

**RESOLUTION NO. 20-12-111**

**A RESOLUTION OF THE VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA, APPROVING THE FINAL RANKINGS AND RECOMMENDATION OF THE RFP 20-12 EVALUATION COMMITTEE FOR SELECTION OF A CONTRACTOR TO REPLACE THE EXISTING FLAT ROOF AT FIRE STATION 20; AUTHORIZING THE VILLAGE MANAGER AND VILLAGE ATTORNEY TO NEGOTIATE AND ENTER INTO AN AGREEMENT FOR THE REQUESTED SERVICES; AUTHORIZING THE VILLAGE MANAGER TO EXPEND BUDGETED FUNDS AND PROVIDING FOR AN EFFECTIVE DATE**

**WHEREAS**, the Fire Rescue Department of Islamorada, Village of Islands (the "Village") is statutorily charged with fire prevention and emergency management duties, including planning, preparedness, response, recovery and mitigation for man-made and natural disasters; and

**WHEREAS**, in the event of an emergency, Islamorada Fire Rescue manages the Village's Emergency Operations Center ("EOC") located at Fire Station 20; and

**WHEREAS**, the Village prepared and advertised Request for Proposals (RFP) 20-12, a copy of which is attached hereto as Exhibit "A," to replace the existing flat roof at Fire Station 20 after experiencing a number of leaks resulting from Hurricane Irma and other rain events; and

**WHEREAS**, two (2) roofing contractors submitted proposals to the Village by the RFP 20-12 deadline of November 19, 2020 at 3:00 p.m.; and

**WHEREAS**, the Village Manager established an RFP 20-12 Evaluation Committee (the "Committee") to review and rank the proposals and to recommend selection of a contractor to the Village Council; and

**WHEREAS**, the Committee reviewed the two (2) proposals received utilizing the evaluation and scoring criteria set forth in the RFP; and

**WHEREAS**, the Committee ranked the proposal from A-1 Property Services, Inc. as having the highest score and is recommending that the Village enter into an agreement with A-1 Property Services, Inc.; and

**WHEREAS**, A-1 Property Services, Inc. has agreed to provide the services; and

**WHEREAS**, the Village Council finds that approval of the selection of A-1 Property Services, Inc. is in the best interest of the Village and its residents.

**NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA, AS FOLLOWS:**

**Section 1. Recitals.** The above recitals are true and correct and incorporated into this Resolution by this reference.

**Section 2. Approval of Selection.** The Village Council of Islamorada Village of Islands, hereby approves the final rankings and recommendation of A-1 Property Services, Inc. to perform the services outlined in RFP-20-12, as set forth in Exhibit "A" attached hereto.

<u>Bid Rank</u>	<u>Proposer/Firm Name</u>	<u>Points</u>	<u>Cost Proposal</u>
1	A-1 Property Services, Inc.	355 Points	\$ 82,019.25
2	Roofing by Ruff, Inc.	300 Points	\$238,854.00

**Section 3. Authorization of Village Officials.** The Village Manager and/or his/her designee and the Village Attorney are authorized to negotiate a contract for the requested services with A-1 Property Services, Inc. and enter into an agreement. Should contract negotiations fail at any time, the Village Manager and/or her designee and the Village Attorney may negotiate a contract with the second-ranked firm.

**Section 4. Authorization of Fund Expenditure.** Notwithstanding the limitations imposed upon the Village Manager pursuant to the Village's Purchasing Procedures Ordinance, the

Village Manager is authorized to expend budgeted funds up to \$83,000.00 to implement the terms and conditions of the Agreement.

**Section 5.      Effective Date.** This Resolution shall take effect immediately upon adoption.

Motion to adopt by Vice Mayor Pete Bacheler, seconded by Councilman Mark Gregg.

**FINAL VOTE AT ADOPTION**

**VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA:**

Mayor Joseph B. Pinder III	YES
Vice Mayor Peter Bacheler	YES
Councilman Mark Gregg	YES
Councilman Henry Rosenthal	YES
Councilman David Webb	YES

**PASSED AND ADOPTED** on this 17<sup>th</sup> day of December 2020.



JOSEPH B. PINDER III, MAYOR

ATTEST:



KELLY S. TOTH  
KELLY TOTH, VILLAGE CLERK

APPROVED AS TO FORM AND LEGALITY  
FOR THE USE AND BENEFIT OF  
ISLAMORADA, VILLAGE OF ISLANDS ONLY



ROGET V. BRYAN, VILLAGE ATTORNEY



**Islamorada, Village of Islands, Florida**

**REQUEST FOR PROPOSALS**

**TO RE-ROOF THE EXISTING FLAT ROOF AT FIRE STATION 20 IN ISLAMORADA,  
FLORIDA  
(RFP 20-12)**

**Issue Date: October 23, 2020**

Islamorada, Village of Islands (the "Village"), will receive formal proposals to re-roof the existing flat roof at Fire Station 20 in Islamorada, Florida, per the plans, specifications, permits and scope of services, until **3:00 p.m. Eastern Standard Time on November 19, 2020**.

