

REPORT TO COUNCIL



Date: April 19, 2012
File: 2380-20
To: City Manager
From: Manager, Property Management
Subject: Concession and Vendor Bid Awards

Report Prepared by: T. Abrahamson, Property Officer

Recommendation:

THAT Council approve the City entering into a three (3) year contract, with The Rolling Stove, to provide mobile concession services at Stuart Park (Site A) on Water Street, in the form attached to the Report of the Manager, Property Management, dated April 19, 2012;

AND THAT Council approve the City entering into a three (3) year Contract, with The Mexi-Cana Restaurant Ltd., to provide concession services at the concession in Waterfront Park (Site B) and The Apple in Gyro Park (Site C), in the form attached to the Report of the Manager, Property Management, dated April 19, 2012;

AND FURTHER THAT the Mayor and City Clerk be authorized to execute all documents associated with the contracts.

Purpose: To obtain Council endorsement to award concession and mobile vending contracts to operate food concessions at Stuart Park, Waterfront Park and Gyro Beach.

Background:

The Property Management branch of Real Estate & Building Services department issued Requests for Proposals for three (3) concession and vending operations as shown on the attached map (Schedule A) and located at:

- Site A - Stuart Park (seasonal May-Sept)
- Site B - Waterfront Park (seasonal May-Sept)
- Site C - Gyro Beach (seasonal May-Sept)

In March 2012, staff offered bid packages for the three locations on the City's website as well as advertising in the local newspaper. Informational meetings and site visits were held for all three opportunities with closing dates for the sealed bids of 3:00pm, April 11, 2012. Bids were then

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evaluated independently by a staff selection committee which led to the recommendations above.

Bids were evaluated on the following criteria: (1) relevant experience, qualifications and successes (2) proposed food items and proposed prices (3) overall proposal for operating a high quality, service oriented venture and (4) total value to the City.

Summary of Concession Opportunities recommended to be awarded:

The Rolling Stove - Stuart Park: will be offering food services on a seasonal basis, serving a variety of sandwiches, fresh local organic fruits and smoothies, gourmet fries, salads, as well as water and sodas. This operator supports many local events and fundraisers, and will make charitable donations to the Diabetes Foundation and the Alzheimer's Association at the end of each season.

The Mexi-Cana Restaurant Ltd. - Tugboat Bay & Gyro Beach: will be offering food services on a seasonal basis, serving smokies, regular and veggie hotdogs & burgers, a selection of wraps and sandwiches together with water, juices, sodas and a variety of snacks. This operator supports the Inn from the Cold program, the Kelowna Food Bank and the City of Kelowna Parks Alive program.

Financial/Budgetary Considerations:

The Rolling Stove:

Minimum \$6,000/year for 2012 - 2014

(min. \$1,500/mo. to max. \$3,500/mo. at 10% of sales)

Stuart Park is a new summer concession location, which provides \$6,000 in new revenue.

The Mexi-Cana Restaurant Ltd.:

\$12,100/year for 2012 - 2014

\$12,100/ year for 2012 - 2014

Net increase of \$5,200 over 2011 revenue.

Considerations not applicable to this report:

Internal Circulation:

Legal/Statutory Authority:

Legal/Statutory Procedural Requirements:

Existing Policy:

Personnel Implications:

External Agency/Public Comments:

