



COPY

REQUEST FOR PROPOSALS (RFP) NON- PROFESSIONAL SERVICES

ISSUE DATE:

RFP NUMBER: 23-000-

0000 TITLE: MANAGEMENT, OPERATIONS, AND CATERING SERVICES –HAPO
CENTER

ISSUED BY:

Franklin County
Administrator
1016 North 4th Ave
RM A102 Pasco,
Washington 99301

PERIOD OF CONTRACT: The contract term will be for a period of 5 years upon the date of execution with a 2 year renewal option upon the mutual written agreement of the parties.

Franklin County, Washington will receive sealed proposals for the above-named project until **3:00 PM, PDT, on July 14, 2023**

at the office of the County Administrator in the County Administration Building, 1016 North 4th Ave RM A102, Pasco, Washington 99301. Any sealed proposal received after the specified time and date will not be considered.

Inquiries for information should be directed to Franklin County Administrator Mike Gonzalez at mrگونزalez@franklincountywa.gov **via email only**. All questions must be submitted via e-mail **before** 3:00 pm, PDT, Friday June 23, 2023. Electronic copies of RFP documents in PDF format are available for download on the Franklin County web site at:
<https://www.franklincountywa.gov/Bids.aspx?CatID=19&txtSort=Category&showAllBids=on&Status=>

It will be the responsibility of the applicant to monitor the county's website and above noted websites for published addenda. All fully executed addenda must be returned to the County with proposal submission. The County will not accept faxed or emailed addenda.

PROPOSALS MUST BE MAILED DIRECTLY TO THE COUNTY ADMINISTRATOR AT THE ADDRESS SHOWN ABOVE. IF HAND-DELIVERED, DELIVER TO THE SAME ADDRESS SHOWN ABOVE. PLEASE NOTE THAT ACCESS TO THE COUNTY ADMINISTRATION BUILDING IS RESTRICTED, PLEASE PLAN ACCORDINGLY TO ENSURE THE PROPOSAL ARRIVES PRIOR TO THE DUE DATE AND TIME.

In Compliance With This Request for Proposal And To All The Conditions Imposed Therein and Hereby Incorporated By Reference, The Undersigned Offers, And Agrees To Furnish Services requested in the solicitation.

THIS SECTION IS TO BE COMPLETED BY APPLICANT'S AUTHORIZED REPRESENTATIVE
NAME AND ADDRESS OF FIRM:

INTERNATIONAL
110

Paul H. Carter

411 W. Clark Suite F.
Pasco, Wa. Zip Code: 99301
Email: lavor2@bmi.net

Date: 7/7/2023
By: DAVID CORRIANS (Sign in Ink)
Name: DAVID G. CORRIANS (Please Print)
Title: PRESIDENT / OWNER
Website Address: _____

Check All That Apply: SBSD Certified Business

☒ Small ☐ Women-Owned ☐ Minority-Owned SBSD # _____ FEI/FINT No. _____

UNITED STATES OF AMERICA

The State of Washington

Secretary of State

I, **STEVE R. HOBBS**, Secretary of State of the State of Washington and custodian of its seal, hereby issue this

CERTIFICATE OF FORMATION

to

INTERNATIONAL PROMOTIONS LLC

A **WA LIMITED LIABILITY COMPANY**, effective on the date indicated below.

Effective Date: 03/13/2023

UBI Number: 605 125 576

 **COPY**



Given under my hand and the Seal of the State
of Washington at Olympia, the State Capital



Steve R. Hobbs, Secretary of State

Date Issued: 03/13/2023



WASHINGTON
Secretary of State
Corporations & Charities Division

Corporations and Charities Division
Physical/Overnight address:
801 Capitol Way S
Olympia, WA 98501-1226
Mailing address:
PO Box 40234
Olympia, WA 98504-0234
Tel: 360.725.0377
sos.wa.gov/corps

03/13/2023

DAVID CORTINAS
411 W CLARK ST STE F
PASCO WA 99301-5798

 **COPY**

Business Entity Name: INTERNATIONAL PROMOTIONS LLC
UBI Number: 605 125 576
Expiration Date: 03/31/2024

Congratulations!

You have completed the filing to create a new business entity. **The next step in opening your new business entity, is to complete a Business License Application.** The Business License Application can be completed online or downloaded at: <https://www.dor.wa.gov/> if you have not already completed this step. If you have any questions about the Business License Application, contact information for Business License Services can be found at <https://www.dor.wa.gov/contact>

FEDERAL REQUIREMENT

The IRS requires business entities to receive an Employer Identification Number "EIN". Please see the IRS website for additional details on how to apply for an EIN through their online portal at <https://www.irs.gov>

IMPORTANT

To keep your filing status Active and avoid Administrative Dissolution, you **must**:

1. **File an Initial Report** within 120 days of the date your business entity was filed. The date of the filing is stated on your certificate.
2. **File an Annual Report** and pay the annual fees each year before the expiration date for the business entity. A notice to file your Annual Report will be sent to your registered agent on file. It is the business entity's responsibility to file the report even if no notice is received.
3. **Maintain a Registered Agent** and registered office in Washington State. You must submit changes regarding your Registered Agent, agent's address, email, registered office or principal office address to the Corporations Division. Failure to do so may result in administrative dissolution/termination.

If you have questions about an Annual Report or Registered Agent requirements, please contact the Corporations Division by email corps@sos.wa.gov or by phone at 360-725-0377 or visit our website for a chat option with a representative.

If your business entity accepts or solicits donations from the public OR the business entity is a nonprofit holding \$250,000 or more in charitable assets you may also be required to register with the Charities Program. You may review the self-assessment guides on our website at <https://www.sos.wa.gov/charities>

Sincerely,
Washington Secretary of State
Corporations and Charities Division
corps@sos.wa.gov



DEPARTMENT OF THE TREASURY
INTERNAL REVENUE SERVICE
CINCINNATI OH 45999-0023

Date of this notice: 03-13-2023

Employer Identification Number:
92-2859877

Form: SS-4

Number of this notice: CP 575 G

INTERNATIONAL PROMOTIONS LLC
DAVID G CORTINAS SOLE MBR
4501 MOLINE LN
PASCO, WA 99301

For assistance you may call us at:
1-800-829-4933

IF YOU WRITE, ATTACH THE
STUB AT THE END OF THIS NOTICE.

WE ASSIGNED YOU AN EMPLOYER IDENTIFICATION NUMBER

Thank you for applying for an Employer Identification Number (EIN). We assigned you EIN 92-2859877. This EIN will identify you, your business accounts, tax returns, and documents, even if you have no employees. Please keep this notice in your permanent records.

Taxpayers request an EIN for their business. Some taxpayers receive CP575 notices when another person has stolen their identity and are opening a business using their information. If you did **not** apply for this EIN, please contact us at the phone number or address listed on the top of this notice.

When filing tax documents, making payments, or replying to any related correspondence, it is very important that you use your EIN and complete name and address exactly as shown above. Any variation may cause a delay in processing, result in incorrect information in your account, or even cause you to be assigned more than one EIN. If the information is not correct as shown above, please make the correction using the attached tear-off stub and return it to us.

