

# Memo



Date: May 19, 2011  
File: 2380-20  
To: City Manager  
From: Manager, Property Management  
Subject: Mobile Vendor Bid Awards  
Report Prepared by: T. Abrahamson

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**Recommendation:**

THAT Council approve the City entering into a three (3) year Contract, with Cinful Hotdogs, to provide mobile concession services at the corner of Bernard & Water Streets (Site A), in the form attached to the Report of the Manager, Property Management, dated May 19, 2011;

AND THAT Council approve the City entering into a three (3) year Contract with Wafelicious, to provide mobile concession services at the corner of Bernard & Pandosy Streets (Site B), in the form attached to the Report of the Manager, Property Management, dated May 19, 2011;

AND THAT Council approves the City entering into a three (3) year Contract, with Hot or Not Vending, to provide mobile concession services at 275 Leon Avenue and 220 Lawrence Avenue (Sites C & E), in the form attached to the Report of the Manager, Property Management, dated May 19, 2011;

AND THAT Council approves the City entering into a three (3) year Contract, with Rojem's Mobile Vending, to provide mobile concession services at 238 Leon Avenue (Site D), in the form attached to the Report of the Manager, Property Management, dated May 19, 2011;

AND THAT all revenue received from these locations be allocated to Property Management general revenue, Account No.4540.157.1254.\*.\*.000.10.LXXXX;

AND THAT the 2011 Financial Plan be amended accordingly;

AND FURTHER THAT the Mayor and City Clerk be authorized to execute the Lease Agreement after executed by the proponents.

**Purpose:**

To obtain Council endorsement to award mobile vending contracts to operate food concessions throughout the City's downtown area.

A handwritten signature in the bottom right corner of the page.

**Background:**

The Property Management branch of Real Estate & Building Services department oversees five (5) vending operations in Kelowna's downtown core as approved by Council pursuant to Bylaw 7878, and as shown on the attached map (Schedule A). The approved vending sites are located at:

- Site A - Bernard / Water (seasonal May-Sept)
- Site B - Bernard / Pandosy (seasonal May-Sept)
- Site C - 275 Leon Avenue (year-round)
- Site D - 238 Leon Avenue (year-round)
- Site E - 220 Lawrence Avenue (year-round)

In April 2011, staff issued bid packages to all those who have inquired about vending opportunities as well as placing ads in the local newspapers.

The closing date for the sealed bids was May 10<sup>th</sup> at 3:00 pm. Bids were then evaluated independently by a staff selection committee which led to the recommendations above.

Bids were evaluated on the following criteria: (1) benefit to the community (2) experience and qualifications of the bidder (3) quality of the service being offered and (4) value to the City.

**Summary of Mobile Concession Opportunities to be awarded:**

**Cinful Hotdogs** - will be offering food services on a seasonal basis, serving hotdogs, smokies, vegetarian smokies, whole wheat buns, fruit and pudding cups, nutrition bars, as well as water and sodas. This vendor supports many local events and fundraisers, and was selected to be a vendor at the 2010 Torch Run in City Park. The vendor will also make a \$100.00 donation to the animal shelter.

**Wafelicious** - will be offering food services on a seasonal basis, serving a selection of sweet and savory waffles together with hot drinks, water and sodas. The adjacent business was consulted on the location of the Wafelicious van and agreed that the parking stall in front of their business would be more appropriate than the sidewalk. This vendor supports the Kelowna Food Bank and will donate the proceeds from the last day of each business season to the food bank.

**Hot or Not Vending** - will be offering food services on weekend evenings year-round, serving all beef hotdogs and smokies from a local supplier, together with perogies and wraps as well as a selection of nutrition bars, water and sodas. This vendor supports the Cystic Fibrosis Foundation and will donate \$700 towards this charity from the proceeds of the vending opportunity.

**Rojem's Vending** - will be offering food services on weekend evenings year round, serving all beef hot dogs from a local supplier, whole wheat buns, vegetarian perogies, as well as water and sodas. This vendor supports many local charities and fundraisers, donating from the proceeds of the vending opportunity.

**Financial/Budgetary Considerations:**

**Cinful Hotdogs:**

\$1,260.00/year for 2011 - 2013

**Wafelicious:**

\$5,600.00/year for 2011 - 2013

**Hot or Not Vending:**

\$6,600.00/year for 2011 - 2013

**Rojem's Vending:**

\$2,400.00/year for 2011

\$3,000.00/year for 2012

\$3,300.00/year for 2013

**Other Considerations:**

Throughout the remainder of 2011, staff will be monitoring the seasonal food concessions, activity concessions and mobile vending operations with the aim to developing an all inclusive policy/program that governs these uses throughout the City. The policy/program will include location analysis, operator selection, monitoring and compliance, form of agreement and any delegated authorities that may be granted by Council to staff in order to administer the program. The goal is to bring this forward to Council prior to the 2012 operating season.

**Internal Circulation:**

Financial Services department

**Considerations not applicable to this report:**

Internal Circulation:

Legal/Statutory Authority:

Legal/Statutory Procedural Requirements:

Existing Policy:

Personnel Implications:

External Agency/Public Comments:

Community & Media Relations Comments:

Alternate Recommendation:

In light of the above, the Property Management branch of the Real Estate & Building Services department request Council's support of these contracts.

