

Bidder - Please complete and return

PROPOSAL SUMMARY

TITLE: Operation of Concession Stand at Hickory Hills Ski Area

DUE DATE: Thursday, November 6, 2014 at 2 PM

Having carefully examined the attached specifications and any other applicable information, the undersigned proposes to furnish all items necessary for and reasonably incidental to the proper completion of this proposal. Bidder submits this proposal and agrees to meet or exceed all requirements and specifications unless otherwise indicated in writing and attached hereto.

Bidder certifies that as of the date of this proposal the Company or he/she is not in arrears to the City of Traverse City for debt or contract and is in no way a defaulter as provided in Section 152, Chapter XVI of the Charter of the City of Traverse City.

Bidder understands and agrees, if selected as the successful Bidder, to accept a Purchase Order / Service Order / Contract and to provide proof of the required insurance.

The Bidder shall comply with all applicable federal, state, local and building codes, laws, rules and regulations and obtain any required permits for this work.

The Bidder certifies that it is in compliance with the City's Nondiscrimination Policy as set forth in Administrative Order No. 47 and Chapter 605 of the City's Codified Ordinances.

The Bidder certifies that none of the following circumstances have occurred with respect to the Bidder, an officer of the Bidder, or an owner of a 25% or more share in the Bidder's business, within 3 years prior to the proposal:

- (a) conviction of a criminal offense incident to the application for or performance of a contract;
- (b) conviction of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense which currently, seriously and directly reflects on the Bidder's business integrity;
- (c) conviction under state or federal antitrust statutes;
- (d) attempting to influence a public employee to breach ethical conduct standards; or
- (e) conviction of a criminal offense or other violation of other state, local, or federal law, as determined by a court of competent jurisdiction or an administrative proceeding, which in the opinion of the City indicates that the bidder is unable to perform responsibility or which

reflects a lack of integrity that could negatively impact or reflect upon the City of Traverse City, including but not limited to, any of the following offenses or violations of:

- i. The Natural Resources and Environmental Protection Act.
- ii. A persistent and knowing violation of the Michigan Consumer Protection Act.
- iii. Willful or persistent violations of the Michigan Occupational Health and Safety Act.
- iv. A violation of federal, local, or state civil rights, equal rights, or non-discrimination laws, rules, or regulations.
- v. Repeated or flagrant violations of laws related to the payment of wages and fringe benefits.

(f) the loss of a license or the right to do business or practice a profession, the loss or suspension of which indicates dishonesty, a lack of integrity, or a failure or refusal to perform in accordance with the ethical standards of the business or profession in question.

Bidder understands that the City reserves the right to accept any or all proposals in whole or part and to waive irregularities in any proposal in the best interest of the City. The proposal will be evaluated and awarded on the basis of the best value to the City. The criteria used by the City may include, but will not be limited to: ability, qualifications, timeframe, experience, price, type and amount of equipment, accessories, options, insurance, permits, licenses, other pertinent factors and overall capability to meet the needs of the City. The City is sales tax exempt – Government.

Bidder agrees that the proposal may not be withdrawn for a period of sixty (60) days from the actual date of the opening of the proposal.

NOTE: NOT LESS THAN "\$1,500.00 OR 10% OF GROSS RECEIPTS (WHICHEVER IS GREATER) PER SEASON."

\$ 1500.00 or 10 % OF GROSS RECEIPTS (WHICHEVER IS GREATER) PER SEASON.

Submitted by:

Dzidon Minka
Signature

Dzidon Minka (owner)
Name and Title (Print)

The Pizza Wagon
Company Name

2334 Tonawanda Rd Grawn 49657
Company Address

231-276-6195 (same)
Phone Fax

Grand City, Mi. 49037
City, State, Zip

Sole
Sole proprietorship/partnership/corporation

If corporation, state of corporation

REFERENCES: (include name of organization, address, contact person, daytime phone number, and length of time services have been performed).

1. Grand Traverse Co Civic Center, Marilyn
922-4818 23 years

2. Buckley Old Engine Show, Karen Youker
369-3458 21 years

3.

Dzidra Minka
The Pizza Wagon
2334 Tonawanda Rd
Grawn, Mich. 49637
231-668-2936
d.minka@yahoo.com

November 3, 2014

Julie Dalton, Purchasing Agent
400 Boardman Avenue
Traverse City, Mich. 49684

Bid proposal for Hickory Hills Ski Area

The Pizza Wagon concessions will provide the following equipment:

Popcorn machine, crock pots and cooking kettles and utensils, microwaves, nacho chip and cheese warmers, hot plate, bun warmer, coffee maker, hot chocolate machine and fountain pop machine. Also cleaning and disinfecting tools and products.

We have workman comp insurance with the Westfield Group and liability insurance with Auto Owners insurance.

