

*Response to Request for Proposal  
Parking Cashier Services - RFP 2009.05.29  
City of Coral Gables*

**SUBMITTED TO:**

**CITY OF CORAL GABLES  
PROCUREMENT DIVISION, CITY OF CORAL GABLES  
PARKING CASHIER SERVICES – RFP 2009.05.29  
2800 SW 72<sup>ND</sup> AVENUE  
MIAMI, FLORIDA 33155**



**JUNE 17, 2009**

**BY:**

**J. DAVID HOYT, CPFM  
STANDARD PARKING  
901 S. MIAMI AVENUE, SUITE 303  
MIAMI, FLORIDA 33130  
(305) 377-2208**



**Standard Parking<sup>®</sup>**

*Ambiance in Parking<sup>®</sup>*



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June 17, 2009

Via Hand Delivery

City of Coral Gables  
Office of the Chief Procurement Officer  
2800 SW 72<sup>nd</sup> Avenue  
Miami Florida 33155

**Re:     Parking Cashier Services – Request for Proposal (“RFP”) 2009.05.29  
Letter of Transmittal**

Dear Chief Procurement Officer:

Standard Parking (NASDAQ:STAN) is pleased to present its proposal to provide Parking Cashier Services for the City of Coral Gables. As a leading national provider of parking meter collections, parking meter maintenance, parking enforcement, ticket processing, parking studies and all associated activities dealing with municipal parking, we are uniquely qualified to continue our partnership with the city to provide the cost-effective, first-class Parking Cashier Services contemplated by the RFP. We have organized our response to clearly demonstrate our superior qualifications relating to the criteria.

- Experience of Standard Parking
- Experience of Standard Parking’s Key Personnel
- Methodology and Approach to the Project
- Hourly Billing Rate
- Past Performance

Our proposal draws on our experience as the current service provider of the parking cashier services for the City of Coral Gables. We feel that our experience and past performance over the past 10 years qualifies our team to continue to be a true partner of the City of Coral Gables. In addition, our experience with municipalities across the country provides us with a wide range of expertise with the management and supervision of parking cashiers, enforcement and collection services, which include cities like Fort Myers, Pensacola and Miami Beach, Florida; Great Falls, Montana; San Mateo, California; Bloomfield, New Jersey; and New Orleans, Louisiana where we currently operate 400 pay and display machines and collect \$4M to \$6M annually.

**Parking Management Consulting**

Included in the **Hourly Billing Rate**, *our professional staff, which is qualified in consulting services*, proposes to work with the City’s Parking Management staff to evaluate the municipal operation and implement strategies to improve the overall program. We are positioned to assist with the recommendation and implementation of a parking management program that will allow the city to maximize the parking inventory, level of service and financial results over the next three (3) years of operations. Some of the recommendations include the following:



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Phone (305) 377-2208 \* Fax (305) 377-2268



- With a real understanding of the parking demand and utilization, we propose to relocate long-term parking permits in the parking garages and increase the accessibility and convenience of the short-term transient parking.
- Updating the internal signage system inside the parking garages that restricts the most desirable spaces to long-term/monthly parkers to allow access to the transient-parkers the ability to utilize those spaces during peak time demands (Friday and Saturday nights).
- Provide our marketing and branding expertise to include recommendations on effective way-finding within the parking inventory, as well as offering programs that includes merchants and visitors to the area.
- Review and recommend the current hours of operations of the parking inventory, which will allow for the opportunity to capture/increase revenues opportunities.
- Recommend practices, policies and procedures that enhances the relationship between the on-street and off-street parking programs.

Standard Parking Corporation uses a proactive approach to enhance customer service and partnership with the city, businesses, residents and visitors. We are committed to recruitment and training initiatives with a specific emphasis on municipal parking. ***No other company has the level of knowledge and seasoned municipal expertise that we have.*** We will promote the operations and image of public parking by providing a pleasant atmosphere in an efficient, effective and cost saving approach. This will enable us to maximize revenues while at the same time providing a high level of customer service for the least cost by a management team highly experienced in municipal parking operations.

We are confident that our operational efficiencies would produce an exemplary level of parking customer service while significantly reducing operational costs and enhancing revenue.

#### **Hourly Billing Rate**

Standard Parking completely understands the Scope of Services outlined in the Request for Proposal 2009.05.29. Please note that our hourly costs are all inclusive including all other related expenses. Standard Parking's cost proposal complies with the new living wage rates outlined in the RFP.

Parking Cashiers and Attendants = \$13.44  
Supervisor = \$14.58

#### **Past Performance**

Since 1998, we have coveted our successful business partnership with the City of Coral Gables. We understand the nuances of municipal parking operations and the scrutiny associated with the private / public relationship. We work hard every day to ensure that your parking operations



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exceed our combined lofty expectations. Besides having a successful working reference with the City of Coral Gables Parking Department, we have included four (4) additional Florida Municipal references and four (4) additional local references so that you can effectively gauge our performance levels

\*\*\*\*\*

### **Final Analysis**

Over the years, Standard Parking, together with the City of Coral Gables, has faced and conquered all of the challenges that this very complex operation presents. We understand that the City has evolved and our submittal reflects this change in culture and includes the following:

- A team of parking professionals whose expertise is second to none.
- We have first hand knowledge of the City of Coral Gables Parking Department's expectations and procedures.
- A senior management team is local and very active in the Coral Gables community.
- Free consulting services in areas of equipment procurement, on-street, and off-street operations.
- Ability to procure, finance, and install new revenue and access control equipment.
- Discounted environmentally friendly pressure washing services.
- Free amenity and customer service programs.
- Enhanced online operations.

Although our commitment to the City of Coral Gables is unmatched, it is our local expertise and desire to provide a superior parking operation to the City of Coral Gables that clearly separates us from the competition. As we have a clear understanding of the project, we can agree to be bound to our proposal and by all the terms and conditions of this RFP.

Sincerely,

J. David Hoyt, CPFM  
Vice President, Regional Manager



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Experience of  
the Proposer



## **Experience of the Proposer**

A parking facility is more than just a place to leave a car. It often makes the critical first and last impressions that a customer retains regarding the overall property itself. For this reason, the owners of prestigious properties throughout the United States—where image and stature are paramount—consistently turn to Standard Parking as the provider of their parking management services.

### **Standard Parking Corporation**

Standard Parking Corporation (NASDAQ:STAN) operates approximately 2,200 parking facilities throughout the United States and Canada. We manage the parking facilities in properties of all kinds (office, mixed-use, retail, residential, sports stadium, special event, municipal, hospital, airport, commercial). In total, we oversee more than one million parking spaces in over 320 cities. The corporate headquarters is located in Chicago, with Florida offices in Orlando, Tampa, Ft. Myers, Pensacola, Ft. Lauderdale, and our Florida Regional Office located in Downtown Miami.

#### **Florida Regional Office (Miami Office)**

Standard Parking  
901 S. Miami Avenue, Suite 303  
Miami, Florida 33130  
Phone (305) 377-2208  
Fax (305) 377-2268

#### **Corporate Support Office**

Standard Parking  
900 N. Michigan Avenue, Suite 1600  
Chicago, Illinois 60611  
Phone (888) 700-7275

Originally Founded - 1929  
Business Entity - Corporation  
Date Incorporated – September 24, 1981  
Date of Registration with Florida Secretary of State – February 8, 1982

### **Our Mission**

We have achieved our success through a tireless effort to improve the parking experience for our clients and customers. Our mission is to maximize the value provided to our clients through excellence, innovation and efficiency in management services, delivered by a superior team of transportation and parking professionals dedicated to the highest levels of customer service.



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## **Our Expertise at Municipal Facilities**

We have seen over the last ten years a dramatic movement towards privatization by the governmental sector, as municipalities responsible for large public parking facilities have turned to private parking operators to achieve efficient and profitable results for their parking operations. This trend has led to a major role for Standard Parking in the public sector. Examples of some of the large, high profile municipal facilities that we operate include:

- Navy Pier, McCormick Place, O'Hare and Midway Airports in Chicago.
- The Mineola Rail Station in New York.
- The RivertCentre in St. Paul.
- Coral Gables, Fort Myers, Miami Beach, Orlando, and Pensacola operations in Florida.

Privatization works, generating dramatically increased parking revenues that help reduce the upward pressure on real estate taxes. Examples of Standard Parking's success:

- Chicago's newly-restored Navy Pier re-opened in 1996 as a year-round tourist attraction and convention center. Each summer month, more than one million people visit Navy Pier, and the 1,600-space parking facility handles more than 100,000 vehicles (an average of over 3,200 cars each day). Since assuming management of the Navy Pier parking operation in March of 1996, we have consistently exceeded revenue projections. Net operating income has increased 81% since being selected as the parking operator.
- We assumed management responsibility for Chicago's O'Hare International Airport and its 23,000 parking spaces in October, 1993. Since 1993, annual gross parking revenues have increased by 117%, from approximately \$46 million in 1993 to \$126 million in 2006. At Chicago's Midway International Aiport, similar results have been posted since we began operations there in 1996.

Finally, it is appropriate to note that privatization presents significant opportunities for minority and women-owned subcontractors. We are proud of our long-standing record of achievement in affirmative action, and our ability to meet—and often substantially exceed—the affirmative action participation goals established in governmental contracts.

## **Our Slogan: *Ambiance in Parking*®**

Standard Parking applies innovation and creativity to set the industry standard in parking amenities and customer service programs, revenue control, financial reporting, expense containment, employee professionalism and pro-active management. Through our implementation of ***Ambiance in Parking***,® we maximize facility profitability while at the same time making the parking experience a first-class, enjoyable one for the parking patrons.

## **Amenities and Customer Service**

We stand out from the competition through the customer service and amenity programs we offer, which include:



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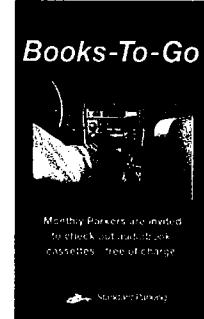
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- **Books-To-Go®** CD Lending Library—Monthly parkers borrow, free of charge, popular audio titles.
- **Films-To-Go®** DVD Lending Library—Monthly parkers borrow, free of charge, popular movies.
- **Standard Road Assist®** Emergency Services—Flat-fee auto care services via toll-free number.
- **CarCare Services**—Drop-off service for car repairs.
- **Courtesy Umbrellas**
- **Complimentary Vehicle Assistance Services**—Tire inflation, tire change, battery jump start, windshield cleaning.
- **Customer Appreciation Day Promotions**
- **Musical Theme Floor Reminder System** - Our Musical Theme Floor Reminder System plays a different song on each parking level—consistent with a common theme selected for that facility (for example, famous Broadway musicals)—to help customers recall where they parked their cars. The system has generated national and international recognition, drawing extensive attention for the properties that we serve, in publications such as *Forbes Magazine*, *The Wall Street Journal*, *Time Magazine*, *The New York Times*, *The Los Angeles Times*, *The Boston Globe* and *The Washington Post*.



## Systems and Technology

We are an innovator in advanced systems and technology to enhance revenue generation and cost controls.

- **Client View<sup>sm</sup>** financial reporting software.
- **Standard Equipment & Technology Upgrade Program<sup>sm</sup>** Services (**SETUP®**)
- Automated central cashiering systems.
- Automated credit card lanes.
- Centralized accounting and auditing through our information network.
- Computerized monthly billing and keycard control systems.
- Hand-held cashiering units for peak usage periods.
- License plate inventory systems.

## Procurement

Our enterprise-wide requisitioning system enhances our spending visibility and controls, ensures compliance with our contracts and improves our client reporting tools. Strategic sourcing initiatives focus on maintenance, repair and operating supplies, including tickets, uniforms, office supplies, technology products, lighting, and paint. Our volume purchasing power allows us to provide items for our clients at lower prices.

## Workforce Management

Standard Parking's Internet-based workforce management system enhances the effective management of the human capital deployed at our clients' locations and results in reduced labor-



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related operating costs and local management better able to focus on revenue generation and customer service. The automation of error-prone manual processes allows us to accurately apply pay policies, provide managers with real-time labor data and offer tools to control costs and enhance productivity. Maintaining compliance with labor laws and regulations offers clients substantial employment risk reduction.

### **Protecting the Environment**

We are the industry leader in advocating sustainable business practices and “green” products, and was a recent winner of Oracle Corporation’s “Empower the Green Enterprise” award for corporate initiatives that support green business practices. Our policies and programs have a demonstrative positive impact on the environment. Our electronic billing and payment methods for monthly parkers, for example, reduce annual paper consumption by 312 tons.

### **Internal Audit / Revenue Control**

Standard Parking watches over client revenues and facilities more carefully than any other parking operator. Standard Parking accomplishes this objective through rigorous control programs and an independent Internal Audit Department that reports to the Audit Committee of the company’s Board of Directors.

### **Securities Exchange Act and Sarbanes-Oxley Compliance**

As a public company subject to the requirements of the Securities Exchange Act of 1934 and the Sarbanes-Oxley Act, we adhere to accounting, internal control and reporting standards that are more rigorous than those typically followed by our non-public competitors. Under the direction of our Board’s Audit Committee, our Internal Audit Department plays an instrumental role in ensuring that the company meets these standards.

### **Sarbanes-Oxley Certification**

The company completed an assessment of its internal controls over financial reporting as of the end of 2007, which were found to be effective and without material weakness. The company’s independent auditor, Ernst & Young, LLP, has completed its evaluation and testing of our internal control over financial reporting, and has issued its unqualified opinion supporting this conclusion.

### **Standard Parking’s Commitment to the Communities We Serve**

Not only is Standard Parking 110% committed to the City of Coral Gables Parking Department, we are (and always have been) committed to being a responsible corporate citizen in communities we serve. By way of example, on December 20, 2008 Standard Parking and UNIDAD of Miami Beach celebrated their 10<sup>th</sup> year of providing toys to the underprivileged youth and elderly on Miami Beach. Although every year it is rewarding, we were proud to distribute holiday gifts to over 700 children and 300 elderly during this troubled economy.



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For the past three years, Standard Parking and Datran Center have provided Halloween Costumes to underprivileged children in the community. In 2008, our donations were directed to the Children's Home Society. As you can see below, the real stars of the program were the children themselves who were able to trick or treat with costumes in 2008.



In addition to the examples above, we are proud that the South Florida Standard Parking Team has been active participants in donating time or funds to many other wonderful organizations like the American Cancer Society, Habitat for Humanity, Humane Society, Boy Scouts of America, South Florida Urban Ministries, Beaux Art, and Lighthouse for the Blind (to name a few).

#### **Commendations and Awards**

Over the years, Standard Parking has been honored by the International Parking Institute with nine awards for excellence in parking design, program innovation and facility restoration, including an Award of Merit for a parking facility with less than 800 spaces. Standard Parking has also received BOMA Associate Member of the Year Awards (2002 and 2004), the St. Paul Business Journal Corporate Citizenship Award (2005), an Excellence in Customer Service award from the City of New Orleans



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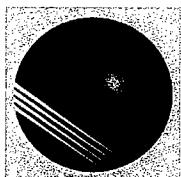
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(2007), Certificate of Achievement from the City of Miami Beach (2007) and the “Empower the Green Enterprise” award from Oracle Corporation (2008).

