

**LEE COUNTY, FLORIDA
PROPOSAL QUOTE FORM
FOR A KAYAK/CANOE OUTFITTER & GIFT SHOP/FOOD CONCESSION
FOR MANATEE PARK**

DATE SUBMITTED: May 28, 2009

VENDOR NAME: Calusa Blueway Outfitters

TO: The Board of County Commissioners
Lee County
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers: None

MANATEE PARK KAYAK/CANOE OUTFITTER, GIFT SHOP/FOOD CONCESSION:

NOTE: THE MINIMUM ACCEPTABLE MONTHLY RENT SHALL BE \$500.00 PER MONTH - LESSER AMOUNTS WILL NOT BE CONSIDERED.

MONTHLY RENT OFFERED: \$ 678.⁰⁰ X 12 =

TOTAL ANNUAL RENT: \$ 8136.⁰⁰

TIME REQUIRED TO BEGIN OPERATIONS: 0 CALENDAR DAYS.

IT IS CLEARLY UNDERSTOOD THAT LEE COUNTY RESERVES THE RIGHT TO REFUSE ALL OFFERS AS A RESULT OF THIS QUOTATION.

**LEE COUNTY, FLORIDA
PROPOSAL QUOTE FORM
FOR A KAYAK/CANOE OUTFITTER & GIFT SHOP/FOOD CONCESSION
FOR MANATEE PARK**

DATE SUBMITTED: 5/28/09

VENDOR NAME: Calusa Blueway Outfitters

TO: The Board of County Commissioners
Lee County
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

ANTI-COLLUSION STATEMENT

THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIALS (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.

FIRM NAME: Calusa Blueway Outfitters LLC

BY (Printed): William Odrey II

BY (Signature): [Signature]

TITLE: Founder - CEO

FEDERAL ID # OR S.S.# 264 0263 03

ADDRESS: 10901 Palm Beach Blvd
Fort Myers, FL 33905

PHONE NO.: (239) 481-4600

FAX NO.: (866) 572-4753

CELLULAR PHONE/PAGER NO.: (678) 558-0002

LEE COUNTY LOCAL BUSINESS TAX ACCOUNT NUMBER: 0902710

E-MAIL ADDRESS: billodrey@gmail.com
REVISED: 3/1/07

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications? *u*
Yes _____ No ~~_____~~ *u*

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

AFFIDAVIT CERTIFICATION
IMMIGRATION LAWS

SOLICITATION NO.: IW090221 / PROJECT NAME: Kayak / Canoe outfitter + Gift Shop / Food Commission for Manatee Park

LEE COUNTY WILL NOT INTENTIONALLY AWARD COUNTY CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) (SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

LEE COUNTY MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY LEE COUNTY.

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company Name: Calusa Blueway Outfitters
Signature: [Handwritten Signature] Title: Founder CEO Date: 5/26/09

STATE OF Florida
COUNTY OF Lee

The foregoing instrument was signed and acknowledged before me this 26th day of May 2009, by William Ockrey who has produced

(Print or Type Name)
DL GA D27215009 as identification.
(Type of Identification and Number)

[Handwritten Signature]
Notary Public Signature
Beth Clougherty
Printed Name of Notary Public



DD 671638
Notary Commission Number/Expiration

The signee of this Affidavit guarantees, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made. **LEE COUNTY RESERVES THE RIGHT TO REQUEST SUPPORTING DOCUMENTATION, AS EVIDENCE OF SERVICES PROVIDED, AT ANY TIME.**

Part I

INFORMAL QUOTE NO.: IW090221

LEE COUNTY, FLORIDA
PROPOSAL QUOTE FORM
FOR A KAYAK/CANOE OUTFITTER & GIFT SHOP/FOOD CONCESSION
FOR MANATEE PARK

DATE SUBMITTED: 5/28/09

VENDOR NAME: Calusa Bluewing Outfitter

TO: The Board of County Commissioners
Lee County
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers: None

ANTI-COLLUSION STATEMENT

THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIALS (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.

FIRM NAME: Calusa Bluewing Outfitter

BY (Printed): William M. Odrey TR

BY (Signature): [Signature]

TITLE: Founder CEO

FEDERAL ID # OR S.S.# 264026303

ADDRESS: 10901 Palm Beach Blvd.
Fort Myers, FL 33905

PHONE NO.: 8239 481 4600

FAX NO.: 866 572 4753

CELLULAR PHONE/PAGER NO.: 678-558-0002

LEE COUNTY LOCAL BUSINESS TAX ACCOUNT NUMBER: 0902710

E-MAIL ADDRESS: Billodrey@gmail.com
REVISED: 3/1/07

AFFIDAVIT CERTIFICATION
IMMIGRATION LAWS

SOLICITATION NO.: IW09022 / PROJECT NAME: Kayak / Canoe outfitter + Gift Shop / Food Commission for Manatee Park

LEE COUNTY WILL NOT INTENTIONALLY AWARD COUNTY CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) (SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

LEE COUNTY MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY LEE COUNTY.

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company Name:

Calusa Blueway Outfitters

[Handwritten Signature]

Signature

Title

Founder CEO

Date

5/26/09

STATE OF Florida
COUNTY OF Lee

The foregoing instrument was signed and acknowledged before me this 26th day of May 2009, by William Odrey who has produced

(Print or Type Name)

DL GA 027215009 as identification.

(Type of Identification and Number)

[Handwritten Signature]
Notary Public Signature

Beth Clougherty
Printed Name of Notary Public

DD 671638

Notary Commission Number/Expiration



The signee of this Affidavit guarantees, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made. **LEE COUNTY RESERVES THE RIGHT TO REQUEST SUPPORTING DOCUMENTATION, AS EVIDENCE OF SERVICES PROVIDED, AT ANY TIME.**

2009 JUN 2 PM 2 25

Criteria 1Management Summary

Please see attached: Qualifications and Philosophy

Kayak/canoe guide service background

Food service background

Conditions for not paddling

Calusa Blueway Outfitters, LLC
10901 Palm Beach Blvd.
Fort Myers, Florida 33905
Phone: 678-558-0002 Email: billodrey@gmail.com

May 26, 2009

TO: _____

CRITERIA 1 - MANAGEMENT SUMMARY

Calusa Blueway Outfitters (hereafter referred to as CBWO) proposes to offer the following services at Manatee Park:

1. Rental of Old Towne 169 canoes and Confluence single and double kayaks from Manatee Park. This equipment is less than one year old. The owner of CBWO has 7 years experience renting canoes, kayaks, and rafts; he has two years experience renting tubes. The majority of this time has been spend in operating his business in Georgia with the exception of his experience this year working with rentals for Lee County in Manatee Park where he has hired experienced staff from the area to run the operation. He has just begun a rental operation in the Naples area.
2. A 22 passenger voyager canoe for rental to groups. This canoe is excellent for family reunions, scout trips and educational field trips. The owner of CBWO has 7 years experience renting this canoe in Georgia with the exception of his experience this year working with rentals for Lee County in Manatee Park where he has hired experienced staff from the area to run the operation.
3. Guided canoe/kayak trips (name trips). The owner of CBWO has been offering guided trips on the Chattahoochee River in Georgia for seven years. Although he has been on many of the guided trips, he uses a staff person who is a certified guide by the National Park Service as the official guide. The owner has more experience and knowledge of the navigation of this river as any guide. With respect to the guided trips originating in Florida, CBWO has hired many of the same guides that were previously used by Lee County.
4. Food/beverage and gift sales. The owner of CBWO has 20 years experience in the food and beverage service in such well known places as The Georgia World Congress Center, Six Flags over Georgia, Whitewater Georgia, Opryland, Gwinnett Arena, Stone Mountain Park of Georgia and City of Roswell Parks as well as experience during the past season at Manatee Park.

The owner and CBWO have one year's experience in Florida waterways. During this year, CBWO has used local experienced staff to run the company's canoe and kayak operations and guided trips. The owner, a fast study of ecology and the nature of rivers, believes that he has the ability to safely offer guided trips with experienced staff that have 2 or more years of experience on Florida rivers. The owner will commit himself to taking additional classes to certify his experience. He believes that his 7 years of experience on the Chattahoochee River provides him with more than adequate experience to allow his company CBWO to offer guided trips with experienced guides. The Chattahoochee River is similar to the Florida rivers where guided trips will be offered in that it has current, wind, natural barriers such as erosion and fallen trees, and changing weather that must be considered for the safety of his clients. In addition the part of the Chattahoochee River where he has most of his experience is a National Park that

must be protected; knowledge of the flora and fauna is explained before, during and after the trips. His keen interest in preserving nature can be combined with renting canoes/kayaks and guided trips to better educate the public in the preservation and use of the natural resources.

Criteria 1 (con't).....

Kayak and Canoe Service Background:

Susan (Sally) Hiller.....4 years volunteer service at Manatee Park (2 years kayaking on the Orange River as a volunteer). 4 years of kayaking in SW Florida Waterways (Lovers Key, Charlotte Harbor, Tarpon Bay, Pine Island Sound, Fisheating Creek, Cape Coral canals, Caloosahatchee River, Gulf of Mexico, Atlantic Ocean)
Will oversee Kayak Clinics

Jason Mihm.....15 years: kayak, sailing , ocean kayaking (Annapolis, Md., North Carolina)
Will advise and help in the launch area, guide the Indian War Canoe, conduct Kayak Clinics

Jeffrey Chase.....15 years on Orange River, SW Florida waterways, also works at Sweetwater Marina
Will advise and help in the launch area, guide the Indian War Canoe, conduct Kayak Clinics

Katee Minneker.....Master Naturalist. Volunteer at Manatee Park. Will act as naturalist interpreter on Orange River tours.....Indian War Canoe.

Food Service Background:

Scott Wahl.....6 years: Captain Con's (cook, server), Concession Stand Manager, inventory, ordering, stock & supplies

In what conditions would you not paddle?

Calusablueway Outfitters reserves the right to cancel clinics and tours due to inclement weather which includes, but not limited to high winds, rough water and strong currents.

If the equipment appears to be damaged, PFD inappropriate, paddles damaged, these would warrant a decision not to launch the watercraft

The visitor renting the watercraft should be evaluated by the staff, and if they appear to be physically incapable, sick, inebriated, too inexperienced or age inappropriate this would prevent a visitor from paddling.

