

INTRODUCTION



April 28, 2025

Flipside Geographics, LLC
Flipsidegeo (DBA)
146 Skyline Blvd
Satellite Beach, FL 32937

Dear City of Delray Beach,

Flipsidegeo is pleased to submit our response to the Request for Qualifications (RFQ) for Geographic Information Systems (GIS) Consulting Services issued by the City of Delray Beach Information Technology (IT) Department. We are fully committed to delivering high-quality, experienced, full stack, ESRI-based GIS Consulting services that meet or exceed the City's requirements. Flipsidegeo's primary focus is providing GIS Consulting services to local government and small utilities. We have been supporting similar local government projects in Florida since our founding in 2007, and we can provide a single, dedicated resource to ensure success of the City's current initiative. Flipsidegeo has been an ESRI Business Partner in good standing since 2017.

For this RFQ and the future project as well, the primary contact person will be:

Name: Kevin Mayo

Title: Owner

Address: Flipsidegeo, 146 Skyline Blvd, Satellite Beach, FL 32937

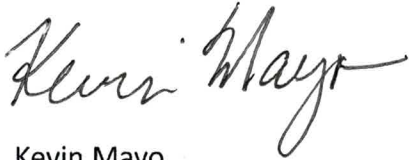
Phone Number: (561) 309-1391

Email Address: kevin.mayo@flipsidegeo.com

Kevin Mayo will serve as your single point of contact throughout the procurement process and, if awarded, during project execution. The following proposal provides an overview of Flipsidegeo's qualifications, approach, and compliance with the RFQ requirements. We look forward to the opportunity to discuss how Flipsidegeo can deliver a wide range of consulting services to help support The City of Delray Beach's Enterprise GIS. We are enthusiastic about

the possibility of working with you and are ready to provide any additional information needed to move forward. Thank you for considering our proposal.

Sincerely,

A handwritten signature in black ink that reads "Kevin Mayo". The signature is fluid and cursive, with the first name "Kevin" and last name "Mayo" clearly distinguishable.

Kevin Mayo

Flipsidegeo

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MINIMUM QUALIFICATIONS

- A. Flipside Geographics, LLC (DBA – Flipsidegeo) is registered with the State of Florida, Division of corporations to do business in Florida.
- B. Flipside Geographics, LLC (DBA – Flipsidegeo) is not listed on the Florida State Board of Administration, Scrutinized List of Prohibited Companies found at:
https://www.dms.myflorida.com/business_operations/state_purchasing/state_agency_resources/vendor_registration_and_vendor_lists/scrutinized_list_of_prohibited_companies
- ***Executed copy of the Scrutinized Company Certification form is provided in the attachments section***
- C. Flipside Geographics, LLC (DBA – Flipsidegeo) has no reported conflict of interests in relation to this solicitation.
- ***Signed and notarized form with statement is provided in the attachments section***
- D. Flipside Geographics, LLC (DBA – Flipsidegeo) has no reported exclusions in System for Award Management (SAM). Flipside Geographics, LLC (DBA – Flipsidegeo) is not listed on the System for Award Management (SAM), electronic roster of debarred companies excluded from Federal procurement and non-procurement programs throughout the U.S. Government (unless otherwise noted) and from receiving Federal contracts or certain subcontracts and from certain types of Federal financial and nonfinancial assistance and benefits.

PROPOSER'S INFORMATION

A. Legal contracting name including any dba and state of organization or incorporation

1. Legal Name: Flipside Geographics, LLC
2. DBA: Flipsidegeo
3. State of Incorporation: Florida

B. Ownership structure of company

1. Ownership Structure: Limited Liability Corporation

C. ***Completed and executed copy of W-9 follows on the next page***

**Request for Taxpayer
Identification Number and Certification**

Go to www.irs.gov/FormW9 for instructions and the latest information.

