

April 12, 2017

Procurement-Finance Department
City of Venice
401 W. Venice Ave, Room #204
Venice, FL 34285

RE: RFP # 3054-17, FOOD CONCESSION SERVICES FOR THE SOUTH JETTY/
HUMPHRIS PARK."

Dear Mr. Peter Boers,

In reference to RFP Number 3054-17, RFP Title Food Concession Services For The South Jetty/HUMPHRIS Park, please accept the following submission from Robert I Johnson, Owner of Bob's Twist N Shake (BTS) located on 420 N US 41 Venice By-Pass, Venice, FL 34285 as our letter of interest.

I have lived in Venice, Florida for the past 52 years. Over the past 7 years I have owned and operated BTS, an Ice Cream store providing a full assortment of soft and hard ice cream products along with a lunch menu.

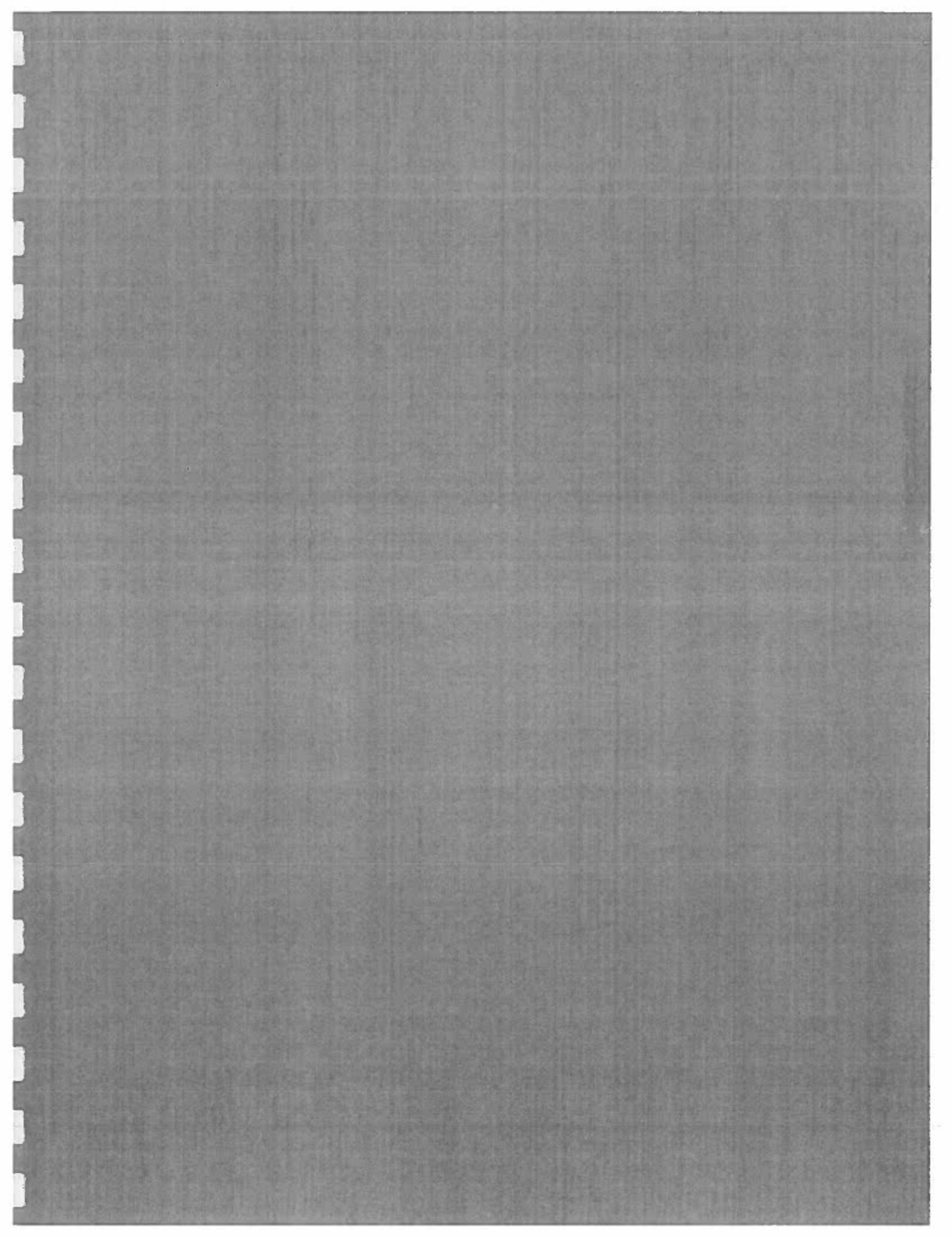
We are excited for the opportunity to expand our business experience and services of BTS to the Venice Jetty Concession Facility. We feel our concept for the concessionaire facility will be a great improvement to the current location by offering more food & ice cream products, expanding the hours of operation, improving the appearance of the facility, becoming involved in the community as explained in detail throughout this Bid.

Thank you for your time and consideration you have allowed us to make our proposal for Food Concession Services at the South Jetty/Humphris Park. If you have any questions, please feel free to call me at 941.915.5173 or email at Bob.wbd@comcast.net.

Sincerely,



Robert I. Johnson



Proposer's Warranty

The undersigned person by his/her signature affixed hereon warrants that: (a) he/she is an officer of the institution submitting the proposal; (b) he/she has fully read and understands this RFP and has full knowledge of the scope, nature, quantity, and quality of work to be performed, the detailed requirements of the services to be provided, and the conditions under which the services are to be performed; and (c) acknowledges that the institution has no objection to incorporating the RFP, addenda, and its proposal response as the formal contract between the Proposer and the CITY.

Anti-Collusion Statement:

THE BELOW SIGNED PROPOSER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS OFFER WITH OTHER PROPOSERS AND HAS NOT COLLUDED WITH ANY OTHER PROPOSER OR PARTIES TO A PROPOSAL WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.

Name of Bidding Proposer Robert I Johnson / Bob's Twist N Shake

Mailing Address 420 N US 41 By Pass, Venice, FL 34285

Location Address 420 N US 41 By Pass

CITY & State Venice, FL ZIP 34285

Telephone 941-485-5152 Fax Number N/A

Cellular number 941-915-5173

Federal ID# 27-1192299

E-Mail Address: Bob.wbd @ comcast.net

State of Florida Registration to do Business: Doc. # P09000088566

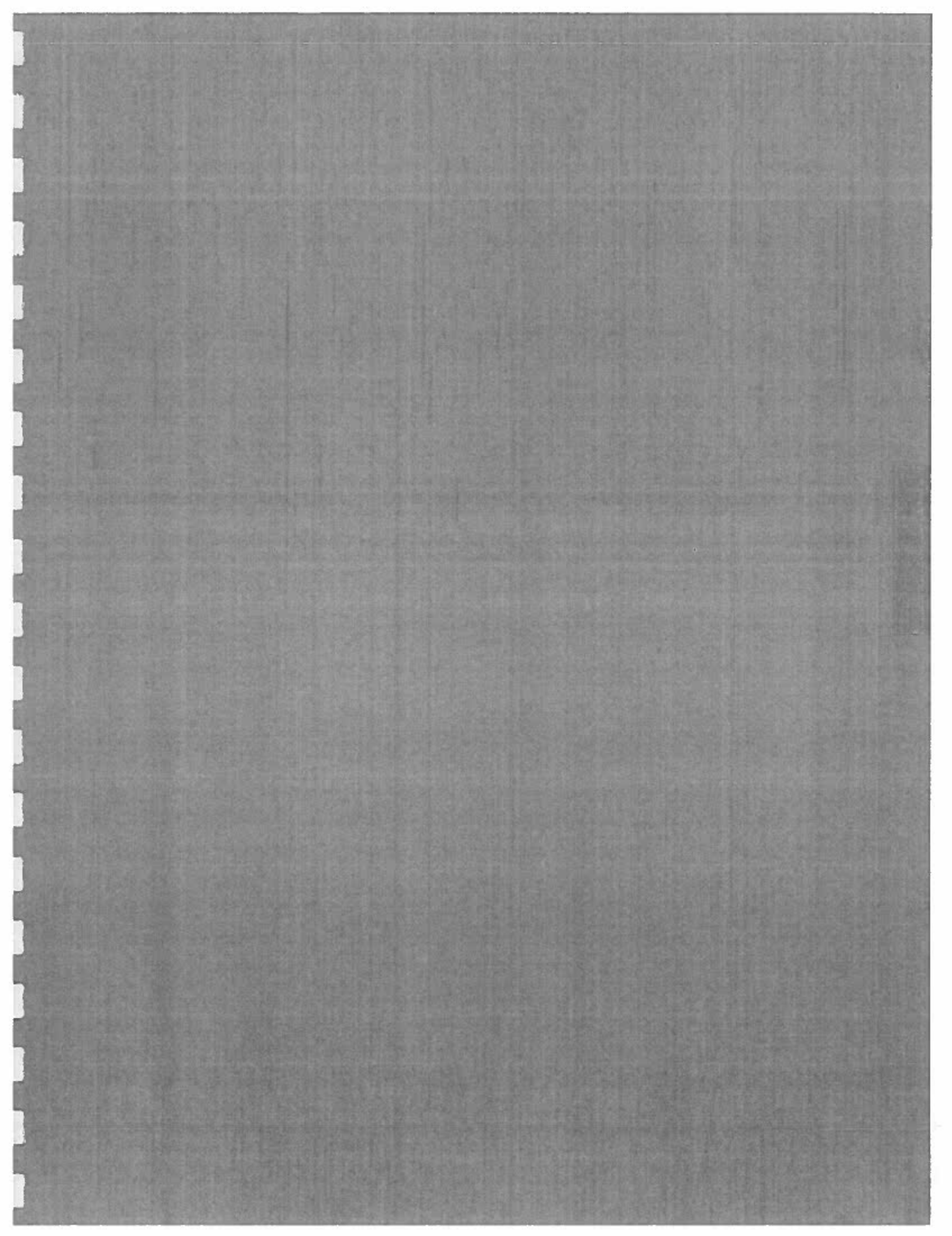
Name/Title of person authorized to bind the Company:

Name Robert I Johnson
Printed

Title President

Signature of person authorized to bind the Company: Robert I Johnson

Date: 4-12-17



Sworn Statement Pursuant to Section 287.133 (3) (A)

Florida Statutes on Public Entity Crime

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted to Mr. Peter Boers, Procurement - Finance Dept., City of Venice, 401 W. Venice Ave, Venice FL, 34285

By Robert I Johnson / President

(print this individual's name and title)

For Robert I Johnson - Bob's Twist N Shake

(print this individual's name and title) For: Request For Proposal -RFP #3054-17 Food Concession Services for the South Jetty/Humphreys Park

whose business address is 420 N US 41 By Pass, Venice, FL 34285

and if applicable whose Federal Employer Identification Number (FEIN) is 27-1192299

If the entity has no FEIN, include the Social Security Number of the individual signing this sworn Statement: _____

2. I understand that a "public entity crime" as defined in paragraph 287.133(1)(a), Florida Statutes, mean a violation of any state or federal law by a person with respect to and directly related to the transactions of business with any public entity or with an agency or political subdivision of any other state or with the United States including, but not limited to any bid or contract for goods or services to be provided to any public entity or any agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes means a finding of guilt or a conviction of a public entity crime, with or without adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a Jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in paragraph 287.133(1)(a), Florida Statutes, means:
 - a. A predecessor or successor of a person convicted of public entity crime; or
 - b. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person.

A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

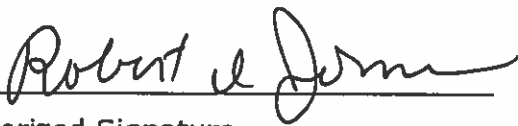
6. Based on information and belief, the statement which I have marked below is true in a relation to the entity submitting this sworn statement. (Indicate which statement applies).

Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or any affiliate of the entity has been charged with and convicted of a public entity crime within the past 36 months.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime within the past 36 months. AND (Indicate which additional statement applies).

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime within the past 36 months. However, there has been a subsequent proceeding before a Hearing Officers of the State of Florida, Division of Administrative Hearings and the Final Order by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (Attached is a copy of the final order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THE PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED AND FOR THE PERIOD OF THE CONTRACT ENTERED INTO, WHICHEVER PERIOD IS LONGER. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.




Authorized Signature

Sworn and subscribed before me this 12th day of April, 2017

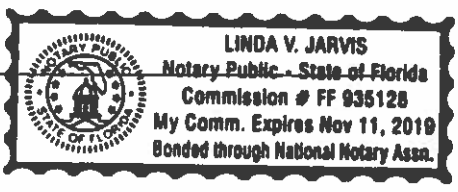
by Robert I Johnson who is personally known to me, or who (name of person whose signature is being notarized)

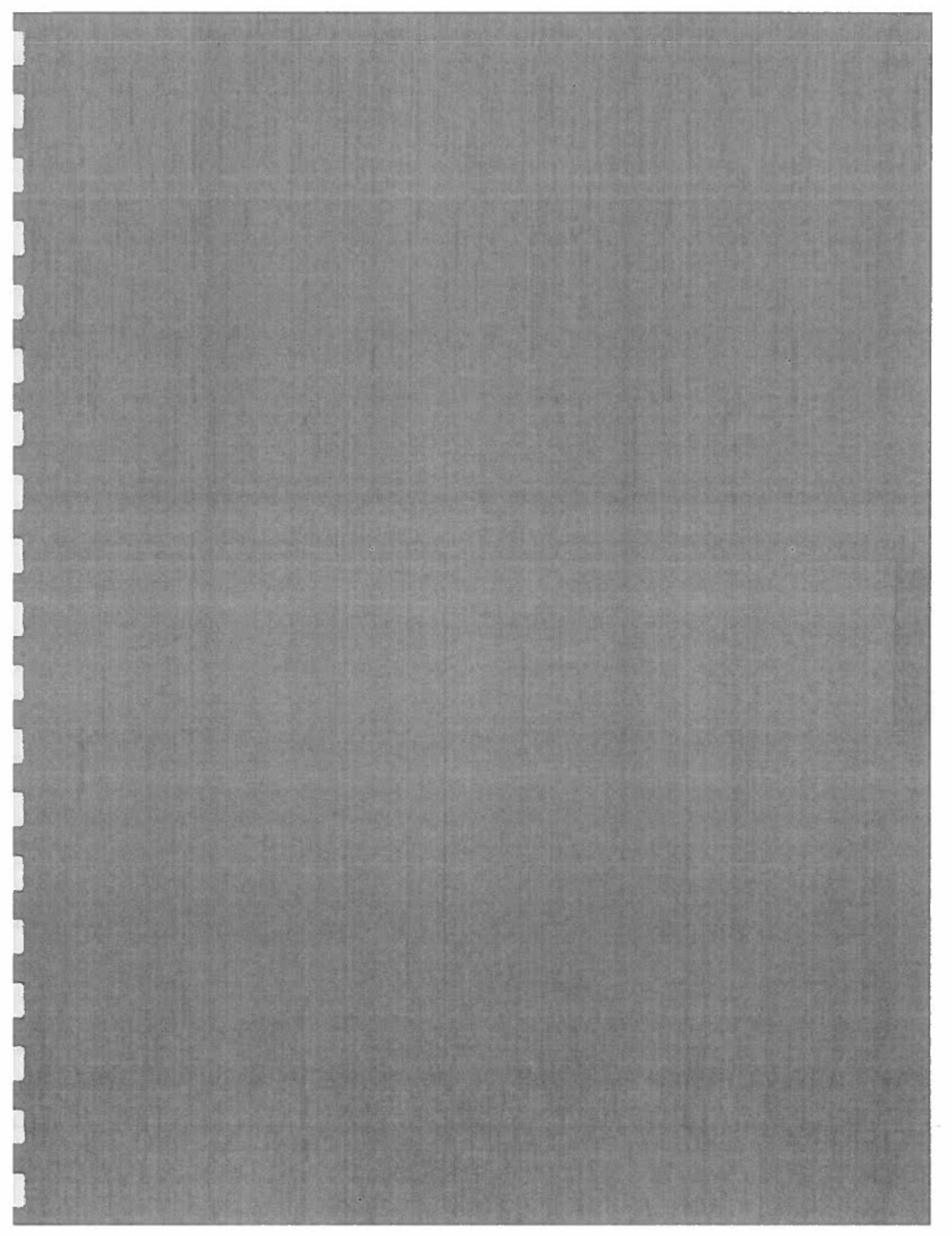
produced identification DL (type of identification).