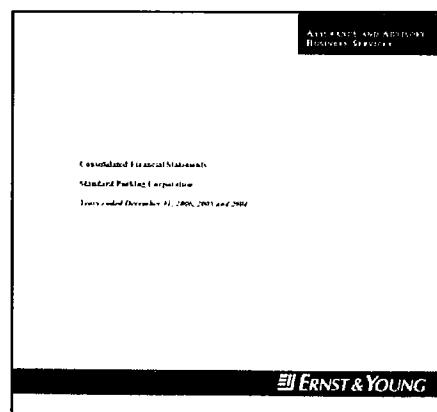
### **Professional Organizations**

We strongly believe in multi-faceted benefits of professional organizations. Standard Parking is active in most state parking associations throughout the United States. Standard Parking has been an active member of the Florida Parking Association through Board participation, committee participation, and sponsorship of the annual conference for the past nine years. In addition to having general members of the International Parking Institute, Michael Swartz of Standard Parking sits on the Board of Directors and Brian Scoggins is on the Board of Advisors. **Standard Parking also participates in local associations as an active member of the Coral Gables Chamber of Commerce, BOMA – Miami Dade, CREW – Miami, and Switchboard Miami.**



### **Financial Strength**

Standard Parking has the financial strength to operate within the terms outlined in the RFP. Should you feel it necessary, Standard Parking would provide a copy of our financial statements for your review.



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Miami, Florida 33130  
Phone (305) 377-2208 \* Fax (305) 377-2268**

Experience of  
Key Personnel



## **Experience of Key Personnel**

The Standard Parking mission statement becomes a working reality through the dedication of our Coral Gables Team. When you combine a front line staff that has almost 30 years of working experience for the City of Coral Gables with a parking leadership team with unmatched local and industry knowledge, Standard Parking has a quantifiable advantage to continue to provide our services to the City of Coral Gables. The following individuals will continue to build our success story.

### **Local Operations Staff**

Robert Ford - Six months of service at the City of Coral Gables  
Susana Rojas – One year of service at the City of Coral Gables  
Evelyn Loza - One year of service at the City of Coral Gables  
Rigoberto Mora – Four years of service at the City of Coral Gables  
Raul Bocanegra - Four years of service at the City of Coral Gables  
Ricardo Rojas – Four years of service at the City of Coral Gables  
Xiomara Quinones - Four years of service at the City of Coral Gables  
Carla Coneo - Five years of service at the City of Coral Gables  
Lazaro Gutierrez – Six years of service at the City of Coral Gables

**Maximiliano Rodriguez, Supervisor** has been directly responsible for the cashier and maintenance operations at the City of Coral Gables since 4/2007. Before transferring to the City of Coral Gables, Max was a Lead Supervisor for Standard Parking at the City of Miami Beach. Max is currently seeking his Business Administration Degree from Miami-Dade College.

**Janice Puig, Regional Manager** joined Standard Parking Corporation in 1997 as a Facility Bookkeeper. She has been promoted up the ranks of the organization and now holds the title of Regional Manager. Among other locations, Janice is directly responsible for the contracts located in Coral Gables. Her daily responsibilities include the development and oversight of daily operations, monitoring financial and operational results including ensuring that all contractual provisions are being met, approves expenditures, functions as liaison between the City of Coral Gables and field staff as necessary, recruits management team and establishes performance goals and monitors and review the performance of direct reports. Ms. Puig personally visiting all locations assigned on a regular basis. These visits are to ensure that proper operating procedures, corporate policies, and rules and regulations are being followed.

Janice Puig  
Regional Manager  
901 South Miami Avenue, Suite 303  
Miami, Florida 33130  
(305) 377-2208 (phone)  
(305) 377-2269 (fax)  
(786) 256-8441 (cellular)  
E-mail: [jpuig@standardparking.com](mailto:jpuig@standardparking.com)



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Miami, Florida 33130  
Phone (305) 377-2208 \* Fax (305) 377-2268



Janice is assisted by Senior Facility Manager Yessenia (“Jessy”) Cintron who is located in Coral Gables and can provide immediate operational support to our City of Coral Gables team.

Yessenia “Jessy” Cintron  
Senior Facility Manager  
4440 Ponce de Leon Blvd  
Coral Gables, Florida 33146  
(305) 442-4522 (phone)  
(305) 442-8804 (fax)  
[ycintron@standardparking.com](mailto:ycintron@standardparking.com)

**J. David Hoyt CPFM**, Vice President of Operations for the State of Florida, with twelve years of parking experience managing contracts for public and private sector clients including the City of Coral Gables, City of Miami Beach, City of Orlando, City of Clearwater, City of Ft. Myers, City of Cincinnati, and the City of Louisville. David, who is a duly elected officer of the company located in Miami, provides executive level of support and over sight. David currently holds the designation of Certified Parking Facility Manager (CPFM) from the National Parking Association and has been an active member of the Florida Parking Association and International Parking Institute. He also serves on the Governmental Affairs Committee for the Building Owners and Managers Association (BOMA) and is an active member of the First United Methodist Church of Coral Gables.

J. David Hoyt, CPFM  
Vice President  
901 South Miami Avenue, Suite 303  
Miami, Florida 33130  
(305) 377-2208 (phone)  
(305) 377-2269 (fax)  
(305) 776-9757 (cellular)  
E-mail: [dhoyt@standardparking.com](mailto:dhoyt@standardparking.com)

**Roamy Valera, CAPP, Vice President of Business Development & Governmental Affairs** has over 20 years’ experience in operations and business development within the Parking industry and has a particular expertise in municipal/government relations. Prior to rejoining Standard Parking, served as Vice President of Timothy Haahs & Associates, Inc., held executive management positions in the Miami Parking Authority, lastly serving as Deputy Executive Director. Additionally, he spent two years as the Associate Director of Professional Development for the International Parking Institute, where he handled the training and development for the association on a nationwide level. Mr. Valera is a Certified Administrator of Public Parking, a graduate of the Greater Miami Chamber of Commerce Leadership Miami program, and has been involved in community-based programs ranging from child advocacy groups to elderly care facilities and currently serves on the executive committee of the Board of Directors for Switchboard of Miami.



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Miami, Florida 33130  
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Roamy Valera  
Vice President, Business Development and Governmental Affairs  
901 South Miami Avenue, Suite 303  
Miami, Florida 33130  
(305) 377-2208 (phone)  
(305) 377-2269 (fax)  
E-mail: [rvalera@standardparking.com](mailto:rvalera@standardparking.com)

#### **Corporate Operations Support Staff**

**Jim Stevenson**, Senior Vice President of Operations, is responsible for numerous properties in Ohio, Missouri, Georgia, Tennessee, and Florida. In his role, Mr. Stevenson oversees all of the operational, financial and marketing functions of his properties. Jim has worked with the company since 1995 and has experience as parking professional since 1990. He is a member of the Building Owners & Managers Association (BOMA), the Institute of Real Estate Management (IREM), and sits on the Board of the Historic Gateway Neighboring Council of Cleveland. Mr. Stevenson received his B.A. degree from Skidmore College and his M.B.A. from New York University.

**Steven A. Warshauer**, has served as our executive vice president-operations since March 1998. Mr. Warshauer joined the company in 1982, initially serving as vice president and subsequently as senior vice president. Mr. Warshauer received his B.S. Degree from the University of Northern Colorado in 1976 with a major in Accounting.

**Thomas L. Hagerman** was appointed as our Chief Operations Officer in 2007. Prior to this appointment, Mr. Hagerman served as Executive Vice President—Operations since 2004 and Senior Vice President-Operations for the Central Division since March of 1998. Mr. Hagerman is a graduate of Ohio State University, and began his career in the parking industry in 1992. He is an active member of the National Parking Association, International Parking Institute and member of Building and Owners Management Association. During his tenure with Standard Parking, Tom was responsible for corporate oversight of the contracts for the City of Coral Gables.

## Methodology and Approach



## Methodology and Approach to Management of Services

It is our goal to continue to provide a first-class parking operation for the City of Coral Gables. We intend to do this by adhering to a simple four step process - (i) hiring, training, and retaining the highest quality parking professionals (ii) establishing clear performance objectives and provide effective and consistent oversight by our management team and corporate audit department, (iii) improve every day and (iv) apply our *Ambiance In Parking®* management approach throughout all levels of the team.

### Step One - Employees

We completely understand that our greatest strength is the 12,000 employees who work at Standard Parking. These employees execute our mission “to maximize the value provided to our clients through excellence, innovation and efficiency in management services, delivered by a superior team of transportation and parking professionals dedicated to the highest levels of customer service.” This commitment resides with every employee in our organization and begins before they become a team member.

### Screening New Employees

Standard Parking has a comprehensive pre-employment screening program in place to make sure that only the most qualified candidates are chosen for employment. Pre-employment screening is an effective risk management tool that promotes a safe and profitable workplace by helping to limit the uncertainty inherent in the hiring process. Our pre-screening techniques significantly reduce potential violence, theft, financial loss, sexual harassment and other workplace problems.

### Preliminary Pre-Interview Screening

At the front-end of the process, Standard Parking often uses a professional telephone interviewing service to pre-screen candidates *before* they are invited in for formal interviews. Hiring managers are trained in how to narrow down the potential pool of applicants to qualified individuals, and how to thoroughly check employment and personal references.

### Criminal Background Checks



Standard Parking utilizes the services of HireRight Background Information Services, Inc., to perform background checks (including criminal record searches, credit history and motor vehicle record searches) on all prospective entry-level and management candidates.



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Screening of all management-level candidates, including supervisors, specifically covers criminal records, credit violations, motor vehicle driving infractions (if the positions involve driving), educational credentials and prior employment.

Candidates for non-management positions that involve driving are screened for criminal and motor vehicle driving infractions. If the position does not involve driving, the candidate is screened for a criminal record.

### **Screening Reduces Turnover and Improves Customer Relations**

Our hiring and pre-screening process helps us retain qualified employees for the long-term, which, in addition to reducing turnover costs, gives our clients and parking customers the opportunity to establish the personal relationships and trust that facilitates a successful parking operation. In addition, it allows Standard Parking to implement its award winning training program.

### **Training**

Frontline employees, through their professional appearance and clear understanding of the operations are the people most responsible for meeting customer service goals. As outlined in our operating policies section, we begin with a detailed orientation process, continue with self-administered programs, and finish with on-the-job experience.

Within the first three months of employment comes the enhancement of customer service skills through our targeted *Three Keys to Customer Satisfaction* training program. Our reputation for outstanding customer service has been built on these formal training sessions that emphasize facility and employee appearance, constructive customer relations and positive resolution of customer inquiries and concerns.



**Key #1—First Impressions: Facility and Employee Appearance.** Employees learn the importance—both for themselves and the facility—of maintaining a well-groomed appearance. As the company's classroom trainers point out, in just ten seconds a typical customer forms eleven distinct impressions about Standard Parking and the service to be received.



**Key #2—Successful Customer Interactions.** Nary a minute goes by without cashiers, attendants, and supervisors interacting in some way with customers. To ensure these interactions always proceed smoothly, company trainers emphasize the importance of looking good, warmly greeting customers, communicating in a polite and professional manner, and saying good-bye with a sincere thank you.



**Key #3—Effectively Resolving Customer Issues.** Some customers want information, some want solutions and some just want an ear to bend. Training helps frontline employees to identify the type of issue and the appropriate approach to take for prompt and effective resolution.



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**Never Stop Training** - All of our training is on going and is evaluated by management each and every event. Any employee that does not appear to be properly trained or dressed will be replaced. The untrained employee may be required to work side by side with a seasoned trained employee until they can display the desired level of proficiency.

**Refresher Training** - Employees are also required to attend formal refresher training sessions to "brush-up" on their customer service skills. These sessions cover topics such as customer relations, creating first impressions and organizing workstations.

Standard Parking requires its employees to have refresher training courses over the term of their employment with the company. These classroom based interactive training sessions are conducted a few times during the year. Samples of these training programs are:

- **Dollars and Sense** is a classroom-based session that discusses several types of transactions and their associated procedures.
- **Making a Positive First Impression** discusses forming impressions and appropriate and inappropriate nonverbal communications
- **Organizing Your Workstation** focuses on creating and maintaining a neat and presentable workstation.
- **Properly Greeting Customers** focuses on positive ways to greet and thank customers.
- **Calming Upset Customers** focuses on maintaining a professional attitude when faced with a difficult customer situation.

**Training Rewards** - To reward positive customer service and operations standards, Standard Parking follows up its training with *Strive for Excellence*, a compilation of more than 40 distinct employee motivation and rewards initiatives that reinforce the skills learned during the training process. Some of these reward and recognition programs:

- **Frontline Jeopardy** is a month-long game led by facility supervisors to encourage employee knowledge of operational and customer service policies and details. Employees who answer 12 questions correctly in a given month receive a prize, such as a gift certificate.
- **Awesome Attendance** rewards team efforts at being on the job every day for a month. Winning teams receive pizza parties and certificates of achievement.
- **Beat the Clock** helps reduce tardiness by rewarding employees who show up early for work each day.
- **Looking Good** gives every employee properly in full uniform for a week a playing card. At the end of the month, the employee with the best poker hand wins a gift certificate, although everyone gets a prize.
- **A is for Accuracy** recognizes cashiers who complete accurate daily revenue reports.





- ***I've Got the Drive*** showcases shuttle bus drivers and valet attendants who provide top-notch customer service and meet performance goals.

Employees are also required to attend formal refresher training sessions to “brush-up” on their customer service skills. These sessions cover topics such as customer relations, creating first impressions and organizing workstations.

#### ***Standard University®—Customized, On-line Training Materials***

We have found that the wide array of management skills that we require—from technical skills such as accounting procedures and computer efficiency to management skills such as employee development, customer service proficiency and the ability to successfully delegate and supervise others—necessitates the use of several training methodologies. Standard Parking uses video-based classroom sessions, self-directed learning packages and computer-based training programs to form a comprehensive, effective program providing management employees with the tools they need to successfully manage parking facilities up to our exacting standards.

Utilizing the power of the Internet to effectively combine and leverage these training activities, Standard Parking has developed an in-house, Web-based training system—***Standard University®***—to provide every manager with the knowledge and skills needed to successfully perform specific job responsibilities.

From a secure company Web site, each manager’s supervisor downloads ***Standard University®*** content to create a customized training plan for that manager. Each module of selected information contains corporate policies, instructions and exercises that blend learning theory with practical, on-the-job applications. The supervisor evaluates the manager’s work product to ensure that the participant has mastered the content and identified location-specific requirements.

The Web site also houses related materials to support continuing education and career development. Our corporate training department downloads status information from the Web site to assist management in assessing the training progress of individual employees.

#### **Specific Training Plans for Managers**

##### ***Facility Managers***

New facility managers participate in an independent training program that includes a workbook and a supplemental video that emphasize the development of leadership skills; keys to recruiting, interviewing, hiring and training skilled employees; understanding the disciplinary process; and meeting our demanding customer service standards.

In addition, we provide our facility managers with several local resources to augment and complete their training. Each facility manager receives a computer-based training program that guides the manager through the company’s on-line information computer database system. This computer-based training itself is then supplemented with a job and accounting guide.



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### **Senior Managers**

Our senior managers participate in a similar self-directed training program that focuses on supervisory skills as well as planning, organization, delegation and motivation. The training program design also allows managers to practice their new skills while on the job.

This supervisory skills development package is complemented with an orientation at our corporate headquarters, where each senior manager spends time enhancing his or her skills in the fields of hiring and payroll processing, revenue control and auditing procedures, profit and loss statement analysis, budget forecasting, and marketing for maximum profitability.

### **Monitoring Employee Performance**

We augment our training program with a multi-faceted monitoring system designed to ensure satisfactory on-the-job performance.