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

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) Kevin Mayo	
	2 Business name/disregarded entity name, if different from above. Flipside Geographics, LLC (DBA - Flipsidegeo)	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) S Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions)	
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions <input type="checkbox"/>	
	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ (Applies to accounts maintained outside the United States.)	
5 Address (number, street, and apt. or suite no.). See instructions. 146 Skyline Blvd		Requester's name and address (optional)
6 City, state, and ZIP code Satellite Beach, FL 32937		
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 instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number										
			-				-			
or										
Employer identification number										
2	0	-	8	7	6	6	6	8	8	

Part II Certification

Under penalties of perjury, I certify that:

- 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
- 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
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person <i>Kevin E Mayo</i>	Date <i>4/15/2025</i>
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

D. Contact information for corporate headquarters:

1. **Address:** 146 Skyline Blvd
2. **City, State, Zip:** Satellite Beach, FL, 32937
3. **Phone:** (561) 309-1391

E. Contact information for Proposer's primary and secondary representative during this solicitation process:

1. **Name:** Kevin Mayo
2. **Phone:** (561) 309-1391
3. **E-mail:** kevin.mayo@flipsidegeo.com
4. **Mailing Address:** 146 Skyline Blvd
5. **City, State, Zip:** Satellite Beach, FL, 32937

F. There have been no significant ownership changes to Flipside Geographics, LLC (DBA – Flipsidegeo) in the past three years or are any changes anticipated within six months of the Due Date and Time of this proposal.

G. Officers or principals of the company:

1. **Owner (Managing Partner):** Kevin Mayo

H. Additional organizational information to supply to augment its Proposal

1. **Not applicable**

I. Information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, or any of its employees, is or has been involved within the last three (3) years

1. **Not applicable**

APPROACH AND REFERENCES

A. Kevin Mayo, the owner of Flipsidegeo, will provide professional and technical support on this contract. Kevin has a wide range of GIS technical skills and over 17 years of experience working as a GIS Consultant, mainly for local government agencies in Palm Beach County, FL. Kevin has successfully provided long term GIS Consulting services to the Northern Palm Beach County Improvement District and the Village of Wellington. Over the past two years, Flipsidegeo has been providing similar services to the City of Delray Beach on a short-term basis.

- ***Kevin Mayo's current resume follows on the next page***

KEVIN MAYO

GIS CONSULTANT

146 Skyline Blvd,
Satellite Beach FL 32937
561-309-1391
kevin.mayo@flipsidegeo.com
www.flipsidegeo.com

SKILLS

GIS Consulting
GIS System Design
GIS Implementations
GIS Database Administration
GIS Software Development
GIS Scripting and Automation
GIS Training and Technical Support

SOFTWARE

ArcGIS Enterprise

- + ArcGIS Server, Portal for ArcGIS

Desktop GIS

- + ArcGIS Pro

Mobile GIS

- + ArcGIS Field Maps, Survey 123

Cloud Platforms

- + ArcGIS Online, Microsoft Azure, Amazon EC2

Databases

- + SQL Server, PostgreSQL, Oracle

DEVELOPMENT LANGUAGES

Python, C#, ArcObjects, Arcade, ESRI APIs

EMPLOYMENT

GIS CONSULTANT at FLIPSIDE GEO

Satellite Beach, FL ▪ 2008 – current

- + GIS consulting services, with a focus on local government and small utilities in Florida
- + ArcGIS Enterprise (Portal for ArcGIS and ArcGIS Server) system design, implementation and upgrades
- + Portal for ArcGIS and ArcGIS Online administration
- + Desktop, web and mobile GIS software development
- + Python scripting and automation for ESRI products and workflows

SENIOR SOFTWARE DEVELOPER at Patrick Engineering

Satellite Beach, FL ▪ 2015 – 2017

- + Mobile GIS application development for utilities, including Florida Power and Light and AEP Texas
- + Developed GIS web services supporting integration between Maximo Spatial and ArcGIS Server for Duke Energy

GIS SOFTWARE DEVELOPER at Northrop Grumman

Satellite Beach, FL ▪ 2013 – 2015

- + GIS application development for U.S. Army Civil Affairs

GIS SOFTWARE DEVELOPER at Spatial Technologies

Cape Canaveral, FL ▪ 2008 – 2013

- + GIS application development for U.S. Air Force

GIS COORDINATOR at Northern PBC Improvement District

Palm Beach Gardens, FL ▪ 2006 – 2008

- + GIS system design and implementation
- + GIS application development
- + *FLIPSIDE GEO has been supporting Northern's GIS since 2008*