Submitted by:



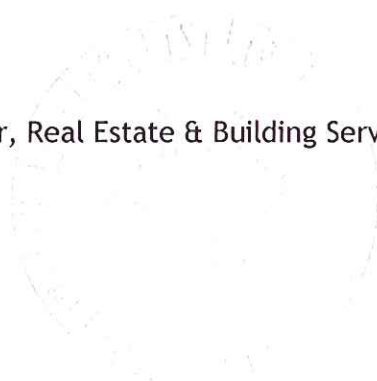
Ron Forbes, Manager  
Property Management

Approved for inclusion:



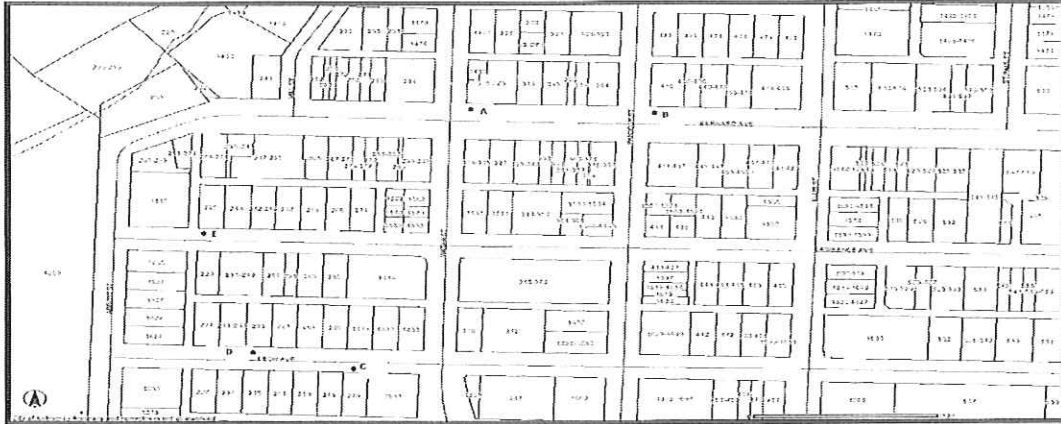
D. Gilchrist, Director, Real Estate & Building Services

cc: Director, Financial Services



Schedule A

PREMISES



Seasonal Vending (May – Sept)

(6 am – 5pm)

A – Day Spot  
 B – Day Spot

Annual Vending (Jan – Dec)

(5 pm – 3 am)

C – Night Club  
 D – Night Club  
 E – Night Club



City of Keiowna

MAY 10 2011

Real Estate & Building  
Services

Cinful Hotdogs

Mobile Vending

Site "A" Bernard ave/Water Street



Thank You for the opportunity to bid on the new vending location at the location "A" at Bernard/Water street/

Cinful Hotdogs is prepared to accept all the terms and conditions outlined in the bid package. I have included a certified cheque for \$1000.00 as well as 3 letters of reference, proof of insurance.

### INFO

Cinful Hotdogs was established in 2001. Since then Cinful Hotdogs has been the Kelowna's best late night bite, serving Kelowna's best hotdogs and smokies to thousands of patrons to Flashbacks Night Club every weekend for 10 years.

### BACKGROUND

Cinful Hotdogs Cart itself was the idea of the Cindy Heemeryck. She has a vision of not only serving great food at night but also during the day somewhere in our beautiful city. The cart was built to meet all the requirements to be totally self-contained including hand washing.

The cooking area is a modified char-broiler which steams the meat and products and holds at a high temperature of over 140 F.

## COMMUNITY INVOLVMENT

The operator Cindy Heemeryck is very actively involved with one of the political parties both locally and provincially.

Cindy Heemeryck also watches city council meetings on Castanet, and attending one meeting so far this year.

Cindy Heemeryck also loves all animals. Often, will take a part in the paws for a cause walk and any other SPCA functions.

Cindy Heemeryck also has volunteered time at the bunny sanctuary in East Kelowna. This was not an easy work cleaning out cages, but do enjoy playing with all 200 of them afterwards.

## SERVICE.

Cinful Hotdogs has outstanding customer service and make sure everybody enjoys their delicious hotdogs or smokie. Cinful Hotdogs has no complains at the BBB ever. If anyone is not satisfied a full refund would be available, but this rarely ever happens.

Cinful Hotdogs was voted Best Restaurant in 2003 for the hotdogs category, before it was deleted the following year.

## OTHER SUCESSSES.

Cinful Hotdogs has been a return sponsor to many well known local events these include:

- Kelowna Ski to Sea race (April) 2005- to current.
- Know Mountain Hill Climb (May) 2005- to current,
- Downtown Cherry Fair (July) 2004- to current,
- Smoke on the water (June) 2009- to current, --cancelled
- Rutland Scarecrow ( October) 2009 – to current,
- Mari Gray Street Festival 2002-2003-2004-2010.

Cinful hotdogs has also worked with several Charities for fund raisers these include:

- Raymer School playground 2008
- Willow Park Church Kickoff 2009
- Aids Walk 2010
- Kids Help Phone 2010

Although most events take place at the waterfront park the following took place at the City Park:

- Finish line Ski to Sea 2005- current
- Okanagan pride 2010
- Cancer Society movie night 2008
- Winter breakdown 2009

Cinful Hotdogs was very proud to be selected as a vendor at the 2010 Torch Run at City Park. This event was the huge success with close to 15000 who attended.

### THE SETUP

Cinful Hotdogs is extremely easy for the operator to setup in the designated location. Approximately 15 minutes to unhook the trailer unload the jeep, park and start cooking. Very similar time for the closing each day.