NOTARY PUBLIC: [SEAL]

Signature:  Date: 4-12-17

Print Name: LINDA V. JARVIS

My commission expires 



LOCAL PREFERENCE VERIFICATION WORKSHEET

HOW DO I DETERMINE "LOCAL PREFERENCE"

The following questions will help you determine local preference for your company.

answer questions 1 through 4 **FIRST**. If you answer **NO** to any questions 1 through 4, local preference does **NOT** apply.

ONLY if you answer **YES** to questions 1 through 4, may you proceed to question 5.

If you answer **YES** to any questions 5 through 7, local preference applies.

If you are unsure of how to answer any questions, contact the City of Venice's Procurement Department at 941-486-2626.

Questions 1 - 4

1. Have you paid a local business tax either to Sarasota, DeSoto or Charlotte County (Manatee County does not have a local business tax) authorizing your company to provide goods or services described in this solicitation?

YES If "yes", proceed to question 2.

NO If "no", **STOP, local preference does not apply.**

* If the name on the local business tax receipt is not the same as the name on the bid/solicitation submittal, local preference does not apply.

2. Does your company maintain a permanent physical business address located within the limits of Sarasota, Manatee, DeSoto or Charlotte County?

YES If "yes", proceed to question 3.

NO If "no", **STOP, local preference does not apply.**

3. Does your local business office (identified in question 2) have a least one full time employee ?

YES If "yes", proceed to question 4.

NO If "no", **STOP, local preference does not apply.**

4. Do at least fifty percent (50%) of your company employees who are based in the local business location (identified in question 2) reside within Sarasota, Manatee, DeSoto or Charlotte County?

YES If "yes", proceed to question 5.

NO If no, **STOP, local preference does not apply.**

Questions 5 - 7

5. Is your local business office (identified in question 2) the primary location (headquarters) of your company?

YES If "yes", **STOP, local preference applies.**

NO If "no", proceed to question 6.

6. If the local business office (identified in question 2) is not the primary location of your company, are at least ten percent (10%) of your company's entire full-time employees based at the local office location?

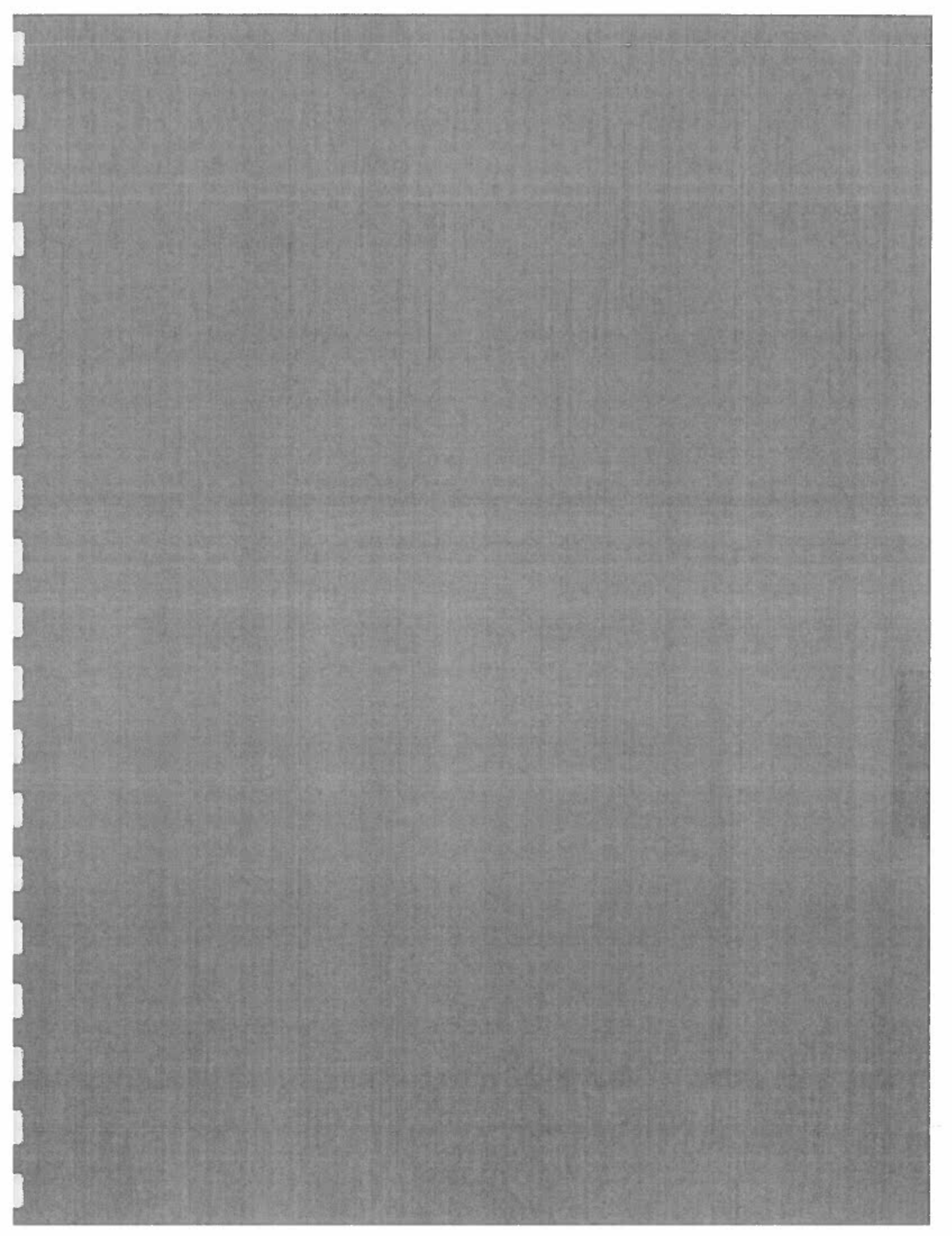
YES _____ If "yes", **STOP, local preference applies**

NO _____ If "no", proceed to question 7

7. If your local business office is not the primary location of your company, does at least one corporate officer, managing partner or principal owner of the company reside in Sarasota, Manatee, DeSoto or Charlotte County?

YES _____ If "yes", **STOP, local preference applies**

NO _____ If "no", local preference does not apply.



NON-COLLUSION AFFIDAVIT

State of Florida

CITY of Venice

Robert I. Johnson being first duly sworn, deposes and says that:

1. He/she is the President, (Owner, Partner, Officer, Representative or Agent) of Bob's Twist N Shake the Proposer that has submitted the attached Proposal;
2. He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a collusive or sham Proposal;
4. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or have in any manner, directly or indirectly sought by agreement or collusion, or have in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference with any Proposer, or person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposal Work.

Signed, sealed and delivered in the presence of:

Linda K Johnson By: Robert I Johnson

Judy Nodler Robert I Johnson
(Printed Name)
President
(Title)

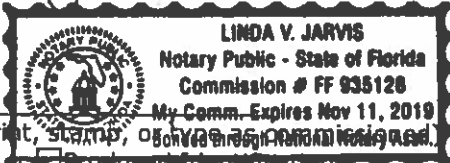
ACKNOWLEDGEMENT

State of Florida
CITY of Venice

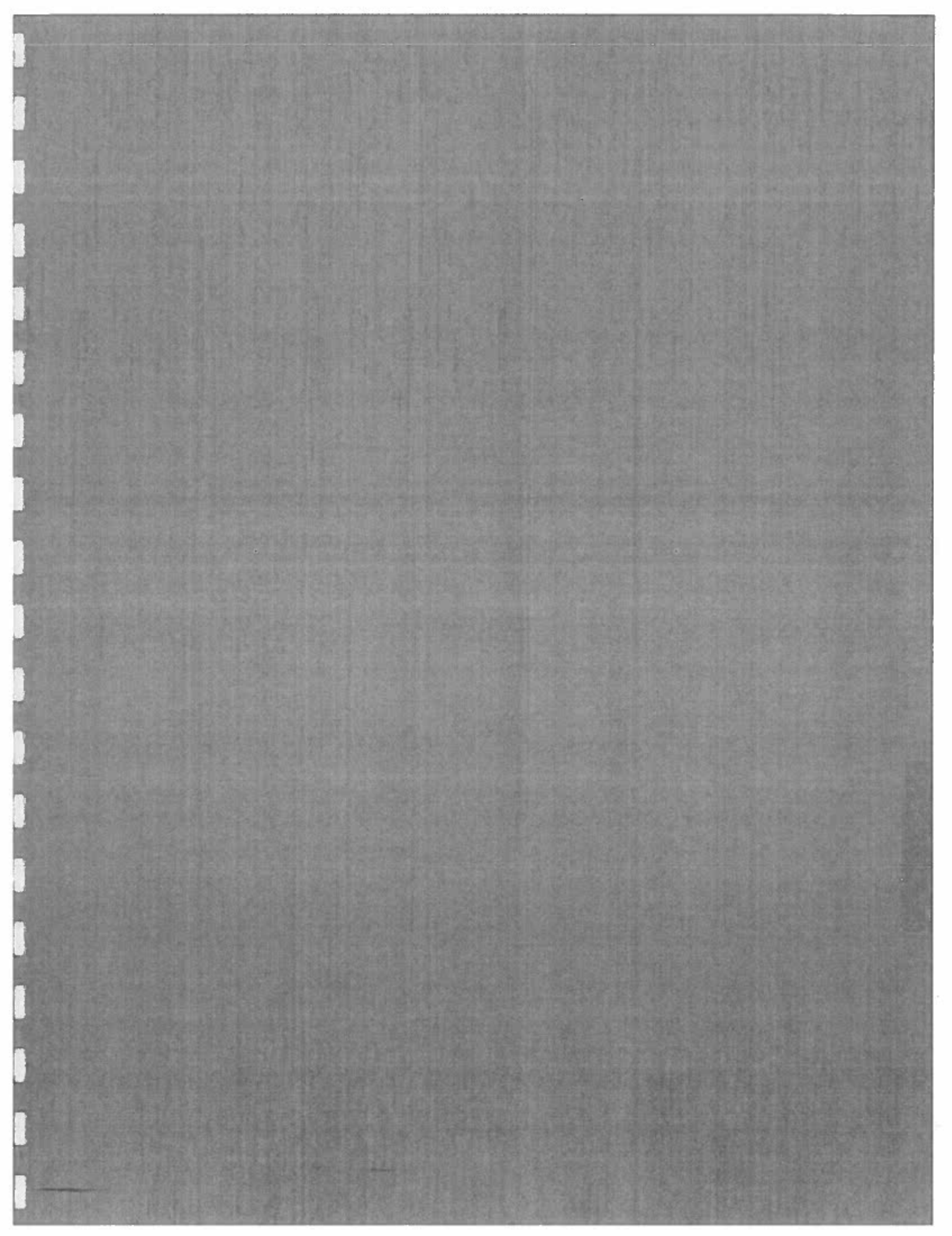
On this the 12th day of April, 2017, before me, the undersigned Notary Public of the State of Florida, personally appeared Robert I Johnson and (Names of individual(s) who appeared before Notary) whose name(s) in/are Subscribed to within instrument, and he/she/they acknowledge that he/she/they executed it.

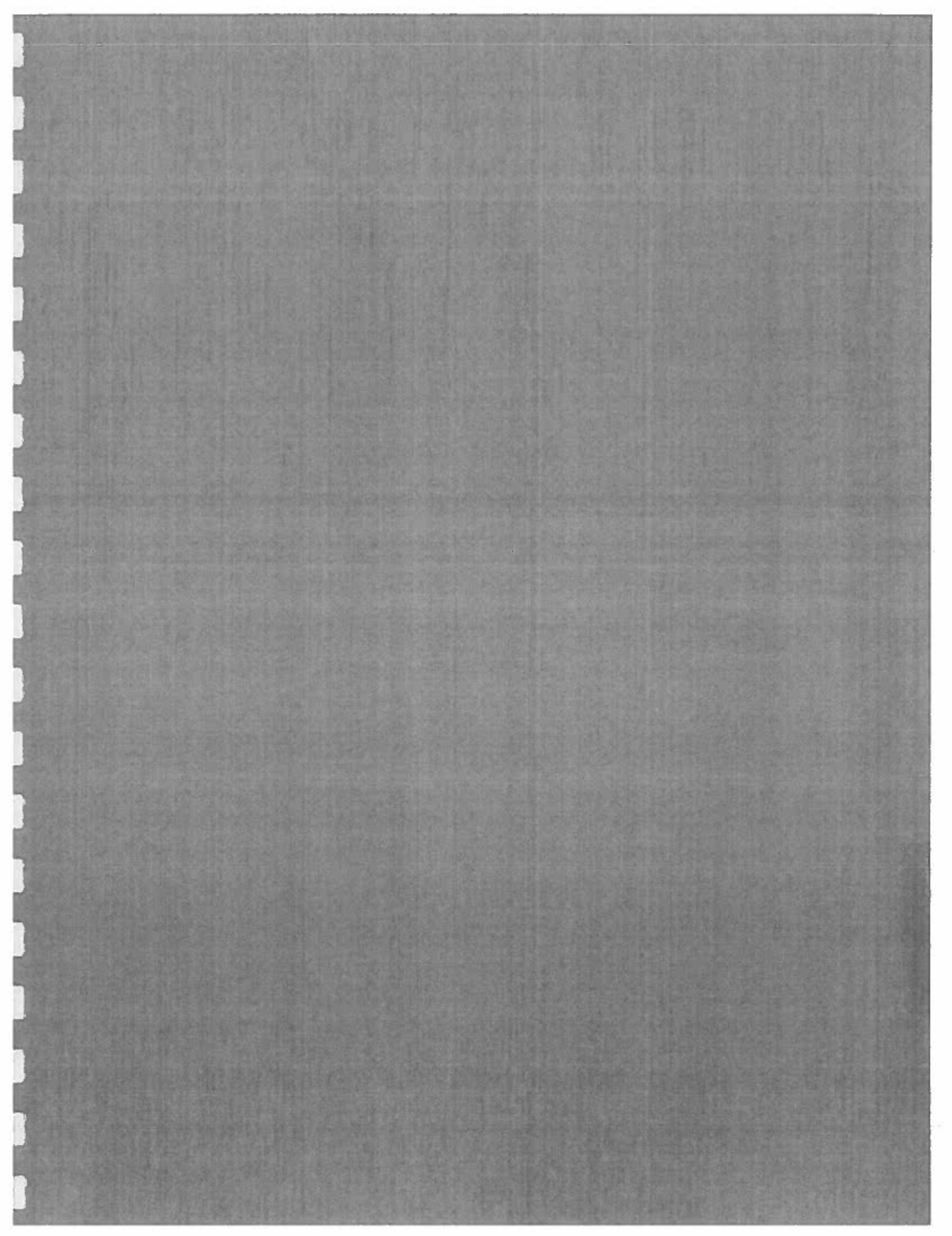
Linda V. Jarvis
NOTARY PUBLIC, STATE OF FLORIDA

NOTARY PUBLIC
SEAL OF OFFICE:



(Name of Notary Public: Print, stamp, or type as appropriate)
 Personally known to me, or Produced identification.
 DID take an oath, or DID NOT take an oath





CONFLICT/NON CONFLICT OF INTEREST AND LITIGATION STATEMENT

CHECK ONE

To the best of our knowledge, the undersigned Proposer has no potential conflicts of interest due to any other clients, contracts, or property interest for this project.