GIS SOFTWARE DEVELOPER at Tadpole Technology

Jupiter, FL ▪ 2004 – 2006

- + Mobile GIS application development for utilities

SENIOR SOFTWARE DEVELOPER at Palm Beach County

West Palm Beach, FL ▪ 2001 – 2004

- + Developed custom desktop GIS applications
- + Provided GIS consulting services to County departments

EDUCATION

MASTER OF ARTS IN GEOGRAPHY ▪ 1995 – 1998

- + FLORIDA ATLANTIC UNIVERSITY

BACHELOR OF SCIENCE IN GEOGRAPHY ▪ 1990 – 1994

- + OLD DOMINION UNIVERSITY

B. The Flipsidegeo approach to the Scope of Services and deliverables is as follows:

1. Open and regular communication with the City of Delray Beach GIS Manager to determine specific project needs and to provide solid estimates on the expected level of effort required to complete tasks on time on within budget
2. Work with the City of Delray Beach GIS Manager throughout every project's lifetime and provide regular status updates on progress or challenges encountered along the way
3. Work with other departments, as needed, to assist the City's GIS program
4. Provide additional technical support and research to solve unexpected, complicated issues that can arise in an established enterprise GIS
5. Provide regular monthly updates that show an overview of projects worked on during an invoice cycle
6. Provide supporting documentation for projects as needed
7. Provide a single resource with a high-level GIS skill set to augment the City of Delray Beach's GIS staff without the need to hire a full-time employee
8. Ability to stay flexible and responsive in a dynamic, fast-paced local government setting

C. Client references for projects with similar scope:

1. Northern Palm Beach County Improvement District – (GIS Consulting Services)

i. Contacts:

1. Katie Roundtree – Director of Finance and Administration
2. Ken Roundtree – Director of Operations

ii. Address: 359 Hiatt Dr, Palm Beach Gardens, FL 33418

iii. Telephone number: (561) 624-7830

iv. Date of service: 2008-present

v. Total amount of contract:

1. Yearly contract, annual average per year (last five years): \$67,144
2. Total since 2020: \$335,720

vi. Scope of Work:

1. GIS System Administration
 - a. ArcGIS Enterprise and ArcGIS Online administration
 - b. Map service publishing and administration
 2. GIS Database Administration
 - a. Postgres and SQL Server database administration
 3. GIS Technical Support and Training
 - a. ESRI software troubleshooting, training and user support
 4. GIS Application Development
 - a. ArcGIS Online, Portal for ArcGIS, Survey 123 and Field Maps application development
 5. GIS Integration
 - a. Third party integration with OnBase, including map service creation and widget configuration for use in ArcGIS Online and Portal apps
 - b. Support Organizational Collaboration between Portal for ArcGIS and ArcGIS Online
 6. General GIS Automation (Programming) using Python
 7. General GIS Project Support
 8. GIS Editing, Map Layer Development and Quality Control Review
- 2. Village of Wellington, FL – (GIS Consulting Services)**
- i. Contacts:
 1. William Silliman – CIO
 2. Zella Conyers – GIS Manager
 - ii. Address: 12300 Forest Hill Blvd, Wellington, FL 33414
 - iii. Telephone number: (561) 753-5265
 - iv. Date of service: 2015-present
 - v. Total amount of contract:
 1. Yearly contract, annual average per year (last five years): \$ 56,550
 2. Total since 2020: \$282,750

vi. Scope of Work:

1. GIS System Administration
 - a. ArcGIS Enterprise and ArcGIS Online administration
 - b. Map service publishing and administration
2. GIS Database Administration
 - a. SQL Server database administration
3. GIS Technical Support and Training
 - a. ESRI software troubleshooting, training and user support
4. GIS Application Development
 - a. ArcGIS Online, Portal for ArcGIS, Survey 123 and Field Maps application development
 - b. ArcGIS Solutions deployment in Portal and ArcGIS Online
5. GIS Integration
 - a. Python automation to process GIS data used by Granicus software
 - b. Create GIS map services for Energov and Munis applications
 - c. Integration with Near Map imagery software and services, including configuring image services using web maps and configuring Near Map widgets for use in Portal and ArcGIS Online applications
6. General GIS Automation (Programming) using Python
 - a. Develop custom code to automate common GIS tasks as needed
 - b. Includes configuring scheduled tasks in ROK Technologies cloud hosted environment
7. General GIS Project Support
8. GIS Editing, Map Layer Development and Quality Control Review