A limited liability company (LLC) may file Form 8832, *Entity Classification Election*, and elect to be classified as an association taxable as a corporation. If the LLC is eligible to be treated as a corporation that meets certain tests and it will be electing S corporation status, it must timely file Form 2553, *Election by a Small Business Corporation*. The LLC will be treated as a corporation as of the effective date of the S corporation election and does not need to file Form 8832.

To obtain tax forms and publications, including those referenced in this notice, visit our Web site at www.irs.gov. If you do not have access to the Internet, call 1-800-829-3676 (TTY/TDD 1-800-829-4059) or visit your local IRS office.

INTERNATIONAL PROMOTIONS LLC

411 W CLARK SUITE F PASCO, WA. 99301

OWNER: DAVID AND MARTY CORTINAS

509-567-7065 OFFICE – 509-539-2753 CELLULAR

WASHINGTON UBI #605-125-576

FEDERAL #92-2859877

Commissioners and Franklin County Administration,

This letter and information of the said; INTERNATIONAL PROMOTIONS LLC is interested in the management of the HAPO CENTER OF PASCO formally known as the TRAC CENTER OF PASCO.

In an open meeting of the Franklin County Commissioners and via telephone conference, I David Cortinas Made it known to the public and the Franklin County Commissioners of our interest in the management of the center and are ready to move forward with this acknowledgement to the commissioners and the residents of Franklin, County and City of Pasco.

The IP LLC team in doing our homework, we have found that the need of a good management team and support of those surrounded of the IP LLC will make a difference in making the HAPO CENTER the main Entertainment location in Tri-Cities, we have found the size of the building expo centers and surrounding areas we can work and make this once again the very best of bring the high level of entertainment to the Center and family fun that the Center one time was performing in years past.

The TRAC Center opened in October 1995. Once the power was turned on, TRAC Center experienced positive growth in quality events and expanding community attendance. The expanding program base results in more dollars spent within the community.

INTERNATIONAL PROMOTIONS LLC VISION:

At the time of the event opened you would see farm ag shows, horse shows, cattle drive, and other farm ag sports and today we do not see those family entertainment events, and the need is called for this type of entertainment once again, we can make this happen. The IP LLC has the contacts and personal in reaching out the PBR, Horse Show Professionals and many local farms to participate in these types of family entertainment.

Along with the large number of the Latino community we can bring back the Latino USA Promoters to bring high level musical groups, big name performers in the Latino world such as names like Julio Iglesias, Banda El Recordo, Septima Banda, Bad Bunny, and professional Mexican musical groups that will bring millions to the community. Also, in the same line we have contacts in bringing Arabian Dancing Horse Shows to the HAPO CENTER. The IP LLC are members of the Latino USA Promoters that meet everything 3 months in Las Vegas, Nevada preparing Entertainment packages that are interested coming to the Tri-Cities area.

The IP LLC have contacts in the Comedian line of shows such as names like; Larry the Cable Guy, George Lopez, Gabriel Iglesias, and many other circuits of shows the can perform at the HAPO Center.

Along with family entertainment and contacts though the Disney World and so many other family shows IP LLC will work in bringing family entertainment back to the HAPO CENTER.

Trade Shows, Weddings, Quince Años and so many local activities need to come back to the HAPO CENTER – the IP LLC visions a TACO TRUCK FOOD COURT build on the grounds of the HAPO CENTER, the back COURTYARD we vision County Weddings and the ATRIUM used for a Restaurant for Lunch and Dinner and use the kitchen for a Steak House during the week and some weekends with a menu directed to the Farm Ag Community.

OUTDOOR EVENTS:

Circus, Carnivals, Tri-Cities Larges YARD SALE will be organized during the summer months involving the entire Tri-Cities and surrounding areas of Benton and Franklin Counties.

MORE TRAC HISTORY:

In the Spring of 2019, Franklin County partnered with HAPO Community Credit Union for a 10-year naming rights agreement. The TRAC Center became the HAPO Center.

The HAPO Center offers a versatility that few event venues can offer to both the promoters and to the public. The complex features a 38,184 square foot Exposition Hall & 39,200 indoor concrete floor arena, supported by a spacious Atrium and three conference rooms. Over 84,000 square feet of exhibit space is available, making The HAPO Center one of the largest event venues in Washington. Each area within the complex is a standalone venue or all the areas may be combined for larger events.

The HAPO Center's customers will find a professional, customer service-oriented staff that is able to ensure a successful event. In-house event services make the HAPO Center a "one-stop shop" for the HAPO Center patrons and food, and beverage service completes the scope needed for a successful event.

Paved parking for 1,450 cars, adjacent grass parking for 500 cars is also available along with a separate 6-acre parking lot. **(These areas can be used for Show and Shine Car Shows, Long Term and short term parking permits and overnight Semi-Trailers rentals at friendly prices.)**

The INTERNATIONAL PROMOTIONS LLC has worked in the Benton - Franklin County since 1997 thought the Latin Business Association a nonprofit organization and the local Hispanic business owners with more than 120 members.

Signature events like Cinco de Mayo, Mother's Day Festivals, Father's Day Festivals, 16th of September Festivals and the Tamale Festival working these events at the Benton Franklin Fairgrounds, Hapo Stage in Richland Washington, Columbia Parkin in Kennewick, Washington and at the TRAC Center all being successful and profitable until the pandemic hit worldwide.



The numbers of the past event are as follows and reported.

EVENTS THOUGH 2023

REVENUES ATTENDANCE PROFITS

Tri-Cities Hispanic Chamber of Commerce was Founded by David Cortinas and Manuel Chavallo

1998 - Cinco de Mayo – Downtown Pasco	\$110,000	8000	\$77,000
1999 - Cinco de Mayo – Downtown Pasco	\$99,000	7500	\$75,000
2000 – Cinco de Maho – Columbia Park	\$119,000	10,800	\$80,000

2001 – 2012 – 4 years the LBA was in volved in any events.

2007 the Latin Business Association was founded by David Cortinas

2007 – 2018 the following events were organized by the LBA OF TRI-CITIES.

Cinco de Mayo, Tamale Festival, Father's Day and Mother's Day Festival, Mexican Rodeos and Dancing Horses Shows, 16th of September Festivals, Low Riders and Antique Car Shows were held at the following locations in the Tri-Cities – Columbia Park, Volunteer Park, Benton-Franklin Fairgrounds, Tri-Cities Baseball Stadium, and John Dam Plaza, Streets of Downtown Pasco and Kennewick Downtown.

EVENTS THOUGH 2023

REVENUES ATTENDANCE PROFITS

These years 2007 – 2018	\$1,450,000	500,000	\$750,000
2019 – 2021 – No Shows or Festivals – Pandamic			
2022 – Father's Day Festival – Downtown Pasco - \$32,000		1000	\$18,500

2023 – No Events as of date.

IP LLC will work with the board of directors lead by Gaudencio Felipe President in bringing all the events mentioned in this presentation to the HAPO CENTER.

As you can see the events organized by the Latin Business Association have been profitable since 2007 and all have been received very well by the communities in the Tri-Cities.