- ***Training Compliance.*** To guard against any new employees “slipping through the cracks,” our corporate training department monitors compliance reports to verify that each new employee has participated in the appropriate training programs.
- ***In-house Auditing.*** Our in-house auditing team, as well as our corporate training department, visits locations on an annual basis to evaluate employee performance in technical as well as customer service proficiency.
- ***Senior Manager Audits.*** Senior managers supplement our in-house audits by performing their own regional audits three times a year.
- ***Customer Surveys.*** Customer surveys are routinely and randomly conducted so that our parkers can provide direct feedback and observations regarding the quality of our employees.

### **First-Class Training = First-Class Customer Service**

Frontline employees, through their professional appearance and provision of services, are the people most responsible for meeting customer service goals. Client satisfaction depends on exemplary service provided everyday by cashiers, valets, shuttle bus drivers and maintenance employees. Standard Parking leads the industry in all the benchmarks of customer satisfaction due to the strength of its multi-faceted training programs and the company’s commitment to training.

### **Step Two - Performance Objectives and Oversight**

As per the RFP, Standard Parking has budgeted for a full time, on-site supervisor for the City of Coral Gables. This supervisor will ensure a smooth running operation by guaranteeing that all staff employees are performing their job functions in an efficient manner. Some general duties include, but are not limited to the following:



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- Supervise cashier relations to ensure that complaints are resolved diplomatically.
- Supervise the quality of work for all employees to ensure that all work tasks and assignments are performed efficiently, effectively, and as required.
- Ensure that proper parking, security, cash control and customer service procedures are being followed by all employees.
- Handle all personnel issues and paperwork for hiring, termination and training of support staff.
- Supervise special events or functions as they relate to the parking facility in order to ensure that incoming customers are served efficiently and properly.
- Monitor maintenance of the facility to ensure that it is clean and maintained according to company policies and procedures.
- Maintain security vigilance over possible employee theft and/or inefficiencies.
- Handle general accounting duties such as accounts payable, payroll, petty cash, and budgeting.
- Ensure compliance with *Ambiance In Parking®* management approach

#### **General Statement - Rules of Conduct**

It is essential to our success that all employees reflect the highest possible standards in the performance of their responsibilities. It is the Company's intent and desire to provide competitive salary, maintain safe and proper working conditions, treat all employees fairly, without discrimination or favoritism, and to keep employees informed concerning what is expected of them. Conduct reflecting the guidelines outlined below, is the most visible and important measure that the public has in evaluating our performance. Violations of these guidelines may result in disciplinary action up to and including discharge. This list is not all-inclusive. Since it is impossible to list guidelines to cover every situation, the absence of an illustration from this list will not be the basis for avoiding disciplinary action when the Company believes such action is warranted.

- Courteous conduct is essential. Under no circumstances are you permitted to disrespect customer, co-workers, or superiors. Regardless of the circumstances, any lack of courtesy on your part may result in dismissal.
- Customer or Employee expect and deserve to be treated with respect at all times. If you do not have a correct answer, call the office or a supervisor, do not argue the customer. If customer does not have money to pay, call for assistance, do not argue with the customer. If the customer raises their voice, do not argue the customer
- Unsatisfactory work
- Failure to follow revenue procedures
- Not following cash handling procedures
- Being short/over during your shift or at closing
- Refusal to obey a reasonable direct order
- Abandonment of work station or work area without supervisory approval
- Cell Phone Usage
- Failure to follow City of Coral Gables procedures
- Accept gratuities or tips in order to grant access to a facility of prohibited
- Not issuing tickets to each vehicle



- Failure to follow correct pass procedures.
- Charging customer not issuing tickets
- Overselling parking spaces
- Honesty-Voiding and Errors in Collections
- Being late to work
- No call, No show
- Loafing, failing to attend to work or other abuse of time
- Action on the part of any individual or group of employee to disrupt or intimidate fellow employees
- Interfere with normal and efficient operation
- Limiting production, output or services
- Being under the influence of intoxicating substance
- Changing schedules without proper approval
- Possessions of alcohol or illegal drugs on your person, in booths, at work station
- Insubordination including a refusal to obey a reasonable direct order
- Profanity
- Leaving work station or work area without supervisory approval
- Violations of the Company's Non-Harassment Policy
- Sleeping on duty
- Smoking is prohibited in all the company's offices, garages offices and cashier booths
- Visitors, friends or relatives of employees are not permitted to loiter in our facility during working hours

### Disciplinary Actions

Standard Parking believes in fair but consistent administration of rules and regulations. When necessary, our management staff will take the appropriate disciplinary actions.

### Employee Time and Attendance Management

In 2008, Standard Parking rolled out an Internet-based workforce management tool that enhances the effective deployment of personnel at our clients' locations, which results in reduced labor-related operating costs and local managers better able to focus on revenue generation and customer service.

Our enhanced automation capabilities address:

- Time recording and employee tracking
- Labor utilization (scheduling)

PROGRESSIVE DISCIPLINARY WARNING			
Employee Name	Joe Parker	Date	August 14, 2006
Location	Coral Gables Garage		
On: August 13 you violated Company rule(s) in the following way:			
Describe the violation below:			
Although your scheduled shift began at 8 PM, you arrived late to your post at 8:30 PM. You were issued a written warning on July 8, 2006 for tardiness.			
Your conduct was not in keeping with efficient operations and, therefore, we find it necessary to proceed as follows:			
<input type="checkbox"/> Administer this <b>VERBAL WARNING</b>			
<input type="checkbox"/> Administer this <b>1<sup>ST</sup> WRITTEN WARNING</b>			
<input checked="" type="checkbox"/> Administer this <b>2<sup>ND</sup> WRITTEN WARNING AND SUSPENSION ... days</b>			
<input type="checkbox"/> Suspension begins ... ending ...			
FURTHER VIOLATION OF THIS OR ANY OTHER COMPANY RULES WILL RESULT IN DISCIPLINARY ACTION UP TO AND INCLUDING TERMINATION.			
THE COMPANY RESERVES THE RIGHT TO BYPASS ANY OF THESE PROGRESSIVE DISCIPLINARY STEPS DEPENDING ON THE SEVERITY OF THE VIOLATION AND FACTORS INVOLVED.			
<input type="checkbox"/> TERMINATE your employment			
ALL WRITTEN WARNING MUST be signed by the employee receiving warning. ALL WRITTEN WARNINGS MUST be signed by the person administering the warning.			
Employee Signature	Date	Supervisor Name	Date
*Indicates all employee review to sign.			



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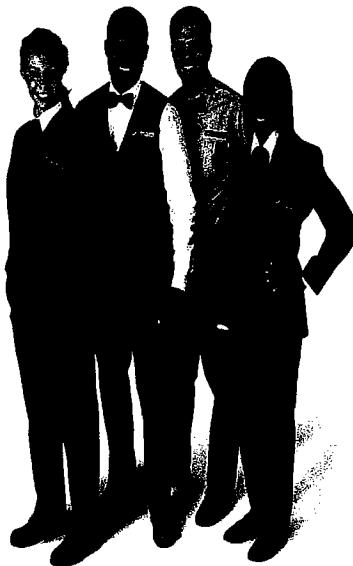


- Compliance with DOL
- Shift tracking
- Premium (O/T) hours management
- Time off management (i.e., vacations and holidays), and
- Access to employee information

The automation of error-prone manual processes allows us to accurately apply pay policies, provide managers with real-time labor data and offer tools to control costs and enhance productivity.

### **Uniforms**

Frontline employees, through their professional appearance and provision of services, are the people most responsible for meeting customer service goals. Standard Parking's employees will continue to provide their services in our full uniform program shown below.



### **Revenue Control and Audit**

Standard Parking watches over client revenues and facilities more carefully than any other parking operator. Standard Parking accomplishes this objective through rigorous control programs and an independent Internal Audit Department that reports to the Audit Committee of the company's Board of Directors.



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### **Securities Exchange Act and Sarbanes-Oxley Compliance**

As a public company subject to the requirements of the Securities Exchange Act of 1934 and the Sarbanes-Oxley Act, we adhere to accounting, internal control and reporting standards that are more rigorous than those typically followed by our non-public competitors. Under the direction of our Board's Audit Committee, our Internal Audit Department plays an instrumental role in ensuring that the company meets these standards.

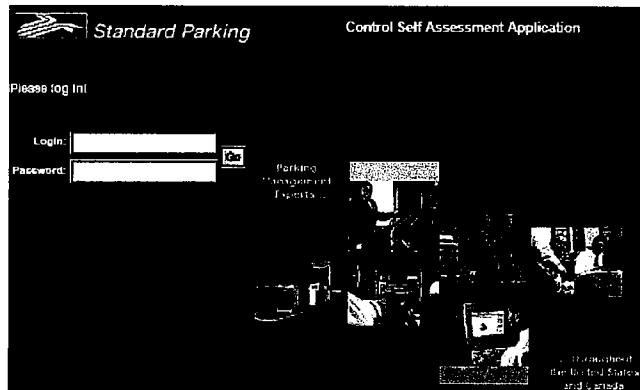
### **Sarbanes-Oxley Certification**

The company completed an assessment of its internal controls over financial reporting as of the end of 2007, which were found to be effective and without material weakness. The company's independent auditor, Ernst & Young, LLP, has completed its evaluation and testing of our internal control over financial reporting, and has issued its unqualified opinion supporting this conclusion.

**Audit Procedures and Conformance** - Standard Parking has several types of audits it performs on a regular basis. These include:

- Routine Audits
- Petty Cash Audit
- Unannounced Audits and Spot Audits
- Internal Audits
- Secret Shopper
- Customer Surveys

Standard Parking utilizes a three step process to ensure compliances. First, our Senior Management Staff is required to perform a quarterly Control Self Assessment ("CSA"). Locations are identified randomly and results are reviewed through all levels of the organization.



Secondly, Standard Parking Corporation uses a method to check on how are employees are performing their duties under typical working conditions when a manager is not present. This method helps us evaluate our employees customer service skills and that all cash collection are being properly accounted for. Basically we will have people come in and park and go through a normal transaction with a cashier or attendant.

The person will fill out an evaluation sheet and forward it to our office the next day. This helps us correct any deficiencies that may slip through the cracks. This is an effective and proven tool to both recognize employees for doing a great job and helping us improve the performance of those who need it.



### **mystery shoppers**



Our final check and balance is administered by our Internal Audit Department who makes unannounced visit to each region and randomly selects locations for review. The Internal Audit consists of a comprehensive examination of reporting, bookkeeping, procedure compliance, customer satisfaction and inspection of facilities and equipment. The audit has over 100 check points and is extremely detailed. **Our proposal includes a monthly mystery shop at no charge to the City.**

### **Step Three – Improvements and Efficiencies**

Over our tenure with the City of Coral Gables, we have identified several areas that we can make improvements and/or efficiencies with the operations. Standard Parking would provide the following consulting services and amenities at no charge to the City.

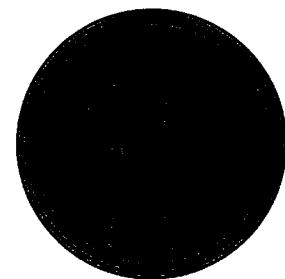
#### **Parking Consulting Services**

Our municipal team's expertise will be available to the City of Coral Gables. We will make our Director of Government Services, Roamy Valera, CAPP available to work on parking management recommendations that include the following:

- With a real understanding of the parking demand and utilization, we propose to relocate long-term parking permits in the parking garages and increase the accessibility and convenience of the short-term transient parking.
- Updating the internal signage system inside the parking garages that restricts the most desirable spaces to long-term/monthly parkers to allow access to the transient-parkers the ability to utilize those spaces during peak time demands (Friday and Saturday nights).
- Provide our marketing and branding expertise to include recommendations on effective way-finding within the parking inventory, as well as offering programs that includes merchants and visitors to the area.
- Review and recommend the current hours of operations of the parking inventory, which will allow for the opportunity to capture/increase revenues opportunities.
- Recommend practices, policies and procedures that enhances the relationship between the on-street and off-street parking programs.
- With a complete understanding of the Coral Gables parking market and the expertise (outlined below), Standard Parking will provide consulting services to review, procure, and install new revenue control and access equipment.

#### **Equipment Upgrades**

We strongly believe that consideration should be given to upgrade your existing parking equipment. Standard Parking has an unmatched depth of expertise in the review, upgrade, and installation



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of revenue control and access equipment. By way of example, in the last two years, Standard Parking has facilitated large scale equipment upgrades / installations at the following South Florida locations:

- Village of Merrick Park
- 999 Brickell
- Bayside Marketplace
- Mary Brickell Village

As a client of Standard Parking, you will receive free local consulting services. We would leverage our local experience along with our ***Advanced Parking Technology***™ operating division to provide you with cutting edge solutions to your parking program.

These services, we call ***Standard Equipment & Technology Upgrade Program***™, are focused on providing the most efficient solutions to operational needs. Let Standard Parking manage all aspects of your equipment projects including funding and then rest assured that your financial and customer service goals will be met. We are well-trained and experienced with the latest access and revenue control systems from industry-leading vendors and our design teams suggest options that give clients the highest level of value for their investment, including the following solutions:

***Pay-On-Foot Technology*** – A Standard Parking Operations expert will provide a cost justification model to chart out how new pay-on-foot technology can reduce general and administrative expenses, cut down on fraud and increase operational efficiency and customer satisfaction.

***Automatic Vehicle Identification (AVI)*** – The latest generation of monthly parker access technology provides the highest levels of efficiency for traffic ingress and egress. Customers gain the security of remaining in their vehicles at all times while clients receive the benefits of the latest in anti-passback technology.

***Automated Credit / Debit Card Machines*** – Increased operational and financial efficiencies result from leveraging the increasing usage of credit and debit cards to pay parking fees. Standard Parking combines technology and expertise to provide the best automated solutions for the client.

***The Total Equipment Procurement Package*** -In addition to providing you with expertise, Standard Parking has the financing capacity and would be happy to discuss purchase and/or leasing options.

As the current policy is to raise garage gates after hours, the addition of automated or semi-automated operations can close that revenue deficiency.

#### **Amenities**

Although the primary focus of this RFP simply outlines staffing services, we feel that several of Standard Parking's amenities and customer services, which have been hugely successful in the South Florida Parking market, are included in our proposal at no charge to the City.



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**Books-To-Go® CD and Audiotape Library** - Monthly parkers can borrow—free of charge—CDs and audio tapes to which they can listen as they drive to and from work. A wide selection of fiction, non-fiction and business titles is maintained in the facility office. This amenity has been received with extraordinary enthusiasm and has been highlighted in Newsweek and Billboard magazines.

**Films-To-Go® DVD and Videotape Library** - This amenity builds on the success of our popular **Books-To-Go®** program. DVDs and videotapes of many popular movie titles can be stocked in the parking facility office and made available free of charge to monthly parkers. The selection of movies changes on a regular basis.

**Standard Road Assist® Emergency Services** Parking customers experiencing vehicle problems beyond weak batteries and low tire pressure can call our toll-free number to receive, on a pay-per-use basis, a basic package of emergency services, including towing up to five miles, jump starting, flat tire changing, fuel delivery, extracting a vehicle from the side of the road and lock-out service. The emergency services can be provided at the parking facility or anywhere on the road.

**CarCare Maintenance Services** - Under an agreement with Standard Parking, a car care company will pick-up a customer's car from a Standard Parking location, contact the customer with an estimate, service the car during normal working hours and return it to the facility before the end of the business day. All the customer needs to do is notify the parking facility manager, who contacts the nearby participating service shop. No advance reservations are required, and car care company provides this service at no cost to the parking facility.