- a. Includes monthly updates of Palm Beach County Tax
Parcels

3. City of Delray Beach, FL – (Short Term GIS/IT Support)

- i. Contacts:
 - 1. Don Marese – Assistant IT Director
 - 2. Samantha Powers – GIS Manager
- ii. Address: 150 NW 1st Ave, Delray Beach, FL 33444
- iii. Telephone number: (561) 243-7510
- iv. Date of service: 2023-2024 (*two calendar years*)
- v. Total amount of contract: \$ 66,375
- vi. Scope of Work:
 - 1. GIS System Administration
 - a. ArcGIS Enterprise and ArcGIS Online administration
 - b. Map service publishing and administration
 - c. Support Organizational Collaboration between Portal for ArcGIS and ArcGIS Online
 - 2. GIS Database Administration
 - a. SQL Server database support
 - 3. GIS Technical Support and Training
 - a. ESRI software troubleshooting, training and user support
 - 4. GIS Application Development
 - a. ArcGIS Online, Portal for ArcGIS apps
 - b. ArcGIS Solutions deployment in Portal and ArcGIS Online
 - c. Migration of legacy Portal apps and services to production Portal and ArcGIS Online sites
 - 5. GIS Integration
 - a. Third party integration including creating map services and configuring tools for Energov, Munis, First Due and Near Map applications

6. General GIS Automation (Programming) using Python
 - a. Develop custom code to automate common GIS tasks as needed
 - b. Includes configuring scheduled tasks in ROK Technologies cloud hosted environment
 - c. Automate uploads of address and roads data to Portal for ArcGIS to support One Solution CAD system
7. GIS Project Support
 - a. Configure new Portal for ArcGIS and ArcGIS Online apps and tools
 - b. Migrate legacy content to current production Portal and ArcGIS Online sites
8. GIS Editing, Map Layer Development and Quality Control Review
 - a. Also includes monthly updates of Palm Beach County Tax Parcels

Fee Proposal

The fee proposal is time and materials, at a flat rate of \$135 per hour for all listed services in the Scope of Services. The flat rate simplifies invoicing because a single resource is required to do work at many different levels of GIS expertise. Flipsidegeo's fixed, hourly rate is an average of these roles and allows the resource to be flexible and respond to whatever is the current task at hand without unnecessary limitations. All work will be directed by the City of Delray Beach Assistant IT Manager and administered by the City of Delray Beach GIS Manager.

There is no revenue split for this contract. All fees will be directed to Flipsidegeo.

TOTAL COST ESTIMATE:

- *Based on projected range of hours in "Addendum No. 1" (0-10 hours per week)*
- *Proposal baseline starts with a minimum of three full work days in a monthly billing cycle, but this could be lower based on actual project needs from month to month*

Proposed Minimum:

- 24 hours per month @ \$135 per hour = \$3,240 monthly / \$38,880 annually

Proposed Maximum:

- 40 hours per month @ \$135 per hour = \$5,400 monthly / \$64,800 annually

Attachments

All Attachment/Forms and Affidavits required by this solicitation, fully executed by the Flipsidegeo, are included in this section.

ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, Whichever Applies

PART I:

List below the dates of issue for each addendum received in connection with this Solicitation:

Addendum #1, Dated 4/21/2025

Addendum #2, Dated _____

Addendum #3, Dated _____

Addendum #4, Dated _____

Addendum #5, Dated _____

Addendum #6, Dated _____

Addendum #7, Dated _____

Addendum #8, Dated _____

Addendum #9, Dated _____

Addendum #10, Dated _____

PART II:

☐ NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS SOLICITATION

FLIPSIDE GEO

Firm Name

Kevin Mayo

Signature

KEVIN MAYO

Name and Title (Print or Type)

4/28/2025

Date

PROPOSAL SUBMITTAL SIGNATURE PAGE

By signing this Proposal, the Proposer certifies that it satisfies all legal requirements as an entity to do business with the City, including all Conflict of Interest and Code of Ethics provisions.