Communications 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

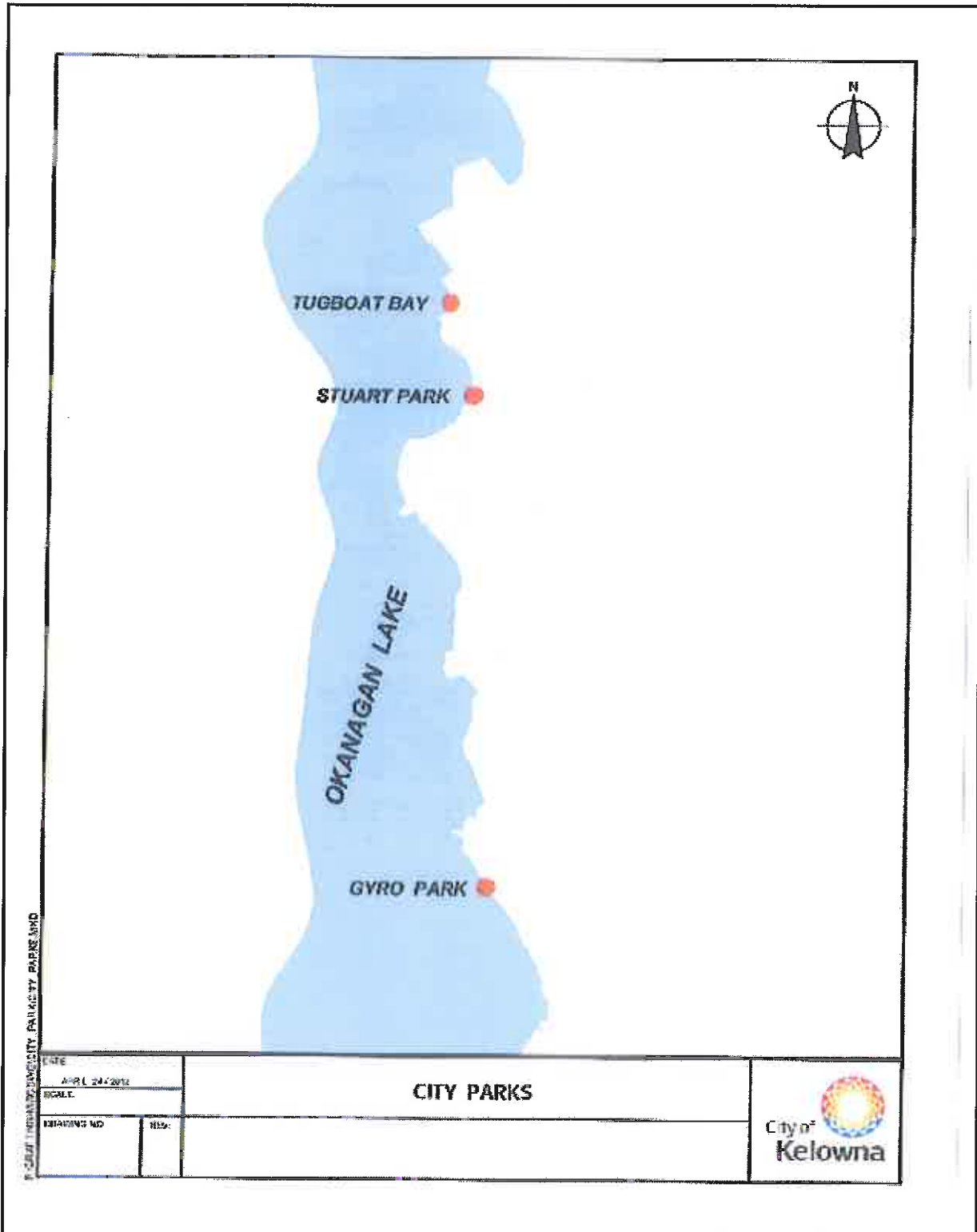
Approved for inclusion:



D. Edstrom, Acting Director, Real Estate & Building Services

cc: Director, Financial Services

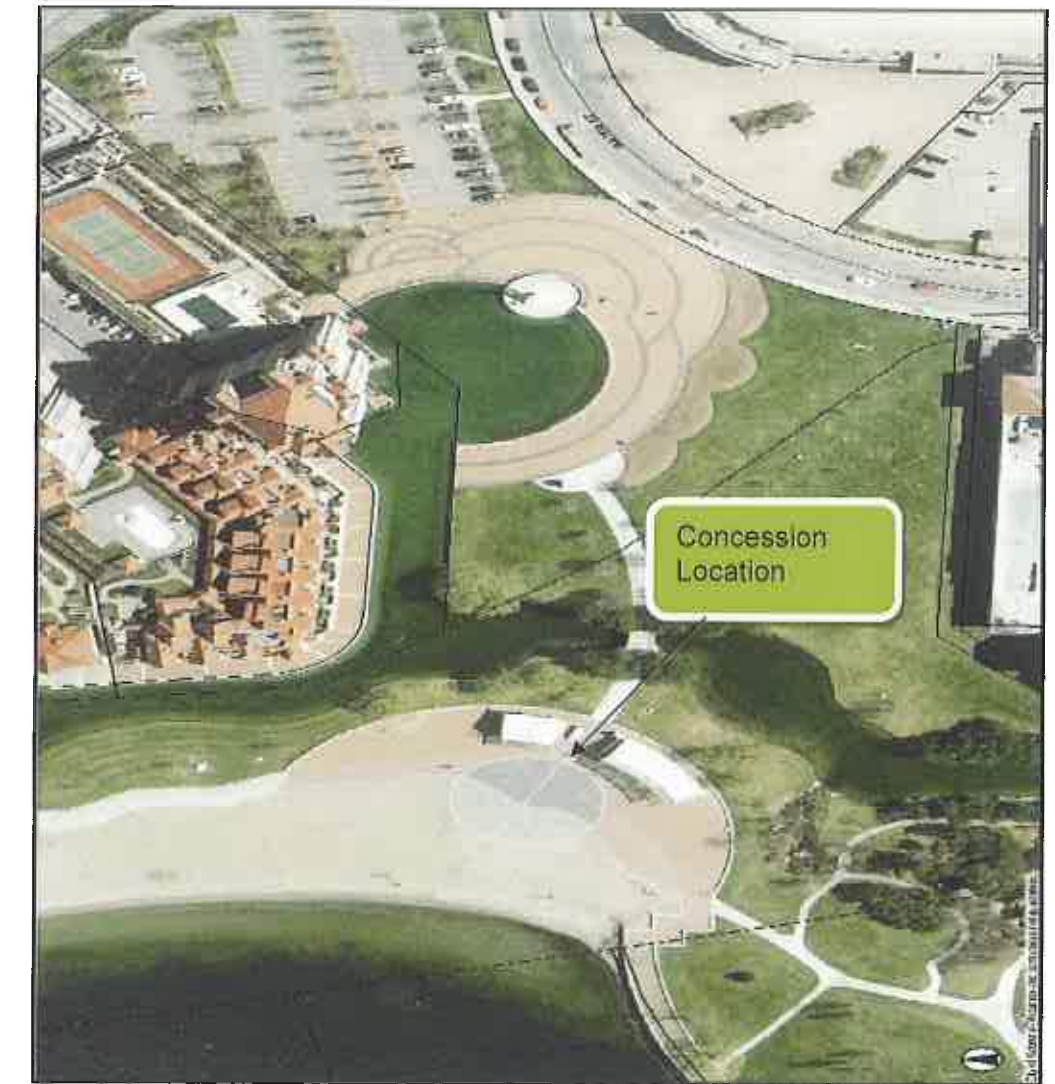
SCHEDULE 'A'