INTERNATIONAL PROMOTIONS LLC TEAM

President: David G. Cortinas

Secretary/Treasurer: Marth R Cortinas

Trustees: Candelario and Marina Lopez

Office Manager: Zulma Ceja – Administration Certificate

Events/Contract Manager – Rossie Garcia

Catering and Food Service: Chef Ryan Piekos – 31 years' experience – WWCC CHEF SCHOOL

Cook/Dessert/Cake Chef: Adriana Trejo

Maintenance Director: Jose Flores – 23 years' Experience – Carpets, Floors and Construction

Maintenance Staff: Jose Montor – 35 years' Experience - Handy man, Carpentry, Mechanic.

Security Company: International Security – Jonathan Espinoza

Crowd Control Security: Israel Cardoza – Yakima Area Events – 20 years.

Accountant: Dante Montoya – Certified Accountant

Accountant Assistant: Maria Gomez – Legal Services

Attorney Advice: AJ Trejo, Mario Rodriguez.

Bank: US Bank

Physical Address: 411 W. Clark Suite F Pasco, WA. 99301.

Contract:

IP LLC is ready to work out and agreement with your Administration in working out a contract where Franklin County is receiving revenues from all events and contracts at the HAPO Center.

IP LLC will follow all laws, policies and agreements between both parties and get involve in local organization's and working in bringing the communities together for the best interest of all parties involved.

Experience:

Professional Baseball Umpire, Chef, Non-Profits, Administration, Journalist, Publisher and working with the community in many areas and all many international cultural festivals and interest of many different parts of the world. Bi-Lingual - English and Spanish Languages.

David and Marty are parents of 3 boys: Ryan, Rueben, and Basil.

Final Page 4.



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XII. ATTACHMENT A

KNOWLEDGE OF CONDITIONS

At the time of the opening of the proposals, each applicant will be presumed to have inspected any site(s) and to have read or have been made thoroughly familiar with the specifications regarding services. Further, the vendor has had the opportunity to question County employees and staff regarding any aspect of services that are related to this proposal.

The County may consider as informal any proposal not prepared and submitted in accordance with the provisions hereof. Applicants shall understand that the County will not be responsible for any errors or omissions by the applicant in the proposal.

All materials submitted become the property of the County and may be returned only at the County's option. The County has the right to use any or all ideas presented in any reply to the RFP, except for any items marked as confidential or trade secrets. Selection or rejection of the proposal does not affect this right.

Type or print legibly when completing this form.

1. Legal Name of Applicant: DAVID G. CORTINAS - INTERNATIONAL
(Note: This is your name as reported to the IRS. This should match your PROMOTIONS
Social Security card or Federal ID number.) LLC

2. Type of Business Entity: LLC
 - A. Sole proprietorship (Provide full name and address of owner):
 - B. Limited Partnership (Provide full name and address of all partners):
 - C. General Partnership (Provide full name and address of all partners):
 - D. Limited Liability Company (Provide full name and address of all managing members): INTERNATIONAL PROMOTIONS LLC
(See List of members: STAFF)
 - E. Corporation (Provide full name and address of all officers):
(See List of members: STAFF)

3. Doing Business As: INTERNATIONAL PROMOTIONS
If Applicable (Note: This is the name that appears on your invoices but is not used as your reporting name.)

4. Name and Position of Person Completing this Certificate:

DAVID CORTIAS - Owner

5. Physical Business Address:

411 W. Clark Suite F.
Pasco, Wa. 99301

6. Primary Correspondence Address (If different from physical address):

P.O. Box 1023
Pasco, Wa. 99301

7. Number of Employees:

2 Full Time
2 Part Time

8. Are all Employees Who Work in the United States Eligible for Employment in the United States?

Yes ☒


No ☐

Under penalty of perjury pursuant to the laws of the State of Washington, I declare on behalf of the contractor/Contractor listed above that to the best of my knowledge and based upon reasonable inquiry, each and every one of the contractor's/Contractor's employees who work in the United States are eligible for employment in the United States as required by the Federal Immigration Reform and Control Act of 1986. I further declare on behalf of the contractor/Contractor that it will use due care and diligence to ensure that all employees hired in the future who will work in the United States will be eligible for employment in the United States. I affirm that the information provided herein is true, correct, and complete.

Sworn this 14 day of, 2023 July
on behalf of International Promotions LLC as evidenced by the following signature and seal: ✓

Name of Contractor/Contractor: International Promotions LLC

Printed Name of Signatory: Da Carolina Valencia

Signature: 

Date: 7/14/23



STATE OF Washington :

CITY / COUNTY OF Franklin , to-wit:

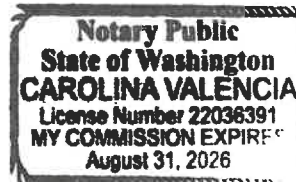
The foregoing instrument was acknowledged before me this 14 day of July, 2023, by

David Cortinas. He/She is personally known to me or has produced
Driver License as identification.


Notary Public

Registration No.: 22036391

My commission expires: Aug 31, 2026



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XIII. ATTACHMENT B

LITIGATION DISCLOSURE FORM

Respond to each of the questions below by checking the appropriate box. Failure to fully and truthfully disclose the information required by this Litigation Disclosure Form may result in the disqualification of your bid or proposal from consideration or termination of the contract, once awarded. For purposes of this disclosure form, "you" means the individual or entity in whose name the bid or proposal is submitted.

1. Have you or any principal, officer or director of your company, or any individual who will be assigned to work under any contract awarded pursuant to this solicitation, been convicted of a felony, or a misdemeanor involving moral turpitude, during the last seven (7) years?

Yes ☐

No ☒

2. Have you or any principal, officer or director of your company, or any individual who will be assigned to work under any contract awarded pursuant to this solicitation, been terminated from any work being performed for Franklin County or any other governmental entity in the State of Washington during the last seven (7) years?

Yes ☐

No ☒

3. Have you or any principal, officer or director of your company, or any individual who will be assigned to work under any contract awarded pursuant to this solicitation, been involved in any claim or litigation with Franklin County or any other governmental entity in the State of Washington during the last seven (7) years?

Yes ☐

No ☒

4. Has any parent company or wholly owned subsidiary of your company been involved in any claim or litigation Franklin County or any other governmental entity in the State of Washington during the last seven (7)?

Yes ☐

No ☒

If you answered "Yes" to any of the above questions, please state the name(s) of the person(s), the nature, and the status and/or outcome of the conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page, attached to this form and submitted with your proposal.

XIV. ATTACHMENT C

APPLICANT DATA SHEET

Note: The following information is required as part of your response to this solicitation.

1. Qualification: The applicant must have the capability and capacity in all respects to satisfy fully all of the contractual requirements.

2. Applicant's Primary Contact:

Name: DAVID G. CORTINAS Phone: 589-539-2753
Email: lav02@bmi.net

3. Years in Business: Indicate the length of time you have been in business providing this type of good or service:

25 Years 7 Months AS LBA - IP LLC New

4. Vendor Information:

FIN or FEI Number: _____ If _____ Company,
Corporation, or Partnership

5. Indicate below a listing of at least four (4) current or recent accounts, either commercial or governmental, that your company is servicing, has serviced, or has provided similar goods. Include the length of service and the name, address, and telephone number of the point of contact.

