

UNIVERSAL BEACH SERVICES CORP.

BEACH CLEANING, MAINTENANCE
AND BEAUTIFICATION SERVICES

RFP No. 2018-020

988-56

January 12, 2018 – 2:00 p.m.

City of Delray Beach



UNIVERSAL BEACH SERVICES CORP.

107 Northwest Ninth Street
Delray Beach, FL 33444
(561) 272-1400

January 11, 2018

Dear Mayor, Commissioners and Ms. Fisher:

Universal has the longest history of beach cleaning in South Florida. It is a family owned and operated company that has been under the same ownership since 1973. We are not a company that buys and sells other businesses as well. We are totally devoted to the beach. UBS has a love and respect for the beaches and coastal environment. We also do not have an aggressive marketing expansion campaign but instead remain committed to our long standing customers and several high-end beaches that we are very proud to maintain.

For the Delray contract we provided services above and beyond the contract on numerous occasions UBS has hauled away sailboats at our own expense and spent many extra hours delivering loads of debris to the dump after hurricanes at no extra charge. We have also been known to go to the beach on Christmas Day take care of a dead sea turtle or pull a life guard tower back that was in danger of falling in the ocean.

If you observe our competitors drive just a tractor or tractor and surf rake from their shop to the beach on the road without a bucket or a dump truck to collect debris to dispose of. We send buckets and dump trucks out with each tractor on every job. Where do they put their debris? Do they bury debris along with the seaweed? Do they empty the sifter on property where the house is boarded up?

We are the only company that has a truck for every tractor. We can mobilize instantaneously and have the greatest capacity for removing tons of debris from the beaches.

UBS is the most environmentally sensitive beach cleaner for every aspect of beach maintenance. We have extensive experience with turtle monitoring and in fact had the 7th permit in the State of Florida for moving turtle nests during a beach re-nourishment project in the 70's. As we mentioned before we design and fabricate our own such as the tool that pulls invasive exotic out of the dune with little disturbance.

One thing we will change is paying greater detail to small items on the beach such as cigarette butts, plastic caps and of course syringes, which are mostly found by the beach chairs, the storage lockers or under the life guard stands.

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Working with the available natural resources of seaweed, sand movements, tides and local weather patterns to improve the contour of the beach for stability and minimize erosion.

We have a Cherrington that we sift with on the beach but plan to get a larger one if awarded the contract. We also have an employee who walks the whole beach and picks up in addition to tractor operators who empty cans and pick up debris.

Leveling of escarpments we do on a regular basis a big loader and dump truck to every job to pick and dispose debris. We do not open our sifter and drop debris out on properties that are boarded up as others do.

VI. Hazards Management

For many years UBS has been instantly on the spot to remove broken washed up boats, bails of marijuana, metal boxes from World War II, dead whales, sea turtles, sharks, cargo nets and ropes, tires. We have saved lifeguard towers from falling in the ocean. We have enjoyed taking care of Delray Beach and would look forward to the adventure of what comes washing in. Typically invasive exotic vines from the dune with minimal disruption. We do not leave equipment on the beach.

For an experimental time UBS also helped develop a full-scale recycling program in the City of Delray Beach that was very successful.

X. Tilling

We have and we will till the beach twice a year in November and February. We just purchased a big New Holland tractor T6.175-T4B that will be excellent for tilling and other big jobs.

XI. Hazardous Debris

We understand that the mechanical sifting and raking will be done seven (7) days a week. We have a Cherrington Sand Sifter but will buy a larger one.

We have tractors with loaders and dump truck to haul off large and small debris. Typically the beach cleaning company calls the proper authority, the City, police, or the Fish and Wildlife dept. and then we assist them in the clean up. We never make such decisions on our own.

IX. Landscaping

We have over 40 years experience in dune revitalization. We use seaweed as a natural resource to nourish the dunes. We have prepared dunes for planting and cleaned out the invasive exotic plants ourselves and at other times working with Coastal Growers and Eastman Aggregates.

UBS and Coastal Growers collaborated to design and fabricate our own tool to remove invasive vegetation.

5.3 omitted

5.4 We are responsible for our employees. We keep current on all our permits licenses.

5.5 Employees

We take care of all their wages, work insurance etc.

5.7 We keep in close contact with Parks and Rec. by email and will take care of them right away as required.

5.8 UBS is responsible for any damage to City property.

5.9 Will maintain all permits and licenses.

5.10 We acknowledge and agree to follow all the rules on security and identification.

5.11 Will follow rules on repairs and damages.

5.12 We understand and will follow rules about access. We comply with turtle protection ordinance.

5.13 UBS has two equipment storage yards of our own so we have no need to store anywhere else.

This list of equipment will be on the following page.

