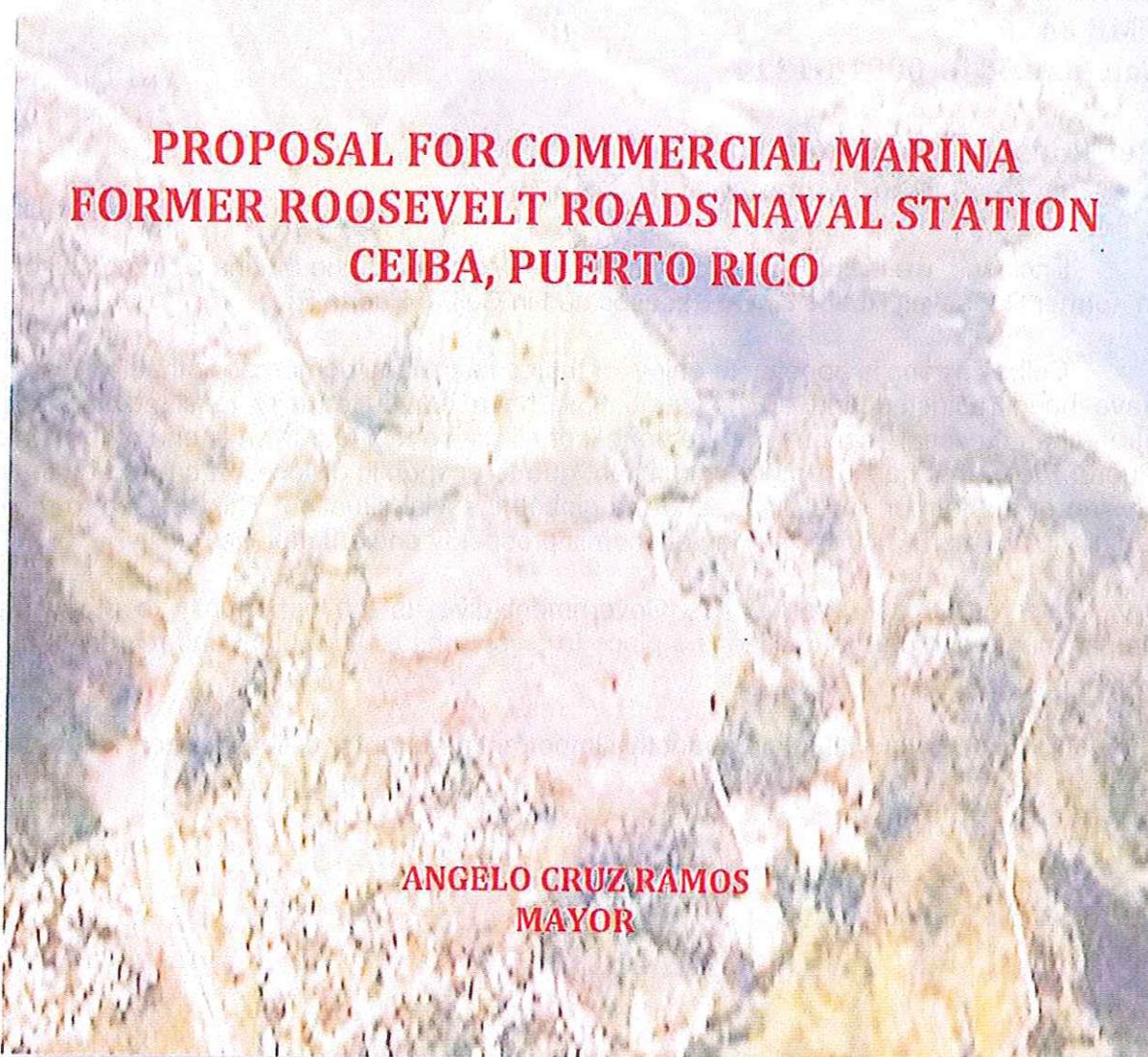


**COMMONWELTH OF PUERTO RICO
MUNICIPAL GOVERNMENT
P. O. BOX 224
CEIBA, PUERTO RICO 00735**



**PROPOSAL FOR COMMERCIAL MARINA
FORMER ROOSEVELT ROADS NAVAL STATION
CEIBA, PUERTO RICO**

**ANGELO CRUZ RAMOS
MAYOR**



August 28, 2013

**Malu Blazquez
Executive Director
Local Redevelopment Authority
400 Calaf Street
PMB #456
San Juan, P. R. 00918-1314**

**Re: Roosevelt Roads Commercial Marina
Proposal Requirements**

Enclosed we include our proposal for management of the Marina Commercial of in former Roosevelt Roads Naval Base located in Ceiba, Puerto Rico.