If the park is closed due to inclement weather there will be no watercraft sent out of Manatee Park.

Bill Odrey (678) 558-0002

Criteria 2 Business Plan

Green Business Practices:

The CalusaBluewayOutfitters is committed to managing environmental matters as an integral part of our business. It is our policy to assure the environmental integrity of our processes and facilities at all of our places.

Legally: Our products and operations will comply with all regulations and requirements. This would pertain to disposal of all waste, including, but not limited to disposable and biodegradable waste from our facilities.

Product Stewardship: Our management systems and procedures are designed to minimize the use of hazardous materials, energy and other natural resources, and to enable recycling and reuse of materials. Through source reduction (the generation of waste) and recycling, the benefits of the economy, the environment and safety will result. Please see attached for environmental practices in food/gift areas.

Continual improvement: We will always seek ways to improve our environmental performance by establishing objectives, measuring our progress and reporting of results.

Involvement and Communication: We will promote participation of our environmental policies to our employees. This will be done by supporting their efforts to comply with company policies through training. Informing our suppliers of our environmental policies will promote their cooperation in the matter of environmental awareness, as well as encouraging input from employees, supplies and customers.

Criteria 2....green practices

Gift shop:

The retail industry's goals are to bring consumer goods to the market area in a profitable way. These goals must work with pollution prevention. Environmentally friendly businesses attract many consumers, Manatee Park can promote itself publicly as an environmentally friendly enterprise, with the help of CalusaBluewayOutfitters.

Cleaning products:

- Use cleaning products that are less toxic (citrus based)
reduces the amount of pollution, and reduces employee's exposure to harmful chemicals.
- Reduce the number of different types of cleaning chemicals used.....use Multipurpose cleaners to perform several different jobs and reduce costs.

Recycling of packaging materials

- Investigate the use of reuseable/returnable containers
- Cardboard broken down to recycle bin
- Recyclable gift bags for purchases
- Reuse of boxes from orders
- Reuse of scrap paper for notes & recycling of other used paper
- Group sign off sheet for announcements, rather than handouts

Energy efficiency:

- Upgrade and replace equipment (Energy Star Program)
- Low lights to conserve energy and save money on energy costs
 - Compact fluorescents.....give off less heat, will pay for themselves
(make sure they have no mercury content.....disposed of as hazardous waste)
- AC set at higher temperature to conserve (doors shut)
 - A programmable thermostat installed will automatically reduce the energy used during the hours the business is closed.
- Ceiling fans used instead of air conditioning

Food/Concession Stand:

The environmental issues associated with food service are high energy usage, solid waste, and wastewater discharge. The solid waste accounts for prepared foods going to waste, as well as energy, labor and materials. CalusaBlueway Outfitters is looking for ways to reduce all waste and improve the environment.

Recycling:

- Disposable/biodegradable paper products used for eating/drinking
- Breakdown of packing materials for recycling bin
- Recycling bin near eating area for aluminum soda cans and plastic water bottles

Proper disposal of cooking oil

Waste prevention:

Rotate stock to prevent spoilage of food (consider items that do not sell, and do not restock them)

Cleaning supplies bought in concentrated form, water added

Some condiments bought in foil pouches (mayonnaise/relish) to prevent spoilage

Energy efficiency:

Check and maintain refrigerator door seals & energy efficiency

Keep refrigerator coils dust free

Use energy efficient lighting

All fans off when not in operation.

Criteria 2....Proof of Certification of the Society of Ethical Ecotourism

The CalusaBluewayOutfitters are committed to assisting the parks in complying with all the parks have to offer, and will set in motion a schedule to certify our employees within six months of the bid award.

The Membership Self Assessment Survey will be provided to each employee , as well as a copy of "Guide to Responsible Tourism". A time frame will be instituted, as well as resources to enable the employee to fully understand the impact of ethical ecotourism.

As a nature-based destination, our goal is to be responsible for the natural park setting, waterways, kayaking, canoeing, boating, river tours, interpretation of the history and wildlife .

The responsible party to process this is Sally Hiller

Criteria 2.....Description of proposed contract team

Bill Odrey

Oversees daily operations
Purchasing
Attends meetings, marketing functions

Barbara Russell

Based in Atlanta
Management decisions
Financial management

Sally Hiller

Based at Manatee Park
Scheduling
Payroll
Marketing
Liason to Nancy Kilmartin regarding volunteer opportunities for employees
Volunteer in Manatee Park 4 years

Katee Minneker

Master Naturalist
Interpreter for Indian War Canoe tours on Orange River
Volunteer in Manatee Park 1.5 years

Gift Shop:

Attend to visitors needs and questions regarding the park, activities, facilities, and surrounding area.....as well as information regarding manatees
Rose Garcia
Jean Ray
Susan Kester
Sally Hiller

Launch area/ kayak tours/ Indian River Tour

Attend to the needs of the visitors, showing them a map of the river, and the best route on the river allowing for the current, tides, wind, heat and sightings of wildlife.
Keeping the equipment clean, and the area near the launch free of debris.
Helping the visitors in and out of the kayaks and canoes, assisting those needed.
Clinics: giving proper instruction to visitors, including equipment and supplies to carry, weather forecasts, alerting others of their route taken, land instruction on techniques, river instruction on paddling techniques, and practice paddling on the river.

Indian Canoe trips: assisting visitors onto the boat, attending to needs, allowing the Master Naturalist time to explain the history and wildlife of the area.

Jeffrey Chase.....launch/boats

Jason Mihm....launch/boats

Danny Aceves.....launch

Mobile Food Unit:

Maintain clean working area, inventory and stock supplies as needed.

Prepare food, and assist visitors with purchases to tables if needed.

Clean area and dispose of waste properly before closing.

Scott Wahl

Diane Elmore

Criteria 2.....Proposed Team Management Policies

The CalusaBluewayOutfitters, based in Manatee Park for approximately four months and set up a staff to accommodate the needs of the park.

Interviews and staffing is done by Sally Hiller and Bill Odrey.

Upon employment it is understood, and written that there is a dress code.

There is a background check for employment in a county park.

Drug tests are administered to those assisting on our captained boats.

Schedules are set according to the needs of the park facility and the availability of the staff. Several of our staff have other part time jobs, and we work around their schedules, as they do ours.

Days off are accounted for by filling in a day-off slip, for the record.

Cross training from the gift shop to the mobile food unit is usual. Those working the launch area assist in unloading supplies. There is a second person in the gift shop to fill-in for breaks and lunch.

The staff working the gift shop will open and check the cash in the register. All money computation is done on the computer.

The daily deposit from the previous day is done by Sally Hiller to Wachovia Bank

The deposit amount is shown on a computerized report that is forwarded to Barbara Russell in Atlanta and Bill Odrey.

The mobile food unit money is collected daily, reported on a spread sheet, with an allotted amount for restocking of items, which is accounted for with receipts.

Customer service is usually addressed in the Visitors Center/Gift Shop. Any problems, complaints are forwarded to Sally Hiller, serious ones to Bill Odrey.

Compliments/comments and suggestions are filled out on comment forms at the Visitor Center. Please see attached for our copy.....original forwarded to County Supervisor at Manatee Park

COMMENTS & QUESTIONS:

we had a great time

A snake chased us on the river.

took a picture of it

Phone # for reply:

Don

Thanks for visiting! Please join us again ... another day ...

COMMENTS & QUESTIONS:

Very cool! spent

lots of time ~~on~~

with manatees.

Phone # for reply:

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Excellent we
saw a manatee!

It was really fun and
great!

Phone # for reply:

Mary Woods

Thanks for visiting! Please join us again ... another day ...

COMMENTS & QUESTIONS:

Very nice

Helpful staff

Phone # for reply:

388-0690

Thanks for visiting! Please join us again ... another

COMMENTS & QUESTIONS:

HAD FUN

NICE PEOPLE

MISSED THE

TARPON

Phone # for reply:

6037650414

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

WE SAW A MANATEE,

SNAKE AND MULTIPLE BIRDS

GREAT WEATHER.

Phone # for reply:

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Great time, Danny
was a great help
Will do it again

Phone # for reply: 239-825-1057

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Nice and funny
trip, when you're
not experienced!
Sorry for ~~bad~~ ^{we do} ~~video~~
animals!

Phone # for reply: _____

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Great family
fun - saw turtles
& jumping fish
Enjoyed it

Phone # for reply: _____

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

We had a great time
out on the water.
Everyone who works here
was very helpful. I love
having someone out @
the bunch is great.

Phone # for reply: _____

Thanks for visiting! Please join us again ... another

COMMENTS & QUESTIONS:

great fun
found a turtle
and shells

Phone # for reply: _____

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Great fun!
relaxing

Phone # for reply: 416-740-0139

Thanks for visiting! Please join us again ... another

COMMENTS & QUESTIONS:

Coolest time

Loved it!

Phone # for reply: 410-838-1240

Thanks for visiting! Please join us again ... another day

COMMENTS & QUESTIONS:

Very Nice But

a little Costly

KEEP up the good job.

239

Phone # for reply: 9363366

Thanks for visiting! Please join us again ... another

COMMENTS & QUESTIONS:

NICE PARK!

Nice staff.

Phone # for reply: 239-561-7891

Thanks for visiting! Please join us again ... another da

COMMENTS & QUESTIONS:

nice landscape

But no animals

Phone # for reply:

Thanks for visiting! Please join us again ... another

I found the tour through the
park very peaceful and interesting.
I look forward to coming again
in the winter to see the manatees!
The gift shop owner (dolly) was most
helpful.
Phone # for reply: 239-591-3222

Thanks for visiting! Please join us again ... another day ... another season!

COMMENTS & QUESTIONS:

GREAT PLACE!

Phone # for reply: FEBBO2001@AOL.COM

Thanks for visiting! Please join us again ... another day ... another season!

COMMENTS & QUESTIONS

THANK YOU for a great
time! We had a great
day!

VERY FRIENDLY SERVICE,
VERY INFORMATIVE.

THANKS,

Carl M. Justice

Phone # for reply: _____

Thanks for visiting! Please join us again ... another day ... another season!