A.
Company: _____

Contact: _____

Phone: _____

Email: _____

Dates of Service: _____

\$ Value: _____

B.
Company: _____

Contact: _____

Phone: _____

Email: _____

Dates of Service: _____

\$ Value: _____

C.
Company: _____

Contact: _____

AS a (new LLC) - No Company's of Service

Phone: _____

Email: _____

Dates of Service: _____

\$ Value: _____

D.
Company: _____

Contact: _____

Phone: _____

Email: _____

Dates of Service: _____

\$

Value: _____

I certify the accuracy of this information.

Signed: _____

Ruff C. Tamar

Date: _____

7/4/23

Title: _____

Owner





725 N. 26th Ave.
Pasco, WA 99301
509-545-5320 (O)
509-492-4437 (F)
www.absolutepowertc.com

Date: July 10th, 2023

To whom this may concern,

My name is Rick Berry, and I am writing this recommendation for Jeff Carvo. I have known Jeff in both a personal and professional capacity for the past 15 years. In my experience, Jeff is a hardworking, professional, honest, and polite individual. I have no reservations continuing our future professional & personal relationship.

During my relationship with Jeff, I have experienced an individual who works hard and carries himself in a polite, professional manner. In addition, Jeff has presented himself with levelheadedness and grace.

Please do not hesitate to contact me if you should require any further information.

Best Regards,

A handwritten signature in black ink, appearing to read "Rick Berry", is written over a horizontal line. The signature is stylized with a large, looped "R" and a long, sweeping tail.

Rick Berry

Telephone: 509-947-2376

Email: Rickb@absolutepowertc.com

COPY

C & I On Site Concrete, LLC

7606 Budsage Drive
Pasco, WA. 99301
(509)222-8820

Date: July 11, 2023

To whom this may concern,

My name is Candelario Lopez owner C & M On Site Concrete LLC, I have known David Cortinas for the past 35 years in a personal, professional attending church for the past 3 years and serving together in a humble and kind service to our fellow men.

In my experience, David is a hardworking, professional, honest, kind, and humble person and I can trust doing business with, but most of all I consider David a brother and special person in Christ.

During my relationship with David Cortinas, I am proud to say he will always have my support personally and professionally and would be proud to have him in any professional aspect of service and or business in the years and future and present endeavors.

David has always presented himself in a matter of respect and kind to all those he deals with, and I would support him with my personal life and business.

Please do not hesitate to contact me if you should need my personal support concerning David Cortinas by phone or email.

Best in respect and regards,



Candelario I. Lopez

Telephone: 509-222-8820

Email: onsiteconcretewa@gmail.com



**207 Dennis Street
Kennewick, WA. 99865.**

Date: July 2, 2023

To whom this may concern,

My name is Gaudencio Felipe Sanchez owner and President of the Diamante Digital Media dba Radio La Ley 96.1 FM in Kennewick Washington. I have known David Cortinas for the past 30 years in a personal and professional capacity. In my experience, David is a hardworking, professional, honest, kind, and humble person and a person I trust doing business with, but most of all I consider David a friend and brother in Christ.

During my relationship with David Cortinas, I am proud to say he will always have my back personally and professionally and would be proud to have him in any professional aspect of service to the community.

David has always presented himself in a matter of respect and kind to all those he deals with, and I would support him with my personal life and business world.

I have worked side by side David in many Events, Festivals, Community Dances, Movie Nights, and all were successful and profitable, must of all we worked as a team. David is a leader and gets things done.

David never over promises and under delivers and finds solutions to the problems as they arise and makes everyone comfortable for the best solutions for everyone involved.

Please do not hesitate to contact me if you should need my personal support concerning David Cortinas.

Best regards,

Gaudencio Felipe Sanchez

Telephone: 509-855-6864

Email: Gaudencio@diamantedigitalmedia.com



COPY

DATE July 13, 2023

To whom it may concern:

I have known Jeff Carvo for 18 years worked with him professionally during this time and Jeff has always been the utmost professional that has excelled at every position I have worked with him at. Also I have known Jeff on a personal level and you can't ask for a nicer more honest guy he is a true friend. I highly recommend Jeff and am sure he will make a great fit and succeed at whatever he takes on, any questions please feel free to call me. Thanks!

Greg Warren
Industrial/Commercial Account Manager
Eastern Washington/Eastern Oregon
Ferguson Industrial Group / Ferguson Enterprises
Trust earned through performance
Cell : 509-727-1818
Gregory.Warren@Ferguson.com

 **COPY**

LETTER OF RECOMMENDATION

Date: July 13 2023


To Whom This May Concern,

My name is Dean Wellsfry , Owner - Shakey's Pizza Parlor . I am proud to offer my recommendation of Jeff Carvo, whom I have personally known for 20 years as my friend.

During my relationship with Jeff, I have witnessed an exemplary individual dedicated to excelling in their professional and personal affairs through a strong work ethic and the utmost respect for others. Jeff, above all else, is a family-oriented person who has always conducted and presented themselves with a polite demeanor and levelheadedness in their judgment. I am confident Jeff will be a great fit, and I give my highest recommendation.

Please do not hesitate to contact me if you should require any further information.

Respectfully,


Signature _____
By Dean Wellsfry

July 13 2023
(509) 366-3947
deanwellsfry@gmail.com



COPY

Page 1

Tamale Festival 2013

De Los Tri-Cities

& Indoor Swap Meet

LBA Presenta El "Festival de Tamales"

Domingo 1 de Diciembre

Benton Franklin Fair Grounds, Kennewick, WA

Edificios #2 & #3

11AM - 11PM

Presentación Musical



Fotos con Santa Claus 3PM



Se busca Puestos de Tamales, Panadería, Talentos, Payasos, Grupos Musicales, Puestos de Artesanías y Puestos de Ropa o Todo lo que se Vende en un Swap Meet



Cerveza Fria



2 Horas Publico Invitados RSVP 542-0026

ENGLISH & SPANISH SINGERS WANTED Horario: 2-4 PM



Banda La Conquistadora



Grupo Salvaje



Victor Manuel "El Canario"



Para más información pueden llamar a: Winter Dahlmann al teléfono (253) 385-0800 o al correo electrónico: winter.dahlmann@lba.com

COPY

Celebrando

GRITO DE INDEPENDENCIAModelo
LA VOZ
GUSTO

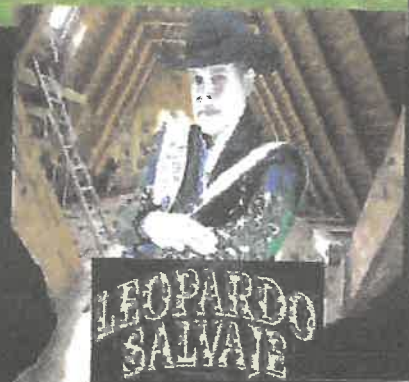
16 y 17 de

**Septiembre
2022**

Cruzando Puentes Juntos

FIESTAS PATRIASEl Grito
2022

Grandes Presentaciones de Grupos Musicales



- Habrá Comida Auténtica Mexicana,
- Frutas, Refrescos, y Otros Antojitos,
- Abarrotes, Juguetes,
- Artículos Deportivos, Globos,
- Juegos Para Los Niños
- Jardín de Cerveza
- Y mucho más.