5.14 UBS has an account with Solid Waste Authority and charges all debris to our account.

Tab 4

Business Name etc

Universal Beach Service Corp.
107 N. W. 9th Street
Delray Beach, Florida 33444

561-272-1400
561-441-2039

We have been a family owned and operated business in Delray since 1973. We have not had any other owners and do not plan to.

We own and operate our shop where we store and maintain equipment just off Federal Highway in Delray Beach at 340 N. Federal Highway, Delray Beach, Florida 33483. We also have another piece of property on S. W. 9th Avenue

Tax ID# 59-2227058

<u>Contact</u>	I	Clayton Peart
	II	JoAnn Peart

EMPLOYEES

Clayton Peart

15 years. He is boss, supervisor and tractor operator. Class A Commercial license.

Alcides Rodriguez

5 years. He is an excellent tractor operator and all around nice person. He also operates the sand sifter. Class A Commercial license.

T. J. Baynon

1-1/2 years. He is a tractor operator and also walks the entire public beach looking for small debris 2 or 3 times a week. Class A Commercial license.

JoAnn Peart

Over 40 years. She is the office manager.

Jeff Logsdon

Mechanic. He maintains our trucks, tractors and trailers. Class A Commercial license.

LIST OF EQUIPMENT

Tractors

- New Holland TS6 120 with loader
- New Holland TS6 120
- New Holland T6175 (new) with loader
- Kubota M7040 SUHD with loader

Trucks

- Ford F550 dump truck
- Ford F350 dump truck
- Ford F750 dump
- Ford F750 dump

Trailers

- Anderson trailers
- Hudson trailer
- Hudson trailer
- Belshe trailer

ATV

- Yamaha
- Suzuki

Sifter

- Cherrington

BEACHES WE MAINTAIN

1. Delray Beach for over 30 years. We were the first beach cleaner in the area and got our start in Delray. Suzanne Fisher 243-7000
2. City of Boynton Beach for many years. Tom Mahady 561-742-6566
3. Breakers Palm Beach approximately 30 years. Mark Reid 722-1147 or contact Rick Hawkins
4. Boca Raton Resort & Club approximately 30 years. Joe 305-877-1108
5. Mara-A-Largo. Doug Seberg on call 561-722-8636
6. Many condominiums, clubs and private homes

accordance with the requirements identified in this Scope of Work, and as set forth in this RFP document.

The Proposer's annual fee for beach cleaning, maintenance and beautification services shall remain fixed and firm for the initial 3-year term of the Agreement. The option for renewal, if exercised by the City, shall be accomplished by mutual written agreement of the parties, subject to the original terms and conditions.

Fee Proposal

1.	Total Annual Fee: Beach Cleaning, Beach Raking/Sand sifting, Trash Removal, Maintenance and Beautification Services	\$ <u>78,000</u>
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TAB 8 – ATTACHMENTS

All Attachment/Forms and Affidavits required by this Solicitation shall be fully executed by the Proposer and submitted as shown in Section 9 of this Solicitation.

SECTION 8
PRICING INFORMATION

8.1 PRICING PROPOSAL

Proposers must state the prices, fees, and rates that will be charged to the City for performing the proposed services. The pricing information provided should include and any other fees or prices the Proposer will charge the City for beach cleaning, maintenance and beautification services.

The pricing information shall be clear and unambiguous to allow the City's Selection Committee/Evaluation Team to compare the prices from the different Proposers as "apples to apples". Pricing that is unclear and ambiguous may be determined by the City to be grounds for rejection of the proposal.

Fee Proposal

1.	Total Annual Fee: Beach Cleaning, Beach Raking/Sand sifting, Trash Removal, Maintenance and Beautification Services	\$ 78,000
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FLORIDA DEPARTMENT OF ENVIRONMENTAL PROTECTION
Division of Water Resource Management
Coastal Construction Control Line Program
2600 Blair Stone Road, M.S. 3522
Tallahassee, FL 32399-2400
Phone: (850) 245-7669

Permit Number **-8033231** - **PB**

No. of Pages Attached: **5**

FIELD PERMIT PURSUANT TO SECTION 161.053 OR 161.052, FLORIDA STATUTES

FINDINGS OF FACT AND CONCLUSION OF LAW: The request for a field permit was considered by the staff designee of the Department of Environmental Protection and found to be in compliance with the requirements of Chapter 62B-33, Florida Administrative Code (F.A.C.). Approval is specifically limited to the activity in the stated location and by the project description, approved plans (if any), attached standard conditions, and any special conditions stated below pursuant to Paragraph 161.053(5), Florida Statutes (F.S.). This permit may be suspended or revoked in accordance with Section 62-4.100, F.A.C.