Interested firms must submit sealed proposal packages by certified mail or in person to:

Islamorada, Village of Islands  
Attention: Village Clerk  
86800 Overseas Highway  
Islamorada, Florida 33036

It is the sole responsibility of proposing firms to ensure that their submittal is received in a timely manner. Any proposal package submitted past the deadline and/or submitted to other locations or offices shall be deemed non-responsive and will be rejected.

**Prospective Bidders may request the Construction Plans and Permits by contacting Procurements and Grants Administrator Ana Hernandez at (305) 664-6453 or by email to [ana.hernandez@islamorada.fl.us](mailto:ana.hernandez@islamorada.fl.us). If ADA accessible documents are needed, please specify in your request.**

## **I. PURPOSE**

The purpose of this Request for Proposals (RFP) is to solicit sealed proposals to secure the services of a qualified roofing contractor to re-roof the existing flat roof at Fire Station 20 in Islamorada, Florida.

## **II. OBJECTIVES**

The objective of this RFP is to secure the services of an experienced roofing contractor that is capable of efficiently providing all necessary expertise, personnel, tools, materials, equipment, transportation, supervision, and overall services for the re-roofing of the flat roof at Fire Station 20 in Islamorada, Florida. These services should be performed in accordance with the regulations and standards of the Florida Building Code and the Village's Building Department.

## **III. BACKGROUND AND HISTORY**

The Village is a municipality located within the Florida Keys and is comprised of four (4) islands spanning 18 miles. The population is approximately 6,400 and the Village has about 115 full-time employees. As a Florida municipality, the Village must operate within the guidelines of Florida Statutes relating to public records, public meetings, and Sunshine laws. The Village undergoes an annual financial audit pursuant to Florida Statutes. Additionally, the Village must follow the guidelines of its purchasing ordinance when purchasing capital, supplies and services.

Islamorada Fire Station 20 is located at 81850 Overseas Highway in Islamorada, Florida. The Fire Station was fully renovated in 2004. The roof is flat, over lightweight concrete.

## **IV. SCOPE OF SERVICES**

1. Remove the existing roof down to the lightweight concrete deck.
2. Repair the existing roof deck, as needed. This work will be in addition to the re-roofing and the cost calculated per square feet.
3. Sweep entire roof down to a smooth workable dust free surface.
4. Install one (1) layer of seventy-five (75) pounds base sheet with 1.75 Drilltec or equivalent fasteners approved by the Florida Building Code over the entire flat roof area.
5. Install 4-inch Iso insulation or equivalent (R-value 22.8) over the entire roof compliant with the current Florida Building Code.
6. Install one (1) layer of GAF Stratavent, or equivalent, loosely laid over the entire roof compliant with the current Florida Building Code.
7. Install a 4-inch fibered cant strip set at all walls and curbs.
8. Install all new leads for plumbing pipes, six (6) drains and new through wall scuppers for overflow.
9. Remove and replace four (4) aluminum exhaust fans compliant with the current Florida Building Code and seal with a three (3)-course system.

10. Install two (2) plies of Flex Ply, Ply IV, or equivalent, over the entire flat roof area and a full mopping of hot asphalt.
11. Install one (1) ply of GAF Rubberoid Energy Cap 30 granulated FR or equivalent over entire flat roof set in a full mopping and imbed loose granules at all exposed asphalt.
12. Flash all curbs and walls with 170 modified and terminate with turn bar and stucco stop fastened compliant with the current Florida Building Code with drive pins and seal with a plastic cement membrane painted with aluminum paint.
13. Coat overlaps with a special reflective coating to ensure a uniform appearance, as needed.
14. Clean up the premises so that it is left in a clean condition, free from all roofing trash and debris.
15. Obtain all permits required by the Village's Building Department prior to commencement of the work. Permit fees are waived by the Village and should not be included in the contract cost. The cost of any engineer reports should be included in the contract cost.
16. Provide a warranty on all workmanship.
17. Final payment will be issued upon successful closing of Village permit and submittal of all supporting documentation for the project.

Contractor shall provide all expertise, personnel, tools, materials, equipment, transportation, supervision and all other services and facilities of any nature necessary to execute and complete the scope of services.

#### **V. ELIGIBILITY CRITERIA**

To be eligible for selection consideration, interested consultants/firms must submit one (1) original printed package, three (3) printed copies, and one (1) electronic copy provided as an email attachment or via link to online storage (i.e., One Drive link) provided through email. **Flash drives will not be accepted.** The electronic copy should be identical to the original printed package, in natively converted PDF format and should be labeled "Request for Proposals to Re-roof the Existing Roof at Station 20 in Islamorada, Florida (RFP 20-12)."