Site A - Stuart Park



SITE B - Waterfront Park (Tugboat Bay)



Site C - Gyro Beach



PROPOSAL TO THE CITY OF KELOWNA
TO
LEASE AND OPERATE THE FOOD CONCESSION
AT
TUGBOAT BAY BEACH (Waterfront Park)

FROM
THE MEXI-CANA RESTAURANT LTD.
107-1665 UFTON CT.
KELOWNA, BC V1Y 8G7
PHONE: (250) 878-2073
FAX: 1-866-366-7751
EMAIL: JACINTADON@SHAW.CA

CONTACT PERSON: DON ROGERS



THE MEXI-CANA RESTAURANT LTD.

Hello and thank you for allowing us the opportunity to bid on the beach concession operations.

INTRODUCTION AND RELEVANT EXPERIENCE

The Mexi-Cana Restaurant Ltd. is a Kelowna company comprised of two partners, Don Rogers and Jacinta O'Brien. We have leased and operated the City of Kelowna food and beverage concessions at Gyro Beach and Waterfront Park for the past eight seasons.

Our management experience in the restaurant industry ranges from fast food to fine dining. We are well versed and have been very successful at putting together and maintaining staff that work well together and take pride in their personable approach to customer service. Our management style is hands on with an emphasis on training, consistency in quality and followed control systems. Our local experience has included management responsibilities at the following locations; Dos Amigos Mexican Restaurant, The Kokopeli Urban Grill, The Water Street Grill, Mrs. Vannellis Italian Restaurant and The Grand Hotel.

We have an excellent relationship with the Interior Health Department and all staff is required to have food safe certificates prior to commencing work with us. In addition, the management team each have certificates from the BC government as licencees for the serving it right program. We have always respected our contracts and the guidelines outlined in them. We take pride in how we operate and have had no problems with parks staff or event organizers in the eight years we have run the concessions.

We have all necessary equipment and a fully trained customer service oriented staff. Some of our staff has been with us since 2004 and look forward to coming back if we are successful in our bids.

We have all the criteria asked for by the city such as Insurance, WorkSafe BC # 713621, permits and licences which just have to be renewed if we are awarded the contract.

The healthy food guidelines have changed and are more defined than in our last contract and we have adjusted our menu accordingly. We are committed to meet or exceed the healthy food choices on a daily basis.

Don Rogers

Jacinta O'Brien

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SUMMARY OF KEY FEATURES

The Mexi-Cana Restaurant Ltd. Is proposing to rent the food concessions at Tugboat Bay (Waterfront Park) . We are offering **Three Thousand and Twenty Five Dollars (\$ 3,025)** per month for a total of **Twelve Thousand and One Hundred Dollars (\$ 12,100)** each season (2012,2013 and 2014) plus applicable taxes and utilities.

We have the experience, equipment, staff and financial capability to operate the concessions and represent the City of Kelowna in a professional manner.

We are committed to implementing the new guidelines for Healthy Food Choices.

We have been involved with community charities and organizations with both financial and service donations.

During peak season the hours of operation will be 10am to 8pm daily, weather permitting.

Staff and public safety is a priority and we have security policies in place.

FINANCIAL PROPOSAL FOR TUGBOAT CONCESSION

We are offering a total of **Twelve Thousand and One Hundred Dollars (\$12,100)** rent for each season (2012,2013 and 2014) . The rent would be payable in four monthly installments of **Three Thousand and Twenty Five (\$ 3,025)** payable on or before the fifteenth day of June, July, August and September of each season.

We would offer the same payment should the city decide to extend our contract for the 2015 and 2016 seasons.

The proposed payments are exclusive of any applicable taxes.

A certified cheque of One Thousand Dollars has been included with this proposal as a performance deposit.

We have also put in a bid for the Gyro Beach location for the same value to the city. We know that each bid is judged and awarded separately. If we are successful in both bids the total value to the city would be \$24,200 which is \$6,200 more per season than the previous contract of \$18,000.

