

**FINANCE COMMITTEE AGENDA**

**March 23, 2015 @ 5:00 pm**

**1. Bids/Purchasing**

- a. Golf Course Concessions – Golf Course – Hero’s Sports Grill

## MEMORANDUM

TO: Finance Committee

FROM: Tracy Willette, Director  
Parks and Recreation

SUBJ: Golf Course Restaurant RFP

DATE: March 13, 2015

As you know, the Golf Course includes a small clubhouse which includes a small restaurant, bar and patio, which the city has typically contracted out to a local vendor. The purpose of this operation is to serve as an amenity to the Golf Course through the provision of food and beverage service. In addition to the physical restaurant, the city requires the vendor to provide beverage cart service on the golf course. The overall intent is to provide a diverse menu that fits the need of our clientele, consistent operation of a food and beverage cart, and a weekend breakfast menu. The menu typically consists of "short order" type options such as burgers, sandwiches, salads, wraps, and other similar items which are left to the discretion of the vendor.

The current contract has expired and therefore, the City issued a request for proposals from qualified operators of food and beverage concessions (including the sale of malt beverages) for a period of three (3) years with an option to renew for (3) years if both parties are satisfied. The City received responses from Hero's Sports Grill of Bangor and Cutler LLC, dba The Family Dog of Orono.

Proposers were asked to provide details of their restaurant background and experience, descriptions of similar operations, a list of food and beverages to be provided along with proposed pricing and the annual rental fee to be paid to the City. Both proposals were well presented, competitive, and met the specifications of the RFP. The proposed rental fees for the three year period are as follows; Hero's \$16,500 and Cutler LLC \$17,250. The difference over three years is \$750.

In addition to staff review, the proposals were reviewed by representatives of the Bangor Golf Association and the Bangor Women's Golf Club, both of whom are significant users of the golf course and restaurant and have a vested interest in the operation of the Golf Course. All of the representatives have patronized both of the respondents operations.

At this time, the recommendation is to award the contract to Hero's, an established Bangor based business which has been in operation since 2009. The group preferred Hero's close proximity to the golf course which would allow them to deal with unforeseen issues such as staffing needs and product shortages. The group also expressed concern about the ability of the Family Dog to simultaneously manage the expansion of the new food truck operation and the golf course.