Proposal packages must contain the following information:

1. ***Cover Letter:*** Provide a cover letter introducing your firm and proposal.
2. ***Company Overview:*** Provide an overview of the company detailing the total number and expertise of professional staff, describing staff credentials, and identifying office locations and staff assigned to those offices throughout the Florida Keys or the nearest locations to the Florida Keys. Please note that the Village prefers to contract directly with prime entities and the use of sub-consultants in your submission may affect proposal scoring.
  - a) Detail the qualifications and experience of the firm and services offered, including verification of licensure in Florida for roofing services,
  - b) Describe the firm's familiarity with the Village area and any experience with other

Florida Keys jurisdictions.

- c) Provide an organizational chart, identifying key personnel and the reporting relationship of key personnel within the organization. Include other proposed sub-contractors, if any, and describe their roles and availability.
- d) Provide list of equipment to be used / available for the project.

**3. *Project Approach:***

- a) Present your understanding of the Village's needs and the scope of services required.
- b) Explain the firm's capability and commitment of resources to meeting the Village's requirements, including but not limited to logistical conditions, staffing, mapping, and the requirements of the permits.

**4. *Firm References:***

- a) Provide a list and description of at least three (3) of the most recent contracts the firm has had with other local, state, and / or federal government agencies where services like those contemplated by this RFP were provided.
- b) Provide the dates of services and the scope of work of the previous contracts. Information provided should illustrate the firm's ability to coordinate and manage the drilling activities as well as demonstrate a history of accurate cost documentation and approved reimbursements by federal and state agencies, if applicable.
- c) For each contract listed, include contact information for a representative who can verify the firm's performance

5. ***Fee Schedule and Timeline:*** Provide a lump sum cost for the project with a fee schedule as a separate line item for repairs (described in Section IV, Scope of Services, item "2") and timeline for the requested services.

6. ***Insurance:*** The Respondent shall be responsible for all necessary insurance coverage as indicated below. Certificates of Insurance must be provided to Village within fifteen (15) days after award of contract, with Village Council listed as additional insured as indicated. If the proper insurance forms are not received within the fifteen (15) day period, the contract may be awarded to the next selected Respondent/Proposer. Policies shall be written by companies licensed to do business in the State of Florida and having an agent for service of process in the State of Florida. Companies shall have an A.M. Best rating of VI or better.

Worker's Compensation	Statutory Limits
Employers' Liability Insurance \$1,000,000 Disease, policy limits	\$1,000,000 Accident

<b>\$1,000,000 Disease each employee</b>	
<b>General Liability, including</b>	<b>\$1,000,000 Combined Single Limit</b>
<b>Premises Operation</b>	
<b>Products and Completed Operations</b>	
<b>Blanket Contractual Liability</b>	
<b>Personal Injury Liability</b>	
<b>Expanded Definition of Property Damage</b>	
<b>Vehicle Liability</b>	<b>\$1,000,000 per Occurrence</b>
(Owned, non-owned and hired vehicles)	<b>\$1,000,000 Combined Single Limit</b>
<b>Pollution Liability</b>	<b>\$1,000,000 per Occurrence</b>
<b>\$2,000,000 Aggregate</b>	
<b>Watercraft Liability</b>	<b>\$1,000,000</b>

The insurance provided by Contractor shall apply on a primary basis. Any insurance, or self-insurance, maintained by the Village shall be excess of, and shall not contribute with, the insurance provided by Respondent.

Except where prior written approval has been obtained hereunder, the insurance maintained by Contractor shall apply on a first dollar basis without application of a deductible or self-insured retention. Respondent shall pay on behalf of the Village or the Village's council members, officials, officers, agents and employees any deductible or self-insured retention applicable to a claim against the Village or the Village's council, officials, officers, agents and employees.

Compliance with these insurance requirements shall not limit the liability of Contractor. Any remedy provided to the Village by the insurance provided by Respondent shall be in addition to and not in lieu of any other remedy (including, but not limited to, as an indemnitee of Contractor) available to the Village under the Agreement or otherwise.

Neither approval nor failure to disapprove insurance furnished by Contractor shall relieve Contractor from responsibility to provide insurance as required by this Agreement.

**Certificates of Insurance must be completed as follows:**

- 1.     Certificate Holder**  
**Islamorada, Village of Islands**  
**86800 Overseas Highway, 3<sup>rd</sup> Floor**  
**Islamorada, Florida 33036**

2. **Additional Insured for Commercial General Liability  
Islamorada, Village of Islands and its Council members, officials,  
officers and employees.**

7. ***State Authorization to Transact Business:*** Submit proof of authorization from the Secretary of the State of Florida to transact and conduct business in the State of Florida. Firms must be fully licensed and certified in the State of Florida at the time of submittal for the type of services to be rendered.