COMMUNITY INVOLVEMENT

The Mexi-Cana Restaurant Ltd. has contributed financially to the following organizations and charities. Power 104 Kid's Care, Kelowna Community Food Bank and the City of Kelowna Parks Alive Program. In addition to financial contributions Don and Jacinta have been involved as volunteers in the winter months at Inn From The Cold Kelowna. Prior to the opening of the permanent location of the shelter in 2008 we were involved in the renovations and fireproofing of the building as volunteer laborers. We have been involved since that time as food service volunteers and also as evening reception intake workers every winter season. At the concessions we have contributed our services and time to any organization that has requested them. We have made ourselves available to supply hot food at cost on many occasions for school field trips. We have provided cooking services for volunteers and participants of the Disabled Sports Awareness Program.

FINANCIAL CAPABILITY AND STABILITY

Having leased the concessions at Gyro Beach and Waterfront Park for the past eight seasons we believe that we have demonstrated that we are a stable and professional company with the financial capabilities to run a quality operation.

We take pride in the fact that we have never been late in the payment of any of our invoices with any of our suppliers and we enjoy a good business relationship with the CIBC bank.

The following is a list of our suppliers and professional advisors. Please feel free to contact any of them if there are questions regarding our history and capabilities.

The Pepsi Bottling Group
1-800 551-7743

Sales Rep: Bill Keller (250) 860-4057 ex. 18

Key Food Equipment
(250) 860-5057

Specialty Bakery Ltd.
(250) 765-5822

Care Ice Cream Distribution
(250) 372-8877

Neptune Food Service
1-800-663-1695

CIBC on Bernard
(250) 763-6611

Harlan Fairbanks
(604) 525-0400

Centurion Fire Protection
(250) 707-3534

Banka & Co. (Accountant)
(250) 763-4528

Doak Shirreff (Legal)
(250) 763-091

SECURITY AND OPERATIONS

Cell phones are always available in both Gyro and Waterfront locations for quick 911 access and reporting excessive drinking and associated problems. A phone list is provided for staff including phone numbers for by-law enforcement, non emergency policing, washroom complaints and other relevant contacts.

We have an excellent relationship with the RCMP and Kelowna By-Law officers and through their efforts over the past couple of years the beaches have become a lot more family friendly and more enjoyable for everyone.

We have stocked first-aid kits at both locations and we are always eager and available to assist with band -aids and other items associated with common minor accidents on the beach.

Tables and chairs are provided by us in front of the concession except during special events.

Part of our morning set-up includes removing potential hazards such as glass and sharp bottle caps left on the walkway. During our opening hours we respond immediately to any concerns reported to us and we take appropriate measures to alleviate potential problems.

There is always an adult (manager) present during opening hours at the concession. We employ some high school students but they are never left alone for safety reasons and for the fact that we always want to know that our customers are being looked after in a professional manner.

The hours of operation during peak season will be: 10am to 8pm daily and weather permitting.

WHY CHOSE US?

As operators of the beach concessions we understand that we represent Kelowna to both tourists and locals and we try to go the extra mile with professional service and extras. If a kid drops his ice cream in the sand we run out with another one hopefully before they start crying. Since dogs have been allowed on the walkway we provide water dishes, free doggie treats and always have bags on hand in case the owner forgot to bring any. We keep extra toilet paper and hand towels at both locations in case the public washrooms run out. We supply cups for people who need them for water. People forget to bring things every day for their picnics, if we have it we give it to them. Plastic cutlery, kiddie wipes, buns and condiments. We try to make it more enjoyable for people on the beach whether they buy anything or not.

We run a lost and found and try hard to track down and return items to people if wallets, keys and cell phones are lost on the beach.

We have bus schedules, yellow pages and Kelowna map books available at the concessions to help answer the many inquiries that we get from tourists and locals.

We are aware of special events going on during the summer in Kelowna so that we can pass on information such as where events are located, where to buy tickets or direct them to free events such as Parks Alive concerts.

During busy special events at Waterfront Park like Canada Day we always try to have extra supplies on hand such as rolls of coin for when the mobile venders run out. We always supply the security company with a key to the concession and provide coffee for the all night shift. We communicate and co-operate with event organizers and city parks staff to make these events more successful and less stressful for everyone involved.

We understand that there are separate bids for Gyro and Waterfront and we have put in bids for each one individually. It is our hope that we are the successful bidders at each location so that we can continue to run our business as we have for the past eight years. Because there are two of us we can manage both locations at the same time. Don is at Gyro daily and Jacinta is at the Waterfront Park. We don't have to guess and hope that our customers are being treated properly and professionally, we know they are.

SAMPLE MENU AND HEALTHY FOOD CHOICES

We are committed to implementing the healthy food choices guidelines. During our last contract the percentage of healthy food choices was not as well defined as it is now. We have adjusted our menu accordingly and will offer these healthier choices daily.

For the purposes of this proposal we will **bold and underline** menu choices that are in the choose most or choose sometimes category.

