RESOLUTION 23-15

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF MARCO ISLAND, FLORIDA, APPROVING THE PUCHASE OF A METAL SHARK BOATS 38 DEFIANT NXT FIREBOAT, IN AN AMOUNT NOT TO EXCEED $1,140,539; AUTHORIZING THE CITY MANAGER TO EXECUTE A TAX EXEMPT LEASE PURCHASE AGREEMENT WITH TRUIST EQUIPMENT FINANCE CORPORATION, AND EXPEND BUDGETED FUNDS ON BEHALF OF THE CITY FOR THIS PURPOSE; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, the governing body of **CITY OF MARCO ISLAND, FLORIDA** ("Lessee" or "City") desires to obtain certain equipment for use by the City's Fire Department, specifically a Metal Shark Boats 38 Defiant NXT Fireboat (the "Equipment") as described in the proposal for the Tax-Exempt Lease Agreement (the "Lease"), between Truist Equipment Finance Corporation, ("Lessor") and Lessee, the proposal of which is attached hereto as Exhibit "A"; and

WHEREAS, the total Cost of the Equipment is $1,140,359, less the trade in value of the City's current Fire Boat of $70,000 and a deposit of $200,000, for a total amount to be financed of $870,539 at a fixed interest rate of 4.69% for a twelve-year term at annual payments of $96,509.20; and

WHEREAS, the Equipment is essential for Lessee to perform its governmental functions; and

WHEREAS, the Equipment is being procured through the General Services Administration (GSA) Contract GS-07F-0362T and the vendor is Metal Shark Boats; and

WHEREAS, funds for this Equipment will be procured from the City's Fire Rescue Capital Budget Account 3005220; and

WHEREAS, the funds made available under the Lease will be deposited with Truist Equipment Finance Corporation, and will be applied to the acquisition of the Equipment in accordance with said Lease; and

WHEREAS, Lessee has satisfied the legal requirements, including those relating to any applicable public bidding requirements, to arrange for the acquisition of the Equipment and the execution and delivery of the Lease; and

WHEREAS, Lessee proposes to enter into the Lease with Truist Equipment Finance Corporation, substantially in the terms presented to this meeting.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF MARCO ISLAND, FLORIDA, AS FOLLOWS:

Section 1. It is hereby found and determined that the terms of the Lease and the Escrow Agreement (collectively, the "Financing Documents") as substantially presented to this meeting and incorporated in this Resolution are in the best interests of Lessee for the acquisition of the Equipment.

Section 2. The Financing Documents and the acquisition and financing of the Equipment under the terms and conditions as described in the Financing Documents are hereby approved. The City Manager of Lessee and any other officer of Lessee who shall have power to execute contracts on behalf of Lessee be, and each of them hereby is authorized to execute, acknowledge, and deliver the Financing Documents with any changes, insertions and omissions therein as may be approved by the officers who execute the Financing Documents, such approval to be conclusively evidenced by such execution and delivery of the Financing Documents. The City Clerk of Lessee and any other officer of Lessee who shall have power to do so be, and each of them hereby is, authorized to affix the official seal of Lessee to the Financing Documents and attest the same.

Section 3. The proper officers of Lessee be, and each of them hereby is, authorized and directed to execute and deliver any and all papers, instruments, opinions, certificates, affidavits, and other documents and to do or cause to be done any and all other acts and things necessary or proper for carrying out this Resolution and the Financing Documents.

Section 4. The Municipality's obligations under the Lease shall be subject to annual appropriation or renewal by the Governing Body as set forth in the Lease and the Municipality's obligations under the Lease shall not constitute general obligations of the Municipality or indebtedness under the Constitution or laws of the State.

Section 5. As to Lease, the Municipality reasonably anticipates to issue not more than $10,000,000 of tax-exempt obligations (other than "private activity bonds" which are not "qualified 501(c)(3) bonds") during the current calendar year in which each such Lease is issued and hereby designates each Lease as a qualified tax-exempt obligation for purposes of Section 265(b) of the Internal Revenue Code of 1986, as amended.

Section 6. The foregoing Resolution shall take effect immediately upon its adoption on this 10th day of April 2023.

ATTEST:

L. Upham

Lina Upham, Deputy City Clerk

CITY OF MARCO ISLAND, FLORIDA

By: _____

Gregory Folley, Chairman

Approved as to form and legal sufficiency:

Alan L. Gabriel

Alan L. Gabriel, City Attorney

EXHIBIT A

METAL SHARK DEFIANT NXT FIRE BOAT

PROPOSAL

RFQ SUBMITTED BY:

METAL SHARK
METALSHARKBOATS.COM

Gravois Aluminum Boats d.b.a. Metal Shark
6814 E. Admiral Doyle Drive
Jeanerette LA, 70544

ORIGINAL

METAL SHARK
METALSHARKBOATS.COM

February 21, 2022

Marco Island Fire Rescue

Dear Marco Island Fire Rescue,

Metal Shark is pleased to provide the enclosed proposal for the 38 Defiant NXT Fire Rescue models which is extremely popular and have been delivered to or in production for multiple Fire Departments including Miami-Dade Fire Rescue, Orange Beach Fire Rescue, South King County Washington Fire Rescue, St. Johns Island Fire Rescue, Chicago Fire Department, Virginia Beach Fire Rescue, Orange County Sheriff/Fire, and several other Departments with pending orders through GSA as well as non-fire variants in service with US Domestic Law Enforcement Agencies, US Pilots, US Federal Military, and multiple Foreign Military and Coast Guards.

The proposed vessel is a proven platform, presently in service with Fire/Rescue, defense and police agencies, including the U.S. Coast Guard, U.S. Navy, and multiple other Law Enforcement and First responder agencies domestically and internationally. Gravois Aluminum Boats, LLC dba Metal Shark, utilizes CAGE Code 4PTF3 and DUNS Number 086008195. Metal Shark, as a company, is a small Business under NAICS Codes 336611 and 336612, maintaining an active registration in SAM.

Metal Shark will complete the vessel and have them ready to ship in as little as 240 days and no more than 365 Days or less from receipt of Purchase Order pending final selection of equipment and supply chain availability.

Additionally, Metal Shark has included a Provision for potential trade-in allowance of the departments existing Fire Boat.

Metal Shark appreciates this opportunity, and we look forward to any questions, comments or Clarifications you may require.