**Car Washing, Detailing and Windshield Cleaning** - For patrons who wish to have their cars washed, we frequently can arrange for car wash and/or detailing services to be provided at our facilities during the business day, either by our own staff or through a contracted vendor.

### **Advertising**

Although we completely understand that revenue generation is not necessarily the highest priority for the City of Coral Gables, through arrangements with select advertising and marketing promotion companies, Standard Parking can offer the opportunity to enhance facility revenues and control costs through non-disruptive marketing activities at their parking facilities. Standard Parking coordinates all aspects of these programs, and remits revenues or passes savings on directly to the facility.

- **Indoor Billboards**—High-traffic areas provide excellent signage opportunities. Tasteful advertising at client-approved locations within the parking facility can include indoor billboards, wall art or digital signage. Always subject to client approval to ensure compatibility with the image of the facility and associated properties, such advertising can be an important source of facility revenue.



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- **Lighted Displays**—strategically placed lighted displays are used by advertisers to reach targeted audiences. These advertisements appear at facility entrances and at appropriate locations surrounding a surface lot. Many of these displays are bus shelter sized units. The facility receives its associated revenues directly from the advertising vendor.
- **Ticket Advertising**—Advertising can be placed on both “spitter” parking tickets and oversized valet tickets. This initiative reduces (and in some cases eliminates completely) the facility’s annual costs for parking tickets, thus dropping directly to the facility’s bottom line and increasing profitability.
- **Distribution of Product Samples**—Customers are offered a free product sample or advertisement upon leaving the parking facility. Client-approved sampling campaigns bring a new revenue source to the facility while creating an enhanced facility image via the products distributed.

#### **CoralGablesParking.com**

Standard Parking has purchased the coralgablesparking.com domain name. Standard Parking is currently in the process of create and implement a website that allows for prepaid parking at all garages operated by Standard Parking in Coral Gables.

By offering online pre-sale of parking spaces, you allow the residents and visitors a guaranteed space at your parking facility. Working closely with Click and Park, payment is received in advance, is secure, and permits are bar-coded for security.



We have already created similar websites ([www.yankeeparking.com](http://www.yankeeparking.com)) that provide additional customer service while maximizing revenue potential.

#### **Production of Signage and Graphics**

In addition to being clean and efficient, parking facilities need to reflect a clearly understood and professionally maintained signage system. Standard Parking, which maintains its own sign production facility, is a recognized leader in providing facility signage that contains clean, crisp and unambiguous visual instructions and pathway markers.



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Our internally-produced signs and related items generally cost 30% less than those produced at retail sign shops. Additionally, by purchasing signs from our sign shop, clients are assured of consistent and quality designs, formats and language in use at their facilities all across the country.

#### **Enforcement and Collections**

We are acutely aware of the current economic condition of many of our municipal clients. Budgets have been reduced and infrastructure has been slashed. As we currently provide enforcement and collection services throughout the State of Florida, should you need to evaluate any aspect of your parking operations to determine if cost savings are available, we could service your needs.

#### **Pressure Washing Services**

Standard Parking has purchased a state of the art, eco-friendly pressure washing unit that fully reclaims all waste water. With a documented and approved disposal program, we can provide you with eco-friendly pressure washing program that is consistent with our Green Initiative. In addition, as a Standard Parking client, you benefit from discount pricing.



#### **Additional Revenue Possibilities**

Standard Parking has identified that, if requested by the City, we could act as a liaison and develop a marketing plan to capture the potential revenue of office overflow, valet parking storage, and pre-paid daily parking.

#### **Step Four – The Ambiance in Parking® Advantage**

Ambiance in Parking® is more than a slogan, it is a philosophy that is entrenched in all aspects of our business. Standard Parking applies innovation and creativity to set the industry standard in parking amenities and customer service programs, revenue control, financial reporting, expense containment, employee professionalism and pro-active management. Through our implementation of Ambiance in Parking,® we maximize facility profitability while at the same time making the parking experience a first-class, enjoyable one for the parking patrons. Our commitment to Ambiance in Parking® provides us with a distinct advantage as we will never settle for mediocrity.



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Past  
Performance



## **Past Performance**

### **Florida Municipal References**

#### **City of Coral Gables**

Mr. Kevin Kinney, JD, CAPP, Parking Director  
2801 Salzedo Street  
Coral Gables, Florida 33134  
(305) 460-5541  
Email: [KKinney@coralgables.com](mailto:KKinney@coralgables.com)



#### **City of Miami Beach**

Mr. Saul Frances, Parking Director  
309 23rd Street  
Suite 200  
Miami Beach, Florida 33139  
Phone: (305) 673-7000  
Email: [SaulFrances@miamibeachfl.gov](mailto:SaulFrances@miamibeachfl.gov)



#### **City of Ft. Myers**

Ms. Michaelene Beaudin, Program Coordinator  
Fort Myers Redevelopment Agency  
1400 Jackson Street  
Fort Myers Florida 33901  
(239) 321-7098  
Email: [mbeaudin@cityftmyers.com](mailto:mbeaudin@cityftmyers.com)



#### **Southwest Florida International Airport**

Lee County Port Authority  
Mr. Jeff Gray  
11000 Terminal Access Road  
Suite 8671  
Fort Myers, Florida 33913-8899  
239-590-4705  
Email: [jcgray@flylcpa.com](mailto:jcgray@flylcpa.com)



#### **Pensacola Downtown Improvement District**

Mr. Franklin (Kim) Kimbrough  
41 North Jefferson Street  
Suite 401  
Pensacola, Florida 32502  
(850) 434-5371  
Email: [kim@downtownpensacola.com](mailto:kim@downtownpensacola.com)

**downtownpensacola**



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### **Local References**

#### **Mary Brickell Village**

Mr. Fernando Perez  
901 S. Miami Avenue, Suite 206  
Miami, Florida 33130  
(305) 381-6130  
Email:fperez@marybrickellvillage.com



#### **Miami Center**

Ms. Maggie Vassilaros  
Senior Property Manager  
Miami Center  
201 South Biscayne Boulevard, Suite 450  
Miami, Florida 33131  
(305) 537-2400

#### **Village of Merrick Park**

Mr. Lee Davidson  
Senior General Manager  
4440 Ponce de Leon Blvd  
Coral Gables, Florida 33146  
(305) 529-0200



#### **Bayside Marketplace**

Ms. Pam Weller  
Senior General Manager  
General Growth Properties  
401 Biscayne Blvd. Suite R-106  
Miami, Florida 33132  
(305)577-3344



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## Various Letters of Recommendations



1400 Jackson Street, Suite 102, Fort Myers, Florida 33901 ~ 239.321.7100 ~ [www.cityftmyers.com/fmra](http://www.cityftmyers.com/fmra)

July 30, 2008

To Whom It May Concern:

The City of Fort Myers contracted with Standard Parking in May 2004 for comprehensive downtown parking operations. Since that time, the City has benefited from their proactive approach to overseeing the operations in our garages and on and off-street parking.

When Standard Parking came on board, we worked well together to meet the challenges of the transition period, even under somewhat difficult circumstances. Throughout the transition process, they were courteous to the departing contractor and judicious in implementing progressive changes.

The parking contract was transferred to our office in October 2006. The parking management staff and the senior staff at Standard Parking continue to share their knowledge which has proven extremely helpful in our goal to promote economic sustainability downtown.

We are pleased with the responsive quality that Standard Parking has afforded us. Should you require any additional information, please feel free to contact me at (239) 321-7098.

Sincerely,

Michaelene Beaudin  
Program Manager



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---

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Miami, Florida 33130  
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## **Festival of the Arts Boca**

June 17, 2007

**March 1-11, 2007**

*Festival Steering Committee*

Charles L. Stemon  
*Chair*  
Peter Batrousy  
Ric Coffin  
Wendy U. Larsen  
Paul Milton  
Mercedes Motek  
Susan R. Pierce  
Charles Rutherford  
Roxanne Trunka  
Susan Whelchel

Daniel Cobelo  
Standard Parking  
Senior Manager

1674 Meridian Avenue, Ste 106  
Miami Beach, FL 33139

Dear Daniel:

On behalf of the Centre for the Arts at Mizner Park, I would like to extend to you our warmest thanks for your work as the exclusive valet parking service for *The Festival of the Arts Boca, 2007*. Your service was crucial to the success of our Festival, and our organization and I are very appreciative of both your time and excellent quality service.

You, your business office and your valet staff were nothing but professional and easy to work with. Your suggestions were sensible and Standard Parking proved to be a perfect fit for our type of clientele.

Please accept my personal appreciation for your support of this significant community project, and I look forward to working with you often in the future.

For your interest I am including a Festival schedule for March 2008.

Sincerely,

Ira Jay Lippy,  
Director of Programming

Monique Force  
*Director of Marketing and Public Relations*

Mikki Funt  
*Facilities Manager*

Charles Hoffman  
*Accountant*

Bill Frici  
*Facilities Manager*

cc: Wendy Larsen, Chair

***Uniting Our Community Through Culture***

THE CENTRE FOR THE ARTS AT MIZNER PARK, INC. IS A 501(c)(3) ORGANIZATION. ITS REGISTRATION NUMBER SC-08193. MEETS ALL REQUIREMENTS SPECIFIED BY THE FLORIDA SOLICITATION OF CONTRIBUTOR'S ACT. A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE: 1-800-435-7352. WITHIN THE STATE, REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL OR RECOMMENDATION BY THE STATE. 100% OF YOUR CONTRIBUTION IS RECEIVED BY THE CENTRE.



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City of Chicago  
Richard M. Daley, Mayor

Department of Aviation

Maria I. Fernandez  
Commissioner

Chicago O'Hare  
International Airport  
P.O. Box 66142  
Chicago, Illinois 60666  
(773) 686-2200  
(773) 601-8333 (TTY)

Chicago Midway  
International Airport  
3700 South Cicero Avenue  
Chicago, Illinois 60638  
(773) 838-0600  
(773) 838-0795 (TTY)  
[www.flychicago.com](http://www.flychicago.com)

March 26, 2008

To Whom It May Concern:

The City of Chicago owns and operates O'Hare International Airport and has a management agreement with Standard Parking to operate and maintain the public parking and ground transportation services. I understand that Standard Parking is submitting a proposal to manage those or similar services at your facility.

Standard Parking has managed the parking operation at O'Hare since October 1993. During their tenure, we have experienced a \$78.4 million increase in gross parking revenues, from \$46.6 million in 1993 to \$125 million in 2007. One of the primary reasons for Standard Parking's success is a dedicated professional management team and the ability to engrain in its employees a set of customer service expectations comparable to the hotel industry.

That same expertise is now evidenced in their approach to the management of ground transportation services at O'Hare. Beginning in February 2004, Standard Parking created a first class customer service based experience for the traveler using commercial transportation that reinforced the positive image first offered at Midway International Airport and that which the City of Chicago continues to cultivate for itself.

I recommend Standard Parking to you without reservation, confident that your establishment will receive the same level of experience and customer service excellence to which we at O'Hare International Airport have become accustomed.

Sincerely,

  
Marcos Fernandez  
General Manager, Landside Operations  
Chicago O'Hare International Airport  
P.O. Box 66142  
Chicago, IL 60666



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## STANDARD FORMS

### Proposer Acknowledgement Form – Section 6

#### **PROPOSER ACKNOWLEDGEMENT**

<b>RFP Title:</b> RFP 06-08-09 Parking Cashier Services	
<b>PARKING CASHIER SERVICES</b>	
<b>RFP No.:</b> 2009.05.29	
A code of silence is in effect with respect to this RFP. The Code of Silence prohibits certain communication between potential vendors and the City. For further information, please refer to the City Code Section 2-1039 of the City of Coral Gables Procurement Code.	
Proposal must be received prior to 2:00 P.M. Wednesday, June 17, 2009 and may not be withdrawn within 90 calendar days after such date and time. Proposals received by the date and time specified will be opened in the Procurement Division Office located at 2800 SW 72 <sup>nd</sup> Avenue, Miami, FL 33155. All Proposals received after the specified date and time will be returned unopened.	
Contact: Margie Gomez Telephone: 305-460-5103 Facsimile: 305-261-1601 mgomez@coralgables.com	

#### **PROPOSERS ACKNOWLEDGEMENT**

**THIS FORM MUST BE COMPLETED AND SUBMITTED ALONG WITH THE COMPLETE PROPOSAL PRIOR TO THE DATE AND THE TIME OF PROPOSAL OPENING. THE PROPOSAL SUMMARY SHEET PAGES ON WHICH THE PROPOSER ACTUALLY SUBMITS A PROPOSAL AND ANY PAGES UPON WHICH INFORMATION IS REQUIRED MUST BE COMPLETED AND ATTACHED WITH ALL PAGES OF THE PROPOSAL DOCUMENT.**

Proposer's Name: Standard Parking Corporation	Fed. ID No. or SS Number: 16-1171179
Complete Mailing Address: 901 S. Miami Ave., #303 Miami, FL 33130	Telephone No.: (305) 377-2208
	Fax No.: (305) 377-2268
Indicate type of organization below: Corporation: <input checked="" type="checkbox"/> Partnership: <input type="checkbox"/> Individual: <input type="checkbox"/> Other: <input type="checkbox"/>	Reason for no Response:
Bond? (If Applicable) <input type="checkbox"/> Bid Bond/Security Bond <input type="checkbox"/> Bank Draft <input type="checkbox"/> Cashier's Check <input type="checkbox"/> Certified Check <input type="checkbox"/> Treasurer's Check <input type="checkbox"/> Other _____	
No. in the amount of \$	

**ATTENTION: FAILURE TO SIGN (IN BLUE INK) OR COMPLETE ALL RFP SUBMITTAL FORMS AND FAILURE TO SUBMIT ALL PAGES OF THE RFP DOCUMENT AND ANY ADDENDUMS ISSUED MAY RENDER YOUR RFP NON-RESPONSIVE.**

THE PROPOSER CERTIFIES THAT THIS PROPOSAL IS BASED UPON ALL CONDITIONS AS LISTED IN THE PROPOSAL DOCUMENTS AND THAT THE PROPOSER HAS MADE NO CHANGES IN THE PROPOSAL DOCUMENT AS RECEIVED. THE PROPOSER FURTHER PROPOSES AND AGREES, IF THE PROPOSAL IS ACCEPTED, THE PROPOSER WILL EXECUTE AN APPROPRIATE AGREEMENT FOR THE PURPOSE OF ESTABLISHING A FORMAL CONTRACTUAL RELATIONSHIP BETWEEN THE PROPOSER AND THE CITY OF CORAL GABLES. FOR THE PERFORMANCE OF ALL REQUIREMENTS TO WHICH THIS PROPOSAL PERTAINS. FURTHER, BY SIGNING BELOW IN BLUE INK ALL RFP PAGES ARE ACKNOWLEDGED AND ACCEPTED AS WELL AS ANY SPECIAL INSTRUCTION SHEET(S) IF APPLICABLE. I AM AUTHORIZED TO BIND PERFORMANCE OF THIS RFP FOR THE ABOVE PROPOSER.