8. ***Local Authorization to Transact Business:*** Upon award of the project, Contractor shall register with the Village prior to performing any work.

All inquiries and requests for clarification or interpretation regarding this Request for Proposals shall be made in writing to the attention of the Procurement and Grants Administrator by mail to 86800 Overseas Highway, Islamorada, Florida 33036; by email to [ana.hernandez@islamorada.fl.us](mailto:ana.hernandez@islamorada.fl.us); or by fax to (305) 664-6464 no later than November 6, 2020.

The Village shall issue appropriate addenda as necessary via DemandStar at <https://www.demandstar.com> and on the Village's website at <http://www.islamorada.fl.us>. No oral change or interpretation of the provisions contained in this Request for Proposals is valid. Written addenda shall be issued when changes, clarifications or amendments to the Request for Letters of Interest and Qualifications document are deemed necessary. The issuance of a written addendum is the only official method whereby interpretation, clarification or additional information can be given.

## **VI. EVALUATION SCORING AND TIMELINE**

A noticed public bid opening will be held at the Village Administrative Center. An Evaluation Committee made up of at least three Village staff members will be appointed by the Village Manager and will convene in a noticed public meeting to evaluate proposals after they are opened. The Evaluation Committee will evaluate proposals for responsiveness to the RFP and will prepare a ranking of recommended proposals based on a point system to the Village Council for entering into contract negotiations. Negotiations will commence with the first-ranked firm. If the Village and the first-ranked firm are unable to finalize a contract, then the negotiation process will move to the second-ranked firm and so forth.

The point system for the evaluation and scoring of responsive proposals will be as follows:

Company Overview	0 – 10 points
Approach	0 – 25 points
Fee Schedule	0 – 40 points
References	0 – 15 points
Warranty	0- 10 Points

## **TOTAL POINT RANGE**

**0 – 100 POINTS**

**The Village reserves the right to accept or reject any or all proposals, to waive irregularities, technical errors and formalities, and to select a qualified firm or firms to provide the Services as it deems will best serve the interests of the Village.**

## **VII. CONFIDENTIALITY AND PUBLIC RECORDS**

The Proposal Documents and related materials received from the Firms in response to this RFP will become the property of the Village and will not be returned. The Village is a public agency subject to the Florida Public Records Law. Upon the Village's notice of a decision or intended decisions on selection of a Proposer or within ten (10) days after the opening of the Proposal Documents, whichever is earlier, any material submitted in response to this RFP will become a "public record" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes (Florida Public Records Law). All documents submitted to the Village pursuant to this RFP are public records or documents subject to disclosure, except as specifically exempted by Florida law or Applicable Law. The Village reserves the right to make all final determination(s) of the applicability of the Florida Public Records Law.

By submitting their Proposals, each Firm expressly acknowledges and agrees that the Village will not be responsible or liable in any way for any losses that the Firm may suffer from disclosure of information or materials to third parties and the Firm agrees to defend, indemnify, and hold harmless the Village from all costs (including reasonable attorneys' fees) arising from or related to any action under Florida Public Record's Law.

(end)



## ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA

### ADDENDUM NO. 1

#### REQUEST FOR PROPOSALS TO RE-ROOF THE EXISTING FLAT ROOF AT FIRE STATION 20 IN ISLAMORADA, FLORIDA (RFP 20-12)

*ISSUE DATE: 11/12/2020*

**This Addendum forms a part of the Request for Proposals (RFP) and clarifies and supplements the original RFP.**

**Question:** Are you able to confirm that the existing roof is on a concrete base? The plans show it as a metal deck, and the RFP states it is "Lightweight concrete"

**Answer:** The plans indicate membrane roofing on rigid insulation bd (R20) on metal deck. It does not specify lightweight concrete on the metal deck, but it might be. Proposers should verify at the field inspection.

**Question:** What type of aluminum exhaust fans are needed and which size?

**Answer:** The exhaust fans will be new. The fans will be fresh air makeup vents on the roof for HVAC systems and multiple plumbing pipes.

**Question:** Do proposers need to use a specific form for bid submittal or can they create their own?

**Answer:** Proposals do not need to be in a specific form. The required contents of the bid are specified in the RFP.

**Question:** Is a site visit possible, and if so, how is one scheduled?

**Answer:** A site visit may be coordinated with James Griffeth, the Village's Fire Department Logistics Officer. He works Monday through Friday, 7:30 a.m. to 4:00 p.m. He can be contacted via email at [james.griffeth@islamorada.fl.us](mailto:james.griffeth@islamorada.fl.us) or via cell phone number (305) 395-8949.