COMMENTS & QUESTIONS:

Beautiful river, easy to
paddle, enjoyed the
scenery - will come back
again

Phone # for reply: 651-457-5390

Thanks for visiting! Please join us again ... another day ... another season!

COMMENTS & QUESTIONS

EXCELLENT Ride

COMMENTS & QUESTIONS:

4/13

I had a wonderful
time. I loved it
alot beautiful
Senery

Phone # for reply:

(291)
875-3211

Thanks for visiting! Please join us again ... another day ...

COMMENTS & QUESTIONS:

We loved IT!

GREAT TIME!

GOOD VALUE for
THE RATE

DAVID R LATNACU - Norfolk

Phone # for reply: 757-286-2122

Thanks for visiting! Please join us again ... another day ...

COMMENTS & QUESTIONS:

4/13

Great time
Nice & peaceful out there
Will come again next time

Phone # for reply:

Thanks for visiting! Please join us again ... another day ...

Criteria 2.....Proposed Service Quality Plan

CalusaBluewayOutfitters is proposing to work in conjunction with Manatee Park:

1. To improve on Green Business Practices
2. To certify our employees through the Society of Ethical Ecotourism
3. To comply with all licensing and insurances
4. To maintain a high standard of food service
5. To continue to provide a high level of customer service
6. To provide rentals and tours on our watercraft at reasonal rates
7. To provide safe tours and instruction on our watercraft
8. To work with the Volunteer Coordinator in the park to provide training schedules for personnel to become a more valuable asset to the county park
9. To encourage public and private schools to attend the park for programs and activities
10. To allow the county to use the equipment on the river as needed
11. To also allow summer camp and spring break youth to use the watercraft through the county
12. To expand our website to be linked to Lee County Parks & Recreation and the CalusaBlueway Paddling site.
13. To provide quality merchandise and customer service in the gift shop
14. To provide a pleasant and informative place for visitors and co-workers alike to enjoy Manatee Park

Photos attached of :

Gift Shop 418 sq. feet

Mobile Food Unit 8' X 20'

Kayaks.....Precision : single and tandem

Canoes.....Old Town

Indian War Canoe 36feet
(up to 24 passengers)

Paratransit vans (8)

Attachment A

Gift shop items

Books:

Childrens:

Sam the Sea Cow
J.Rooker Manatee
Mary Manatee
The Great Manatee Rescue
The Manatee That Flew
Activity/Coloring Book

Educational books:

Fl. Fabulous Reptiles
Stokes Butterfly Book
Caterpillars in the Field
The Earth Speaks
Native Plant Information
Fl. Fabulous Birds
Fl. Fabulous Mammals
Fl. Vanishing Wildlife
Fl. Fabulous Spiders
Our Wild World
Audubon Field Guide
Fl. Fabulous Insects
Our Wild World
DVD....Lookout Below

Bookmarks:

Butterfly
Manatee

Snack Items:

Soda (variety in cooler)
Potato Chips
Doritos
Snack bars....
Trail Mix fruit & nut bars
Honey & Oats bars

Gift Shop items (con't)

Clothing:

Butterfly T Shirt.....varied sizes
Magic Butterfly T Shirt.....varied sizes
Manatee T Shirt.....varied sizes
Magic Manatee T Shirt.....varied sizes
Manatee Family T shirtvaried sizes

Sun visors:

Manatee
Butterfly

Baseball Hats:

Manatee Park
CalusaBluewayOutfitters

Decorations:

Magnets: Manatee

Pens:

Manatee
Butterfly

Votive candle holders:

Butterfly
Manatee

Suncatchers:

Manatee
Butterfly

Figurines:

Manatee on
Manatee on agate

Garden flags:

Butterfly
Manatee

Windsock:

Hummingbird
Ladybug

Signs:

Manatee Crossing
Butterfly Crossing
Butterfly Garden

Tervis Tumblers:

12 oz....Butterfly & Manatee
16 oz. ...Butterfly & Manatee

Jewelry:

Key Ring:

Manatee

Butterfly

Key Chain:

Manatee

Butterfly

Cap pin:

Manatee

Lapel pin:

Butterfly

Manatee

Pendant....Manatee

Earrings....Manatee

Small jewelry box/necklace....Butterfly

Cards:

Postcards....Manatee

Note cards.....Manatee

Toys:

Puzzles:

Manatee

Butterfly

Puppet....Manatee

Stuffed Manatees

Sitting Manatees

Curly Manatees

Soft Manatees

Child's purse: Manatee

Stickers:

Manatees

Flowers

Miscellaneous:

Magnetic Picture Frame

Coasters.....Manatee

Mobile Food Unit

(list of offerings)

Drinks:

(2.00)

Soda (12 oz):

Pepsi

Diet Pepsi

Mt. Dew

Coke

Diet Coke

Sprite

A&W Rootbeer

Sunkist Orange

Bottled Water (16 oz.)

Apple juice

Capri Sun.....1.00

Hot Chocolate (8 oz. cup)

Coffee (8 oz cup)

Hot tea (8 oz cup)

Snacks:

Small bags (1.00)

Lays classic chips

Lays BBQ chips

Doritos Nacho Chips

Snack bars : (1.00)

Trail mix, Fruit & Nut bars

Oats N Honey bars

Ice cream: (2.00)

Ice cream bars

Icee Pops

Candy bars (2.00)

Twix

Milky Way

Snickers

Food:

Hot dogs(Nathans)

Single hot dog (3.00)

Hot dog plate (hot dog/chips/soda) (5.00)

Pretzels (large...3.00)

Smoothies (various fruit) (4.00)

Funnel cake (4.00)

Snow Cones (various flavors) (2.00)

All items from the gift shop and mobile food unit are served on biodegradable/disposable/recyclable paper products.

The condiments are served in bulk containers.

Criteria 2.....Drug Free Workplace

Please see attached forms for employees to sign on final acceptance of employment by CalusaBluewayOutfitters. Because of our expanding staff and the need for more boating personnel, we have addressed the need for control and responsibility in the area of a drug free workplace.

This has also been reviewed by the United States Coast Guard



Coastal Health Management Services, Inc.

complete drugfree workplace programs

April 3, 2009

CALUSA BLUEWAY TRANSIT, LLC
10901 PALM BEACH BLVD.
FORT MYERS, FL 33905

Re: Random Drug Testing Program

To Whom It May Concern:

This letter will serve to acknowledge that effective **April 3, 2009**, CALUSA BLUEWAY TRANSIT, LLC contracted with Coastal Health Management Services, Inc. for Medical Review Officer and random drug testing selection. During the previous 185 days been subject to a random resting program required by 46 CFR 16.230 for at least 60 days, and did not fail or refuse to participate in a chemical test for dangerous drugs required by this part. The certified testing laboratory is DSI/LABCORP and the effective date of the participation and registration was 04/2009. The expiration will be December 31, 2009.

The individual(s) who are currently participating in the random program are as follows:

**WILLIAM ODREY
THOMAS POYNTER
SUSAN HILLER
JEFFREY CHASE
PHILLIP BARNHORST**

Please retain this letter as proof of your participation and registration in the drug screening program provided by Coastal Health Management Services, Inc.

Any inquiries should be directed to the attention of the undersigned.

Sincerely,

A handwritten signature in black ink, appearing to read "Cheryl Keyes", is written over a horizontal line.

Cheryl Keyes
Manager of Client & Office Relations

6202 Presidential Court, Suite A • Fort Myers, Florida 33919

239•481•3611 800•533•8107 Fax 239•481•3928

Drug Testing Consent Form

PLEASE READ CAREFULLY

I _____, understand that this Company has a Drug Free Workplace Program in effect which includes a urinalysis drug screening test and blood alcohol test.

I do hereby give my consent, refuse to consent, to the Company to collect a urine or blood sample (check one) from me on _____ (date) and further give my consent to forward the urine or blood sample to a laboratory for the performance of appropriate tests thereon to identify the presence of drugs. I further give my permission to release the results of such tests to the Company's Medical Review Officer (for drug testing results) and/or the Director of Personnel/Risk Management Department or his designee.

I understand that 1) refusal to submit to a urinalysis drug screen or blood alcohol test; 2) failure to meet the minimum screening standards established by the Company; 3) submission of an adulterated urine sample; or 4) tampering with the urine sample, will disqualify me from employment with the Company and possibly warrant a report to the US Coast Guard.

Testing may occur at any of the times listed below:

1. As part of the pre-employment process.
2. Upon reasonable suspicion of drug use.
3. During a regular fitness for duty medical examination or annual medical update.
4. Upon the return from a leave of absence due to suspected alcohol or drug abuse, or a drug or alcohol rehabilitation program.
5. As a follow-up to a rehabilitation program.
6. After a Serious Marine Incident.
7. As a result of a random selection.

I have read (or have had read to me) and fully understand all of the terms and conditions of this agreement and consent form, and agree in full with them.

Date

Employee Signature

Date

Witness Signature

Consent for Release of Drug or Alcohol Test Results

I hereby authorize the release, to the persons or entities named below, results of the drug or alcohol test to which I submitted while I was employed by this company. I am aware the Company, the laboratory conducting the drug or alcohol test, and my chosen Employee Assistance Program or drug and alcohol rehabilitation program may already be aware of the results of any drug test to which I have submitted. However, I understand that all entities will keep these drug test results, and information relating thereto, confidential. I am also aware that the test results and other information may be released without my consent to a court of competent jurisdiction, or hearing officer, determining a challenge or appeal taken by me relating to my drug test results. By authorizing release of these test results and this information, I agree to hold harmless from any damages which may arise after the release of the test results or other information. I understand that positives test results and refusals to test will be forwarded to the US Coast Guard.

A. Name of person who is authorized to obtain information concerning my drug or alcohol test:

B. This information is being disclosed for the following purpose:

C. The following precise information may be disclosed:

D. My consent to release the test results or other information is valid until _____ (date).

I have read (or have had read to me) and fully understand all of the terms and conditions of this agreement and consent form, and agree in full with them.

Date

Employee Signature

Date

Witness Signature

Drug Free Workplace Program Receipt

I hereby acknowledge that I have received a copy of the Company's Drug Free Workplace Program. I also acknowledge that I have received a full and complete explanation of the Program, including all policies, consent forms, and the Employee Assistance Program.