PROJECT LOCATION:

Various sections of sandy beach within Palm Beach County

DEP Monuments PB R-1 through PB R-227

PROJECT DESCRIPTION:

Universal Beach Services Corp - Mechanical beach cleaning activities across the unvegetated sandy beach per the attached beach cleaning survey.

SPECIAL PERMIT CONDITIONS: The permit is valid only after all applicable federal, state, and local permits are obtained and does not authorize contravention of local setback requirements or zoning or building codes. This permit and public notice shall be posted on the site immediately upon issuance and shall remain posted along with local approval until the completion of any activity authorized by this permit. Other special conditions of this permit include:

1. Beach cleaning activities shall comply with the attached "BEACH CLEANING PERMIT CONDITIONS WITHIN BREVARD THROUGH BROWARD COUNTY." Any activities not in compliance with these conditions require additional review and written approval from the Florida Fish and Wildlife Conservation Commission (FFWCC). Mechanical beach cleaning activities across the unvegetated sandy beach per the attached beach cleaning survey.

STANDARD PERMIT CONDITIONS: The permittee shall comply with the attached standard field permit conditions.

APPLICANT INFORMATION: I hereby certify that I am either: (1a) the owner of the subject property or (1b) I have the owner's consent to secure this permit on the owner's behalf; and that (2) I shall obtain any applicable licenses or permits which may be required by federal, state, county, or municipal law prior to commencement of the authorized work; (3) I acknowledge that the authorized work is what I requested; and (4) I accept responsibility for compliance with all permit conditions.

Applicant's Signature  Date **05/09/17** Telephone No. **(561) 441-2039**

Applicant's Printed Name **Clayton Peart** Address **107 NW 9th St., Delray Beach**

If applicant is an agent:


See above

Printed name of property owner

Property owner's address

Property owner's telephone no.

DEPARTMENT FINAL ACTION AND FILING AND ACKNOWLEDGMENT: This field permit is approved on behalf of the Department of Environmental Protection by the undersigned staff designee, and filed on this date, pursuant to section 120.52, F.S., with the undersigned designated Deputy Clerk, receipt of which is hereby acknowledged.

 **Jason M. Spanier** **05/11/17**
Staff Designee/Deputy Clerk Printed Name of Designee/Deputy Clerk Date

EXPIRATION DATE: 5/13/18

(Emergency permits issued pursuant to Section 62B-33.014, F.A.C., are valid for no more than ninety days and other field permits are valid for no more than 12 months. The staff designee may specify a shorter time limit.)

EMERGENCY PERMIT: ☐ YES ☒ NO

Approved plans are attached: ☒ YES ☐ NO

**SECTION 12
SOLICITATION SUMMARY**

The City of Delray Beach
100 NW 1st Street
Delray Beach, FL 33444

PURCHASING DEPARTMENT

SOLICITATION SUMMARY

IMPORTANT NOTICE

The information you provide on this page will be read aloud at the PUBLIC OPENING for this Solicitation. It is VERY IMPORTANT that the summary information you provide below is exactly the same information contained in your Proposal. If subsequent to the opening of Proposals, the City determines that the information contained in the electronic version of your Proposal is different from the information on this Solicitation Summary, the City reserves the right to deem your Proposal NON-RESPONSIVE, and remove your Proposal from further evaluation and consideration for contract award.

PROPOSAL INFORMATION

Proposal Number: RFP2018-020
Title: Beach Cleaning, Maintenance and Beautification Services

Due Date and Time: January 12, 2018 2:00 P.M., ET

Name of Proposer:

Universal Beach Services Corp

Address:

107 N.W. 9th St 33444

Contact Person:

JoAnn Peart

Authorized Signature:

JoAnn Peart

Date:

Jan 11-18

By signing and submitting this Solicitation Summary, the Proposer affirms that the information provided above is an exact and correct summary of the information contained in the electronic version of the Proposer's Proposal to the City of Delray Beach.

