

CITY OF TRAVERSE CITY BID TABULATION

Project: Concession Stands - Hickory Hills + Clinch Park Location: Committee Room

Date and Time Due: W, 9/30 @ 3³⁰ pm Staff: Lauren Vaughn
 Staff: Julie Dalton

VENDOR	BID AND/OR EXTRAS	TOTAL
Jeffrey Bensley	Hickory - 1 st year	\$ 2,500
	2 ^d year	\$ 2,750
	3 rd year	\$ 2,750
	Clinch 1 st year	\$ 21,500
	2 ^d year	\$ 21,750
	3 rd year	\$ 22,000
Edany BLT	Hickory 1 st year	\$ 2,000
	2 ^d year	\$ 2,000
	3 rd year	\$ 2,000
	Clinch 1 st year	\$ 22,500
	2 ^d year	\$ 22,500
	3 rd year	\$ 22,500
The River TC	Hickory 1 st year	\$ 5,000
	2 ^d year	\$ 5,000
	3 rd year	\$ 5,000
	Clinch 1 st year	\$ 25,000
	2 ^d year	\$ 25,000
	3 rd year	\$ 25,000

Operation of Concession at Clinch Park/Hickory Hills

Proposal Summary:

Proposed Hours of Operation:

Clinch: The minimum hours of operation will be 11:00am to 5pm, although the concession stand may be open earlier and close later (not to exceed 9pm) depending on rental need. The minimum season will include every day from the Saturday of Memorial weekend to the Monday of Labor Day weekend but will not exceed mid-May to the end of September.

Hickory: Will be open from 4:00pm to 8:30pm M-F; Saturday 11:00am to 8:30pm; Sunday 11:00am to 5:00pm during the "winter season" as described in the RFP.

Proposed Items and pricing to the public:

* For a detailed list of items and prices please see the attach sheet.

Vendor Qualifications:

1. Number of years the Vendor has been involved in providing food service.

I have worked in a customer service role in the food service industry for 3 consecutive years and 3 additional summers. All of my experience is primarily related to being a server, bartender, or bus boy.

Kahunaville - 3 years

Scheldies - 1 Summer

Flap Jack Shack - 1 summer

The Bowery - 1 summer

2. List the companies that the Vendor has and now provides services for and contact person for each company along with a phone number.

TC Watersports LLC - A watersports tourism rental company

www.watersportsTC.com

Jeffrey Bensley and Saburi Boyer, Owners

Traverse City, MI 49685

Traverse Bay Parasail LLC - A parasail adventure company

www.parasailTC.com

Saburi Boyer, Owner
Traverse City, MI 49685

Phone: (231) 342-2918
E-mail: captainsaburi@gmail.com

Sugar and Grand Beach Resorts

www.tcbeaches.com

Justin Mortier, Area General Manager
Traverse City, MI 49686

Phone: (231) 629-2814
E-mail: jmortier@labellemgt.com

3. Does the Vendor have replacement equipment for immediate use upon unforeseen breakdowns or vandalism?

No

4. Number of years the Vendor has been in business as a Vendor under present name.

TC Watersports has been in business since 2013. This clinic concession operation will be a separate to be formed entity operating in its first season.

5. Improvements that the Vendor has made to increase equipment and personnel productivity in the past four years.

Since opening in 2013, TC Watersports has grown substantially in multiple ways. We increased our number of employees from 2 to 12. We have improved our staff training process each year and are constantly working to improve the customer's rental experience. In 2015, our staff training focus points were centered around customer safety and customer service.

At the start of the 2015 season, our Sugar Beach location underwent a full remodel of the booth and customer rental area. This included but was not limited to interior and exterior improvements to the rental booth. New storage containers for equipment and new signage to improve customer flow during high traffic rental times.

Additional equipment purchases were made during both the 2014 and 2015 seasons to better serve customer needs. This includes but is not limited to new boats, jet ski's, kayaks, paddleboards, and a 2nd water trampoline.

Proposal - Concession Stand Operation

Hickory: Proposals shall not be less than Two Thousand Dollars (\$2,000) annually.

Year One: \$2,000/year Plus \$500/year = TOTAL BID/YEAR 1 \$2,500

Year Two: \$2,000/year Plus \$750/year = TOTAL BID/YEAR 2 \$2,750

Year Three: \$2,000/year Plus \$750/year = TOTAL BID/YEAR 3 \$2,750

Clinch Park: Proposals shall not be less than Twenty Thousand Dollars (\$20,000) annually.