Firm Name:

FLIPSIDE GEO

Street Address:

146 SKYLINE BLVD, SATELLITE BEACH, FL 32937

Mailing Address (if different from Street Address):

N/A

Telephone Number(s):

561-309-1391

Fax Number(s):

N/A

Email Address:

Kevin.mayo@Flipsidegeo.com

Federal Employer Identification Number:

20-8766688

Signature:

Kevin Mayo

(Signature of authorized agent)

Print Name:

KEVIN MAYO

Title:

OWNER

Date:

4/28/2025

By signing this document, the Proposer agrees to all terms and conditions of this Solicitation and the resulting contract/agreement.

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF Proposer TO BE BOUND BY THE TERMS OF ITS PROPOSAL, FOR NOT LESS THAN 120 DAYS, AND THE Proposer's UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE, BY AN AUTHORIZED REPRESENTATIVE, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE Proposer TO THE TERMS OF ITS PROPOSAL.

CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, *Florida Statutes*. All Proposers **must** disclose within their Proposal: the name of any officer, director, or agent who is also an employee of the City of Delray Beach.

Furthermore, all Proposers **must** disclose the name of any City employee who owns, directly or indirectly, an interest of more than five percent (5%) in the Proposer's firm or any of its branches.

The purpose of this disclosure form is to give the City the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any City duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:

X To the best of our knowledge, the undersigned firm has no potential conflict of interest due to any other Cities, Counties, contracts, or property interest for this Proposal.

 The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

FLIPSIDE GEO
Firm Name

Kevin Mayo
Signature

KEVIN MAYO - OWNER
Name and Title (Print or Type)

4/28/2025
Date

NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, *Florida Statutes*, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Proposal on a contract to provide any goods or services to a public entity; may not submit a Proposal on a contract with a public entity for the construction or repair of a public building or public work; may not submit Proposal on leases or real property to a public entity; may not be awarded or perform work as a contractor, supplier, sub-consultant, 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 [F.S.] for Category Two [\$35,000.00] for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

FLIPSIDE GEO

Firm Name

Kevin Mayo

Signature

KEVIN MAYO - OWNER

Name and Title (Print or Type)

4/28/2025

Date

(The remainder of this page is intentionally left blank)

**Notification of Public Records Law Pertaining to Public Contracts and Requests for Contractor Records
Pursuant to Chapter 119, Florida Statutes**

Pursuant to Chapter 119, *Florida Statutes*, Contractor **shall** comply with the public records law by keeping and maintaining public records required by the City of Delray Beach in order to perform the service. Upon request from the City of Delray Beach' custodian of public records, contract **shall** provide the City of Delray Beach with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes* or as otherwise provided by law. Contractor **shall** ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the Contractor does not transfer the records to the City of Delray Beach. Contractor upon completion of the contract, **shall** transfer, at no cost, to the City of Delray Beach all public records in possession of the Contractor or keep and maintain public records required by the City of Delray Beach in order to perform the service. If the Contractor transfers all public records to the City of Delray Beach upon completion of the contract, the Contractor **shall** destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the contract, the Contractor **shall** meet all applicable requirements for retaining public records. All records stored electronically **must** be provided to the City of Delray Beach, upon request from the City of Delray Beach' custodian of public records, in a format that is compatible with the information technology systems of the City of Delray Beach.

IF CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT OFFICE OF THE CITY CLERK LOCATED AT 100 NW 1ST STREET, DELRAY BEACH, FLORIDA 33444, PHONE NUMBER (561) 243-7000, EMAIL ADDRESS: givingsa@mydelraybeach.com

Acknowledged:

FLIPSIDEGEO

Firm Name

Kevin Mayo

Signature

KEVIN MAYO - OWNER

Name and Title (Print or Type)

4/28/2025

Date

DRUG-FREE WORKPLACE

FLIPSIDE GEO is a drug-free workplace and has
(Company Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes*.