DRINKS – Aquafina Water \$2.50, Vitamin Water \$2.50, Milk \$1.50, Gatorade \$3.25, Frozen Slushies \$3.50-\$4.00, Pepsi, Diet Pepsi, 7up, Root Beer, Iced Tea \$1.75-2.50, V8 Juice \$2.00, Sun Rype Juice Multiple flavours available including OJ, Apple, Tangerine Kiwi, Strawberry Banana, Raspberry Oj, Fruit Medley and Wildberry. \$1.25-\$2.50, Coffee, Hot Chocolate, Tea and Variety of Herbal Tea \$2.25

LUNCH ITEMS-Jumbo Hot Dog \$4.00, Yves Jumbo Veggie Dog \$4.00, Smokie \$5.25, Burger \$5.00, Veggie Burger \$5.00, Salmon Burger \$6.25
All of the preceding items will have the option of whole grain wrap for dogs and whole grain bun for burgers. French Fries \$4.00, Gravy \$1.00. **We will also have a selection of healthy wraps and sandwiches all made on whole grain tortilla or whole grain thin buns. Prices will range from \$4.25 for a cucumber and havarti on a bun to \$6.25 for Wraps and will include selections such as**

--- Oven Roasted Lean Turkey Breast with Havarti Cheese and Mixed Greens with Roasted Garlic & Chili Aioli.

--- Extra Lean Shaved Angus Roast Beef with mixed cheddar, BBQ sauce and grated red and green cabbage.

--- Mixed Veggie Wrap with greens, baby spinach, bell peppers, diced cucumber and celery topped with a light ranch dressing.

--- Southwest Chicken Wrap with mixed cheddar, corn, black beans and chipotle sauce.

The wraps will be available daily, the selection will vary on different days but they will always be available as a healthy choice alternative on whole grains with a vegetarian option.

SNACKS – Assorted Popsicles and Ice Cream Novelties \$1.50-\$4.00 Including Healthy Choice Yogurt Bars (Peach Mango Vanilla and Chocolate Raspberry) Healthy Choice 98% fat free fudge bars, Breyers Real Fruit Ice Bars (Three Varieties)

Scooped Ice Cream Single \$4.00 Dble. \$5.00 Over 30% of our choices will be no sugar added or frozen yogurt.

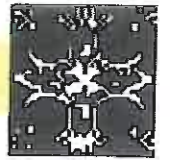
Snacking Nuts (Almonds, Peanuts and Cashews) \$2.00, Nacho chips with cheese sauce \$4.50, Four varieties of chocolate bars \$1.50, Double lollipops .50, Three varieties of potato chips \$1.50, Nature Valley Peanut or Almond Granola Bar \$1.50, Sun Rype Fruit and Grain Bars \$1.50, Five Varieties Sun Rype 100% Fruit and Veggie Snack \$1.50, All Natural Yogurt Cups \$1.50

FRESH FRUIT- Chilled Apples and Oranges \$1.00, Sliced and chilled Watermelon Slices \$3.00

PROPOSAL TO THE CITY OF KELOWNA
TO
LEASE AND OPERATE THE FOOD CONCESSION
AT
GYRO BEACH PARK (The Apple)

FROM
THE MEXI-CANA RESTAURANT LTD.
107-1665 UFTON CT.
KELOWNA, BC V1Y 8G7
PHONE: (250) 878-2073
FAX: 1-866-366-7751
EMAIL: JACINTADON@SHAW.CA

CONTACT PERSON: DON ROGERS



THE MEXI-CANA RESTAURANT LTD.

Hello and thank you for allowing us the opportunity to bid on the beach concession operations.

INTRODUCTION AND RELEVANT EXPERIENCE

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We have an excellent relationship with the Interior Health Department and all staff is required to have food safe certificates prior to commencing work with us. In addition, the management team each have certificates from the BC government as licencees for the serving it right program. We have always respected our contracts and the guidelines outlined in them. We take pride in how we operate and have had no problems with parks staff or event organizers in the eight years we have run the concessions.

We have all necessary equipment and a fully trained customer service oriented staff. Some of our staff has been with us since 2004 and look forward to coming back if we are successful in our bids.

We have all the criteria asked for by the city such as Insurance, WorkSafe BC # 713621, permits and licences which just have to be renewed if we are awarded the contract.

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SUMMARY OF KEY FEATURES

The Mexi-Cana Restaurant Ltd. Is proposing to rent the food concessions at Gyro Beach (The Apple) . We are offering **Three Thousand and Twenty Five Dollars (\$ 3,025)** per month for a total of **Twelve Thousand and One Hundred Dollars (\$ 12,100)** each season (2012,2013 and 2014) plus applicable taxes and utilities.

We have the experience, equipment, staff and financial capability to operate the concessions and represent the City of Kelowna in a professional manner.

We are committed to implementing the new guidelines for Healthy Food Choices.

We have been involved with community charities and organizations with both financial and service donations.

During peak season the hours of operation will be 10am to 8pm daily, weather permitting.

Staff and public safety is a priority and we have security policies in place.

FINANCIAL PROPOSAL FOR GYRO BEACH CONCESSION

We are offering a total of **Twelve Thousand and One Hundred Dollars (\$12,100)** rent for each season (2012,2013 and 2014) . The rent would be payable in four monthly installments of **Three Thousand and Twenty Five (\$ 3,025)** payable on or before the fifteenth day of June, July, August and September of each season.

We would offer the same payment should the city decide to extend our contract for the 2015 and 2016 seasons.

The proposed payments are exclusive of any applicable taxes.

A certified cheque of One Thousand Dollars has been included with this proposal as a performance deposit.