OR

The undersigned Proposer, by attachment to this form, submits information which may be a potential conflict of interest due to other clients, contracts, or property interest for this project.

LITIGATION STATEMENT

IN FLORIDA ONLY, JUDGMENTS AGAINST THE PROPOSER, AND SUITS AGAINST CITY OF VENICE. INCLUDE ACTIONS AGAINST THE PROPOSER BY OR AGAINST ANY LOCAL, STATE, OR FEDERAL REGULATORY AGENCY.

CHECK ONE

The undersigned Proposer has had no litigation adjudicated against the Proposer on any projects in the last five (5) years and has filed no litigation against City of Venice in the last five (5) years.

OR

The undersigned Proposer, BY ATTACHMENT TO THIS FORM, submits a summary and disposition of individual cases of litigation in Florida adjudicated against the Proposer during the past five (5) years; all legal actions against City of Venice during the past five (5) years; and actions by or against any Federal, State and local agency during the past five (5) years.

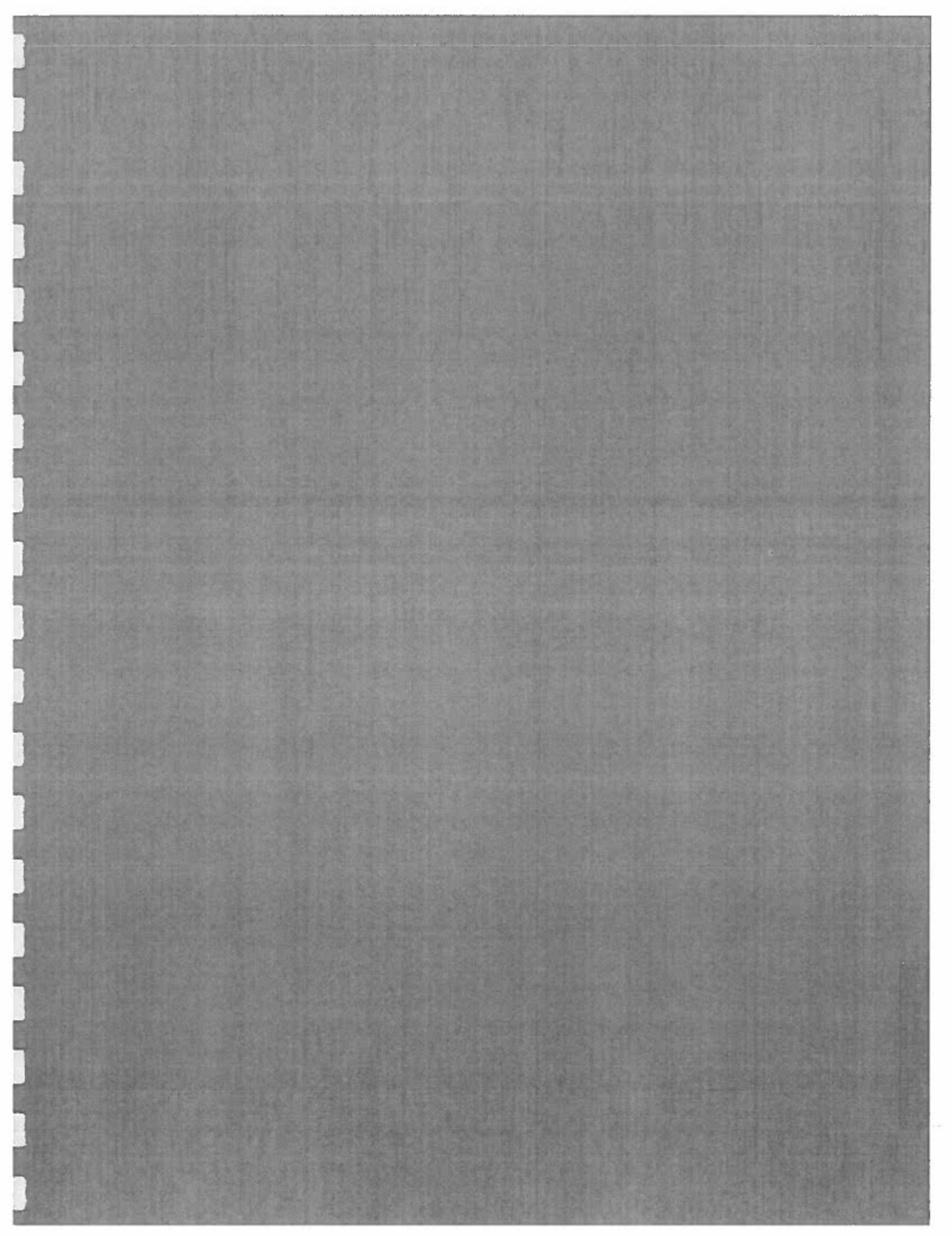
Company Name: Bob's Twist N Shake

Authorized Signature: 

Name (print or type): Robert I Johnson

Title: President

Failure to check the appropriate blocks above may result in disqualification of your proposal. Failure to provide documentation of a possible conflict of interest, or a summary of past litigation, may result in disqualification of your proposal. Should additional information regarding the above items come to the attention of City of Venice after award, the awarded contract shall be subject to immediate termination.



Compensation Proposal

The Concessionaire shall pay the City a percentage of its monthly gross revenue as compensation for its use of the concession space. Proposers shall complete the Compensation Proposal Form to indicate the percentage of gross revenue they are offering with their proposal. The percentage shall be calculated on all gross revenues and paid to the City monthly, and shall remain fixed for the term of the concession agreement.

The monthly compensation to the City will be \$1200 per month in addition to the percentage of gross revenue submitted by Proposer

Proposed percentage of monthly gross revenue: Split %
See Attached

Submitted by (print name): Robert I Johnson

Submitted by (signature): Robert I Johnson

Position Title: President

Date: 4-12-17

Proposed percentage of monthly gross revenue:

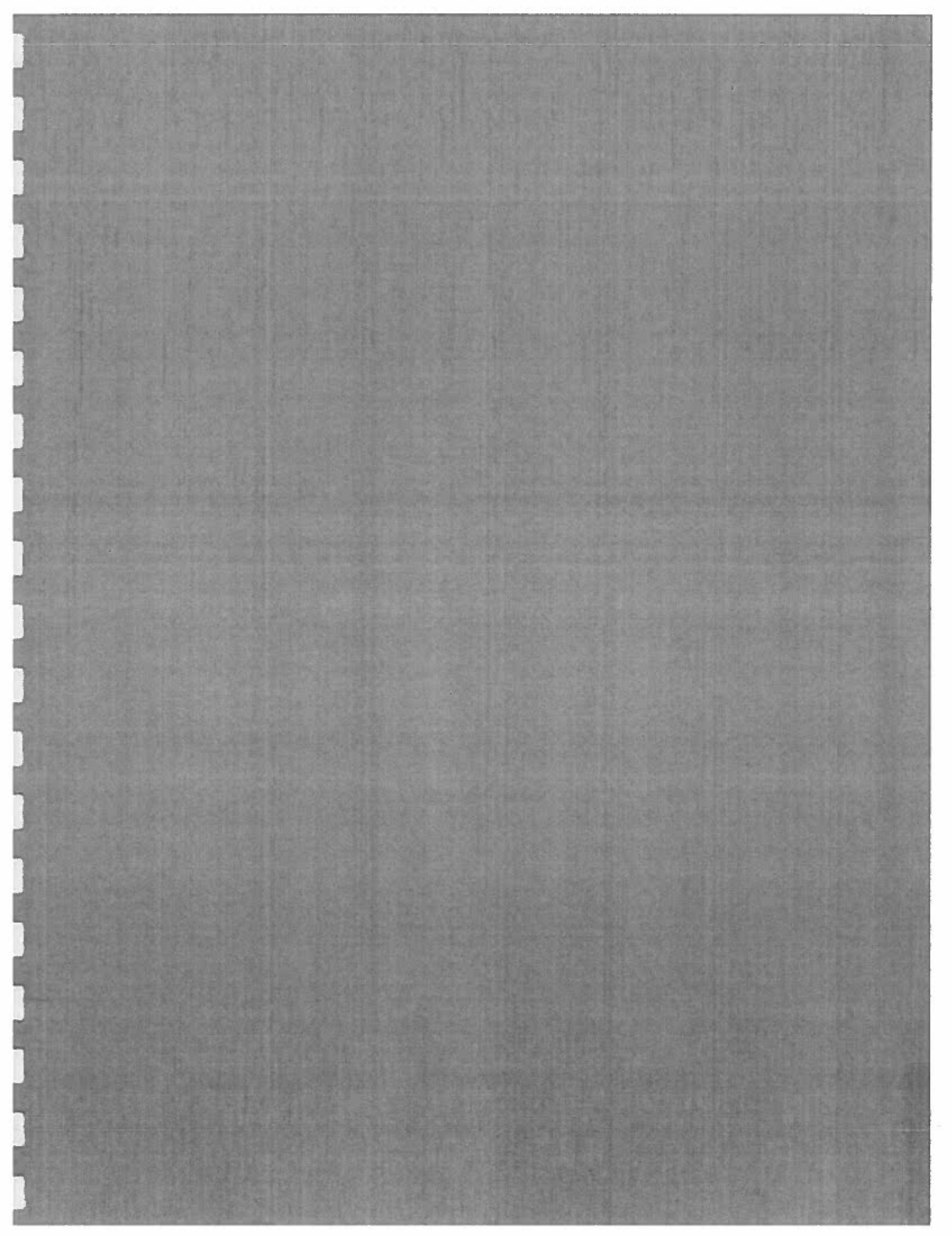
EXCLUDING SALES TAX

Important factors taken into consideration in preparing the sliding compensation scale are:

1. Ability to provide quality food and ice cream products while keeping pricing structured at reasonable costs to the customers.
2. The desirable location and estimated annual foot traffic of the Venice South Jetty Concessionaire.
3. Estimated maintenance cost of accepting the age of the building, plumbing and electrical "as is".
4. Estimated expenses associated with the daily and weekly costs of cleaning the City restrooms and surrounding areas per the RFP requirements.
5. The sale of beer and wine is not allowed eliminating a high profit margin item.
6. The County agreement with Nokomis Beach "Sharks Tooth" concessionaire is based on 13% of gross sales, excluding sales tax. The County maintains the exterior building, roof, decking, electrical, plumbing and restroom facilities. The facility also includes a commercial ventilation hood and commercial size grease trap.

Examples:

Concessionaire Monthly Gross Revenue - Sliding Compensation Scale	Sliding Compensation Scale Percentage	Example Concessionaire Monthly Gross Revenue	Revenue Compensation to City	Combined Monthly Rent, Water and Electric	Total Monthly Income to the City	Total Monthly Income Percentage to the City	Total Annual Revenue to the City
\$0 - \$15K	1.00%	\$14,999.00	\$149.99	\$1,200.00	\$1,349.99	9.00%	\$16,199.88
\$15 - \$20K	2.00%	\$17,500.00	\$350.00	\$1,200.00	\$1,550.00	8.86%	\$18,600.00
\$20K - \$25K	3.00%	\$24,000.00	\$720.00	\$1,200.00	\$1,920.00	8.00%	\$23,040.00
\$25K - \$30K	4.00%	\$28,000.00	\$1,120.00	\$1,200.00	\$2,320.00	8.29%	\$27,840.00
\$30K - \$35K	5.00%	\$33,000.00	\$1,650.00	\$1,200.00	\$2,850.00	8.64%	\$34,200.00
\$35K - \$40K	6.00%	\$38,000.00	\$2,280.00	\$1,200.00	\$3,480.00	9.16%	\$41,760.00
\$40K - \$Above	7.00%	\$43,000.00	\$3,010.00	\$1,200.00	\$4,210.00	9.79%	\$50,520.00



CITY OF VENICE PROCUREMENT- FINANCE DEPARTMENT
401 W. VENICE AVE. - ROOM # 204
VENICE, FL. 34285 (941) 486-
2626
FAX (941) 486-2790
ADDENDUM NO. 1

Date: March 30, 2017

To: All Prospective Proposers

Re: RFP# 3054-17 Food Concession Services for the South Jetty / Humphris Park

This addendum sets forth changes and/or information as referenced and is hereby made part of and should be attached to the subject Contract Documents. Receipt of this Addendum shall be acknowledged below and in the submitted proposal. It shall be the responsibility of each proposer, prior to submitting a proposal, to contact the City of Venice- Procurement- Finance Department to determine if addenda were issued and to make such addenda a part of their proposal.

The following is to clarify and provide additional information requested during the n o n - m a n d a t o r y pre-Proposal meeting held March 24, 2017 at 1:00 P.M.

Summary:

Peter Boers, Procurement Manager, opened the meeting by reviewing the next important dates stating that the proposals are due April 14, 2017 by 2:00 p.m. at City Hall room #204. The cut-off for questions is March 31, 2017 at 1:00 PM.

Mr. Boers began by reviewing Section 1 of the RFP and noted the following sections:

Paragraph 1. PROPOSER REGISTRATION: Mr. Boers urged all proposers to register on DemandStar or provide their contact information. Ultimately it is the proposer's responsibility to ensure that they have received all the issued addenda

Paragraph 2. CONTACT: The Procurement Manager is the point of contact. Proposers are advised not to contact Staff or Elected Officials regarding this solicitation.

