



APPROVED  
BY THE CITY COUNCIL

MAR 17 1987

OFFICE OF THE  
CITY CLERK

24

DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

ROBERT P. THOMAS  
DIRECTOR

G. ERLING LINGGI  
ASSISTANT DIRECTOR

CITY OF SACRAMENTO  
CALIFORNIA

March 11, 1987

CITY MANAGER'S OFFICE  
**RECEIVED**  
MAR 11 1987

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

916-449-5200

DIVISIONS:

CROCKER ART MUSEUM  
GOLF  
METROPOLITAN ARTS  
MUSEUM & HISTORY  
PARKS  
RECREATION  
ZOO

City Council  
Sacramento, California

Honorable Members in Session:

SUBJECT: Old Sacramento Riverfront Buildings Leases

SUMMARY

This report provides information relating to leasing three Old Sacramento riverfront buildings shown on Exhibit A.

BUDGET AND FINANCE COMMITTEE ACTION

Attached is staff's report recommending the award of a lease for the California Steam Navigation Company (CSNC) Depot to Ronald J. Wroten and Beverly Ann Dixon, as well as staff's request to negotiate a lease for the CSNC Office and the Central Pacific Railroad (CPRR)/CSNC Warehouse with Jackson Oldham.

The Budget and Finance Committee, at their meeting of March 10, 1987, recommended that all proposals relating to the leasing of the CSNC Depot be rejected and a lease for the Depot be negotiated with Pony Express Bakery. It is felt by the Committee that given that there are currently no other bakeries in Old Sacramento, the Pony Express Bakery would provide services unique to Old Sacramento, and thus would be most compatible in terms of the commercial mix in Old Sacramento.

The Budget and Finance Committee approved staff's recommendations relating to the negotiation of a lease for the CSNC Office and the CPRR/CSNC Warehouse to Jackson Oldham. The Committee and members of the public expressed concerns regarding appeal of services to clientele of the 25-45 year-old age range, teen dances, provision of a management plan for restaurant operations, and one-year review of the required dance permit. These concerns will be addressed during lease negotiations. In addition, the Old Sacramento Management Board will be given an opportunity to review the lease agreement following the negotiations.

City Council  
March 11, 1987  
Page Two

Staff will return to the Budget and Finance Committee with the lease agreement for the Committee's review prior to submitting the agreement to the full City Council.

RECOMMENDATION

This report includes recommendations that the City Council, by resolution, either:

- as recommended by staff authorize award of a lease for the California Steam Navigation Company Depot to Ronald J. Wroten and Beverly Ann Dixon, a partnership, in accordance with Section 12.36 of the Sacramento City Code;

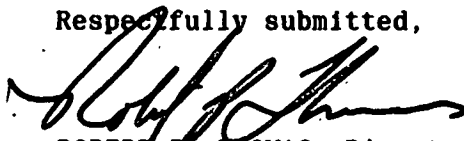
or

- as recommended by the Budget and Finance Committee, authorize:
  1. rejection of all proposals relating to the leasing of the CSNC Depot building, and
  2. that the City give notice of its intent and authorize staff to negotiate a lease for the CSNC Depot with Pony Express Bakery, in accordance with Section 12.39 of the Sacramento City Code.

Further, it is recommended that the City Council, by resolution:

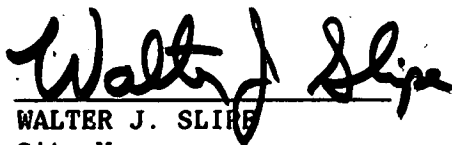
1. Authorize the rejection of all proposals relating to the leasing of the Old Sacramento Riverfront office building in accordance with Section 12.38 of the Sacramento City Code.
2. Negotiate a lease for the Old Sacramento Riverfront office building and the Old Sacramento Riverfront warehouse building with Jackson Oldham in accordance with Section 12.39 (a) and (f) of the Sacramento City Code.

Respectfully submitted,



ROBERT P. THOMAS, Director  
Parks and Community Services

Recommendation Approved:



WALTER J. SLIFE  
City Manager

RPT:ja

March 17, 1987  
District No. 1

24

# RESOLUTION NO. 89-191

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

**APPROVED**  
BY THE CITY COUNCIL

MAR 17 1987

OFFICE OF THE  
CITY CLERK

**A RESOLUTION REJECTING ALL LEASE PROPOSALS FOR THE OLD SACRAMENTO RIVERFRONT DEPOT BUILDING AND OFFICE BUILDING, NOTICING OF THE CITY'S INTENT TO NEGOTIATE A LEASE FOR THE OLD SACRAMENTO RIVERFRONT DEPOT BUILDING AND NOTICING OF THE CITY'S INTENT TO NEGOTIATE A LEASE FOR THE OLD SACRAMENTO RIVERFRONT OFFICE AND WAREHOUSE BUILDINGS**

**BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:**

1. That the rejection of all proposals relating to the leasing of the Old Sacramento riverfront depot building is in the best interests of the City and, in accordance with Section 12.38 of the Sacramento City Code, is hereby authorized.
2. That the City hereby gives notice of its intent to negotiate a lease for the Old Sacramento riverfront depot building with Pony Express Bakery in accordance with Section 12.39 (a) and (f) of the Sacramento City Code.
3. That the City Clerk shall publish this notice of intent in the official newspaper of the City of Sacramento.
4. That the rejection of all proposals relating to the leasing of the Old Sacramento riverfront office building is in the best interests of the City and, in accordance with Section 12.38 of the Sacramento City Code, is hereby authorized.
5. That the City hereby gives notice of its intent to negotiate a lease for the Old Sacramento riverfront office and warehouse buildings with Jackson Oldham, in accordance with Section 12.39 (a) and (f) of the Sacramento City Code.
6. That the City Clerk shall publish this notice of intent in the official newspaper of the City of Sacramento.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

# RESOLUTION NO.

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

**A RESOLUTION AUTHORIZING AWARD OF A LEASE FOR THE OLD SACRAMENTO RIVERFRONT DEPOT BUILDING, REJECTING ALL LEASE PROPOSALS FOR THE OLD SACRAMENTO RIVERFRONT OFFICE BUILDING AND NOTICING OF THE CITY'S INTENT TO NEGOTIATE A LEASE FOR THE OLD SACRAMENTO RIVERFRONT OFFICE AND WAREHOUSE BUILDINGS**

**BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:**

1. That the award of a lease for the Old Sacramento riverfront depot building to Ron Wroten and Beverly Dixon, in accordance with Section 12.36 of the Sacramento City Code, is hereby authorized.
2. That the rejection of all proposals relating to the leasing of the Old Sacramento riverfront office building is in the best interests of the City and, in accordance with Section 12.38 of the Sacramento City Code, is hereby authorized.
3. That the City hereby gives notice of its intent to negotiate a lease for the Old Sacramento riverfront office and warehouse buildings with Jackson Oldham, in accordance with Section 12.39 (a) and (f) of the Sacramento City Code.
4. That the City Clerk shall publish this notice of intent in the official newspaper of the City of Sacramento.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