We have also put in a bid for the Tugboat Beach location for the same value to the city. We know that each bid is judged and awarded separately. If we are successful in both bids the total value to the city would be \$24,200 which is \$6,200 more per season than the previous contract of \$18,000.

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Harlan Fairbanks

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Centurion Fire Protection

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Doak Shirreff (Legal)

(250) 763-091

SECURITY AND OPERATIONS

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We have an excellent relationship with the RCMP and Kelowna By-Law officers and through their efforts over the past couple of years the beaches have become a lot more family friendly and more enjoyable for everyone.

We have stocked first-aid kits at both locations and we are always eager and available to assist with band -aids and other items associated with common minor accidents on the beach.

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The hours of operation during peak season will be: 10am to 8pm daily and weather permitting.

WHY CHOSE US?

As operators of the beach concessions we understand that we represent Kelowna to both tourists and locals and we try to go the extra mile with professional service and extras. If a kid drops his ice cream in the sand we run out with another one, hopefully before they start crying. We keep extra toilet paper and hand towels at both locations in case the public washrooms run out. We supply cups for people who need them for water. People forget to bring things every day for their picnics, if we have it we give it to them. Plastic cutlery, kiddie wipes, buns and condiments. We try to make it more enjoyable for people on the beach whether they buy anything or not.

We run a lost and found and try hard to track down and return items to people if wallets, keys and cell phones are lost on the beach.

We have bus schedules, yellow pages and Kelowna map books available at the concessions to help answer the many inquiries that we get from tourists and locals.

We are aware of special events going on during the summer in Kelowna so that we can pass on information such as where events are located, where to buy tickets or direct them to free events such as Parks Alive concerts.

We understand that there are separate bids for Gyro and Waterfront and we have put in bids for each one individually. It is our hope that we are the successful bidders at each location so that we can continue to run our business as we have for the past eight years. Because there are two of us we can manage both locations at the same time. Don is at Gyro daily and Jacinta is at the Waterfront Park. We don't have to guess and hope that our customers are being treated properly and professionally, we know they are.

SAMPLE MENU AND HEALTHY FOOD CHOICES

The Apple by it's design is only capable of serving drinks and pre- packaged items. If a hot food menu is to be provided you need an appropriate licensed mobile kitchen set up beside it. I have attached a diagram of the kitchen set up that I have used for the past eight years. The area is covered entirely by three overlapping 6x9 mats and enclosed by a surrounding barrier. The hot food is served weather permitting during peak season 11am until 6pm. The Apple itself will be open 10am until 8pm. When hot food is not available we will have fresh fruit and pre-made sandwiches and healthy wraps in the Apple. Safety is the number one priority and the kitchen is never left unattended when it is open. The wind is also a factor in deciding when to open the hot food. After trial and error over the years I now err on the side of caution and do not set up if there is a windy forecast. Sometimes what seems like a beautiful day downtown is too windy to set up at the beach. If my setup is not conducive to the cities vision of what they would like, please know that I am flexible and open to ideas.

We are committed to implementing the healthy food choices guidelines. During our last contract the percentage of healthy food choices was not as well defined as it is now. We have adjusted our menu accordingly and will offer these healthier choices daily.

For the purposes of this proposal we will **bold and underline** menu choices that are in the choose most or choose sometimes category.

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LUNCH ITEMS-Jumbo Hot Dog \$4.00, Yves Jumbo Veggie Dog \$4.00, Smokie \$5.25, Burger \$5.00, Veggie Burger \$5.00. All of the preceding items will have the option of whole grain wrap for dogs and whole grain bun for burgers. French Fries \$4.00, Gravy \$1.00. **We will also have a selection of healthy wraps and sandwiches all made on whole grain tortilla or whole grain thin buns. Prices will range from \$4.25 for a cucumber and havarti on a bun to \$6.25 for Wraps and will include selections such as**

--- Oven Roasted Lean Turkey Breast with Havarti Cheese and Mixed Greens with Roasted Garlic & Chili Aioli.

--- Extra Lean Shaved Angus Roast Beef with mixed cheddar, BBQ sauce and grated red and green cabbage.

--- Mixed Veggie Wrap with greens, baby spinach, bell peppers, diced cucumber and celery topped with a light ranch dressing

