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# 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

APPROVED February 18, 1986  
BY THE CITY COUNCIL

CITY MANAGER'S OFFICE  
**RECEIVED**  
FEB 19 1986

City Council  
Sacramento, California

FEB 25 1986

OFFICE OF THE  
CITY CLERK

AG 85130

Honorable Members in Session:

SUBJECT: Bing Maloney and William Land Golf Course Restaurant Concessions Contract

SUMMARY

This report recommends a concession contract for Bing Maloney and William Land Golf Course Restaurants combined be awarded to Canteen Corporation. As the current contract will expire on February 28, 1986, it is necessary that the City Council award a contract to be effective March 1, 1986.

BACKGROUND INFORMATION

The previous restaurant concessionaire, Canteen Corporation at Bing Maloney and William Land Golf Courses, 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 Bing Maloney and William Land Golf Course Restaurants combined. 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 Sacramento's two daily newspapers and two local minority papers and the individual mailing of announcements to 87 potential bidders. The City received one bid from the current provider, which was as follows:

<u>Name of Bidder</u>	<u>Percentage of Gross</u>	
	<u>Concession Receipts</u>	<u>Catering Receipts</u>
1. Canteen Corporation	25%	5%

City Council  
February 18, 1986  
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In addition to the amount of rent proposed, the bidder was evaluated on such criteria as management and financial ability; plans for facility equipage including quantity and quality of merchandise, development and operation; and public services to be provided to youth and school-affiliated groups. Staff from the Department's Revenue Development and Management Section, the Golf Superintendent and the Director's office analyzed the bids and were unanimous in recommending that the Canteen Corporation be awarded the Bing Maloney and William Land Park Golf Course Restaurant concessions contract.

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 Bing and Land Park Golf Courses is below:

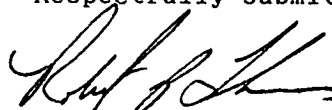
	1985 <u>Gross Receipts</u>	% <u>Return to City</u>	<u>Revenue to City</u>
Current Concessionaire	\$264,574	32.2% of sales and catering	\$85,183
Canteen Corporation	\$266,200*	25% of sales 5% of catering	\$59,100*

\*Estimate

RECOMMENDATION

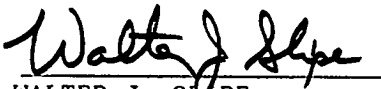
It has been determined that the highest bidder, Canteen Corporation, is in compliance with all the requirements of the City. Pursuant to the provisions of Chapter 12, Article III, of the City Code, it is recommended that the City Council award the five year concession contract to Canteen Corporation at a contract fee of 25% of the gross receipts and 5% of catering of the Bing Maloney and William Land Golf Course Restaurant concessions combined.

Respectfully submitted,



ROBERT P. THOMAS, Director  
Parks and Community Services

Recommendation Approved:



WALTER J. SIPE  
City Manager

RPT:ja

February 25, 1986  
Districts 4 and 7

**RESOLUTION NO. 86-153.**

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

RESOLUTION AWARDING THE CONCESSION CONTRACT FOR  
THE GOLF COURSE RESTAURANT CONCESSIONS AT  
BING MALONEY AND WILLIAM LAND GOLF COURSES

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

The City Manager is hereby authorized and directed to execute a five year contract for the Golf Course Restaurant Concessions at Bing Maloney and William Land Golf Courses between the City of Sacramento and Canteen Corporation, effective March 1, 1986, at a contract fee of 25% of the gross receipts and 5% of catering.

\_\_\_\_\_  
MAYOR

ATTEST:

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

**APPROVED**  
BY THE CITY COUNCIL

FEB 25 1986

OFFICE OF THE  
CITY CLERK

February 26, 1986

Food Service Specialists  
9200 La Riviera Dr  
Sacramento CA 95826

Gentlemen:

This is to inform you that you were not the successful bidder for the Golf Course Restaurant Concessions at Bing Maloney and William Land Golf Courses. 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 25% of gross receipts and 5% catering receipts.

No bid security was required on the above bid.

Sincerely,

LORRAINE MAGANA, CITY CLERK

Deputy City Clerk

LM/mls/34



# 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 concessions at Bing Maloney and William Land Golf Courses.

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 34 ✓  
Enclosures

cc: Parks and Community Services  
Risk Management