-mail Address: Mindy.Reeves@mybrighthouse.com		
Project Name: Bright Homes TV		
Brief Description of Project: Marketing media and branding overhaul of cable channel and web presence. Provided Project Management, Art Direction, Design, Video Production and Post-Production, Systems Analysis and Consulting.		

Owner / Business Name: St. Petersburg College/National Terrorism Preparedness Institute		
Project Location / Address: SPC - Allstate Center 3200 - 34th Street South		
City: St. Petersburg	State: FL	Zip Code: 33711
Point of Contact: Duane Bedell, Deputy Director		Dates of Work: 2002-2005
Phone Number: (727) 341-4131		Fax Number:
E-mail Address: bedell@stpcollege.edu		
Project Name: Broadcasting and Training Portal		
Brief Description of Project: This web-based application portal served as a terrorism preparedness training and continuing education certification site for first-responders nationwide. The site included an extensive media library, satellite video broadcasting, live webcasting, training courseware and examination tracking and reporting. The project also included Ace Award-winning video production and post-production services for some of the content that was produced for the weekly broadcasts/webcasts.		

Owner / Business Name: Florida Council on Economic Education		
Project Location / Address: 1211 N. West Shore Blvd., Ste. 305		
City: Tampa	State: FL	Zip Code: 33607
Point of Contact: Russ Sloan, Director		Dates of Work: August 2005 – March 2007
Phone Number: (727) 365-3664		Fax Number:
E-mail Address: SloanRandP@aol.com		
Project Name: FCEE Re-Imagined		
Brief Description of Project: Partnered with the Florida Council on Economic Education in its mission to advance financial literacy and economic education throughout the state. Assisted in revamping business methodologies, implementing new marketing and sales tactics, enhancing delivery mechanisms and launching various promotional campaigns.		

Home | Login | Contact Us

Florida Council on ECONOMIC EDUCATION
www.fcee.org

Linking Educators, Students and Economic Enterprise

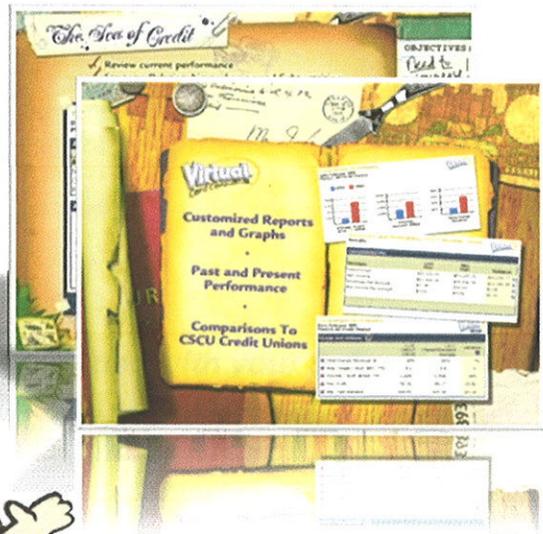
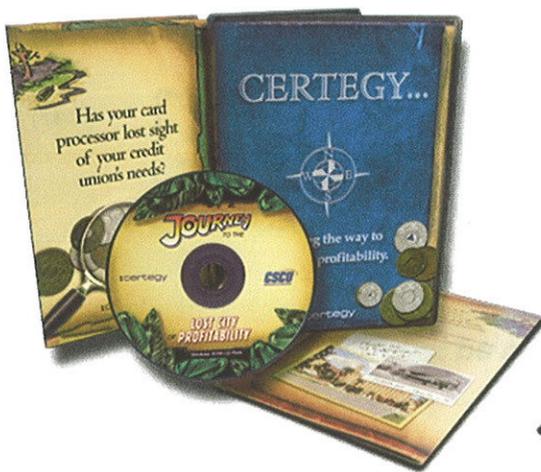
...dedicated to improving economic education and financial literacy...