CITY MANAGER'S OFFICE  
**RECEIVED**  
MAR 12 1987



24

DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

ROBERT P. THOMAS  
DIRECTOR

February 27, 1987

916-449-5200

G. ERLING LINGGI  
ASSISTANT DIRECTOR

DIVISIONS:

CROCKER ART MUSEUM  
GOLF  
METROPOLITAN ARTS  
MUSEUM & HISTORY  
PARKS  
RECREATION  
ZOO

Budget and Finance Committee  
Sacramento, California

Honorable Members in Session:

SUBJECT: Old Sacramento Riverfront Buildings Leases

SUMMARY

This report provides information relating to leasing three Old Sacramento riverfront buildings shown on Exhibit A. This report: (1) requests authorization to award a lease for the California Steam Navigation Company (CSNC) Depot to Ronald J. Wroten and Beverly Ann Dixon, a partnership, in accordance with Section 12.36 of the Sacramento City Code; (2) requests authorization to reject all proposals relating to the leasing of the CSNC Office; and (3) requests that the City give notice of its intent to negotiate a lease for the CSNC Office and the Central Pacific Railroad (CPRR)/CSNC Warehouse with Jackson Oldham in accordance with Section 12.39 of the Sacramento City Code.

BACKGROUND INFORMATION

Reconstruction of the Old Sacramento riverfront buildings by SHRA and subsequent operations by the Waterfront Management Section of the Department of Parks and Community Services will provide private entrepreneurs with an opportunity to lease a part of living history and to join one of the most distinctive retail/office/residential areas on the Pacific coast.

The Old Sacramento Riverfront Master Plan project includes the reconstruction and revitalization of approximately 4.5 acres of riverfront area. Designed to interpret the 1849-1870 period, principal elements of the plan include historic riverfront buildings, floating hulks, and historic ships. Proposed uses for the riverfront area are commercial, tour boats, public open space, and riverfront access. The Specific Use and Leasing Plan approved January 1985 includes reconstruction of the shells of the three historic riverfront buildings in the area located west of Front Street between L and K Streets on a site leased to the City under a master lease with the State Lands Commission.

These commercially leasable buildings are authentic recreations of the warehouse, office and depot originally constructed by the California Steam Navigation Company (CSNC) and the Central Pacific Railroad (CPRR). In accordance with the Specific Use and Leasing Plan, the proposed use of the three buildings calls for a mix of restaurant and retail uses. The buildings, which are being constructed as shells to allow for tenant improvements to meet individual needs, are tentatively scheduled for tenant occupancy in April 1987.

A major objective in securing lessees for the riverfront buildings is to support operations of the Old Sacramento Waterfront Area. Revenue to the City from these leases, together with revenue from the Riverfront Commercial Tour Vessel Lease, will be used to offset the costs of providing management, programming, and maintenance for the Old Sacramento Waterfront Area. The FY 1987-88 cost of waterfront operations is estimated at \$303,000. Anticipated future revenue from the Waterfront, excluding the Old Sacramento Riverfront buildings leases, is projected to reach \$218,000 annually. Exhibit B provides the details of this revenue projection.

In an effort both to secure tenants of high quality who are sensitive to the unique historical setting afforded by Old Sacramento as well as to maximize the revenue to the City, the riverfront buildings lease proposal process was initiated following City Council authorization on October 28, 1986, to select tenants for these leasing opportunities.

Assistance in both the development of the Request for Proposal to lease the Old Sacramento Riverfront buildings and the subsequent marketing of this leasing opportunity was provided by Ralph Anderson and Associates under a consultant services contract. Utilizing the consultant's suggested lists of potential lessees as well as the advertising and marketing techniques suggested as a means to target distribution of the RFP, the City sent more than four hundred individualized invitations to submit proposals to potential lessees. In addition, advertisements were placed in appropriate local publications.

Proposals for the leasing of these riverfront buildings were opened on December 16, 1986. The City received four proposals to lease the CSNC Depot, two proposals to lease the CSNC Office, and no proposals to lease the CPRR/CSNC Warehouse. In order to ensure the selection of the best responsible proposers, a selection panel was established with representatives from the Department's Resource Development and Management Section, Waterfront Management Section, SHRA, and the Executive Director of the Museum and History Division. The selection panel was assisted by the expertise of Ralph Anderson in reviewing the proposals.

All proposers were interviewed by the selection panel and were evaluated on their experience in operating similar enterprises, quality and design of proposed improvements, quality of proposed services including compatibility with and sensitivity to the unique historical setting of Old Sacramento, and proposed rent to the City. The selection panel then made a recommendation to the Director of the Department of Parks and Community Services who in turn makes these recommendations to the City Manager and then to the City Council. A summary of leasing proposals and the panel and Director's recommendations follow.

CSNC Depot

This site offers 600 square feet of retail space in a larger building which will also house the Sacramento Visitors' Center and the City Waterfront offices and which is located on Front Street.

Proposals were received from The Candy Barrel, Creative Imports, Pony Express Bakery, and Ronald Wroten and Beverly Ann Dixon. A comparison of the four proposals received is shown on Exhibit C.

The selection panel made a split recommendation of the selection panel that a lease for the CSNC Depot be negotiated with Pony Express Bakery, a family partnership which currently operates a downtown coffee shop and which provides exporting services for a previously owned bakery in Taiwan. The Pony Express Bakery proposes to offer traditional Chinese baked goods featuring California agricultural products with designs incorporating Old Sacramento themes. The bakery proposes to operate seven days a week year-round and to offer special demonstrations and events in Old Sacramento. This proposal was ranked high in all areas including ability, experience and operational plans. Pony Express Bakery was deemed the most compatible of the proposed services in terms of both the unique historical setting and the commercial mix of Old Sacramento. It was felt by the panel that the bakery offers the proposed use which would contribute most to the goal of recreating a thriving, active and historically representative riverfront area.

The City has limited opportunities to generate revenue from the Old Sacramento Waterfront; revenue is crucial in offsetting the costs of providing management, programming and maintenance of this historically and culturally significant area. On the basis of this premise, the Director of Parks and Community Services does not support the selection panel's recommendation but recommends that a lease be negotiated with the highest proposer, the panel's second ranked proposer, Ronald Wroten and Beverly Ann Dixon. This current Old Sacramento retailer proposes "The Gold Mine", a fine replica jewelry store at a rent of 8% of gross or \$1,800 per month, whichever is greater. This proposal, which likewise received positive evaluations in the areas of experience, ability and operational plans, would provide the City a guaranteed minimum of \$21,600 per year compared to the minimum proposed by the Pony Express Bakery of \$10,800. Further, The Gold Mine projects rent at \$30,000 to \$40,000 per year compared to projections from the Pony Express Bakery of \$10,800 to almost \$20,000. Similar jewelry stores are now operating very successfully in Pier 39 and three other locations.

CSNC Office

This site offers 1,200 square feet divided equally between the ground and second floor. The Specific Use Plan calls for food service with exterior dining (first floor) and office (second floor) uses for this structure.