Cinful Hotdogs has the ability to pivot 360 degrees in the designated location and can easily be moved ( while it is still cooking) for any city vehicle, which may need the roadway.



## WASTE MANAGEMENT

Cinful Hotdogs only uses napkins and spoons. There are no plates or forks. Plastic knives and straws are available upon request.

Cinful; Hotdogs has it's own garbage can and would also collect empty pop cans and bottles.

Cinful Hotdogs will keep immediate area clean each day. All grey water will be emptied off site.

## THE PRODUCTS.

Start with the fresh baked white or whole wheat perfectly slices bun.

Next you choose your meat, non meat, hotdog- smokie- or veggie dog.

This is when the process gets hard: you have to choose from tempting toppings which are included in the price. They are: fresh fried onions, warmed sauerkraut , or home made chili, or freshly grade Cheddar cheese mix, or if you daring try everything. This isn't it – now you can choose including the basics, like ketchup, mustard and relish but also the extras, like BBQ sauce, two hot sauces, and pickled peppers, olives, and bacon bits. Also would have mayo and ranch upon request.

So, there you just made your own Cinful Hotdog or Cinful smokie, now wouldn't you like to enjoy that at downtown Kelowna this summer! See the attached petition for many others who would love to have a Cinful Hotdogs or Cinful Veggie dog this summer. (Not Included)

## THE MENU.

Cinful Hotdogs is pleased to present a very simple make it your own way choice.

Hot Food:

- Hotdogs \$5.00
- Smokies \$6.00
- \*Veggie dogs \$5.00

All toppings and condiments included in this price. Choice of white or whole wheat buns.

- Cold Drinks: \$2.00

All ice cold drinks, including \*bottled water, and all Pepsi product including diet Pepsi, orange Crush, Dr Pepper, 7up, orange juice.

Other Items:

- kid size plain hot dogs \$4.00
- chips (small size) \$0.75
- \*fruit cups \$1.50
- \*pudding cups \$1.00
- \*nutrigrain bars \$1.00
- \*oatmeal-to-go bars \$1.00

An \* was placed beside items considered to be healthy.

### THE BID

Cinful Hotdogs is offering to pay the city of Kelowna \$10.00 (Ten) dollars per day, which is in total \$1260.00 for the period between May 14 to September 15 2011. In addition Cinful Hotdogs would make a \$100.00 donation to savekelowna's bunnies.ca for ongoing care of the rabbits at the sanctuary.

Cinful Hotdogs also acknowledges events may be booked at City Park and will work with the event organizers to negotiate an agreement during these times at no cost to the City.

### RECOMENDATION.

Keri Robertson recommends Cinful Hotdogs for location "A" at Bernard/Water street/.

### IN CONCLUSION/

Cinful Hotdogs along with my suppliers are more than capable to fulfill the requirements of the length of the contract with option for renewal. The operator will be the excellent ambassador for the city with great knowledge of downtown and help tourists to enjoy their stay in Kelowna.

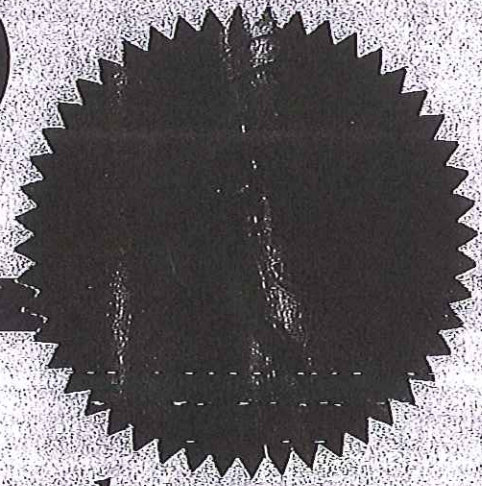
Cinful Hotdogs would like to thank You again for this opportunity or if not successful for this bid then please consider this package for any other vacancy you may have now or in the future.

### CONTACT INFORMATION

[CinfulHotdogs@telus.net](mailto:CinfulHotdogs@telus.net),

250-717-3357.

# BEST RESTAURANTS 2003



**Cinful Hotdogs  
(Flashbacks Vendor)**

voted finalist  
Central Okanagan

**BEST HOT DOG**

by the readers of  
**Okanagan Life**



Interior Health

Health Protection

# Permit To Operate

## Mobile Food Service Unit - Annual

**Facility Number:** 13-122-00221  
**Name of Facility:** Cinfu! Hotdogs  
**Address:** 1268 Ellis Street  
Kelowna, BC V1Y 1Z4  
**Operator:** Cindy Heemeryck  
**Conditions:**

April 1, 2010

Effective Date

July 21, 2010

Issue Date

Amanda Anderson  
Environmental Health Officer

*This permit is nontransferable and must be displayed in a  
conspicuous place*





City of  
**Kelowna**

1435 Water Street  
Kelowna BC V1Y 1J4  
250 469-8960

## BUSINESS LICENCE

THE FOLLOWING BUSINESS IS HEREBY LICENCED IN ACCORDANCE  
WITH BY-LAW NO. 7878 AND AMENDMENTS THERETO:

**Business Number: 57098**  
**Business Type: 3500**  
Units: 1.00

Location: McInnes Ave 1432  
Business: Cinful Hotdogs  
Owner: Heemeryck, Cindy  
Description: Mobile Food Vender (Flashbacks)

Cinful Hotdogs  
1432 McInnes Ave  
Kelowna BC  
V1Y 5V9

2011  
25

Licence Period: 2011-01-01 to 2011-12-31  
Licence Printed: 2011-01-25

A Licence is not a representation or warranty that the  
licenced business or the business premises comply with  
the bylaws of the City or with any regulations or standards.