I further state that I have read or have had read to me, all sections of this Drug Free Workplace Program. I understand that violation of any provision of this policy may lead to disciplinary action up to and including termination of employment, even for a first offense.

Finally, I agree that neither the issuance of these policies, nor the acknowledgment of its receipt, constitutes or implies a contract of employment or a guaranteed right to recall.

Date Received

Employee Signature

Date

Witness Signature

I have participated in the Drug Free Workplace training by viewing the video series on substance abuse in the workplace.

Date Received

Employee Signature

Date

Witness Signature

Criteria 2.....Health Department

Calusabluewayoutfitters has applied through Tallahassee, Florida for the necessary Licenses that relate to the food vending operation.

Criteria 2.....Regulatory licenses and insurance

Please see attached copies of: Lee County Local Tax Receipt
Electronic Articles of Organization for
Florida Limited Liability Company
Insurance Certificates



Lee County Tax Collector

2480 Thompson Street
Fort Myers, Florida 33901
www.leetc.com Tel: (239) 533-6000

Local Business Tax Account: 0902710

Dear Business Owner:

Your 2008-2009 Lee County Local Business Tax Receipt is attached below. Please detach the receipt and display it in a place that is visible to the public and available for inspection. The Lee County Local Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health or other regulatory requirements. The Lee County Local Business Tax Receipt is non-regulatory and is not an endorsement of work quality.

Your 2008-2009 Local Business Tax Receipt is valid from October 1, 2008 through September 30, 2009. Annual account notices are mailed in August to the address of record at that time. Please follow the instructions on the back of this letter to transfer your Local Business Tax Account due to a change of business name, ownership, physical address or you are closing your business.

I hope you have a successful year.

Lee County Tax Collector

Detach and display bottom portion and keep upper portion for your records

LEE COUNTY LOCAL BUSINESS TAX RECEIPT 2008 - 2009



ACCOUNT NUMBER: 0902710

ACCOUNT EXPIRES SEPTEMBER 30, 2009

Location

10901 PALM BEACH BLVD
FT MYERS FL 33905

CALUSA BLUEWAY OUTFITTERS LLC
CALUSA BLUEWAY OUTFITTERS LLC
10901 PALM BEACH BLVD
FT MYERS FL 33905

May engage in the business of
RENTAL SERVICE

THIS LOCAL BUSINESS TAX RECEIPT IS NON-REGULATORY

THIS IS NOT A BILL - DO NOT PAY

PAID 255209-1-1 02/17/2009 11:00
JBS-1 \$50.00

**Electronic Articles of Organization
For
Florida Limited Liability Company**

L08000116773
FILED 8:00 AM
December 24, 2008
Sec. Of State
nculligan

Article I

The name of the Limited Liability Company is:

CALUSA BLUEWAY OUTFITTERS, LLC

Article II

The street address of the principal office of the Limited Liability Company is:

10901 PALM BEACH BLVD.
FORT MYERS, FL. 33905

The mailing address of the Limited Liability Company is:

9755 ROBERTS DRIVE
ATLANTA, GA. 30350

Article III

The purpose for which this Limited Liability Company is organized is:

ANY AND ALL LAWFUL BUSINESS.

Article IV

The name and Florida street address of the registered agent is:

WILLIAM M ODREY II
10901 PALM BEACH BLVD.
FORT MYERS, FL. 33905

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Registered Agent Signature: WILLIAM M. ODREY II

Article V

The name and address of managing members/managers are:

Title: MGR
WILLIAM M ODREY II
9755 ROBERTS DRIVE
ATLANTA, GA. 30350

L08000116773
FILED 8:00 AM
December 24, 2008
Sec. Of State
nculligan

Article VI

The effective date for this Limited Liability Company shall be:

01/01/2009

Signature of member or an authorized representative of a member

Signature: WILLIAM M. ODREY II

Certified Copy

I certify the attached is a true and correct copy of the Articles of Organization of CALUSA BLUEWAY OUTFITTERS, LLC, a limited liability company organized under the laws of the state of Florida, filed electronically on December 24, 2008 effective January 01, 2009, as shown by the records of this office

I further certify that this is an electronically transmitted certificate authorized by section 15.16, Florida Statutes, and authenticated by the code noted below.

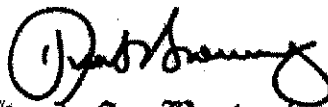
The document number of this limited liability company is L08000116773.

Authentication Code: 081229084655-700139267157#1

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this the
Twenty Ninth day of December,

2008




Kurt S. Browning
Secretary of State

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YY)
05/27/2009

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND, OR ALTER THE COVERAGE AFFORDED BY THE CERTIFICATE(S) BELOW.

INSURERS AFFORDING COVERAGE

NOTICE: Coverage is being provided as part of a Master Group Policy issued to members of the Worldwide Outfitter and Guides Association Incorporated, a Risk Retention 'Purchasing Group' authorized under the Risk Retention Act of 1986: Federal Law 97-45.

Certain Underwriters at Lloyds, London

INSURED: Outfitter and Guides Association Incorporated, A Risk Retention Group qualified under the Risk Retention Act of 1986; Federal Law 97-

91-0469

13

Worldwide Outfitters, LLC
10000 World Outfitters
10000 World Drive
A 30305

ALL POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY BE AFFORDED, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Commercial Liability <input checked="" type="checkbox"/> Manuscript Policy GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	LOG0303 - 08070060	07/31/2008	07/31/2009	EACH OCCURRENCE	\$ 1,000,000.00
				FIRE DAMAGE (Any one fire)	\$ N/A
				MED EXP (Any one person)	\$ N/A
				PERSONAL ADV INJURY	\$ N/A
				GENERAL AGGREGATE	\$ 2,000,000.00
				PRODUCTS - COMPIOP AG	\$
				Per Person	\$ 100,000.00
				ANNUAL AGGREGATE	\$
				BODILY INJURY (Per Person)	\$
				BODILY INJURY (Per Accident)	\$
				PROPERTY DAMAGE (Per Accident)	\$
				PER PERSON	\$
				PER ACCIDENT	\$
				AGGREGATE	\$
				PROPERTY DAMAGE	\$
				EACH OCCURRENCE	\$
				AGGREGATE	\$
					\$

"LIMITS SHOWN ARE THOSE IN EFFECT AS OF POLICY INCEPTION"

AUTO LIABILITY
 ANY AUTO
 ALL OWNED AUTOS
 SCHEDULED AUTOS
 HIRED AUTOS
 NON-OWNED AUTOS
 O.T.R.P.D.

GARAGE LIABILITY/MANUSCRIPT FORM SCHEDULE AUTO
 G.K.L.L.
 DRIVE AWAY
 D.O.C.
 CARGO
 ON HOOK
 CONTRACTUAL LIABILITY
 OTHER

EXCESS LIABILITY
 OCCUR CLAIMS MADE
 RETENTION \$

LIMITATION OF COVERAGE FOR ADDITIONAL INSURED
 Liability Coverage is only provided to the Additional Insured with respect to Accidents otherwise covered under the Policy/Coverage Contract where the Insured is found directly liable and not where the Additional Insured is found independently negligent of the Insured.

DESCRIPTION OF OPERATION/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISION

CERTIFICATE HOLDER **ADDITIONAL INSURED**

The Marina At Naples Bay Resort
1500 5th Ave. South
Naples, FL 34102

LOSS PAYEE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE OF THE 'PURCHASING GROUP'



ADDITIONAL INSURED ENDORSEMENT

RAP-99-12

This Endorsement changes the terms and conditions of the Coverage Contract issued. Please read it carefully!

The following requirements govern coverage under the Coverage Contract and must be adhered to for coverage to be provided to the Participating Member under the Coverage Contract. No activities conducted by the Participating Member are covered under the Coverage Contract unless they are conducted in full compliance with all of the requirements specified below and in the Coverage Contract. The Participating Member must advise its employees, agents, contractors, and/or subcontractors of these requirements and ensure that they also abide by them for coverage to be provided. The Participating Member agrees and understands that any noncompliance with the following specified requirements and/or the terms and conditions set forth in the Coverage Contract will result in the denial of coverage under the Coverage Contract meaning the Insurer will not be obligated to indemnify or defend you.

Master Coverage Contract Number: LOG0303

Certificate Number: 08070060

Participating Member: Chattahoochee Outfitters, LLC

Effective Date: 5/27/2009

Additional Insured: The Marina At Naples Bay Resort

1500 5th Ave. South
Naples, FL 34102

The "Who is a Participating Member" provision of the Coverage Contract shall be amended to include the person or organization scheduled in this Endorsement as an Additional Insured for the limited purpose of liability arising from Your Work, as that term applies to the Participating Member only, and subject to all other terms and conditions of the Coverage Contract and this Endorsement.

The coverage provided by this Endorsement only extends to cover the Additional Insured for allegations of liability based upon alleged, actionable conduct of the Participating Member and only to the extent the Participating Member would have been liable and coverage would have been afforded to the Participating Member under the terms and conditions of this Coverage Contract had such Claim been made against the Participating Member.

The Coverage Contract expressly provides that coverage is to be construed and enforced in accordance with the laws of the State of Utah, and the Participating Member has consented to the jurisdiction of the courts of the State of Utah and has agreed that those courts shall be the exclusive forum to hear and decide disputes consisting of or relating to coverage issues.

The Additional Insured is subject to all of the terms, provisions, conditions, exclusions, definitions, limitations, representations, and Endorsements of the Master Group Policy issued to the Insured Association, the participating member Coverage Contract, and all related documents providing coverage to the Participating Member. The failure of the Participating Member to adhere to any such provisions will also defeat coverage under the Coverage Contract for all Additional Insureds.

A copy of the Participating Member Coverage Contract may be obtained from the Participating Member or by contacting the Industry Association Purchasing Group office in Salt Lake City, Utah, during normal business hours.