Authorized Name and Signature

VP, Regional Manager 6/17/09

Date

Date



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## **SECTION 6**

### **Request for Proposal (RFP) No 2009.05.29**

#### **6.0: RFP RESPONSE FORMS**

**SUBMITTED TO:** City of Coral Gables  
Office of the Chief Procurement Officer  
2800 SW 72 Avenue  
Miami, Florida 33155

1. The undersigned Proposer proposes and agrees, if this Proposal is accepted, to enter in a Contract with the CITY to perform and furnish all work as specified or indicated in the Proposal and Contract Documents for the Contract price and within the Contract time indicated in the Proposal and in accordance with the Other terms and conditions of the proposal and Contract Documents.
2. Proposer accepts and hereby incorporates by reference in this Proposal Response Form all of the terms and conditions of the Request for Proposal.
3. Proposer proposes to furnish all labor, services and supervision for the work described in this Request for Proposal.
4. Amendments (addendums) to Request for Proposal shall be identified as such and shall require the bidder acknowledge receipt of all amendments issued.

Addendum No. 1 Date 6/4/09 Initials *DA*  
Addendum No. 2 Date 6/15/09 Initials *DA*  
Addendum No. 3 Date 6/15/09 Initials *DA*

No addendum was received Date Initials

5. Proposer accepts the provisions of the Contract as to penalties in the event of failure to provide services as indicated.

6. Proposers correct legal name: Standard Parking Corporation  
Address: 901 S. Miami Avenue, Suite 303

City/State/Zip: Miami, Florida 33130

Telephone No./Fax No.: (305) 377-2208 (305) 377-2268

Social Security or Federal I.D. No.: 16-1171179

Officer signing Proposals: *J. David Hoyt, CPFM* Vice President, Regional Manager  
Title: *DA*



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## Proposer Qualification Statement

### **CITY OF CORAL GABLES**

#### **PROPOSER QUALIFICATIONS STATEMENT**

This questionnaire is to be submitted to the City of Coral Gables Procurement Division by the Proposer, along with the Proposal being submitted for the goods and/or services required by the City of Coral Gables. Do not leave any questions unanswered. When the question does not apply, write the word(s) "None" or "Not Applicable", as appropriate. Failure to complete this form, when applicable, may disqualify Proposal.

The undersigned certifies under oath the truth and correctness of all statements and of all answers to questions made hereinafter.

**PROPOSERS NAME:** Standard Parking Corporation

**CONTACT NAME:** J. David Hoyt

**TITLE:** Vice President, Regional Manager

**ADDRESS:** 901 S. Miami Avenue, Suite 303

Miami, Florida 33130

**TELEPHONE** 305-377-2208 **FACSIMILE** 305-377-2268

**EMAIL:** dhoyt@standardparking.com

**FEDERAL EMPLOYER ID NO:** 16-1171179

**MARK ONE:**  **CORPORATION**  **PARTNERSHIP**  **INDIVIDUAL**  **OTHER** \_\_\_\_\_

List all current licenses held and provide copies

(a) **STATE OF FLORIDA** Copy of licenses located at the end of this section

(b) **MIAMI DADE COUNTY** \_\_\_\_\_

(c) **CITY OF CORAL GABLES MUNICIPAL LICENSE** \_\_\_\_\_

(d) **OTHERS** \_\_\_\_\_

1. State the true, exact, correct and complete name of the partnership, corporation, and trade or fictitious name in which business is transacted and the address of the place of business.

Proposers Name: Standard Parking Corporation

The address of the principal place of business is:

900 N. Michigan Avenue, Suite 1600

Chicago, Illinois 60611



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2. If Proposer is a corporation, answer the following:

- a. Date of Incorporation: September 24, 1981
- b. State of Incorporation: Delaware
- c. President's: James A. Wilhelm, President and CEO
- d. Vice President's: Thomas L. Hagerman, COO
- e. Secretary: Robert Sacks
- f. Treasurer: G. Marc Baumann
- g. Name and address of Resident Agent: CT Corporation System  
1200 South Pine Island Road  
Plantation, Florida 33324

Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

Email: \_\_\_\_\_

3. If Proposer is an individual or a partnership, answer the following:

- a. Date of organization: \_\_\_\_\_
- b. Name, address and ownership units of all partners:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- c. State whether general or limited partnership: \_\_\_\_\_

4. If Proposer is other than an individual, corporation or partnership, describe the organization and give the name and address of principals and their titles:

Publicly Traded Company / NASDAQ: STAN  
\_\_\_\_\_  
\_\_\_\_\_



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5. Are any of the principals of this company employed by the City of Coral Gables? If so, please disclose their names below:

None

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6. If Proposer is operating under a fictitious name, submit evidence of compliance with Florida Fictitious Name Statute.

7. How many years has organization been in business under present business name?  
80

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a. Under what other former names has organization operated?

APCOA / Standard Parking

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8. Indicate registration, license numbers or certificate numbers for the business or professions which are the subject of this Proposal. Please attach certificate of competency and/or state registration.

Copies located at the end of this section

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9. Have you personally inspected the site of the proposed work?  
(Y) Y (N)       

10. Do you have a complete set of documents, including drawings and addenda?  
(Y) Y (N)       



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---

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11. Did you attend the Pre-Proposal Conference if any such conference was held?  
(Y) Y (N) \_\_\_\_\_

12. Have you ever failed to complete any work awarded to you? If so, state when, where and why?  
(Please provide the name and contact information of the entity which was involved)

NO \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

a Has any other entity held you in default of a contract? If so, which entity? Please provide the name and number of the contact.

NO \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

13. State the names, telephone numbers and last known addresses of three (3) owners, individuals or representatives of owners with the most knowledge of work which you have performed or goods you have provided. (Governments are preferred as references.)

City of Coral Gables Kevin Kinney 305- 460-5541

(name)	(address)	(phone number)
City of Ft. Myers Michaelene Beaudin	239-321-7098	
(name)	(address)	(phone number)
City of Pensacola Franklin Kimbrough	850-434-5371	
(name)	(address)	(phone number)



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14. State the name of individual who will have personal supervision of the work:

Project Manager Name: Maximiliano Rodriguez & Janice Puig

Title: Project Supervisor / Regional Manager

Telephone: 305-377-2208 Facsimile: 305-377-2268

Email address: mrodriguez@standardparking.com / jpuig@standardparking.com

Provide the following information regarding your Insurance Requirements:

- a. Name of Insurance Carrier: Sample COI provided at end of this section
- b. Type of Coverage: \_\_\_\_\_
- c. Limits of Liability: \_\_\_\_\_
- d. Coverage/Policy Dates: \_\_\_\_\_
- e. Name of Insurance Agent(s): \_\_\_\_\_
- f. Agent(s) telephone including area code: \_\_\_\_\_

15. Has your insurance coverage ever been cancelled for non-payment of insurance premiums?  
No \_\_\_\_\_

16. Has your insurance coverage ever been cancelled for any other reason? No

If so, what was the reason? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

16. **Experience Record:** List past and/or present contracts, work, and jobs, that PROPOSER has performed of a type similar to what is required by specifications of the City's Proposal:

<b>FIRM NAME/ADDRESS</b>	<b>DATE OF JOB</b>	<b>DESCRIPTION OF JOB</b>
City of Coral Gables	1998	Parking Cashier Services
City of Ft. Myers	2004	Parking Operations
City of Pensacola	2007	Parking Operations
City of Miami Beach	2001	Meter Collections



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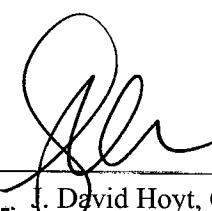
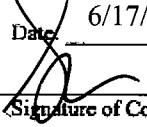
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17. **References:** List references that may be contacted to ascertain experience and ability of Proposer. Provide a minimum of three (3) references including **COMPANY NAME, ADDRESS, CONTACT PERSON, TELEPHONE, FACSIMILE AND EMAIL ADDRESS:**

City of Coral Gables / 2801 Salzado Dr, Coral Gables / Kevin Kinney 305- 460-5541  
City of Ft. Myers / 1400 Jackson St, Ft. Myers 33901 / Michaelene Beaudin 239-321-7098  
City of Pensacola / 41 N. Jefferson St. Pensacola, 32501 / Kim Kimbrough 850-434-5371  
Additional References provided in Past Performance Section of the Proposal

18. Provide any additional information as to qualifications and/or experience, attach documentation to this form.

Signed:  \_\_\_\_\_ Title: Vice President, Regional Manager  
Type Name: J. David Hoyt, CPFM \_\_\_\_\_ Date: 6/17/09  
Company: Standard Parking Corporation \_\_\_\_\_  
  
Signature of Company Owner

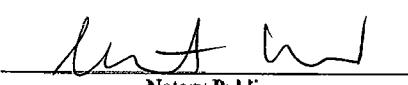
STATE OF Florida  
COUNTY OF Dade

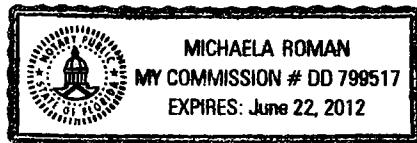
PERSONALLY APPEARED BEFORE ME, the undersigned authority J. David Hoyt  
(Name of individual signing)

Who, after being sworn by me, affixed signature in the space provided above on this

17 date of June, 2009

Commission expires: 6/22/12

  
Notary Public



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## Public Entity Crime

**SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a),  
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

**THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR  
OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.**

City of Coral Gables

1. This sworn statement is submitted to \_\_\_\_\_  
[print name of the public entity]

by \_\_\_\_\_  
[print individual's name and title]

for \_\_\_\_\_  
[print name of entity submitting sworn statement]

Whose business address is:

900 N. Michigan Avenue, Suite 1600

Chicago, Illinois 60611

and (if applicable) its Federal Employer Identification Number (FEIN) is 16-1171179

If the entity has no FEIN, include the Social Security Number of the individual signing this

sworn statement: \_\_\_\_\_.)

2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any proposal or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
  1. A predecessor or successor of a person convicted of a public entity crime; or
  2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a *prima facie* case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which Proposals or applies to Proposals on contracts for the provision of goods or



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services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. [Indicate which statement applies.]

Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list.  
[attach a copy of the final order]

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

[signature]

Sworn to and subscribed before me this 17 day of June, 2009

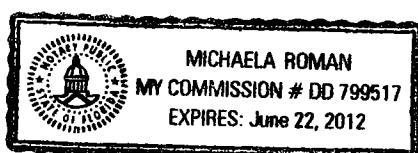
Personally known \_\_\_\_\_

OR Produced identification \_\_\_\_\_

Notary Public - State of Florida

FL DL H300-424-70-210-0  
(Type of identification)

My commission expires 6/22/12



Michaela Roman  
(Printed, typed, or stamped commissioned name of notary public)



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## **Cone of Silence**

### **CONE OF SILENCE**

Sec. 2-1039. Cone of Silence, contracts for the provision of goods and service

The requirements of section 2-11.1(t) ("Cone of Silence Ordinances") of the Code of Miami-Dade County, Florida, as amended, shall not be applicable to the City of Coral Gables.

(1) *Purpose and intent.* It is the intent of this article to prevent city commissioners or the city manager and the city manager's office, potential vendors, bidders, offerors or service providers from communicating with city department heads, their staff or selection and evaluation committee members during the period of time in which the cone of silence is imposed on the request for proposals (RFP), request for qualifications (RFQ), or invitations for bids (IFB).

(2) *Cone of silence* is defined to mean a prohibition on:

- a. Any communication regarding a particular request for proposals (RFP), request for qualifications (RFQ), invitation for bids (IFB) or any other advertised solicitation between a potential offeror, vendor, service provider, bidder, lobbyist, or consultant and city department heads, their staff, selection committee or evaluation committee members;
- b. Any communication regarding a particular request for proposals (RFP), request for qualifications (RFQ), invitation for bids (IFB) or any other advertised solicitation between the city commissioners and/or the city manager's office, with city department heads, the city departments' staff, selection committee or evaluation committee members.

(3) *Applicability.*

- a. The cone of silence shall be applicable only to contracts for the provision of supplies, services and construction for amounts greater than \$25,000.00.
- b. The cone of silence shall not apply to:
  1. Informal bids as defined in the procurement code;
  2. Emergency purchases of supplies, services or construction;
  3. Duly noticed pre-bid or pre-proposal conferences;
  4. Duly noticed site visits;
  5. Sole source procurements;
  6. Bid waivers;
  7. Oral presentations during duly noticed meetings;
  8. Competitive negotiations;
  9. Public presentations made to the city commission during any duly noticed public meeting;
  10. Contract negotiations and electronic commerce;
  11. Inquiries by the city commissioners or third parties to the city manager or assistant city managers to determine responsibility or responsiveness of bidders/offerors regarding a particular solicitation, or with regard to the process;
  12. Written communications with the chief procurement officer or staff responsible for administering the procurement process for a particular solicitation, provided the communication is limited strictly to matters of process or procedure already contained in the corresponding solicitation;
  13. Communications with the city attorney;
  14. Communications between a city commissioner, the city manager, assistant city managers, the city clerk and the city attorney;
  15. Communications between a city commissioner, the city manager, assistant city managers, the city clerk, the city attorney and potential offerors, vendors, service providers, lobbyists or consultants;
  16. Communications between the city manager or assistant city managers and the chairperson of the selection committee after the selection committee has submitted its written recommendations to the city manager on any and all matters relating to the recommendations. Should any change occur in the committee recommendation as a result



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of such communication, the content of the communication and of the corresponding change shall be described in writing and filed by the city manager with the city clerk, and be included in any recommendation submitted by the city manager to the city commission.

**(4) Procedure.**

a. *Imposition.* A cone of silence shall be imposed upon each request for proposals (RFP), request for qualifications (RFQ), invitation for bids (IFB) and any other solicitation when advertised. At the time of imposition of the cone of silence, the city manager shall provide public notice of the cone of silence and shall advise the affected department(s) in writing. The affected departments includes, but is not limited to, selection committee members, user departments, department heads, city attorney, city manager, assistant city manager(s), and the city commission.

b. *Termination.* Except as otherwise provided herein, the cone of silence shall terminate at the time of the city manager's approval of the award, or the city manager's written recommendation to the city commission, as may be applicable, is received by the city clerk, or at such time that bids or proposals are rejected by the city commission or the city manager; provided, however, that if the commission refers the city manager's recommendation back to the city manager or staff for further review, the cone of silence shall be re-imposed until such time as the city manager's subsequent written recommendation is received by the city clerk.

(5) *Penalties.* Violation of the cone of silence by a particular bidder or offeror shall render any award to said person voidable by the city commission. In addition to any other penalty provided by law, violation of any provision of this ordinance by a city employee shall subject said employee to disciplinary action up to and including dismissal. Any person who violates a provision of this ordinance shall be prohibited from serving on a city competitive selection or evaluation committee unless such appointment is approved by a four-fifths vote of the city commission. A violation of this section by a particular bidder, offeror, lobbyist or consultant shall subject such person or persons to potential debarment pursuant to the provisions of this chapter.

\_\_\_\_\_  
*J. David Hoyt*  
Proposer must complete, sign, and enclose Cone of Silence document, to ensure the proper intent to comply.  
Failures to complete, sign, and return this form may disqualify your response.

SIGNED: *J. David Hoyt* TITLE: Vice President, Regional Manager

Please sign and type or Print Name:

COMPANY: Standard Parking Corporation DATE: 6/17/09



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## Code of Ethics and Conflict of Interest

### CODE OF ETHICS AND CONFLICT OF INTEREST

#### Sec. 2-1055. Ethics

Any attempt by city employees to realize personal gain by conduct inconsistent with proper discharge of their duties is a breach of public trust. Any effort to influence any public employee to breach the standards of ethical conduct set forth in this division is also a breach of ethical standards. The provisions of city ordinances, county ordinances, and state statutes shall be strictly enforced to preserve the public trust.