Two proposals were received for this building; one from the Delta King, Inc. for a seasonal food service and office for the Delta King; and a second proposal from Our Mothers, Inc. for a take out soul food restaurant. A comparison of the two proposals received for this building is shown as Exhibit D.

Based on the selection criteria as contained in the request for lease proposals, the selection panel does not recommend negotiation of a lease with either proposer. Delta King, Inc.'s proposal appears to primarily focus on the second story office space with the food services operation being somewhat incidental. The proposed food service was to be of a seasonal nature operated via a subleasing arrangement with Loral Hotels, Inc. as a part of the Riverboat Delta King food service. The primary purpose of this space, which would also sell tickets and provide an orientation to the Delta King, was as an ancillary to the riverboat. In addition, Delta King merchandise would be sold, for which the City would receive no rent and the City would be required to pay for all tenant improvements estimated at \$60,000.

Our Mothers, Inc. proposed to offer take-out soul food, to be prepared off-site and served from the ground floor. While the proposers prepared an excellent product, the proposal is weak for this story site. The proposed use of the upstairs was not complete, nor were the financial, management and operational details or the tenant improvements.

The selection panel recommends, and the Director's office concurs, that further consideration of either proposal is not in the best interest of the City. This building should be considered in conjunction with the warehouse building following.

In recognition of the significance of the Delta King operations, the Sacramento Housing and Redevelopment Agency has proposed to work with the owners of the Delta King to find suitable leasing space in close proximity to the Delta King.

CPRR/CSNC Warehouse

This 4,200 square foot, single story structure is constructed on the wharf overlooking the river. The Specific Use Plan calls for a full service restaurant with exterior dining for this structure.

The City received no proposals on this building during the proposal period. As a result of a newspaper article on the leasing of all three buildings, which mentioned this lack of proposer interest, the City received several inquiries. A serious proposal was received from Jackson Oldham, current owner of the Davis Graduate Restaurant, Inc. and former partner in the chain of Graduate restaurants. This proposal is for both the warehouse and the office building to house restaurant operations. Their existing operation totals 8,000 square feet. The combined square footage of both buildings is 5,400 square feet. Both buildings are required to make this an economically viable operation.

Specifically, their proposed use of the warehouse building is for a restaurant, thematically designed to reflect the riverfront's heyday, called the Stevedore. The proposed restaurant will offer breakfast, lunch, dinner and a bar service, dancing, and will be the site of special programming complimentary to the various special events in Old Sacramento. In the nearby office, limited food services of a snack/desserts/espresso type will be featured via a counter service with exterior seating arrangement. The second story shall house the mechanisms for



the food service as well as serve as office for the restaurant operations, thereby permitting uniform management of adjacent outdoor eating areas and common maintenance areas. Restrooms would only be required in the warehouse building if both buildings are under one operator.

The proposed combination lease for the warehouse and office is for ten years with two ten-year options at 6% of the annual gross sales or a minimum of \$68,400 per year, whichever is greater. Even assuming minimum guarantee rent, revenue to the City from leasing the office in conjunction with the warehouse is substantially higher than any proposed rent from the office building from either of the other proposals received by the City. The level of investment in proposed tenant improvements exceed three quarters of a million dollars.

As a result of several interviews with Mr. Oldham and a review of his Davis Graduate Restaurant operation, the selection panel is unanimous in recommending that authorization be given to negotiate a combination lease for the warehouse and office with Jackson Oldham. The success of the Davis Graduate Restaurant, Inc. and the completeness of the Stevedore proposal clearly indicate that Mr. Oldham has the proven experience, operational plans and ability to perform in a family venture which will enhance the historical ambiance and family recreational opportunities of the Old Sacramento riverfront.

Lease Award and Negotiations

Section 12.36 of the City Code authorizes the award of a lease to the person determined to be the highest bidder. As Ron Wroten and Beverly Ann Dixon were the highest proposer for the CSNC Depot, it is proposed a lease be awarded to them based on the details of their proposal. Significant terms of the proposed lease include a five year term for "The Gold Mine", a fine replica jewelry store for which rent will be \$1,800 per month or 8% of gross sales, whichever is greater.

Section 12.39 (a) of the City Code authorizes the negotiation of a lease when the bid process has failed to produce a highest responsible bidder as was the case with the request for lease proposals for the warehouse building. Further, Section 12.39 (f) of the City Code authorizes the negotiation of a lease including terms and conditions when the Council finds and determines that special circumstances make the use of the bid procedure inappropriate. The nature of Old Sacramento and particularly the waterfront project dictates crucial consideration of such factors as securing high quality tenants who are sensitive to the unique historical setting of the area; quality and nature of both proposed use and tenant improvements; management and operation experience of proposer and proposed marketing plan, as well as revenue to the City in the selection of lessees for the Old Sacramento riverfront buildings. The selection criteria to determine the best responsive proposers for the riverfront buildings as contained in the request for lease proposals approved by the City Council on October 28, 1986 reflects the importance of these factors in selecting that proposal which is in the best interests of the City. These criteria were applied during the proposal review and interview process. As a result, the Department of Parks and Community

Budget and Finance Committee  
February 27, 1987  
Page Six

Services is recommending negotiations with Jackson Oldham for both the CSNC/CPRR warehouse and the CSNC office building in accordance with the provisions of Sections 12.39 (a) and 12.39 (f) of the City Code.

Upon Council authorization, a negotiating team will begin negotiations with Jackson Oldham. It is anticipated this subsequent report to City Council recommending approval of a specific lease will occur within three months.

FINANCIAL DATA

Revenue from these building leases recommended by staff as estimated by the two proposers, based on their individual sales projections, is as follows:

<u>Proposer</u>	<u>Wroten/Dixon</u>	<u>Jackson Oldham*</u>
<u>Building</u>	CSNC Depot	CSNC/CPRR Warehouse Office
<u>% Rent</u>	8%	6%
<u>Minimum</u>	\$1,800/month (\$21,600/year)	\$5,700/month (\$68,400/year)
<u>Estimated Gross Rent</u>		
<u>1987-88</u>	\$375,000/\$30,000	\$1,127,500/\$75,677
<u>1988-89</u>	\$405,000/\$32,400	\$1,206,500/\$80,413
<u>1989-90</u>	\$437,400/\$34,992	\$1,290,900/\$85,480
<u>1990-91</u>	\$472,392/\$37,791	\$1,381,300/\$90,902
<u>1991-92</u>	\$510,183/\$40,815	\$1,408,900/\$96,703

\*Mr. Oldham's rent is presented as proposed. The actual rent will be negotiated along with the remaining terms and conditions of the lease.

Revenue is deposited in the General Fund to offset Waterfront management operating costs.

RECOMMENDATION

It is recommended that the Budget and Finance Committee review this report and forward it to the full City Council for action. Further, it is recommended that the City Council, by resolution:

Budget and Finance Committee  
February 27, 1987  
Page Seven

1. Authorize award of a lease for the Old Sacramento riverfront depot building to Ron Wroten and Beverly Ann Dixon in accordance with Section 12.36 of the Sacramento City Code.
2. Authorize the rejection of all proposals relating to the leasing of the Old Sacramento riverfront office building in accordance with Section 12.38 of the Sacramento City Code.
3. Negotiate a lease for the Old Sacramento Riverfront office building and the Old Sacramento Riverfront warehouse building with Jackson Oldham in accordance with Section 12.39 (a) and (f) of the Sacramento City Code.