We would be open seven days a week the same hours as Hickory is open for skiing.

Our menu and price list:

Popcorn 2.50
Candy & gum 1.00
Chips 1.00
Nachos & cheese 2.50
Hot dogs 2.50
Chili dogs 3.00
Polish dogs 3.50
Pizza 2.50
Muffins 1.50
Cookies 1.50
Soup 3.50
Sloppy Joes 3.00

Walking tacos 2.50
Apples 1.00
Milk 1.00
Apple juice 1.00
Boscoe sticks 1.50
Pretzels 2.50
Coffee 1.50
Hot chocolate 2.00
Hot cider 1.50
Water bottle 1.50

We have operated under the same ownership as the Pizza Wagon for 24 years.

Thank You,

A handwritten signature in cursive script, appearing to read "Dzidra Minka".

Dzidra Minka
The Pizza Wagon Food Concession

On a personal note regarding the increased percentage and base fee; it is understandable that prices and fees need to increase due to inflation and if my bid is accepted I would probably raise some of my prices as well.

We would also try to implement some new food items to offer more variety, but we are very limited in space.

I would also like to mention, although I would like to increase my sales and the City would like to make more money at Hickory Hills, it may be difficult to achieve this by raising rates and prices alone.

I have served food there for several years now and have seen a considerable decrease in the usage of Hickory Hills. The large groups of snow boarders are not there daily as they were before. They seem to be at Holiday Hills more since it reopened and Holiday Hills caters to their needs and offers special events.

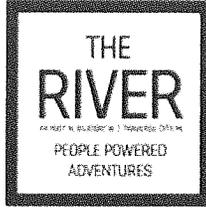
The ski club races in general have either been cut back or less people are participating. In the last couple of years one person is able to handle the concession on Sunday race day, where before we needed two and sometimes three of us on a Sunday.

My hopes as well as yours I'm sure, are to increase business and revenue, but without more "foot traffic" (other than just the ski club) and well publicized events to renew interest in Hickory Hills it will be hard pressed to increase sales and revenue in the food area alone.

Thank you for your time,

A handwritten signature in cursive script, appearing to read "Dzidra".

Dzidra



221 W. Grandview Parkway
Traverse City, MI 49684

November 6, 2014

Julie Dalton, Purchasing Agent
400 Boardman Avenue, 2nd floor
Traverse City, MI 49684

Dear Julie:

Please find the proposal for the Hickory Hills Concession Stand enclosed. The River at Clinch Park and it's employees are excited at this opportunity.

We feel that our established relationships with the City of Traverse City, as well as numerous local suppliers and vendors, strengthen our ability to maintain a quality product for food concessions at Hickory Hills. The River at Clinch Park has over 40 employees in the summer, many of them thrilled at the opportunity to "get some hours" through the winter season.

Our ownership and staff have many years of experience in the resort industry and understands the nature of operating "seasonal" businesses. We are committed to bringing new energy as well as a new menu to Hickory Hills. Indeed, Hickory Hills is primed for change and The River and it's employees are excited to bring healthy transition to a this treasured city property, similar to our six year history at Clinch Park.

Looking into the future, it seems obvious that Hickory Hills will become more of a "year round" outdoor sports destination, particularly with the disk golf course as well as the unique hiking and biking trails. The River looks forward to the possibility of offering food concessions as well as mountain bike and disc golf rentals in the fall, spring and summer seasons. Growth is inevitable at Hickory Hills and we would love to be a part of it.

My best,

Michael Sutherland, Owner
Sweetwater Sea LLC

HICKORY HILLS CONCESSION STAND PROPOSAL Sweetwater Sea LLC

1) EQUIPMENT

Sweetwater LLC will supply equipment needed for menu preparations including: steam table(s), chest freezer, crock pot(s), microwave, countertop grill, glass front refrigerator and other equipment as needed.

2) LIABILITY INSURANCE

Sweetwater LLC has established liability coverage and workers' compensation insurance proof of coverage will be provided upon acceptance of proposal.

3) PROPOSED MENU (Please see item 4 below)

4) MENU PRICING

Special Menu may be offered at race or others events that are expected to draw a large group.