Year One: \$20,000/year Plus \$1,500/year = TOTAL BID/YEAR 1 \$21,500

Year Two: \$20,000/year Plus \$1,750/year = TOTAL BID/YEAR 2 \$21,750

Year Three: \$20,000/year Plus \$2,000/year = TOTAL BID/YEAR 3 \$22,000

Is the Insurance Attached: No, but a certificate of insurance will be provided to the City Clerk 10 days prior to the start of the season.

Submitted By:

Jeff Bensey

Signature

JEFF BENSEY

Name and Title (print)

231-941-9411

Phone

Fax

Entity to be formed

Company Name

after bid

Company Address

City,

State, Zip

Sole proprietorship/partnership/corporation

If corporation, State of incorporation

Re: (include name of organization, contact person, and daytime phone number)

Justin Mortier

Area General Manager, Sugar Beach Resort
Traverse City, MI 49686

Phone: (231) 629-2814

E-mail: jmortier@labellemgt.com

Saburi Boyer

Owner, Traverse Bay Parasail
Traverse City, MI 49686

Phone: (231) 342-2918

E-mail: captainsaburi@gmail.com

Peg Wilcox

Asst. Principal (retired), Boyne City Middle School
Petoskey, MI 49770

Phone: (231) 838-6390

E-mail: pegmcmamarawilcox@gmail.com

Additional References List And All Additional Comments Must Be Attached:

Amber Laakko

Middle School Counselor
Traverse City, MI 49686

Phone: (231) 715-8959

E-mail: laakkkoam@tcaps.net

Brace Kern

BEK Law
Traverse City, MI 49685

Phone: (231) 492-0277

E-mail: kern@law-bek.com

Proposed Menu - Clinch

Breakfast

Fruit \$2

Coffee \$3

Milk \$3

Juice \$3

Lunch

Hamburger \$10 cheeseburger \$11

Grilled Chicken \$10

Veggie Burger \$9

Bratwurst \$8

Hot Dog \$4

Rice Bowl \$9

Dies/chips \$6

Quinoa Salad \$8

Field Salad \$8

Kids Bowl \$5

Meals add \$4

Chips, coleslaw \$ Drink

Drinks

Coke products, water, Iced Tea

Powerraid, Energy Drinks \$3

Smoothies \$6

Deserts

Ice Cream

Single \$4

Double \$6

Pie \$4

+ ice cream + \$2

Dinner

(All lunch options plus)

* Steak \$19

* Chicken \$15

* Pork

All served w rice & veggies

Proposed Menu - Hickory

Hot Dog \$ 3

Burger \$ 5

Cheese burger \$ 6

Sloppy Joe \$ 4.50

Soup \$ 4⁰⁰

Sandwiches

Turkey or Ham \$ 5⁵⁰
+ cheese

PB \$ 3⁵⁰

Nachos \$ 5⁰⁰

Chips \$ 2⁰⁰

Smoothies \$ 6

Drinks

Coke products, water

Poweraid, Iced TEA

\$ 3

PROPOSAL FOR OPERATION OF CONCESSION AT CLINCH PARK

Submitted September 30, 2015, by Danielle and Edward Walker/Edany B.L.T.

I. ABOUT DANIELLE AND EDWARD WALKER

We both have extensive experience in the Northern Michigan service industry. We have worked in and ran kitchens throughout Northern Michigan. In the last ten years we have collectively been: Executive Chef and Executive Sous Chef of Garland Lodge and resort in Lewiston, MI, Sous Chef of Phil's on Front, Firefly, and Kitchen Manager of Big Papas all located in Traverse City.

Most recently we opened our own restaurant, Edany BLT, located on W. Front St. Traverse City. While having only been in business for 18 months, we have garnered much praise, being the only dining establishment in Traverse City with a 5 star rating on YELP, and ranked in the top 20 restaurants in Traverse City on both YELP and TripAdvisor. We are locally and seasonally focused, providing quality handcrafted products at a reasonable price.

Edany BLT has maintained a history of compliance with all Grand Traverse County Health Department inspections.

II. LIST OF EQUIPMENT

A list of the equipment, including manufacturer name and date of manufacture, is attached as Appendix A.

III. PROOF OF WORKERS COMPENSATION INSURANCE

Edany BLT maintains workers compensation insurance. If granted the contract for Clinch Park concessions, as required by the City of Traverse City, proof of workers compensation insurance for Clinch Park operations will be furnished no later than one week before operations are launched under my management.

IV. MENU/PRICING

Menu and pricing, including purveyors wherever possible, is attached as Appendix B. In addition to the attached menu we would like to offer daily specials, prepared fresh using local ingredients.