**Question:** Will exhaust fans be replaced as new or use existing?

**Answer:** When the re-roofing begins, a new kitchen hood will already be in place. The roof will need to be sealed to the hood vent for the kitchen, be watertight, and be Florida Building Code compliant.

**Question:** Is a bid bond required?

**Answer:** No. A bid bond will not be required.

**Question:** How are the bids to be submitted?

**Answer:** Bids may be submitted by mail or hand-delivered to the Village Clerk's Office at 86800 Overseas Highway, 3<sup>rd</sup> Floor, Islamorada, Florida 33036.

*Islamorada, Village of Islands, Florida*

*Request for Proposals No. 20-12*

*Addendum No. 2*

**Islamorada, Village of Islands**  
**Attention: Village Clerk 86800 Overseas Highway**  
**Islamorada, Florida 33036**

*Islamorada, Village of Islands, Florida*  
**TO RE-ROOF THE EXISTING FLAT ROOF AT FIRE STATION 20 IN  
ISLAMORADA, FLORIDA**  
**(RFP 20-12)**

## INTRODUCTION

A-1 Property Services Group, Inc. was established in early 2007 and is a recognized firm in the construction industry. We have provided construction services to many Fortune 100 clients as well as federal, state, and local government agencies, school districts and universities and colleges. Some of our clients include American Airlines, FMU Florida Memorial University, Miami Housing Authority, Miami Dade County, Hialeah Housing Authority, Broward County, Palm Beach Airport, Home Depot, Monroe County, City of Key West, Miami Dade Police Department, Continental Group, Doral Academy, Miami Dade Water & Sewer, Miami Dade Fire Rescue Department, Etc.

A-1 Property Services Group Inc.'s goal is to provide our full commitment, quality services and a long-lasting relationship with our clients. In Miami-Dade, Monroe and Broward Counties, our reputation is indeed known to be one of the most reliable, trusted based on the Quality Workmanship that we have delivered while maintaining competitive pricing.

We are a Florida State-Licensed General Contractor and Roofing Contractor. We maintain three (3) separate Roofing Divisions specializing in Governmental/Institution, Residential, and Commercial along with a separate crew focusing solely on Waterproofing Services. Our staff has over 50 combined years of experience in the South Florida roofing industry.

With over 3,000 satisfied clients throughout South Florida, we look forward to building a strong relationship with you. We are currently RATED an A on the Better Business Bureau. We currently hold A Master Elite certification from GAF. Only the top 2% of all contractors have managed to qualify as Master Elite. A-1 Property Services Group, Inc. is one of these contractors.

Certifications: Soprema, GAF (master on commercial), Firestone, Silver Start (CertainTeed), Polyglass, Duro-Last, Sealoflex, Englert, Fibertite, JM, Etc.

**Our Founder and CEO Yosvany Madruga, is the founder and CEO of A-1 Property Services Inc. He has over 16 years of construction and design experience. Prior to establishing A-1 Property Services Group, Inc., Yosvany Madruga accumulated 4 years of experience working with roofing contractors, roof consultants/architects/engineers and roofing manufacturers (Enclosed: Resume)**

## COMPANY OVERVIEW

Legal Name:	A-1 Property Services Group, Inc.
Address:	6925 NW 42 <sup>nd</sup> Street, Miami, FL
Company Structure:	S-Corp
DUNS:	005331987
Company Size:	2019 Revenues:\$7,532,625
Full-Time Employees:	31 Field Employees / 10 Office Employees / 3 Estimators
Years in Business:	13+ years (Established April 2007)

## MONROE COUNTY/FLORIDA KEYS WORKFORCE – BASED OUT OF OUR MIAMI HEADQUARTERS

Giamluis Trompeta – Production Manager

Yami Lacalle – Client Services

Steven Grajales – Scheduling & Production Superintendent

Cesar Ortiz - Foreman

## EXPERIENCE – VILLAGE and FLORIDA KEYS

- 1) Martin Luther King Jr. Community Center Roof Replacement (Key West, Florida)
  - a. Owner: The City of Key West
  - b. Year Completed: 2018
  - c. Contract Amount: \$177,037
  - d. Scope of Work: Re-roofing to single-ply PVC 60 mil and installation of solar panels.
- 2) Key West Light House and Keeper's Quarters Museum Roof Repairs
  - a. Owner: Monroe County
  - b. Year Completed: 2019
  - c. Contract Amount: \$128,932
  - d. Scope of Work: Remove and replace existing metal shingle roof. Replace with Berridge Tile
- 3) Pigeon Key Gang Quarters Roof Replacement
  - a. Owner: Monroe County
  - b. Year Completed: 2018
  - c. Contract Amount: \$227,885
  - d. Scope of Work: Remove of metal shingle roof. Replace with CertainTeed Low Slope roofing system.
- 4) Islamorada and Key Largo Library Roofs
  - a. Owner: Monroe County
  - b. Year Completed: 2020
  - c. Contract Amount: \$155,250
  - d. Scope of Work: Remove BUR slope roof. Replace with SBS Low Slope Roofing