Endorsement No.: 19



Micheal S. Fennell

SLN653904

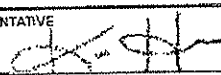
CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YY) 03/24/2009
PRODUCER AND THE NAMED INSURED I.F.B.S. 8722 South Harrison Street Sandy, Utah 84070	THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND, OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.	
INSURED Chattanooga Outfitters, LLC Calosa Blueway Outfitters 203 Azalea Drive Roswell, GA 30075	INSURERS AFFORDING COVERAGE	
	INSURER A. Prior Insurance Company INSURER B. INSURER C. INSURER D. INSURER E. INSURER F.	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input type="checkbox"/> OCCUR Manuscript Policy GEN'L AGGREGATE LIMIT APPLIES PER <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				EACH OCCURRENCE \$ FIRE DAMAGE (Any one fire) \$ N/A MED EXP (Any one person) \$ N/A PERSONAL ADV INJURY \$ N/A GENERAL AGGREGATE \$ PRODUCTS \$ Per Person \$
	AUTO LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> O.T.R.P.D.	SC9905477	3/19/2009	3/19/2010	ANNUAL AGGREGATE \$ \$300,000.00 BODILY INJURY (Per Person) \$ \$75,000.00 BODILY INJURY (Per Accident) \$ \$150,000.00 PROPERTY DAMAGE (Per Accident) \$ \$25,000.00
	GARAGE LIABILITY/MANUSCRIPT FORM SCHEDULE AUTO <input type="checkbox"/> G.K.L.L. <input type="checkbox"/> DRIVE AWAY <input type="checkbox"/> C.O.C. <input type="checkbox"/> CARGO <input type="checkbox"/> ON HOOK <input type="checkbox"/> CONTRACTUAL LIABILITY <input checked="" type="checkbox"/> OTHER BUS NOC				PER PERSON \$ PER ACCIDENT \$ AGGREGATE \$ PROPERTY DAMAGE \$
	EXCESS LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$
LIMITATION OF COVERAGE FOR ADDITIONAL INSURED Liability Coverage is only provided to the Additional Insured with respect to Accidents otherwise covered under the Policy Coverage Contract where the Insured is found directly liable and not where the Additional Insured is found independently negligent of the Insured.					
DESCRIPTION OF OPERATION/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISION Coverage is limited to only insured activities or operations identified in the Policy.					

**"LIMITS SHOWN ARE
 THOSE IN EFFECT AS
 OF POLICY INCEPTION"**

CERTIFICATE HOLDER Lee County Board of Commissioners 2115 Second Street Fort Myers, FL 33901 Dan Bergstresser	<input checked="" type="checkbox"/> ADDITIONAL INSURED	LOSS PAYEE SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF THE ISSUING INSURER WILL MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT AUTHORIZED REPRESENTATIVE 
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Bob Mills
 608-290-
 4444

ADDITIONAL INSURED ENDORSEMENT**PAP-99-12**

This Endorsement changes the terms and conditions of the Policy issued. Please read it carefully!

The following requirements govern coverage under the Policy and must be adhered to for coverage to be provided to the Insured under the Policy. No activities conducted by the Insured are covered under the Policy unless they are conducted in full compliance with all of the requirements specified below and in the Policy. The Insured must advise its employees, agents, contractors, and/or subcontractors of these requirements and ensure that they also abide by them for coverage to be provided. The Insured agrees and understands that any noncompliance with the following specified requirements and/or the terms and conditions set forth in the Policy will result in the denial of coverage under the Policy meaning the Insurer will not be obligated to indemnify or defend you.

Policy Number: SC0903477

Insured: Chattahoochee Outfitters, LLC

Effective Date: 3/24/2009

Additional Insured: Lee County Board of Commissioners
2115 Second Street
Fort Myers, FL 33901

Generating an additional premium of: \$0.00

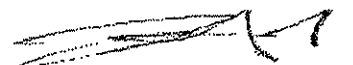
The "Who is a Insured" provision of the Policy shall be amended to include the person or organization scheduled in this Endorsement as an Additional Insured for the limited purpose of liability arising from Your Work, as that term applies to the Insured only, and subject to all other terms and conditions of the Policy and

The coverage provided by this Endorsement only extends to cover the Additional Insured for allegations of liability based upon alleged, actionable conduct of the Insured and only to the extent the Insured would have been liable and coverage would have been afforded to the Insured under the terms and conditions of this Policy had such Claim been made against the Insured.

The Policy expressly provides that coverage is to be construed and enforced in accordance with the laws of the State of Utah, and the Insured has consented to the jurisdiction of the courts of the State of Utah and has agreed that those courts shall be the exclusive forum to hear and decide disputes consisting of or relating to coverage issues

The Additional Insured is subject to all of the terms, provisions, conditions, exclusions, definitions, limitations, representations, and Endorsements of the Policy issued to the Insured, and all related documents providing coverage to the Insured. The failure of the Insured to adhere to any such provisions will also defeat coverage under the Policy for all Additional Insureds.

A copy of the Insured Policy may be obtained from the Insured or by contacting the Insurer office in Salt Lake City, Utah, during normal business hours.

Endorsement No.: 2

Rick J. Lindsey

715026

Surplus Lines Tax

Surplus Lines Fee

Foster and Associates, Inc.
dba Foster & Witmer Insurance Agency
911 Duluth Highway Suite D-1
Lawrenceville, GA 30043
770-717-7380
770-455-4458
Fax: 770-717-7482
Fax 770-451-5870
Email: cappi@foster-associates.com

Calusa Blueway Outfitters LLC
9755 Roberts Drive
Atlanta, GA 30350

Dear Bill Odrey:


I am an independent insurance agent for over 50 companies including companies that provide commercial insurance for businesses such as yours. We can provide General Liability, Workers Compensation, Commercial Automobile Insurance as well as many other types of policies.

Please give me a call or email me at the above email address when you are in need of any insurance for your business. We will be able to obtain specific information for the policy needed, provide a quote and subsequently provide you with the insurance policy you need.

If I am unavailable for any reason, you may email and speak with my assistant Samantha Dzialo. Her email is Samantha.dzialo@foster-associates.com.

We appreciate your using our agency for your insurance needs. Please do not hesitate to give us a call should you have any questions.

Sincerely,


Cappi Arneson

Criteria 2.....Start up of concession operations

The start up of services in Manatee Park would be as follows:

(which is in place now.....we are operating rentals daily)

Kayak and Canoe rental	May –October 16, 2009	daily: 9am – 1 pm
	October17—April 30, 2010	daily: 9am – 4pm

Gift Shop	October 17—November 26, 2009	weekends: 9am—4pm
	November 27—April 30, 2010	daily: 9am—4pm

Mobile Food Unit	(will follow the same schedule as the gift shop)	
	October 17—November 26, 2009	weekends: 9am—4pm
	November 27—April 30, 2010	daily : 9am—4pm



Oct. 17, 2009 Gift shop/Visitors Center opens on weekends

Nov. 27 Visitor Center and Concession Stand opens

Calusa Blueway Paddling FestivalKayak Clinic Oct. 28, 2009

Kayak Clinics.....30.00 per person

2009:

Nov.: 11, 25 (Wed)

Dec.: 9, 23 (Wed) 19 (Sat.)

2010:

Jan: (Wed.) 6, 13, 27 (Sat) 2, 30

Feb:(Wed) 3, 10, 17, 24 (Sat) 6, 13, 20, 27

Mar: (Wed) 3, 10, 17, 24 (Sat) 6, 13, 20, 27

Apr: Wed) 7, 14, 21 (Sat) 3, 17

Orange River Guided Trips.....45.00 per person (includes shuttle)

Nov 28

Dec 26

Jan 16

Feb 13

Mar 13

Apr 10

May 8

Caloosahatchee Creeks Guided Trip.....45.00 per person (includes shuttle)

2010:

Dec 10

Jan 7

Feb 4

Mar 4

Apr 4

Kayak rentals (proposed....)	1/2 day	full
day		
Single	40	50
Tandem	50	60

Oct. 17, 2009 Gift shop/Visitors Center opens on weekends
Nov. 27 Visitor Center and Concession Stand opens

Calusa Blueway Paddling FestivalKayak Clinic Oct. 28, 2009

Kayak Clinics.....30.00 per person

2009:

Nov.: 11, 25 (Wed)

Dec.: 9, 23 (Wed) 19 (Sat.)

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Jan: (Wed.) 6, 13, 27 (Sat) 2, 30

Feb:(Wed) 3, 10, 17, 24 (Sat) 6, 13, 20, 27

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Caloosahatchee Creeks Guided Trip.....45.00 per person (includes shuttle)

2010:

Dec 10

Jan 7

Feb 4

Mar 4

Apr 4

Kayak rentals (proposed....)	1/2 day	full
day		
Single	40	50
Tandem	50	60
Canoe (2 people)	40	
50		
Canoe (2-4 people)	50	
60		

Indian War Canoe (45 minute trip on the Orange River.....10.00 per person)

Royal III (prices vary per usage and time....please contact)

water taxi

special events

river tours

moonlight cruises

Criteria 3.....Resumes of Key Personnel

William Odrey II

Barbara Russell

Susan (Sally) Hiller

William M. Odrey II

Education

University of Pittsburgh, Pittsburgh, PA

Professional Accomplishments

Chattahoochee Outfitters, LLC Founder and President Atlanta, GA

- Developed plan and established company to provide boat rentals and food concessions on the Chattahoochee River

Alliances for Better Education, Inc Founder and President Atlanta, GA

- Research and development of Viper (Vehicle for Incident Preparedness and Emergency Response) project
- Development of proprietary server with Bellsouth and Nortel Networks to take education to the next paradigm

Miscellaneous hospitality and food service business over the last 20 years including:

- Stone Mountain Park, World Congress Center, Six Flags, White Water, Gwinnett Arena
- Opryland in Nashville

Mall Development and Promotion

- **Have worked with the following developers doing mall grand openings, promotions, special Events, food service and leasing:**

Cafaro

DeBartolo

Crown American

Rouse

Melvin Simon

Zamias

Community Activities

Atlanta, GA

- Sandy Springs Chamber of Commerce
- Sandy Springs Visitors Bureau
- Roswell Convention and Visitors Bureau
- Donation of equipment and "Spirit of Roswell" and "Spirit of Lanier" paddle wheelers for various fund raisers and other uses including the Roswell Historic Society, orphanages, schools and scouting programs

Barbara Russell Erb

Education

Georgia State University, Atlanta, GA

BBA major in Insurance

Professional Accomplishments

Chattahoochee Outfitters, LLC

Atlanta, GA

- Assisted in development plan and establishing new company to provide boat rentals on the Chattahoochee River
- Responsible for government liason and permitting, accounting, scheduling, staffing and marketing

Alliances for Better Education, Inc

Atlanta, GA

- Research and development of Viper (Vehicle for Incident Preparedness and Emergency Response) project

Yusave.com, Director of Human Resources and Facilities

Atlanta, GA

- Research and development as one of the founders of this dot.com
- Responsible for hiring, benefits, employee relations, build out and maintenance of facilities, shareholder relations, and assisting the CEO on special projects

Remodeling Works, Inc, Founder and CEO

Atlanta, GA

- Subcontractor for Federal Aviation Building in Atlanta, GA
- Designer/Builder of 6,000 square foot house used by Georgia Power to market total electric homes
- Completed major residential renovations in the \$300,000 to \$1,000,000 price range

The Coca-Cola Corporation

Atlanta, GA

- Administrative Assistant to the Employee Benefits Committee of the Board of Directors with responsibility for administering the corporate pension and profit sharing plans including the determination of reserves
- Selected for Accelerated Harvard Business School Program
- Responsible for implementing the transition to computer generated records for the pension plan

Community Activities

Atlanta, GA

Women's Auxiliary of Piedmont Hospital, Republican "Who's Who", Director of Sales for UNICEF, Hospice Ball Committee, numerous volunteer positions with The Atlanta Symphony Associates (ASA) including Board of Directors, Executive Committee, Chairman of major fundraiser, President of affiliate Ensemble.

