GXA Services

Proposal for
The Management of Raymond Beach

Date: March 16, 2012

Presented by: Joanne Alfiero, Owner
Gary Alfiero, Business Development

P.O. Box 39 13 Fern Ave. Windham, Maine 04062 671-5129
gjalfiero@gmail.com

PROPOSAL
This Page Must Be Included*

Company/Individual's Name: GXA SERVICES DBA

Authorized Representative: JOANNE B. ALFIERO

Title: OWNER

Address: P.O. BOX 39 13 FERN AVE. WINDHAM, ME 04062

Phone: 207-671-5129 Email: gjalfiero@gmail.com

Fax: Federal ID: 007-70-5368

CERTIFICATE OF NON-COLLUSION

The undersigned certifies that under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

Authorized Official: Date 3/16/12

Business History

My Family and I have lived in Windham for 19 years. We've been operating GXA Services / Properties for 8 years. Our company offers multi-services to individuals and business including commercial and residential cleaning, maintenance , and contract distribution.

Personally I have 15+ years in the food industry. My experience includes waitressing, bartending and banquets. I also have 10+ years in sales and marketing.

My husband and partner Gary Alfiero has 5 + years as a Corrections Officer with the State of Maine Department of Corrections. During his employ he has earned 2 life saving awards. Gary has 20+ years in upper sales management in the Auto Industry. He also has 10+ years operating successful small businesses in the seafood and auto sales / service industry.

Statement of GXA Services Financial History

Included in this proposal please find supporting documents i.e. W-2 forms for the last two years.

Raymond Beach Business Plan

GXA Services plans to operate a clean, safe, controlled family oriented beach experience at a minimal cost for these economical times. We plan to give back to the community by offering the beach for fundraising events for different town sponsored organizations. (little league, recreation dept., project graduation) etc.

Hours of operation will be 9am – 8pm 7 days a week from Memorial Day Weekend to Labor Day Weekend. The beach will be patrolled and kept clean continuously during regular hours of operation. All trash will be removed daily. There will be no smoking, no alcohol and no pets allowed on the beach. All children not potty trained will be required to wear swim diapers in the water. Our goal is to have a life guard on duty during business hours when financially feasible.

Income Plan

GXA Services plans to charge $5.00 per car and $1.00 per person ages 6 and up. Children 5 and under are free.
We will offer daily and weekly drawings for free admission for future usage.
We will phase the following in over the first 2 years as our finances allow:

A) Hot dog cart including sales of chips, candy, fruit and beverages
B) Ice cream cart
C) Swim Diapers, sunscreen, small floatation aids
D) Lobster bakes

We reserve the right to have any vending carts on site during the off season, i.e. spring fishing season, ice fishing derby etc.
We also welcome the opportunity to support our local schools through the sale of school t-shirts & sweat shirts giving all of proceeds back to the school.

Term / Payment

GXA Services would like a 5 year lease with first refusal for a 5 year renewal at an annual payment of $5,200.00 Payment terms to be determined by both parties.

GXA Services will also donate all the proceeds of all Me. State returnables collected during the season to the town food pantry.

References

- George and Brenda Gheradi Owners, White Rock Outboard
- Judy Girard General Manager, Norman David Suzuki
- William Shackley, Owner Shacks Top Dogs

Contact info will be given upon request

Activities
GXA Services will not conduct any activities at The Raymond Beach that would affect the boat launch facility. It will be our responsibility to adhere to the existing rules and regulations currently in place regarding the boat launch and to enforce such existing rules and regulations.

Bank Letter
Please find attached letter from Norway Savings Bank.

Insurance
Insurance provided by: Pratt Insurance Agency, Wayne Pratt, Agent Windham ME 892-2812

Performance Bonding
N/A

Indemnification of Town
Covered under insurance policy

Town Requirements for Employment
All Town requirements of employees will be met.

Proof of Serve Safe Certification
Will enroll in first available class upon acceptance of proposal

Norway Savings Bank

March 16, 2012

Gary J Alfiero
Joanne B Alfiero
13 Fern Ave.
Windham, Me 04062

TO WHOM IT MAY CONCERN:

This letter is to certify that Gary and Joanne Alfiero of 13 Fern Ave., Windham Maine have had a long standing banking relationship with Norway Savings Bank. During this time they have maintained an excellent credit history and have currently obtained a working line of credit for the Raymond Beach Project.

Sincerely,

Iva A. Carroll
Vice President & Branch Manager