**THIS SOLICITATION SUMMARY MUST BE SIGNED AND INCLUDED AS AN ORIGINAL HARDCOPY
IN THE ENVELOPE CONTAINING YOUR PROPOSAL.**

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 Dec 19 - 2017

Addendum #2, Dated Jan 3 - 2018

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

Universal Beach Service Corp
Firm Name

JoAnn Kern Peart
Signature

JoAnn Kern Peart V.P.
Name and Title (Print or Type)

Jan 11, 2018
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:

Universal Beach Service Corp

Street Address:

107 NW 9th St 33444

Mailing Address (if different from Street Address):

Telephone Number(s):

561-272-1400

Fax Number(s):

Email Address:

clayton@universalbeachservices.com

Federal Employer Identification Number:

28 555 7058

Prompt Payment Terms: _____ % _____ days' net _____ days

Signature:

John K. Pearl

(Signature of authorized agent)

Print Name:

Title:

Date:

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 90 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.



CITY OF MARATHON, FLORIDA

9805 Overseas Highway, Marathon, Florida 33050

Phone: (305) 743-0033 Fax: (305) 743-3667

March 17, 2011

John Peart
Universal Beach Services
107 N.W. 9th Street
Delray Beach, Florida 33444

RE: Beach Dune Restoration Project for City of Marathon
Bureau of Beaches permits MO-37 & MO-38

Dear Mr. Peart,

It is with pleasure I send this letter to you for the knowledgeable and professional project you completed for the City of Marathon at Sombrero Beach and CocoPlum Beaches.

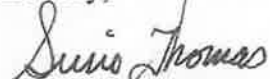
The projects were time sensitive, highly regulated and had to be accomplished to accommodate the public. You met all these requirements effortlessly.

Sombrero Beach has been restored to an even wave resistant gradual rise again with the dune height restored. It is very evident a craftsman has been at work placing the 4,993 cubic yards of Ortona sand specified by Bureau of Beaches. The sand was phenomenal for the beach and your coordination with the sand deliveries was right on target.

CocoPlum Beach received 4,444 cubic yards of Ortona sand specified by Bureau of Beaches. A much wider expanse of beach allowed the dune restoration to migrate landward to counter adverse effects. The project with its wave resistant profile has certainly improved the storm resistance and stability of the shoreline.

I would be pleased, at any time in the future, to be used as a reference for your excellent abilities. Of all the contactors I have dealt with in my ten years with the City of Marathon, you stand out as a true professional in your field.

Sincerely,


Susie Thomas, Director

Community Services Department

THE BREAKERS®

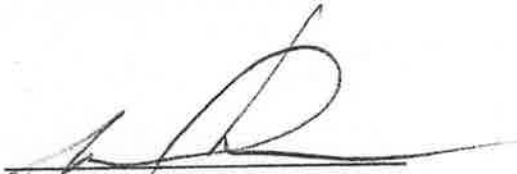
PALM BEACH

TO WHOM IT MAY CONCERN

John and JoAnn Peart of Universal Beach Services Corp have been providing beach cleaning services to the Breakers Hotel for the past 13 years. We depend on this service to be efficient reliable and invisible to our clients and this company certainly lives up to our expectations.

In addition to quiet quality work on our beach they also share our concern for the environment and protection of coastal sea life.

We highly recommend this company's services.



Richard Hawkins
Director of Materials Management
December 23, 2010
561-653-6638

Wednesday, July 13, 1977

John Peart Gives Baby Turtles A Fighting Chance

By **PETE GORDON**
Sun-Sentinel Writer

DELRAY BEACH – John Peart's job is different, to say the least – he's been hired by the city to be midwife to Delray's endangered sea turtle population.

During the past 30 days, Peart has taken care of about 3,500 unhatched turtles.

The turtle eggs are being moved from the city's public beach to prevent them from being buried under 500,000 cubic yards of sand when the beach replenishment program starts within the next few months. Another 4,000 to 6,000 eggs will be moved before the sand pumping program begins.

Most of the nests are being transferred to quiet, not readily accessible, privately owned beaches at Highland Beach where the 50- to 60-day incubation period can be completed relatively free of danger.

As a midwife to the turtles, Peart's activities must be precise. He patrols the beach during the early morning hours to locate the newly made turtle nests in the sand.

The eggs must be moved to the new location no later than 48 hours after they are laid – preferably within 24 hours – and the environmental conditions must be duplicated. Each nest contains from 110 to 160 eggs, but occasionally one will hold as few as 75 eggs.

"I don't know why the long or short count, but I'm also puzzled that every nest is 18 inches below the surface, to the inch," Pearce said.

He handles three to four nests a day, but on some days he has moved up to seven nests. Peart says it takes about an hour to move each nest. He's paid \$5 an hour by the city.