V. QUALIFICATIONS

Having worked in some of the best kitchens in the area we have a great understanding and appreciation for consistency in quality. We have many contacts in the area with local farmers, fishers, butchers and bakers. We source most of our products locally for our restaurant, and during the months that the concession would be running our area is abundant with produce.

Using local products, many of which would be sourced from the Sara Hardy market, promotes growth of our local economy.

Having a restaurant located less than two miles from the concession site gives us the ability to prepare food, fresh daily. While storage space is limited at the concession site, we have ample storage space at our store.

VI. SCHEDULE OF OPERATIONS

Edany BLT will at minimum comply with the City of Traverse City's requirement of daily operations from 11 am to 5 pm. However, we intend to at least extend our hours into the evening, and possibly early in the morning, based on previous sales records.

VII. STORAGE, DISPLAY, STAFF APPEARANCE *****

I maintain a valid license for motor vehicle. This has never been revoked or suspended.

Storage: We have a restaurant with a full basement that would provide ample space for storing equipment during the off season.

Display: We plan on signage similar to what are existing, a chalkboard sign, and a grill out front.

Staff appearance: Staff will be asked to wear clothing compliant with all Health Codes including but limited to: head coverage, beard guards, non-slip shoes. They will wear Edany BLT t-shirts with no inappropriate piercings or tattoos.

VIII. PAYMENT

Payment to the City of Traverse City for use of the concession facility at Clinch Park would be in the annual amount of \$22,500.

IX. REFERENCES

We have many years of experience in others kitchens, and have provided catering services to multiple people and businesses since our opening. Listed below are people that we have catered for, worked for/with.

Bonobo Winery_ Todd Oosterhouse (GM)/Liz Caloury (events coordinator) 231-409-1066

Paul Olson- GM/Executive Chef Mission Table/Jolly Pumpkin 203-733-0253

Dr. Greg Holmes- Ph.D./author 231-929-1963

John Mitchell- Author/Organic Produce Farmer 231-620-1246

X. PROPOSAL SUMMARY

To be granted the contract for the concession business would translate to growth of our existing business, but also awareness of eating fresh, local and seasonal. We will use our existing social media and marketing strategies to get and keep customers down there, that want a fresh meal without having to leave the beach.

While in the aspect of business owners we are still, young we have quickly risen to the top of our field without any advertising. We are young and ambitious, building a brand that reads as fresh, thoughtful, and consistent in quality. We have made it a commitment from day one to support local businesses and farmers. We take great pride in our community and that would surely translate at the Clinch Park Concession. While maintaining a clean, inviting appearance we will meet financial obligations in a timely fashion and display an understanding of and willingness to follow all regulations that apply.

Appendix B

Proposed Menu Clinch Park Concession

Fresh Salads:

Spinach: <i>baby spinach, fresh strawberries, roasted pecans, chevre, honey balsamic dressing</i>	8.00
Vegan: <i>lentils, quinoa, spinach, carrot, cucumber, tomato, pickled shallot</i>	8.50
Chef: <i>ham, turkey, hard cooked egg, tomato, cucumber, tomato, choice of dressing</i>	8.50

Sammies:

Smokehouse: <i>smoked chicken, crispy bacon, smoked gouda, brioche bun, house BBQ</i>	9.50
B.L.T: <i>sourdough, lettuce, tomato, crispy bacon, pesto mayo</i>	8.00
Veggie Pita: <i>hummus, carrot, cucumber, tomato, spinach</i>	7.50
Cuban: <i>pulled pork, mojo onion, cheddar, pickle, ham, mustard</i>	9.50
Pulled Pork: <i>dry rubbed smoked pork butt, house BBQ, coleslaw, brioche bun</i>	8.00

Wraps:

Curried Chicken Salad: <i>dried cherries, celery, mandarin orange</i>	7.50
Portabella: <i>marinated portabella, roasted red pepper, spinach, swiss, pesto mayo</i>	7.50

Off the Grill:

Louie's Hot Dogs: <i>local dogs, bun, assorted condiments</i>	3.75
Turkey Burger: <i>lettuce, tomato, sriacha mayo, brioche bun</i>	8.50
Brats: <i>little town jerky company, mushroom swiss, cherry jalapeno, original, assorted condiments</i>	6.00
Chicken Sammie: <i>grilled breast, lettuce, tomato, spicy mayo, choice of cheese</i>	8.00

Sides

Soup Du Jour:	Cup-3.00	Bowl-6.00
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Appendix A

