



CITY OF SACRAMENTO

DEPARTMENT OF PARKS AND COMMUNITY SERVICES

ROBERT P. THOMAS
Director

G. ERLING LINGGI
Assistant Director

CROCKER ART MUSEUM DIVISION
GOLF DIVISION
METROPOLITAN ARTS DIVISION
MUSEUM AND HISTORY DIVISION
RECREATION DIVISION
PARKS DIVISION
ZOO DIVISION

February 18, 1986

APPROVED
BY THE CITY COUNCIL

CITY MANAGER'S OFFICE
RECEIVED
FEB 19 1986

City Council
Sacramento, California

FEB 25 1986

Honorable Members in Session:

OFFICE OF THE
CITY CLERK

ACL 85131

SUBJECT: Haggin Oaks Golf Course Restaurant Concession Contract Award

SUMMARY

This report recommends a contract for Haggin Oaks Golf Course Restaurant Concession be awarded to Canteen Corporation effective March 1, 1986.

BACKGROUND INFORMATION

The previous restaurant concessionaire, Canteen Corporation at Haggin Oaks Golf Course, exercised its right to terminate its contract with the City of Sacramento. Termination of the contract will be effective February 28, 1986.

On January 7, 1986, the City Council called for bids to be received on Haggin Oaks Golf Course Restaurant Concession. Historically, golf course concession contracts have been for a five-year term because of the initial investment required. Due to the possible expansion of the Haggin Oaks Restaurant facility, a project which may affect the concession operation, the term of the new contract is for a two year term with the Director having authorization to extend the term on a month-to-month basis not to exceed a total of 36 additional months.

In an effort to obtain the best possible golf course restaurant concession services for the public, while simultaneously striving towards generating increased revenue to the City, a marketing plan designed to encourage bids was implemented. The plan included advertisements in two local minority papers and the individual mailing of announcements to approximately 87 potential bidders.

The City received three bids. However, one bid was deemed legally inadequate and non-responsive insofar as the bid packet stipulated an annual minimum guarantee of \$101,676 and this particular bid proposed a mere \$30,000 per year guarantee.

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The two responsive bids were as follows:

<u>Name of Bidder</u>	<u>Percentage of Gross</u>		
	<u>Concession Receipts</u>	<u>Catering Receipts*</u>	<u>Annual Minimum Guarantee</u>
1. Canteen Corporation	30.1%	10%	\$101,676
2. Food Service Specialists	28.1% 1st Year 30.1% 2nd Year	15%	\$102,000

*Catering receipts have historically accounted for a mere 2% or approximately \$9,000 of the nearly \$400,000 in annual golf course restaurant receipts.

In addition to the amount of rent proposed, bidders were evaluated on such criteria as their management and financial ability, and plans for facility equipage, development and operation. Staff from the Department's Revenue Development and Management Section, the Golf Superintendent, and the Director's office were unanimous in concluding that the highest bidder, Canteen Corporation, met all criteria for a responsible bidder.

FINANCIAL DATA

Revenue generated from the golf course food concessions is deposited in the Golf Enterprise Fund. A comparison of percentage return to the City for the operation of Haggin Oaks Golf Course Restaurant concession is listed below:

	1985 <u>Gross Receipts</u>	% <u>Return to City</u>	<u>Revenue to City</u>
Current Concessionaire	\$393,278	27%	\$106,185
Canteen Corporation	\$413,900*	30.1% gross receipts 10% catering receipts	\$101,676*

*Estimated

RECOMMENDATION

It has been determined that the highest bidder, Canteen Corporation, is in compliance with all the requirements of the City. Pursuant to the provisions of Chapter 12, Article III, of the City Code, it is recommended that the City Council award the concession contract to Canteen Corporation at a contract fee

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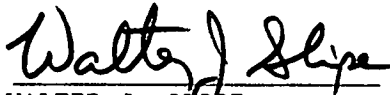
of 30.1% of the gross receipts and 10% of the catering receipts of the Haggin Oaks Golf Course Restaurant Concession.

Respectfully submitted,



ROBERT P. THOMAS, Director
Parks and Community Services

Recommendation Approved:



WALTER J. SHIPE
City Manager

RPT:ja

February 25, 1986
District 7

RESOLUTION NO.

86-154

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

**RESOLUTION AWARDING THE CONCESSION CONTRACT
FOR THE GOLF COURSE RESTAURANT CONCESSION
AT HAGGIN OAKS GOLF COURSE**

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

The City Manager is hereby authorized and directed to execute a two year contract with the Director having the option to extend the term on a month-to-month basis not to exceed a total of 36 additional months for the Golf Course Restaurant Concession at Haggin Oaks Golf Course between the City of Sacramento and Canteen Corporation, effective March 1, 1986, at a contract fee of 30.1% of the gross receipts and 10% of the catering receipts.