Susan J. Hiller

270 Poinsettia Dr.
Fort Myers, Fl. 33905

Education:

Crozier-Chester Medical Center
Chester, Pa.
School of Radiologic Technology
1962-1964

Widener University
Chester, Pa.
BS Business Management
1982-1983

Glassboro College
Glassboro, NJ
Certification... Teacher of the Handicapped
1988-1990

Rowan University
Glassboro, NJ
MA Student Personnel Services
1992-1995

Work Experience:

Highland Regional High School
Blackwood, NJ
1990-2004
Special Needs teacher... Science

Virtual Health Systems
Camden, NJ
1987-2004
X-ray Technician

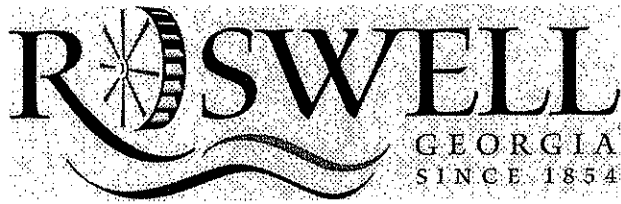
Volunteer Experience:

Animal Welfare
Voorhees, NJ
1990-1992

Manatee Park
2004-present
Interpreter
Kayak Clinic

Criteria 4.....References

Please see attached references.



May 26, 2009

To Whom It May Concern:

Bill Odrey, through the Alliance for Better Education, LLC and Chattahoochee Outfitters has contracted his services with the City of Roswell for the past 7 years. During that time, he has provided canoe, kayak and raft rentals, and concessions in two areas along our river walk. He eventually added the Spirit of Roswell Riverboat (a paddlewheel boat), and trail bikes.

He started his operations here in Roswell, GA and built this business from the ground up. He and his staff have worked diligently to bring the operations to the level they are today. What has made Bill successful in his endeavors here is his utmost respect for others, his ability to provide the highest level of customer service to his patrons, and his willingness to work with the city to continually enhance services and programs.

Bill has put his heart, soul and sweat into the operations and the business. His staff is equally of the same caliber. They are all very customer-oriented. There are many instances when staff went above and beyond to assist individuals, groups and even organizations, ensuring positive experiences and successful events. Most of his staff comes back to work year after year, which in this industry is a difficult task to achieve. It says a lot for his organization, his training methods and the way he takes care of his employees.

They have served thousands of customers over the years with not one complaint coming to the city. That is quite a rare feat, and we credit Mr. Odrey and Ms. Russell for the organization's great success and look forward to our continued relationship with them.

Sincerely,

Katie Troline

Katie Troline, CPRP
Superintendent of Recreation
City of Roswell, Georgia
770-594-6406
ktroline@roswellgov.com

Jim Fowler
Fowler Center for Wildlife Education

May 26, 2009

To Whom It May Concern:

It has been my pleasure to know Bill Odrey for over 8 years. Bill is a visionary who can see what can be and make it happen. He has a keen interest in technology and education and tries to incorporate these interests in his operations. I have visited his Chattahoochee Outfitters location in Atlanta, Georgia several times and also have visited his Calusa Blueway Outfitters location in Fort Myers, Florida. Each operation has excellent equipment and conscientious staff who strive to make a wonderful paddling experience for their customers and providing food and other concessions that are appropriate to the venue.

Sincerely,



Jim Fowler

(203) 966-6429 (H)

(203) 246-5878 (C)

the beaches of
FORT MYERS  **SANIBEL**

May 27, 2009

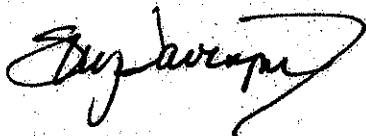
To whom it may concern:

The Lee County Visitor and Convention Bureau (VCB) is pleased to learn that Calusa Blueway Outfitters is seeking the contractual paddling concessionaire at Manatee Park.

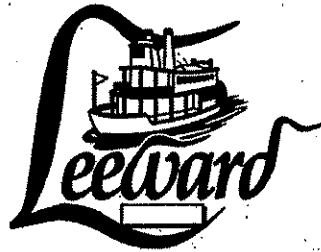
Calusa Blueway Outfitters has been a good tourism partner working with the VCB and industry partners on offering a unique experiential opportunity in our destination. They have offered a consistency in service delivery that visitors and partners have come to expect.

We are confident that the partnership they have shown to our tourism industry will be reflected in the services they will offer at Manatee Park.

Sincerely,



Suya Davenport
Executive Director



**5601 Palm Beach Boulevard
Fort Myers, Florida 33905
Office: 239.693.8122 Fax: 239.693.8522**

February 10, 2009

To who it may concern :

As a station on the Lee County Blueways System, the oldest marina in Lee County and situated on the Orange River, I want to commend Mr. Bill Odrey of Calusa Blueway outfitters for his timely and innovative approach to canoe and kayak outfitting in Lee County. At this time, the maritime livery of canoe and kayak opportunities for tourism and Lee County citizens is in poor supply. With Bill's experience and enthusiasm I am looking forward to a long and fruitful development of this type of economic activities in our area. What ever maritime business he brings to Lee County will be of benefit.

As we develop Steamboat Marina, I see many opportunities for cooperation and synergy between our business activities. In the interim, I am committed to accommodating Mr. Odrey activities as much as possible in our "under construction" mode of marina operation.

In these economic times, government and business need to think outside the box, and find new opportunities for business and public activities, Steamboat Marina hopes to be part of that and supports Calusa Blueway Outfitters entrepreneurial approach.

Sincerely

**Pat Riley
General Manager
Steamboat Marina-Leeward LLC**

May 27, 2009

To Whom It May Concern:

I first became acquainted with Bill Odrey in the spring of 2008, after Fannin County Georgia had been chosen by the United States Adventure Racing Association as the location for their 2008 national championship event. The host of this event was the Fannin County Chamber of Commerce of which I am a member of the board of directors. It was through this association that Bill Odrey made his knowledge of recreational equipment and events available to the Chamber. Bill's knowledge proved to be very helpful. His organization was chosen to supply the canoes, paddles, and PFD's for the water portion of the National USARA event because the quality and quantity of his equipment was not available from any other source. Bill and his team were prepared, timely, and cooperative in fulfilling his agreed upon arrangements for this very massive and successful event.

I have continued to have a relationship with Bill and have learned that he has been very successful in establishing and developing outdoor recreational venues in the Atlanta, Georgia area. I have found him to be very environmentally conscious, energetic, and forward thinking in his approach to the use and enjoyment of nature and the outdoors. I have in excess of thirty years experience in directing and participating in endurance events, and I have agreed to work with Bill Odrey to assist him in his quest to produce and promote quality adventure races, off-road triathlons, orienteering, and other endurance events in Georgia and Florida.

Ron Zadroga

Race Director
Blue Ridge Mountain Adventure Race
44 Dancing Sun Trail
Blue Ridge, GA 30513
ronzadroga@tds.net
(706) 632-6829
(706) 258-7138 (cell)

the beaches of
FORT MYERS  **SANIBEL**

February 10, 2009

RE: Calusa Blueway Outfitters
C/o Mr. Bill Odrey

To Whom It May Concern:

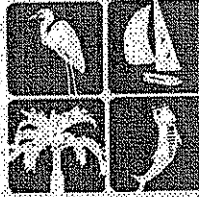
I have been associated with Mr. Bill Odrey of Calusa Blueway Outfitters for several months. He is very enthusiastic in his plan to expand his Georgia based company into Florida. We welcome his creativity and believe his experience with success as an outfitter there, proves he has the drive to be successful in Lee County.

His plans to implement a paddle wheel tour boat operation and alternative trolley transportation is welcome in the Ft. Myers area. He has already improved the level of service at Lee County Manatee Park by increasing the fleet of canoes and kayaks available to visitors at the park. As the creator of the Great Calusa Blueway, it is refreshing for me to see eco-tourism related business move into the area. It is Mr. Odrey's desire to incorporate more rental locations along the 190 mile paddling trail.

Visitors and residents in Lee County will continue to seek out passive experiences that immerse them in the beauty of the area. It is a healthy and reasonably priced alternative to other vacation options. I encourage you to consider his request for assistance to ensure these options are still available to our residents and visitors.

Sincerely,

Nancy MacPhee, CPRP
New Product Development



Greater Fort Myers
CHAMBER OF COMMERCE, INC.

2310 Edwards Drive, Fort Myers, Florida 33901
fortmyers@fortmyers.org 239-332-2930

May 27, 2009

To Whom It May Concern:

This letter is to confirm that Bill Odrey, Calusa Blueway Outfitters is a member in good standing of the Greater Fort Myers Chamber of Commerce, Inc.