Equipment List For Clinch Park Concession

Advantco Salad Cooler: *scllmz-60, nsf approved*

Advantco Hot Dog Roller: *rg1830, nsf approved*

Vollrath Soup Warmer: *72029, twin 7 qt. wells, nsf approved*

Bunn Coffee Brewer: *provided by leelenau roasting company, meets all commercial standards*

Bunn Coffee Grinder: *provided by leelenau roasting company, meets all commercial standards*

6-Option Coca-Cola Fountain Dispenser: *provided by coca-cola, meets all commercial standards*

Cold Beverage Coolers: *provided by coca-cola, meets all commercial standards*

Great Lakes Potato Chips: <i>assorted flavors</i>	1.25
Pulled Pork Nacho's: <i>pulled pork, chips, nacho cheese, sour cream, salsa</i>	6.00
Other Chips: <i>lay's, frito's, cheeto's, doritos, funions</i>	1.00
Yogurt: <i>assorted flavors</i>	1.75
Moomer's Ice Cream: <i>assorted flavors/toppings</i>	2.75
Home-made Granola Bar: <i>seasonal flavoring</i>	1.50
<u>Beverages:</u>	
Fountain Soda: <i>Coca-cola 6 flavors</i>	1.50
Energy Drinks: <i>monster, red bull, amp</i>	3.25
Juice: <i>apple, orange, cranberry</i>	1.50
Bug Juice: <i>assorted flavors</i>	1.00
Leelenau Roasting Co. Coffee: <i>regular, decaf</i>	2.00

PROPOSAL FOR OPERATION OF CONCESSION AT HICKORY HILLS

Submitted September 30, 2015, by Danielle and Edward Walker/Edany B.L.T.

I. ABOUT DANIELLE AND EDWARD WALKER

We both have extensive experience in the Northern Michigan service industry. We have worked in and ran kitchens throughout Northern Michigan. In the last ten years we have collectively been: Executive Chef and Executive Sous Chef of Garland Lodge and resort in Lewiston, MI, Sous Chef of Phil's on Front, Firefly, and Kitchen Manager of Big Papas all located in Traverse City.

Most recently we opened our own restaurant, Edany BLT, located on W. Front St. Traverse City. While having only been in business for 18 months, we have garnered much praise, being the only dining establishment in Traverse City with a 5 star rating on YELP, and ranked in the top 20 restaurants in Traverse City on both YELP and TripAdvisor. We are locally and seasonally focused, providing quality handcrafted products at a reasonable price.

Edany BLT has maintained a history of compliance with all Grand Traverse County Health Department inspections.

II. LIST OF EQUIPMENT

A list of the equipment, including manufacturer name and date of manufacture, is attached as Appendix A.

III. PROOF OF LIABILITY INSURANCE

Edany BLT maintains liability insurance. If granted the contract for Hickory Hills concessions, as required by the City of Traverse City, proof of liability insurance for Hickory Hills operations will be furnished no later than one week before operations are launched under my management.

IV. MENU/PRICING

Menu and pricing, including purveyors wherever possible, is attached as Appendix B. In addition to the attached menu we would like to offer daily specials, prepared fresh using local ingredients.

V. QUALIFICATIONS

Having worked in some of the best kitchens in the area we have a great understanding and appreciation for consistency in quality. We have many contacts in the area with local farmers, fishers, butchers and bakers. We source most of our products locally for our restaurant, and during the months that the concession would be running our area is abundant with produce.

Using local products, many of which would be sourced from the indoor farmers market and Cherry Capitol Foods promotes growth of our local economy.

Having a restaurant located less than two miles from the concession site gives us the ability to prepare food, fresh daily. While storage space is limited at the concession site, we have ample storage space at our store.

VI. SCHEDULE OF OPERATIONS

Edany BLT will comply with the City of Traverse City's requirement of daily operations for the entire ski season, including extended hours.

VII. STORAGE, DISPLAY, STAFF APPEARANCE *****

I maintain a valid license for motor vehicle. This has never been revoked or suspended.

Storage: We have a restaurant with a full basement that would provide ample space for storing equipment during the off season.

Display: We plan on signage similar to what are existing, a chalkboard sign, and a grill out front.

Staff appearance: Staff will be asked to wear clothing compliant with all Health Codes including but limited to: head coverage, beard guards, non-slip shoes. They will wear Edany BLT t-shirts with no inappropriate piercings or tattoos.

VIII. PAYMENT

Payment to the City of Traverse City for use of the concession facility at Hickory Hills would be in the annual amount of \$2,000.

IX. REFERENCES

We have many years of experience in others kitchens, and have provided catering services to multiple people and businesses since our opening. Listed below are people that we have catered for, worked for/with.