MAYOR

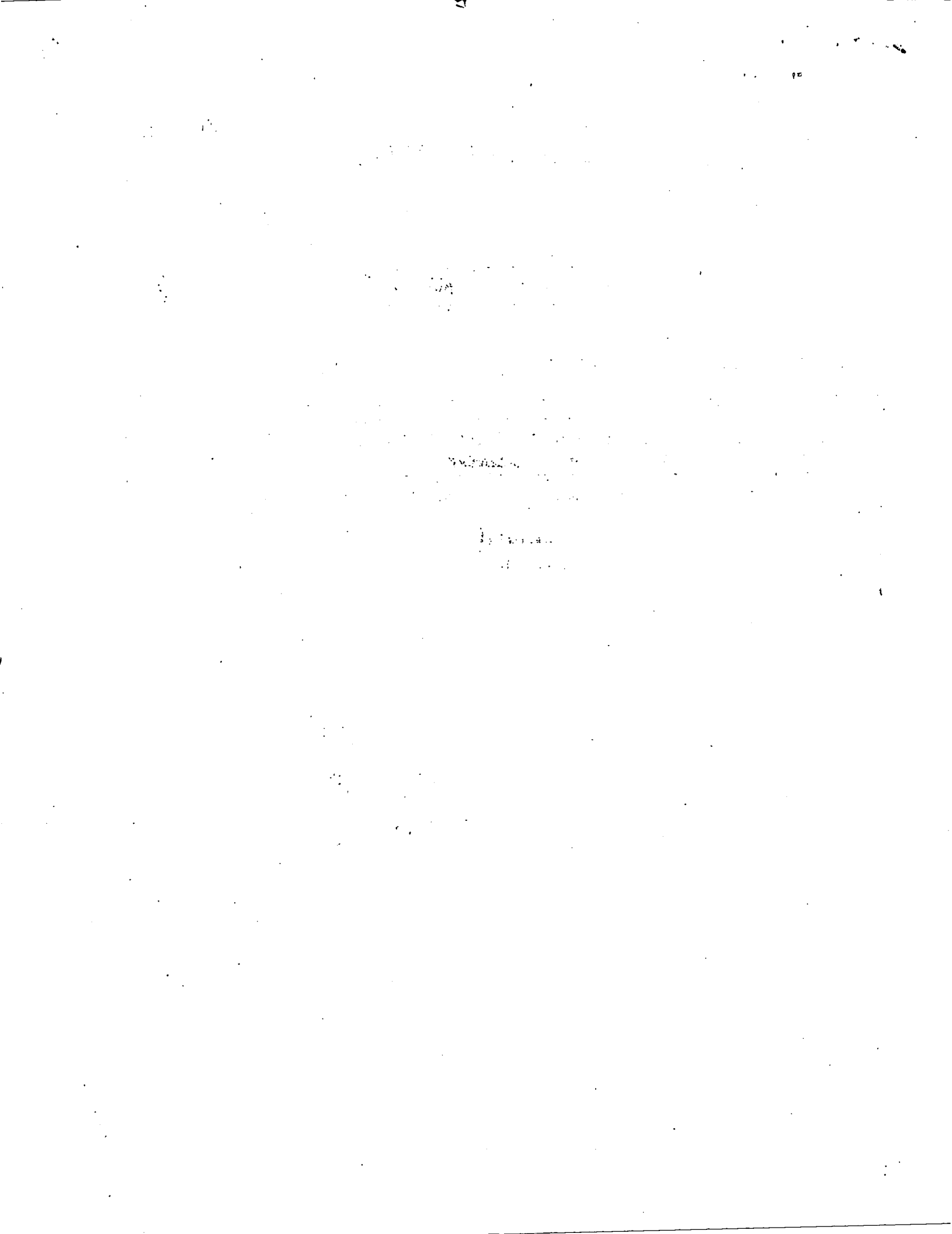
ATTEST:

CITY CLERK

APPROVED
BY THE CITY COUNCIL

FEB 25 1986

OFFICE OF THE
CITY CLERK



February 26, 1986

Cindy Wu
8985 Gulfport Way
Sacramento CA 95826

Gentlemen:

This is to inform you that you were not the successful bidder for the Golf Course Restaurant Concessions at Haggin Oaks Golf Course. The said bid having been awarded by the City Council at the regular meeting of February 25, 1986 to Canteen Corporation, in the amount of a contract fee of 30.1% of gross receipts and 10% catering receipts.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Deputy City Clerk

LM/mls/35

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures transparency and allows for easy verification of the data.

In the second section, the author details the various methods used to collect and analyze the data. This includes both primary and secondary data collection techniques. The primary data was gathered through direct observation and interviews, while secondary data was obtained from existing reports and databases.

The third section provides a comprehensive overview of the results. It highlights the key findings and trends observed during the study. The data indicates a significant increase in certain areas, which is attributed to several factors discussed in the text.

Finally, the document concludes with a series of recommendations based on the findings. These suggestions are aimed at improving the current processes and addressing the identified challenges. The author believes that implementing these measures will lead to more efficient and effective outcomes.

February 26, 1986

Food Service Specialists
9200 La Riviera Dr
Sacramento CA 95826

Gentlemen:

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LORRAINE MAGANA, CITY CLERK

Deputy City Clerk

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The third section details the statistical analysis performed on the collected data. This involves the use of descriptive statistics to summarize the data and inferential statistics to test hypotheses. The results of these analyses are presented in the following tables and charts.

The final section of the document provides a comprehensive conclusion based on the findings. It highlights the key insights gained from the study and offers practical recommendations for future research and implementation. The author also acknowledges the limitations of the study and suggests areas for further exploration.



CITY OF SACRAMENTO

OFFICE OF THE CITY CLERK

915 I STREET
CITY HALL ROOM 203

SACRAMENTO, CALIFORNIA 95814
TELEPHONE (916) 449-5428

LORRAINE MAGANA
CITY CLERK

February 26, 1986

Concessionaire
4041 C Street
Sacramento, CA 95819

Gentlemen:

On February 25, 1986, the Sacramento City Council adopted a resolution awarding the concession contract for the golf course restaurant concession at Haggin Oaks Golf Course.

Enclosed are four copies of said agreement executed by the City as authorized by the attached certified resolution.

Upon final execution, please return three copies of said agreement to the Office of the City Clerk for the City's final distribution.

Sincerely,

Lorraine Magana
City Clerk

Janice Beaman
Deputy City Clerk

JB/dek 35 ✓
Enclosures

cc: Parks and Community Services
Risk Management

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