Una Evento Familiar

Kike

BERBES

COPY

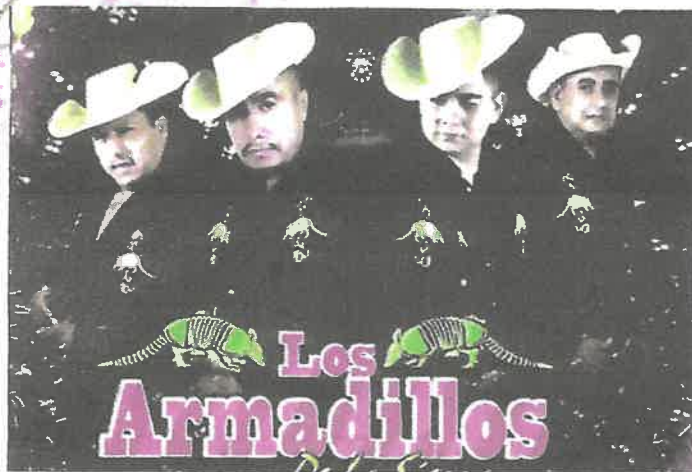


Celebrando el Día de Las Madres

Sábado 13 y Domingo 14

de Mayo

**Peanuts Park
109 S 4th Ave
Pasco, WA**



**Grandes Presentaciones
de Grupos Musicales
Zona de Juegos Para Los
Niños y Mucho Más.**

- Habrá Comida Auténtica Mexicana.
- Frutas, Refrescos, y Otros Antojitos.
- Abarrotes, Juguetes,
- Artículos Deportivos, Globos,
- Juegos Para Los Niños
- Jardín de Cerveza
- Y mucho más.



Kike Cervante



¡Un Evento Familiar!

Patrocinios



Jardín de Cerveza

**Para Participar llamen a la oficina
de LBA Al: (509)873-5014**

COPY

97.9 La Gran D

2014

Bustos
BUSTOS MEDIA, LLC

Entrada
Gratis

Tamale FESTIVAL

Evento
Familiar

EN LOS TERRENOS DE LA FERIA DE KENNEWICK WA

Estrellas
de Mexico



STANDALISHO

Garibaldi
MEXICAN RESTAURANT

WEATHERED BY THE EAST
URAY DESIGN
509-502-0310

Aranque
Mortero

THE LA CHORRADA DANCE COMPANY
TORMENTA
DE DURANGO

LA RINDE
TAMALE
FESTIVAL

LOS PRINCEPES
DE LA CORONA

Victor
Manuel

Eite Chavez

Y SU MINUTO VIOLENTO

VENENO

JONATHAN
VALLEJO

El Payasito
del Rodeo

Andy
Ayala

CHIKOS
SANTO

Promociones Durango
Eventos, Galerías
y Jarpas

LA VOZ
The Pacific Northwest

LBA
DE THE CITIES

EVENTO SERA DE 11AM HASTA LAS 11PM-NO FALTE
HABRA BARRA COMPLETA Y ANTOJITOS MEXICANOS

DOMINGO 7 DE DIC.

TODAS LAS PERSONAS/COMERCIANTE INTERESADAS EN PARTICIPAR EN ESTE FESTIVAL
ESTAN CORDIALMENTE INVITADOS LLAMANDO AL (509)899-8339/509-542-0026 CON ANA NUNEZ

UN EVENTO LLENO DE BASTANTE DIVERSION PARA TODAS LAS EDADES

COPY



TRI-CITIES
TACO
TACO THE TOWN



CARNICERÍA
3 PUEBLOS

¡Diversión Para Toda La Familia!

Jarripeno

Toros A Pura Lumbre



Benton Franklin Fair Grounds 1500 Oak Street Kennewick, WA

Sabado



16 de Junio
2018

BANDA
MACHOS



LOS
PRINCIPES
DE LA BANDA



Puertas
Abren a
Las 3PM



Búscanos en Facebook **LBATCJOINNOW**

LA VERGA BUREAU

COPY

Evento Presentado Por



SABADO PRIMER EVENTO DEL AÑO
JULIO

10

EVENTO
TOTALMENTE
FAMILIAR,
GRATIS!!

12 PM - 10 PM



FESTIVAL LATINO



GRUPO
de Nueva Alianza
509

Para Informes y Puestos
llamen al Tel:
(509) 567-7065
(509) 539-2753

ADEMAS BALLET LAS
CHIQUELLAS FOLKLORICAS

Downtown Pasco, WA - 5th. y Lewis

Evento Patrocinado Por



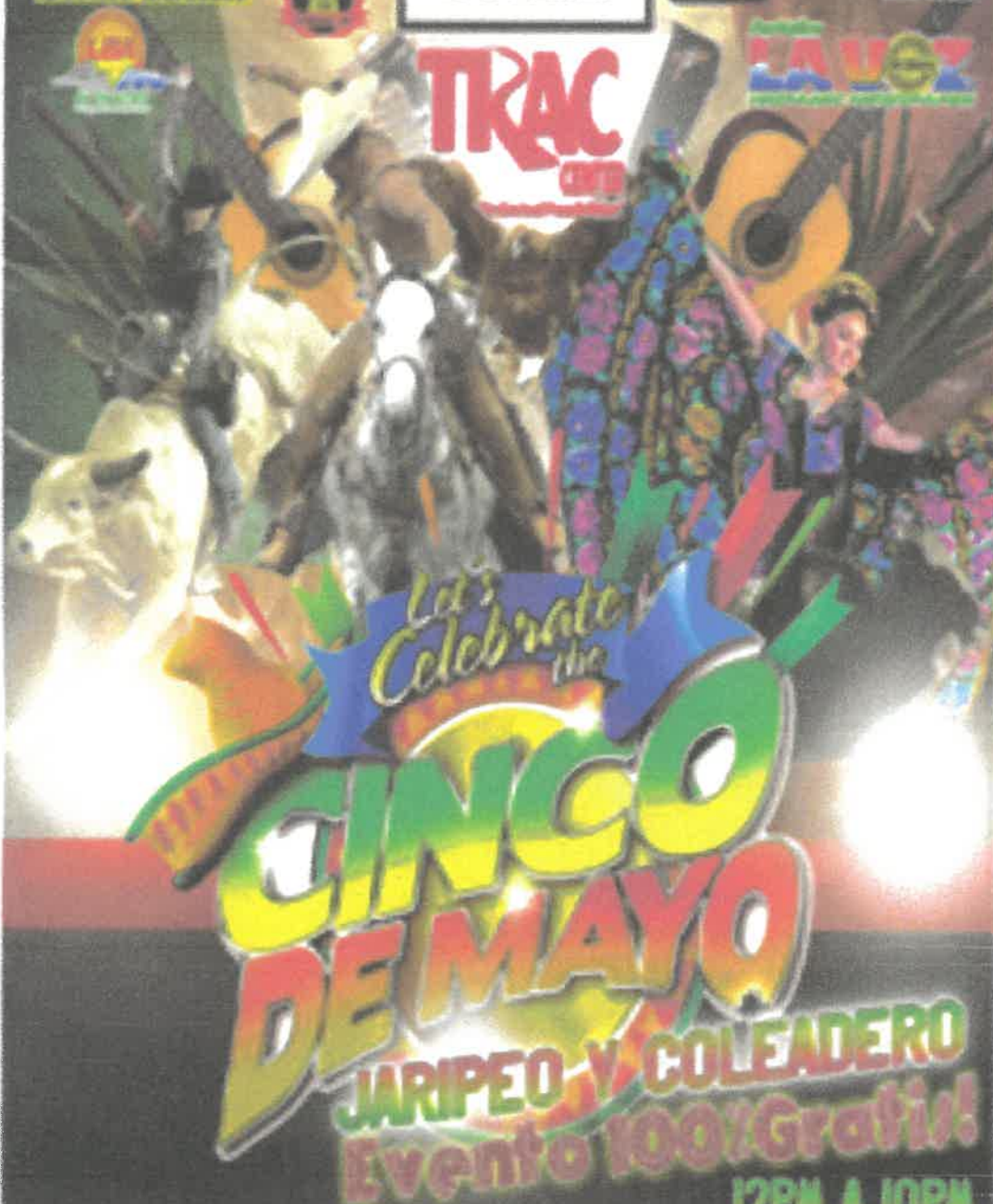
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PRESENTADO POR LOS MEDIOS DE COMUNICACION DE TRICITIES Y WEST COAST AUTO DEALERS