Warm Regards,

Dean Jones
VP of Sales – LE, Fire/Rescue, & Specialty Projects | Metal Shark
Cell: (561) 909-9788
Office: (337) 364-0777
Email: djones@metalsharkboats.com

35 AND 38 DEFIANT NXT PROPOSAL RESPONSE

Metal Shark is excited to provide information on its 38 Defiant NXT Fire Rescue Platform. The Defiant series is the most popular family of Boats and within the Metal Shark family, with the 38 Defiant being the most popular model. They are both available in multiple configurations such as the NXT Fire Rescue, a dedicated Fire Boat only design base, as well as the 38 Defiant. This Variant is available in triple or quad outboards, Twin water Jet, Twin propeller, Twin Stern drive, or Twin Pods. Metal Shark's continued forward thinking, market leadership in design and yearly model enhancements and updates, allow for a truly customized and integrated platform completely designed around each departments unique set of needs and requirements while still allowing for the integration and application of new and helpful technologies as well as the ability to seamlessly integrate existing technologies found throughout existing Department Fleets such as the Marco Island Fire Rescue Department.

Metal Shark 38 Defiant Underway

Metal Shark 38 Defiant Interior

Metal Shark 38 Defiant Interior

38 Defiant NXT Video: https://vimeo.com/575842519

38 Defiant NXT Info: https://www.metalsharkboats.com/38-defiant-nxt-fire-rescue/

METAL SHARK

QUALIFICATIONS AND EXPERIENCE

Organization Description and Introduction

Metal Shark is based in Jeanerette, Louisiana and has a 25+ year history, constructing well-regarded commercial and military boats in the Gulf Coast region. Gravois began producing Metal Shark-branded boats in 2004 and has delivered over 2500 boats to the US Navy, US Army, US Air Force and US Coast Guard as well as multiple international, state and local agencies. Metal Shark traces its roots to 1983, when Jimmy Gravois founded Gravois Aluminum Boats, LLC and began building custom welded-aluminum fishing boats for Gulf Coast anglers.

Production Welding in Jeanerette, LA

Mr. Gravois developed a reputation for the quality of his work and the performance of his hulls, and Gravois boats became sought-after in the marketplace due to their proven durability. In 2003, Mr. Gravois was approached by the parent company of Donzi and Pro-Line boats, American Marine Holdings (AMH), to produce aluminum boats to support its government sales efforts. Gravois Aluminum Boats partnered with AMH and "Metal Shark" was the name given to this new joint venture. The company launched its first aluminum patrol boats, which were marketed to military and law enforcement customers under the AMH umbrella. Seeing opportunities to further grow the business as an independent company, in 2005 Mr. Gravois and partner Chris Allard, former Director of Engineering at AMH, purchased Metal Shark outright. Together, this new ownership implemented the customer-focused and engineering-centric business mentality that has helped Metal Shark land numerous large government contracts, attract and hire key personnel, and fuel its exponential growth.

Metal Shark produces vessels for numerous U.S. Government agencies including the Army, Air Force, Navy, Coast Guard, and Army Corps of Engineers. Through Foreign Military Sales (FMS) programs, Metal Shark has built boats for nearly 50 foreign government agencies. In addition, Metal Shark builds vessels for state and local law enforcement, fire departments, pilot associations and port operators, and numerous commercial interests in the U.S. and abroad. Large government contracts have fueled Metal Shark's product development efforts while allowing the company to leverage increased production efficiencies and economies of scale to improve its competitive edge, benefitting large and small customers alike.

Today, Metal Shark operates three separate manufacturing facilities off the US Gulf Coast. From design, cutting and bending, welding, paint, rigging, and sea trial / testing, the company controls

all aspects of production in-house. Metal Shark is a small business under NAICS codes 336611 and 336612.

Program Management of Your Build

Overview

Metal Shark takes a team approach to program management to ensure maximum accessibility and consistency throughout all phases of the platform development, delivery and support. A dedicated Program Manager will be assigned as the lead representative for Metal Shark and will serve as a single point of interface throughout the life of the program. The Program Manager will oversee all aspects of the platform development, testing, production and support; and has full authority to make decisions and commitments for Metal Shark.

Metal Shark's Program Manager for the 32 Courageous Project will be Vice President Dean Jones, a 15+ year veteran with program management experience on various projects in all disciplines of the government on a federal, state, and international level. Dean will be supported by other key personnel on the program:

- Assistant Program Manager, Chris Allard – serves as backup to Program Manager should he be unavailable for any reason
- Project Manager, Jon Gravois – oversees manufacturing of the vessel from cutting to welding, painting and rigging.
- Engineering Manager, Gil Romano – responsible for all design and engineering of the craft
- Quality Control Manager, Tim W. Scheib – manages all QC processes and checkpoints as well as builder's trials and certifications.

Details on each role and area of responsibility are provided below along with brief bios on the individuals who will take lead roles on the project.

Key Personnel

Program Manager – Vice President, Dean Jones

To ensure responsiveness, a dedicated, full-time Program Manager will be assigned to oversee every aspect of the program. He will have the knowledge and authority to make timely decisions and/or coordinate the support of Metal Shark personnel and vendors. This Program Manager will be authorized to sign documentation on behalf of Metal Shark and will act as a single point of contact for contracting, production, scheduling, testing, delivery, training and support/warranty.

Assistant Program Manager – CEO/Owner, Chris Allard

An Assistant Program Manager will be assigned to ensure continuity should the program manager be unavailable at any time. Mr. Allard will stay current on all aspects of the program and be able to stand in as Program Manager if needed. In addition to a Webb Institute trained Naval Architect, Mr. Allard has 10+ years of experience with government programs and standards, having served as the primary Program Manager on over ten of the US Navy contracts awarded to Metal Shark.

Project Manager – Vice President, Jon Gravois

Mr. Gravois, a 15+ year veteran of the Metal Shark family, recently moved into an executive management role with full oversight of the Jeanerette and Franklin, LA production floors and personnel. Mr. Gravois's focus is to assure that each vessel is delivered on time, in good working order, meeting all specifications. Managing production personnel and coordinating scheduling

across the manufacturing teams, includes Welding, Rigging and Paint. Mr. Gravois fully managed the delivery of eleven vessels produced over the last two years at Metal Shark's new Franklin shipyard, in addition to ongoing vessel production totaling over 400 vessels at Metal Shark's Jeanerette Headquarters.

Engineering Manager – Vice President, Gil Romano

Mr. Romano, a Naval Architecture graduate of University of New Orleans, brings an extraordinary level of expertise to the Metal Shark design team. Mr. Romano is thoroughly versed in vessel design of varying lengths and project complexity, having overseen the engineering team for the last four years. He directs Metal Shark's team of 50+ naval architects and marine engineers who are extremely experienced in AutoCAD and Rhino and who will assist with stability and structural analysis, as well as the development of manuals and technical documentation. Mr. Romano will also be responsible for ensuring that approved changes to the configuration are updated and given to personnel and incorporated into the engineering and manufacturing documentation.