Turtle eggs, while protected by law from being taken by man, must still be protected from poachers. If the unborn turtle escapes this hazard, the next danger is its dash for the sea after it hatches.

By instinct, the newly hatched turtle, about an inch or two in length compared to the mother's four-foot length, heads into the sea at daybreak. Still tender and soft-shelled, those that make it past predators – raccoons, gulls, crabs, and man – have to swim for their lives to avoid giant fish once in the sea.

"I rescued one baby turtle the other day just as a crab was pulling it by the nose into his burrow," Peart said. "I snatched him from the crab's pincers and threw him into the sea."

Conservationists have proposed newly hatched turtles be transported to turtle kraals at Hutchinson Island. Then, when about 1 year old, with a stiff shell and six inches or more in length, they will have a fighting chance when released into the ocean.

Only about 4 to 5 per cent of the newly hatched turtles reach maturity if allowed to follow their instincts and dash into the sea. About 95 per cent of those released when a year old make it to maturity.

Palm Beach Times



Times photo by Larry Haley

John Peart digs for turtle eggs Delray's beach

Salvaging baby sea turtles his job

Sand dumping in Delray threatens nests of eggs

By LARRY HALEY
Times Staff Writer

DELRAY BEACH — Armed with only a probe stick, a shovel and a bucket, John Peart stalks Delray's public beach at 6 a.m. Each day looking for baby sea turtles.

No, he's not a poacher out to steal the eggs of the endangered sea turtle. He's the city's one-man fight

against the extinction of the creatures that crawl out of the ocean during the summer months and deposit their eggs deep in the sandy beach.

One month ago, Peart, an animal lover and owner of a beach maintenance company was hired by the city to midwife Delray's endangered sea turtle population.

In the next couple of months, a beach re nourishment program will begin when 500,000 cubic yards of sand will be pumped onto the public beach to guard against erosion along the south county coastline.

The turtles would soon perish under tons of sand unless the nests are relocated, Peart said.

So far, Peart has relocated about 34 turtle nests — an estimated 4,000 eggs.

He plans to move another 4,000 to 6,000 turtle eggs before the pumping program begins.

The turtles are moved south several miles to the more remote beaches of Highland Beach where there is less artificial lighting to steer the baby turtles off course in their journey from the beach into the sea and less people to molest the nests.

A major threat to the survival of the sea turtles along the South Florida coastline is a creation of man — the ordinary street lights along State Road A1A.

Peart said the street lights destroy more baby sea turtles than perhaps all of its natural predators combined.

When the young turtle hatches from its egg, it rises from the sand-covered nest and by thousands of years of instinct follows the early morning sun to the ocean. With the advent of development along the coastal areas and street lighting, the young turtles mistake the lights for the sun and head toward A1A rather than the ocean. The end result is either the small turtles are smashed under the wheels of passing vehicles or they wander around the sand dunes until the heat of the mid-day sun kills them.

"The baby turtles cannot survive out of the water during the hot sun," Peart said. "They are fried before the first day out of the nest is over."

Even without the treat of going in the wrong direction out of the nest, the first moments of life are perilous for the tiny creatures.

Peart said that shortly after the turtles leave the nest, land crabs stalk them for food. If the creatures make it to the water's edge, other hazard lay ahead.

For example, seagulls soar low across the shallows offshore keeping an eye out for a baby turtle swimming out to sea. Then there are more crabs waiting in the sea for an easy turtle dinner, he said.

Despite the great numbers of baby turtles that do not survive to reach adult stage, Peart said nature has compensated for it.

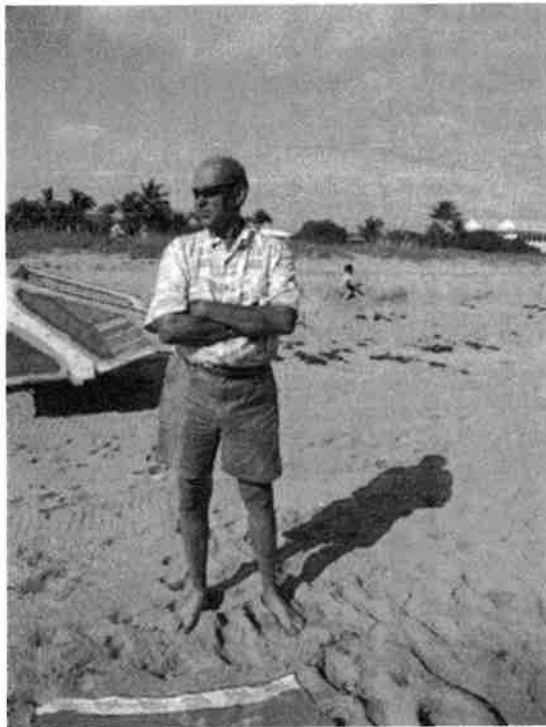
"The reproduction cycle of the sea turtle is done on a statistical basis. The female turtle will lay 10,000 eggs and maybe only 100 will survive."



