

ID 32879

March 18, 2013

TO: Board of Acquisition and Contract

FROM: Kathleen M. O'Connor
Commissioner, Department of Parks, Recreation and Conservation

RE: Authority to enter into a license agreement with Beachfront BBQ, Inc., 51 White Oak Street, #4H, New Rochelle, New York 10801 for the operation of the food and refreshment concession at Glen Island Park, New Rochelle, New York for the period April 12, 2013 through December 31, 2017, with the sole option of the County to extend the agreement for an additional period of five years for a license fee to be negotiated

Authority is hereby requested for the County of Westchester, acting by and through the Department of Parks, Recreation and Conservation to enter into a license agreement with Beachfront BBQ, Inc. ("Beachfront"), 51 White Oak Street, #4H, New Rochelle, New York 10801 for the operation of the food and refreshment concession at Glen Island Park, New Rochelle, New York for the period April 12, 2013 through December 31, 2017, with the sole option of the County to extend the agreement for an additional period of five years for a license fee to be negotiated.

For the privilege of operating the food and refreshment concession, Beachfront shall pay to the County the following license fees:

<u>Period</u>	<u>License Fee</u>
April 12, 2013 through December 31, 2013	\$15,000
January 1, 2014 through December 31, 2014	\$15,500
January 1, 2015 through December 31, 2015	\$16,000
January 1, 2016 through December 31, 2016	\$16,500
January 1, 2017 through December 31, 2017	\$17,000

In addition to the above license fees, Beachfront will complete the capital improvements listed on the attached schedule for an estimated value of \$55,000. All repairs will be completed no later than December 31, 2013. In addition Beachfront will also purchase new kitchen equipment to upgrade the concession operation at an estimated cost of \$25,000 which shall remain the property of Beachfront.

Although licenses are exempt from the County's Procurement Policy pursuant to section 3(b) therein, a Request for Proposals was developed. The RFP was advertised in the Journal News and on the Westchester County and Westchester County Department of Parks, Recreation and Conservation websites and notification was sent to more than sixty potential proposers.

In response to the RFP, a total of three proposals were received. Beachfront and one of the other proposers, Costa Foods, Inc. both offered a license fee of \$80,000 over a five-year period which was higher than the third proposer's offer of \$76,000. Beachfront, however, offered a larger total estimated value of improvements, a better marketing plan, a more comprehensive and healthy menu and a more comprehensive business plan.

The goal of this agreement is to provide revenue for the County and services for food and refreshments for park patrons. The objective of this agreement will be tracked and monitored by observations and interactions with staff and site visits.

This agreement is exempt from the Westchester County procurement policy pursuant to Section 3(b), thereof.

Accordingly, approval of the attached resolution by your Honorable Board is most respectfully requested.

APPROVED BOARD OF ACQUISITION & CONTRACTS - 04/18/2018 - COUNTY CLERK, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Parks, Recreation and Conservation, be it hereby

RESOLVED, that the County of Westchester is authorized to enter into a license agreement with Beachfront BBQ, Inc., ("Beachfront") 51 White Oak Street, #4H, New Rochelle, New York 10801 for the operation of the food and refreshment concession at Glen Island Park, New Rochelle, New York for the period April 12, 2013 through December 31, 2017, with the sole option of the County to extend the agreement for an additional period of five years for a license fee to be negotiated; and be it further

RESOLVED, that for the privilege of operating the food and refreshment concession, Beachfront shall pay to the County the following license fees:

<u>Period</u>	<u>License Fee</u>
April 12, 2013 through December 31, 2013	\$15,000
January 1, 2014 through December 31, 2014	\$15,500
January 1, 2015 through December 31, 2015	\$16,000
January 1, 2016 through December 31, 2016	\$16,500
January 1, 2017 through December 31, 2017	\$17,000; and be it further

RESOLVED, that Beachfront shall complete the improvements on the attached schedule no later than December 31, 2013 at a total estimated value of \$55,000; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized to execute all instruments necessary to implement this Resolution.

Original Agreement \$ 80,000
 First Amendment \$
 This Amendment \$
 TOTAL \$ 80,000

Agreement #

Account to be
 Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars	
165	42	4175	9246		\$15,000	2013
165	42	4175	9246		\$15,500	2014
165	42	4175	9246		\$16,000	2015
165	42	4175	9246		\$16,500	2016
165	42	4175	9246		\$17,000	2017

Budget Funding Year(s) 2013-2017 Start Date 4-12-13 End Date 12-31-17
 (must match resolution)

Funding Source Tax Dollars _____
 State Aid _____
\$80,000 Federal Aid _____
 (must match resolution) Other PRC Revenue

APPROVED BOARD OF ACQUISITION & CONTRACT - 04/19/2013 - JOHANNY VIEIRA, SECRETARY

Glen Island Park - Schedule of Improvements

Improvement	Estimated Value	Date of Completion
Furnish and install new awnings	\$ 10,000	12/31/2013
Interior and exterior painting	\$ 8,500	12/31/2013
Demolition and waste removal	\$ 7,500	12/31/2013
Repairs to flooring	\$ 6,000	12/31/2013
Furnish and Install new ceiling tiles	\$ 2,500	12/31/2013
Upgrade 2 employee bathrooms with new fixtures and tile	\$ 4,000	12/31/2013
Electrical work and upgrades	\$ 8,000	12/31/2013
Plumbing Work	\$ 4,000	12/31/2013
Upgrade lighting	\$ 2,500	12/31/2013
Finishes	\$ 2,000	12/31/2013
Total	\$ 55,000	

3/18/2013