Quality Assurance Manager – Quality Manager, Tim W Scheib

Quality control is managed by Tim W Scheib. His life experience around vessels, has led to an in-depth understanding of the boat building process in its entirety from concept design to delivery. Mr. Scheib' s background coupled with his industry experience, place him in the unique position to ensure enhanced Quality review of engineering designs, an extra Quality Assurance check, and prior to any issues reaching the shop floor. Under his leadership, Metal Shark continues to make superior strides in the Quality Assurance afforded its customers.

Leveraging This Experience with Capabilities and Skilled Craftsman

1. **Engineering**. Metal Shark has over 70 in-house engineers covering a wide range of disciplines. In addition to Naval Architects, Metal Shark employs marine engineers; electrical, vibration, and systems specialists; and HVAC and electronics integration engineers. This in-house capability allows us to provide a wide range of services to all range of customers that we serve.
2. **Manufacturing.** Metal Shark's multiple facilities and capabilities stand ready and able to manufacture, modify or fabricate on behalf of either shipyard effort. Metal Shark possesses aluminum, steel, and composite fabrication capabilities.
3. **Repair and Refit:** Metal Shark's 35-acre Alabama shipyard offers a full repair and refit division with a 660 Ton Marine Travelift and 3000' of waterfront, all with direct deep-water access to the Gulf of Mexico. This facility can accommodate a wide variety of vessels for any modifications necessary under our program needs.
4. **Program Management:** Metal Shark's program management department executes on Contracts from end to end and is fully capable of managing any tasking or requirements in the custom requests of our clients.
5. **Travel and Training:** Metal Shark employs a full team of training professionals able and capable to deploy domestically and internationally for training, technical support, onsite repair, and/or service needs as required. Our training department consists not only of vessel operators, but maintainers and technical specialists cross trained for efficiency. Additionally, if awarded, we can utilize any of the tradespeople from within our organization.
6. **Technical Data Packages:** Metal Shark supports the creation and delivery of government technical data packages, including those of classified nature. Our in-house team of technical writers, engineers and logistics support staff routinely to develop complete technical data

packages in support of ship construction, retrofit and repair, and all systems installed in the vessel.

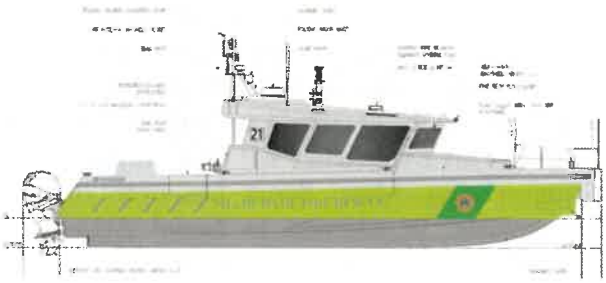
Organizational Experience Specific to BID Project Scope.

Metal Shark Boats constructs customized vessels ranging in size from 16' to over 300' in length across (3) different shipyards in both aluminum and steel. Metal Shark has been an industry leader in technology and design advancement in the Fire/Rescue boat sector for over 10 years. Metal Shark delivers an average of 20+ Fire boats per year ranging in size from 21' – 105' in length.

We invite you to visit the following Links highlighting recent deliveries of NXT Fire boats as well as current builds specifically related to complexity and equipment required within this proposal.

Metal Shark 38 Defiant NXT Orange Beach Fire, South King Fire, Miami-Dade Fire, Chicago Fire, St. Johns Fire, Virginia Beach Fire

https://www.metalsharkboats.com/38-defiant-nxt-fire-rescue/



Metal Shark 70 Defiant NXT Canaveral Fire Rescue

https://www.metalsharkboats.com/70-defiant-fire-rescue/

Metal Shark 50 Defiant NXT Miami-Dade Fire Rescue

https://www.metalsharkboats.com/50-defiant-fire-rescue/
https://vimeo.com/504857032

METAL SHARK – DETAILED PROCESSES

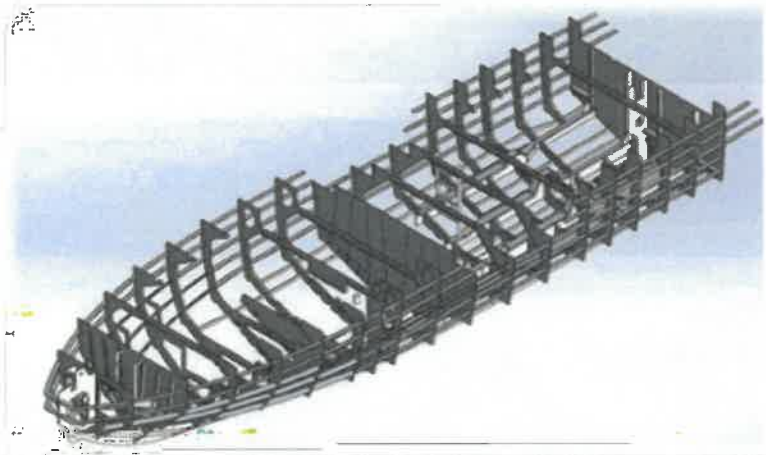
DESIGN

Overview

Metal Shark's team of over 70 in-house naval architects, marine engineers and mechanical engineers oversee every aspect of boat design, from hull to outfitting. Metal Shark uses state-of-the-art design and production methods to ensure these complex vessels are produced efficiently and reliably at reasonable acquisition and ownership costs. Metal Shark takes great pride in its expertise designing and constructing high quality vessels of the greatest complexity.

Standards

Metal Shark constructs all vessels to industry standard guidelines and in full compliance with USCG, ASTM, ABS, ABYC, AWS and all other relevant governing bodies. All of Metal Shark's welders are certified to AWS standards by a third party. Metal Shark's quality assurance (QA) program is designed and overseen by an ISO-9000 experienced manager.



Structural Modeling of Metal Shark 45 Defiant – Hull Frames and Girders

Regardless of the customer, all boats are extensively engineered, 3D modeled and fully designed for manufacturing prior to commencement of construction priding itself in avoiding engineering on the shop floor. Metal Shark's engineers hold bachelor's degrees in Naval Architecture and/or Marine Engineering (most have both degrees) and design to ABS, ISO and ABYC standards.