Programs
Workshops
Calendar
Resources
Archives
Newsletter
Partnerships

EDUCATORS	STUDENTS	BUSINESSES
<p>Workshops</p> <ul style="list-style-type: none"> Stock Market Challenge Dinner and a Movie <p>Awards Programs</p> <ul style="list-style-type: none"> Fla Econ Educator of the Year Distinguished Advisor Award <p>Governor's Awards Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed diam nonummy nibh euismod tincidunt.</p>	<p>Student Programs Engaging and effective learning programs from K-12.</p> <p>Student Resources We scoured the net for the best economic education links available.</p> <p>Tony Janus Essay Ut wisi enim ad minim veniam, quis nostrud exerci tation ullamcorper suscipit lobortis nisl.</p>	<p>Sponsorships Become an FCEE Partner</p> <p>Mentorships Field Trips and Class Visits</p> <p>Awards & Recognition Business Hall of Fame</p> <p>Business Hall of Fame Duis autem vel eum iriure dolor in hendrerit in vulputate velit esse molestie consequat.</p>

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Owner / Business Name: Certegy/FIS/Card Services for Credit Unions		
Project Location / Address: 15950 Bay Vista Drive, Suite 170		
City: Clearwater	State: FL	Zip Code: 33760
Point of Contact: Karen Fry, Marketing Director		Dates of Work: Jan. 3, 2002 – Feb. 2, 2002
Phone Number: (727) 536-1636		Fax Number:
E-mail Address: kfry@cscu.net		
Project Name: Journey Campaign		
Brief Description of Project: A prolific branding and awareness campaign that brought together elements of research, conceptual design & development, content development, copy-writing, print advertising, graphic design and layout, audio and video production, business presentation, and electronic advertising; included development of an advertising spokesman (cartoon character), various magazine ads, direct mail pieces (both print and electronic), multimedia CD-Rom, event signage and banners.		



This document must be completed and returned with your Submittal

Sumter County
ECONOMIC DEVELOPMENT MARKETING AND PROGRAM SUPPORT

CONTRACTOR'S AFFIDAVIT

State of Florida

County of Pinellas

Before me personally appeared Christine Smiley who is (title) Vice President, Project Management of (the company described herein) ES Solutions, Inc being duly sworn, deposes and say that the foregoing statements are a true and accurate statement of the position of said organization as of the date thereof, and, that the statements and answers to the foregoing experience questionnaire are correct and true as of the date of this affidavit; and, that he/she understands that intentional inclusion of false, deceptive, or fraudulent statements of this application constitutes fraud; and, agrees to furnish any pertinent information requested by The Sumter County Board of County Commissioner deemed necessary to verify the statements made in this application or regarding the ability, standing and general reputation of the applicant.

Personally Known or Produced Identification _____

Sworn to and subscribed before me this 15th day of September, 2009

Keri M. Hutchinson

NOTARY PUBLIC - STATE OF FLORIDA

(Signature of Notary Public)

Keri M. Hutchinson

(Print Name of Notary Public)

(seal)



This document must be completed and returned with your Submittal

Sumter County
ECONOMIC DEVELOPMENT MARKETING AND PROGRAM SUPPORT

DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify that,

E5 Solutions, Inc. _____
(print or type name of firm)

- Publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.
- Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under Proposals or bid, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under Proposals or bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, please or guilty or nolo contendere to, any violation of Chapter 1893, or of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.
- "As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein".



Authorized Signature
09/15/09

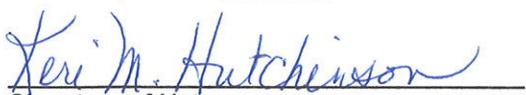
Date Signed

State of: Florida

County of: Pinellas

Sworn to and subscribed before me this 15th day of September, 2009

Personally known or Produced Identification _____
(Specify Type of Identification)



Signature of Notary





Bay Area Insurance Inc

9067 Belcher Road
Pinellas Park, FL 33782
Phone 727-544-8841
Fax 727-544-8842

September 16, 2009

RE: E-5 Solutions, Inc.

To Whom It May Concern:

This letter is to notify and inform Sumter County that if E-5 Solutions, Inc. is awarded the Bid then all policies required with additional wording and forms needed can be bound and issued within 24 hours, that includes a Certificate Of Insurance that lists Sumter County as an additional insured using the CG 2010 form for both the Commercial General Liability and Commercial Umbrella/Excess Liability, also we can indemnify, defend and hold harmless the county and include a Waiver Of Subrogation and Right to Revise or Reject. We will also include a minimum of 30 days endeavor to notify due to cancellation or non-renewal of coverage. Please contact Amanda Dunn if there are any questions and/or concerns.

Sincerely,

A handwritten signature in blue ink that reads "Amanda Dunn".

Amanda Dunn
Commercial Manager



Nationwide is On Your Side®

Available discounts vary by state. Please contact your local agent for details.
Nationwide Mutual Insurance Company and Affiliated Companies.