Acknowledged by:

FLIPSIDE GEO
Firm Name

Kevin Mayo
Signature

KEVIN MAYO - OWNER
Name and Title (Print or Type)

4/28/2025
Date

(The remainder of this page is intentionally left blank)

NON-COLLUSION AFFIDAVIT

STATE OF FL
COUNTY OF BREVARD

Before me, the undersigned authority, personally appeared KEVIN MAYO, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

- a. He/She is KEVIN MAYO of FLIPSIDE GEO, the Proposer that has submitted a Proposal to perform work for the following:

RFQ No.: 2025-033 Title: GIS CONSULTING SERVICES

- b. He/She is fully informed respecting the preparation and contents of the attached Request for Qualifications, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

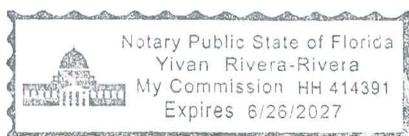
- c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, or person to fix the price or prices in the attached Proposal or any other Proposal, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City or any person interested in the proposed contract.

- d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Kevin Mayo
Signature

Subscribed and sworn to (or affirmed) before me this 22 day of April, 2025 by Kevin Mayo, who is personally known to me or who has produced Florida Driver License as identification.

SEAL



Notary Signature Yivan Rivera Rivera
Notary Name: Yivan Rivera Rivera
Notary Public (State): Florida
My Commission No: HH 414391
Expires on: 06/26/27

Affidavit Regarding the Use of Coercion for Labor and Services

Vendor Name: FLIPSIDE GEO

Vendor FEIN: 20-8766688

Vendor's
Authorized
Representative
Name and Title: KEVIN MAYO - OWNER

Address: 146 SKYLINE BLVD
City: SATELLITE BEACH State: FL Zip: 32937

Phone Number: 561-309-1391

Email Address: kevin.mayo@flipsidegeo.com

Florida Statute §787.06(13) requires all non-governmental entities executing, renewing, or extending a contract with a governmental entity to provide an affidavit signed by an officer or representative of the non-governmental entity under penalty of perjury that the non-governmental entity does not use coercion for labor or services as defined in that statute. The City of Delray Beach, Florida is a governmental entity for the purposes of this statute.

As the officer or representative of the company, I certify that the company identified above does not:

- Use or threaten to use physical force against any person;
- Restrain, isolate, or confine or threaten to restrain, isolate, or confine any person without lawful authority and against his or her will;
- Use lending or other credit methods to establish a debt by any person when labor or services are pledged as a security for the debt, if the value of the labor or services as reasonably assessed is not applied towards the liquidation of the debt, the length and nature of the labor or services are not respectively limited and defined;
- Destroy, conceal, remove, confiscate, withhold, or possess any actual or purported passport, visa, or other immigration document, or any other actual or purported government identification, of any person;
- Cause or threaten to cause financial harm to any person;
- Entice or lure any person by fraud or deceit;
- Provide controlled substances as outlined in Schedule I or Schedule II of Florida State Statute §893.03 to any person for the purpose of exploitation of that person.

Geographic Information System (GIS) Consulting Services

Under penalties of perjury, I declare that I have read the foregoing document and the facts stated in it are true.

Signature: Kevin Mayo
(Authorized Signature)

Print Name
And Title: KEVIN MAYO

Date: 4/28/2025

TRUTH – IN – NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement.

Name: KEVIN MAYO
Title: OWNER
Date: 4/28/2025
Signature: Kevin Mayo

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Scrutinized Company Certification

This certification is required pursuant to Florida State Statute Section 287.135.

As of July 1, 2011, a company that, at the time of bidding or submitting a proposal for a new contract or renewal of an existing contract, is on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List is ineligible for, and may not bid on, submit a proposal for, or enter into or renew a contract with an agency or local governmental entity for goods or services of \$1 million or more.

Companies **must** complete and return this form with its response.

Company. FLIPSIDEGEO FID or EIN No. 20-8766688

Address. 146 SKYLINE BLVD

City. SATELLITE BEACH State. FL Zip. 32937

I, KEVIN MAYO, as a representative of FLIPSIDEGEO
certify and affirm that this company is not on the Scrutinized Companies with Activities in Sudan List or
the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List.

Kevin Mayo
Signature

KEVIN MAYO
Printed Name

OWNER
Title

4/28/2025
Date