Bonobo Winery_ Todd Oosterhouse (GM)/Liz Caloury (events coordinator) 231-409-1066

Paul Olson- GM/Executive Chef Mission Table/Jolly Pumpkin 203-733-0253

Dr. Greg Holmes- Ph.D./author 231-929-1963

John Mitchell- Author/organic produce farmer 231-620-1246

X. PROPOSAL SUMMARY

To be granted the contract for the concession business would translate to growth of our existing business, but also awareness of eating fresh, local and seasonal. We will use our existing social media and marketing strategies to get more people skiing at Hickory, knowing that they can get quality food there as well.

While in the aspect of business owners we are still, young we have quickly risen to the top of our field without any advertising. We are young and ambitious, building a brand that reads as fresh, thoughtful, and consistent in quality. We have made it a commitment from day one to support local businesses and farmers. We take great pride in our community and that would surely translate at the Hickory Hills Concession. While maintaining a clean, inviting appearance we will meet financial obligations in a timely fashion and display an understanding of and willingness to follow all regulations that apply.

Appendix A

Equipment List For Hickory Hills Concession

Advantco Salad Cooler: *scllmz-60, nsf approved*

Advantco Hot Dog Roller: *rg1830, nsf approved*

Vollrath Soup Warmer: *72029, twin 7 qt. wells, nsf approved*

Bunn Coffee Brewer: *provided by leelenau roasting company, meets all commercial standards*

Bunn Coffee Grinder: *provided by leelenau roasting company, meets all commercial standards*

6-Option Coca-Cola Fountain Dispenser: *provided by coca-cola, meets all commercial standards*

Cold Beverage Coolers: *provided by coca-cola, meets all commercial standards*

Waring Panini Grill: *WPG250 14 1/2" x 11" Panini Supremo, nsf approved*

Appendix B

Proposed Menu Hickory Hills Concession

Panini

Grilled Cheese: <i>sourdough, cheddar or American</i>	5.00
Epic Grilled Cheese: <i>sourdough, American or cheddar, bacon, fresh apple, sriracha</i>	7.50
Ham and Swiss: <i>sourdough, baby swiss, smoked ham, sriracha mayo</i>	8.00
Turkey Cheddar: <i>sourdough, white cheddar, pesto mayo</i>	7.50

Cold Sammies

Egg Salad: <i>sourdough, hard cooked egg, tapenade, red pepper mayo, greens</i>	6.50
Curried Chicken Salad: <i>white meat chicken, dried cherries, celery, sourdough</i>	7.00
Veggie Pita: <i>carrot, cucumber, tomato, spinach, hummus</i>	7.50

Other Stuff

Louie's Hot Dogs: <i>local dogs, bun, assorted condiments</i>	3.75
Little Town Jerky Co. Brats: <i>cherry jalapeno, mushroom swiss, original, assorted condiments</i>	6.00
Pulled Pork Nachos: <i>tortilla chips, pulled pork chili, nacho cheese, sour cream, salsa</i>	7.00
Great Lakes Potato Chips: <i>assorted flavors</i>	1.50
Other Chips: <i>lay's, frito's, cheeto's, doritos, funions</i>	1.00
Chili-	cup-3.50 bowl-7.00
Soup Du Jour-	cup-3.00 bowl-7.00

Beverages:

Fountain Soda: <i>Coca-cola 6 flavors</i>	1.50
Energy Drinks: <i>monster, red bull, amp</i>	3.00

Juice: <i>apple, orange, cranberry</i>	1.50
Bug Juice: <i>assorted flavors</i>	1.00
Leelenau Roasting Co. Coffee: <i>regular, decaf</i>	2.00
Hot Cocoa: <i>homemade secret blend, marshmallow (optional)</i>	1.50

Bidder: Please complete and return this sheet – page 4

PROPOSAL – CONCESSION STAND OPERATION

Hickory: Proposals shall not be less than Two Thousand Dollars (\$2,000) annually.

Year One: \$2,000/year Plus \$ 0 /year = TOTAL BID/YEAR 1 \$ 2,000

Year Two: \$2,000/year Plus \$ 0 /year = TOTAL BID/YEAR 2 \$ 2,000

Year Three: \$2,000/year Plus \$ 0 /year = TOTAL BID/YEAR 3 \$ 2,000

Clinch Park: Proposals shall not be less than Twenty Thousand Dollars (\$20,000.00) annually.