Software and Tools

The design, engineering and much of the stability and flotation analysis utilizes both Rhino and Solid Works 3D Mechanical Design Software and other Solid Works Corporation software products. A combination of Rhino, AutoCAD and the Solid Works software suite are used to produce all drawings, cut sheets, parts lists, bills of material and other technical documentation. Solid Works is also used to perform much of the required analysis and calculations used to produce all other required support documentation.

The use of leading-edge technology continues through the design phase and is critically important during actual production. Solid Works will feed reliable data to CNC cutting, machining and bending equipment to ensure correct hull fit-ups and consistency between components. This detailed production documentation reduces the risk of production errors and remove "artistic interpretation" of the design during the manufacturing phase. The primary software platforms for the CNC machinery is Enroute and SigmaNest.

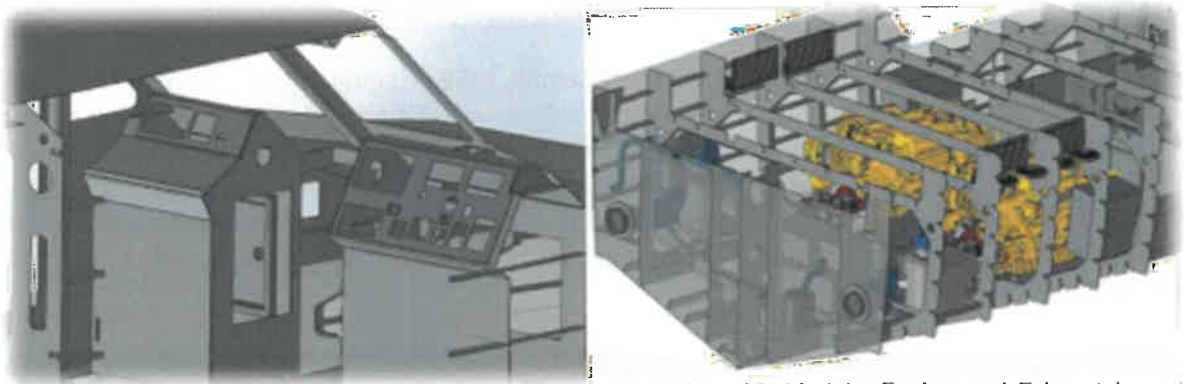
The bill of materials is exported from Solid Works to Metal Shark's configuration management and manufacturing program, Fishbowl(further explained in the next few sections). Change control is managed through Fishbowl as well as manufacturing work orders, purchasing/receiving, vendors, invoicing and parts sales.

CONSTRUCTION

Standards and Materials

The craft will be constructed of all new components and will be built in accordance with ABYC standards. Hull scantlings will be in accordance with ISO 12215-5:2 as well or superseded by any specific classifications required within the BID Specifications.

Metal Shark's construction utilizes heavy gauge 5086 aluminum plating for the hull bottoms, hull sides, bulkheads, girders and stringers. The vessel's design features tightly spaced bulkheads and stringers which reduce panel size and increases strength with a negligible increase in weight. The hull, deck and console are constructed of cut and formed aluminum. The elimination of structural extrusion prevents the welding of dissimilar aluminum alloys.



3D CAD Modeling – 45 Defiant Pilothouse Console 45 Defiant 3D Model - Engine and Exhaust Layout

Metal Shark constructs vessels using only 316L marine-grade stainless steel for hardware/parts exposed to sea water and spray. Dissimilar metal contact is reduced by design. Where dissimilar metals must contact, isolation is used to reduce corrosion.

All materials used are capable of prolonged exposure to sunlight, with high resistance to degradation from UV radiation. Metal Shark beds all joints with commercially available 3M 4200 Marine sealant which offers excellent water resistance, sealing and structural characteristics. Additionally, when service is needed it can easily be removed and replaced as needed.

Construction Methods

Metal Shark's Courageous-class offerings are welded aluminum monohulled vessels complemented by an enclosed pilothouse. The structure is designed to create an extremely strong, lightweight, hull and cabin enclosure. Advanced 3D modeling and finite element analysis is used to reduce weight and increase strength. Lightening holes and aircraft style construction are used to reduce weight while retaining structural integrity. All construction is completed in accordance with ISO Standard 12215.

Metal Shark has invested in advanced CAD/CAM design and manufacturing processes. This investment assures a high-quality repeatable craft with more advanced design features and utilization of space. All structural components are cut on a CNC router and pressed on a hydraulic CNC press. Once the parts are ready for assembly, large jigs are used to assure a fair hull with no waves or discontinuities.

Manufacturing Process

With dedicated full-time staff providing in-house cutting, welding, bending, rigging, assembly, and paint expertise, Metal Shark maintains tight control over all aspects of production to assure the highest consistency and quality.

The manufacturing process begins in Metal Shark's engineering office. Engineers use leading software applications to precisely model every piece of each vessel from bow to stern. The resulting data is then fed to computer-driven cutting and bending machinery that fabricates each piece from sheets of premium 5086 aluminum alloy. Then manufacturing progresses to Metal Shark's highly skilled welding and assembly teams.

Once welding is complete, the boat enters the assembly (aka "rigging") phase. During this phase, various skilled and trained teams of workers perform all tasks needed to fully outfit a boat. Mechanical technicians install the engines, steering, and other mechanical systems. Electricians install the wiring, breakers, switches and electrical components. A "static" crew installs many of the static items such as windows, collars, tow reels, etc. The electronics technicians complete the assembly by finalizing installation of the complex electronics, including the integration and cross-communication between electronics.

The full-length keel is welded providing the solid backbone necessary for a long service life. The bow sections are double plated to allow repeated beaching and impact with sharp objects. Double plating is completely welded preventing corrosion. The bottom plating and secondary keel guard are completely welded and connected to the deck with full-height stringers and bulkheads. All under-floor members are carried from the inside of the hull to the underside of the deck to maximize strength and durability. All welding is completed in accordance with AWS standards. Welding procedure, testing, and qualification are conducted in accordance with AWS standards.

Within the cutting, bending, and welding processes, numerous layers of quality control are exercised, with an overarching Quality Control Plan establishing checkpoints at crucial stages for testing and inspections throughout the construction process. A quality control representative checks each boat not only at these dedicated milestones, but also performs additional random spot

checks for an added layer of redundant quality assurance. Key milestones in the Quality Control Plan include hull welding, structural welding, subcomponent welding, pilothouse assembly prior to mating with hull, and completed boat prior to exiting the welding building.

In similar fashion to welding, internal checks and dedicated quality control inspections are performed throughout the rigging process. When complete, a rigging department team takes the vessel for its first sea trial. This trial is intended to identify and correct any items that need correcting or adjustment – such as engine throttle cables and compass calibrations. A second and final sea trial is performed by the dedicated quality control department, to ensure a final check on all systems and vessel functions.