- 5) Marathon Library & Sheriff Substation
  - a. Owner: Monroe County
  - b. Year Completed: 2020
  - c. Contract Amount: \$91,174
  - d. Scope of Work: Re-roof of BUR to a Single-Ply tapered insulation

#### **OTHER PROJECT EXPERIENCE**

##### **Other Notable Projects Completed in the Last Five (5) Years**

- 1) Everglades Correction Institution (Miami, Florida)
  - a. Owner: Florida Department of Corrections
  - b. Year Completed: 2014
  - c. Contract Amount: \$420,533
  - d. Scope of Work: Roof Replacement with Single-Ply TPO 60 mil
- 2) Record Center Roof Replacement (Miami, Florida)
  - a. Owner: Miami-Dade County
  - b. Year Completed: 2015
  - c. Contract Amount: \$719,883
  - d. Scope of Work: Roof Replacement of Existing Modified to New Three-Ply HW Modified, including 32 new skylights

#### **EQUIPMENT FOR PROJECT**

Equipment needed for this project:

- 1) Tar Kettle – Owned by A-1 Property Servicers Group, Inc.
- 2) Crane – Owned and Operated by A-1 Property Servicers Group, Inc.
- 3) Trash Chute – Owned by A-1 Property Servicers Group, Inc.
- 4) Roll Off Container - Owned and Operated/Delivered by A-1 Property Servicers Group, Inc.

**ORGANIZATIONAL CHART**  
**(Included on Following Page)**

# Meet the Level Up Team

[clientservices@A1propertyservices.net](mailto:clientservices@A1propertyservices.net)

305-471-7353 | 6925 NW 42 St. Miami, FL 33166



Steven Grajales  
Scheduling & Production Superintendent  
Mobile: 305-471-7353



Hector Gonzalez  
Roofing Consultant  
Mobile: 305-505-0112



Ralph Amoretti  
Sales Manager  
Mobile: 305-471-7353  
EXT 106



Anais Madruga  
Marketing Manager  
Mobile: 305-471-7353  
EXT 110



Heidi Pacheco  
Office Manager  
Mobile: 305-471-7353  
EXT 102



Bryan Mizrahi  
Roofing Consultant  
Mobile: 305-471-7353  
EXT 106



Maritza Madruga  
Vice President  
Mobile: 305-471-7353  
EXT 108



Geo Madruga  
CEO  
Mobile: 305-471-7353  
EXT 103



Yami Lacalle  
Client Services  
Mobile: 305-471-7353  
EXT 107



Ralph Amoretti  
Roofing Consultant  
Mobile: 305-471-7353  
EXT 109



Martin Elizondo  
Accounting Manager  
Mobile: 305-471-7353  
EXT 105



Manny Alvarez  
Commercial Sales Manager  
Mobile: 305-471-7353  
EXT 109



Gianluis Trompeta  
Production Manager  
Mobile: 305-505-0112

## **Yosvany F. Madruga**

**6925 NW 42<sup>nd</sup> Street ◆ Miami, FL 33166 ◆ Tel: (786) 419-5041 ◆ Email: [geo@a1propertyservices.net](mailto:geo@a1propertyservices.net)**

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### ***Qualifications***

- **Expertise in the Roofing Trade** with knowledge of specialized methodologies, techniques, and installation processes of systems manufactured by the top roofing and waterproofing material manufacturers.
- **Possess strong** verbal, written, and interpersonal skills with the ability to rapidly achieve organizational integration and assimilate job requirements. Able to add value and work well as a team member or as an individual producer.
- **Accomplished in creating & fostering partnerships and long term relationships** with Property Managers, General Contracting Firms, Roof Consultants, Architects and suppliers by using solid business sense and dealing professionally and honestly.

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### ***Professional Experience***

**A-1 PROPERTY SERVICES GROUP, INC. MIAMI, FLORIDA**  
**President/Operations Manager – Qualifier (October 2007 - Current)**

- Oversee all Final Estimates, Final Contracts, Submittals, Material buy-out, Man power scheduling, Coordinate deliveries, Schedule inspections, Collections, Progress reporting, & Final Close-out.
- Coordinate all Employee Safety Training
- Engineer project specific Safety plan for all work sites, including project specific Fall Protection Plan.
- Maintain facilities and job sites to ensure compliance with all local and state codes, EPA and OSHA requirements.
- Analyze project logistics to determine material and labor requirements and potential value engineering opportunities during the buy-out of designated projects while ensuring labor and materials budgets where met or exceeded.
- Coordinate scheduling with superintendents to ensure crews are assembled in a manner that allows jobs to be successfully and safely completed within the estimated labor budget.
- Initiate and develop relationships with General Contracting Firms.
- Arrange and attend meetings with General Contractors, Architects / Engineers, and clients to discuss and formulate estimates and resolve issues with plans, submittals, field conditions, and scheduling in order to ensure high level of service and complete customer satisfaction.