Respectfully submitted,

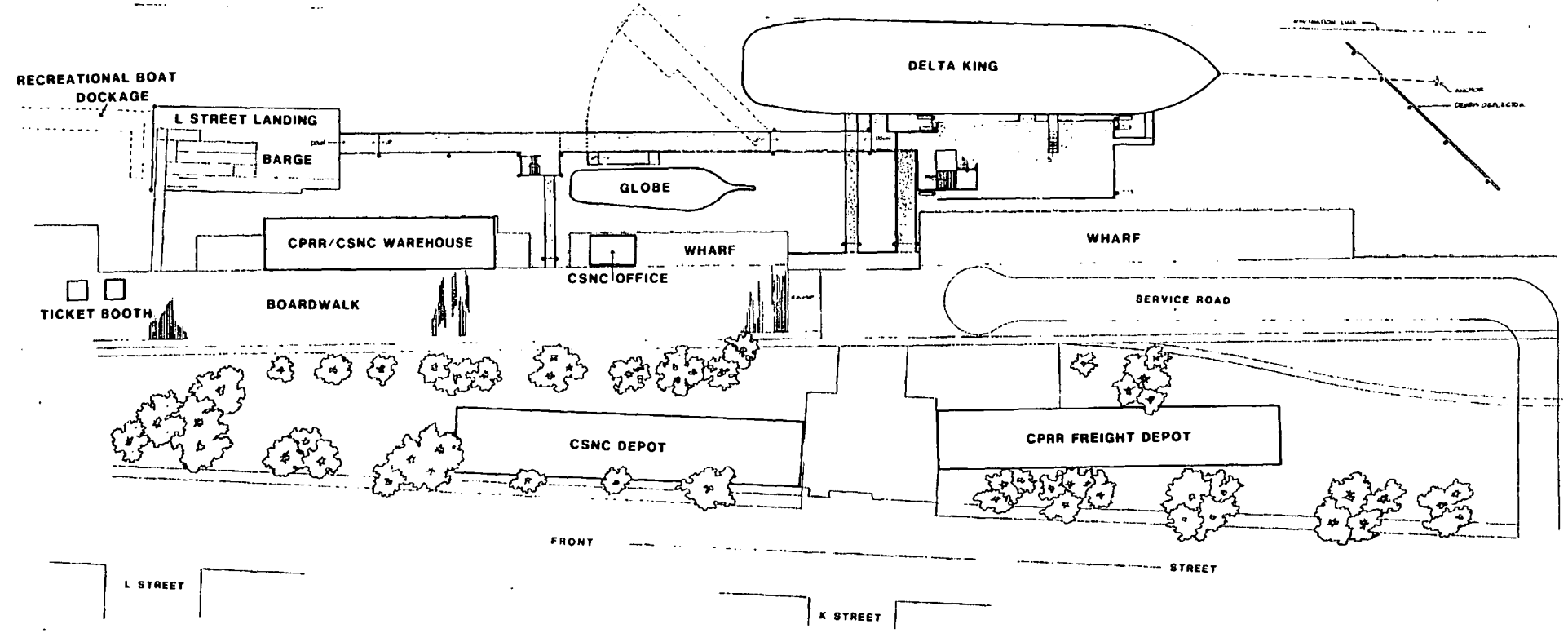
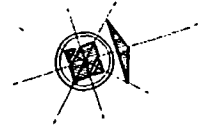
*fn - B. Erling Loring*  
 ROBERT P. THOMAS, Director  
 Parks and Community Services

Recommendation Approved:

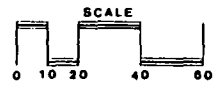
*Jack R. Crist*  
 JACK R. CRIST  
 Deputy City Manager

RPT:ja

March 10, 1987  
District No. 1



### OLD SACRAMENTO RIVERFRONT DOCKAGE PLAN



NO	DESCRIPTION	DATE	BY

DRAWN BY TJP  
 DESIGNED BY \_\_\_\_\_  
 LANDSCAPE ARCHITECT \_\_\_\_\_  
 DATE 11/12/82  
 FIELD BOOK \_\_\_\_\_ SCALE 1" = 30'

**CITY OF SACRAMENTO**  
 DEPARTMENT OF PARKS & COMMUNITY SERVICES



SHEET  
 1/C  
 SHEETS

EXHIBIT B

REVENUE PROJECTIONS  
OLD SACRAMENTO WATERFRONT

	<u>Estimated 1987-88</u>	<u>Estimated 1992-93</u>
Barge rentals	\$ 250	\$ 500
Exploration Cruise Lines	10,000	10,000
Red & White Fleet	2,250	2,250
Charters:		
River City Queen	5,000	5,000
Elizabeth Louise	500	500
Delta King	24,000	29,000
Channel Star Excursions	11,400	15,200
Convention Center Depot Lease	18,000	18,000
CPRR State Parks Building Lease	1,000	1,000
Maintenance Assessment District	37,500	41,250
Solid Waste Division Budget Transferral	10,650	11,700
Warehouse/Office Buildings Lease	67,650	96,700
Depot Lease	<u>30,000</u>	<u>40,800</u>
TOTALS:	\$218,200	\$271,900
Expenditures for Waterfront Management	[\$303,000]	
Operating Deficit	[\$ 84,800]	

EXHIBIT C

COMPARISON OF PROPOSALS RECEIVED FOR THE DEPOT LEASE

<u>Proposer</u>	<u>River City Brass Works</u> (Sacramento)	<u>The Candy Barrel</u> (Reno, NV)	<u>Creative Imports</u> (Sacramento)	<u>Pony Express Bakery</u> (Sacramento)
<u>Use</u>	fine replica jewelry store	candy store	minimart	specialized bakery
<u>Term</u>	5 years	5 yrs with 5 yr option	5 yrs with 5 yr option	5 yrs with two 5 yr options
<u>% Rent</u>	8%	11%	6%	6%
<u>Guaranteed Minimum</u>	\$1,800/mo \$21,600/yr	\$1,250/mo \$15,000/sf	\$900/mo \$10,800/yr	\$900/mo \$10,800/yr
<u>Estimated Rent to City</u>				
<u>1987 Gross Sales</u>	\$375,000	\$180,000	\$100,000	\$127,800
<u>/Rent</u>	/\$30,000	/\$19,800	/\$10,800	/\$10,800
<u>1988 Gross Sales</u>	\$405,000	\$210,000	unknown	\$217,260
<u>/Rent</u>	/\$32,400	/\$23,100	/\$10,800	/\$13,035
<u>1989 Gross Sales</u>	\$437,400	\$230,000	unknown	\$249,849
<u>/Rent</u>	/\$34,992	/\$25,300	/\$10,800	/\$34,992
<u>1990 Gross Sales</u>	\$472,392	\$245,000	unknown	\$287,326
<u>/Rent</u>	/\$37,791	/\$26,950	/\$10,800	/\$17,240