Configuration Management

Metal Shark has ample experience with configuration management. Metal Shark uses the afore mentioned client-server application called Fishbowl to manage bills of materials, vendors and work orders. Once a bill of material is "locked" in the application by the head engineer, changes must follow established change control procedures with approvals. Once finalized, no changes are permitted to the bill of materials without customer approval. Whether a single or multi-level BOM is used, the detailed BOM records are created by the lead engineer and subsequently locked before production commences. Any change thereafter must be approved; only the lead engineer has access in the system to change the BOM, preventing any on-the-fly additions or changes. Once a work order (WO) is issued in Fishbowl, the BOM is locked and cannot be changed without approval.

55' Defiant Fireboat Under Construction at Metal Shark's Franklin, LA Shipyard

QUALITY CONTROL

Metal Shark's Quality Assurance program has been developed in accordance with industry standards including ISO and ABYC. Every boat manufactured has a QA Manual specific to that boat with all tests, inspection requirements, and signature records of completion that travels with the boat through all stages of production. This QA manual provides a detailed outline of the QA process including checkpoints, inspections, tests, criteria, frequency and sampling, responsibility, and documentation. These custom-tailored QA manuals, approximately 50 pages in length, are developed specifically for each platform produced by Metal Shark. Metal Shark will create a QA manual which will include review and testing checklists for each system, component and feature of the vessel, as well as certifications and inspections required by the contract. This book "follows" the vessel through the phases of production, with inspections and signoffs performed by QA personnel who record the results and note corrective actions taken at each checkpoint.

The order and scope of QA activities, is as follows:

- **Materials Inspections.**
  Performed upon receiving at Metal Shark's warehouse. Raw materials, parts and components found to be deficient are returned to the vendor and replaced.
- **Cutting/Bending Inspections.**
  Inspections of parts cut on CNC router are bent on the CNC press to ensure design conformity and uniformity. Items failing this inspection are discarded and replaced.
- **Welding Inspections.** (*There are 11 welding inspections performed on each vessel*)
  1) Stringers;
  2) Hull;
  3) Hull to Stringer;
  4) Transom;
  5) Deck;
  6) Pilothouse;
  8) Outer Hull
  9) Fuel Tank;
  10) Component Welds
  11) Final Inspection

- **Component Welds (hatches, cleats, etc.).** Final Diagrams of the exact vessel constructed are included for visual reference and for specific notation of any deficient welds found. Deficient welds are repaired, with the review/signoff of a welding supervisor required, as well as a re-inspection performed by the QA inspector with signoff to ensure no deficiencies.
- **Pressure Tests.**
  Fuel tanks and water tanks are pressure tested for integrity, sealed voids and watertight spaces are pressure tested for water intrusion. Components found to fail, are repaired or replaced.
- **Paint Inspection.**
  Vessels are inspected for the overall quality of paint applied; any issues are corrected immediately before the vessel proceeds to rigging.
- **Rigging Inspection.** (*There are 7 rigging checkpoints*)
  1) pre-rigging electronics
  2) pre-rigging other equipment
  3) Fuel system
  4) Propulsion & steering
  5) Electronics & navigation
  6) Other Equipment,
  7) Pre-sea trial review. Corrective actions are reviewed by a supervisor and re-inspected by Metal Shark QA personnel.
- **Sea Trial Checklist.**

  A complete sea trial checklist is developed to ensure the vessel operates properly and meets all requirements of the original specification and final contract.
- **Certifications.**
  Component tests (lifting eyes, gun mounts, tow posts, etc.), including any contracted Professional Engineer certifications or regulatory inspections required are performed on the final vessel.
- **Pre-Delivery Inspection.**

Final inspection before the vessel is shrink wrapped for delivery or customer pick-up; ensures vessel is prepped for transport in accordance with contractual requirements, is clean and all systems are ready for commissioning and use by the customer.

QA Manuals are scanned into electronic version and maintained in Metal Shark's program management system indefinitely. All certification and regulatory inspection records are maintained attached to each boat's record in Metal Shark's inventory system.

TRAINING

Critical to the ability of the crew to be able to safely and efficiently operate and maintain the Metal Shark vessel, is their understanding of its maintenance requirements, systems and performance characteristics. Following delivery, Metal Shark will provide two-week comprehensive classroom and underway operational familiarization and in-depth training to include launch and recovery and maintenance procedures. The course is designed to provide an overview of all systems, equipment and operational characteristics to quickly qualify your team to operate and maintain their new craft.

This training will include the use of the craft itself, combined with a purposeful underway period to ensure each crewmember has both a technical and hands-on working knowledge of the craft. During the training course, personnel will be instructed regarding vessel operation, performance and optimization. While it is understood all personnel will be capable of basic boat operation, this training course will focus on the specific craft, settings and other needed info, to operate the vessel safely and at the highest operational parameters.

Maintainer training will be provided, and a review of all technical documentation will be completed. The electrical, fuel, propulsion steering, and trailering systems will be included in the maintainer training. The goal of our maintainer training is to fully prepare the lead engineer to properly maintain the platform. Documentation from all other critical third-party manufacturers will be provided to give the maintainers the best references to complete routine maintenance immediately following delivery.

Metal Shark recommends the following One-week training curriculum for the 35 or 38 Defiant:

Familiarization Course Curriculum: 1 Week/ 40 Hour Course

Below is the proposed boat familiarization training course schedule for the two-week iteration. Training schedule can be modified easily to accommodate specific requirements.

Module 1: General Descriptions / Boat Characteristics (Classroom & On boat)
- 1.1 Vessel Reactivation
- 1.2 Inspection
- 1.3 Inventory
- 1.4 Fueling
- 1.5 Familiarization Walk Around

Module 2: Hull and Cabin Overview/ Maintenance (Classroom & On-boat)
- 2.1 Class Course Introduction
- 2.2 Vessel Overview
- 2.3 Design
- 2.4 Layout
- 2.5 Launch Vessel
- 2.6 Vessel Sea Trial - All Systems(Underway)

Module 3: Electrical Systems
- 3.1 Electrical Systems (Classroom)
- 3.2 Communication Systems (Classroom)
- 3.3 Navigation Systems (Classroom)
- 3.4 Auxiliary Systems (Classroom)
- 3.5 Practical Dockside Training - All Systems