Please notify the Licence Department of any:  
- Change of business, address or ownership  
- Discontinuation of business

  
Licence Inspector

May 09, 2011

To whom it may concern

This letter is to advise you that Cindy Heemeryck of Cinfu Hotdogs, a mobile vending unit has been operating at Flashbacks Nite Club for the past 10 years. She has been on time every Friday, Saturday and any other evening that Flashback's was open. I do not see any conflict with Cindy working during the day in downtown Kelowna. Very dependable, always keeps the area around the vending cart clean and rental payments are always on time.

Any questions please call.

Yours truly

Cole Haddad

Flashbacks Nite Club

250-861-3039

# Letter of Reference

<b>To:</b>	Whom it may concern	<b>From:</b>	Arnie Kouwnhoven G M
<b>Via:</b>		<b>Date:</b>	May 9, 2011
<b>Phone:</b>		<b>Pages:</b>	1
<b>Re:</b>	Deliveries to Cinfu Hots	<b>CC:</b>	

## For Review

Natures Oven Bakery has been the bun supplier of choice for Cinfu Hotdogs for 8 years. We will continue to deliver fresh whole wheat buns as well as delicious white buns to CindyHeemeryck on a daily basis. We look forward to working with Cindy in the future.

Arnie





# Illichmann's Meats, Sausages & Gourmet Foods Ltd.

~ Since 1931 ~

1937 Gordon Drive, Kelowna, B.C., Canada V1Y 3H8  
Telephone (250) 860-6604 Fax (250) 860-4544



City of Kelowna  
1435 Water St.  
Kelowna, B.C.

QUALITY MEATS  
VEAL, PORK, BEEF  
FRESH DAILY

EUROPEAN STYLE  
SAUSAGES  
MADE ON THE  
PREMISES

HOME STYLE  
CURING & SMOKING

ASSORTED PARTY  
TRAYS

COMPLETE  
CATERING SERVICE  
HOT & COLD

LARGE SELECTION  
OF  
DOMESTIC &  
IMPORTED  
CHEESES &  
GOURMET FOODS

CUSTOM CUTTING  
& PACKAGING OF  
MEAT & GAME

WE CARRY A  
COMPLETE  
SELECTION OF  
GEHRINGER WINES

RETAIL &  
WHOLESALE

April 3, 2011

To Whom It May Concern:  
Re: Park Site Bid

I am writing this letter in response to a request by Cindy Heereryck of Cinful Hotdogs. This letter is in support of her bid for the proposed vending site at Kelowna City Park. Ms. Heemeryck has been a wholesale customer of Illichmann's for the past 10 years. We supply her with a locally made, artisan smokie for her hot dog cart. We are a local family owned business and have been operating in Kelowna for 44 years. If you need any further information, please feel free to contact us at 250 860 6604.

Sincerely yours,

Judith Illichmann

May 09, 2011

Re: Cindy Heemeryck

To whom it may concern:

Please be advised that we have been working with Cindy for over a year now and our dealings have been excellent. She is honest, diligent and dependable. Cindy is a pleasure to work with and we would recommend her highly.

Yours truly,  
*PIZZAWAY PIZZA LTD.*

Dan Darragh  
Owner



**Schedule B-1  
CERTIFICATE OF INSURANCE**

**This Certificate is issued to:**

The City of Kelowna  
1435 Water Street  
Kelowna, BC V1Y 1J4

**Insured**

Name: CINDY HEEMERYCK aka CINFUL HOTDOGS  
Address: 1432 MCINNES AVE, KELOWNA, BC V1Y 5V9

**Broker**

Name: CAPRI INSURANCE SERVICES  
Address: 1500 HARDY PLACE, KELOWNA, BC V1Y 8H2

**Location and nature of operation or contract to which this Certificate applies:**

Hot Dog Stand at City Park.

Type of Insurance	Company & Policy Number	Policy Dates		Limits of Liability/Amounts
		Effective	Expiry	
<b>Section 1</b> Comprehensive General Liability including: <ul style="list-style-type: none"> <li>• Products/Completed Operations;</li> <li>• Blanket Contractual;</li> <li>• Contractor's Protective;</li> <li>• Personal Injury;</li> <li>• Contingent Employer's Liability;</li> <li>• Broad Form Property Damage;</li> <li>• Non-Owned Automobile;</li> <li>• Cross Liability Clause.</li> </ul>	<u>INTACT</u> <u>EXL018396</u>	<u>Dec 15</u> <u>2010</u>	<u>Dec 15</u> <u>2011</u>	Bodily Injury and Property Damage \$ <u>2,000,000</u> Inclusive \$ <u>5,000,000</u> Aggregate \$ <u>1,000</u> Deductible
<b>Section 2</b> Automobile Liability				Bodily Injury and Property Damage \$ <u>2,000,000</u> Inclusive

It is understood and agreed that the policy/policies noted above shall contain amendments to reflect the following:

1. Any Deductible or Reimbursement Clause contained in the policy shall not apply to the City of Kelowna and shall be the sole responsibility of the Insured named above.
2. The City of Kelowna is named as an Additional Insured.
3. 30 days prior written notice of material change and/or cancellation will be given to the City of Kelowna.

