

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Oceanic / Lucky Fish PB Pie Co LLC

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>25</u>
2	References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>10</u>
3	Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>30</u>
4	Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u>
Total	0-100	<u>90</u>	

COMMENTS:

* proposed compensation is \$60K per year

• wide variety food menu

* over \$1 million in improvements

• good financial stability

what impact to surrounding areas during construction

• great references

[Signature]

7.28.23

Kate Belcher

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Culinary Republic, Republic Food LLC

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>22</u>
2	References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>10</u>
3	Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>20</u>
4	Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u>
Total		0-100	<u>77</u>

COMMENTS:

- Zayk as chef, MICRO-RESTAURANTS
- compensation \$3K /MTM + 3% increase annually
- no alcohol listed
- improvements \$100K? - additional staff
- customer loyalty program for marketing

K. Miller

3.28.23

Keith Miller

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Sandbar Snacks

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>20</u>
2	References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3	Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>5</u>
4	Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>10</u>
Total		0-100	<u>40</u>

COMMENTS:

· current \$33,000 annual contract

no proposed compensation

· variety of foods, good for pricing

· proposing \$50k in improvements

· no change in current menu proposed

Y. M. M. M. M.

3/26/23

Kate Melchior

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Spanx World

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>25</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>10</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>15</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>10</u>
Total	0-100	<u>55/100</u>

COMMENTS:

- 6% - 10% / MTH \$500 min + \$,300 max / MTH
- NO COST LISTED FOR UPGRADES
- upgrades: POS + security
- 30yr. experience
- NO COST LISTED to open Business
- limited menu

K. Belchen

3.28.23

Kate Belchen

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer PB Pier, LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>25</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>10</u>
3 Compensation ¹⁻⁵ \$60K, ⁶⁻¹⁰ \$66K ¹¹⁻⁵⁰ 5% Gross sales Monthly payment or percentage of gross revenue offered to City.	0-30	<u>30</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>34</u>
Total	0-100	<u>99</u>

COMMENTS:

- history, experience, great references, terrific compensation package,
great business plan.

Mark A. Beaudre

3-28-23

Mark A. Beaudre

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Republic Food, LLC

Criteria	Point Range	Score
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>20</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3 Compensation <i>\$3K monthly = \$36K + 3% annual increase</i> Monthly payment or percentage of gross revenue offered to City.	0-30	<u>20</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u>
Total	0-100	<u>70</u>

COMMENTS:

1st Year \$50K printing, counters, service counter, equipment, grease trap, tables, chairs, stools
~~no extraction of improvements~~

2nd Year \$50K expand to beach front? Solar Panels & shade

- reusable/refillable containers? Not sure there is support

Mark A. Beaudres 3-28-23

Mark A. Beaudres

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Sandbar Snacks

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>23</u>
2	References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3	Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>15</u>
4	Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold. <i>Investing \$50K not \$125K</i>	0-35	<u>20</u>
Total		0-100	<u>68</u>

COMMENTS:

Could not find Compensation! Debated 15 points
- status quo

Mark A. Beardress

3-28-23

Mark A. Beardress

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Spanx World

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>22</u>
2	References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3	Compensation <i>6% - 10% gross monthly rev</i> Monthly payment or percentage of gross revenue offered to City.	0-30	<u>20</u>
4	Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u>
	Total	0-100	<u>72</u>

COMMENTS:

- ~~it~~ experiance loudly, lack of references, could do the work

Mark A. Beard

3-28-23

Mark A. Beard

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer PB Piers LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>25</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>9</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>30</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>33</u>
Total	0-100	<u>97</u>

COMMENTS:

Excellent proposal w/ proven track record. Good conceptual plan.
\$1.5m cap investment
Good menu.