**RENEGADE ROOFING, INC. HIALEAH, FLORIDA**  
**Project Supervisor (January 2003 – September 2007)**

- Attended project meetings with Clients, General Contractors, Architects, and Engineers to discuss project progress and resolve any outstanding items or concerns that needed to be addressed.
- Estimated and executed change orders for unforeseen field conditions, changes to scope of work.
- Worked closely with the accounting department to ensure materials and labor cost codes where accurately charged to projects and signed off on all material / service invoices and weekly man-hour reports.
- Registered projects with manufacturers for guarantee purposes, and ensured all manufacturer field inspections and all municipal inspections where coordinated and approved.
- Responsible for field measuring, estimating and selling painting, waterproofing, and concrete restoration services to commercial accounts.
- Oversaw commercial estimating department to ensure jobs were being quoted accurately and cost effectively and collaborated with owner to ensure monthly sales and profit margin quotas were met or exceeded.

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- Maintained, and consolidated CRM database system with actual vs. estimated material and labor costs in order to show factual profit and loss statements on a job to job basis.
- Performed take-offs and analyzed blueprints, specifications, and other pertinent documentation to prepare time, cost, labor, and profit estimates for projects.
- Analyzed project logistics to determine material and labor requirements and potential value engineering options, and prepared itemized spreadsheets showing material, labor, and profit breakdowns for site specific conditions.
- Generated professional bids, and collaborated closely with General Contractors, Architects, and / or clients throughout the bid process.

**A-1 CONSULTING ENGINEERS, INC., MIAMI, FLORIDA**  
**Project Supervisor (January 2003 – September 2007)**

- Gained knowledge and experience with all facets of the State of Florida building codes.
- Performed a variety of engineering test including uplifts, pull test, 40 year inspection, 4-point inspections and wind calculations.
- Oversaw daily scheduling for over ten inspectors

***Education***

**Florida Career College, Miami, Florida (2004)**

- College of Technical Trades

***License***

**Certified Roofing Contractor – State of Florida**

October 2007 – Present

#CCC1328326

***Abilities and Skills***

- Bilingual, Strong verbal and written presentation and communication skills in both English and Spanish.
- Ability to interact effectively with architects, engineers, field supervisors and other technical personnel.
- Capable of conceptualizing detailed CAD drawings for field specific installations and procedures.
- Strong material costing skills and mathematical skills.

## PROJECT APPROACH

The Villages needs to hire a roofing professional with experience working in Monroe County, as well as experience working in an emergency services facility. The roofing professional must understand the importance of being able to perform the roof work while still allowing the Fire Station to operate its normal, daily activities without interruption.

Over the last 3+ years, A-1 Property Services Group, Inc. has completed over \$775,000 in public roofing projects throughout Monroe County. We have also completed over \$1.4 Million in private roofing work in Monroe County. Our ability to successfully complete roofing projects throughout Monroe County, provides us the prior experience to know how to work swiftly and correctly with our mobilization, logistics, permitting, inspections, etc.

We understand the expectations of the Village and are prepared to continue proving ourselves.

## FIRM REFERENCES

Homestead Food and Service Building (Homestead, Florida)

- a. Owner: Florida Department of Corrections
- b. Year Completed: 2018
- c. Contract Amount: \$298,500
- d. Scope of Work: Removal of Lightweight Insulation Concrete and Replacement with Ridge Insulation and Single-Ply TPO 60 mil
- e. Point of Contact: Ronald Rega (850) 717-3920 Email: [Ronald.Regia@fdc.myflorida.com](mailto:Ronald.Regia@fdc.myflorida.com)

Palm Beach International Airport – Building 3400

- e. Owner: Palm Beach County Board of County Commissioners
- f. Year Completed: 2018
- g. Contract Amount: \$757,867
- h. Scope of Work: Removal of HVAC Existing Gravel Roof System. Installation of HVAC System and New JM Three-Ply Modified
- i. Point of Contact: Cynthia Portnoy (561)471-7411 Email: [CPortnoy@pbia.org](mailto:CPortnoy@pbia.org)

WWS Administration Building Roof Replacement

- e. Owner: Broward County
- f. Year Completed: 2017
- g. Contract Amount: \$968,027
- h. Scope of Work: Removal of Existing Gravel Roof System. Installation of New Soprema Three-Ply Cold Applied Modified
- i. Point of Contact: John Morra (954) 831-0902 Email: [Jmorra@bwwsm.org](mailto:Jmorra@bwwsm.org)