Paragraph 3. ADDENDA AND INQUIRIES: Questions must be submitted in writing. E-mail preferred. Addenda will be posted to DemandStar. Mr. Boers reminded the proposers to not assume change has been made unless it is posted in an Addendum.

Paragraph 10. LOCAL PREFERENCE: Local Preference applies to this solicitation. Proposers were reminded that in order to be considered for local preference, the Local Preference Worksheet must be completed and returned with their proposal.

Paragraph 14. INSURANCE: Proposers were advised to read through the Insurance Requirements.

Paragraph 31. **BID PROTESTS:** Proposers were advised to read through the Bid Protest Procedure.

Section 2: Scope of Work.

Mr. Boers reviewed Paragraph 3.3 regarding remaining equipment.

Mr. Boers advised that the Concessionaire must establish a Commercial Can account with the City of Venice Solid Waste per paragraph 4.10.

Mr. Boers advised that the Concessionaire will contribute \$200 / month for Water, Sewer, and Electric per paragraph 4.11.

Mr. Boers advised that the Concessionaire must provide a \$10,000 performance bond or a \$10,000 cash security deposit at the time of contract signing per paragraph 4.21.

Mr. Boers reviewed the Operating Hours per paragraph 6.1.

Ms. Kathleen Weeden reviewed paragraph 10.0 Site Improvements, in its entirety and provided an update on anticipated South Jetty Utilities Work.

Mr. Boers reviewed paragraph 14.0 Compensation

Mr. Boers reviewed paragraph 15.0 Term

Revisions:

Section 3, Tab 2, paragraphs 2.2, 2.3, and 2.6 have been amended to read:

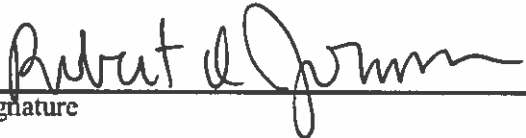
- 2.2 Describe your organization including how long your business has been in existence under your control and/or ownership. Identify what percentage of your business operating a ~~mobile~~ food concession. Please provide support documentation.
- 2.3 Attach information on other ~~mobile~~ concessions you currently operate or have operated in the last three years. List the number you have specifically created. Include the name of the representative of the company or municipality you leased space from and a business phone number for each location. In addition, provide a minimum of three business related references including the business name, contact person, and current daytime phone number.
- 2.6 Describe your training in food service sanitation. Please attach any current licenses or certifications relative to ~~food truck~~ food service operations.

The cut-off for questions has been extended to Friday, April 7, 2017 at 1:00 PM.

Peter A. Boers
Procurement Department

Acknowledgment is required with your proposal response. A designated management representative must sign the receipt for this addendum.

Receipt Acknowledged:



Signature

Bob's Twist N Shake

Company

4-12-17

Date

A copy of the addendum (excluding attachments) is to be included with the proposal response.

CITY OF VENICE PROCUREMENT- FINANCE DEPARTMENT
401 W. VENICE AVE. - ROOM # 204
VENICE, FL. 34285 (941)
486-2626
FAX (941) 486-2790
ADDENDUM NO. 2

Date: April 5, 2017

To: All Prospective Proposers

Re: RFP# 3054-17 Food Concession Services for the South Jetty / Humphris Park

This addendum sets forth changes and/or information as referenced and is hereby made part of and should be attached to the subject Contract Documents. Receipt of this Addendum shall be acknowledged below and in the submitted proposal. It shall be the responsibility of each proposer, prior to submitting a proposal, to contact the City of Venice- Procurement- Finance Department to determine if addenda were issued and to make such addenda a part of their proposal.

Questions:

The following questions were submitted in writing:

1- Is a split compensation plan allowed? I. E. X% up to Y, Z % after Y ?

A-1. Yes. The revenue offered by the bidder is at their discretion. A split percentage at certain revenue plateaus will be considered.

2- Term - can a different term be proposed? (4 yr term with no Guaranteed options, not viable)

A-2. No. Changing the length of the Term is problematic. It changes the capital investment strategy for the bidder and makes it difficult for the City to evaluate.

Q1. Is the City of Venice satisfied with the current structure of the building or would they like to see the new concessionaire make improvements to the building, including the restrooms?

A1. Given the permitting challenges with this location and the ACOE agreement, modification of the footprint of the building would require several layers of approvals including City approval, building permit, FDEP Coastal Construction Permit, ACOE approval, WCIND approval, and all other requirements would need to be met.

Q2. If the new concessionaire agreed to invest \$50,000 - \$100,000 into the renovations of the building, is the City willing to reconsider the allocated General Evaluation Factors (percentages) as part of the overall evaluations?

A2. No. Evaluation of Proposals will remain in accordance with the evaluation criteria published in the RFP. However, consideration for this may be given when evaluating the Concessionaire's Ability to perform the Scope of Services (evaluation factor #1) as well as Legal, Technical and Financial capabilities (evaluation factor #2).

Questions:

The following questions asked at the pre-proposal meeting.

- 1) Will the concessionaire be responsible for repairs due to Vandalism?
Vandalism that damages or destroys part of the building (i.e. walls, floor, sink, toilet, light fixtures, doors, permanent markings or etching on walls, etc.) shall be the responsibility of the City. Vandalism that results in such things as stopped toilets, unrolled paper rolls, etc.; (i.e. things that can be readily resolved without construction, painting, or similar efforts) shall be the responsibility of the Concessionaire.
- 2) Can the Proposer (Concessionaire) rebuild the structure at his own risk?
Yes with the approval of the City and with all other required Agency approvals, such as USACOE, WCIND, FDEP, Building Permit, etc. Any alterations/remodeling will require permits and since the structure is located in a Special Flood Hazard Area (SFHA), Substantial Improvement regulations will apply, i.e. 50% rule and finish floor elevation. The 50% Rule is applicable to *any* type of improvement that requires a permit. In addition, this structure lies seaward of the Coastal Construction Control Line (CCCL) and will require coastal permitting through the Florida Department of Environmental Protection (FDEP) Bureau of Beaches and Coastal System. Any modifications will also need concurrence from the Army Corp of Engineers (ACOE) and West Coast Inland Navigation District (WCIND) as the structure lies within the perpetual maintenance easement for the S. Jetty and Venice Inlet.
- 3) Will the Concessionaire be able to install a hood and ventilation system?
Yes with the approval of the City and with all other required approvals, such as building permit, Dept of Health, etc. The Concessionaire will be responsible to verify the permitting requirements for a hood and ventilation system to determine if installation would be possible. Permit and plans required. This is also subject to the 50% Rule referenced above.
- 4) How old is the building?
The building was installed on the site in 1998.
- 5) Is the Concessionaire responsible for a Change of Occupancy inspection?
A Change of Use or Occupancy Inspection is not required if the new tenant is going to use the structure for the same purpose.
- 6) What is the Amp rating of the electrical panel to the building?
125 amp. The main service is 200amps and the building has a 125amp breaker and the lift-station is 30amp .
- 7) Will a change of occupancy require any ADA upgrades?
Not for a tenant change.

ADA upgrades are addressed at time of permit application for a change of Use or Occupancy or an alteration/remodel. A change of Use or Occupancy in and of itself will not require ADA upgrades except if an alteration occurs with the change of Use or Occupancy.

For an alteration/remodel, it is required that *an additional 20%* of a projects total alteration valuation has to be spent on ADA compliance/upgrades.

8) Would the City permit the installation of a Grease Trap?

The Building Division will review a permit application for a grease trap. The plans will need to demonstrate compliance with applicable regulation relative its location in a SFHA, i.e. have the ability to prevent flotation and flood water entry, flood water induced release and protection of the city's sanitary system due to flood inundation. Prior to installation of a grease trap, approvals would be required from ACOE, WCIND and any other permit agencies responsible for regulating this activity. Installation may require CCCL permit through FDEP.

9) Does the building have an air-conditioning unit?

No.

10) Is there phone service or DSL to the building for a Point of Sale system?

No.

11) Is there a time limit on Parking?

No. Only for two (2) signed spaces next to the building that are limited to 30 minute parking.

12) What is the Zoning of the Park? What is the permitted use?

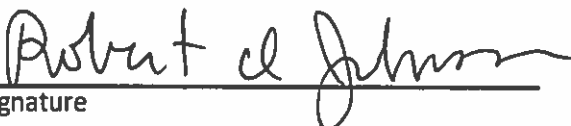
The zoning is Open Use Conservation (OUC). Please use the attached link to Municode for the permitted, special exception and prohibited uses.

https://www.municode.com/library/fl/venice/codes/code_of_ordinances?nodeId=SPBLADERE_CH8_6LADECO_ARTVUSRE_DIV2RECOZODI_S86-70OUOPUSCODI

Peter A. Boers
Procurement Department

Acknowledgment is required with your proposal response. A designated management representative must sign the receipt for this addendum.

Receipt Acknowledged:


Signature

Bob's Twist N Shake
Company

4-12-17
Date

A copy of the addendum (excluding attachments) is to be included with the proposal response.

Q3. If the new concessionaire remodeled the City owned restrooms will the City consider reimbursement to the concessionaire via reduced rent over a period of time?

A3. Yes. Such arrangement must be noted in your Proposal. Consideration may be given when evaluating the Compensation Plan (evaluation factor #5).

Q4. If the building is damaged or destroyed by the WCIND because of the need to dredge or do repairs to the rocks what would be the City's position in regards to the concessionaire's investment?

A4. It is unlikely that WCIND would destroy or damage the building. They may require that it be moved, or it could likely be damaged or destroyed by a natural disaster. Therefore any improvements would be at the Concessionaire's risk.

Q5. Does the City provide hazard insurance (wind, fire) on the structure?

A5. The City has the following property scheduled:

ADDRESS Line 1	Year Built	Square Feet	# of Stories	Sprinkler %	Flood Zone	Flood Zone - 11/04/2016	NFIP Policy	Building Replacement Value	Contents Replacement Value
2000 Tarpon Center Drive	2001	480	1		VI - V30	VI - V30	NO	\$ 64,800	\$ 6,700

Q6. The new concessionaire will require a Change of Occupancy Certificate prior to taking control of the business. As part of this Change of Occupancy will a new or underground grease trap be required and/or will the building need to be brought up to code for the disability act, health department, etc?

A6. See earlier responses. Addendum #1

Q7. What is the current electrical power provided to the building? What will the final electrical power be to the building after the lift station is removed and relocated?

A7. There is no plan to modify the electrical service size once has been relocated to the new lift station location.

Q8. Internet is a critical part of a POS system as required by the RFP. Is or will a hard-wired internet cable be provided to the building?

A8. Installation of internet service to the building will be the Concessionaire's responsibility.

Q9. Will other concessionaires or vending machine operators be allowed to operate within the Humphris Park designated area?

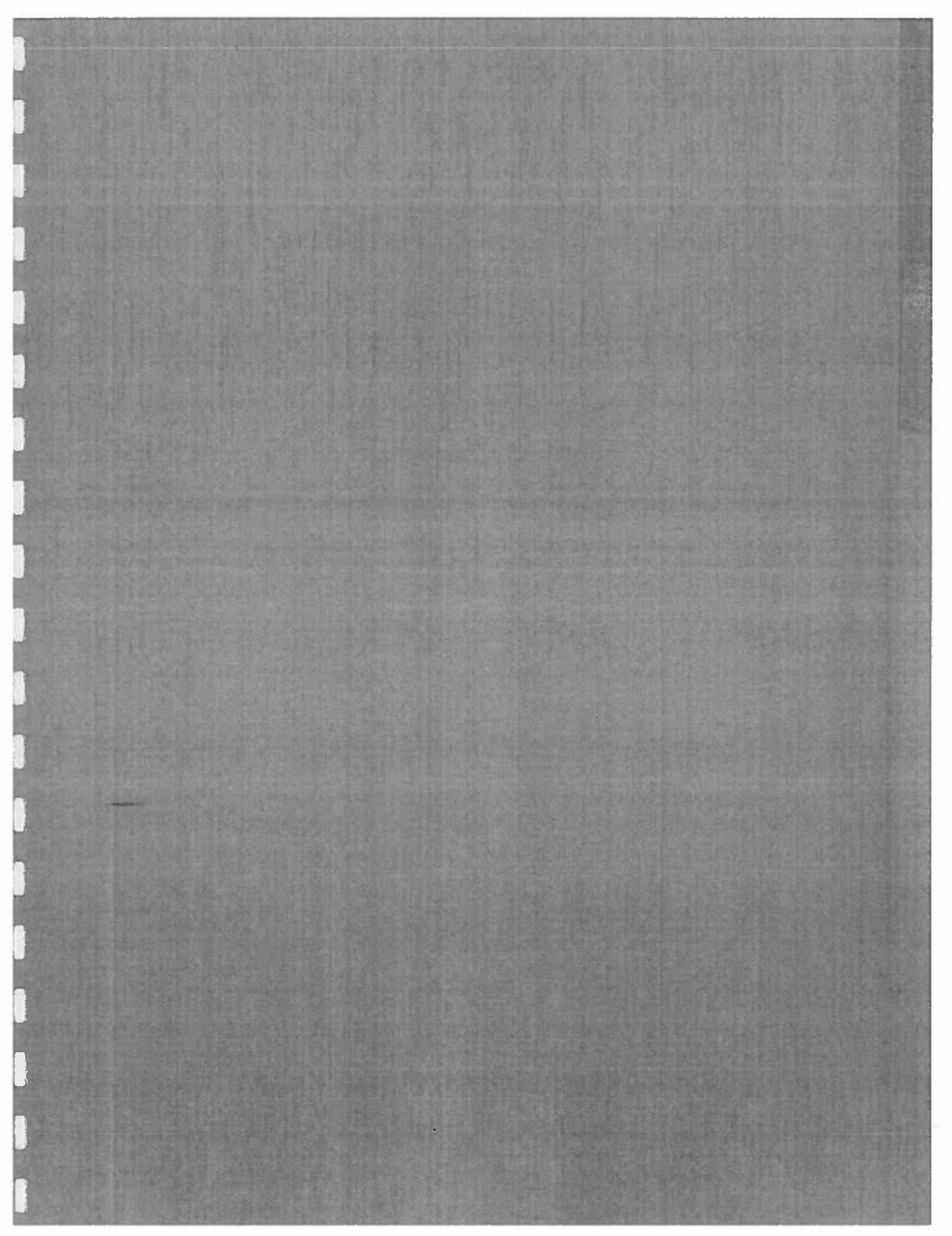
A9. No.

Q10. Will there be an opportunity for a site inspection of the building and plumbing from qualified contractors prior to submitting a proposal?

A10. Yes, please contact the Procurement Manager to make the arrangements.

Q11. Additional addendums to this RFP were discussed at the pre-proposal meeting. Will they be sent via email?

A11. Yes, provided the City has your correct contact information.