[Signature]

Signature of Evaluator

3/28/23

Date

Brian Donovan

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Republic Food

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>21</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>6</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>23</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>30</u>
Total	0-100	<u>80</u>

COMMENTS:

Financials a gross sales 78K
References listed but no letters
of rec.
Initial investment 50K + 50K
in 2nd yr

[Signature]

Signature of Evaluator

3/28/23

Date

Brian Donovan

Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Sandbar Snacks

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>20</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>7</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>23</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u>
Total	0-100	<u>75</u>

COMMENTS:

- Not very responsive
- Low pricing
- \$125k investment ??
- Hard to determine what they are offering
- ~~at~~ out investing \$50k



3/28/23

Brian Donovan

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA


RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Spanx World

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>18</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>6</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>19</u>
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>23</u>
Total	0-100	<u>66</u>

COMMENTS:

NO mention of upgrades or investment.
30 YR EXP.


Signature of Evaluator

3/28/23
Date

Brian Donovan
Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Oceanic and Lucky Fish
(LM Restaurants) - P.B. Pier, LLC

Criteria	Point Range	Score
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposer's ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>25</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>10</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>30</u> \$60,000 / \$5,000 mo. + 4% excess of 1.5M
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>30</u> \$1.7M BLDG. Imp.
Total	0-100	<u>95</u>

COMMENTS:

LM Restaurants has plenty of experience & Financial Capacity to operate a Beach Kiosk. They are very familiar with the area, market and site as they operate the Oceanic Restaurant & Lucky Fish Greek menu & slushie drinks. Proposer gave highest Monthly Payments & overall most \$ towards improvements

[Signature]
 Signature of Evaluator

3/28/23
 Date

Nguyen Tran
 Printed Name

EVALUATION CRITERIA


RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Culinary Republic
(Republic Food, LLC)
Criteria

	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>15</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>20</u> ≠ 3,000/mo.
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>25</u> (100k) improvement 50 startup 50 improvement
Total	0-100	<u>65</u>

COMMENTS:

Breakfast until 11:00am lunch/dinner 11 → close Daily
Breakfast Avg \$5 - \$14 lunch/dinner \$10 - 14 Grab & Go
\$4 - \$10. Good selection Menu no alcoholic Beverages
Operates Greek Restaurant now = Hellenic Republic
No Hurricane preparedness plan?


 Signature of Evaluator

3/28/23
 Date

NGUYEN TRAN
 Printed Name

EVALUATION CRITERIA


RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Sandbar Sn

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>20</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>8</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>15</u> \$13,179 annual
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>20</u> \$125,000 BLDG Imp.
Total	0-100	<u>63</u>

COMMENTS:

Current Lease holder for over 10 years. Familiar with operations and knowledge of surroundings. menu items very reasonably priced but not so exciting. Basic sandwiches / hotdogs / chips Spring salad, greek salad or ceasar salad. Typical of "snack" bar.


 Signature of Evaluator

3/28/23
 Date

Nanyen TRAN
 Printed Name

EVALUATION CRITERIA

RFP T-14-23 Management and Operation of Beach Kiosk

Proposer Spanxworld

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1 Experience and Financial Capabilities Previous related work experience and qualifications in the subject area of personnel assigned; Demonstrates a clear understanding of scope of work and other technical or legal issues related to the project; Proposers ability to finance and operate the Beach Kiosk and provide City compensation.	0-25	<u>10</u>
2 References History and performance of firm/project team on similar projects; References and recommendations from previous clients.	0-10	<u>5</u>
3 Compensation Monthly payment or percentage of gross revenue offered to City.	0-30	<u>10</u> \$500 - 3000/mo. 6-10% gross mo.
4 Business Plan Operating plans for the Beach Kiosk; Proposed Site Improvements if any; Quality and Variety of proposed food choices; Proposed prices to be charged for all items being sold.	0-35	<u>10</u>
Total	0-100	<u>35</u>

COMMENTS:

No menu pricing. Breakfast: Muffins, croissants, egg sausage w/cheese. Lunch: Cold cut hoagies, sandwiches. Dinner: ? Beverages: Water, Soft Drinks, Beer/wine frozen drinks. Not much info in proposal. No cost of improvements


Signature of Evaluator

3/28/23
Date

NGUYEN TRAN
Printed Name