Ceiba citizens is hopeful to enjoy of their coastal land demarcation that for years have been restricted and at the same time have the opportunity to stimulate and strengthen the local economy for the benefit of all residents. Our town is one of town in Puerto Rico, that has lost more population, due to economic dislocation caused by the closing of the former naval base, and the global financial situation. This has led to the emigration of many citizen seeking economic prosperity and a better life quality.

We really hope Puerto Rico Government give us the opportunity to produce employments and offer our citizens a place to enjoy a healthy ambient and recreational place.

Thanks for your attention about this important manner for Ceiba's citizen

Coordially Yours,

**Angelo Cruz Ramos
Mayor**

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PROPOSER INFORMATION

Municipality of Ceiba
P. O. Box 224
Ceiba, Puerto Rico 00735

**José T. Quiñones/
Escolástico López St.**

Ángelo Cruz Ramos
Mayor

Municipality of Ceiba is government legal entity since 1938, the year it was founded. The Municipality has consistently worked with programs to provide all kinds of services to the public.

In addition to the cash on hand we have a borrowing margin funds backed by IVU and CAE.

The management of necessary permissions to be borne by the Municipality with LRA support.

The Municipality has the collaboration of the Ceiba Economic Development Corporation, a nonprofit community organization. CDEC exist for twenty five years in with has provided services to communities and provided through major projects to strengthen the local economy.

CDEC be responsible for managing the commercial marine and hiring specialized staff to operate at the desired capacity.

When the commercial marina is in operation were created to forty-five to fifty direct jobs and approximately thirty indirect ones, without counting those generated outside the area of marina area.

INTRODUCTION

Ceiba is the most eastern town of 78 municipalities of Puerto Rico. In the 2010 Census had a population of 13,631 inhabitants and a population density of 33.13 people per square kilometer.

The town was founded on May 12 1838 by Luis de la Cruz and others neighbors. At that time, the little town was located near the coast, known by people as "Playas Blancas". The old localization had several maritime zones such as Ensenada Honda, Bahia Punta Puerca, Punta Cascajo, Cabra de Tierra, and many marine channels between the mangroves, that provide with food and fun for residents. One of the main livelihood was fishing for being a marine coastal area.

This ended with the establishment of the Roosevelt Roads Naval Base in the year 1944, when was relocated town of Ceiba where it is today. Ceiba's residents was restricted to entrance Naval Station territories and lost all the most important natural resources, the beaches and coasts.

Roosevelt Roads Naval Base was officially closed on March 31, 2004. Today most facilities have been transferred to the Local Redevelopment Board (LRA), an entity established by the state and federal government to manage its operation until 2014, according to the law 508 that creates it. In October 2012, the land for economic development (EDC) will be transferred entirely to the aforementioned entity.

For approximately sixty years our town lost all the privileges of use the natural resources that belong to the citizen.

Ceiba's Municipality just want to enjoy part of its territory, that for nearly 60 years has been used by the U.S. government. The Reuse Plan

provides as follows; D. (5) Public Park or Recreation; "Municipality of Ceiba. 2334.467 Marina Building, 1724, 1716, the 72 slip marina and the adjoining lands. The Municipality would Contract With the Cooperative Marina Roosevelt Roads for the operation of this marina. Because there concerns are operational Regarding the long term viability of this marina under the strict requirements of recreational PBC, the LRA believes it is best if the LRA applies to obtain the marina as a recreation PBC and the LRA would subsequently delegate the operation to another entity, which could be the members of the Cooperative Marina Roosevelt Roads if the present a viable plan. The LRA believes that the marina should be operated as a recreational and commercial marina, but the LRA believes that selection of an operator is best to left to the marketplace."

For this reason Municipality of Ceiba must not be considered as others tendered between proponents. It's unfair have to compete for the use and enjoyment of their own land and also pay for them.

The economic progress of our town has been strangled for years because it has not permitted the use of their best natural resources.

PURPOSE

Our proposal is intended to allow the Municipality of Ceiba de CDEC, administrate part of Commercial Marine, to establish a place of recreation and sport for the public, especially the families of our town in a diversify way. We Included the creation of one Navigation School, Fishing Technical School and a Repair Maritime Engine Workshop.

The marina will solve an existing problem, because Ceiba's people do not have an area for leave their boats near the marina at a reasonable price and will contribute supply the need.