## EXHIBIT D

COMPARISON OF PROPOSALS RECEIVED FOR THE  
OFFICE LEASE  
(TWO STORY BUILDING)

<u>Proposer</u>	<u>Delta King, Inc.</u> (San Rafael)	<u>Our Mothers, Inc.</u> (West Sacramento)	* <u>Jack Oldham</u> (Davis)
<u>Use</u>	Office and seasonal food service	Take out soul food	Restaurant
<u>Term</u>	10 years with option	Not specified	10 years with (2) ten year options
<u>% Rent</u>	6%	4 1/2%	6%
<u>Guaranteed Minimum</u>	\$14,400	\$6,000	\$68,400
<u>Tenant Improvements/ Equipment**</u>	\$55,000	Not provided	\$750,000+
<u>Estimated Rent to City</u>			
<u>1987 Gross Sales</u>	\$180,000	Not provided	\$1,127,500
<u>/Rent</u>	/\$14,400	" "	/\$67,650
<u>1988 Gross Sales</u>	Not provided	Not provided	\$1,206,500
<u>/Rent</u>	" "	" "	/\$72,390
<u>1989 Gross Sales</u>	Not provided	Not provided	\$1,290,900
<u>/Rent</u>	" "	" "	/\$77,454
<u>1990 Gross Sales</u>	Not provided	Not provided	\$1,381,300
<u>/Rent</u>	" "	" "	/\$82,878

\*Office and warehouse totalling 5,600 square foot for a restaurant.

\*\*Proposed to reduce rent to City until \$30,000 is repaid to proposer.



CITY OF SACRAMENTO

INTER-OFFICE ROUTING

3-17-87  
#24

To: CITY CLERK

Attn: SYLVIA

Dept/Div

For Your Information

Date APRIL 21, 1987

Per Your Request

Please Comment

Take Necessary Action

Comments RE: RIVERFRONT LEASE BLDGS. RFP

SYLVIA —

attached please find a sample letter  
w/ regards to those who did not  
receive bids. A mailing list is also  
attached who received those rejection  
letters.

liz Brenner

x2032

SIGNATURE

TITLE OR DEPT.



OLD SACRAMENTO  
RIVERFRONT BUILDINGS

CSNC DEPOT

600 sq. ft.

1. RON J. WROTEN  
RIVER CITY BRASS WORKS  
2820 AROEN WAY  
SAC., CA. 95825
2. DON VERGILIO  
THE CANDY BARREL  
P.O. BOX 70069  
RENO, NEVADA 89570
3. TABASSUM SIDDIQUI  
CREATIVE IMPORTS  
1201 FRONT STREET  
SAC., CA. 95814
4. MIKE and THERESA LIN  
PONY EXPRESS BAKERY  
6715 STEAMBOAT WAY  
SAC., CA. 95831

CSNC OFFICE

1,200 sq ft.

1. EDMUNDO J. COYNE  
RIVERBOAT DELTA KING, INC.  
901 TAMALPIAS AVE., SUITE 2  
SAN RAFAEL, CA. 94901
2. JOHN C. PIERCE  
OUR MOTHERS, INC.  
P.O. BOX 1032  
WEST SAC., CA. 95691

RECEIVED  
MAIL SERVICES OFFICE  
CITY OF SACRAMENTO  
APR 22 3 14 PM '87



DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

RECREATION DIVISION

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

916-449-5326

March 6, 1987  
87-03-16

LOU EDGAR  
RECREATION  
SUPERINTENDENT

Mr. Edmund J. Coyne  
Riverboat Delta King, Inc.  
901 Tamalpias Avenue, Suite 2  
San Rafael, CA 94901

Dear Mr. Coyne:

Upon careful consideration and review of all proposals submitted for the California Steam Navigation Company (CSNC) Office, I deeply regret that your company is not being recommended as the tenant for the lease building.

The nature of determining the best responsive proposer reflects not only to the goal of recreating a thriving, active, and historic riverfront area, but the importance of selecting that proposal which is in the best interests of the City. Furthermore, the selection criteria gave crucial consideration to such factors as evaluating experience in operating similar enterprises, quality and design of proposed improvements, quality of proposed services including compatibility with and sensitivity to the unique historical setting of Old Sacramento, and proposed rent to the City.

The decision was extremely difficult and each proposer should be praised for the manner in which the proposals were compiled and presented to the selection panel.

Pending City Council authorization, the Department of Parks and Community Services will begin negotiations with Jackson Oldham, current owner of the Davis Graduate Restaurant, Inc. and former partner in the chain of Graduate restaurants. This proposal is for both the Warehouse and the office building to house restaurant operations. Their existing operation totals 8,000 square feet. The combined square footage of both buildings is 5,400 square feet. Both buildings are required to make this an economically viable operation. The Budget and Finance Committee will review the Department's recommendation Tuesday, March 10, 1987 and forward to City Council for authorization March 17, 1987, City Hall Council Chambers, 915 "I" Street, Sacramento, California.

On behalf of the selection panel, please accept our sincere thanks for your interest in the Old Sacramento Riverfront Building - CSNC Office. It was a pleasure meeting you and I wish you success in future business ventures.

Sincerely,



Liz Brenner  
Waterfront Management Section

LB:ckn



DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

RECREATION DIVISION

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

916-449-5326

LOU EDGAR  
RECREATION  
SUPERINTENDENT

March 6, 1987  
87-03-14

Mike and Theresa Lin  
Pony Express Bakery  
6715 Steamboat Way  
Sacramento, CA 95831

Dear Mr. & Mrs. Lin:

Upon careful consideration and review of all proposals submitted for the California Steam Navigation Company (CSNC) Depot, I deeply regret that your company is not being recommended as the tenant for the lease building.

The nature of determining the best responsive proposer reflects not only to the goal of recreating a thriving, active, and historic riverfront area, but the importance of selecting that proposal which is in the best interests of the City. Furthermore, the selection criteria gave crucial consideration to such factors as evaluating experience in operating similar enterprises, quality and design of proposed improvements, quality of proposed services including compatibility with and sensitivity to the unique historical setting of Old Sacramento, and proposed rent to the City.

The decision was extremely difficult and each proposer should be praised for the manner in which the proposals were compiled and presented to the selection panel.

Pending City Council authorization, the Department of Parks and Community Services will begin negotiations with Ronald Wroten and Beverly Ann Dixon, a current Old Sacramento retailer, proposing "The Gold Mine", a fine replica jewelry store at a rent of 8% of gross or \$1,800 per month, whichever is greater. The Budget and Finance Committee will review the Department's recommendation Tuesday, March 10, 1987 and forward to City Council for authorization March 17, 1987, City Hall Council Chambers, 915 "I" Street, Sacramento, California.

On behalf of the selection panel, please accept our sincere thanks for your interest in the Old Sacramento Riverfront Building - CSNC Depot. It was a pleasure meeting you and I wish you success in future business ventures.