Year One: \$20,000/year Plus \$ 2500 /year = TOTAL BID/YEAR 1 \$ 22500

Year Two: \$20,000/year Plus \$ 2500 /year = TOTAL BID/YEAR 2 \$ 22500

Year Three: \$20,000/year Plus \$ 2500 /year = TOTAL BID/YEAR 3 \$ 22500

Is the Insurance Attached: Yes No

Submitted by:

Edward Walker
Signature

Edward Walker Owner
Name and Title (Print)

231-620-9633 Fax
Phone

Edgery BIT
Company Name

720 W. Front St
Company Address

Traverse City Mi 49684
City, State, Zip

Sole prop
Sole proprietorship/partnership/corporation

If corporation, State of incorporation

REFERENCES: (include name of organization, contact person, and daytime phone number).

1. _____
Contact Person: _____ Telephone: _____

2. _____
Contact Person: _____ Telephone: _____

3. _____
Contact Person: _____ Telephone: _____

ADDITIONAL REFERENCES LIST AND ALL ADDITIONAL COMMENTS MUST BE ATTACHED.

Bidder: Please complete and return this sheet – page 3

Proposed Hours of Operation: _____

Proposed Items and pricing to the public:

VENDOR QUALIFICATIONS:

1. Number of years the Vendor has been involved in providing food service: _____

2. List the companies that the Vendor has and now provides services for and contact person for each company along with phone number.

3. Does the Vendor have replacement equipment for immediate use upon unforeseen breakdowns or vandalism? _____

4. Number of years the Vendor has been in business as a vendor under present name. _____

5. Improvements that the Vendor has made to increase equipment and personnel productivity in the past four years. _____

City of Traverse City
Julie Dalton, Purchasing Agent
400 Boardman Avenue, 2nd Floor
Traverse City, MI 49686

September 30, 2015

Boardman River Outfitters, LLC
Mike Sutherland, Owner
PO Box 2245
Traverse City, MI 49685

Dear Ms. Dalton:

The River is grateful for the opportunity to submit a proposal for the Operation of Concession Stands at Hickory Hills Ski Area and Clinch Park Area, as posted on the City of Traverse City website on September 10, 2015.

We have operated a concession stand at Clinch Park for six seasons and at Hickory Hills for one season and are proud of our achievements and growth as a company during that time. We look forward to future seasons at Clinch and Hickory and the opportunity to improve upon the relationships already established between The River and Grand Traverse community.

Please find the following information enclosed to complete our proposal submittal:

- Submittal of Proposal (pages 2-5)
- Vendor Qualifications (pages 4-5)
- References (page 6)

Thank you for your time and consideration. We look forward to discussing this proposal further. Please do not hesitate to contact me with any questions or concerns at (231) 883-7890 or mikesutherland@hotmail.com.

Sincerely,



Mike Sutherland
Owner, Boardman River Outfitters

Submittal of Proposal

Who We Are

Boardman River Outfitters has been in business under the present name for one year in Traverse City. While our name is new to us, we have provided the same core scope of services for the past six years.

Mike Sutherland and Sweetwater Sea have finally, after six years, arrived at a level of success to allow for hiring and partnering with a team of like minded professionals to manage and nurture Clinch Park along with the fragile and amazing Boardman Valley. Providing access to activities and amenities, such as hiking, biking, aquatic sports, and local foods, that responsibly promote and preserve these community treasures being our core value. We are concerned with the proper use and management of our natural resources and proud of our record of safety as well as preservation. Mike Sutherland, Treenan Sturman, Dane Moeggenberg, Elise Crafts and 30 seasonal employees are excited to grow Clinch Park and maintain the true spirit of outdoor adventures in and around the Boardman Valley and our precious West Bay.

In the six years of food service at Clinch Park and one at Hickory, we have learned a lot. Serving locally provided food whenever possible has proven successful. Partnering with Bay Bread, Maxbauers Market, Grand Traverse Pie Company, Moomers Ice Cream, Great Lakes Potato Chips, Cherry Republic, Leelanau Cheese Co., Higher Grounds Coffee, as well as Sysco and Coca Cola has proven both a benefit to our customers and vendors alike. We are proud of our record serving "Beach Fare" in a sustainable, safe and healthy way at the beach with extremely limited kitchen space.

Dane and Mike in particular have fully invested their livelihoods into the existing business at Clinch Park and Hickory Hills. These two business' are the entirety of both of their careers. Mike intends to delegate much of his leadership role to Dane and other key employees in the upcoming seasons and is confident that his team has has the skills and dedication required to build upon his successes at Clinch and elsewhere.