TAB 2 INFORMATION TO BE SUBMITTED REGARDING CONCESSIONAIRE(S)

Please provide information to all questions below. Answers may be given in the space provided or on a separate sheet with supporting information as necessary. This information is vital to the selection process; consideration for selection will be given to the vendor who best satisfies the question's below.

2.1 Applicant Information:

Company Name: Bob's Twist N Shake

Contact Person: Robert L Johnson

Title: President

Mailing Address: 420 N US 41 Bypass
Venice, FL 34285

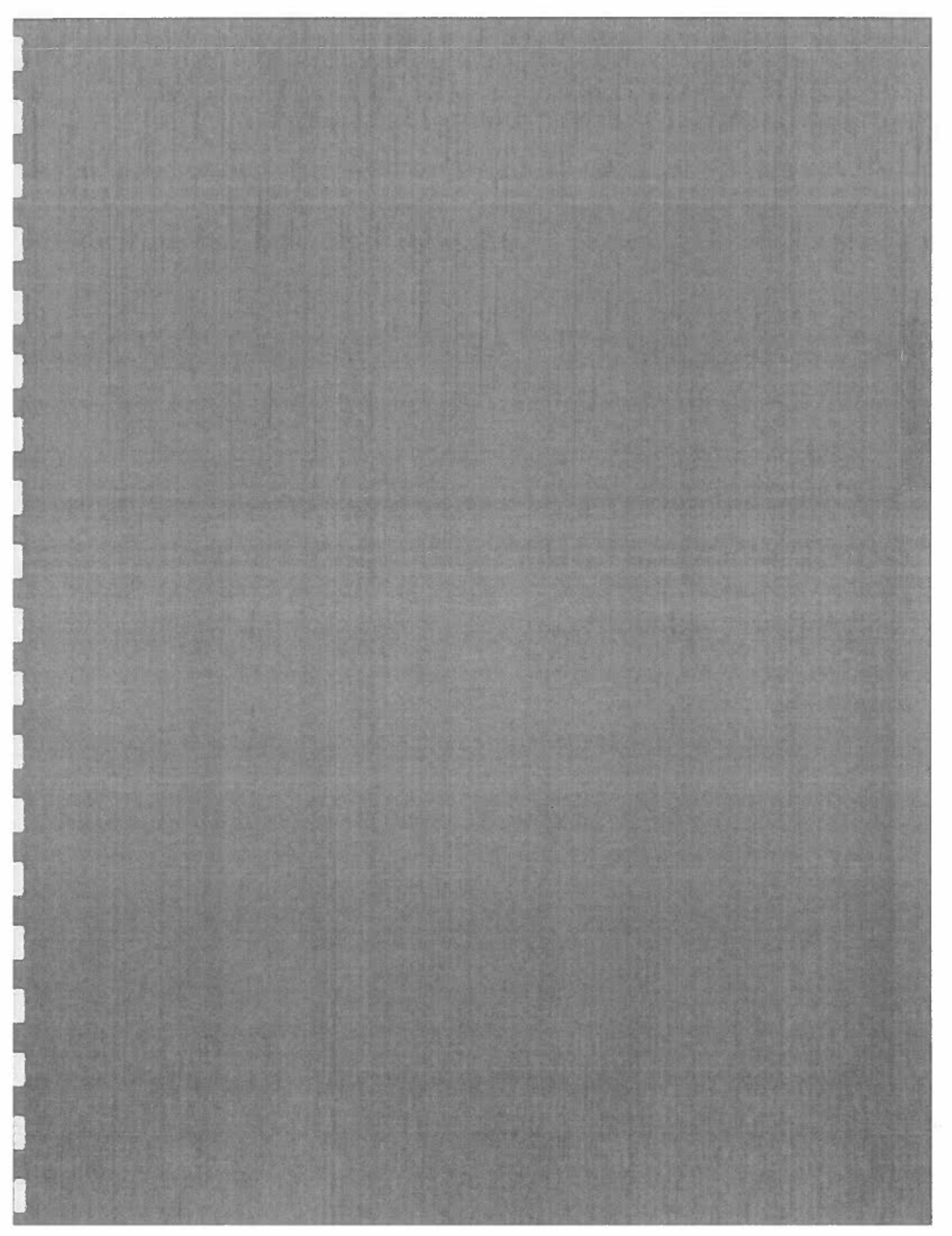
Phone: 941-915-5173

E-mail: Bob.wbd@comcast.net

2.2 Describe your organization including how long your business has been in existence under your control and/or ownership. Identify what percentage of your business operating a ~~mobile~~ food concession. Please provide support documentation. Attached

2.3 Attach information on other ~~mobile~~ concessions you currently operate or have operated in the last three years. List the number you have specifically created. Include the name of the representative of the company or municipality you leased space from and a business phone number for each location. In addition, provide a minimum of three business related references including the business name, contact person, and current daytime phone number. Attached

2.4 Please indicate if you or any other principal in your organization has been involved in a legal dispute related to your business operation. If applicable, describe the status or disposition of the lawsuit. N/A



2.2 (as amended in addendum 1) Describe your organization including how long your business has been in existence under your control and/or ownership. Identify what percentage of your business operating a food concession. Please provide support documentation.

Response: Bob's Twist N Shake (BTS) is owned by Robert I Johnson and is located at 420 N US 41 Venice By-Pass, Venice FL 34285. BTS is a quality ice cream facility providing a wide range of soft serve and hand scooped ice cream and yogurt (low fat and sugar free options are available) flavors including milk shakes, sundaes, banana splits, all the toppings and more. BTS also offers a popular Angus Hot Dog and lunch combo as part of their menu.

The owner Robert Johnson has lived in the city of Venice for 52 years and opened BTS on May 4, 2010. For the past 7 years, ownership has been under the control of Robert Johnson. 100% of BTS ice cream and food products are concession type foods with a higher emphasis on quality. Supporting documents include business licenses, Venice Area Chamber of Commerce Ribbon Cutting Certificate and photographs.



CITY OF VENICE
401 W. Venice Ave.
Venice, FL 34285

LOCAL BUSINESS TAX RECEIPT

BUSINESS NAME: BOB'S TWIST N' SHAKE

BUSINESS LOCATION: 420 N US 41 BYPASS

BUSINESS OWNER:

BOB'S TWIST N' SHAKE
420 N US 41 BYPASS

VENICE FL 34285

BUSINESS CLASS: RESTAURANT, LOUNGE, BAR, DELI, BAKERY, SNACKS
ICE CREAM STORE

LOCAL BUSINESS TAX RECEIPT
NUMBER: 0006962 /17-00020572
EXPIRES:
September 30, 2017

CITY CLERK

TO BE POSTED IN A CONSPICUOUS PLACE



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**DIVISION OF HOTELS AND RESTAURANTS
2601 BLAIR STONE ROAD
TALLAHASSEE FL 32399-1011**

850-487-1395

**BOB'S TWIST-N-SHAKE INC
BOB'S TWIST-N-SHAKE
420 N US 41 BYPASS
VENICE FL 34285**

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION**

SEA6805207 ISSUED: 11/06/2016

**SEATING FOOD SERVICE (2010)
BOB'S TWIST-N-SHAKE INC
BOB'S TWIST-N-SHAKE**

IS LICENSED under the provisions of Ch. 509 FS.
Expiration date DEC 1, 2017 L1611060000369

DETACH HERE

RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF HOTELS AND RESTAURANTS**

LICENSE NUMBER	
SEA6805207	NBR. OF SEATS: 50

The SEATING FOOD SERVICE (2010)
Named below IS LICENSED
Under the provisions of Chapter 509 FS.
Expiration date: DEC 1, 2017



NON-TRANSFERABLE.

**BOB'S TWIST-N-SHAKE INC
BOB'S TWIST-N-SHAKE
420 N US 41 BYPASS
VENICE FL 34285**



ISSUED: 11/06/2016

DISPLAY AS REQUIRED BY LAW

SEQ # L1611060000369

Sarasota County Business Tax Receipt

2016-17

THIS TAX DOES NOT ASSURE QUALITY OF WORK OR CONFIRM THAT REGULATORY OR ZONING REQUIREMENTS HAVE BEEN MET, IT IS THE OWNER'S RESPONSIBILITY TO ENSURE COMPLIANCE.

Account No.
990010100108

Business Type: EAT/DRINK ESTABLISH-LICENSED

Business Address: BOB'S TWIST N SHAKE, INC.
420 N US HWY 41 BYP
VENICE FL 34285

PAID: 5548974.0001 8/23/2016 \$19.68

JOHNSON BOB

420 N US HWY 41 BYPASS
VENICE FL 34285

All businesses in Sarasota County are responsible for complying with the Sarasota County mandatory recycling ordinance.

Valid until 9/30/2017

Sarasota County Tax Collector
Barbara Ford-Coates
101 S. Washington Blvd., Sarasota, FL 34236
(941) 861-8300, option 3
www.SarasotaTaxCollector.com
Info@SarasotaTaxCollector.com



2017 Florida Annual Resale Certificate for Sales Tax

DR-13
R. 10/16

THIS CERTIFICATE EXPIRES ON DECEMBER 31, 2017

Business Name and Location Address

Certificate Number

BOB'S TWIST-N-SHAKE, INC.
420 US HIGHWAY 41 BYP N
VENICE, FL 34285-6056

68-8015301933-1

By extending this certificate or the certificate number to a selling dealer to make eligible purchases of taxable property or services exempt from sales tax and discretionary sales surtax, the person or business named above certifies that the taxable property or services purchased or rented will be resold or re-rented for one or more of the following purposes:

- Resale as tangible personal property.
- Re-rental as tangible personal property.
- Resale of services.
- Re-rental as commercial real property.
- Incorporation into and sale as part of the repair of tangible personal property by a repair dealer.
- Re-rental as transient rental property.
- Incorporation as a material, ingredient, or component part of tangible personal property that is being produced for sale by manufacturing, compounding, or processing.

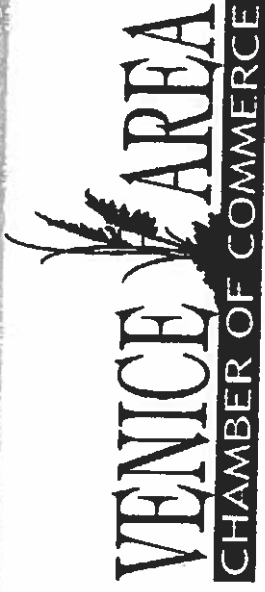
Florida law provides for criminal and civil penalties for fraudulent use of a *Florida Annual Resale Certificate*.

The *Florida Annual Resale Certificate* is issued to active, registered sales and use tax dealers. **As a buyer**, use your certificate to purchase or rent property or services tax exempt that you intend to resell or re-rent to your customers. You cannot use this certificate to purchase or rent property or services that you will use in your business. **As a seller**, you must collect sales tax and discretionary sales surtax imposed on retail sales or rentals of taxable property or services, unless the transaction is exempt.

Seller Certificate Verification – Verify resale or exemption certificates using a customer's sales tax certificate number:

- Phone: **877-FL-RESALE** (877-357-3725)
- Online: Go to www.myflorida.com/dor and select "More e-Services" and then "Verify resale and exemption certificates"
- Mobile App: **Florida Tax (FL Tax)** mobile app for iPhone, iPad, Android phones and tablets, Windows Phone

If you obtain an authorization number for each tax-exempt sale, or for all sales to a specific customer, you do **not** need to keep a copy of the customer's *Florida Annual Resale Certificate*.



Ambassadors Council

Congratulations on the Ribbon Cutting Celebration of

Bob's Twist-N-Shake, Inc.

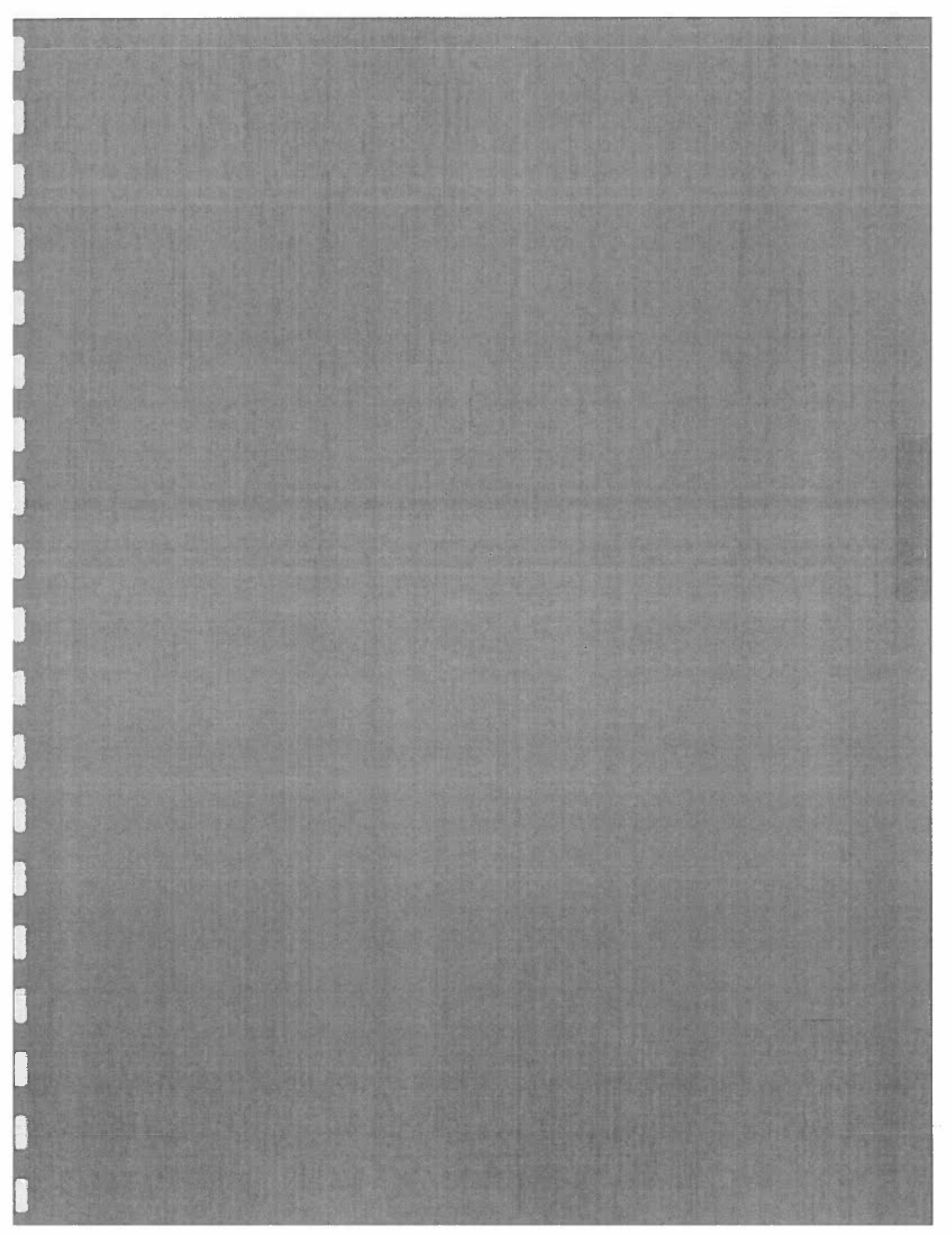
We wish you future prosperity
as we celebrate this special moment.