Our philosophy came from our founder

Obituary — John Frederick Peart

- Posted by [Mary Kate Leming](#) on August 1, 2012 at 3:34pm
- [View Blog](#)



By Price Patton

DELRAY BEACH — John Frederick Peart, a soft-spoken and humble Canadian native who moved to Delray Beach in the late 1960s and became a champion and protector of Florida's fragile shoreline, dunes and the turtles that nested there, died July 1. He was 75.

Mr. Peart founded Universal Beach Services in 1973. He won contracts to clean beaches from the Panhandle to the Florida Keys, as well as contracting with many Palm Beach County cities and private beachfront homeowners.

A man of few words, he became animated whenever the topic around the table turned to beach preservation and dune restoration.

During his nearly 40 years in business, he moved hundreds of thousands of cubic yards of sand to restore dune lines and protect property on the shore, yet always mindful of the endangered turtles that nested there each season.

He reconstructed a beach in the Florida Keys that had been decimated by a hurricane, using only the resources available at the site.

Mr. Peart, a sun-bronzed man with strong, calloused hands, was an entrepreneur and a tireless worker. He designed and built all of his own equipment.

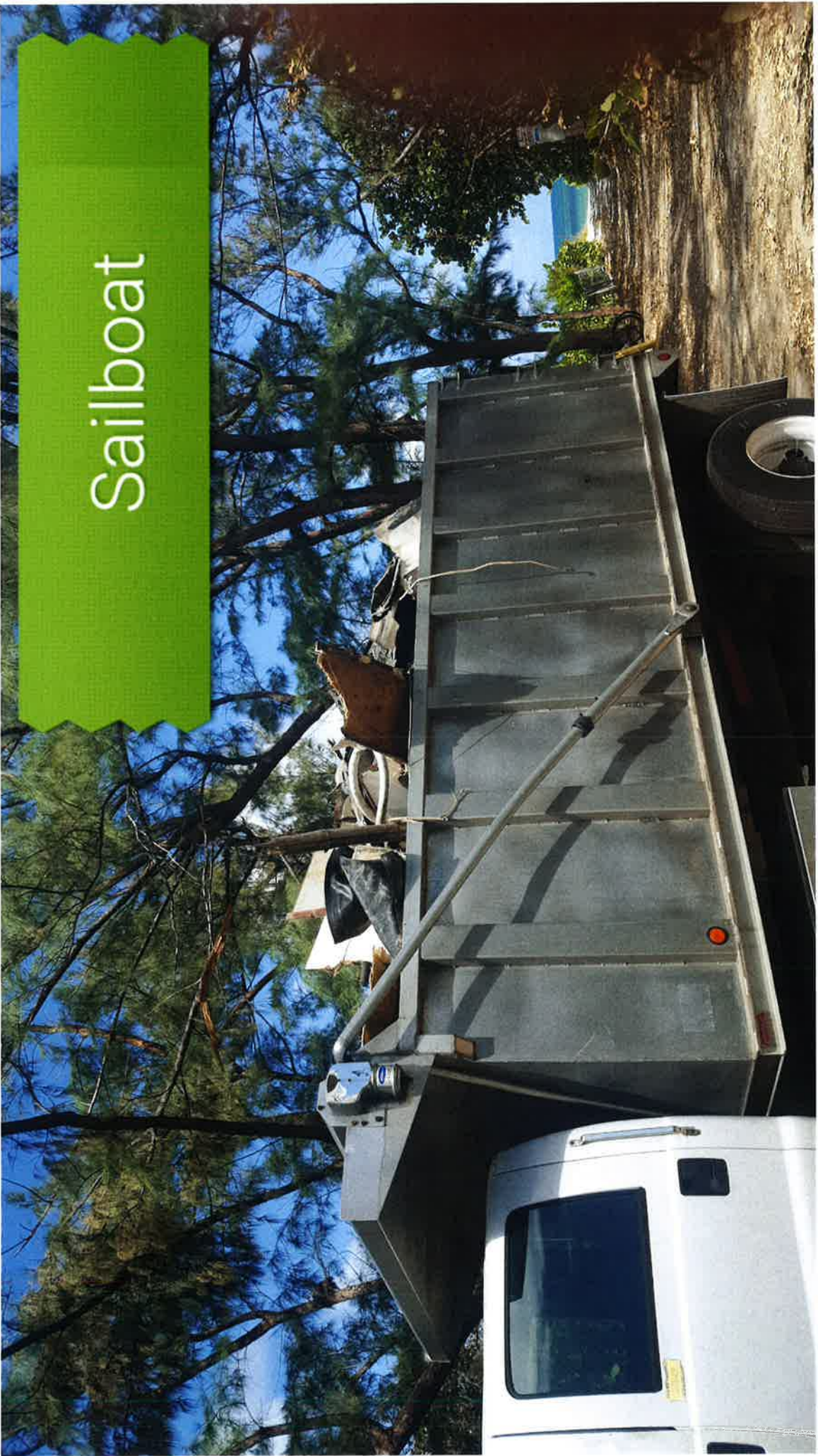
His son, Clayton Peart, who manages the business, has been involved in the operations for the last 10