"DILLAS"

Cheese	\$3.00
Veggie (Broccoli and Cheddar)	\$4.00
Pizzadilla (Pepperoni and Mozzarella)	\$5.00
Rancher (Chicken, Bacon, Onion, Ranch)	\$6.00
Cuban (Ham, Dill Pickles, Swiss, Mustard)	\$6.00
Gobbler (Turkey, Swiss, Cranberry)	

NACHOS

Vegetarian (Black Beans, Cheddar, Tomato, Black Olives, Onion)	\$5.00
Chicken (Cheddar, Tomato, Black Olives, Onion)	\$6.00
Ground Beef (Cheddar, Tomato, Black Olives, Onion)	\$6.00
Add Sour cream, Salsa and Guacamole	\$ 1.00

TACOS (2 per serving) Flour or Corn Tortilla

Vegetarian (Black Beans, Lettuce, Cheddar, Tomato)	\$5.00
Chicken (Chicken, Black Bean, Cheddar, Lettuce, Tomato)	\$6.00
Ground Beef (Beef, Black Beans, Cheddar, Lettuce, Tomato)	\$6.00
Add Sour Cream, Salsa and Guacamole	\$ 1.00

SANDWICHES (Bay Bread White, Wheat or Rye)

Grilled Cheddar	\$3.00
Grilled Cheddar and Tomato	\$4.00
Ham and Cheddar (Grilled or Cold)	\$6.00
Turkey and Swiss (Grilled or Cold)	\$6.00
PB & J	\$3.00

SOUP

Soup of the Day with fresh Baguette	Cup \$3.50	Bowl \$4.50
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SNACKS

Fresh Fruit: Apples, Bananas, others as available	\$1.00
Great Lakes Chips: BBQ, Plain, Salt and Vinegar, Pepper and Onion	\$1.50
Great Lakes Chips & Salsa	\$3.00
Veggies & Dip	\$3.00

Cherry Republic Trail Mixes	\$8.00
Gum, Candy Bars and Candy	\$1-2
Local Baked Goods	\$2-4
BEVERAGES (All containers will be opened at the concession)	
Hot Beverages: High Grounds Coffee, Light of Day Hot Tea, Ghirardelli Hot Chocolate	\$3.00
Pop: Pepsi, Dt. Pepsi, Rootbeer, Sierra Mist, Mt. Dew	\$2.00
Juice: Cranberry, Apple, Orange	\$3.00
Misc.: Sparkling Ice (4-5 flavors), Gatorade, Ice Tea, Bottled Water	\$2.00
Energy Drinks: Red Bull, Monster, Marley's Mocha	\$3.00

- 5) Sweetwater LLC will operate concessions as follows: Monday through Friday 4:00 p.m. - 8:30 p.m; Saturday 11:00 a.m. - 8:30 p.m.; Sunday 11:00 a.m. - 5:00 p.m: Closed on Christmas and New Year's Day.

Additional extended hours will be offered on snow days, once travel conditions become safe for staff to travel no earlier than 11am unless requested by the City of Traverse City

6) QUALIFICATIONS

- a) Michael Sutherland has been providing concession food services for 5 years.
- b) Michael Sutherland and Sweetwater Sea LLC have managed the concessions at Clinch Park for the City of Traverse City since 2010. Contact: Lauren A. Vaughn, (231) 922 - 4900, extension 114
- c) Michael Sutherland, Owner Sweetwater Sea LLC, mike@therivertc.com, 231-883-7890
- d) Sweetwater Sea LLC will be responsible for replacement of equipment supplied by Sweetwater Sea LLC for the operations of food concessions.
- e) Sweetwater Sea LLC has been a legal entity in the State of Michigan since May 2013.
- f) While managing concessions at Clinch Park, Sweetwater LLC established relationships with vendors to obtain special equipment including refrigeration and coffee machines for use. Additional equipment needed was purchased by Sweetwater Sea LLC to ensure compliance with health codes.

Staff has been trained in proper food handling, safe food preparation, storage, etc.

7) PROPOSAL SUMMARY

Sweetwater Sea LLC has the equipment, staff and experience to meet the needs of Hickory Hills Ski Area and the City of Traverse City. The organization has an established history with the City of Traverse City providing quality products in compliance with health code requirements.

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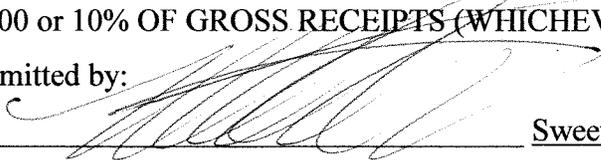
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Submitted by:

 Sweetwater Sea LLC

Signature Company Name

Michael Sutherland, Owner, 221 W. Grandview Pkwy. Traverse City, MI 49684

Name and Title (Print) Company Address

Phone Fax City, State, Zip

LLC

Sole proprietorship/partnership/corporation

Michigan

If corporation, state of corporation

REFERENCES: (include name of organization, address, contact person, daytime phone number, and length of time services have been performed).

1. City of Traverse City, 400 S. Boardman, Traverse City, MI 49684, (231) 922-4900 ext. 114, 5 years
2. Sysco Food Service, 3700 Sysco Court SE Grand Rapids, MI, 49512, Paul Marek, (231)883-5167, 5 years
3. First National Payment Solutions, 120 Boardman Avenue, Stephen Ballan, (231)941-4200, 3 years