May 4, 2010

Judy Lawrence, VACC Chairman of the Board
2009-2010

John G. Ryan, VACC President/CEO





2.3 (as amended in addendum 1) Attach information on other concessions you currently operate or have operated in the last three years. List the number you have specifically created. Include the name of the representative of the company or municipality you leased space from and a business phone number for each location. In addition, provide a minimum of three business related references including the business name, contact person, and current daytime phone number.

Response: BTS only location is its current location on 420 N US 41 Venice By-Pass, Venice, FL 34285 and was constructed for the sole purpose of its business operation. Robert Johnson has been the sole owner since inception.

Three Business References.

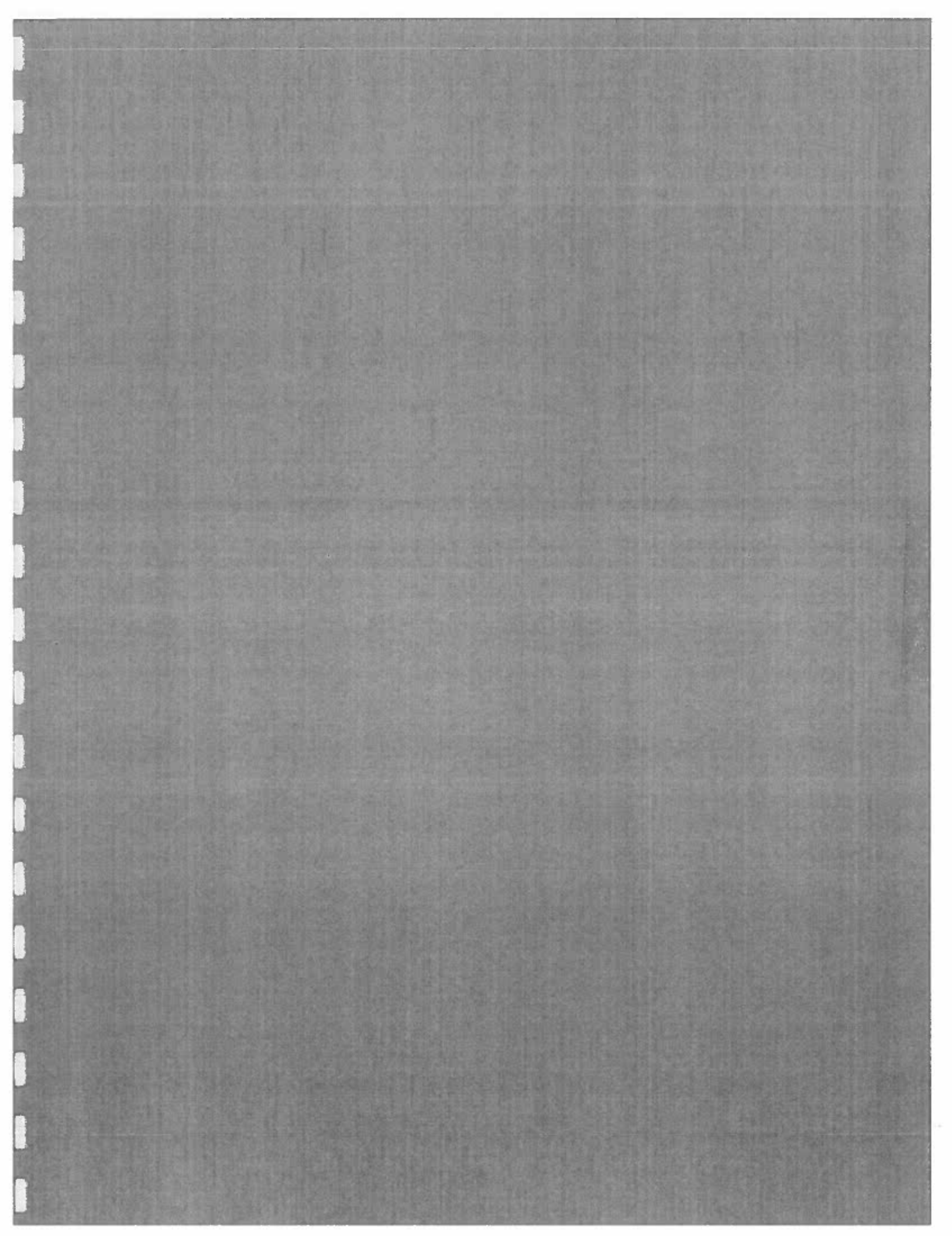
1. Commissary Supply Inc. - 1-800-359-2448 - Dan Shaul - 941-359-2448
2. Sunny Florida Dairy (Dairy Mix) 239-334-0776 - AJ Scionti Jr. - 239-707-0155
3. Working Cow - 727-572-7251 - John Chapman - 727-804-7493

2.4 Please indicate if you or any other principal in your organization has been involved in a legal dispute related to your business operation. If applicable, describe the status or disposition of the lawsuit.

Response: Does Not Apply

2.5 Has the owner of your company ever been declared bankrupt (voluntary or involuntary or insolvent or entered into an arrangement for the benefit or creditors? If yes, please explain.

Response: Does Not Apply



2.6 (as amended in addendum 1) Describe your training in food service sanitation. Please attach any current licenses or certifications relative to food service operations.

Response: Florida law requires that public food service establishments pass an approved examination and receive a certificate. This requirement applies not only to "managers" but all personnel with supervisory responsibilities, such as supervisors, shift leaders, lead workers or other similar jobs. Every employee will be required to hold a Food Protection Certificate which is accredited by the American National Standards Institute (ANSI) - Conference for Food Protection (CFP). This will ensure each manager is properly certified to train and certify other employees with a Food Handler's Certificate. This training ensures every employee will know how to properly store and handle food products and how to clean as approved by the Florida Restaurant and Lodging Association. Certificate copies attached to this proposal.

servsafe
National Restaurant Association

ServSafe® CERTIFICATION

CHRISTOPHER JOHNSON

for successfully completing the standards set forth for the ServSafe® Food Protection Manager Certification Examination, which is accredited by the American National Standards Institute (ANSI)—Conference for Food Protection (CFP).

14475012

CERTIFICATE NUMBER

5212

EXAM FORM NUMBER

12/1/2016

DATE OF EXPIRATION
Local laws apply. Check with your local health department for recertification requirements.

12/1/2021

DATE OF EXPIRATION
for recertification requirements.



#0655

In accordance with Montana License Code
©2015 National Restaurant Association
National Restaurant Association

Sharon B. [Signature]
Sharon B. [Signature]
CFP, National Restaurant Association



ServSafe
National Food Protection Association

ServSafe® CERTIFICATION

LINDA JOHNSON

for successfully completing the standards set forth for the ServSafe® Food Protection Manager Certification Examination, which is accredited by the American National Standards Institute (ANSI)—Conference for Food Protection (CFP).

14475013

CERTIFICATE NUMBER

12/1/2016

DATE OF EXAMINATION

Local laws apply. Check with your local health agency for recertification requirements.

5212

EXAM FORM NUMBER

12/1/2021

DATE OF EXPIRATION

for recertification requirements



#0855

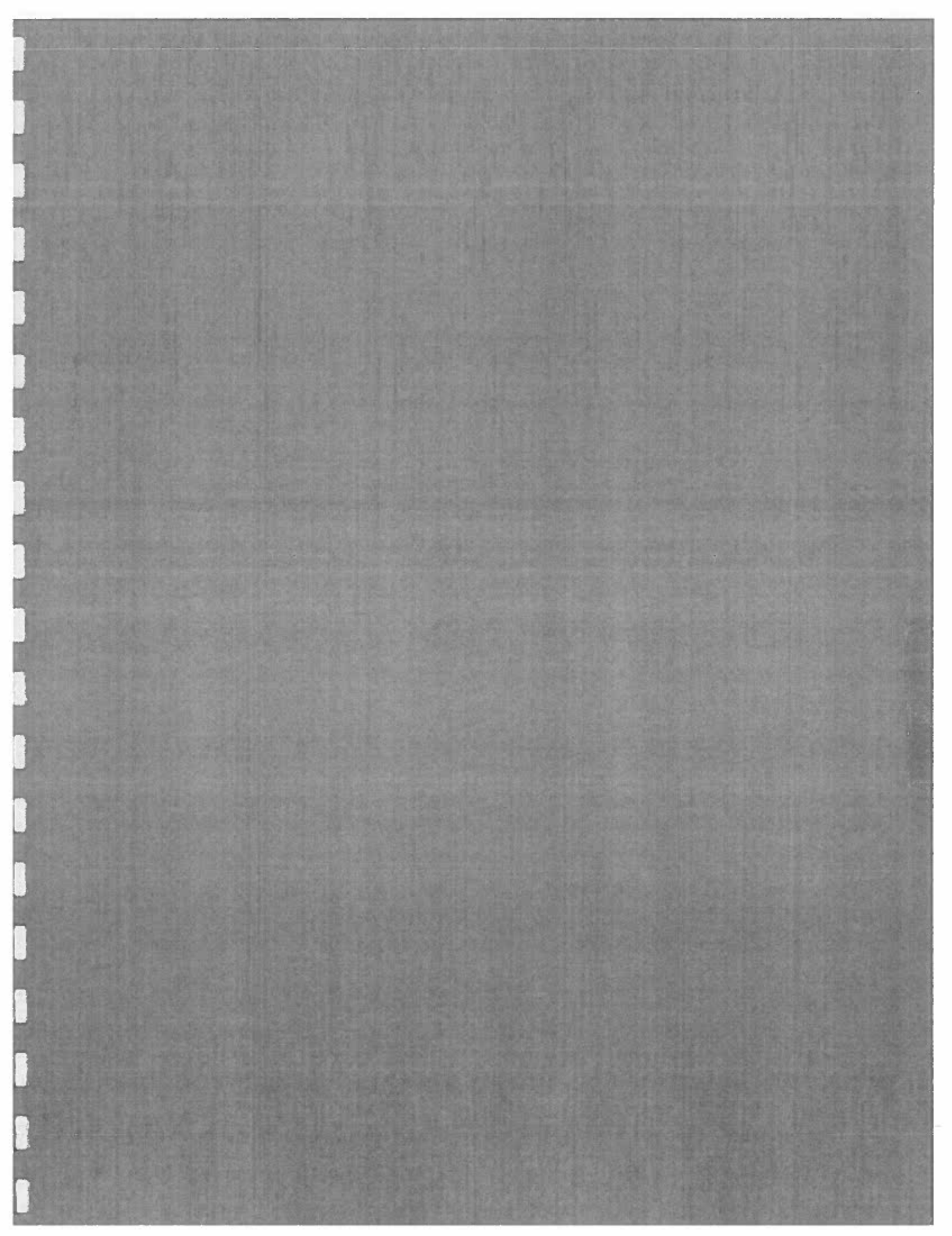
In accordance with Maritime Labor Code...
©2015 National Food Protection Association
National Food Protection Association

Linda Johnson
Shagrabee, Michigan
Food Protection Manager Certification

The logo is trademark of the NFAF



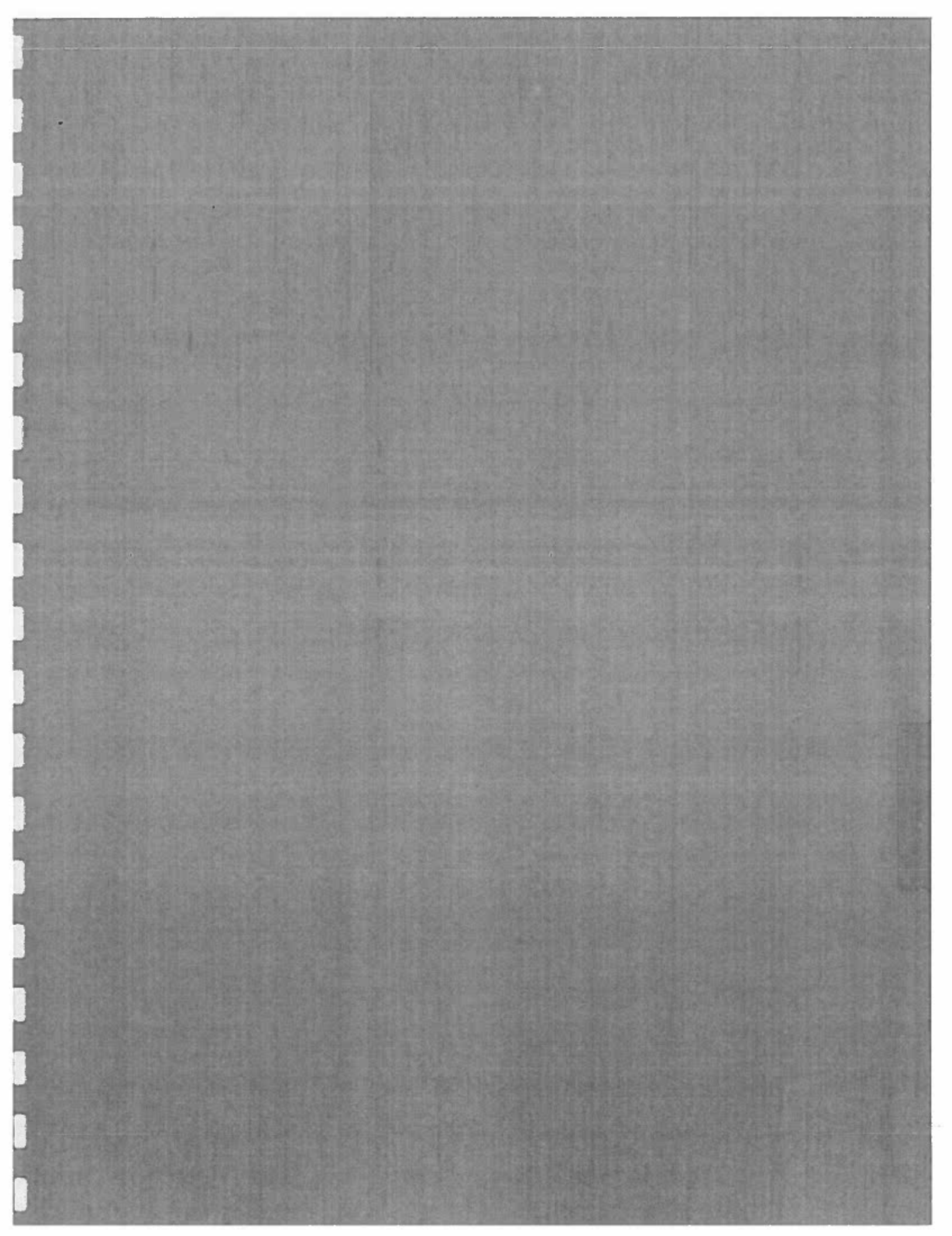
Contact us with questions at 175 W. Jackson Blvd. Ste 1500, Chicago, IL 60604 or ServSafe@nfpfa.org



2.7 Provide a complete and detailed marketing plan. Outline specific advertising efforts and advertisement budget.

Response: Advertising - Use of local newspapers like the Venice Gondolier and the Sarasota Herald Tribune have proven results from BTS past experience. Social Media via Facebook, Twitter, and websites will also be used to communicate to our subscribed members via promoting specials, events/classes and access to our live public cameras to view the Venice Jetties. Community involvement is another huge source of our marketing and advertising plan. Not only is community involvement the right thing to do but is a great opportunity to spread the word of our business services. This is explained in more detail under Section 2.9.