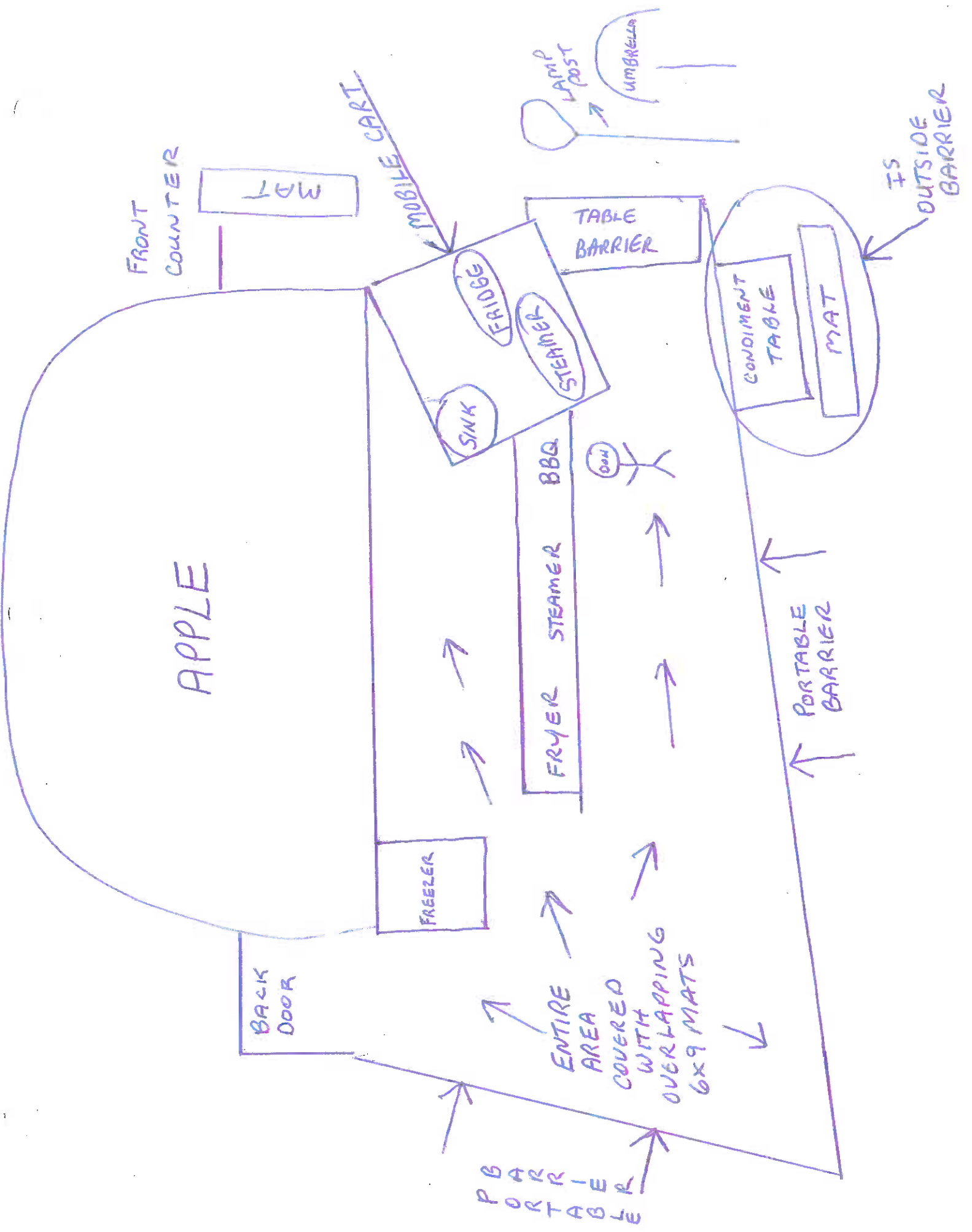
--- Southwest Chicken Wrap with mixed cheddar, corn, black beans and chipotle sauce.

The wraps will be available daily, the selection will vary on different days but they will always be available as a healthy choice alternative on whole grains with a vegetarian option.

SNACKS – Assorted Popsicles and Ice Cream Novelties \$1.50-\$4.00 Including Healthy Choice Yogurt Bars (Peach Mango Vanilla and Chocolate Raspberry) Healthy Choice 98% fat free fudge bars, Breyers Real Fruit Ice Bars (Three Varieties)

Snacking Nuts (Almonds, Peanuts and Cashews) \$2.00, Natcho chips with cheese sauce \$4.50, Four varieties of chocolate bars \$1.50, Double lollipops .50, Three varieties of potato chips \$1.50, Nature Valley Peanut or Almond Granola Bar\$1.50,Sun Rype Fruit and Grain Bars \$1.50, Five Varieties Sun Rype 100% Fruit and Veggie Snack \$1.50, All Natural Yogurt Cups \$1.50

FRESH FRUIT- Chilled Apples and Oranges \$1.00, Sliced and chilled Watermelon Slices \$3.00



Proposal for Mobile Food Vendor at
Stuart Park

Rolling Stove

Submitted by:
The Rolling Stove

Contact:
Rick Graham at
ricktgraham@gmail.com or
250-769-3454 or 250-899-3465

Exterior views



Interior views



SUPPORT
The Food Truck Revolution!

A black rectangular box containing the text "SUPPORT The Food Truck Revolution!" in white. Below the text is a white wireframe illustration of a food truck, showing its chassis, wheels, and the main body structure.

Those fold-over panbread

Sandwiches

you've been hearing so much about!



Vietnamese Banh Mi

Pickled Daikon & Carrot, Jalapenos, Napa Cabbage, Cilantro, Lime Juice, Green Onion and Wasabi Mayonnaise.

Vegan \$8, Tomatillo Chicken \$10, Shawarma Steak \$10, Salty Pork Belly \$10

Montreal Smoked Beef \$9

BBQ Pulled Pork with Creamy Slaw \$8

Gourmet Fries

Just Fries \$5

A big helping of either potato or yam home-fries.