96.3 FM
CAMPESINA



TRAC
CITY



SABADO 7 DE MAYO

MUSICA EN VIVO | PREMIOS PARA MAMA

ENTRETENIMIENTO PARA TODA LA FAMILIA

SERVICIO DE BARRA Y ANTOJOS MEXICANOS!



metroPCS



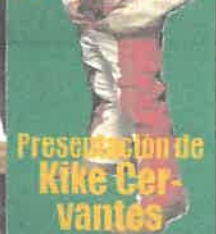
WED / (505) 538-2757 / (505) 302-4000 / (541) 790-1501



COPY

Un Evento Familiar
Festival Día De Los Padres
 HAPO Center De Pasco - Antes el TRAC
¡Gratis! ¡Gratis! ¡Gratis!

18 JUNIO 2023
DOMINGO 1pm 10pm



COPY



Patrocinio Principal

EL TACO THE TOWN

TRI-CITIES TACO THE TOWN

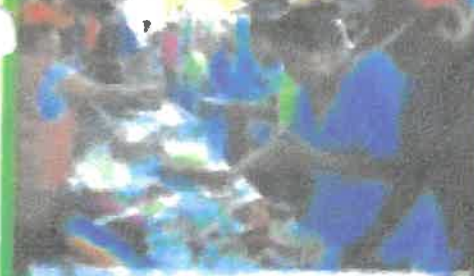
Sábado 16 de Junio 2018

San Antonio, TX

COPY



¡Diversión
Para Toda
La Familia!



Jarripeno
Toros A Pura Lumbre
¿Quién Será el
Rey del Taco?

Directamente de Eagle Pass, Texas

CAR SHOW



El Mejor Taco



LBATCJOINNOW

Registre Su
Caro Hoy Mismo



Para mas informacion llamen Al: 15091534-2763



Friends of Children of Walla Walla proudly present



FRIENDS FESTIVAL

Featuring

FOUR TIME GRAMMY NOMINATED - DIRECT FROM MAZATLAN, SINALOA, MEXICO



Banda LOS RECODITOS



WITH GUEST ARTISTS



Sunday June 24th

at the Walla Walla Fairgrounds

Children's Festival - 1:00 p.m. to 3:00 p.m. - Free Entrance
there will be Bouncy Castle's, Food Trucks, Face Painting, and much more!

Concert - 5:00 p.m. inside rodeo arena. (ticket required to enter)

Parking \$5.00 at Fairground Parking Lots

First 2,500
tickets will
sell for \$35

!Thank You To Our Sponsors!

Gesa
CREDIT UNION

KEPR

UB

COUNTRY
FINANCIAL

WILD HORSE
BOWLING

KUNW

WILDHORSE
RESORT & CASINO

LAVOZ

PORT
WALLA WALLA

Chiquillas

Columbia REA

CITY OF
WALLA
WALLA

Tickets will be sold at wallawallafairgrounds.com and wallawallafriends.org

Super Milton Market de Milton Freewater, Or. - Fiesta Foods de Hermiston, Or. - Carniceria la Barata de Pasco, Wa.
Los Tapatios de Walla Walla & College Place, Wa. - Super Mex Fiesta Party Supplies de Pasco, Wa.

For more information call Ruben Hernandez (509) 540-5750

COPY

COPY



La Reina de las Bandas



Fun for the
Whole Family



KID ZONE



BANDA
MACHOS



JARDIN
DE LA
CERVEZA



Crazy Pimps



¿Quien Será el
Rey del Taco?

Sabado 16 de Junio, 2018

Benton Franklin Fairgrounds
1500 South Oak Street
Kennewick, WA 99337



Hot Rods - Lowriders - Mini Trucks - Muscle Cars
Motorcycles - Pedal Cars - Lowrider Bikes and
Classic's all welcome

ROLL IN: 8AM GATES OPEN: 10AM

Registration: \$25 per vehicle - \$15 per lowrider bikes & pedal cars

To Pre Register please email

Lavand@winet or Call David at: 509-539-2753

For Questions or more information, email... or call Ale at 253-389-2334

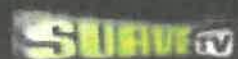
You must Pre Register by May 20th or you pay double at the gate the day of the Show

Para mas informacion, llaman al 509-539-2753

JARIPEO



Toro
a pura
lumbre
de rancho yerva buena



TRAC

En El TRAC de Pasco, WA

CENTER

Vende Sus
Tamales

LBA

De Los Tri-Cities

El Payasito
Los Invita



Fotos con
Santa Claus

Todavía Hay
Espacios Para
Puestos de
Artesanías y
Tamaleras

SE BUSCA
GRUPOS
MUSICALES

Tamale Festival

2016 11am - 9pm

Domingo 11 de Diciembre



Presentación Especial por el Folkloric Ballet



Se Busca Puestos de Tamal,
Puestos de Artesanías,
Panadería y Talentos

Chiquillas
FOLKLORIC BALLET

30 Periodicos con 21 años de servicio
LA VOZ
El Portavoz De La Comunidad Latina

JUAN
93.9 FM
ITOCANDO LO QUE LE GUSTA

Exitos
104.9

LA Voz
93.9 FM

Para mas información pueden llamar al teléfono: (509) 545-3055

COPY

COPY

EVENTO FAMILIAR **BUSTOS LA GRAN** **2014** **ENTRADA GRATIS**

EN LOS TERRENOS DE LA
ERRA DE KENNEWICK
1500 S DRA ST, KENNEWICK, WA 99337

DOMINGO
DICIEMBRE 7

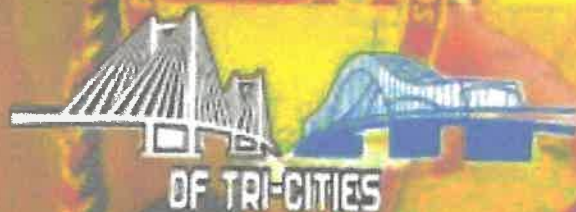
Tamale FESTIVAL

CHIKOS
GRANDPAPA
Arriague Norteño
ALTOLITAJE
VENENO
LA SEÑAL
ONATHAN
El Barrio
El Rodeo
Elle Chavez
MINUTO VIOLENTO
STREET
KOMPAS DEL SUR
ESTRELLAS DE MEXICO