Robyn Wack  
Print Name  
Rulack  
Signature of Authorized Signatory

Broker  
Title

CAPRI INSURANCE  
Company (Insurer or Broker)  
April 6/11  
Date



photo's taken April 10 2011  
Kelowna Ski & Sea race



# Wafelicious

## crafted street-food

Mobile Food Vending Concession Bid - City of Kelowna  
Site: Bernard Avenue / Pandosy Street  
May 10, 2011

Roy Grossman [Owner/Operator]  
Service Stars F&B Services  
Kelowna, British Columbia  
250-868-9659  
[service.stars@yahoo.ca](mailto:service.stars@yahoo.ca)

"Service Excellence"  
...Great for Kelowna



# Wafelicious Crafted Street-Food

service.stars@yahoo.ca

**the Liege Wafel** ... this ones great on it's own... or add a dinges\* 3.5  
**the Brussels Wafel** ... a delicious canvas for your dinges\* vision 3.5  
**Wafel Bites** ... four small tastes of classic Liege dusted with cinnamon 4  
**Bacon Wafel** ... crunchy smoked bacon baked in a Brussels Wafel 5  
 drizzled with Maple Syrup

**Wafel 101** **Wafel** [vaa-fu]... \*Dinges [ding-gus] ...excellent toppings  
 ...difficulty making up one's mind. **the Brussels**   
 ...light, crisp, airy inside **the Liege**  
 & yes... square like   
 ...sweet, rich, dense, chewy & a weird shape  
 "Scratch" ...simple ingredients crafted in the Okanagan

**add Premium Dinges...**  
**Farm Gate Fruit Compote** ...just dam "Jammy" goodness 1.75  
**OK Apple Pie** ..."just the filling" 1.75 ...with Vanilla "al a mode" 3  
**Caramel & Banana Split** ...banana's drizzled with dulce de leche 2.25  
**Strawberries & Cream** ...a classic food match 2.25  
**Market Inspired** ...fresh seasonal fruit 1.75  
 sourced from the Market... check out the Fresh Sheet...

**add Classic Drizzles...** your choice \$1 each ...  
 Belgian Chocolate Nutella  
 Speculoos Dulche de Leche  
 Pure Maple Syrup Fresh Vanilla Whipped Cream

**Cold Beverages** ...  
 Soft Drinks... Pepsi, 7Up, Mountain Dew or Mug Root Beer 2  
 Lipton Iced Tea... Lemon or Green Tea Citrus 2  
 Dole Juice... Apple, Orange or Strawberry Kfwi 2  
 Aquafina Water... Small 1.5 Large 2.5

**Cool Stuff** ...  
 Yogurt & Fruit Parfait 2.5  
 Vanilla Waffle Cone 3  
 Liege Ice Cream Sandwich 4.75

**Hot Beverages** ...  
 Coffee... Organic Medium Roast 12oz 2 20oz 2.5  
 Tea... Earl Grey, Chamomile, Green Tea 1.75  
 Hot Drinking Chocolate... 2  
 topped with freshly whipped cream

\*prices do not include HST

## Our Menu Commitment

\*Our Wafel Batter, Dough & Fruit Toppings are created from "Simple Great Ingredients" by Wafelicious here in Kelowna.  
 \*We are committed to sourcing our ingredients locally if at all possible.  
 \*We will be constantly challenging our Menu using our fresh sheet program. More Savory Wafels?  
 \*Committed to a Healthy, Fun, Unique Food & Beverage Experience

# Bernard Avenue / Pandosy Street Mobile Food Vending Concession Bid

Submitted By:

Business Name: Service Stars F&B Services  
Business Number: 83312 2518  
Operation: **Wafelicious ...crafted street-food**  
Registered Partners: Roy Grossman / Dave Polowy  
Contact: 250-868-9659  
[service.stars@yahoo.ca](mailto:service.stars@yahoo.ca)

Date: May 10, 2011

Attention: **Ron Forbes**  
**City of Kelowna**  
**Real Estate and Building Services**

CC: Aleisha Earle  
Tammy Abrahamson

Mr. Forbes,

Thank you for accepting our bid. We are prepared to accept all the terms and conditions outlined in the bid package named "City of Kelowna Bernard/Pandosy Mobile Food Vending Concession". We have attached a certified cheque for \$1,000 as well as a sample menu to this proposal.

I look forward to hearing from you soon,

  
\_\_\_\_\_  
Roy Grossman

05/10/2011  
(COPY)

## **An Introduction to Wafelicious:**

We are excited by the opportunity to bring Wafelicious to the City of Kelowna. We have the business profile to match the energy and dynamic of the wide range of Residents and Visitors of this great City. The Wafel is a way of life in many European cities and towns as Wafel carts are on every corner as you wander the streets and parks in Belgium. Wafelicious brings this European taste experience, with its homemade Brussels and Liege style wafels to the City of Kelowna. The aroma is heavenly and the taste irresistible.

## **Our Menu:**

Let's start with our menu, the cornerstone of every great food & beverage operation. Wafels is what we do. Simple ingredients crafted together to create a fresh take on a food that can be enjoyed at all times of the day. The light, crisp Brussels Wafel is a canvas for a wide array of toppings. The Leige Wafel on the other hand is rich, dense; a great snack on its own or dipped in chocolate.

Our menu is based on the philosophy of using simple ingredients to create interesting, healthier, great tasting food. Our product is fresh and inspired by the bounty of the Okanagan.

## **The Environment:**

We are very conscience of keeping the Planet clean and more specifically the City and our surroundings. All our packaging is Green, made from recycled material or natural plant fibers. We will encourage our Guests to respect their surroundings and dispose appropriately.

