

Purchasing Summary

EVENT # 6859	TITLE: Forsyth Park Café Lease	ESTIMATED REVENUE OF: \$72,000.00
TYPE OF PROCUREMENT: RFP	ANNUAL CONTRACT <input checked="" type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)
April 26, 2019 to April 27, 2024

M/WBE (IF APPLICABLE)
N/A

MATRIX (IF APPLICABLE)

Proposer	Proposer's Qualifications and Experience (20 points)	Proposed restaurant concept/design, menu ideas, hours of operation, and other proposed operating information (25 points)	Proposed schedule to commence operations (10 points)	Proposed base rent, percentage rent, and investment (FFE and Renovations) (45 points)	Total (100 points)
Southern Cross Hospitality	18.8	20.8	7.2	45	91.8
Daniel Reed Hospitality	17.2	19.6	8.4	25.125	70.325
LeCafe Gourmet	14.6	16.4	8.8	26.25	66.05
The Savannah Picnic Company	12.4	20.2	7.6	18	58.2
Gordon Development Group, LLC	10.6	13.2	8.2	22.5	54.5

NOTES

Recommend approval to award an annual contract for the lease of Forsyth Park Cafe to Southern Cross Hospitality in the amount of \$72,000.00 in revenue.

The proposed use is a full-service sit down café with an extensive menu of breakfast and lunch items that will feature a full espresso/coffee bar as well as homemade ice cream and gelato. In addition to in-house and patio seating, the café will offer take out, grab and go, and picnic basket style foods for those wanting to eat out in the park. The café plans to expand into weekend dinner service once initial operations mature. The proposed lease rate is a base rate of \$72,000 per year on a modified net basis whereby tenant is responsible for all operating costs. However, the City will retain responsibility for the structure and HVAC equipment of the entire building, as well as maintenance, janitorial, and security of the public bathrooms. The recommended proposer is a reputable and experienced restaurant team which operates three other restaurants in the region: Collins Quarter, The Fitzroy, and The Deck on Tybee.

The method used for this procurement was the request for proposals (RFP) which evaluates criteria in addition to cost. The criteria evaluated for this RFP were qualifications and experience; proposed restaurant concept/design, menu ideas, hours of operation, and other proposed operating information; proposed schedule to commence operations; and proposed base rent, percentage rent, and investment for furniture, fixtures, and equipment and renovations.

The proposal was advertised, opened, and reviewed. Delivery: As needed. Terms: Net 30 days. The proposers were:

B.P.	Southern Cross Hospitality (Savannah, GA) ^(B)	\$72,000.00
	Daniel Reed Hospitality (Savannah, GA) ^(B)	\$40,200.00
	LeCafe Gourmet (Savannah, GA) ^(B)	\$42,000.00
	The Savannah Picnic Company (Savannah, GA) ^(B)	\$28,800.00
	Gordon Development Group, LLC (Savannah, GA) ^(B)	\$36,000.00

A pre-bid conference was not conducted and 4 attended. (B) Indicates local, non-DBE business. Recommend approval.

Local Available: Yes

Total Sent: 202

Total Received: 5

DBE Received: 0

Vendor Federally Debarred/Suspended: No