The Concessionaire will average 3-5% of monthly revenue towards its marketing efforts. Of that about 15% will be applied to SEO (Search Engine Optimization) This is an important area of focus especially in the earlier years of operation. About 10% will be applied to PPC (Pay Per Click) primarily through Google and other geo-targeted ads to build brand awareness of the business and community. About 10% on Social Media. This is an ideal way to market our services on a competitive budget. Facebook, Instagram and Twitter are prime examples. About 5% on Content Marketing and Blogging. This content marketing and blogging is a great way to supplement the efforts above. Lastly the remaining balance will be reserved to help support the community by supporting their fund raising efforts whether it be advertising on their t-shirts, signs in their ball parks or simply donating to their cause.



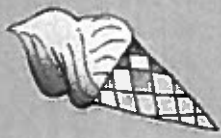
2.8 Attach a complete listing of menu offerings and sale prices. This information will be used by the City as a component of the decision making process.

Response: Example menu attached. Layout and design is a rough draft. Additional research into the redesign of the kitchen space will affect the scope of the menu. Listed products and costs are within our expectations.

Egg, Ham or Sausage & Cheese Breakfast Sandwich
Muffins, Bagels, Brownies
12 Mini Donuts

\$5.00
\$2.99
\$2.99

SWEET TREATS



Soft Serve Ice Cream
Sunset Swirl - Orange/Vanilla Twist
Vanilla
Orange
Flavorburst Ice Cream Twist
8 Assorted Flavors
Green Apple, Raspberry, Bubble Gum
Butter Pecan, Cotton Candy, Lime
Mocha Cappuccino, Strawberry

\$4.99
\$5.25

AVAILABLE IN CUPS OR CONES

Hand Scooped Ice Cream
6 Hand Scooped Flavors
Vanilla, Chocolate, Butter Pecan,
Moose Tracks, Strawberry,
Mint Chocolate Chip

\$5.25

2 Hand Scooped - Sugar Free Flavors
Maple Walnut, Butter Pecan
Ice Cream Sundae
Banana Splits
Milk Shakes & Malts
Root Beer Floats
Smoothies
Slushie Freeze

\$5.25
\$6.00
\$7.00
\$5.00
\$4.99
\$4.99
\$2.50



Located at Humphris Park
South Jetty
2000 Tarpon Center Drive
Venice, FL 34285

**Hot Dogs, Drinks,
Sweet Treats, Rentals
& More**

MISC SUNDRIES

Hats
T-Shirts
Sunglasses
Sunscreen
Jewelry
Frozen Bait
Hooks
Leader
Weights

TBD
TBD
TBD
TBD
TBD
TBD
TBD
TBD
TBD

RENTALS

Fishing Poles
Beach Chairs
Coolers
Umbrellas

TBD
TBD
TBD
TBD



Jeffy Dog (1/4 lb hot dog)
Chili Topping Add
Grilled Onions/Peppers...Add
Humphris Hamburger
Pizza... Cheese
Each Add'l Topping... Add
Grilled Cheese
Mac & Cheese

\$4.00
\$0.99
\$0.99
\$6.00
\$7.00
\$0.99
\$5.00
\$4.00

MAKE ANY ITEM LUNCH/DINNER ITEM A BASKET
INCL. DRINK & CHIPS Add

\$2.50

MISC. SNACKS



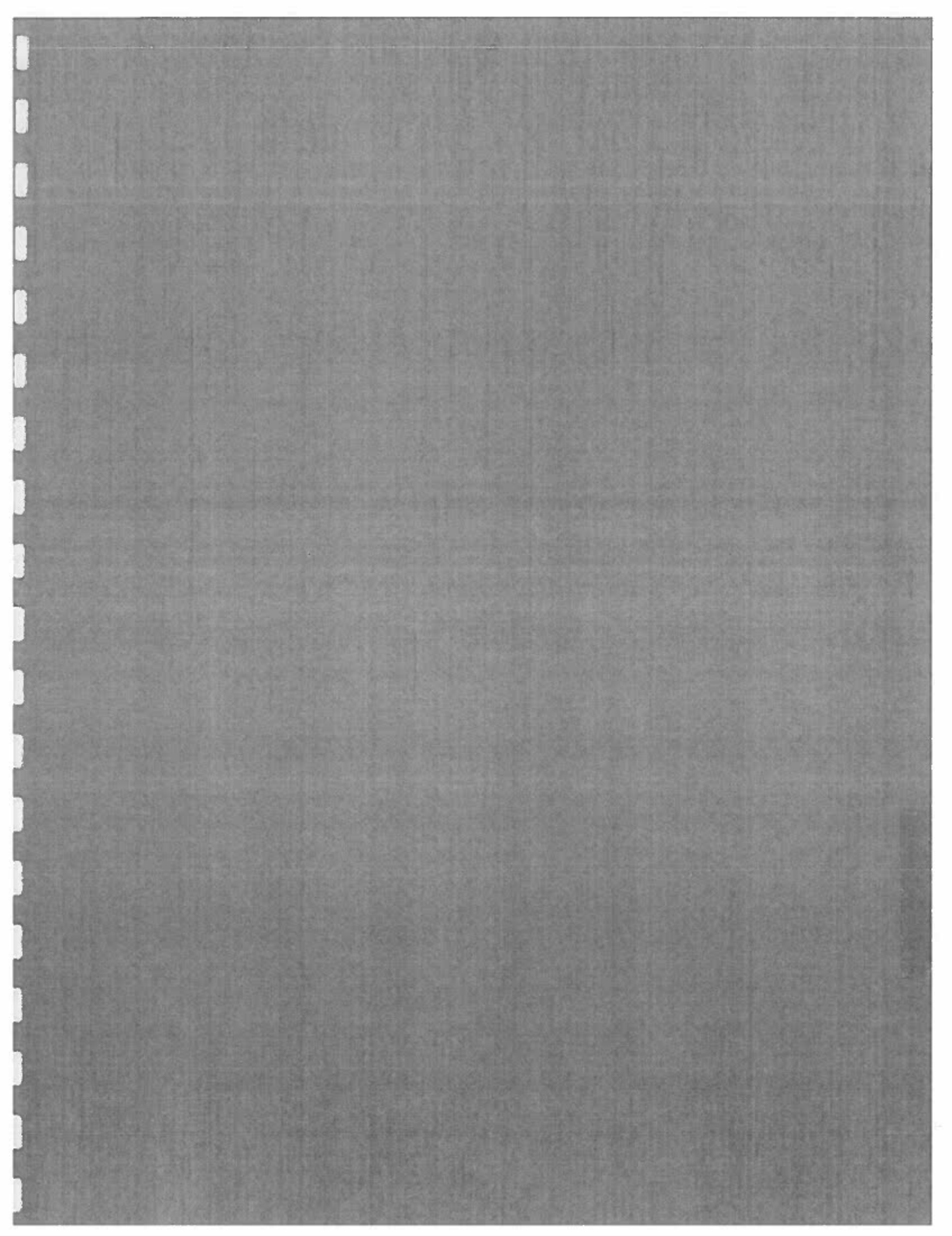
Salted Pretzels
Popcorn
Assorted Chips
Candy Bars
Slim Jims, Beef Jerky, etc...

\$3.00
\$2.00
\$1.99
\$1.99
\$1.99

BEVERAGES

Coke, Diet Coke, Sprite, Rootbeer
Water
Gatorade
Coffee
Hot Chocolate

\$1.99
\$1.50
\$1.99
\$1.00
\$2.00



2.9 Attach any additional comments you feel relevant in assisting the City with the selection of your company as Concessionaire. This may include but not be limited to: Entertainment/Music, tables and chair provided, and/or any other items that will make your offer unique.

Response:

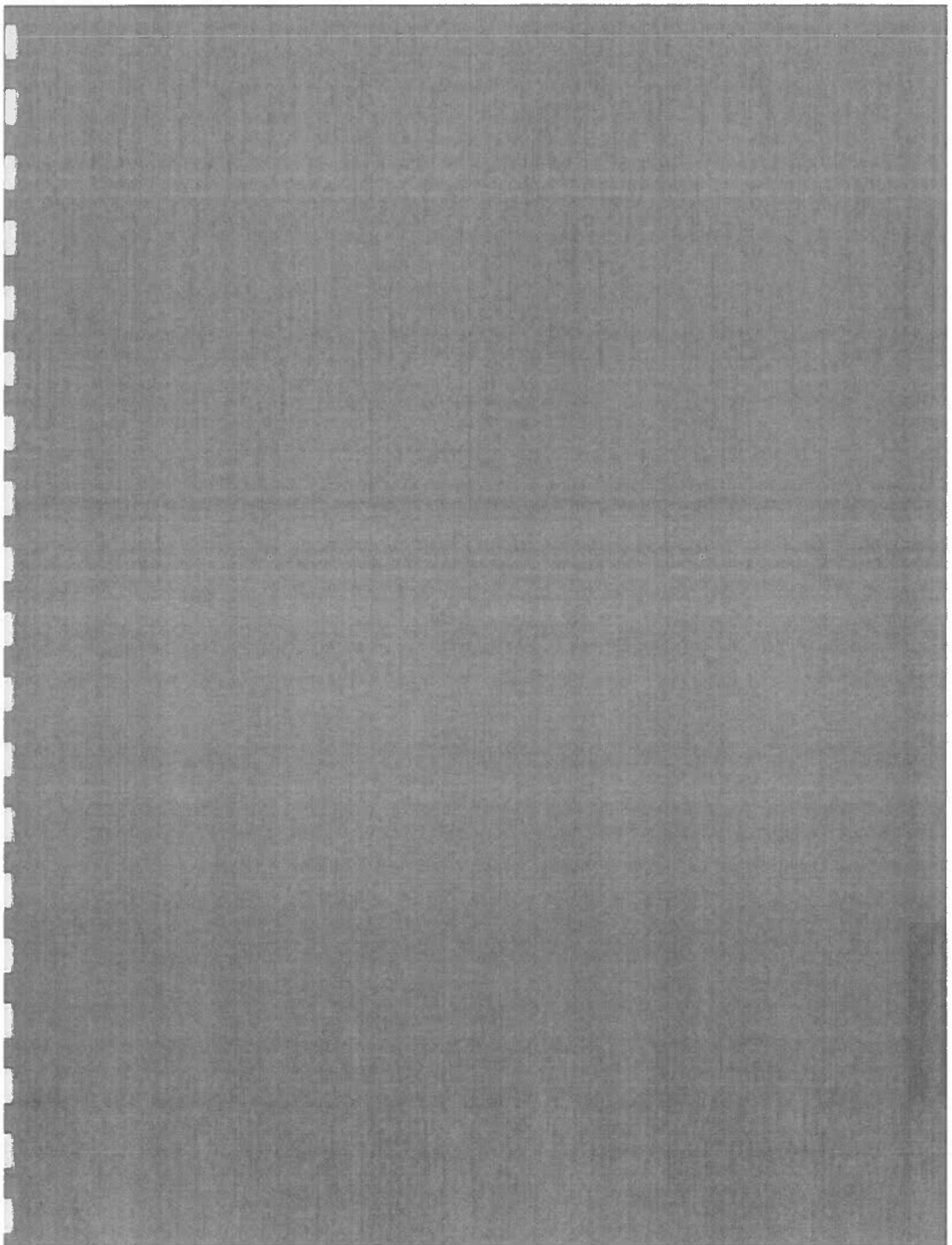
- BTS goals for the Venice Jetty Concessionaire located at South Jetty/Humphris Park facility is to provide a safe, clean, family friendly atmosphere with quality food and ice cream options at reasonable pricing, with expanded hours of operation, for people to enjoy.
- Building Improvements - The Concessionaire would initially improve the facilities to the extent that no permits are required. Painting, deep cleaning, installing new kitchen equipment, ice cream machines, etc. After the business is up and running smoothly, The Concessionaire would like to start working with the City towards obtaining the required permits to remodel the City's restrooms making them more appealing. The Concessionaire would also like to work with the city on plans to repair or replace the decking around the facility. On April 10, 2017, a site inspection was performed by Dan Rutkowski Construction. Upon this inspection, a more immediate concern on the decking area was discovered as potentially unsafe to the public. The boards are old, cracking, splintering and several support beams need to be repaired. Ideally the best solution would be to replace the deck with a plastic deck board similar to that used on other City owned structures. A copy of this inspection report is attached to this proposal.
- POS System - Concessionaire's prior working knowledge and experience with a fully integrated POS system will provide all financial requirements of the RFP. Concessionaire's familiarity with the accounting system of a POS will make it easy to submit any filing as indicated in 9.0 by the deadline requirements of the RFP. The Concessionaire will also provide Quarterly Federal 941 returns and State UCT-6 returns evidenced by proof of payment of taxes due. Audit by the City will be welcomed at their own discretion anytime during the term of this agreement.
- Entertainment - A music system will be installed with the intent of playing soft music when the timing feels appropriate. All music will be offer through Muzak or other commercial vendors and will only play non-explicit music that is safe for all ears to hear. This system will also have an amplified microphone which would be used during special events/classes. We would also like to explore the opportunity of working with the local school music programs as well as retirement communities to see if there is an opportunity to hold small music events for the enjoyment of the community. Sound level will be monitored so that it will comply with the City of Venice Noise

Ordinance. All music services or live entertainment will first be approved by the City.

- Special Events/Classes. Morning programs from local fishing professionals will be offered quarterly. These programs last about an hour giving local fisherman an opportunity to talk about what's biting now, which bait or lures to use and will also give the local fishing professional an opportunity to promote his or her knowledge and availability of services. Free coffee will be offered during these programs.
- Safety and Security - A security system will be installed for the safety and security of the employees and customers. Four **private** cameras will be installed focusing on the immediate area around the facility. These cameras will capture the areas most likely to be involved in theft, robbery and accidents (slip and falls, disputes, fights) or other incidents creating possible liability situations. Two additional **public** cameras will be installed showing a live view of the jetties and surf. People will be able to log into these cameras via the website and other social media to view the conditions of the water, wind, tide, surf and other activities the public can enjoy.
- "Reading is Cool" program - The Concessionaire will offer a Reading Program (Reading is Cool) as implemented at BTS encouraging young people ages 14 and under to read. All they have to do is read anything of their choosing and write a short book report on what was read. When they turn in their book report, they are rewarded with a free ice cream product. BTS receives a lot of positive input and support from the community for this program. Example Book reports are attached to this proposal.
- Involvement with the Venice school system. Employment at a concession type business is also a great opportunity for local High School Students. A business like this can be flexible with hours giving young people an opportunity to learn how to run a business, how to be ethical, how to treat customers in a professional manner, how to properly handle and store food safely, the responsibility of handling money within a business along with making sure every product served is safe for the customer's consumption. BTS has employed many Venice area students over the years and likes to think they have played a positive role in young people planning their lives.
- Community involvement - It is important to give back to our community. Owners and managers of the Concessionaire will continue participation in the Venice Chamber of Commerce, Rotary, community sports and music programs (young and old) and other events throughout our community.
- Employee appreciation and recognition - Showing appreciation to employees is an important aspect of the Concessionaire management.