At the same time the proposal is directed to provide a recreation area for all the visitors. That area will have food spaces, little stores for buy bait, vending machines and fishing supplies. The services available for public will also include kayaks rental for excursions in the area without affecting existing ecosystems. Natural Resources Department will determine the route of the excursions.

Our proposal will be created in forty-five to fifty direct jobs and about thirty more indirectly in the different areas of services

Municipality of Ceiba will coordinate with Ceiba Housing Economic Development Corporation (CDEC) a nonprofit community organization created under the laws of the Commonwealth of Puerto Rico, for the strengthening and growth of the local economy and the area east.

From the beginning it has been devoted to develop and establish programs to work with the socioeconomic problems of the population to which it provides services.

CDEC have 27 years of experience providing services to carry out projects to strengthen the economy of 16 municipalities, Patillas, Yabucoa,

Humacao, Naguabo, Las Piedras, Juncos, Gurabo, Naguabo, Ceiba, Fajardo, Vieques, Culebra, Luquillo, Río Grade, Canóvanas and Lóíza. We included a resume of CDEC main achievements during 25 past years.

Además queremos desarrollar una escuela de mecánica de motores marinos y de navegación con el fin de ofrecer dichos servicios a los usuarios de la marina y a la vez proveer un nuevo recurso económico a los estudiantes del área, dándole prioridad a los residentes de Ceiba y Naguabo que fueron los más afectados por el cierre de Roosevelt Roads.

SCOPE OF PROPOSAL

The scope of our proposal to sign a contract with LRA includes the following;

- a. The installation of sanitary services and showers for visitors.
- b. Establish an area to place an administration office, vending machines, selling fishing bait, food, ice creams, cleaning products and products related to fishing. The infrastructure will be built according to the existing specifications and regulations.
- c. Establish regulations for parking area and surveillance for 24 hours with the Guardians and Municipal Police resources.
- d. Municipal Police have the power to issue tickets for violations occur in parking area.
- e. Set up the launch ramp and supervise all the operations related.
- f. Include a plan for the marina that accommodates both motor and human-powered watercraft.
- g. Municipality of Ceiba will be responsible for the insurance coverage of the marina and the docks within the marina and will insure any structures that erected by effect of the contract produced by this proposal.

h. Municipality of Ceiba will not sub-let any portion of the marina operation to any person or institution, without expressed approval by LRA.

i. Municipality of Ceiba include a Certification of de Insurance Company to LRA and is part of this Proposal.

j. Municipality of Ceiba will be responsible for the installation of all electrical, potable water, wastewater, and telecommunications systems including running metered lines to the slips. Also will pay for the utilities that use during the contract term and any additional improvements necessary for operate the marina.

k. Municipality of Ceiba agree to comply with the restrictions set forth in subparagraphs a, and b, of "Site & Operations Restrictions".

l. Construction of Dry Stack facilities for fifty (50) spaces, to be enlarged.

m. Implement a public transportation route from marina's to different points of east area.

n. DNRA/FURA they will continue to use the launch ramp at no cost.

OPERATION INFORMATION

Monthly Fee

Municipality of Ceiba proposed a monthly payment of Three Thousand Dollars \$3,000. every month for the first year and 15% increase for each subsequent year until the end of the contract.

Description of Services that will offered by the Marina

1. Marina will operate the existing ramp pulling boats and kayaks into the water.
2. Provide bathrooms/washroom facilities according to regulatory requirements.
3. Provide a Management Office to provide customer services, with maintenance, management employees ensure a high performance operation of the marina.
4. Providing fuel for marine users using complying with the regulations.
5. Establish concessions to provide food outlets, vending machines, fishing and boat supplies.
6. Rent the forty seven boat slips and the moorings, given priority to Ceiba and Naguabo citizens.
7. Operate the parking spaces, with security twenty four hours daily, ensuring compliance with the laws established in the Marina.
8. Building the necessary infrastructure for the location of a marine repair shop and offering service to users.
9. Establish a public transportation route to and from the marina to promote the use of the marina and at the same time produce new jobs for our area.
10. The buoys will be placed according the stipulations of the DRNA.

11. Build a Dry Stack with a minimum of fifty spaces for boats wishing to leave it in the area of the marina out of the water.
12. Establish an area for kayaks lease with a path set by Department of Natural Resources to allow visitors enjoy nature without adversely affecting the environment.
13. Establish a Fishing School for young's.
14. Establish a Nautical School.
15. Containers Waste collection service in Marina area.
16. Establish the regulations for the operation for the Commercial Marina

Estimate Rates Proposed and Charges for Boat Slips, Mooring Rentals and Dry Stack Storage and Launch Ramp

Launch Ramp

The owner of the boat has to bring their own drag, and a 4 x 4 vehicle. The launch will be on their own risk and safety. The marina is not responsible for any damage caused by the release of the boat by its owner.