## **Our People:**

Let me introduce Wafelicious and the people behind it. Roy Grossman the Primary Partner has been in the F&B Industry for the past 25 years. Inspired by employers such as the *Pan Pacific Vancouver Hotel, Delta Hotels and Milestones Restaurants*, Wafelicious will operate with a clear "*service first*" mandate. Understanding how to deliver the experience people expect will guide our start-up operation to instant success. Our second Partner is Dave Polowy, currently a guiding financial force with *Hilton Hotels*, who will keep Wafelicious on track to achieve all our year one goals. Our focus as a team is to establish a concept the people will enjoy and perceive as great value.



### **The Community:**

We look forward to hiring someone who needs to work. Creating employment one job at a time. This is part of what we have to give back to the Community.

*Food Bank Day...* We propose as a Team to give back to the Community at the end of the season. We will donate proceeds to the Kelowna Food Bank from our last day of the business season.

### **Physical Operation:**

Now to the nuts and bolts of the operation. Wafelicious is operated from a fully enclosed Concession Trailer. Manufactured by Apollo Concession Carts here in British Columbia. It has been assembled with Interior Health & HACCP Standards in mind. It is fully equipped to drive the start up menu and has opportunity to expand offerings potentially in the future. All equipment is supported powered by propane and generator power. The Trailer's "footprint" is 14 feet long and 8 feet deep.

### **Financial:**

As a business operation Wafelicious has a strong financial foundation. The trailer and all equipment are fully paid. There is no debt in the Company and resources are available for expansion or future needs.

### **Insurance, Permits, Licensing & Certification:**

- Currently fully insured; will increase liabilities to \$5,000,000 per occurrence when bid is accepted.
- Operator has Food Safe Level 1
- Completely WorkSafe BC compliant / covered.
- Interior Health Permit is in place.
- City of Kelowna Business License in place.

### **\*Our Offer to the City:**

Wafelicious will rent space at Bernard Avenue and Pandosy Street for... \$1,400 per month starting May 15<sup>th</sup>, 2011 with the option to run operation past September 15<sup>th</sup>, 2011 weather permitting.

Note for future: \*We offer the perfect menu for Winter Skating.

**Our Suppliers:**

**Speedpro Signs – Kelowna, BC**

Brian Bonsma – Owner

[brian@speedprosignskelowna.com](mailto:brian@speedprosignskelowna.com)

Phone: 250-861-1897

**Canadian Restaurant Supply Ltd. – Kelowna, BC**

Howard Sisson – Inside Sales Consultant

[howard@crs-online.ca](mailto:howard@crs-online.ca)

Phone: 250-979-1442

**Butler’s Distributing – Kelowna, BC**

Neil Butler – Owner

[neil@butlersdistributing.ca](mailto:neil@butlersdistributing.ca)

Phone: 778-478-0233

**BSI Biodegradable Solutions – Vancouver, BC**

Chester Lam – Sales

[office@biodegradablesolution.com](mailto:office@biodegradablesolution.com)

Phone: 604-630-5115

**Apollo Concession Carts – Surrey, BC**

Norm Kerfoot - Sales

[norm@apollocarts.com](mailto:norm@apollocarts.com)

Phone: 778-565-1801

**Reference:**

**Kelly Watt** - General Manager – Sandman Hotel & Suites Kelowna

250-980-3150

[kwatt@sandman.ca](mailto:kwatt@sandman.ca)

**Documentation Summary:**

**Work Safe BC:** Account Number 866228-AA

**Food Safe Level 1:** Completed Roy Grossman (Copy Attached)

**Interior Health:** Food Service Permit Approved May 9, 2011

**City of Kelowna:** Business Number 71096.

**Insurance Contact:** The Wawanesa Mutual Insurance Company  
Contact: Any Cruz - Commercial Lines Underwriter  
[acruz@wawanesa.com](mailto:acruz@wawanesa.com)  
Tel: 604-739-5440

### **Trailer Specifications:**



#### **Dimensions / Construction:**

- Size 12 ft x 6 ft x 6 ft 8" inside height
- One service window on gas springs - approx 6 ft long
- One sliding window opposite service window
- One man door near the front of the trailer
- One roof vent
- Commercial grade vinyl flooring
- Walls and ceiling skinned with powder coated white alum
- Quilted 304 # 4 stainless steel in cooking area

#### **Electrical:**

- 2 - 4 ft fluorescent lights with switch
- 100 amp power panel with power cord – CSA Approved
- Power panel equipped with 5 15 amp breakers to supply lights - fan and outlets where required – CSA Approved
- All wiring is accessible

#### **Water:**

- Double was sink with hot and cold mixing faucet
- Hand wash sink with hot and cold mixing faucet and soap dispenser
- Shurflo on demand water pump
- 6 gallon suburban water heater - propane
- 26 gallon fresh water tank
- 33 gallon waste water tank with dump valve and drain hose
- Sink cabinet is a steel tubing frame – powder coated for protection with back splash
- Cabinet door is 20 ga 304 # 4 stainless steel - All water components are sealed inside the sink cabinet
- All sinks - taps - water lines and fittings are NSF approved and water tanks are CSA approved for potable water

## **Trailer Specs - Continued**

### **Propane:**

Double propane bottle rack on front of trailer complete with 2 - 40 lb propane bottles