ESTRELLAS DE MEXICO

EN EVENTO LLENO DE DIVERTIDA DIVERSION PARA TODAS LAS EDADES

The Latin Business Association of
Tri-Cities and Carnicería Los 3 Pueblos
Presents



CROSSING BRIDGES TOGETHER

Main Sponsors



Dec. 3, 2017

Benton Franklin Fair Grounds
1500 Oak Street Kennewick, WA

Door Entry \$3
or 5 Cans of Food
Children 10
and Under FREE,
Senior Citizens FREE.

INCLUDING

Indoor
Yard Sale
\$15 Spaces
Only 25
Spaces.
Used Items
Only!

Tamale Contest, Musical Groups,
Arts & Crafts, And More!
Fun For The Whole Family!

Inviting all Acordian Players
to participate in this
Years Tamale
Festival 2017
and you
could be
recognized
as the Best
Acordian Player
in Washington
and Oregon.
participate call:
(509) 539-2753



Reserve your Booth Today!
Arts & Crafts, Toys, New Items

NEW THIS YEAR!!
VEGAN &
VEGETARIAN
TAMALES
12 DIFFERENT
FLAVORS!!

BEER
GARDEN
FOR 21
AND OVER

Proud Sponsors

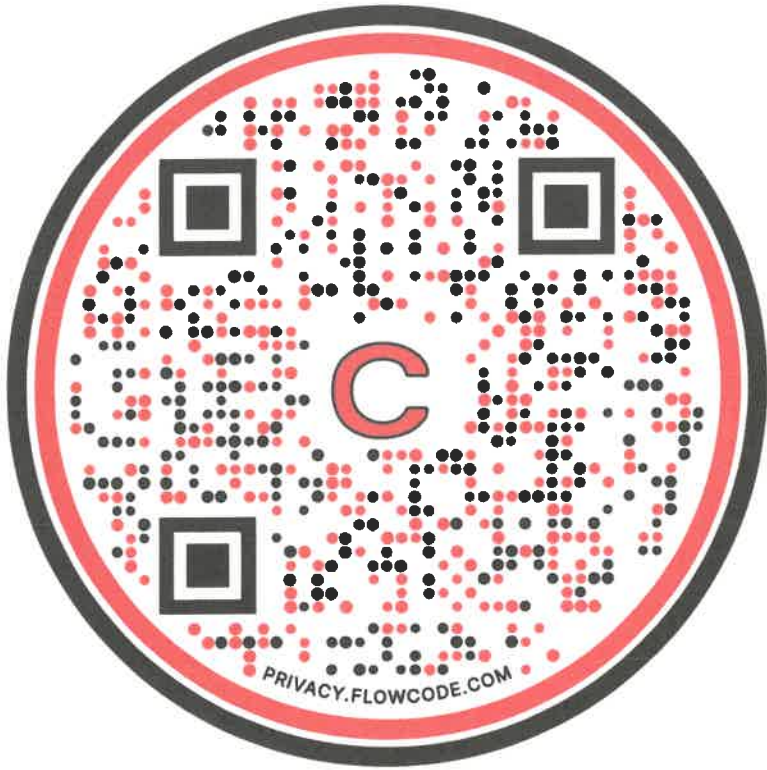


Photos With
Santa Claus

For More Information Call: (509) 539-2753

Compa Borrero Show





 COPY



725 N. 26th Ave.
Pasco, WA 99301
509-545-5320 (O)
509-492-4437 (F)
www.absolutepowertc.com

Date: July 10th, 2023

To whom this may concern,

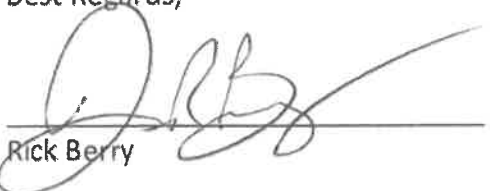
 COPY

My name is Rick Berry, and I am writing this recommendation for Jeff Carvo. I have known Jeff in both a personal and professional capacity for the past 15 years. In my experience, Jeff is a hardworking, professional, honest, and polite individual. I have no reservations continuing our future professional & personal relationship.

During my relationship with Jeff, I have experienced an individual who works hard and carries himself in a polite, professional manner. In addition, Jeff has presented himself with levelheadedness and grace.

Please do not hesitate to contact me if you should require any further information.

Best Regards,


Rick Berry

Telephone: 509-947-2376

Email: Rickb@absolutepowertc.com

Clubhouse Sports Academy, (LLC)

Revenue Streams

<u>Memberships</u>	<u>(B & G-Basketball)</u>	<u>Volleyball -</u>	<u>Baseball -</u>
Nate	Chris Hollis		Jeff/Josh
Speed Agility	(16) Tournaments Fee \$450	League	Tigers
Crossfit	Door Fee's	Skills Clinics	Fielding
Sports Teams	Skills Clinics	Tournaments Fee \$450	Hitting Clinics
Tennis	Mens League	Door Fee's	Pitching
Reflexion	AAU - League (3 Cities)		Winter League Clinics
	6 - Courts - 8/10 future		GRLL, Pasco LL, Richland LL, KN, KA WIN Reality
<u>3 On 3 Basketball</u>	<u>Soccer</u>	<u>Umpire/Referee</u>	<u>ScreenPrinting</u>
Chris Hollis	Jorge	Max Melvin	Co -Jen Barnes
Tournaments	League	Training	<u>Uniforms</u>
Summer League	Skills Clinics	Camps	baseball
	Field Rentals		basketball
			socceer
			volleyball
			Softball

Clubhouse Holdings, C-Corp

Sponsorships

<u>Football Field</u>	<u>Courts</u>	<u>4' x 6' Billboards</u>
Solgen Power	Absolute Power	20 plus spots
	Bruce HVAC	
	Ranch n Home	
	Les Schwab	
	Phase 2	

COPY

Clubhouse Sports Academy, (LLC)

Revenue Streams

Memberships**Nate**

Speed Agility
Crossfit
Sports Teams
Tennis
Reflexion

(B & G-Basketball)**Chris Hollis**

(16) Tournaments Fee \$450
Door Fee's
Skills Clinics
Mens League
AAU - League (3 Cities)
6 - Courts - 8/10 future

Volleyball -

League
Skills Clinics
Tournaments Fee \$450
Door Fee's

Baseball -**Jeff/Josh**

Tigers
Fielding
Hitting Clinics
Pitching
Winter League Clinics
GRLL, Pasco LL,
Richland LL, KN, KA
WIN Reality