Proposal Summary

Boardman River Outfitters proposes to operate one concession stand at Hickory Hills Ski Area and one concession stand at Clinch Park. The proposed bid payment to perform this scope of services is as follows:

- Hickory Hills: Payment to be made in one lump sum within thirty days of the end of the ski season.
 - \$5,000
- Clinch Park: Payment to be made in four installments per contract period.
 - \$25000

Operation Description

Boardman River Outfitters is a growing Traverse City company focused on regional food concessions as well as rental, retail sales, and service of outdoor recreational equipment, eco-tours, and fitness classes. We are best described by our tagline - *people powered adventures* - because we rely on the enthusiasm and passion held by our founder, employees, and customers, for the variety of outdoor activities as well as serving local fare to thousands of tourists and locals alike. We strive to harness that collective passion so that we may improve our community, raise awareness and encourage responsible stewardship of our natural environment, leaning heavily towards local and healthy food products. "Best Burger on the Beach"

We have operated a concession stand out of Clinch Park during the months of April - October for the past six years, offering healthy and delicious menu options to the hundreds of tourists and residents who visit each day. We also operated a concession stand during the months of December - March at Hickory Hills in 2014.

Incidentally, trash removal and bathroom maintenance has also been challenging but something we have nearly perfected. We dedicated three full time staff to this alone for the period of the Cherry Festival

List of Equipment

Boardman River Outfitters owns the following equipment to be utilized at Clinch Park and Hickory Hills:

- Disposal/trash bags
- Approved Industrial Dry Shelving
- Four Industrial Grills
- Four beverage coolers
- Three chest freezers
- Two Food Coolers
- Prep Cooler
- Hand Dipped Ice Cream Freezer
- Miscellaneous kitchen equipment

Liability Insurance

To be provided at least one week prior to operation per City requirement and contract.

Proposed Menu and Prices

See attached.

Proposed Schedule of Operation

Boardman River Outfitters proposes the following schedule of operation for the Hickory Hills Ski Area concession stand:

- Mid-december - Mid-March
 - Monday - Friday, 4 p.m. - 8:30 p.m.
 - Saturday, 11 a.m. - 8:30 p.m.
 - Sunday, 11 a.m. - 5 p.m.

The vendor will be closed on Christmas and New Year's Day. The hours of operation depend a great deal upon skiing conditions and may vary throughout the season. Boardman River Outfitters proposes the following schedule of operation for the Clinch Park concession stand:

- Mid-May - End of September
 - 10 a.m. - 9 p.m.

Vendor Qualifications

Years of Experience

Mike Sutherland and Dane Moeggenberg have been in the food service business in various capacities for a combined 40 years. Michael was the owner of the Glen Arbor Bed and Breakfast for 10 years and was a major contributor for the inception and operations of Cherry Republic. Six Years at Clinch Park operating successfully in an extremely unpredictable market has proven him as a successful "restauranteur"

Companies Serviced and Contact Person

N/A

Replacement Equipment

Boardman River Outfitters has replacement equipment for immediate use upon unforeseen breakdowns.

Vendor Improvements

Boardman River Outfitters has made the following improvements to increase equipment and personnel productivity in the past four years:

- 2014: Hired Tree Sturman as Livery Manager and Eco-Tour Director to oversee daily operations of the kayak livery and plan eco-tours. Tree holds a B.A. in Human Ecology and an M.S. in non-profit management. He has led environmental conservation institutions in Chicago, Vermont, and Michigan- most recently the Grand Traverse Conservation District. Tree currently is a teacher at the Children's House Montessori in Traverse City.
- 2014: Created a more user-friendly menu.
- 2014: Hired Dane Moeggenberg as General Manager to oversee both daily operations and future growth of the company, including systems integration, material handling,

vendor relations, and other tasks. Dane is a Traverse City native who is proud of his roots. After studying Freshwater Resource Management at Indiana University, he went on to work as an environmental restoration specialist in Oregon before returning home in 2014. His worldview is based on a few simple ideas: Start by doing good. Respect your natural resources. Restore what you can. Enjoy outdoor recreation. Respect. Restore. Recreate. These ideals guide his business practices as well as his daily interaction with the people who come to enjoy Clinch Park and Traverse City.

- 2014: Hired Elise Crafts as Planning Consultant to review leasing contracts for compliance, improve company accountability, and manage project communications and timeframes. Her background is in both public and private land-use regulation and development. Elise understands that Boardman River Outfitters must continue to improve as a responsible and professional steward of our most treasured community resources in order to ensure that the local waterways, trails, and our company are sustained.
- 2015: Provided for all Boardman River Outfitters employees working equipment rental at Clinch Beach (approximately 15 employees) to become CPR certified as a condition of employment. We take safety seriously and are proud of our track record of absolutely no safety incidents in the six years we have operated at Clinch.