Regulator and main line shut off at the bottles

1/2" black iron piping with ball valve shut offs at all appliances

Province of British Columbia safety certification on propane

### **Equipment:**

5 ft stainless steel exhaust hood complete with 3 grease filters and exhaust fan

Stainless counters to suit equipment at front of trailer

24" flat griddle, Side burner

Standard refrigerator / freezer

This is to certify that

ROY GROSSMAN

has successfully completed the

BASIC

SANITATION PROGRAM  
FOR FOOD HANDLERS

**BCRFA**  
BRITISH COLUMBIA RESTAURANT  
& FOODSERVICES ASSOCIATION



*S. Russell*

Interior H.A. - Okanagan South

BC Centre for Disease Control

February 7th, 2011



# STATEMENT *of* COMPLETION

This is to certify that

ROY H GROSSMAN

has successfully completed the

----- Basic -----

FOODSAFE TRAINING PROGRAM FOR FOOD HANDLERS

*S. Russell*

for the FOODSAFE authority of the  
Interior Health - Okanagan South

This 7th day of February, 2011



**BCRFA**  
BRITISH COLUMBIA RESTAURANT  
& FOODSERVICES ASSOCIATION



BC Centre for Disease Control  
A DIVISION OF THE PROVINCE OF BRITISH COLUMBIA HEALTH SERVICES AUTHORITY



A. Bid proposal for Site D, 238 Leon Ave., Kelowna, B.C.

Sapphire Night Club. Year round night vendor.

From: Dennis Rojem of Rojem's Mobile Vending,

6487 Goudie Rd., Kelowna, B.C.

V1P-1H7

250-212-1153

C. Menu.

Loaded Smokie.

Includes ketchup,mustard,relish,fried onions,grated cheddar cheese,soy bits and hot sauce. \$6.00

Loaded Hot Dog.

Includes ketchup,mustard,relish,fried onions,grated cheddar cheese,soy bits and hot sauce. \$4.00

Loaded Perogies.

Includes fried onions,grated cheddar cheese,sour cream and soy bits. \$5.00

Criteria:

Relevant experience, qualifications and successes.

-23 years mobile vending at Kelowna night clubs.

-4 years Gyro Beach Apple Concession.

-4 years Rotary Beach Mobile vendor.

-7 years Kelowna Farmers Market (Kettle Korn).

-4 years Kelowna Farmers Market (concession).



Community Involvement.

-Black Mountain Elementary School fun nights for the school PAC.

Kettle Korn, donation to school PAC.

-Kettle Valley Fall Fair.

donation to Fair.

-Gay Pride/ Aids Walk.

Concession, donation to society.

-Junior World Soccer Tournament.

Concession, donation to Soccer League.

-Mardi Gras.

Kettle Korn.

-Boyds Fathers Day Car Show.

Concession and Kettle Korn, donation to various charities.

-Costco Car Show.

Concession, donation to Children's Hospital.

Healthy food choices:

- all beef hot dog.
- whole wheat buns.
- onions.
- grated cheddar cheese.
- low fat sour cream.
- soy bits.
- ketchup and mustard.
- water.
- perogies - vegetarian option. (boiled).

Over all proposal.

I have twenty-three years experience operating mobile concessions. My concession is always clean with all surfaces stainless steel and is totally self contained. My supplies are always fresh with weekly stock purchasing. My meat is supplied by Bonanza Meats direct from their kitchen. The smokies are made with a natural casing allowing good natural smoking custom ordered at 165 grams. My hot dogs are a BBQ wiener and are of a larger size than a regular wiener. I have carried perogies for over ten years and they have been a huge success and my customers rave about them. They are a healthy alternative to smokies and hot dogs and address vegetarian product offering.

I operate a full service concession and do not allow public contact with the condiments. This allows for a fast, efficient and safe delivery of product with no risk of cross contamination from the condiments. I also carry pump hand sanitizer for public use. I am the only vendor I have seen operating this way and find my operation very well received and appreciated by the public with many compliments from them on my safe and clean food handling. My site is swept nightly and I also carry extra water that is used to wash down my stall.

Financial capability -and stability.

-I have held a City of Kelowna business licence for twenty-three years.

-maintained my stall fees for past ten plus years.

-own all of my equipment.

-home based commoncary for the past thirteen years at the same location.

-for twenty-three years I have held a health permit and business insurance City named five million liability.

-full insurance on all aspects of business.

-pay cash for supplies supporting: Costco,Great Canadian Superstore,Bonanza Meats,local bakeries and restaurant supplies.

Revenue proposal to City of Kelowna.

- Year one - \$200.00 per month (\$2,400.00 per year).
- Year two - \$250.00 per month (\$3,000.00 per year).
- Year three - \$275.00 per month (\$3,300.00 per year).
- Year four - \$300.00 per month (\$3,600.00 per year).
- Year five - \$300.00 per month (\$3,600.00 per year).

Five year total value \$15,900.00

SITE 'E'

City of Columbia

Hot or Not Vending - Proposal

MAY 10 2011

Real Estate & Building  
Services

## Hot or Not Vending

Keri Robertson

250-864-5596

Proposal for Vending Locations

SPOT E

1<sup>ST</sup> CHOICE

April 27th, 2011

# Table of Contents

1.0 Overview

2.0 Objectives

3.0 Personal Profile

4.0 Company History

5.0 Equipment

6.0 Menu

Supporting documents:

Appendix B: Cart Photos

## 1.0 Overview

I have been born and raised in Kelowna and I've owned and operated Hot or Not Vending for the past five years, and have built up a solid reputation with Kelowna's Community.