## **LUMP SUM /TIMELINE**

**Lump Sum: \$82,019.25**

**Roof Repair as described in Section IV, Scope of Services, item "2"): \$12.00 PSF**

**Timeline:**

**Permitting : One (1) Week**

**Mobilization: Two (2) Days**

**Loading of Materials: Two (2) Days**

**Demo of Existing/Installation of Base/Installation of 4-inch ISO/Interply - One (1) Week**

**Installation of 30 FR Final Energy Cap: Three (3) Days**

**Installation of parapet flashing: Three (3) Days**

**Installation of coping flashing: Two (2) Days**

**Correction of Owner and Manufacturers Warranty Punch-list: Three (3) Days**

**Total Job Completion: 25 days excluding weekends and holidays (weather permitting)**

**INSURANCE**  
**(Included on Following Page)**



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/17/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERs NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

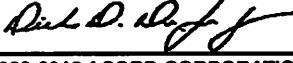
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	Frank H. Furman, Inc. 1314 East Atlantic Blvd. P. O. Box 1927 Pompano Beach	FL 33061	CONTACT NAME: Roberto Menendez		
			PHONE (A/C, No. Ext): (954) 943-5050 FAX (A/C, No):		
E-MAIL ADDRESS: roberto@furmaninsurance.com					
INSURER(S) AFFORDING COVERAGE			NAIC #		
INSURER A: Ironshore Specialty Ins			25445		
INSURER B: Travelers Casualty Ins Co of America			19046		
INSURER C: Bridgefield Casualty Ins Co			10335		
INSURER D: Evanston Insurance Company			35378		
INSURER E:					
INSURER F:					

COVERS	CERTIFICATE NUMBER:	A: 20 GL/AU/WC/UM/PL		REVISION NUMBER:	
THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.					
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WWD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  <input type="checkbox"/>  <input type="checkbox"/>  <input type="checkbox"/> GEN'LAGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO- JECT <input type="checkbox"/> LOC  <input type="checkbox"/> OTHER:	Y	Y	RCS0089200	08/17/2020 08/17/2021
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	BA3N700687	08/17/2020 08/17/2021
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE  <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$:	Y	Y	RXS0013900	08/17/2020 08/17/2021
C	<input type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input checked="" type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> N If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A		19648542	05/01/2020 05/01/2021
D	Professional Liability and Contractors Pollution Liability			ECPENV01873	08/17/2020 08/17/2021
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)					

Islamorada, Village of Islands and its Council members, officials, officers and employees and all other parties required by contract and their respective affiliates directors officers representatives agents and employees are included as additional insured for ongoing and completed operations regarding General Liability as required by written contract. General Liability limits shall be applicable on a "per project" basis". All insurance provided to Additional insureds applies on a Primary & Non Contributory basis. The Umbrella/Excess attaches directly excess of General Liability, Auto and Employers Liability. Waiver of Subrogation applies to General Liability, Commercial Auto and Worker's Compensation as required by written contract.

Watercraft Liability: \$1,000,000 per occurrence is included within the Commercial General Liability.

CERTIFICATE HOLDER	CANCELLATION
Islamorada, Village of Islands 86800 Overseas Highway, 3rd Floor  Islamorada	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 

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**STATE AUTHORIZATION TO TRANSACT BUSINESS**  
**LICENSE**  
**(Included on Following Page)**



Ron DeSantis, Governor

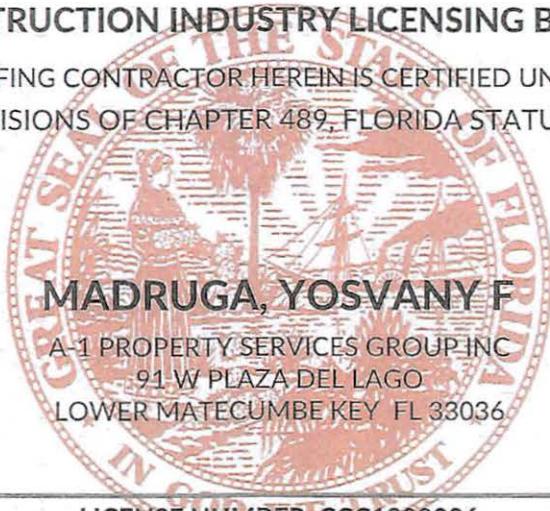
Halsey Beshears, Secretary



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD

THE ROOFING CONTRACTOR HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES



**MADRUGA, YOSVANY F**

A-1 PROPERTY SERVICES GROUP INC  
91 W PLAZA DEL LAGO  
LOWER MATECUMBE KEY FL 33036

LICENSE NUMBER: CCC1328326

EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



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