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CITY OF SACRAMENTO

DEPARTMENT OF COMMUNITY SERVICES
3520 FIFTH AVENUE SACRAMENTO, CALIFORNIA 95817
TELEPHONE (916) 449-5200

ROBERT P. THOMAS
DIRECTOR

G. ERLING LINGGI
ASSISTANT DIRECTOR

CITY MANAGER'S OFFICE
RECEIVED
APR 17 1984

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

April 17, 1984

APPROVED
BY THE CITY COUNCIL

APR 24 1984 ~~AC 83178~~
OFFICE OF THE CITY CLERK AC 83178

City Council
Sacramento, California

Honorable Members in Session:

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.

BACKGROUND INFORMATION

On March 13, 1984, 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 one year with the Director having the authorization to extend the term on a month-to-month basis not to exceed a total of 12 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 a trade publication, and the individual mailing of announcements to approximately 70 potential bidders.

Advertising efforts resulted in an excellent response to the call for bids. Six bid packets were purchased by prospective bidders and the City received four bids. The bids were as follows:

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April 17, 1984
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<u>Name of Bidder</u>	<u>Percentage of Gross</u>	
	<u>Concession Receipts</u>	<u>Catering Receipts</u>
1. Canteen Corporation	27.0%	27.0%
2. Rayna's Concessions	20.2%	20.2%
3. Servamation Corporation	13.0%	13.0%
4. Martin's Enterprises	12.0%	12.0%

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 recommending that the highest bidder, Canteen Corporation, was also the most 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

	1983 <u>Gross Receipts</u>	% <u>Return to City</u>	<u>Revenue to City</u>
Current Concessionaire	\$334,406	12% of sales 10% of catering	\$40,527
Canteen Corporation	\$333,700*	27% of sales and catering	\$90,099*
Estimated Revenue Increase:			\$49,572*

*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 of 27% of the gross receipts of the Haggin Oaks Golf Course Restaurant Concession.

Respectfully submitted,

for - D. Eling Snijjs
ROBERT P. THOMAS, Director
Parks and Community Services

Recommendation Approved:

Walter J. Slipe
WALTER J. SLIPE, City Manager

April 24, 1984
District 7

RESOLUTION NO. 84-332

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 one year contract with the Director having the option to extend the term on a month-to-month basis not to exceed a total of 12 additional months for the Golf Course Restaurant Concession at Haggin Oaks Golf Course between the City of Sacramento and Canteen Corporation, effective May 25, 1984, at a contract fee of 27% of the gross receipts.

MAYOR

ATTEST:

CITY CLERK

APPROVED
BY THE CITY COUNCIL

APR 24 1984

OFFICE OF THE
CITY CLERK

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April 25, 1984

Canteen Food and Vending Service
ATTN: Bernard M. Clavere, General Manager
4041 "C" Street
Sacramento, CA 95819

Dear Mr. Clavere:

On April 24, 1984, the Sacramento City Council accepted your bid at a contract fee of 27% of the gross receipts for Haggin Oaks Golf Course Restaurant Concession.

Sincerely,

Lorraine Magana
City Clerk

LM/rr/8

April 25, 1984

Canteen Food and Vending Service
ATTN: Bernard M. Clavere, General Manager
4041 "C" Street
Sacramento, CA 95819

Dear Mr. Clavere:

On April 24, 1984, the Sacramento City Council accepted your bid at a contract fee of 27% of the gross receipts for Haggin Oaks Golf Course Restaurant Concession.

The City Department of Parks and Community Services will contact you concerning the necessary contract.

Sincerely,

Lorraine Magana
City Clerk

LM/rr/8

May 8, 1984

Canteen Corporation
4041 C Street
Sacramento, CA 95819

Dear Gentlemen:

On April 24, 1984, the Sacramento City Council adopted resolution No. 84-332 authorizing the award of the concession contract for the golf course restaurant concession at Haggin Oaks Golf Course.

Enclosed are four (4) copies of said contract executed by the City as authorized by the attached certified resolution.

Upon final execution, please return three (3) copies of said contract to the Office of the City Clerk for the City's distribution.

Sincerely,


Lorraine Magana
City Clerk

LM/km/8
Enclosures

cc: Parks and Community Services

April 30, 1984

Martin's Enterprises
4832 North Avenue
Carmichael CA 95608

Dear Sir or Madam:

This is to inform you that you were not the successful bidder for the concession contract for Haggin Oaks Golf Course Restaurant Concession. The said bid having been awarded by the City Council at the regular meeting of April 24, 1984 to Canteen Corporation in the amount of 27% of the gross receipts effective 5-25-84.

No bid security was required on the above bid.

Sincerely,

Lorraine Magana
City Clerk

LM/mlt/8

April 30, 1984

Rayna's Concessions
2017 Claremont Road
Carmichael CA 95608

Dear Sir or Madam:

This is to inform you that you were not the successful bidder for the concession contract for Haggin Oaks Golf Course Restaurant Concession. The said bid having been awarded by the City Council at the regular meeting of April 24, 1984 to Canteen Corporation in the amount of 27% of the gross receipts effective 5-25-84.

No bid security was required on the above bid.

Sincerely,

Lorraine Magana
City Clerk

LM/mlt/8

April 30, 1984

Servamation Corporation
2331 Tripaldi Way
Hayward CA 94545

Dear Sir or Madam:

This is to inform you that you were not the successful bidder for the concession contract for Haggin Oaks Golf Course Restaurant Concession. The said bid having been awarded by the City Council at the regular meeting of April 24, 1984 to Canteen Corporation in the amount of 27% of the gross receipts effective 5-25-84.

No bid security was required on the above bid.

Sincerely,

Lorraine Magana
City Clerk

LM/mlt/8