I have three completely self-contained mobile vending carts that run on propane and batteries that will provide a variety of healthy hot or not food choices.

I am prepared to accept all the terms and conditions outlined in the City of Kelowna Mobile Food Vending Concession Bid Package. I have attached a certified check for one thousand dollars per spot as well as my sample menu attached at the end of this proposal.

## 2.0 Objectives

I would like to obtain three of the evening spots in Kelowna. Please accept this proposal for the two on Leon and one on Lawrence Avenue.

I am willing to pay \$275 for spot C, and \$275 for spot E.  
For spot D, I am willing to pay \$200.

I have expanded my business to work three spots; working two would be fine, preferably spot C and E.

## 3.0 Personal Profile

I am part of the CF Foundation as a Volunteer; I have participated in many community events such as fat cat festival, Mardi Gras, Canada Day, Boyd's Father's Day Car Show, and have been a part of team Canada for eight years and also volunteered as an Ambassador for Kelowna.

I have had two successful spots on Bernard Avenue for the past five years which have allowed me to continually expand my business. I live only a couple short blocks from each location at 640 Cawston Ave.

I will be donating \$ 700 and challenging others to match or beat me to find a cure for Cystic Fibrosis. I will also be working with Boyd's Auto body charity event this year.

I am also a firm believer in working personally with Designated Dads which is an organization that prevents people from driving while under the influence.

I have been donating roughly seven hundred dollars per year to the CF Foundation as well as many other various local charities, I have been giving out free food to the needy in exchange for helping keep the sidewalk and area clean around the carts.

Prior to running Hot or Not Vending, I have worked for the OK Coral for two and a half years, Cheetah's for six months, the Superstore for four years as their hotdog vender (Hot or Not Vending). Not only do I come completely organized with the vending carts which are totally equipped and insured to operate at these locations, but I also have the experience to create a nice atmosphere, and work in a fast paced environment.



#### 4.0 Company History

I have been in business in Kelowna for over five years and have built a solid reputation with Kelowna's business community and also have made many new friends along the way and have gained a lot of experience and knowledge to be able to succeed.

I have a fully trained food safe staff that will accommodate my needs.

- Staff Payroll
- WCB
- Developed Training Manuals

I hold the following Certificates:

- Food Safe
- Health Approval for each cart
- Food Insurance
- Insurance for each cart
- Serving it Right
- Hosting it Right
- CPR
- Citizenship Award
- Most Enthusiastic Player Award (BC Summer Games)
- Business Education
- Accounting

#### 5.0 Equipment

- Three Enclosed Carts
- One Outside Cart
- 1986 Minivan
- Professional Ice Machine
- Storage Shed
- Professional Cleaners
- Pressure Washer
- Trailer
- 2 Fridges
- 2 Deep Freezers
- 10 Coolers
- 15 Storage Bins
- Office and Supply Room
- Generous Parking / Loading Areas

6.0 Menu

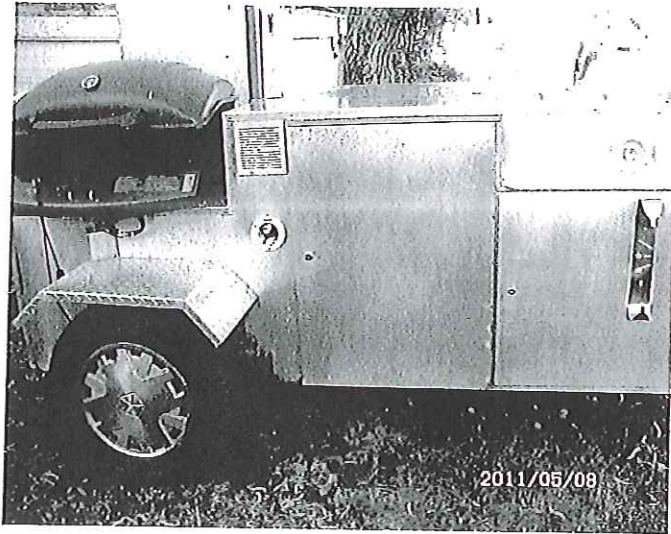
I purchase my meats from Bonanza Meats. They are a local company and have been in business for the past thirty-three years and contain no bi-products, no MSG and no GMO.

- All food is Choose Most.

• Hot Dogs all beef.	\$ 4.00
• Smokies	\$ 5.50
- 9 Grain Buns	\$ 5.50
• Perogies	
- Fried Onions	
- Sauerkraut	
- Grated Cheese	
- Sour Cream / Plain Yogurt	
- Sauces	
• Wraps	\$ 5.50
- Lettuce	
- Cheese	
- Onions	
- Black Forest Ham	
• Fruit Nut Bars	\$ 2.00
• H2O	\$ 1.50
• Pop	\$ 1.50

Bonanza Meats  
Cosco Whole Sale  
Safeway Bakery  
Super store.

PRICES Negotiable



- DETAILED INFO ON REQUEST
- DETAILED PICTURES ON REQUEST

SITE C

Hot or Not Vending - Proposal

City of Kelowna

MAY 10 2011

Real Estate & Building  
Services

## Hot or Not Vending

Keri Robertson

250-864-5596

### Proposal for Vending Locations

SPOT C  
2<sup>ND</sup> CHOICE

April 27th, 2011

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- Bonanza Meats
- Costco Whole Sale
- Safeway Bakery
- Superstore

PRICES NEGOTIABLE!





- MORE PICTURES ON REQUEST
- DETAILED INFO ON REQUEST