References

Ross Biederman

Owner, Midwestern Broadcasting Co.

Business Acquaintance

314 E. Front St. Traverse City, MI 49684

231.947.7675

Troy Daily

Owner, Daily Medias

Business Associate and Personal Friend

129 ½ E Front St. Traverse City, MI 49684

231.288.7676

Deb Lake

Executive Director, Traverse City Film Festival

Event Partner

PO Box 4064 Traverse City, MI 49685

231.944.4117

Gov. Rick Snyder

Governor, State of Michigan

Satisfied Customer

PO Box 30013 Lansing, MI 48909

517.373.3400

Mark and Stephanie Wilson

Owners, Maxbauer's Market

Vendor and Personal Friends

407 S. Union St. Traverse City, MI 49684

231.947.7698

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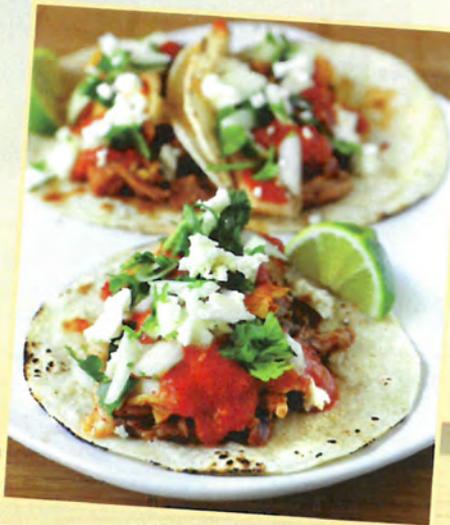
KICK OFF YOUR SHOES AND ENJOY A MENU OF LOCALLY SOURCED FOODS AT OUR WATER FRONT CAFE - VIEWS ARE INCLUDED FREE OF CHARGE.

STAND UP PADDLEBOARD, KAYAK AND TUBE RENTALS AVAILABLE AS WELL AS TRIPS OFF THE BEACH AND THE BLUE RIBBON BOARDMAN RIVER. ENJOY THE FREE "SPLASH PAD" OPEN AT 11AM DAILY.

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All You Can Eat **PANCAKE BREAKFAST** \$10
with Maxbauer Sausage

GLUTEN FREE PANCAKES AVAILABLE UPON REQUEST

Fruit \$2

Higher Grounds Coffee \$3

Milk \$3

Juice \$3

LUNCH and DINNER

ENTRÉES

ADD CHEESE \$1

AMERICAN, SWISS, CHEDDAR OR LEELANAU RACLETTE

MAXBAUER'S WORLD-FAMOUS 1/2 LB BURGER \$10

Lettuce, Tomato and Onion

MAXBAUER'S 1/3 LB LAMB BURGER \$11

with Mint, Feta, Lettuce, Tomato and Onion

GRILLED CHICKEN SANDWICH \$10

with Sun-Dried Tomato Aioli, Lettuce, Tomato and Onion

SMOKED PULLED PORK \$10

with Cherry Republic BBQ Sauce

BLACK BEAN VEGGIE BURGER \$9

with Chipotle Mayo, Lettuce, Tomato and Onion

1/3 LB WHITE GERMAN BRATWURST \$8

with Pork Braised Cabbage

GROOVY GRILLED CHEESE \$6

with Leelanau Raclette Cheese, Tomato and Onion

GRILLED CHEESE on Bay Bread \$4

AMERICAN, SWISS OR CHEDDAR

KOWALSKI HOT DOG \$4

PEANUT BUTTER & JELLY SANDWICH \$4

on Bay Bread with Cherry Republic Jelly

MAKE IT A MEAL \$4

INCLUDES CHIPS OR COLESLAW AND DRINK

*Lets Get Outdoors and
Make Some Memories*

SIDES

Coleslaw \$2

Great Lakes Potato Chips \$2

ERG! Fruit and Nut Bars \$3

Great Lakes Tortilla Chips \$5

Great Lakes Salsa \$5

DRINKS \$3

Assorted Beverages: Coke Products, Water, Iced Tea, Powerade, Energy Drinks and more.

Cherry Republic's Boom Chuggalugga

Higher Grounds Coffee

DESSERTS

Moomers Famous Hand Scooped Ice Cream

Cone or Cup

Single \$4 | Double \$6 | Pup Cup \$2

Waffle Cone - \$1

Grand Traversé Pie Co. - Cherry Pie \$4

Make it Ala-Mode - add a scoop of Moomers \$2

Boomchugga Lugga Cherry Soda Float \$5

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