Sincerely,



Liz Brenner  
Waterfront Management Section

LB:ckn

BID RESULTS FOR DECEMBER 16, 1986

RIVERFRONT BUILDING LEASE PROPOSAL

Contact Liz Brenner at 449-2032

TITLE OF BID

RIVERFRONT BUILDING LEASE PROPOSAL

BID DATE

DECEMBER 16, 1986

ESTIMATE

SUCCESSFUL BIDDER

DATE OF AWARD

CONTRACT NUMBER

TOTAL PRICE OF AWARDED BID

RIVERFRONT BUILDING LEASE PROPOSAL

\$50 NON-REFUNDABLE

NAME OF FIRM	PHONE NUMBER	ADDRESS (INCLUDE ZIP CODE)
GREATER SACRAMENTO AREA PLAN		2220 Watt Avenue, Ste. B-5 Sacramento CA 95825
NEDA - SACRAMENTO MINORITY BUSINESS DEVELOPMENT CENTER		530 BERGUT DRIVE, SUITE C Sacramento CA 95814
DEPARTMENT OF GENERAL SERVICES SMALL AND MINORITY BUSINESS	ATTN: CAROLYN TRAVIS	1812 14th Street, Room 200 Sacramento CA 95814
MINORITY BUSINESS EXCHANGE		1255 Post Street, Suite 625 San Francisco CA 94109
U.S. GOVERNMENT ADVERTISER		303 West 42nd Street New York NY 10036
ELDRIGE BID REPORTER		1526 Park Boulevard West Sacramento CA 95691
BUSINESS JOURNAL		2030 J Street Sacramento CA 95814
BIDNET, INC.		5 Choke Cherry Road Rockville MD 20850-4030
BARBARA HOLLY RAVE REPRODUCTIONS	962-3575	6756 Judistine Drive Fair Oaks CA 95628
LESLIE PALMER DEVELOPMENT COORDINATOR FOR	449-5571 WALT SLIPE	
RUTH WATKINS TEDDY BEAR PICNIC	446-5101	1033 2nd Street Sacramento CA 95814
JIM VAN PATTEN COWBOYS, INC.		13875 Jackson Road Sacramento CA 95683
BUZZ MINOW SACRAMENTO SWEETS	441-3062	906 Second Street Sacramento CA 95814
EDIE HARMON TURQUOISE SHOP		1115 Front Street, #5 Sacramento CA 95814
DAVE CAMANCHO MUSIC TRACKS		2216 8th Avenue Sacramento CA 95818

NAME OF FIRM	PHONE NUMBER	ADDRESS (INCLUDE ZIP CODE)
STANLEY CUMMINGS, PHD. EXEC. DIRECTOR ORANGE CTY. MARINE INST.		24200 Dana Point Harbor Drive Dana Point CA 92629
ARTHUR SIEGLER		7711 Lemon Hill Avenue Sacramento CA 95824
Loren W. Fourness Fourness Real Estate		905 23rd Street, Suite 2 Sacramento CA 95816
George Leage/Charles Ogle C/O Charles E. Ogle	Ogle Gallo and Merzon	P.O. BOX 720 Morro Bay CA 93442
James Adams		2508 Bentley Drive Sacramento CA 95822
Christine Williams		1023 Front Street Sacramento CA 95814
Coyne & CO., Inc.		901 Tamalpais Avenue, Ste. 200 San Rafael CA 94901
Lyle Innocent		811 J Street Sacramento CA 95814
George Leage Plans: Restaurant	<i>\$50 NON-Refund fee</i> (805) 772-4178	<i>214 Beach Street Morro Bay CA 93442</i>
Theresa Lin Plans: Depot	<i>mailed add.</i> 446-1832	<i>PIAZA COFFEE SHOP</i>
Patrick Reilly plans: ALL	444-5464	<i>1801 Garden Highway</i>

Mailed 11-07  
 Picked up 11-06  
 Picked up 10-29



TITLE OF BID

RIVERFRONT Building - Brochure ONLY

BID DATE

ESTIMATE

SUCCESSFUL BIDDER

DATE OF AWARD

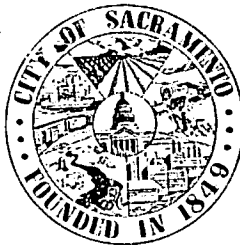
CONTRACT NUMBER

TOTAL PRICE OF AWARDED BID

RFP - RiverFRONT Brochure Only (FREE)

NAME OF FIRM	PHONE NUMBER	ADDRESS (INCLUDE ZIP CODE)
Mailed 11-7 Mel Rose Curry's Restaurant	(916) 842-5771	1289 S. Main Yreka CA 96097
Picked up 10-29 Theresa Lin (also picked up plans)	446- 1832	901 H Street 95814
Dicked up 11-6 Bud Evans		City Hall Rm 300
GIFTS ETC	443-1784	1207 Front street Old Sacramento, CA 95814
Mailed 11-10 BOTTOM OF THE Barrel		1115 Front Street Sacramento 95814
HAZEL ENTERPRISES	441-2831	1109A EMBARRADERO OLD SAC. CA. 95814
Mailed 11-18 Kent Starkstrom		11005 Wall Basin CT, Rancho Cordova 95670
JOHN SNOOK SNOOKS CHANDLES	985-0620	702 Sutter St FOLSOM CA.
Mailed 11-24 Michael Mullins		303 Lincoln St. Roseville 95678
OLD SACTO GIFTIQUE Philip Bender	447-3028	1113 Front St Sacramento CA 95814
HJT	784-8866	Plz 33 SF 9414





25  
APPROVED  
BY THE CITY COUNCIL

MAR 17 1987

OFFICE OF THE  
CITY CLERK

AG 86163A  
AG 86163 B

DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

ROBERT P. THOMAS  
DIRECTOR

G. ERLING LINGGI  
ASSISTANT DIRECTOR

CITY OF SACRAMENTO  
CALIFORNIA

March 11, 1987

CITY MANAGER'S OFFICE  
**RECEIVED**  
MAR 11 1987

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

916-449-5200

DIVISIONS:

CROCKER ART MUSEUM  
GOLF  
METROPOLITAN ARTS  
MUSEUM & HISTORY  
PARKS  
RECREATION  
ZOO

City Council  
Sacramento, California

Honorable Members in Session:

SUBJECT: Award of Restaurant Lease at the Sacramento Softball  
Complex and the Food Concession Contract at Renfree Field

SUMMARY

This report provides information regarding the restaurant lease at the Sacramento Softball Complex and the food concession at Renfree Field located in Del Paso Regional Park. In addition, this report recommends that the agreements for both the restaurant at the Sacramento Softball Complex and the food concession at Renfree Field be awarded to Canteen Corporation.

BUDGET AND FINANCE COMMITTION ACTION

The attached report was approved by the Budget and Finance Committee at their meeting of March 10, 1987.

RECOMMENDATION

It is recommended that the City Council, by resolution:

1. Authorize the award of the food concession contract for Renfree Field to Canteen Corporation in accordance with Section 12.59 of the Sacramento City Code; and

City Council  
March 11, 1987  
Page Two

- 2. Authorize the award of a lease for the Sacramento Softball Complex restaurant with Canteen Corporation, in accordance with Section 12.37 of the Sacramento City Code.

