

OCTOBER 12, 1999

The Board of County Commissioners, Manatee County, Florida, met in SPECIAL SESSION at the Manatee Civic Center, 1 Haban Boulevard, Palmetto, Florida, Tuesday, October 12, 1999, at 9:05 a.m.

Present were Commissioners:

Stan Stephens, Chairman  
Gwendolyn Y. Brown, First Vice-Chairman (entered during meeting)  
Joe McClash, Second Vice-Chairman (entered during meeting)  
Jonathan Bruce, Third Vice-Chairman  
Patricia M. Glass  
Lari Ann Harris (participated via telephone)  
Amy Stein

Also present were:

Ernie Padgett, County Administrator  
Teddy N. Williams, Jr., County Attorney  
Susan G. Romine, Board Records Supervisor,  
representing R. B. Shore, Clerk of Circuit Court

**BEACH FOOD CONCESSION SERVICES - COQUINA AND MANATEE BEACHES**

The Chairman announced that the special meeting of the Board is being held to allow for presentations by four firms shortlisted by the Selection Committee to provide beach food concession services at Coquina and Manatee Beaches (deferred from September 23, 1999).

Rob Cuthbert, Purchasing Manager, reported the Selection Committee ranked the firms as follows for the purpose of negotiating an agreement with the top-ranked firm:

1. P.S. Beach Associates, Inc.
2. Gulfside Grill, Inc.
3. DiGiovanni's Food Service, Inc.
4. Warren T. LaBonte

He reported that **Warren T. LaBonte** declined the opportunity to make a presentation.

(Enter Mr. McClash)

**Gulfside Grill, Inc.**

**Michael Karas**, Gulfside Grill, Inc., presented a packet entitled "Proposal 99-7204FL, Beach Food Concessions, Coquina and Manatee Beaches" and reviewed the information contained therein.

He stated they plan to improve the décor and hard maintenance of the building, as well as maintain the equipment. As to a projection of alcohol sales, he responded that such a projection would have to come through a base of operation for a period of time.

(Enter Ms. Brown)

**DiGiovanni's Food Service, Inc.**

**Mrs. DiGiovanni** of DiGiovanni's Food Service, Inc., introduced her son, **Anthony DiGiovanni**, who submitted a packet entitled "Manatee Beach Shortened Proposal" and reviewed the information contained therein.

Mrs. DiGiovanni reported that they have two chefs on staff and one will be in charge of the beach concessions.

Upon question as to whether proposed capital improvements can legally be made to a building which is in, or close to, a coastal high hazard area, Teddy Williams, County Attorney, stated a determination would need to be made in that regard.

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(Continued)

P.S. Beach Associates, Inc.

Gene Shaefer, P.S. Beach Associates, Inc., reviewed the operations of his firm, noting that they have operated the beach concessions for the past seven years and have been under scrutiny during that time. He stated they turned the operation around from zero to \$1.3 million gross revenue per year. He noted that during the first three years, they paid for all remodeling and maintenance. He stated they stand on their record and will continue to raise their standards if selected.

In response to questions, Mr. Shaefer stated their telephone bill is high due to the fact that it includes advertising in the yellow pages and two computer lines; projected capital improvements are going to be primarily in the food service area, i.e., remodeling of dining room, new equipment, wind barriers; the menu is limited because it is based upon what customers want; financial statements are not current due to the fact their accountant recently gave birth to twins, however, the matter is improved; etc.

General Discussion

Discussion followed: Projections are necessary in the financial statements for comparison purposes; whether any information presented this day is different from that presented in the Response to Bid (RFP); it is understood by all proposers that any hindrance to their operation, e.g., inclement weather, bridge closings, etc., would have no bearing on the obligation to pay the county; etc.

Mr. Cuthbert explained that a 30-70 ratio was established when the proposal was presented, 30 percent being remuneration to the County, or license fees, and 70 percent being level of service to the patrons, which is how the points were determined. He noted that this point system is based on Florida Statutes regarding use of County facilities, which deals with the subject of "highest" and "best." He advised the point system is unique to concessions and has no bearing whatsoever on engineering or other types of RFPs.

He stated the Board has total discretion as to the top-ranked firm and there can be improvements made to the contract during negotiations, e.g., adding more maintenance and/or replacement responsibility to the contractor.

Patricia McVoy, Assistant County Attorney, stated the County was extremely clear in the RFP as to maintenance. The County never contemplated a duty to maintain anything other than the structural components of the building; however, the County reserved the right to make repairs if desired.

Motion

Motion was made by Mrs. Glass, and seconded by Ms. Brown, to authorize entering into negotiations with the top-ranked firm, P. S. Beach Associates, Inc., for the purpose of providing beach food concession services at Coquina and Manatee Beaches. Motion carried 4 to 3, with Mr. Bruce, Mr. McClash and Mrs. Stein voting nay.

MEETING ADJOURNED

There being no further business, the meeting was adjourned.

Attest:

Clerk

APPROVED:

*Jan Stephens*  
Chairman 1/4/00