Boats 15' or less	\$ 10.00
Boats over 15'	\$ 3.00 per foot
Kayaks	\$ 3.00 each launch

Boat Slips

Daily	\$7.00 per foot daily
Monthly	15% discount of daily total amount

Mooring Rentals

Per Day	\$6.00 per foot
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Dry Stack

\$5.00 per foot first floor, discount \$.50,
is higher floor

Parking Area

Vehicles

\$2.00 daily

Vehicles with drag

\$2.00 daily

Staff Plan

With the establishment of Commercial Marine we estimate to create about fifty jobs at startup. Once demand increases, will increase the number of jobs to be created.

Origin	Jobs Estimates
Food, Marine, Snack Bar and others stores	15
Launch Ramp	4
Dry Stack and Lifter	2
Receveurs	2
Administrator	1
Fuel Dispenser	1
Security Guard	8
Kayaks Guide	2
Public Transportation	6
Marine Mechanical Workshop	3
Janitor service	2
Green Areas Maintenance	1

I. **Ceiba Housing and Economic Development Corporation Background**

1. **Organization Path**

Economic Development Corporation of Ceiba (CDEC), is a community nonprofit, entity, duly incorporated in State Department of Puerto Rico on June 18, 1986. The corporation has other federal tax-exempt under Section 501 (c) (3) of the Internal Revenue Code of the Government of the United States of America.

True to its mission to "promote the empowerment of individuals and families as effectively to combat poverty and dependence, CDEC has developed and established programs aimed at improving the socio-economic problems of the residents of this area, encouraging and promoting a better quality of life.

CDEC In 1988 it was designated and certified by the Department of Housing and Urban Development United States (HUD) and Housing Counseling Agency. Since then, he has provided counseling and education to families and individuals living on the island, including Vieques, Culebra and the Virgin Islands each year attending new homebuyers achieve the dream of home ownership and intervening by hundreds owners in retaining their homes and avoid foreclosure.

CDEC has designation and certification of the Department of Housing as "Community Housing Development Organization" (CHDO) since 1997 and as Development Community Financial Institution (CDFI) by the U.S. Treasury Department of the United States since 2008.

CDEC has been the first organization to develop a project to build multi-family housing of social interest in the town of Ceiba, through which 50 families of low and moderate income succeed in becoming homeowners.

Major Achievements

CDEC work through the past twenty-five years has been an intense one which has given us the satisfaction of reaping significant accomplishments for our organization and of great relevance to the communities we serve. Some of our achievements are:

1988 - CDEC received certification as a Housing Counseling Agency and established its Housing Counseling program which continues to impact so far more than 2,000 people per year.

1989 - CDEC operated the Urban Homesteading Program which provided an opportunity for 31 low-income families from Ceiba to get a own home free of cost.

1997 - CDEC received certification as a CHDO.

2002 - CDEC established its Education Program "First Time Homebuyer" impact to date nearly 500 new buyers, who were able to become successful homeowners from their homes.

2004 - CDEC established the Fair Housing Program through which spread information and education taught Fair Housing law to more than 4,000 individuals.

2005 - CDEC received Excellence Award from "Non-Profit Organizational Evaluation and Resource Center".

2005 - CDEC was chosen by the Office of the Commissioner of Municipal Affairs, to train and educate directors and officers of Federal Programs Municipal Offices of the four regions of Puerto Rico, to prepare families for homeownership and effective management of credit and household finances.

2006 - CDEC established the Education Center for Housing and Business Development, to provides individuals educational workshops and seminars for socio-economic empowerment for Enterprise Development. To date the Center has managed the creation and establishment of more than 20 companies through its impact area.

2007 - conducted the program "My Future, My Finance" through which saw 250 youth impacting middle school grades, through education to develop skills in managing personal finances.

2007 - We were chosen by the University of Puerto Rico, Humacao Campus and The Museum "Casa Roig" to bring education to 200 low-income families from the town center, under Community

Empowerment Program in Credit and Financial Management, Housing and Education Business Development.

2008 - CDEC obtain certification to operate as a Financial Institution for Community Development (CDFI).

2010 - Start building Ceiba Portal Project which comprises 50 units of social housing.