Softball -**Brooks**

Tigers
Fielding
Hitting Clinics
Pitching
WIN Reality

7 on 7
S

3 On 3 Basketball**Chris Hollis**

Tournaments
Summer League

Soccer**Jorge**

League
Skills Clinics
Field Rentals

Umpire/Referree**Max Melvin**

Training
Camps

ScreenPrinting**Co -Jen Barnes**Uniforms

baseball
basketball
soccer
volleyball
Softball

Separate Bank Accounts

Wholesaling**Jeff**

Team Store
Baseball Gear
Softball Gear
Basketball Gear
Soccer Gear
Performance Apparel

Co
Ve

(1

Clubhouse Holdings, C-Corp

SponsorshipsCourts

Absolute Power
Bruce HVAC
Ranch n Home
Les Schwab
Phase 2

4' x 6' Billboards

20 plus spots

Football Field

Solgen Power

COPY

Softball -

Brooks

Tigers
Fielding
Hitting Clinics
Pitching
WIN Reality

Football

Jeff

7 on 7 Football League
Skills Clinics
CBYF
FBU

Separate Bank Accounts

Wholesaling

Jeff

Team Store

Baseball Gear
Softball Gear
Basketball Gear
Soccer Gear
Performance Apparel

Food

Jeff

Pepsi

Concession Stand
Vending Machines

Food Truck

Swampy's?
(tournaments)

COPY

Est. Rev (30%)	Mon/YR	Goal	\$\$\$\$	August	Sept	Oct	Nov
Monster Memberships	\$300	30	\$9,000				
Redline Memberships (200)	\$200	200	\$40,000	10,000	11,000	12,000	13,000
Reflexion Memberships (50)	\$65	50	\$3,250	1,300	1,300	1,300	1,300
Recovery Sleeve Memeberships (50)	\$65	50	\$3,250	1,300	1,300	1,300	1,300
Win Reality Memberships (50)	\$65	50	\$3,250	1,300	1,300	1,300	1,300
Boys/Girls BB Tournaments (1)	\$30,300	1 month			30,300	30,300	30,300
Circuit Tournaments (1)	\$81,600	1 month					
BB Skills Clinics	\$50 ea						
AAU Basketball Game Fees	\$20 a game	(72) G			720	1,440	1,440
3 on 3 Games - League	\$300 Team	12 - T					
Girls Volleyball Tournaments							
Wrestling Tournaments							
Baseball Skills Clinics	\$50 ea						
Winter League Clinics (KN/KA)	\$500						
8 on 8 Football League	\$500 Team	(6-8) T					
Football Clinics	\$500	2 month					
Soccer Clinics	\$500	2 month					
Umpire Training Clinics	\$500	2 month					
Weekly Court/Field Rentals - Fall	\$16,008	Monthly	\$16,008	16,008	16,008	16,008	16,008
Weekly Court/Field Rentals - Spring	\$18,096	Monthly	\$18,096	18,096	18,096	18,096	18,096
Sponsorships Agreements	\$175,000	yrly	\$2,900	2,900	2,900	2,900	2,900
Screenprinting Business	\$500	yrly	\$1,500	500	500	500	500
Gear Team sales	\$500	yrly	\$1,500	500	500	500	500
Vending Machine Sales (Pepsi)	\$300	yrly	\$750	300	300	300	300

\$99,504


\$52,204 \$84,224 \$85,944 \$86,944

COPY

	August	Sept	Oct	Nov	Dec	Jan	Feb
Monster Memberships	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
Redline Memberships (200)	22,000	23,000	24,000	25,000	26,000	27,000	28,000
Reflexion Memberships (50)	650	650	1,300	1,300	1,300	2,600	2,600
Recovery Sleeve Memeberships (50)	650	650	1,300	1,300	1,300	2,600	2,600
Win Reality Memberships (50)	650	650	1,300	1,300	1,300	2,600	2,600
Boys/Girls BB Tournaments (1)		30,300	30,300	30,300	30,300	30,300	30,300
Circuit Tournaments (1)							
BB Skills Clinics							
AAU Basketball Game Fees							
3 on 3 Games - League							
Girls Volleyball Tournaments							
Wrestling Tournaments							
Baseball Skills Clinics					500	500	500
Winter League Clinics (KN/KA)						1,500	1,500
8 on 8 Football League							
Football Clinics							1,000

Dec	Jan	Feb	March	April	May	June	July
14,000	15,000	16,000	17,000	18,000	19,000	20,000	21,000
1,300	2,600	2,600	2,600	2,600	2,600	1,300	650
1,300	2,600	2,600	2,600	2,600	2,600	1,300	650
1,300	2,600	2,600	2,600	2,600	2,600	1,300	650
30,300	30,300	30,300					
					81,600	81,600	81,600
1,440	1,440	1,440	720				
500	500	500					
	1,500	1,500					
			1,000	1,000	1,000		
		1,000	1,000	1,000			
		1,000	1,000	1,000			
		1,000	1,000				
16,008	16,008	16,008	16,008	16,008	16,008	16,008	16,008
18,096	18,096	18,096	18,096	18,096	18,096	18,096	18,096
2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900
500	500	500	500	500	500	500	500
500	500	500	500	500	500	500	500
300	300	300	300	300	300	300	300

\$88,444 \$94,844 \$98,844 \$67,824 \$67,104 \$147,704 \$143,804 \$142,854 **\$1,160,738**

 COPY

March	April	May	June	July
\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
29,000	30,000	31,000	32,000	33,000
2,600	2,600	2,600	1,300	650
2,600	2,600	2,600	1,300	650
2,600	2,600	2,600	1,300	650
		81,600	81,600	81,600
1,000	1,000	1,000		
1,000	1,000			

Soccer Clinics

Umpire Training Clinics

Weekly Court/Field Rentals - Fall

Weekly Court/Field Rentals - Spring

Sponsorships Agreements

Screenprinting Business

Gear Team sales

Vending Machine Sales (Pepsi)

							1,000
							1,000
16,008	16,008	16,008	16,008	16,008	16,008	16,008	16,008
18,096	18,096	18,096	18,096	18,096	18,096	18,096	18,096
2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900
500	500	500	500	500	500	500	500
500	500	500	500	500	500	500	500
300	300	300	300	300	300	300	300

\$71,254 \$102,554 \$105,504 \$106,504 \$108,004 \$114,404 \$118,404

 COPY

1,000	1,000			
1,000				
16,008	16,008	16,008	16,008	16,008
18,096	18,096	18,096	18,096	18,096
2,900	2,900	2,900	2,900	2,900
500	500	500	500	500
500	500	500	500	500
300	300	300	300	300

\$88,104 \$88,104 \$168,704 \$164,804 \$163,854 \$1,400,198

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Membership Levels

Cost

**M
O
N
S
T
E
R**

Mentality
Obsession
Nutrition
Speed - Conditioning
Teammate - Body language
Elite Endurance
Recovery

**A
T
H
L
E
T
E**

Acceleration
Training
Health
Length
Endurance
Evaluation

**P
L
A
Y
E
R**

Purpose
Athletisim
Year round
Evaluate
Rest

**E
N
T
R
Y
Y**

Entry Level
Nutrition
Training
Rest
Youth


COPY