Module 4: Inspections, Equipment Stowage, Startup /Shut Down Procedure, Trailering/Towing
- 4.1 Daily Boat Inspections
- 4.2 Inspection Checklist
- 4.3 Equipment Stowage List
- 4.4 Start Up Shutdown Procedures
- 4.5 Launch & Recovery from Trailer
- 4.6 Close Quarter Maneuvering: Getting Underway, Mooring, Man overboard, Coming Alongside
- 4.7 Towing Procedure
- 4.8 Anchoring Procedure

Module 5: Week 1 Overview, Operation, and Maintenance (Classroom & On-boat)
- 5.1 Practical Underway Review of Week 1
- 5.2 Q&A
- 5.3 Knowledge Assessment

Module 6: Introduction to Maintenance, Propulsion, Operations, Steering & Components
- 6.1 Maintenance Introduction
- 6.2 Propulsion Specifications
- 6.3 Theory of Operation
- 6.4 Steering System
- 6.5 Components

Module 7: Shore power Operations & Procedures, Cabin Cooling & Water Systems –
- 7.1 Shore power Theory of Operations
- 7.2 Shore power Connection Procedure
- 7.3 Cabin Cooling Systems Specification & Operation
- 7.4 Water Systems Specifications & Operation

Module 8: Preventative & Routine Maintenance Procedures
- 8.1 Preventative Maintenance: Vessel Exterior/ Interior Components and surfaces, cleaning, greasing, lubrication points.
- 8.2 Maintenance Plan and Schedule: Propulsion and mechanical systems
- 8.3 Recommended lubricants and oil change procedures
- 8.4 Recommended tool list and spare parts

Module 9: Troubleshooting, Basic Engineering, Systems Schematics Overview
- 9.1 Troubleshooting Procedures
- 9.2 Basic Engineering Casualty Control Procedures (Underway)
- 9.3 Systems Schematics

Module 10: Module 10: Comprehensive Review
- 10.1 Comprehensive Course Review
- 10.2 Technical Documentation Review
- 10.3 Question & Answer Session
- 10.4 Warranty/ Costumer Service Information
- 10.5 Course Completion Award Certificates

DETAILED FACILITIES DESCRIPTIONS.

Metal Shark Shipyards | Facility Capabilities and Qualifications

Metal Shark has a wide range of capabilities applicable to many industries with a range of vessels small and large with diverse missions. As highlighted throughout our design and build experiences, Metal Shark is predominately a shipbuilder, however many of our capabilities align with requirements across functional areas of Government and big industry programs. Metal Shark consults and provides experienced structural and engineering capabilities for vessel industry, ever changing expansion, into new technologies and directions.

Beginning with existing facilities and proven production capabilities, Metal Shark will leverage its vast internal resources and collective knowledge base in support of each functional area. Thanks to Metal Shark's relevant experience with government contracts of wide range and complexity, coupled with its successful launch of Sharktech Autonomous vessels, its able to offer more powerful resources to the customer.

Facilities and Capabilities

Metal Shark operates three separate manufacturing facilities; each available to answer specific function needs for our unique customer requests. From design, cutting and bending, welding, paint, rigging, and sea trial / testing, program management, training, warranty and customer service, the company controls all aspects of production in-house.

Both Louisiana facilities recently underwent additional manufacturing expansion in support of its increased production. Congruent to that effort, these facilities now meet the requirements of Secret Level Security Clearance with 100% badge check, turnstile employee check in, secure restricted space for approved personnel and government officials as well as 24-hour security. The facility regularly manages classified Government documentation including the receipt, transmittal, storage and destruction of classified materials. These regulations are an added benefit for our non-Government contracts knowing that our entire personnel are managed securely and strictly to adhere to timely production reports at each level.

Jeanerette, LA – Production Facility

Metal Shark's Jeanerette, Louisiana production facility serves as a physical example of the company's consistent growth, as it has been expanded every year since 2008. Metal Shark has continually reinvested in its facilities by acquiring surrounding land, constructing additional buildings, purchasing equipment, and expanding its workforce to meet customer demand. Currently, Metal Shark's Jeanerette campus consists of four buildings housing over 60,000 square feet of enclosed space spread across 15 acres. All told, since 2008 Metal Shark has invested more than $10 million of profits back into its operations for capital improvements.

In Jeanerette, Metal Shark's offices house administrative staff, in-house engineering, and dedicated customer support resources. The facility boasts dedicated buildings for cutting, bending,

Metal Shark's headquarters and office, left, US Coast Guard & Navy vessels under construction, right

welding, rigging, and paint. Major production resources include three 5-ton overhead cranes, two CNC routers, CNC brake press and manual brake press bending machines, ventilated paint booth, and a robotic welder that assures precision welds and tolerances unrivaled in the industry.

Franklin, LA – Production Facility & Waterfront Shipyard

In 2014, Metal Shark acquired a 25-acre waterfront parcel in Franklin, Louisiana, and constructed a new shipyard capable of supporting the production of vessels up to 250' (76M) in length. Currently, the facility boasts a new 60,000 square foot (5575 M²) assembly building with four assembly bays each equipped with overhead crane. The yard is also equipped with wet slips, marine Travelift, crane in/crane out/side launch capabilities, and ample drydock / outdoor storage capacity. in-house engineering staff, facility managers, production supervisors, and project managers.

Metal Shark's corporate headquarters and offices now housing 40+ office staff, is situated on the Charenton Canal, offering direct unobstructed deep-water access to the Gulf of Mexico. The yard

Aerial view of Metal Shark's Franklin yard, left, and a fleet of 85'(26M) Passenger Ferries built at Franklin, right

is located immediately off Highway 90 for easy over-the-road transport of large components, and the site plan offers ample room for future growth.

In October 2016, Metal Shark completed the construction of an additional 9,000 ft² (2,743m²) auxiliary fit-out and service Big Top tent and in December 2016, Metal Shark broke ground on even more manufacturing and office space to support the shipyard's explosive growth. The new 80 x 200' (23.4 x61m) fully enclosed manufacturing building enables all-weather production of vessels up to 170' / 52M and the new shipyard headquarters office now houses 40+ office staff, including facility managers, production supervisors, project managers and in-house engineering staff.

Bayou LA Batre, AL – Production Facility & Waterfront Shipyard

June 2018, Metal Shark acquired the assets of Horizon Shipbuilding, bringing a 35-acre Alabama shipyard located in Bayou La Batre, Alabama into Metal Shark's growing portfolio of facilities. Metal Shark – Alabama is located in the Mobile Bay region and offers a full range of shipbuilding and repair services to operators in the Central Gulf and beyond.