2011 - Through Fair Housing Education Program, CDEC got Puerto Rico Senate proclaimed on 8 April as Fair Housing in eastern Puerto Rico. The program managed hit more than 18,000 individuals from the protected classes and more than 25,000 individuals residing in the 16 municipalities that make up the Eastern Region. The same assessment received "excellent" by the Office of Fair Housing and Equal Opportunity Department of Housing and Urban Development (HUD) in Washington, DC.

2012 – Finish the construction of Ceiba's Portal which at present has 25% of the units sold.

Our most recent achievement has been the establishment of our "Community Incubator of Companies for East Women, which was made possible through the support of Doral Bank, through its program "Successful Woman" which facilitated a donation ascending to \$ 22,500 for lending low-income women with entrepreneurial potential this area. The incubator has made possible, at present, the development and

establishment of five (5) business participants provided their business education, support and funding.

In December 2012, the Consortium for Community Development which is sponsored by the Puerto Rico Community Foundation, awarded us funding for the Incubator could recruit a Permissions Manager involved with relevant agencies to get permits obtaining needed for our entrepreneurs.

Allies and Collaborators

Since incorporation, CDEC has had a number of partners whose support has been crucial in the development and implementation of new initiatives, to bring more effectively assist to our population. Among our allies and partners have important and prestigious organizations such as:

- USDA, Rural Development
- Department of Housing and Urban Development of United States (HUD)
- Attorney's Office for People with Disabilities
- Ceiba's Municipal Administration
- Fajardo's Municipal Administration
- East Social Action Office
- Fajardo's Head Start Program
- Socio-Economic Community Institute, Inc. (I.N.S.E.C.)
- Puerto Rico Community Foundation
- Ángel Ramos Foundation
- SBDC
- John Dewey College

- Interamericana University of Fajardo
- Doral Bank (Successful Women Program)
- Roosevelt Roads Savings and Credit Cooperative

2. Experience

Economic Development Corporation of Ceiba, CD in addition to being an organization that has been established since 1988 as a Housing Counseling Agency, that assists more than 2,000 homeowners and new home buyers each year, it has not rested in developing and implement programs that provide our communities of low and moderate income, necessary tools for their empowerment, and social and economic development.

- ✓ Since 2002 our experience in community education has been developed and strengthened successfully, both in the House Education and in Business Education area. This led the establishment of a business development program in our area. Through the Program for Rural Housing and Economic Development HUD, our organization received financial support for training and the establishment of a Business Development Center and the development of a project to build affordable housing.
- ✓ 2004, aware of the adverse impact it would bring total closed of Roosevelt Roads Naval Base which represented the largest employment resource in Ceiba, create a program for displaced persons. The displaced people with entrepreneurial potential

could be developed through a business as a self-employment. Through proposal approved by the USDA, Rural Development we establish a Revolving Loan program which was welcomed by the community in that year. The Program produce about 10 companies engaged florist, manufacture and sale of garments and accessories, massage and spa, beauty, perfumes, catering and others.

- ✓ In 2005, our organization was able to establish a Business Development Program for Women. Through a grant from Proctor & Gamble to train women with entrepreneurial potential and a donation from Citibank, NA loan could establish an empowerment and development program aimed at women entrepreneurs family head low and middle income. This program managed to hit around 45 women who received training in different areas including development and establishment of micro-enterprises. About 25 entrepreneurs were able to establish micro-enterprises that received funding through the organization.
- ✓ With the establishment of our Business Development Center since 2008, CDEC attends annually an average of 520 entrepreneurs through education workshops for the development and establishment of companies, technical assistance, guidance and funding for the establishment of new businesses fortifications and established companies.

✓ In addition, through the Center, our organization provides assistance to families and individuals in our communities through a variety of workshops for personal empowerment, family and socio-economic development.

Among services, workshops and seminars available through our center include:

- Effective management of personal finance and home credit
- Development and Business Establishments Workshops
- Development and Personal Empowerment Seminars
- Housing Programs and Services conferences
- Food Management, Computers Management Programs and others Training Seminars
- Housing retention Conference
- Health and care of housing seminars

We also have the experience of:

- Provide counseling in managing household finances, budget and setting family financial goals more than 600 individuals per year.
- Provide over 20 credit and finance management workshops for clients CDEC by year.

- Offered 8 Housing and Credit Management and personal finance workshops to more than 100 municipal agency officials across the 4 regions of Puerto Rico.
- Being brought up in a 250-year middle grades youth about the importance of credit and the management of personal finance.

Our twenty six years working experience with communities of Eastern Puerto Rico, together as counselors and educators and residents, gives us the capacity to proposed project impact obtained successful results. To achieve this we have resources that have extensive experience in counseling, community education, money management education, in addition to experienced staff and business development resources.