We pride ourselves in offering positive attitudes encouraging our employees to embrace the aspects of our business knowing that it helps everyone's growth, both personally and financially. Members of our staff will be honored and displayed in a prominent location for our customer to recognize their hard efforts. Example Photos are attached to this Bid.

- Staying Green - The Concessionaire shall keep the Concession Area and restrooms in a clean and sanitary condition at all times and shall cleanse, disinfect, fumigate and deodorize the same on a regular basis. Any and all chemicals used shall be "Green Seal Certified" (<http://greenseal.org/standards/industrialcleaners.htm>) unless specifically otherwise allowed by City. The Green Seal Certification shall appear on each container. All chemical mixing or diluting shall be done to manufacturer's specification and at no other ratio. All chemicals will be used as directed, specific to design and function. cleaning activity shall employ the proper chemical designed for that purpose. All cleaning chemicals used shall not overtly or negatively Impact air quality.
- Naming of the Facility - The naming of the facility has yet to be determined. BTS would like to create a d/b/a for a "New" Venice South Jetty Concessionaire facility where the identity of Venice is included. In addition to the professional service and quality products we will provide, the goal is for the facility name to help create a highly talked about "must see" destination that tourists will be compelled to visit as a part of their Venice experience. In addition, the new name will also reflect a welcoming location for locals to enjoy and be proud of as a local amenity. A few initial thoughts is to incorporate the words "Venice....."; "Jetty....."; "South Jetty....."; "Humphris Park....."; etc... tying the significance of its name with its location and history within the City of Venice. If awarded the bid, BTS will put a significant amount of time and research into the final naming of the facility.
-



South Jetty Concession

Dan Rutkowski <drcvenice@gmail.com>
Draft

Thu, Apr 13, 2017 at 9:01 AM

Mr Johnson,

I have visually inspected the concession facility at the South Jetty on Venice Beach.

At your request I am proposing to replace the existing step treads and decking around the concession and public restrooms. There are numerous loose and damaged deck boards and missing pickets noted during the inspection. Please review our proposal to remove and replace as necessary.

-Dan Rutkowski Construction Proposes to:

Remove and replace +/- 110LF of existing 2"x6"x5' of deck walkway, step treads and +/- 12 pickets. All attachments will be stainless steel screws. We propose to sister to existing walkway joist with pressure treated 2x4 as necessary for secure deck attachment. No allowance has been included in this estimate for railings.

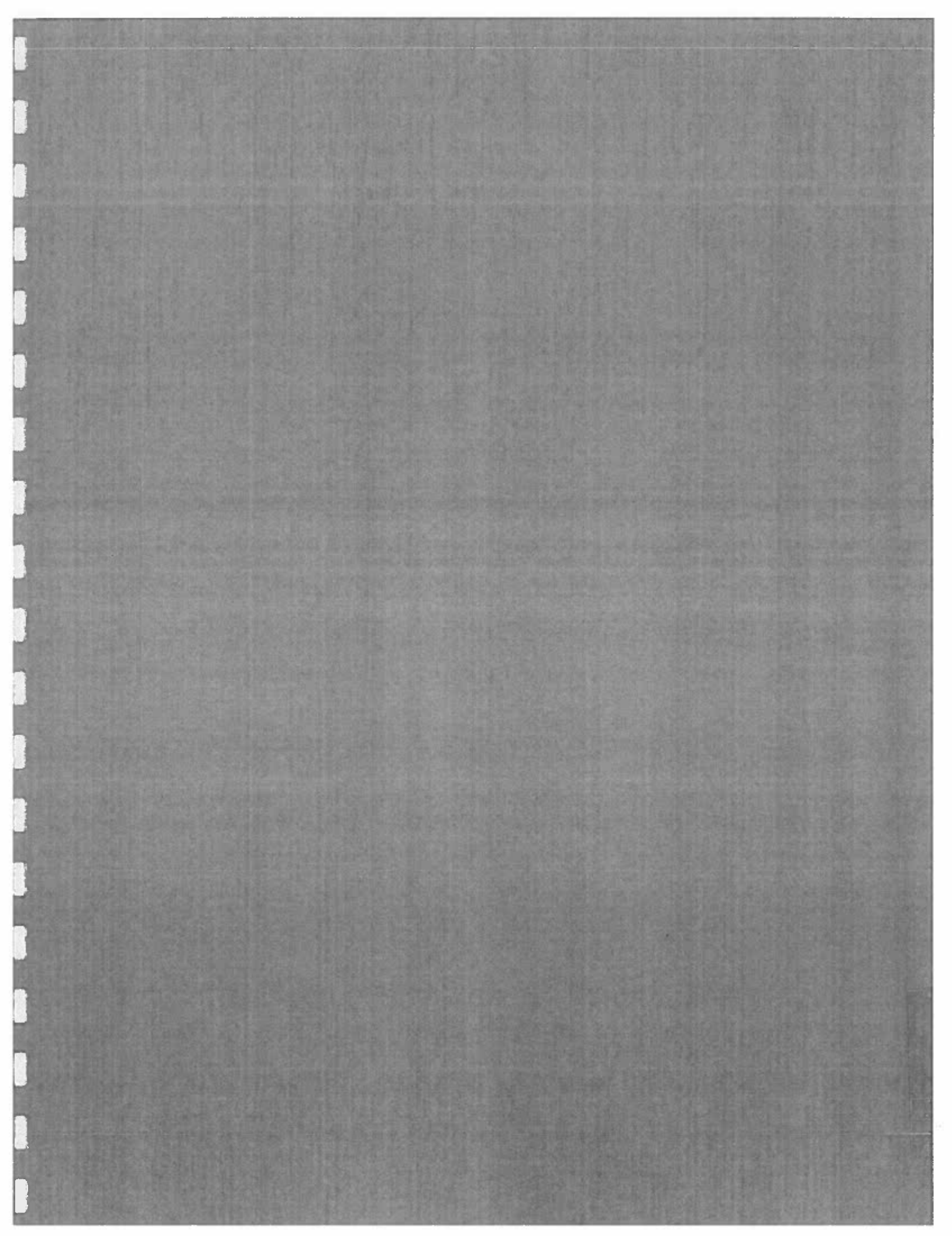
\$28,700.00



Dan Rutkowski Construction, Inc
103 Triple Diamond Blvd., Unit 1
N. Venice, FL 34275
Office: 941-488-9303
Fax: 941-483-9203
Email: drcvenice@gmail.com
Website: www.drcvenice.com

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Roberts Insurance Group, LLC

211 S Nokomis Avenue
Venice, FL 34285
941-485-5686 Phone
941-485-5626 Fax

4/11/2017

Dear Mr. Johnson,

I have reviewed the insurance requirements from the City of Venice in the request for proposal package and Roberts Insurance Group would have no problem meeting these requirements and providing proof of insurance. The current Bankers Insurance policy for Bob's Twist N Shake has the capability to meet these requirements so we would just add this location onto the policy and add the additional requirements needed to meet the cities requests.

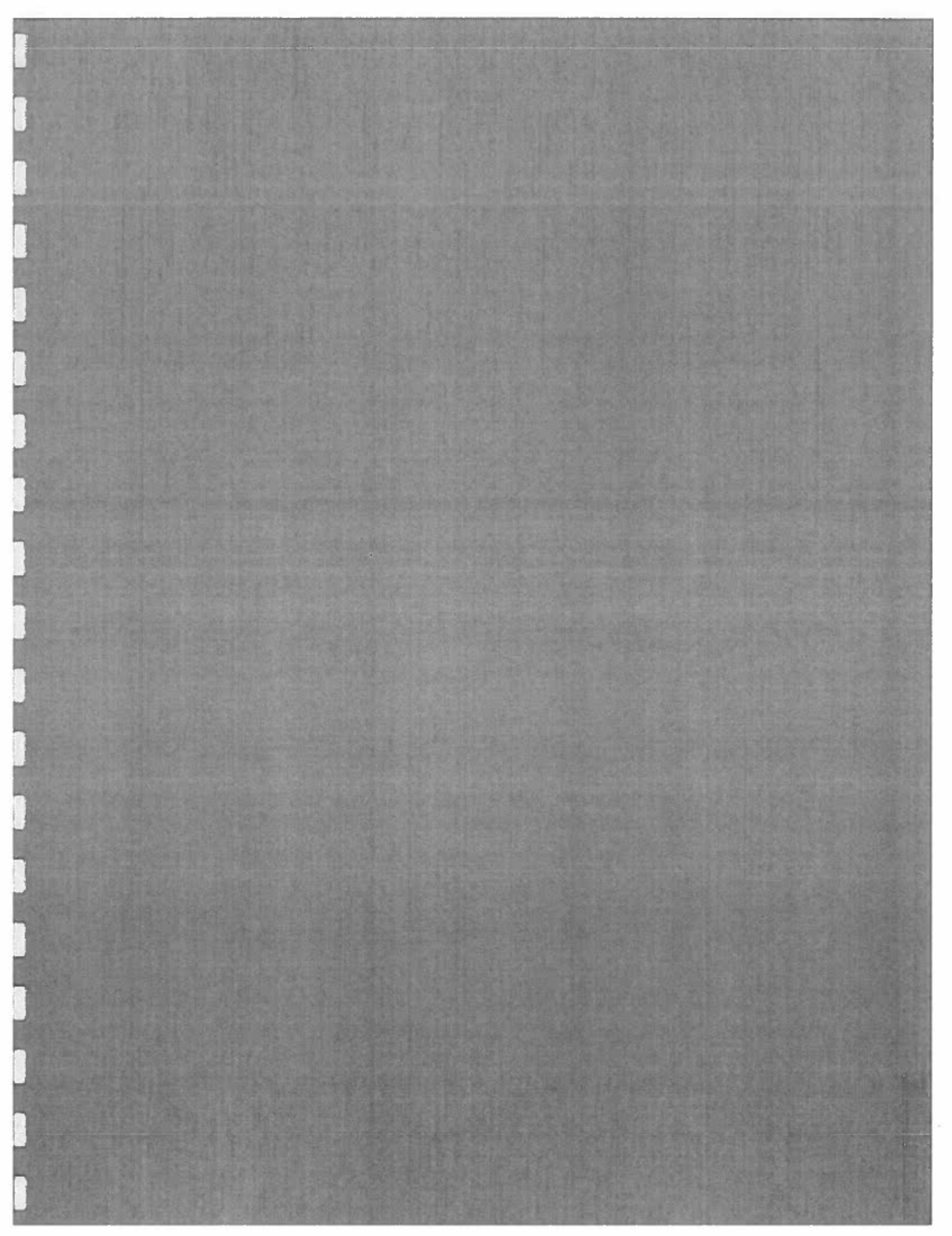
Please contact me after you're successfully awarded the bidding so we can proceed with the requirements for the Food Concessions Services location.

Should you need anything further please do not hesitate to contact me.

Sincerely,

Blake A Roberts

Roberts Insurance Group



STUDENT NAME Gentry Gauthier
SCHOOL Pine View school for the gifted
GRADE 3rd AGE 9
TITLE OF BOOK The Hero's guide to saving your Kingdom
AUTHOR'S NAME Christopher Healy



420 US Hwy 41 Bypass N
Venice, Florida 34285
All Kids Under 14

Receive one FREE ice cream cup or cone for every book you read or have read to you

SHORT BOOK REPORT

in this book 4 princes
go on an epic
journey to save
5 story tellers
and all the princes
are prince charming.

Ice Cream Party Cakes Now Available



I recommend this book to anyone →

STUDENT NAME Hailey
SCHOOL IVMS
GRADE 3 AGE 8
TITLE OF BOOK Charlotte's Web
AUTHOR'S NAME E.B. White



Twist N' Shake

420 US Hwy 41 Bypass N
Venice, Florida 34285
All Kids Under 14

Receive one FREE ice cream cup or cone for every book you read or have read to you

SHORT BOOK REPORT

Charlotte is trying to
save Wilber's life. Because
Wilber does not want
to die. She writes words
in her web to save
him.

Ice Cream Party Cakes Now Available



STUDENT NAME Deanna Lawson
 SCHOOL Taylor Ranch
 GRADE 5th AGE 10
 TITLE OF BOOK No talking
 AUTHOR'S NAME Andrew Clements

SHORT BOOK REPORT

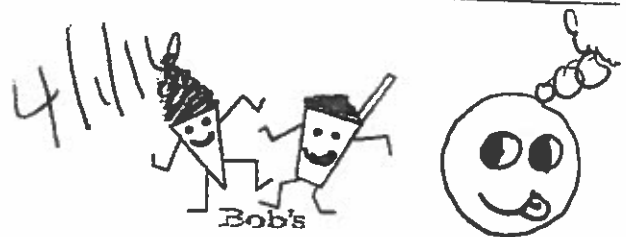
...And there's a way to prove that girls talk way more than boys. Unless you're afraid of some competition, you and your noisy friends. Dave said, one school day at lunch to Lynsey. This book is about

a competition between all the 5th grade boys and girls ~~and~~ no talking for a whole

STUDENT NAME Deanna
 SCHOOL Taylor Ranch
 GRADE 5 AGE 10
 TITLE OF BOOK No Talking
 AUTHOR'S NAME Andrew Clements

SHORT BOOK REPORT

Gertrude and the Day After Tomorrow
by Brad Sturgis
is a book about a day after tomorrow
is a book about a day after tomorrow
is a book about a day after tomorrow
is a book about a day after tomorrow
is a book about a day after tomorrow
is a book about a day after tomorrow
is a book about a day after tomorrow



Twist N' Shake

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 Venice, Florida 34285

All Kids Under 14

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a little suspicious about the price...



Twist N' Shake

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 Venice, Florida 34285

All Kids Under 14

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2012 Graduates:



Carla



Justin



Maggie

Congratulations to our servers who have been with us since opening day on May 1, 2010. They are Graduating and will be off to college. We love you and know you'll do great!

**BOB'S
TWIST N' SHAKE**

**WINNER
BEST OF
VENICE
READER'S CHOICE**

★ ★ AMERICAN CANCER SOCIETY RELAY FOR LIFE ★ ★

Certificate of Appreciation
Bob's Twist & Shake

Thank you for your support and dedication to
the fight against cancer.
2014 Relay For Life of Venice



Trina Aker
Event Chair
2014 Relay For Life of Venice

Celebrate. Remember. Fight Back.®



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