Aerial view of Metal Shark East and West Shipyard's on Alabama's Gulf Coast

Metal Shark – Alabama is a fully developed 35-acre shipbuilding facility, with separate east and west yards both fronting a dredged deep-water inlet. The facility boasts a total of nine assembly buildings; a 660-ton Travelift; multiple cranes, CNC plasma cutters, welders, and other fixtures supporting the construction of steel and aluminum vessels up to 300' in length and 1,500 tons launch weight. Our Alabama yard is situated just minutes from the Intracoastal Waterway with direct access to the Gulf of Mexico.

PROJECT METHODOLOGY

Company Contact for Contract Negotiation

Dean Jones
VP of Sales
160 Boro Lan
Franklin, LA 70538
(561) 909-9788
djones@metalsharkboats.com

Availability Overview

Metal Shark takes great pride in the depth of engineering expertise and demonstrated success designing and constructing high-performance, V-bottom vessels and is pleased to bring that experience to Marco Island Fire Rescue. The proposed vessel is a well performing parent craft hull design, with an exceptional ride. The designed hull is in service across the Globe. The 38 Defiant as well as all Metal Shark Products are available via GSA, COOP, TEXMAS, HGAC, multiple State Contracts as well as commercially and Internationally.

As previously mentioned, this platform can be designed, built and delivered in 240-365 Days ARO or faster. With a dedicated production line just to the 38 Defiant, this platform can be easily inserted into the build schedule at any time once design is completed and approved by Marco Island Fire Rescue. Current Supply Chain issues is the sole driving force behind the current build times. If supply chain improves, we also expect delivery time to improve as well.

I look forward to earning an opportunity to further present Metal Shark and more specifically the 38 Defiant NXT to Marco Island Fire Rescue in person if an opportunity for an oral presentation should An opportunity present itself or be needed.

The proposed 38 Defiant NXT will be fully capable of operating twenty-four hours a day, seven days a week, in all weather conditions.

Relevant Past Performance and Experience

Since 2009, Metal Shark has commissioned 1500+ vessels of similar size, mission, performance, complexity and/or powering to the Defiant platform.

Product shipment and Delivery Information

Vessels will be completed according to the timelines previously established. The vessels will be cleaned, wrapped, and delivered on their own trailers. The vessels will be ready for commissioning, training, and service once delivered.

Warranty and after shipment maintenance/repair information

Metal Shark has ample experience providing Domestic and International warranty support. Metal Shark is currently providing warranty management and support to over 30 major platforms (20 boats or more) both CONUS and OCONUS for the US Coast Guard, US Navy, US Air Force and US Army as well several COCOMS.

A summary table of typical warranties offered for the vessels is provided below:

System	Standard Warranty Offered
Workmanship & Performance	12 months
Navigation System	2 years or OEM Warranty
Propulsion System	3 year or OEM Warranty
Fuel Tank and Hull	10 years

Table: Warranty Lengths of Vessel and Major Components

Metal Shark manages all OEM warranty claims on Metal Shark-installed third-party components during the full boat warranty period. Thereafter, the customer is responsible for contacting the OEM directly for warranty repair and service, unless the failure is believed to be related to installation, in which case Metal Shark will provide remedy.

A full list of applicable OEM warranties will be provided with the documentation package accompanying the vessel upon delivery. Crew maintenance and repair will not void or affect any of the craft warranties. It is Metal Shark's desire to facilitate operability and availability, therefore maintenance personnel are free to perform normal maintenance and repair activities without voiding any warranties.

Warranty Process Summary

Metal Shark has a dedicated warranty team that will enthusiastically attend to all warranty matters as they are presented. Should a warranty issue arise, Metal Shark will provide a summary of the failure with the date and our plan to remedy the failure. Metal Shark will follow up with thorough phone calls and email as to keep all key people up to date with the status of every reported failure.

Metal Shark will provide updates to the warranty claim as information becomes available. Metal Shark will provide response and/or action within 24 hours of request. Full Warranty Statement below.

PROJECT SPECIFICATIONS AND PRICING

38 Defiant NXT Fire Rescue

DETAILED SPECIFICATIONS

GENERAL

- All structure and plating will be 5086 alloy only
- Fully Designed and labeled Construction Drawings will be created and approved by the Marco Island Fire Rescue Prior to Commencement of Construction
- All digital design, cutting, and bending construction techniques will be used
- Vessel includes collision bulkheads
- Vessel built to applicable ISO and ABS structure standards
- Vessel will be built to applicable NFPA Standards

BASE BOAT:

- 38' Welded aluminum collared full cabin response monohull boat
- Length: 43' 3" w/ Appendages, Beam 12' ½" , Draft: 24 inches (Recommended for normal operations and Fire Pump Operations) – Vessel is capable of shallower operations in emergency, ~18"
- Deep vee hull with outer chines and lifting strakes
- All welded 5086 Aluminum Alloy (No 5052 alloy will be used)
- Hull, Sides, Stringers & Bulkheads: ¼" & 3/16"
- Keel: 3/8"
- Deck and Cabin: 3/16"
- Transom: 3/8"
- 300 Gallon Fuel Tank
- Bow eye is integrated as part of keel
- Full Width Swim/Jet Protection platform

PROPULSION:

- Twin Cummins 6.7L Engines @ 550HP, Twin Disc Transmissions, and Hamilton HTX30 Standard Mechanical Controls
- Digital Controls and Gauges Package
  - Quad Levers
  - Custom throttle lever box for increased height
- Electronic Transmission Switches
- (2) Racor Fuel Water Separator
- Electric Interceptor Trim Tabs
- Initial Engine Break-In Procedures
- Estimated Speed: 40-42 Knots (46-48 MPH)
  - Full load and operational weight

ACCOMMODATIONS:

- Full Cabin
- Port and Starboard sliding side windows
- All glass must be fritted and frameless glass
- Overhead spotter windows (Fritted and frameless)
- Large Dash with Overhead Radio Pod
- (6) Overhead red/white cabin lights
- (4) Cabin fans
- Safety grab rails in cabin
    - Layout to be confirmed during design Phase
        - Include detachable lanyard lines at aft deck
- Stainless Steering Wheel
- (4) Marine Suspension Seats w/ Ballistic Nylon
    - Installed on Seat/Storage Boxes
    - Add SHOX X4 Posts
    - Add SHOX Adjustable Foot Rests x 4
- (1) EMS Bench Seat
    - Port w/ Storage
- Low Profile Desk
    - Like St. Johns
    - Will include 12V and 110V outlets
- Enclosed Bow w/ Oversized Overhead Hatch
- V-Bench in Berth
- Storage Provisions in Bow Berth
- Anti-fatigue cabin flooring
- Acoustic noise reduction materials to be used in roof and side walls
- Self-parking Windshield Wipers and washers
- Folding radar arch
    - Potentially Deleted due to Bridge Clearance Requirements
    - Will also investigate mounting of items such as FLIR, Radar, Etc to minimize Air Draft

COATINGS & MARKINGS:

- 3M Safety-Walk Non-Skid
    - Break-Up Pattern
    - Color choice of Gray or Black
- Anti-Fouling Bottom Paint
    - Black
- Vinyl Hull Side Lettering and Striping
        - TBD
- Complete Placard Label Kit for vessel accessories and Options

HULL FENDERING SYSTEM:

- DELETE COLLAR
- Trapezoidal HD Rub Rail Package to be substituted.