Respectfully submitted,



ROBERT P. THOMAS, Director  
Parks and Community Services

Recommendation Approved:



WALTER J. SLUPE  
City Manager

RPT:ja

March 17, 1987  
District No. 2

25

# RESOLUTION NO. 87-192

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

**APPROVED**  
BY THE CITY COUNCIL

MAR 17 1987

**RESOLUTION AWARDING THE CONCESSION CONTRACT FOR  
THE FOOD CONCESSION AT RENFREE FIELD AND  
THE LEASE FOR THE RESTAURANT AT THE  
SACRAMENTO SOFTBALL COMPLEX TO  
CANTEEN CORPORATION**

OFFICE OF THE  
CITY CLERK

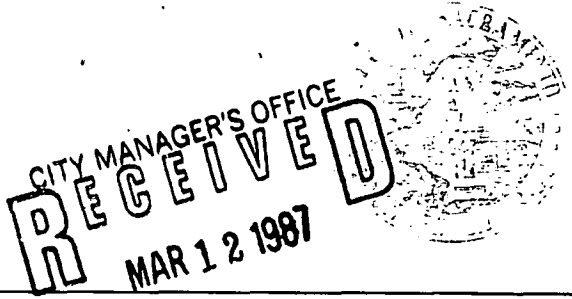
**BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:**

1. That the award of the concession contract for the food concession at Renfree Field to Canteen Corporation is hereby authorized in accordance with Section 12.59 of the Sacramento City Code.
2. That the award of the lease for the restaurant at the Sacramento Softball Complex with Canteen Corporation is hereby authorized in accordance with Section 12.36 of the Sacramento City Code.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK



DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

ROBERT P. THOMAS  
DIRECTOR

February 27, 1987

916-449-5200

G. ERLING LINGGI  
ASSISTANT DIRECTOR

DIVISIONS:

- CROCKER ART MUSEUM
- GOLF
- METROPOLITAN ARTS
- MUSEUM & HISTORY
- PARKS
- RECREATION
- ZOO

Budget and Finance Committee  
Sacramento, California

Honorable Members in Session:

SUBJECT: Award of Restaurant Lease at the Sacramento Softball Complex and the Food Concession Contract at Renfree Field

SUMMARY

This report provides information regarding the restaurant lease at the Sacramento Softball Complex and the food concession at Renfree Field located in Del Paso Regional Park. In addition, this report recommends that the agreements for both the restaurant at the Sacramento Softball Complex and the food concession at Renfree Field be awarded to Canteen Corporation.

BACKGROUND INFORMATION

On November 5, 1986, the City Council called for proposals to be received on the restaurant lease in the Sacramento Softball Complex; and on November 25, 1986, the Council called for proposals for the food concession at Harry Renfree Field. Both sites are located in Del Paso Regional Park.

Sacramento Softball Complex Restaurant

When completed, the Sacramento Softball Complex will include four lighted diamonds, bleacher seating to accommodate 7,000 persons, restrooms, a children's play area, players' warm-up area, umpires' headquarters, and a parking lot which will accommodate 500 cars.

Included in the softball complex will be a facility to provide restaurant services for complex visitors. The restaurant building is being constructed as a shell in order to allow for tenant improvements to meet individual needs. The building is tentatively scheduled for tenant occupancy in May 1987. The facility is approximately 2,680 square feet, comprised of approximately 1,000 square feet of kitchen space and 1,680 square feet of dining space.

Revenue to the City from the complex restaurant lease will be used to offset city costs of managing and operating the Sacramento Softball Complex.

25

Following City Council authorization to call for proposals for the softball complex restaurant, a consultant with expertise in the area of food service was hired and, on the basis of the consultant's recommendations, a direct mail campaign designed to encourage proposals was implemented.

The city received two proposals by the due date of December 23, 1986, for the softball complex restaurant lease as follows:

<u>Proposer</u>	<u>Canteen Corporation</u>	<u>Sierra Red Robin, Inc.</u>
Term	7 years, (3) one-year options	10 years with (2) five-year options
% Rent	Graduated by gross 10% to 16.5%	8.1%
Guaranteed Minimum	Graduated \$25,000 - \$75,000	\$24,000
Estimated Rent to City	\$40,000	
1987 Gross Sales/Rent	\$396,800/\$63,488	\$300,000/\$24,300
1988 Gross Sales/Rent	\$424,600/\$70,059	\$324,000/\$26,244
1989 Gross Sales/Rent	\$454,300/\$74,960	\$360,000/\$29,160
1990 Gross Sales/Rent	\$486,100/\$80,207	\$380,000/\$30,780
Proposed Improvements	\$175,000	\$290,000

In order to ensure the selection of the best responsive proposer, a selection panel was composed of staff from the Department's Resource Development and Management Section, Recreation Division, County of Sacramento, and Russell Leveranz, Food Service Consultant. Proposers were interviewed by the selection panel and were evaluated on their experience managing and operating similar food service operations, quality and design of proposed restaurant furniture, fixtures and equipment to be constructed and installed by the lessee, quality of proposed services, and amount of proposed rent to the city.

While both proposals were good, the selection panel is unanimous in recommending that a lease be negotiated with the highest bidder, Canteen Corporation, not only for estimated revenue to the City but for the high quality tenant improvements and service proposed. Canteen proposed to design and operate the complex restaurant as a pizza parlor. Pizza will be prepared on site daily.

Renfree Field Food Concession

Renfree Field is one of three night lighted baseball fields city-wide and is by far the most utilized. An estimated 34,400 players and spectators attended

league games and tournaments at Renfree Field during the 1986 season alone. The Renfree Field concession is a snack bar type service which operates during the baseball season typically from late April through early October.

The existing contract with Patrick Geraghty to provide food service at Renfree Field expired on December 31, 1986.

The city received two proposals for this site which were as follows:

<u>Proposer</u>	<u>Percentage of Gross</u>
1. Patrick Geraghty	16.3% 1987, 1988 17.2% 1989, 1990
2. Canteen Corporation	Gross receipts to be combined with Sacramento Softball Complex restaurant gross receipts and percentage paid on annual gross receipts as proposed for the softball complex restaurant

Geraghty withdrew his proposal on February 2, 1987, citing changes in personal circumstances.

Staff from the Department's Resource Development and Management Section and Recreation Division have reviewed the proposal by the remaining proposer and are unanimous in recommending that Canteen Corporation be awarded the Renfree Field Food Concession contract.

FINANCIAL DATA

Revenue from the Renfree Field Food Concession is deposited to the Special Recreation Fund. Revenue realized under the softball complex restaurant lease will be deposited in a specific complex operations fund in order to offset City costs of operating the complex and as required by the agreement with the County for maintenance and operations of the complex.