Mr. Odrey joined the Chamber in March of 2009. He has participated in numerous Chamber events and has become widely known throughout the community as he is establishing Calusa Blueway Outfitters. Due to the lifestyle of our residents and the many visitors who are interested in outdoor activities, this should be a viable and thriving business in Southwest Florida.

Respectfully submitted,

Marietta Mudgett
Executive Director
Greater Fort Myers Chamber of Commerce, Inc.



Southwest Florida's Premier Art Festival

May 27, 2009

RE: Calusa Blueway Outfitters

We have had the pleasure to work with Bill Odrey of Calusa Blueway Outfitters on many ideas that will have a positive impact on tourism in our community. His fleet of first-class equipment – from paddling watercraft to land trolleys gives Calusa the ability to partner with many existing organizations and events.

We are currently developing guest experience packages that include Calusa Blueway Outfitters for both ArtFest Fort Myers events and overall River District events. It has been great to interact with Bill at many VCB and related planning meetings – his dedication to creating successful relationships is evident. And many good ideas come about with frequent interactions of committed partners.

Having Calusa Blueway Outfitters as a significant attraction for our community will be of benefit to us all. They bring new and exciting ideas.

Sincerely,

Sharon McAllister

Sharon McAllister
Executive Director

ArtFest Fort Myers, Inc.
2443 First St.
Fort Myers, FL 33901
Voice: 239-768-3602
Fax: 239-337-0803
info@artfestfortmyers.com
www.ArtFestFortMyers.com



**RE: Calusa Blueway Outfitters
C/o Bill Odrey**

February 25, 2009

To Whom It May Concern:

I have recently met with Mr. Bill Odrey concerning his business, the Calusa Blueway Outfitters. His business will be of great value to our Carroll Properties three hotels - the Embassy Suites in Estero, Holiday Inn Sanibel Beach Resort and the Best Western Fort Myers Waterfront, all located in Lee County. He has the experience to coordinate our guest requests for kayaks and canoes in the various rivers for their enjoyment. A restored antique trolley to transport the guests to their desired destination will be an added distinctive feature. Since we are a leisure destination for most guests to the area, we welcome an outfitter who can follow through for a happy, safe and fulfilling adventure in the Lee County waterways.

I was excited with his plans to implement a restored paddle wheel tour boat operation on the Caloosahatchee River for several reasons. Our downtown area has extensive renovation and expansion plans in progress and we need a reliable intercoastal boat operation. Not only for transporting people from one destination to another, but to utilize our beautiful river and views as a total experience when visiting the city. His restored paddle wheel boat will add a new adventure for our tourists and residents. Our Best Western Waterfront hotel, is located on the river and our adjacent Pincher's Crab Shack will be a docking and stopping point this unique boating experience. The views of the river from this vantage point are exceptional. This paddle wheel boat can only enhance the historical value of the river for everyone.

I have personally visited the Lee County Manatee Park and was very impressed with the friendly staff, quality equipment and the optimum family experience that Mr. Odrey has added to the park. It was a welcoming feeling that the park needed. The gift shop was open and filled with merchandise for every age. In the park, the mobile food service vending unit has a menu for everyone to enjoy. I now understand his level of business intent is to make the park a true destination as he will do with all ventures in the area.

I welcome Mr. Odrey's business opportunities to Lee County and appreciate his enthusiasm to help grow a stronger eco-tourism business and make better use of our waterways. In these difficult economic times, it is refreshing to see someone with ideas who makes every effort to implement them for us and our Lee County visitors.

Sincerely,

**M J Scarpelli
Director Outside Sales & Marketing
Carroll Properties Investments, Inc.**

Riverdale High School

Gerald B. Demming
Principal

Susan Zellers
Assistant Principal

Tom Roszell
Athletic/Activities Director

Eve Adams
Assistant Principal

Renée Smith
Assistant Principal

James Loethen
Assistant Principal

March 9, 2009

To Whom It May Concern:

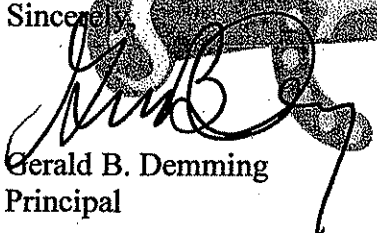
I am very interested in Mr. Bill Odrey's ideas about developing field trips for our environmental education students down the Orange River in canoes and kayaks. Our students at Riverdale High School and all the schools in east Lee County would benefit from such programs. The natural resource (Orange River) is a valuable tool to teach the students of Lee County a great deal about science in general and specifically our local environment.

One of our concerns would be the availability of transportation between the Manatee Park and our schools. Considering the present state of our economy, the trolley and buses would be a great asset for Lee County Schools and businesses by providing the needed transportation. Without the trolley and buses there would be limitations on the number of students afforded this opportunity.

We are in the process of establishing a canoeing and kayaking club here at Riverdale High School, and are looking forward to be working with Bill Odrey and the Caloosa Blue Way Outfitters.

Any assistance you could provide would be much appreciated. For further information, please contact me at 239-694-4141.

Sincerely,


Gerald B. Demming
Principal

Success is a Choice

2600 Buckingham Road • Fort Myers, Florida 33905-2417
Telephone (239) 694-4141 • FAX (239) 694-3527

Criteria 5—Kayak and Canoe Guided and non-Guided Rental Rates:

Canoes 20

Kayaks single 20 double 10

Canoe paddles 50

Kayak paddles 50

PDF's

Infant 6

Child 30

Adult 90

1 Indian War Canoe (36').....24 person

Pricing---Watercraft

According to Manatee Park's previous prices, CalusaBluewayOutfitters has increased the pricing slightly for the Kayak Clinics (\$30 per/person), the Orange River Guided trips (\$45.00 per/person...including shuttle) and the Caloosahatchee Creeks Guided Trip (\$45.00 per/person....including shuttle)

Please see attached price list for CalusaBluewayOutfitters adjusted price list for kayaks and canoes, based on half and full day rentals.

Criteria 6.....Mobile Food Unit and Gift Shop

Please see attached (Attachment A)

Recycled food and beverage containers, as well as utensils and papergoods will be used at all times for items served at the mobile food unit and gift shop.
We will not use Styrofoam containers of any kind.

Attachment A

Gift shop items

Books:

Childrens:

Sam the Sea Cow
J.Rooker Manatee
Mary Manatee
The Great Manatee Rescue
The Manatee That Flew
Activity/Coloring Book

Educational books:

Fl. Fabulous Reptiles
Stokes Butterfly Book
Caterpillars in the Field
The Earth Speaks
Native Plant Information
Fl. Fabulous Birds
Fl. Fabulous Mammals
Fl. Vanishing Wildlife
Fl. Fabulous Spiders
Our Wild World
Audubon Field Guide
Fl. Fabulous Insects
Our Wild World
DVD.....Lookout Below

Bookmarks:

Butterfly
Manatee

Snack Items:

Soda (variety in cooler)
Potato Chips
Doritos
Snack bars....
Trail Mix fruit & nut bars
Honey & Oats bars

Gift Shop items (con't)

Clothing:

Butterfly T Shirt.....varied sizes

Magic Butterfly T Shirt.....varied sizes

Manatee T Shirt.....varied sizes

Magic Manatee T Shirt.....varied sizes

Manatee Family T shirtvaried sizes

Sun visors:

Manatee

Butterfly

Baseball Hats:

Manatee Park

CalusaBluewayOutfitters

Decorations:

Magnets: Manatee

Pens:

Manatee

Butterfly

Votive candle holders:

Butterfly

Manatee

Suncatchers:

Manatee

Butterfly

Figurines:

Manatee on

Manatee on agate

Garden flags:

Butterfly

Manatee

Windsock:

Hummingbird

Ladybug

Signs:

Manatee Crossing

Butterfly Crossing

Butterfly Garden

Tervis Tumblers:

12 oz....Butterfly & Manatee

16 oz. ...Butterfly & Manatee

Jewelry:

Key Ring:

Manatee

Butterfly

Key Chain:

Manatee

Butterfly

Cap pin:

Manatee

Lapel pin:

Butterfly

Manatee

Pendant....Manatee

Earrings....Manatee

Small jewelry box/necklace....Butterfly

Cards:

Postcards....Manatee

Note cards....Manatee

Toys:

Puzzles:

Manatee

Butterfly

Puppet....Manatee

Stuffed Manatees

Sitting Manatees

Curly Manatees

Soft Manatees

Child's purse: Manatee

Stickers:

Manatees

Flowers

Miscellaneous:

Magnetic Picture Frame

Coasters.....Manatee

Mobile Food Unit

(list of offerings)

Drinks:

(2.00)

Soda (12 oz):

Pepsi

Diet Pepsi

Mt. Dew

Coke

Diet Coke

Sprite

A&W Rootbeer

Sunkist Orange

Bottled Water (16 oz.)

Apple juice

Capri Sun.....1.00

Hot Chocolate (8 oz. cup)

Coffee (8 oz cup)

Hot tea (8 oz cup)

Snacks:

Small bags (1.00)

Lays classic chips

Lays BBQ chips

Doritos Nacho Chips

Snack bars : (1.00)

Trail mix, Fruit & Nut bars

Oats N Honey bars

Ice cream: (2.00)

Ice cream bars

Icee Pops

Candy bars (2.00)

Twix

Milky Way

Snickers

Food:

Hot dogs(Nathans)

Single hot dog (3.00)

Hot dog plate (hot dog/chips/soda) (5.00)

Pretzels (large...3.00)

Smoothies (various fruit) (4.00)

Funnel cake (4.00)

Snow Cones (various flavors) (2.00)

All items from the gift shop and mobile food unit are served on biodegradable/disposable/recyclable paper products.

The condiments are served in bulk containers.

Criteria 7.....Manatee Protection/Public Education

Manatee Parks Goals

1. Protection of the Manatee
2. Increasing public education and awareness of the manatee and its role in the Southwest Florida ecosystem

Addressing the goals of Manatee Park in respect to increasing public education we will continue to work with Nancy Kilmartin, the volunteer coordinator, first continuing to educate our staff at the volunteer training sessions. All of the scheduled talks from Calusabluewayoutfitters will be done as volunteers.

Then our staff will participate in the daily interpretations and scheduled talks regarding the history of the manatee, steps for protection, awareness of perils, harassment of the manatee and what the public can do to protect the manatees.