HULL AND DECK FEATURES AND ACCESSORIES

- Low level Courtesy Lights
    - Exterior
    - Gunnel Lights
    - Aft Deck
    - Swim Platform
- Oversized cable raceway w/ pull cords

- Pike Pole Storage Tubes
- Keel Beaching Plate
- Bow Anchor Locker
- Stainless Steel Hardware and Latches
    - Isolated using tef-gel and isolating inserts
- Self-bailing deck w/ Guttered Hatch Drains
- (3) Fire Extinguishers
- (8) cast welded aluminum cleats 10"
- Bow bitt - DELETED
- Anodes
- (3) 3700 Bilge pumps
- Removable Flag Mast w/ Storage
- Dive Ladder for use on Swim Platform
- Tow post - DELETED
    - Replaced w/ Stab-In Staple Rail for connection of safety Lanyard
- Custom Grab Rail package
    - Layout to be confirmed during design Phase
- Bow Push Knee
    - Rubber Strakes
    - Integrated to vessel and collar
        - Push knee must be box design
        - Collar to terminate on either side of push knee box
        - Add Ladder
- Fire Suppression System – Engine Room
    - Includes Alarm, Automated response, back up manual release, and override
- FLOCS Pump System for Engines and Transmissions
- Bilge Alarm
- Fresh Water Washdown w/ Tank
- (4) Recessed Deck Tie Downs
- (3) Pair Hull Strakes
- Safety Line Lanyard Chains (Aft Deck w/ Snap Clips)
- (8) Roll Control Dive Tank Holders

ELECTRICAL AND LIGHTING:

- Battery system - isolated battery banks
    - NOTE: Customer to approve relocated battery switch locations
- Six Optima Blue Top Batteries
    - (4) Dedicated Engine Start Batteries
        - (2) Per Engine
    - (2) House Battery
- (12) Flush Mount LED Emergency Light Beacons
    - Locations TBD
    - Color to be
- (6) 12 Volt receptacle
- Electronics Distribution Panels
- Custom Blue Seas Breaker System Designed Specifically for this platform by use of an ELA w/ Full Wiring Package
    - All wiring custom made
    - All wiring to have fully terminated terminals with heat shrink labels on both ends
    - All wiring to have minimum of 1" service loop on both ends
    - Galvanic Isolator
- Dimmer Switch Panel Lights & Compass

- (2) 10" RIGID LED Spot/Flood Lights
- LED navigation lights
- (2) Ocean LED Under Water Lights
- (2) Stryker GOLIGHT
    - Dual Control Pads
- (3) 110V outlets
- Dockside Dehumidifier
- Air Conditioning (Engine Driven)
- Shore power & battery charger, w/ 50'
    - 50 AMP
    - Location: Port Side
- Inverter Package – 1500Watt

ELECTONICS & NAVIGATION

- Raymarine AXIOM Pro Package: (2) 16" MFD Displays, Dome Radar, GPS Antenna, Heading Sensor, 3D Imaging, Side Scan, and CHIRP Sounding/Dual Transducer Package
- M364C FLIR
    - Joystick located at Navigator Console
- (1) VHF Radio – ICOM506 VHF w/ DSC and Shakespeare Antenna
- Compass, Upgraded Dimmable – Ritchie Navigator or Equivalent
- Install department supplied radio and antenna
    - (2) Radios and Antenna will be supplied
        - Model to be confirmed
- Siren and Loudhailer Package
- NiteTrack Night Vision
- (2) Raymaine Deck View Cameras

FIRE FIGHTING:

- (1) 1500GPM Fire Pump w/ PTO and Electric Clutch
    - Fully Plumbed Sea Chest
    - Electric Primer
    - NFPA Aluminum Piping
    - Manifold Main
    - Electronic Controlled valves
        - Controls at Pump Control Station
    - Fresh Water Flush System for pump and all piping
    - Front end PTO
        - PTO Switch at Operator Station
    - Pump Control will be Pressure Relief Type
        - Allows vessels to maintain vessel control w/ both jets
- (2) 2.5" Discharges
- (2) 5" Hydrant Outlet w/ Storz Connection
    - Includes Manual Lockout valve
- Pump Control System Located in Cabin at Navigator Position
- Cam Style Manual Monitor Discharge at bow
    - To be Flush or recessed

DELIVERY AND SEA TRIALS:

- Delivered to Customer Location
- Training Provided on-Site at No Charge
- Full GA Drawings of Vessel and layouts to be approved by customer
- Quotation includes (2) Site Visit Trips
  - 3 People Per Trip
  - Flight
  - Hotel
  - Rental Car
  -

WARRANTY

- 10 year hull and structure
- 1 year bow to stern
- Warranty response provided within 24 hours
- All warranty costs for parts, labor, and transportation to be covered by vendor
- Full Warranty Statement available

GSA Package Price: $1,140,539.49
GSA Format: GS-07F-0362T
GSA Discount Only Direct Sole Source
Discount Percentage from Standard Government Pricing: 11%
NOTE: Government/Non-GSA/BID Price: $1,299,298.83

Optional Upgrades

- Twin 1000GPM Pumps in place of single 1500 GPM Pump
  - $31960.00
- Skydex in place of Royal Marine Flooring
  - $25,969.50
- Cummins Extended Warranty
  - $15,009.00 Each Engine

Pricing Valid Until April 30, 2023

Potential Trade-In Allowance for existing vessel: ~$50,000 - $100,000
Note: Amount Range Pending survey and vessel inspection
Vessel can remain in Marco Island Possession until new vessel is complete

OTHER

- GA's
- Dry Weight and Wet weight
- Hamilton Service Location
- Bridge Cleaance Research
- Visit Exisiting Boat to Survey

MARCO ISLAND FIRE RESCUE

Customer Signature: _____

Customer Name: _____

Customer Title: _____

Date: _____

METAL SHARK BOATS

Authorized Signature: _____

Authorized Name: _____

Authorized Title: _____

Date: _____

_____