#### Sec. 2-1056. Prohibition on transacting business with the city

No commissioner, appointed official, member of an advisory board or committee, member of a quasi-judicial board or committee, or employee shall enter into any contract or transact any business in which that person or a member of the immediate family has a financial interest, direct or indirect with the board or committee of the City of Coral Gables on which that person serves, and any such contract, agreement or business engagement entered in violation of this subsection shall render the transaction voidable. Willful violations of this subsection shall constitute malfeasance in office and shall affect forfeiture of office or position. Nothing in this subsection shall prohibit or make illegal (1) the payment of taxes, special assessments or fees for services provided by the city government; (2) the purchase of bonds, anticipation notes or other securities that may be issued by the city through underwriters or directly from time to time. This provision shall not apply to boards and committees which have been exempted by the city commission from the requirement of the city's ethic code.

(1) *Waiver of prohibition.* The requirements of this subsection may be waived for a particular transaction only by four affirmative votes of the city commission after public hearing upon finding that:

- a. An open-to-all sealed competitive proposal has been submitted by the offeror; or
- b. The proposal has been submitted by a person or firm offering services within the scope of the practice of architecture, professional engineering, or registered land surveying, as defined by the laws of the State of Florida and pursuant to the provisions of the Consultants' Competitive Negotiation Act, and when the proposal has been submitted by an offeror defined above; or
- c. The property or services to be involved in the proposed transaction are unique and the city cannot avail itself of such property or services without entering a transaction which would violate this subsection but for waiver of its requirements; or
- d. That the property or services to be involved in the proposed transaction are being offered to the city at a cost of no more than 80 percent of fair market value based on a certified appraisal paid for by the offeror; and
- e. That the proposed transaction will be in the best interest of the city. Such findings shall be spread on the minutes of the commission. This subsection shall be applicable only to prospective transactions, and the city commission may in no case ratify a transaction entered in violation of this subsection.

(2) *Provisions cumulative.* This subsection shall be taken to be cumulative and shall not be construed to amend or repeal any other law pertaining to the same subject matter.

#### Sec. 2-1057. Further prohibition on transacting business with the city

No commissioner, appointed official, member of an advisory board or committee, member of a quasi-judicial board or committee, or employee shall enter into any contract or transact any business through a firm, corporation, partnership or business entity in which that person or any member of the immediate family has a controlling financial interest, direct or indirect, with the city board or committee on which they serve, or with any person or agency acting for the city board or committee, and any such contract, agreement or business engagement entered in violation of this subsection shall render the transaction voidable. Waiver of this section may only be obtained by following the provisions of section 2-1056.

Additionally, no commission member shall vote on or participate in any way in any matter presented to the city commission if that person has any of the following relationships with any persons or entities which would be or might be directly or indirectly affected by any action of the city commission: (i) officer, director, partner, of counsel, consultant, employee, fiduciary or beneficiary; or (ii) stockholder, bondholder, debtor, or creditor, if in any instance the transaction or matter would affect the commission member in a manner distinct from the manner in which it would affect the public generally. Any commission member



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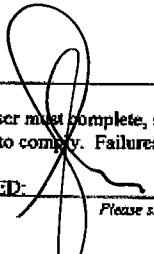


who has any of the specified relationships or who would or might, directly or indirectly, realize a profit by the action of the city commission shall not vote on or participate in any way in the matter.

**Sec. 2-1058. Compulsory disclosure by employees of firms doing business with the city**

Should any commissioner, appointed official, member of an advisory board or committee, member of a quasi-judicial board or committee, or employee be employed, by a corporation, firm, partnership or business entity in which that person or the immediate family does not have a controlling financial interest, and should the corporation, firm, partnership or business entity have substantial business commitments to or from the city or any city agency, or be subject to direct regulation by the city or a city agency, then the person shall file a sworn statement disclosing such employment and interest with the clerk of the City within 15 days after the person has actual or constructive notice of the relationship.

*Proposers must complete, sign, and enclose Conflict of Interest and Code of Ethics documents, to ensure the proper intent to comply. Failures to complete, sign, and return this form may disqualify your response.*

**SIGNED:**  **J. David Hoyt** **TITLE:** Vice President, Regional Manager

*Please sign and type or Print Name:*

**COMPANY:** Standard Parking Corporation **DATE:** 6/17/09



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## Formal Solicitations Protest Procedures

### FORMAL SOLICITATIONS PROTEST PROCEDURES

#### Sec. 2-950. Resolution of protested solicitations and awards—Formal

- (a) *Right to protest on solicitations.* The following procedures shall be used for resolution of protested solicitations.
- (b) *Protest of solicitation.* Any actual or prospective bidder or offeror who perceives itself aggrieved in connection with the formal solicitation of a contract or who intends to contest bid specifications or a bid solicitation may file a written notice of intent to file a protest with the city clerk's office within three calendar days prior to the date set for opening of bids or receipt of proposals. A notice of intent to file a protest is considered filed when received by the city clerk's office.
- (c) *Protest of award.* Any actual responsive and responsible bidder whose bid is lower than that of the recommended bidder or an offeror who perceives itself aggrieved in connection with the recommended award of contract may file a written notice of intent to file a protest with the city clerk's office within three calendar days after notice of the city manager's written recommendation to the city commission for award of contract. A notice of intent to file a protest is considered filed when received by the city clerk's office.
- (d) *Contents of protest.* A written protest based on any of the foregoing must be submitted to the city clerk's office within five calendar days after the date the notice of protest was filed. A written protest is considered filed when received by the city clerk's office. The written protest shall state with particularity the specific facts and law upon which the protest of the solicitation or the award is based, and shall include all pertinent documents and evidence and shall be accompanied by the required filing fee as provided in subsection (h) below. This shall form the basis for review of the written protest and no facts, grounds, documentation or evidence not contained in the protester's submission at the time of filing the protest shall be permitted in the consideration of the written protest.
- (e) *Computation of time.* No time will be added to the above time limits for service by mail. The last day of the period so computed shall be included unless it is a Saturday, Sunday, or legal holiday in which event the period shall run until the next day which is not a Saturday, Sunday or legal holiday.
- (f) *Challenger.* The written protest may not challenge the relative weight of the evaluation criteria or the formula for assigning points in making an award determination.
- (g) *Authority to resolve protests.* The chief procurement officer, after consultation with the city attorney, shall issue a written recommendation within ten calendar days after receipt of the written protest. Said recommendation shall be sent to the city manager with a copy to the protesting party. The city manager may then either resolve the protest or reject all proposals. The city manager's decision shall be sent to the city commission for approval or disapproval thereof. A protest of an award of a contract by the city commission may be filed with the circuit court pursuant to the Florida Rules of Appellate Procedure.
- (h) *Stay of procurement during protests.* Upon receipt of a written protest filed pursuant to the requirements of this section, the city shall not proceed further with the solicitation or with the award of the contract until the protest is resolved by the city manager or the city commission as provided in subsection (f) above, unless the city manager, after consultation with the head of the user department, the chief procurement officer, and the city attorney, makes a written determination that the solicitation process or the contract award must be continued without delay in order to avoid an immediate and serious danger to the public health, safety or welfare and protect substantial interests of the city.
- (i) *Costs.* All costs accruing from a protest shall be assumed by the protester.
- (j) *Filing fee.* The written protest must be accompanied by filing fee in the form of a money order or cashier's check payable to the city in an amount equal to one percent of the amount of the bid or proposed contract, or \$2,500.00, whichever is less. The filing fee shall guarantee the payment of all costs which may be adjudged against the protester in any administrative or court proceeding. If the protest is denied, the filing fee shall be forfeited to the city in lieu of payment of costs for the administrative proceedings. If the protest is upheld by the city, the filing fee shall be refunded to the protester less any costs assessed under subsection (i) above.



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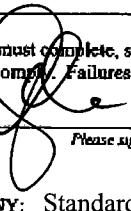
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(k) *Compliance with filing requirements.* Failure of a party to timely file either the notice of intent to file a protest or the written protest, or submit the filing fee, with the city clerk's office within the time provided in subsections (a), (b) and/or (c), above, shall constitute a forfeiture of such party's right to file a protest pursuant to this section. The protesting party shall not be entitled to seek redress before the city commission or seek judicial relief without first having followed the procedure set forth in this section.

Proposer must complete, sign, and enclose Formal Solicitations Protest Procedures documents, to ensure the proper intent to comply. Failures to complete, sign, and return this form may disqualify your response.

SIGNED:  J. David Hoyt Vice President, Regional Manager

Please sign and type or Print Name:

COMPANY: Standard Parking Corporation DATE: 6/17/09



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## American With Disability Act (ADA)

**CITY OF CORAL GABLES**  
**AMERICANS WITH DISABILITIES ACT (ADA)**  
**DISABILITY NONDISCRIMINATION STATEMENT**

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A  
NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

This sworn statement is submitted to City of Coral Gables

(print name of public entity)

(print individual's name and title) \_\_\_\_\_  
for Standard Parking Corporation  
(print name of entity submitting sworn statement) \_\_\_\_\_

whose business address is: 900 N. Michigan Avenue, Suite 1600

Chicago, Illinois 60611 16-1171179  
and (if applicable) its Federal Employer Identification Number (FEIN) is \_\_\_\_\_  
(If the entity has not FEIN, include Social Security Number of the individual signing this sworn statement)

I being duly first sworn state:

That the above named firm, corporation or organization is in compliance with and agreed to continue to comply with, and assure that any sub-contractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and service, transportation, communications, access to facilities renovations and new construction.

The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 U.S.C. 12101,12213 and 47 U.S.C. Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private Entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

**The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Sections 5553.501-553.513, Florida Statutes**





**CITY OF CORAL GABLES  
AMERICANS WITH DISABILITIES ACT (ADA)  
DISABILITY NONDISCRIMINATION STATEMENT**

The Rehabilitation Act of 1973, 229 U.S.C. Section 794

The Federal Transit Act, as amended, 49 U.S.C. Section 1612

The Fair Housing Act as amended, 42 U.S.C. Section 3601-3631



[Signature]

Sworn to and subscribed before me this 17 day of June, 20 09

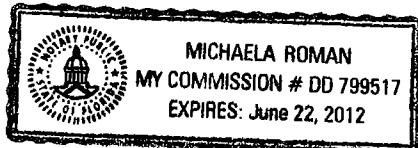
Personally known \_\_\_\_\_

or produced identification:

FL DL H300-424-70-210-0  
[Type of Identification]

Notary Public, State of Florida  
My Commission Expires 6/22/12

Michaela Roman  
[Printed, typed or stamped  
commissioned name of  
Notary Public]



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**Certified Resolution**

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CERTIFICATION  
OF  
CORPORATE RESOLUTION

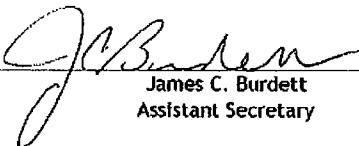
The undersigned, James C. Burdett, does hereby certify that he is a duly elected Assistant Secretary of Standard Parking Corporation, a Delaware corporation (the "Corporation"); that the following resolution was duly adopted by the Board of Directors of the Corporation on April 24, 1998, by written consent in lieu of a meeting, and in accordance with the General Corporation Law of the State of Delaware and the By-Laws of said Corporation; that the following resolution is in full force and effect and has not been modified or altered, to-wit:

**RESOLVED**, that any one of the Chairman, Chief Executive Officer, President, any Executive Vice President, any Senior Vice President or any Vice President of the Corporation be, and each of them hereby is, authorized to execute and deliver any bid or proposal, lease agreement, management agreement, operating agreement or contract, or other instrument or document relating thereto, in the name of and on behalf of this Corporation, subject, however, to the approval by the Board of Directors of the terms of any agreement providing for the purchase of the total assets or the stock of another individual, partnership or corporation prior to execution of such agreement and any other document in connection therewith.

I, James C. Burdett, Assistant Secretary of Standard Parking Corporation, having compared the foregoing resolution with the original thereof, as recorded in the minute book of said company, do certify that the same is correct and a true transcript therefrom, and of the whole of said original resolution.

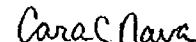
I further certify that J. David Hoyt is the duly elected Vice President of the Corporation.

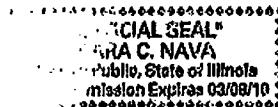
Given under my hand and seal of the company, in the city of Chicago, state of Illinois this 10th day of June 2009.

  
\_\_\_\_\_  
James C. Burdett  
Assistant Secretary

Corporate Seal

Subscribed and Sworn to before me  
this 10<sup>th</sup> day of June 2009.

  
\_\_\_\_\_  
Kara C. Nava  
Notary Public  
My Commission expires: March 8, 2010



Offeror's Certification



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CERTIFICATION  
OF  
CORPORATE RESOLUTION

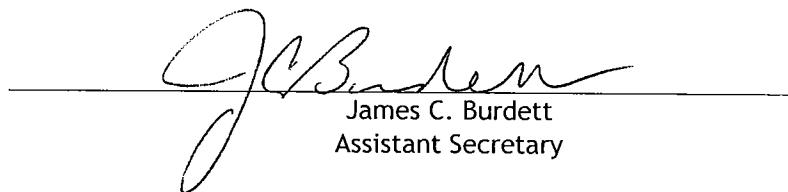
The undersigned, James C. Burdett, does hereby certify that he is a duly elected Assistant Secretary of Standard Parking Corporation, a Delaware corporation (the "Corporation"); that the following resolution was duly adopted by the Board of Directors of the Corporation on April 24, 1998, by written consent in lieu of a meeting, and in accordance with the General Corporation Law of the State of Delaware and the By-Laws of said Corporation; that the following resolution is in full force and effect and has not been modified or altered, to-wit:

**RESOLVED**, that any one of the Chairman, Chief Executive Officer, President, any Executive Vice President, any Senior Vice President or any Vice President of the Corporation be, and each of them hereby is, authorized to execute and deliver any bid or proposal, lease agreement, management agreement, operating agreement or contract, or other instrument or document relating thereto, in the name of and on behalf of this Corporation, subject, however, to the approval by the Board of Directors of the terms of any agreement providing for the purchase of the total assets or the stock of another individual, partnership or corporation prior to execution of such agreement and any other document in connection therewith.

I, James C. Burdett, Assistant Secretary of Standard Parking Corporation, having compared the foregoing resolution with the original thereof, as recorded in the minute book of said company, do certify that the same is correct and a true transcript therefrom, and of the whole of said original resolution.

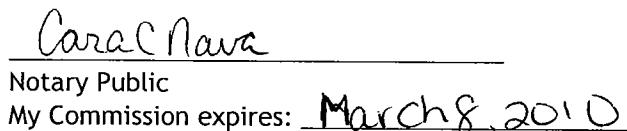
I further certify that J. David Hoyt is the duly elected Vice President of the Corporation.

Given under my hand and seal of the company, in the city of Chicago, state of Illinois this 10th day of June 2009.

  
\_\_\_\_\_  
James C. Burdett  
Assistant Secretary

Corporate Seal

Subscribed and Sworn to before me  
this 10<sup>th</sup> day of June 2009.

  
\_\_\_\_\_  
Notary Public  
My Commission expires: March 8, 2010

\*\*\*  
"NOTARY PUBLIC SEAL"  
CARAC NAVA  
Notary Public, State of Illinois  
Commission Expires 03/08/10  
\*\*\*



### Offeror's Certification

#### Offeror's Certification

##### WHEN OFFERER IS A CORPORATION

IN WITNESS WHEREOF, the Offeror hereto has executed this Proposal Form this        day of       , 20      .