Terms of the fees to be paid under the proposed contract and proposed lease to the City are as follows:

	<u>Renfree Field</u>	<u>Sacramento Softball Complex</u>
Annual minimum guarantee	\$2,000	\$25,000 - \$75,000

Total estimated revenue to the City from these two agreements, based on Canteen's projections, is as follows:



<u>Estimated Gross /Rent</u>	<u>Total</u>	<u>Renfree Field</u>	<u>Sacramento Softball Complex</u>
<u>1987</u>	\$420,900/\$67,344	\$24,100/\$3,856	\$396,800/\$63,488
<u>1988</u>	\$450,100/\$74,267	\$25,500/\$4,208	\$424,600/\$70,059
<u>1989</u>	N/A	Not projected	\$454,300/\$74,960
<u>1990</u>	N/A	Not projected	\$486,100/\$80,207

RECOMMENDATION

It is recommended that the Budget and Finance Committee review this report and refer it to the full City Council for action. Further, it is recommended that the City Council, by resolution:

1. Authorize the award of the food concession contract for Renfree Field to Canteen Corporation in accordance with Section 12.59 of the Sacramento City Code; and
2. Authorize the award of a lease for the Sacramento Softball Complex restaurant with Canteen Corporation, in accordance with Section 12.37 of the Sacramento City Code.

Respectfully submitted,



ROBERT P. THOMAS, Director  
Parks and Community Services

Recommendation Approved:



SOLON WISHAM, JR.  
Assistant City Manager

RPT:ja

March 10, 1987  
District No. 2

March 19, 1987

Canteen Corporation  
4041 C Street  
Sacramento, CA 95819

Dear Sir:

On March 17, 1987, the Sacramento City Council accepted your bid for food concession at Renfree Field and restaurant lease at Sacramento Softball Complex.

The Parks and Community Services Director will contact you concerning the necessary documents.

Sincerely,

  
Lorraine Magana  
City Clerk

LM/lw/25

cc: Parks and Community Services Director

July 31, 1987

Sierra Red Robin Corporation  
2751 Fulton Avenue  
Sacramento, CA 95821

Gentlemen:

This is to inform you that you were not the successful bidder for Restaurant Lease at the Sacramento Softball Complex and the Food Concession Contract at Renfree Field. The said bid having been awarded by the City Council at the regular meeting of March 17, 1987 to Canteen Food and Vending Service.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

JANICE BEAMAN  
Deputy City Clerk

JB/cc/#25

July 28, 1987

Canteen Corporation  
4041 "C" Street  
Sacramento, CA 95819

Dear Gentlemen:

On <sup>March 17,</sup> ~~May 22,~~ 1987, the Sacramento City Council adopted a Resolution No. 87-192 authorizing the execution of City Agreements #86163A and #86163B, Food Concession at Renfree Field and Restaurant Lease at Sacramento Softball Complex.

Enclosed, for your records, is one fully certified copy each of said agreements and authorizing resolution.

Sincerely,

  
LORRAINE MAGANA  
CITY CLERK

LM/cc/#25

Enclosure

cc: Parks and Community Services Director  
Risk Management



DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

ROBERT P. THOMAS  
DIRECTOR

916-449-5200

G. ERLING LINGGI  
ASSISTANT DIRECTOR

DIVISIONS:

May 27, 1987

CROCKER ART MUSEUM  
GOLF  
METROPOLITAN ARTS  
MUSEUM & HISTORY  
PARKS  
RECREATION  
ZOO

Mr. George Thomas, General Manager  
Canteen Corporation  
Division of TW Services, Inc.  
4041 C Street  
Sacramento, CA 95819

Dear Mr. Thomas:

In accordance with the contract between Canteen Corporation and the City of Sacramento for the operation of the restaurant facility at the Sacramento Softball Complex, you are hereby given notice that the demised premises are available for occupancy. The term of the lease will commence 45 days following this notice, and Canteen is subject to all terms and conditions of the agreement during the 45-day calendar period.

Sincerely,

Robert P. Thomas, Director  
Parks and Community Services

RPT: jm

cc: Walt Ueda  
Barbara Bonebrake ✓  
Diane Balter

86163 A  
86163 B  
Res: 87-192

March 25, 1987

Geraghty  
8975 Calvet Avenue  
Orangevale, CA 95662

Gentlemen:

This is to inform you that you were not the successful bidder for Food Concession at Renfree Field. The said bid having been awarded by the City Council at the regular meeting of March 17, 1987 to Canteen Corporation for a term of 7 years.

No bid security was required on the above bid.

Sincerely,

Janice Beaman  
Deputy City Clerk

JB/sbw/25

TITLE OF BID  
 FOOD CONCESSION AT RENFREE ~~PARK~~ **Field**

BID DATE  
 12 <sup>30</sup> ~~28~~ 86

ESTIMATE

SUCCESSFUL BIDDER

DATE OF AWARD

CONTRACT NUMBER

TOTAL PRICE OF AWARDED BID

FOOD CONCESSION AT RENFREE ~~PARK~~ **Field**

NAME OF FIRM	PHONE NUMBER	ADDRESS (INCLUDE ZIP CODE)
U.S. GOVERNMENT ADVERTISER		303 WEST 42nd Street New York NY 10036
ELDRIGE BID REPORTER		1526 Park Boulevard Sacrament (West) CA 95691
BIDNET, INC.		5 Choke Cherry Road Rockville MD 20850-4030
BUSINESS JOURNAL		2030 J Street Sacramento CA 95814
DEPARTMENT OF GENERAL SERVICES - SMALL AND MINORITY BUSINESS		1812 14th Street <b>Rm 200</b> Sacramento CA 95814
MINORITY BUSINESS EXCHANGE		1255 Post Street, #625 San Francisco CA 94109
SACRAMENTO MINORITY BUSINESS EXCHANGE DEVELOPMENT CENTER - NEDA		530 Bercut Drive, Stes. C & D Sacramento CA 95814
GREATER SACRAMENTO AREA PLAN		2220 Watt Avenue, Ste. B-5 Sacramento CA 95825
<b>\$15.00 NON-REFUNDABLE IS REQUIRED</b>		
Service America CORP	916-452-3633	2471 24th St SAC, CA 95822
Patrick Heraghty		
CANTAN	452-4041	4041 C ST. SAC
<del>EDWARD PESTANA.</del>	415-443-930	





RECEIVED  
CITY CLERK'S OFFICE  
CITY OF SACRAMENTO

FEB 2 9 51 AM '87

8975, Calvert Avenue  
Orangevale, Ca. 95662  
FEB. 2ND 1987.

916-988-8005.

Mr Robert P. Thomas, Director,  
Department of Parks & Community Dev.  
Sacramento, Ca, 95814-2947.

Dear Mr Thomas,

I am submitting this letter to inform you that I am withdrawing my bid for the food concession at Renfree Field, effective as of Monday Feb. 2nd 1987.

I appreciate having had the opportunity to bid on Renfree Field again, and I've enjoyed working in my concession, with the City, over the past three years.

My bid withdrawal is situational and has resulted from changes in personal circumstances.

RECEIVED  
CITY CLERK'S OFFICE  
CITY OF SACRAMENTO

FEB 2 9 51 AM '87

I have previously mentioned  
with your staff that my equipment  
is still in the Snack Bar.

Please let me know when we can  
discuss this further, as I would be  
very willing to sell this equipment  
to my successor.

Sincerely Patrick Grayley

Feb 2nd 1987.