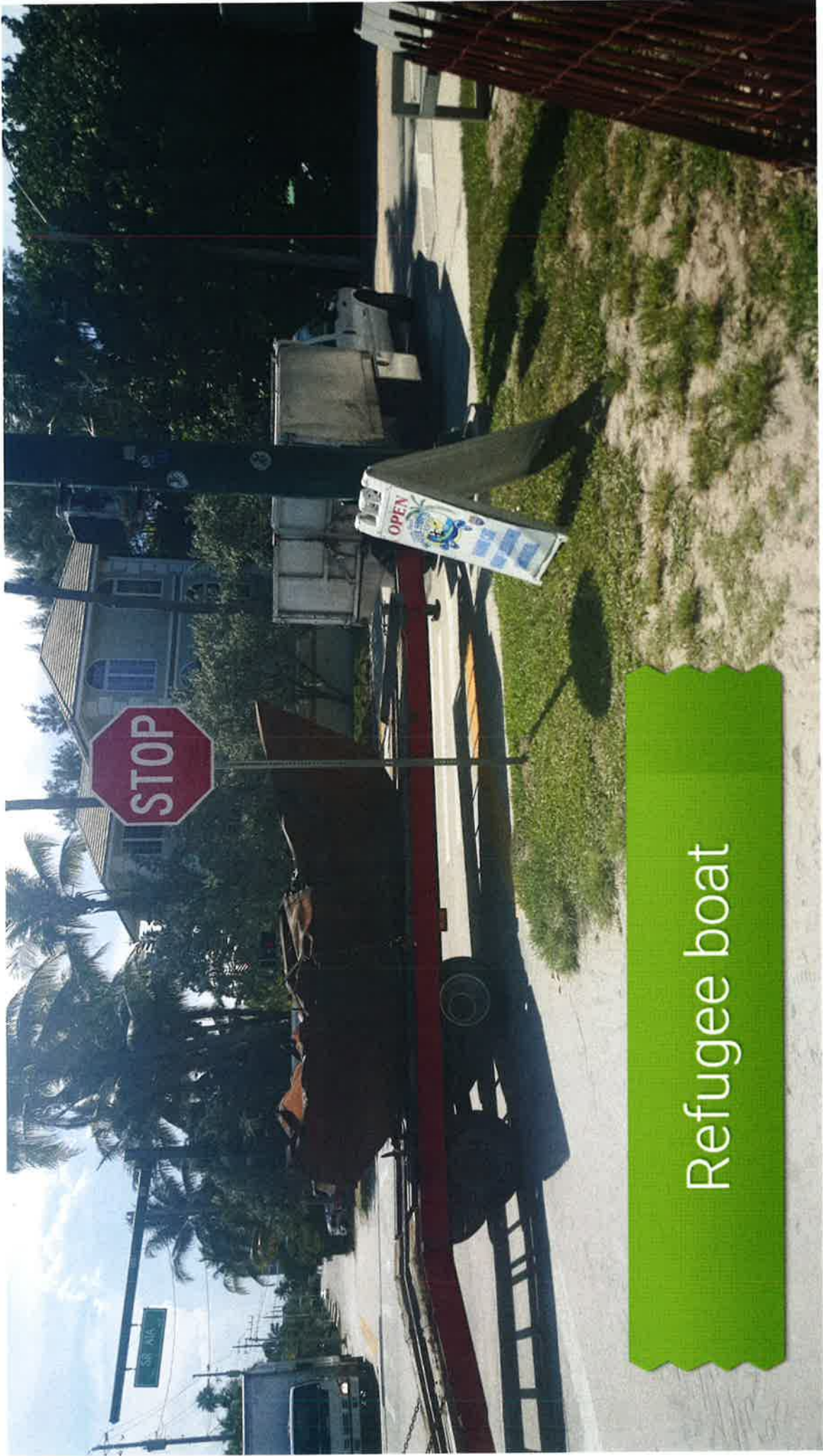


Hurricane Irma



Sailboat