Public awareness and concern are necessary to ensure that protection of natural resources will be legislated and enforced.

Water pollution, loss of habitat and litter should be addressed regarding the deterrents to the balance of the ecosystem and survival of all wildlife.

Boating guidelines should be stressed:

- Wear polarized sunglasses to eliminate glare

- Deep water channels when boating, avoid boating over shallow areas of sea grass

- Be aware that manatees travel in deep water channels

- Look out for the snout, back, tail or flipper breaking the water

- Remain a safe distance away from manatees when in a powerboat(50 ft)

Trash removal:

- Be aware that discarding trash endangers all wildlife

- Recycle litter or throw in trash container

- Discard monofilament line or fishing hooks properly

Laws regarding approaching manatees:

- Make aware the law to not feed or give water to manatees.

- (this will not encourage them to find their own food, and to approach boats which will harm or kill them) ** see page 2

Proposal to educate school children at Manatee Park

Bill Odrey of Calusabluewayoutfitters, , would like to re-introduce the school children to the park for talks from the docents. In the past this was part of their school curriculum.

Kayak and Canoe Clubs are in the process of being formed at a local high school, this will give students a better appreciation of the waterways and wildlife.

Protection of the Manatee's (con't)

In the U.S., manatees are protected under federal law by the Marine Mammal Protection Act of 1972 and the Endangered Species Act of 1973, which make it illegal to harass, hunt, capture or kill any marine mammal. Manatees are also protected by Florida Manatee Sanctuary Act of 1978 which states :”It is unlawful for any person , at any time, intentionally or negligently, to annoy, molest or disturb any manatee. Anyone convicted of violating Florida’s state law faces a possible maximum fine of \$500 and/or imprisonment. Conviction on the federal level is punishable by a fine of up to \$100,000 and/or one year in prison.**

*A lot of visitors to Manatee Park are unaware of the laws to protect the manatees, and the harm they can cause by feeding them. As volunteers in Manatee Park, it is important for our employees to inform visitors of our efforts to protect the manatees.

Please see attached information re: Alliances for Better Education Inc.(William OdreyII

** Save the Manatee Club (www.savethemanatee.org)

Source: NorthFulton.com

Spirit of learning soars on river Unique learning environment makes memorable experience

by Jennifer Howard

November 14, 2002

By JENNIFER J. HOWARD

jennifer.howard@northfulton.com

After five years of drought, no one is likely to mistake the Chattahoochee River for the Mississippi, so it has been quite a surprise for motorists crossing the 'Hooch to see a river boat drifting by.

More than a river boat, it is essentially a floating educational center.

Alliances for Better Education Inc. (ABE) has recently launched The Spirit of Roswell, a handmade river boat that is taking classrooms of youngsters out onto the river. During its after-school programs and field trips, students mix real-life experiences with technology, as ABE integrates an on-board computer network to access, store and retrieve information.

It is combining the serenity and slower pace of days gone by with modern, fast-paced technology, all in such a way to better educate young people and encourage appreciation for the world's natural resources.

The river boat is part of a pilot program that Atlanta's ABE hopes to launch in other cities.

Originally commissioned by the U.S. Coast Guard and constructed in Dunkirk, N.Y., the vessel is certified to hold 43 passengers and three crew members. But groups who have used the boat so far have been smaller, allowing nearly everyone a seat on the top floor.

"If you are going to study the river, let's be on the river. You can't save it if you don't know anything about it," said ABE founder William M. Odrey II.

For four years, ABE has been building its multimedia center for schools to use. Now, it's making it mobile, adding about a dozen computers and a network to serve students between the fourth and 10th grades.

"We believe that nature and technology are of the most powerful learning tools available to students," Odrey said. "By using the Chattahoochee River as the catalyst in combining these two educational tools we offer students a chance to find real meaning in their course work and to

realize their true potential."

An afternoon might include netting invertebrates from the river, followed by students defining what they have caught. What they catch in the river tells students about the health of the river, since some invertebrates cannot live in water above a certain temperature or in the presence of some pollutants.

"What's living in the water tells you the quality of the water," Odrey said.

Studies between the Spirit's stem and stern include the history of the Chattahoochee, its ecosystems, water qualities such as temperature, pH, dissolved oxygen, conductivity, barometric pressure, salinity, pressure, depth and much more.

Each school designs and conducts independent projects relating to water quality, watersheds, stream ecology, fish sampling, ground water versus stream water or other project ideas.

Odrey's idea to merge education , technology and river boat travel is not unusual, considering his experience.

His father was a science teacher whose lessons were shown on a public television channel in Pittsburgh. Odrey, a musician, once performed regularly for the Gateway River Fleet of river boats on the Allegheny River.

And most recently, he worked as a computer consultant for Nortel Networks, integrating devices for use in learning environments.

In addition to the river boat, the organization uses canoes, a 36-foot voyager canoe, kayaks and rafts.

"If [students] are unaware of the importance of protecting the river's vitality, it will deteriorate. We're trying to increase awareness about the river because they will be the ones to inherit it," Odrey said.

For information, call 770-645-5957.

Criteria 7.....Manatee Protection

The self imposed limit on the number of kayaks and canoes will be in accordance with federal, state and/or local laws.

We have contacted FWC and are awaiting their information.

At the launch area, a log will be kept to account for the number of non-motorized watercraft sent out of Manatee Park canal, this will include the park watercraft, outside vendors, and private kayaks and canoes.

Criteria 7.....Manatee protection

Ratio.....guide:paddlers

Pertaining to the kayak clinics and guided tours from Manatee Park, the ratios set for kayak clinics are 1:5 (guide to paddler).

The guided trips (Orange River, Caloosahatchee Preserve) will have no less than 1 guide to 10 boats (1:10).

Experienced support staff will be added to the trips as necessary for the safety of the paddlers.

Criteria 7.....Lee County School District

Participation of Calusabluewayoudfitters

As the Lee County Parks & Recreation continues to work with Lee County School District and private schools throughout Lee County on manatee education, Calusabluewayoudfitters would participate in this effort.

The elimination by Lee County School District of the fifth grade class trips to Manatee Park as part of their Enviornmental Science has left a need for the direct experience of the student to participate in what Manatee Park has to offer.

. In conjunction with Manatee Parks Volunteer Coordinator, Nancy Kilmartin, will work with us to schedule volunteer interpretive guides and docents for appropriate programs.

Other programs proposed by Calusabluewayoudfitters are: trips from Lee Memorial Hospital, and disadvantaged children from the school district for a visit to the park. These could be set up on a routine schedule to accomplish the county's goals as well as Calusabluewayoudfitters .

Criteria 7.....No-cost Activity Days

Regarding spring breaks and summer camp: Schedules would be set and staff made available for Calusablueway outfitters to accommodate campers with guides on our kayaks, canoes or Indian War Canoe. One free trip per week minimum is reasonable. In the past our Indian War Canoe participated at no cost at Lakes Regional Park for Boy Scout Day, offering rides to scouts, leaders and parents.

Demo days have been offered during "Manatees and More Day", and will continue to offer them as requested.

During Summer Camp and Spring Break guided tours will be provided with advance notice so that the appropriate staff will be available. This will include a minimum of one free trip per week.

Criteria 7.....Complimentary Rentals

Calusabluewayoutfitters would make available, by reservation, to the Parks and Recreation our watercraft for use by dignitaries, media and other designated parties.

Calusabluewayoutfitters has arranged in the past for free kayak trips, after a guided tour of Manatee Park to the volunteers from the Visitors Convention Bureau.

Criteria 7.....Master Naturalist

At least one employee working at Manatee Park will complete an eight week Master Naturalist course within one year of the bid award, and should that person leave Manatee Park, or Calusabluewayoutfitters employ, another employee will become certified.

Consideration in the hiring of employees would be to those holding a Master Naturalist certificate.

*****Our new employee, Katee Minnecker is a certified Master Naturalist, Coastal module. She will be obtaining the remaining two modules.Katee is now a volunteer at Manatee Park as well.

Sally Hiller will be attending classes for the Master Naturalist certification.

Criteria 7.....Environmental Education

Calusabluewayoutfitter's Education Coordinator, Sally Hiller, will meet at least twice within the first four months after the bid award with the Parks Environmental Education Coordinator, John Kiseda, to set goals for Calusabluewayoutfitters staff to understand and appreciate ethical ecotourism practices and policies.

Staff, or cluster meetings (gift shop, launch, concession stand) will be held to review policies, as well as printed information. The staff will sign for information, and a review of the policies will be checked by Sally Hiller.

Criteria 7.....Parks Volunteer Services Coordinator

Calusabluewayoutfitter's Education Coordinator, Sally Hiller, will continue to meet with Nancy Kilmartin, Manatee Parks Volunteer Service Coordinator. (notably within the first four months after the bid award)

After the appropriate volunteer training of Calusabluewayoutfitter employees, a schedule will be put into place (Coordinated with Nancy Kilmartin) to utilize the staff in the appropriate areas. (interpretation, clearing invasive vegetation, planting, maintenance, manatee talks, etc.)

All volunteer hours are on the employees own time, coverage scheduled for their area.

Criteria 7.....Volunteer Training

Calusabluewayoutfitters, upon being awarded the bid, will arrange for our staff to complete the volunteer training program within the first four months. The initial training of ten hours, and the follow-up training of 10 hours. (coordinated through Nancy Kilmartin.....Manatee Parks Volunteer Services Coordinator)

Those employees who have already completed the volunteer training will complete at least eight hours of additional ongoing interpretive training each season. This will be accomplished by coordinating the training of our staff with Nancy Kilmartins schedule.

Criteria 8.....Vendor Website

WWW.calusabluewayoutfitters.com

Proposed updates for our existing web site within one month following the bid award

Calusabluewayoutfitters website includes, but is not limited to the new seasons kayak clinics and tours as well as excursions on our Indian War Canoe and Party Boat /water taxi (Royal III)

The Gift Shop at Manatee Park is featured as well as the Mobile Food Unit

Our website will be linked to the Lee County Parks and Recreation web site as well as the Calusa Blueway Paddling Trail site.

Any updates and special offering will be forwarded to the Lee County Parks and Recreation so that it may be posted on their website.

This will be accomplished through the efforts of our web page designer.