Standard Parking Corporation

Print Name of Corporation

Delaware

Print State of Incorporation

(CORPORATE SEAL)

By:

Signature of President/Other Authorized Officer

Print Name of President/Other Authorized Officer

900 N. Michigan Ave, Suite 1600

Address of Corporation

Chicago, IL 60611

City/State/Zip

312-274-2000

Business Telephone Number

APTEST:

By:  
Secretary

On this 17 day of June, 2009, before me, the undersigned Notary Public of the State of Florida, the foregoing instrument was acknowledged by

J. David Hoyt, VP

(Name of Corporate Officer(s) and Title(s))

of Standard Parking Corporation on behalf of the Corporation.

(Name of Corporation and State of Place of Incorporation)

WITNESS my hand  
and official seal

  
NOTARY PUBLIC, STATE OF FLORIDA

NOTARY PUBLIC  
SEAL OF OFFICE:

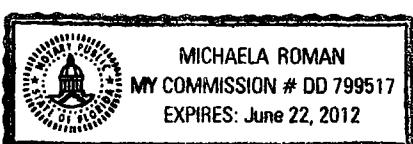
  
(Name of Notary Public: Print, Stamp or Type  
as Commissioned.)

Personally known to me, or  
Produced identification:

FL DL H300-424-70-210-0

(Type of Identification Produced)

DID take an oath, or  DID NOT did not take an oath



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**NON-COLLUSION AFFIDAVIT**

State of Florida,

)ss.

County of Dade )

\_\_\_\_\_, being first duly sworn,  
deposes  
and says that:

- (1) Affiant is the J. David Hoyt,  
Standard Parking Corporation (Owner, Partner, Officer, Representative or Agent) of  
\_\_\_\_\_, the Proposer that has submitted the  
attached Proposal;
- (2) Affiant is fully informed respecting the preparation and contents of the attached Proposal and of  
all pertinent circumstances respecting such Proposal;
- (3) Such Proposal is genuine and is not a collusive or sham Proposal;
- (4) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives,  
employees or parties in interest, including this affiant, have in any way colluded, conspired,  
connived or agreed, directly or indirectly, with any other Proposer or firm, or person to submit a  
collusive or sham Proposal in connection with the work for which the attached Proposal has been  
submitted; or to refrain from bidding in connection with such work; or have in any manner,  
directly or indirectly, sought by agreement or collusion, or communication, or conference with  
any Proposer, firm, or person to fix any overhead, profit, or cost elements of the Proposal price or  
the Proposal price of any other Proposer, or to secure through any collusion, conspiracy,  
connivance, or unlawful agreement any advantage against (Recipient), or any person interested in  
the proposed work;
- (5) The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any  
collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any other  
of its agents, representatives, owners, employees or parties in interest, including this affiant.

---

**Drug Free Work Place**

---



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**DRUG-FREE WORK PLACE FORM**

Standard Parking

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that Corporation  
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the work place, the business's policy of maintaining a drug-free workplace, any available drug counseling, Employee Assistance Programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee a copy of the statement specified in subsection (1) that are engaged in providing the commodities or contractual services that are proposed.
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are proposed, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Proposer's Signature

6/17/09

Date

Certification Signature

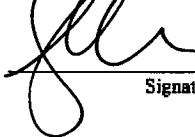


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I CERTIFY THAT I AM AUTHORIZED TO EXECUTE THIS QUALIFICATION STATEMENT ON BEHALF OF THE APPLICANT. THE PROPOSER ACKNOWLEDGES AND UNDERSTANDS THAT THE INFORMATION CONTAINED IN RESPONSE TO THIS QUALIFICATION STATEMENT SHALL BE RELIED UPON BY OWNER IN AWARDING THE CONTRACT AND SUCH INFORMATION IS WARRANTED BY PROPOSER TO BE TRUE. THE DISCOVERY OF ANY OMISSION OR MISSTATEMENT THAT MATERIALLY AFFECTS THE PROPOSER'S QUALIFICATIONS TO PERFORM UNDER THE CONTRACT SHALL CAUSE THE CITY TO REJECT THE PROPOSAL, AND IF, AFTER TERMINATE THE AWARD AND/OR CONTRACT.



\_\_\_\_\_  
Signature

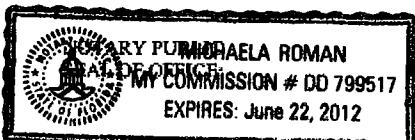
State of Florida

County of Dade

On this the 17 day of June, 2009, before me, the undersigned Notary Public of the State of Florida, personally appeared J David Hoyt and whose name(s) is/are subscribed to  
(Name(s) of individual(s) who appeared before notary)  
the within instrument, and acknowledge it's execution.



\_\_\_\_\_  
NOTARY PUBLIC, STATE OF FLORIDA



Michaela Roman  
(Name of Notary Public: Print, Stamp or Type  
as Commissioned.)

Personally known to me, or  
Produced identification:

FLDL H300-424-70-210-0  
(Type of Identification Produced)

#### Lobbyist Information



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**CITY OF CORAL GABLES  
LOBBYIST - ISSUE APPLICATION**

**HAVE YOU BEEN RETAINED TO LOBBY ANY OF THE FOLLOWING FOR STATE PURPOSE?**

**CITY OFFICIALS:** Mayor, City Commissioners, City Attorney, City Manager, Assistant City Manager, Heads or Directors of Departments, and their Assistant or Deputy, Police Major or Chief, Building and Zoning Inspectors, Board, or Committee Members.

**FOR THIS PURPOSE:** To encourage the passage, defeat or modification of any ordinance, resolution, action, or decision of the City Commission; or any action, decision or recommendation of any Board, Committee or City Official.

**TIME PERIOD:** During the time period of the entire decision-making process on an action, decision or recommendation which foreseeable will be heard or reviewed by the Commission, or a board or Committee.

**IF THE FOREGOING APPLIES TO YOU, YOU ARE REQUIRED TO REGISTER AS A LOBBYIST AND TO FILE THE FOLLOWING INFORMATION, UNDER OATH, WITH THE CITY CLERK FOR EACH ISSUE ADDRESSED.**

NONE

Your Name: (Print)

**LOBBYIST**

Your Business Name: (Print)

\_\_\_\_\_

Business Telephone Number:

\_\_\_\_\_

Business Address:

\_\_\_\_\_

Client you are representing on this issue:

Name of Client: (Print)

\_\_\_\_\_

Client's Address:

\_\_\_\_\_

Name of Corporation, Partnership, or Trust: (Print)

Names of all persons holding, directly or indirectly, a 5% or more ownership interest in the corporation, partnership, or trust: (Print)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**Standard Parking®**

901 South Miami Avenue, Suite 303  
Miami, Florida 33130

Phone (305) 377-2208 \* Fax (305) 377-2268



**ISSUE:** Describe specific issue on which you will lobby: (Separate Application and Fee is required for each specific issue)

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**ISSUE FEE:** You are required to pay a \$125.00 Issue Fee to the City Clerk prior to lobbying on a specific issue.

**ADDITIONAL CLIENTS:** You are required to fill out an additional Application for each additional Client represented on this issue, and attach to this Application.

I \_\_\_\_\_ hereby swear or affirm under penalty of  
perjury that all the facts contained in this Application are true and that I am aware that these  
requirements are in compliance with the provisions of Dade  
County Code Sec. 2-11.1(s) governing Lobbying.

Date: \_\_\_\_\_ Signature of Lobbyist

\$125.00 Appearance Fee Paid: \_\_\_\_\_ Received by \_\_\_\_\_

Fees Waived for Not for Profit Organization (documentary proof attached) \_\_\_\_\_

Additional Client Application Attached: \_\_\_\_\_



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---

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**CITY OF CORAL GABLES  
LOBBYIST  
BIENNIAL REGISTRATION APPLICATION**

**HAVE YOU BEEN RETAINED TO LOBBY ANY OF THE FOLLOWING FOR STATE PURPOSE?**

**CITY OFFICIALS:**

Mayor, City Commissioners, City Attorney, City Manager, Assistant City Manager, Heads or Directors of Departments, and their Assistant or Deputy, Police Major or Chief, Building and Zoning Inspectors, Board, or Committee Members.

**FOR THIS PURPOSE:**

To encourage the passage, defeat or modification of any ordinance, resolution, action, or decision of the City Commission; or any action, decision or recommendation of any Board, Committee or City Official.

**TIME PERIOD:**

During the time period of the entire decision-making process on an action, decision or recommendation which will be heard or reviewed by the Commission, or a board or Committee.

**IF THE FOREGOING APPLIES TO YOU, YOU ARE REQUIRED TO REGISTER AS A LOBBYIST AND TO FILE THE FOLLOWING INFORMATION, UNDER OATH, WITH THE CITY CLERK FOR EACH ISSUE ADDRESSED.**

Name: (Print) NONE

LOBBYIST

Business Name: (Print) \_\_\_\_\_

Business Telephone Number: \_\_\_\_\_

Business Address: \_\_\_\_\_

State the extent of any business or professional relationship with any current member of the City Commission.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PRINCIPALS REPRESENTED:** List here all principals currently represented by you, including address and telephone number.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**ANNUAL REPORT:** On July 1<sup>st</sup> of each year, you are required to submit to the City Clerk a signed statement under oath listing all lobbying expenditures in excess of \$25.00 for the preceding calendar year. A statement is required to be filed without expenditures.



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**ISSUE FEE:** You are required to pay a \$125.00 Issue Fee to the City Clerk prior to lobbying on behalf of a specific issue and to fill out an Application stating under oath, your name, business address, the name of each principal employed by you to lobby, and the specific issue of which you wish to lobby.

**NOTICE OF WITHDRAWAL:** If you discontinue representing a particular client, a notice of withdrawal is required to be filed with the City Clerk.

**BIENNIAL LOBBYIST REGISTRATION FEE:** This Registration must be on file in the Office of the City Clerk prior to the filing of an Issue Application to lobby on a specific issue and the \$500.00 Biennial Lobbyist Registration Fee must be paid on or before October 1, 2000.

I \_\_\_\_\_ hereby swear or affirm under penalty of  
(Print Name of Lobbyist)  
perjury that I have read the provisions of Dade County Code Sec, 2-11.1(s)  
governing Lobbying and that all of the facts contained in this Registration  
Application are true and that I agree to pay the \$500.00 Biennial Lobbyist  
Registration Fee on or before October 1, 2000 and on or before October 1,  
of each even-numbered year thereafter, if I continue as an active Lobbyist in  
the City of Coral Gables.

\_\_\_\_\_  
Signature of Lobbyist

STATE OF FLORIDA      )  
                            )  
COUNTY OF DADE      )

BEFORE ME personally appeared \_\_\_\_\_ to me well known and known to me to be the  
person described in and who executed the foregoing instrument, and acknowledged to and before me that \_\_\_\_\_  
executed said instrument for the purposes therein expressed.

WITNESS my Hand and Official Seal this \_\_\_\_\_.

\_\_\_\_\_  
Personally Known

\_\_\_\_\_  
Produced ID

\_\_\_\_\_  
Notary Public  
State of Florida

\$500.00 Fee Paid \_\_\_\_\_

Received By \_\_\_\_\_

\$500.00 Fee Waived for Not-for-Profit Organizations (documentary proof attached) \_\_\_\_\_



**Standard Parking®**

901 South Miami Avenue, Suite 303  
Miami, Florida 33130  
Phone (305) 377-2208 \* Fax (305) 377-2268



State of Florida Certificate

***State of Florida***  
***Department of State***

I certify from the records of this office that STANDARD PARKING CORPORATION is a corporation organized under the laws of Delaware, authorized to transact business in the State of Florida, qualified on February 8, 1982.

The document number of this corporation is 851793.

I further certify that said corporation has paid all fees due this office through December 31, 2008, that its most recent annual report was filed on April 25, 2008, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the Great Seal of Florida, at Tallahassee, the Capital, this the Sixth day of January, 2009*

***Secretary of State***



Authentication ID: 500139788585-010609-851793

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.  
<https://efile.sunbiz.org/certauthver.html>



**Standard Parking®**

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Miami, Florida 33130  
Phone (305) 377-2208 \* Fax (305) 377-2268



## Various Licenses

(More available upon request)

**MIAMI-DADE COUNTY  
TAX COLLECTOR  
140 W. FLAGLER ST.  
14th FLOOR  
MIAMI, FL 33130**

**2008 LOCAL BUSINESS TAX RECEIPT 2009  
MIAMI-DADE COUNTY - STATE OF FLORIDA  
EXPIRES SEPT. 30, 2009**

**MUST BE DISPLAYED AT PLACE OF BUSINESS  
PURSUANT TO COUNTY CODE CHAPTER 8A - ART. 9 & 10**

**THIS IS NOT A BILL - DO NOT PAY**

**FIRST-CLASS  
U.S. POSTAGE  
PAID  
MIAMI, FL  
PERMIT NO. 231**

492518-7  
BUSINESS NAME / LOCATION **STANDARD PARKING SYSTEM INC**  
**4425 PONCE DE LEON BLVD** 160  
**33146 CORAL GABLES**  
RENEWAL  
RECEIPT NO. **514187-4**

OWNER **STANDARD PARKING SYSTEM INC**  
Sec. Type of Business **192 PARKING FACILITY** SPACES **1086**

THIS IS ONLY A LOCAL  
BUSINESS TAX RECEIPT. IT  
DOES NOT PERMIT THE  
HOLDER TO VIOLATE ANY  
EXISTING OR REGULATORY  
OR ZONING LAWS OF THE  
COUNTY OR CITIES. NOR  
DOES IT EXEMPT THE  
HOLDER FROM ANY OTHER  
PERMIT OR RECEIPT  
REQUIRED BY LAW. THIS IS  
NOT A CERTIFICATION OF  
THE HOLDER'S QUALIFICA-  
TION.

PAYMENT RECEIVED  
MIAMI-DADE COUNTY TAX  
COLLECTOR

08/20/2008  
60040000137  
000180.00

SEE OTHER SIDE

**DO NOT FORWARD**

STANDARD PARKING SYSTEM INC  
TAX DEPT  
1624 MERIDIAN AVE STE 106  
MIAMI BEACH FL 33139

**MIAMI-DADE COUNTY  
TAX COLLECTOR  
140 W. FLAGLER ST.  
14th FLOOR  
MIAMI, FL 33130** 2008 **LOCAL BUSINESS TAX RECEIPT** 2009  
**MIAMI-DADE COUNTY - STATE OF FLORIDA**  
**EXPIRES SEPT. 30, 2009**  
**MUST BE DISPLAYED AT PLACE OF BUSINESS**  
**PURSUANT TO COUNTY CODE CHAPTER 6A - ART. 9 & 10**  
**FIRST-CLASS  
U.S. POSTAGE  
PAID  
MIAMI, FL  
PERMIT NO. 231**  
**THIS IS NOT A BILL - DO NOT PAY**

492517-9  
BUSINESS NAME / LOCATION **STANDARD PARKING INC**  
4465 SW 42 AVE  
33166 MIAMI  
RENEWAL  
RECEIPT NO. **514186-6**

OWNER **STANDARD PARKING INC** Sec. Type of Business **192 PARKING FACILITY** SPACES **2074**

THIS IS ONLY A LOCAL BUSINESS TAX RECEIPT. IT DOES NOT PERMIT THE HOLDER TO VIOLATE ANY EXISTING OR REGULATORY LAW ON ZONING OR BUILDING CODES OF THE COUNTY OR CITIES. NOR DOES IT EXEMPT THE HOLDER FROM ANY OTHER PERMIT OR RECEIPT REQUIRED BY LAW. THIS IS NOT A CERTIFICATION OF THE HOLDER'S QUALIFICATION.

