Eco-Friendly Car Wash on MMC

Overview

Florida International University’s Office of Business Services is seeking submissions from proposed Licensees who are interested in operating an eco-friendly car wash on the Modesto A. Maidique Campus (“MMC”) in the following three garages: Gold Parking Garage (PG-1), the Panther Parking Garage (PG-3) and the PG-5/Market Station Garages. Proposed Licensees should submit an information package for business operations in all three garages.

The initial term of the agreement with the Licensee will be for five (5) years, and FIU will have the option to renew the agreement for one five (5) year period. Renewals are not automatic. The car wash is expected to open by no later than January 6, 2014.

Calendar of Events

<table>
<thead>
<tr>
<th>Date/Time</th>
<th>Action</th>
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<tbody>
<tr>
<td>October 31, 2013</td>
<td>Information available to all interested proposed Licensees.</td>
</tr>
<tr>
<td>November 25, 2013</td>
<td>Deadline for FIU to receive submissions from proposed Licensees. (Note: Any submissions received after this date will not be accepted.)</td>
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<tr>
<td>December 9, 2013</td>
<td>Deadline for execution of License Agreement with selected Licensee.</td>
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<tr>
<td>January 6, 2014</td>
<td>Car wash open and operating on MMC.</td>
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Submission Response

Each proposed Licensee shall prepare an information package and organize its submission to FIU as follows:

Tab 1 - A one or two page executive summary of the proposed business operation at FIU, including brief descriptions of your company’s expertise, and your plan for a car wash at FIU on MMC.

Tab 2 - Proposed Licensee’s Information including:

1. Proposed Licensee’s legal name.

2. Contact information, including name(s) and title(s), for the individual(s) responsible for communicating with FIU regarding the car wash submission.

3. Number of years in business.

4. Proposed Licensee’s Form of Business. Describe the form of business or businesses under which the Proposed Licensee’s company operates (i.e., sole proprietor, partnership, corporation) and the state in which the entity is incorporated. If the entity is incorporated in any other state but Florida, please also include a Certificate of Good Standing from the State of Florida.

5. Ownership. List the names of all officers and persons or organizations having a ten percent (10%) or greater ownership interest in the proposed Licensee’s company, and indicate which of those individuals listed are involved in the day-to-day management of the proposed Licensee. Also, indicate if the proposed Licensee is a subsidiary or part of an international business or conglomerate.

6. Agreements. Describe any contractual (or sub-contractual) agreements, and compliance or performance standards which will affect proposed Licensee’s submission and/or operations at FIU, if applicable.

7. Financial Capability. Provide sufficient data to show that proposed Licensee has the financial capability to perform under the terms of the Contract, if awarded (examples of this may include Dun & Bradstreet ratings, annual reports or past certified financials). As detailed financial data is generally proprietary, and proposed Licensee may not wish such information to be part of the public record under the Florida’s Public Records laws, FIU reserves the right to perform additional due diligence in this area, at the sole discretion of FIU, prior to the award of any Contract.

8. Copies of all current and appropriate business licenses to conduct business in the State of Florida and Miami-Dade County.
9. Proof of Insurance. Letter or certificate from proposed Licensee’s insurer regarding proposed Licensee’s current insurance coverages.

10. Disclosures regarding: (a) proposed Licensee’s employees having employment relationship with FIU, State of Florida or any Florida State Agencies AND/OR (b) any FIU or State employee(s) owning an interest of 5% or more of proposed Licensee’s company or its affiliates or branches.

Tab 3 - References. Provide a list of a minimum of three (3) active contracted accounts of comparable size to FIU where proposed Licensee has provided similar car wash services. For each reference provide the contact information (name, address, fax numbers, e-mail address and telephone number of the main contact person at these accounts), as well as information regarding the contract and its duration.

Tab 4 - Overview of proposed business operations at FIU, including detailed description of services provided, as well as proposed Licensee’s proposed pricing. Description should also include immediate and phased-in marketing initiatives for the opening of a car wash on MMC. This may be in the form of a business plan, if available.

Tab 5 - Proposed Licensee’s proposed Sustainability Plan. Plans should include detailed information about water and electricity conservation and other eco-friendly aspects of the cleaning process. Detailed specifications on the proposed chemicals should also be included along with any details on any eco-friendly characteristics and impact on the environment during use or disposal.

Tab 6 - Financial support. Licensee will be granted a License to operate a car wash in PG-1, PG-3 and PG-5 on MMC, and shall pay a monthly revenue share to FIU as consideration for use of the Licensed Premises.

Proposed Licensee must also describe in its submission any additional benefits that may accrue to FIU if Licensee is awarded the right to operate a car wash on campus, such as:

- Commission on sales over defined threshold amount
- Contributing to the Campus Initiative Fund (e.g., scholarships, student orientations, etc.)
- Providing Funds for Student Internships
- Contributing to the Campus Merchandise Fund (e.g., promotional items, bookstore merchandise, etc.)
- Unrestricted contributions for University strategic initiatives
- Contributing to the Charitable Endowment Fund
- Other partnership or sponsorship opportunities
Evaluation Criteria

The evaluation criteria and points are provided below.

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max Points</th>
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<tbody>
<tr>
<td>Licensee’s Experience and Qualifications (Tab 1, 2 and 3)</td>
<td>25</td>
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<tr>
<td>Proposed Licensee must show that it is a licensed car wash with experience and an established record of providing high quality services. Proposed Licensee must demonstrate the knowledge, experience, experience and financial base to operate on MMC.</td>
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<tr>
<td>Products, Services and Pricing (Tab 4)</td>
<td>35</td>
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<tr>
<td>Proposed Licensee must show that it will offer a variety of car wash services all at competitive pricing. Proposed Licensee will demonstrate that it will actively market the car wash on campus to develop business.</td>
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<tr>
<td>Sustainability Plan (Tab 5)</td>
<td>25</td>
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<td>Proposed Licensee must provide a detailed Sustainability Plan to show that the operation will be eco-friendly.</td>
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<tr>
<td>Financial Support (Tab 6)</td>
<td>15</td>
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<tr>
<td>Proposed Licensee must show that it will provide financial support to the University in the form of a revenue share. Proposed Licensee must show that it will also provide additional financial benefits to the University in the form of partnerships or sponsorship opportunities.</td>
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<tr>
<td>Point Total</td>
<td>100</td>
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</table>

FIU reserves the right to award the license for retail space/services detailed in this announcement, either in their entirety or in any part thereof, all to the advantage of FIU. FIU reserves the right and sole discretion to reject any submissions at any time on grounds that include, but are not limited to, the submission is incomplete, or irregular in any way; or when Vendor’s proposal is not in FIU’s best interest. As such, FIU is not obligated to make an award under or as a result of this announcement. FIU reserves the right to award a license, to the Vendor(s) submitting a solicitation response that FIU, in its sole discretion, determines is in FIU’s best interest.

Submission Contact
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