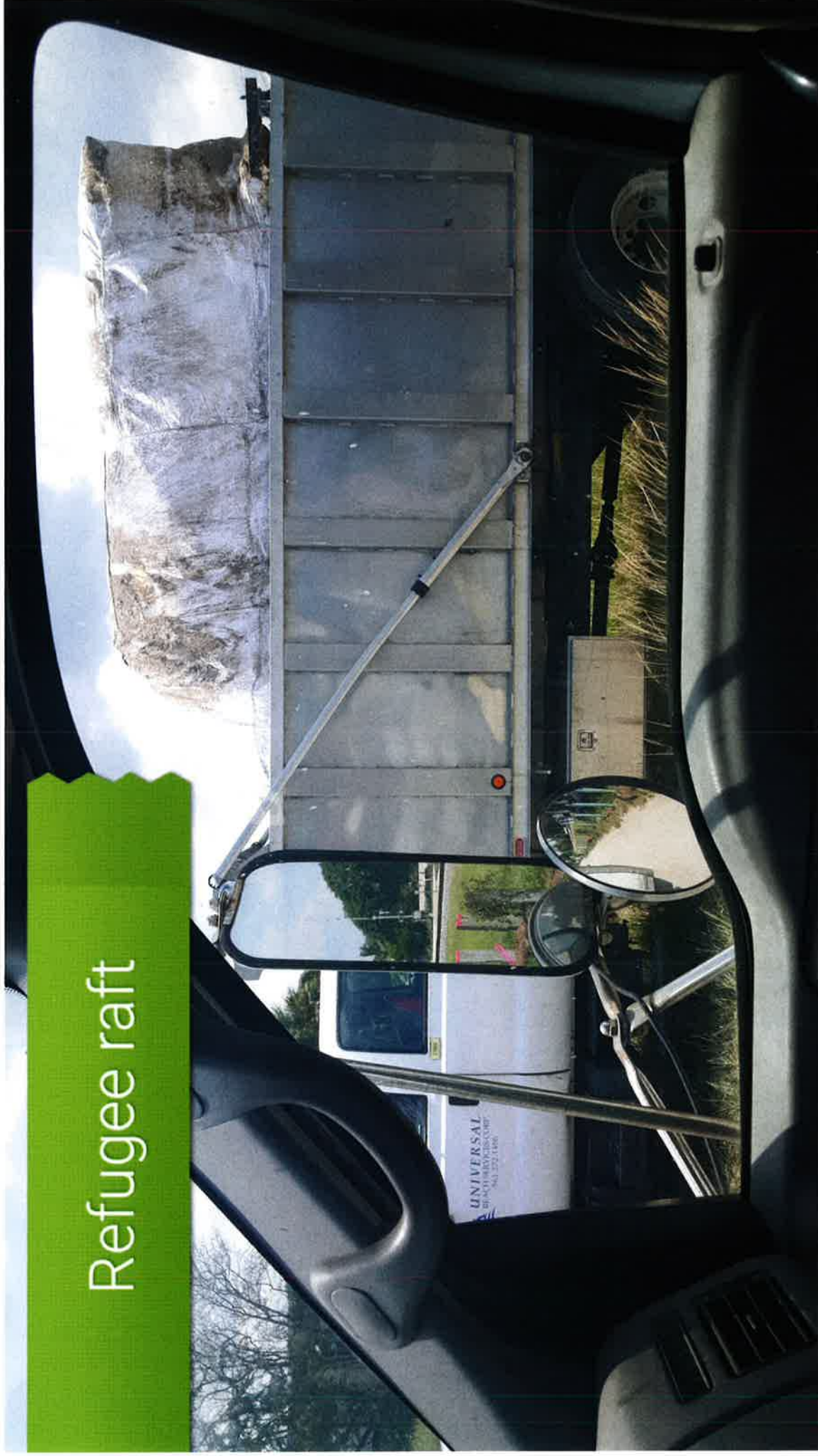


Refugee boat

Refugee raft



Refugee raft



Sifting