PAYMENT RECEIVED  
MIAMI-DADE COUNTY TAX  
COLLECTOR:  
08/20/2008

6004000013  
000180.00

**SEE OTHER SIDE**

**DO NOT FORWARD**

STANDARD PARKING INC  
TAX DEPT  
1676 MERIDIAN AVE STE 106  
MIAMI BEACH FL 33139

SEE OTHER SIDE



**Standard Parking®**

**901 South Miami Avenue, Suite 303  
Miami, Florida 33130**  
**Phone (305) 377-2208 \* Fax (305) 377-2268**



CITY OF CORAL GABLES  
BUILDING AND ZONING DEPARTMENT  
CERTIFICATE OF USE  
PO BOX 141549  
CORAL GABLES, FL 33149

*** RECEIPT FOR CERTIFICATE OF USE FEE ***	
4425 PONCE DE LEON BLVD 41200171620	Cert#... 10352 Status... Renewed Exp Date: 05/18/09 Amt Paid: \$0.00 on 06/23 OR 18880-3378 2
ADMINISTRATIVE OFFICE	

STANDARD PARKING CORP.  
STANDARD PARKING CORP.  
4410 PONCE DE LEON BLVD.  
CORAL GABLES FL 33146



**CITY OF CORAL GABLES, FLORIDA**  
BUSINESS TAX RECEIPT  
THIS IS NOT A BILL-DO NOT PAY

CUST. NO 017623  
RECEIPT NO  
BT-0000012831

**2008-2009**

BUSINESS NAME: STANDARD PARKING CORP	LOCATION: 4251 SALZEDO ST		
DBA NAME: STANDARD PARKING CORP			
CLASSIFICATION: 1 PARKING LOTS, COMMERCIAL	NO. OF UNITS 42	UNIT DESCRIPTION	AMOUNT PAID: \$ 2,232.00
2			
3			
4			
5			
6			

**BUSINESS TAX RECPT RENEWAL**  
"This receipt does not constitute authority to begin operating at this location without a  
Certificate of Use and Inspection Approval."

VALID ONLY AT LOCATION ABOVE  
BUSINESS TAX RECEIPT EXPIRES 09/30/2009



**CITY OF CORAL GABLES, FLORIDA**  
BUSINESS TAX RECEIPT  
THIS IS NOT A BILL-DO NOT PAY

CUST. NO 017708  
RECEIPT NO  
BT-0000010338

**2008-2009**

BUSINESS NAME: STANDARD PARKING CORP	LOCATION: 4465 LE JEUNE RD		
DBA NAME: STANDARD PARKING CORP	STE 1700		
CLASSIFICATION: 1 ADMINISTRATIVE OFFICE	NO. OF UNITS 25	UNIT DESCRIPTION	AMOUNT PAID: \$ 3,824.00
2 PARKING LOTS, COMMERCIAL	63	EMPLOYEES/PARTNERS	
3			
4			
5			
6			

**BUSINESS TAX RECPT RENEWAL**  
"This receipt does not constitute authority to begin operating at this location without a  
Certificate of Use and Inspection Approval."

VALID ONLY AT LOCATION ABOVE  
BUSINESS TAX RECEIPT EXPIRES 09/30/2009



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Miami, Florida 33130  
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## Certificate of Insurance

ACORD CERTIFICATE OF LIABILITY INSURANCE				DATE (MM/DD/YYYY) 01/06/2009										
<b>PRODUCER</b> Aon Risk Services Central, Inc. Chicago IL Office 200 East Randolph Chicago IL 60601 USA  <b>PHONE</b> (866) 283-7122 <b>FAX</b> - (847) 953-5390		<b>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERNS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.</b>												
<b>INSURED</b> Standard Parking Corporation ATTN: Risk Manager Ph#312.274.2185; Fax#312.640.8218 900 North Michigan Avenue Suite 1600 Chicago IL 60611-1542 USA		<b>INSURERS AFFORDING COVERAGE</b> <table border="1"> <tr> <td>INSURER A: National Union Fire Ins Co of Pittsburgh</td> <td>19445</td> </tr> <tr> <td>INSURER B: ACE American Insurance Company</td> <td>22667</td> </tr> <tr> <td>INSURER C: ACE Fire Underwriters Insurance Co.</td> <td>20702</td> </tr> <tr> <td>INSURER D: ACE Property &amp; Casualty Insurance Co.</td> <td>20699</td> </tr> <tr> <td>INSURER E: XL Insurance America Inc</td> <td>24554</td> </tr> </table>			INSURER A: National Union Fire Ins Co of Pittsburgh	19445	INSURER B: ACE American Insurance Company	22667	INSURER C: ACE Fire Underwriters Insurance Co.	20702	INSURER D: ACE Property & Casualty Insurance Co.	20699	INSURER E: XL Insurance America Inc	24554
INSURER A: National Union Fire Ins Co of Pittsburgh	19445													
INSURER B: ACE American Insurance Company	22667													
INSURER C: ACE Fire Underwriters Insurance Co.	20702													
INSURER D: ACE Property & Casualty Insurance Co.	20699													
INSURER E: XL Insurance America Inc	24554													
<b>COVERAGE(S)</b> <small>THIS CERTIFICATE APPLIES TO THE POLICIES LISTED ON THE REVERSE SIDE. PLEASE REFER TO THE POLICY FOR THE TERMS AND CONDITIONS OF THE COVERAGE.</small>														
THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD 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.														
<small>LIMITS SHOWN ARE AS REQUESTED</small>														
INSR	ADD'L LTR	ENDS RD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS							
			GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR  <input type="checkbox"/>  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO- <input type="checkbox"/> JECT <input checked="" type="checkbox"/> LOC	HDOG2374885A	01/01/09	01/01/10	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ex occurs) MED EXP (Ad 928 per 1000) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP-OP AGG	\$2,000,000 \$100,000 Excluded \$2,000,000 \$2,000,000 \$2,000,000						
			AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON OWNED AUTOS	ISA H08250820	01/01/09	01/01/10	COMBINED SINGLE LIMIT (Ex accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	\$2,000,000						
B			GARAGE LIABILITY <input type="checkbox"/> ANY AUTO	HDOG2374885A Garage Liability ISA H08250820 Garagekeepers Liability	01/01/09	01/01/10	AUTO ONLY - EA ACCIDENT OTHER THAN EA ACC AUTO ONLY: AGG	\$2,000,000 \$2,000,000 \$15,000,000						
D			EXCESS / UMBRELLA LIABILITY <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE  <input type="checkbox"/> DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION	X00623865750	01/01/09	01/01/10	EACH OCCURRENCE AGGREGATE	\$25,000,000 \$25,000,000						
C			WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR, PARTNER/EXECUTIVE OFFICER MEMBER EXCLUDED? <small>If yes, describe under SPECIAL PROVISIONS below</small>	WLRC44359455 AOS SCFC44359492 WI WLRC44359418 CA	01/01/09	01/01/10	X WC STATUS E.I. EACH ACCIDENT E.I. DISEASE-EA EMPLOYEE E.I. DISEASE-POLICY LIMIT	OTHER \$1,000,000 \$1,000,000 \$1,000,000						
B			OTHER <small>Misc Liab Cvg</small>	005218552 Crime	06/01/08	06/01/09	Limit (1)	\$1,000,000						
DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS LOCATION - 02919, (R) CITY OF CORAL GABLES LOTS. INSURANCE CHARGES WILL INCLUDE ALL APPLICABLE PREMIUMS AND COST, AS WELL AS RETAINED EXPOSURE CHARGES ESTABLISHED BY THE NAMED INSURED.														
<b>CERTIFICATE HOLDER</b>		<b>CANCELLATION</b>												
CITY OF CORAL GABLES ATTN: CITY MANAGER 405 BILTMORE WAY CORAL GABLES, FL 33134 USA		SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL A CANCELLATION NOTICE TO THE ADDRESSEE TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.												
<b>ACORD 75 (2001/08)</b>		AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central Inc.</i> <b>ACORD CORPORATION 1998</b>												

Holder Identifier : 02919

Certificate No : SF0032455065



901 South Miami Avenue, Suite 303  
 Miami, Florida 33130  
 Phone (305) 377-2208 \* Fax (305) 377-2268



**Attachment to ACORD Certificate for Standard Parking Corporation**

The terms, conditions and provisions noted below are hereby attached to the captioned certificate as additional description of the coverage afforded by the insurer(s). This attachment does not contain all terms, conditions, coverages or exclusions contained in the policy.

INSURED	INSURER F Great American Insurance Company of NY 22136
Standard Parking Corporation Attn: Risk Manager Ph#312.274.2185; Fax#312.640.8218 900 North Michigan Avenue Suite 1600 Chicago IL 60611-1542 USA	INSURER G Liberty Insurance Underwriters, Inc. 19917
	INSURER
	INSURER
	INSURER

**ADDITIONAL POLICIES**

If a policy below does not include limit information, refer to the corresponding policy on the ACORD certificate form for policy limits.

INSR LTR	ADD'L INSRD	TYPE OF INSURANCE	POLICY NUMBER POLICY DESCRIPTION	POLICY EFFECTIVE DATE	POLICY EXPIRATION DATE	LIMITS
		EXCESS LIABILITY				
E			US00005541LI09A	01/01/09	01/01/10	Limit of Liability-Ea \$25,000,000
F			EXC2195713	01/01/09	01/01/10	Limit of Liability - \$25,000,000
G			LQ1871202540046	01/01/09	01/01/10	Aggregate \$25,000,000
					Each Occurrence	\$25,000,000

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS



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# THE AMERICAN INSTITUTE OF ARCHITECTS

## AIA Document A310 Bid Bond

KNOW ALL MEN BY THESE PRESENTS, THAT WE Standard Parking Corporation

900 N. Michigan Avenue, Suite 1600, Chicago, IL 60611

as Principal, hereinafter called the Principal, and Westchester Fire Insurance Company

436 Walnut Street, P. O. Box 1000, Philadelphia, PA 19106

a corporation duly organized under the laws of the State of NY

as Surety, hereinafter called the Surety, are held and firmly bound unto City of Coral Gables, FL

2800 SW 72nd Avenue, Coral Gables, FL 33155

as Obligee, hereinafter called the Obligee, in the sum of Five Percent of Amount Bid

Dollars (\$ 5%) ),

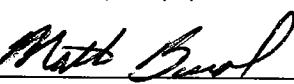
for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

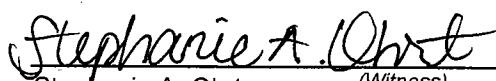
WHEREAS, the Principal has submitted a bid for City of Coral Gables, Parking Cashier Services, RFP #2009.05.29

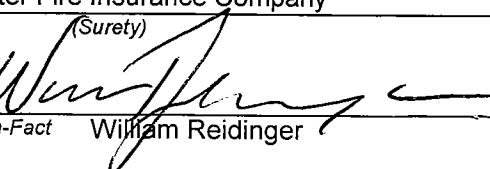
NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a Contract with the Obligee in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and materials furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Obligee may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed this 15th day of June, 2009

  
Marvin O. Rivera (Witness)

Standard Parking Corporation  
(Principal) (Seal)  
By:   
Matt Buol Attorney-in-Fact (Title)

  
Stephanie A. Ohrt (Witness)

Westchester Fire Insurance Company  
(Surety) (Seal)  
By:   
William Reidinger Attorney-in-Fact (Title)

# Power of Attorney

## WESTCHESTER FIRE INSURANCE COMPANY

Know all men by these presents: That WESTCHESTER FIRE INSURANCE COMPANY, a corporation of the State of New York, having its principal office in the City of Atlanta, Georgia pursuant to the following Resolution, adopted by the Board of Directors of the said Company on December 11, 2006, to wit:

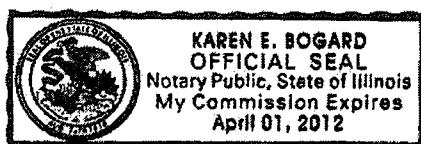
"RESOLVED, that the following authorizations relate to the execution, for and on behalf of the Company, of bonds, undertakings, recognizances, contracts and other written commitments of the Company entered into the ordinary course of business (each a "Written Commitment")."

- (1) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise.
- (2) Each duly appointed attorney-in-fact of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise, to the extent that such action is authorized by the grant of powers provided for in such persons written appointment as such attorney-in-fact.
- (3) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to appoint in writing any person the attorney-in-fact of the Company with full power and authority to execute, for and on behalf of the Company, under the seal of the Company or otherwise, such Written Commitments of the Company as may be specified in such written appointment, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (4) Each of the Chairman, the President and Vice Presidents of the Company is hereby authorized, for and on behalf of the Company,

STATE OF ILLINOIS  
COUNTY OF COOK

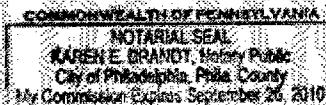
On this 15th day of June, 2009, before me personally appeared William Reidinger, known to me to be the Attorney-in-Fact of Westchester Fire Insurance Company, the corporation that executed the within instrument, and acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, at my office in the aforesaid county, the day and year in this certificate first written above.



Karen E. Bogard  
(Notary Public)

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Philadelphia the day and year first above written.



Karen E. Bogard  
(Notary Public)

I, the undersigned Assistant Secretary of the WESTCHESTER FIRE INSURANCE COMPANY, do hereby certify that the original POWER OF ATTORNEY, of which the foregoing is a substantially true and correct copy, is in full force and effect.

In witness whereof, I have hereunto subscribed my name as Assistant Secretary, and affixed the corporate seal of the Corporation, this 15th day of June, 2009.



William L. Kelly  
William L. Kelly, Assistant Secretary

THIS POWER OF ATTORNEY MAY NOT BE USED TO EXECUTE ANY BOND WITH AN INCEPTION DATE AFTER April 09, 2011.

## **APPOINTMENT OF ATTORNEY-IN-FACT**

KNOW ALL MEN BY THESE PRESENTS, that I, Michael K. Wolf, in my capacity as Chief Administrative Officer, do hereby appoint Donna Wright and/or Karen Bogard, Matt Buol and Diane M. O'Leary, in their capacity as employees of Allied North America Insurance Brokerage of IL, LLC, to be my lawful attorneys-in-fact to do any or all of the acts listed herein:

1. To execute/issue any bid, performance, payment or other surety bond related instruments and all bonds or other instruments of a similar nature, requested by the Director of Risk Management, Senior Vice President of Administrative Services, or Chief Administrative Officer of Standard Parking Corporation up to \$1,000,000; as shall be required in connection with (i) any work to be performed by Standard Parking Corporation or any of its direct or indirect subsidiaries, (ii) bids, proposals, contracts, agreements, affidavits, letters of intent, or other instruments pertaining to the sale of services by Standard Parking, or any of its direct or indirect subsidiaries, (iii) the conduct of any business of the Corporation or any of its subsidiaries, including requirements of the United States governments, any state, county, municipality, or political subdivision, agency or department thereof, or (iv) applications, permits, returns, reports and other similar documents relating thereto.
2. This Power of Attorney will remain in force for the period of October 1, 2008 to June 30, 2009 or until written notice or revocation be provided to Allied North America Insurance Brokerage of Illinois, LLC.

IN WITNESS WHEREOF, I have hereunto set my hand this

16 Day of February, 2008.

Michael K. Wolf  
Michael K. Wolf, Chief Administrative Officer

ATTEST:

Carac C. Nava (Notary Acknowledgment)