Kimchi Fries

Kimchi with Kyrobuta pork belly, onions and sharp cheddar cheese \$9



Chicken Sweet Potato

Free-range chicken in Tomatillo-tamarind sauce over sweet potato fries topped with cashews \$9



Chili Cheese Fries

All beef chili with some special ingredients... beer and dark chocolate! Topped with sharp cheddar, chopped onion and sour cream. \$9



Rajas Fries

Fire roasted Poblano chilies, caramelized onion and shawarma marinated steak with Jack Cheese. \$10

Cheese infused brown gravy over a delicious mound of real cheese curds \$7



French-Canadian Poutine

Bloomin Onion

Rolling Stone's Awesome Blossom is hand cut and battered in our very own special way. Served with dipping sauce. \$7



Beverages \$2

Pepsi
Diet Pepsi
Water

Premium Beverages \$3

Sports Drinks
Energy Drinks
Fruit & Vegetable

Wedge Salad \$7



Real Fruit Smoothies \$5



An all natural blend of real fruit enjoyed any time of day.

Fresh Organic Fruit



Daily selections \$2



Local fruit & ingredients

For your convenience we have included tax in all prices. You could say we don't make cents!

Experiences, Qualifications & Successes

Owners and operators of The Rolling Stove bring a combined 50+ years of hospitality experience. This includes ownership of hotels and restaurants in managerial positions at hotels, restaurants and private member clubs. Past businesses referred to include The Viscount Gort Hotel, The Osborne Village, The Maryland Hotel, Weinberg & Wong's, Yuk Yuk's Comedy Club, Fish n' Chips, Crowdaddy's Seafood Restaurant, Teddy's Dining Room, George Joe's Sports Bar and Hollyburn Country Club. The Rolling Stove has catered Center of Gravity, Sturgis North, Kelowna Farmer's Market, Peachland Beach Cruise, World of Wheels, Ironman Street Fest, Peachfest Festival as well as numerous other small events such as sports tournaments.

Community Involvement

Owners of The Rolling Stove are residents of Kelowna and will be hiring and purchasing locally. We are available for local fund-raising and charitable events & will also be donating to local and national charities.

Menu Food Choices

Attached in this proposal is the current draft of the 2012 menu for The Rolling Stove. There will be minor revisions prior to the season opening but those will be provided to the City prior to finalization for approval if necessary.

Statement regarding over-all high quality service oriented venture

The 'street food' industry is a booming modern trend which has been gaining loyal customers all over North America. It is likely that many of this summer's visitors will be looking for similar trucks in their own city. Unlike the old style hot dog carts, modern trucks like The Rolling Stove are high-tech, sanitary, professional units offering trendy food prepared in gourmet kitchens using fresh, quality ingredients and recipes. We try to use organic ingredients as often as possible as well as fresh, locally grown produce, and spices.

Value of the Proposal to The City of Kelowna

*Confirmed - per month
\$1500 min, \$3500 max.*

The Rolling Stove is prepared to pay The City of Kelowna the sum of 10% of gross monthly sales before sales tax with a minimum payment of \$1500 up to a maximum of \$3500.

We will also be making charitable donations to The Diabetes Foundation and The Alzheimers Association at the end of the season.

Menu Analysis

Choose Most
✓✓

These items, including whole grain breads and fresh vegetables, tend to be the highest in nutrients, the lowest in unhealthy components, and the least processed.

Pan Bread Sandwiches fall in to this category. The ingredients are prepared from scratch using fresh, unprocessed meats and vegetables.

Wedge Salad is prepared with fresh produce utilizing local and organic ingredients whenever possible.

Organic Fruit Offerings also fall in to this category.

Real Fruit Smoothies are a healthy offering. They are prepared from scratch with fresh, organic fruit, local yogurt and no added sugar

Vitamin Water

Fruit Juice

Vegetable Juice

Water

Choose Sometimes
✓

These items include such things as fruit canned in light syrup, represent choices that are moderately salted, sweetened or processed.

Gourmet Fries are part of this group. The toppers make up the majority of the volume/order. The various toppings are made from fresh, unprocessed, local ingredients.

Blooming Onion, although fried, is basically a whole, fresh onion that is hand-dipped in an egg batter then powdered with 100% corn flour. The high water content actually repels most of the cooking oil making this a relatively low-fat food item...all things considered.

Choose Least

These items including such things as fries tend to be low in key nutrients such as iron and calcium and highly salted, sweetened or processed.

Potato & Yam Fries belong in this category due to the fact that they are fried. Ours are made from whole vegetable as opposed to re-formed from processed vegetable. Our oil is in line with healthy choices as defined by the dept. of Interior Health. We lightly salt with Sea-Salt which can be omitted if requested by the consumer.

Not Recommended

These items, including candies and drinks where sugar is the first ingredient, or the second ingredient after water, tend to be highly processed, or have very high amounts of sweeteners, salt, fat, trans fat or calories relative to their nutritional value.

Although we have no plans to offer pre-packaged snack items at this point, if there is a demand for these products the will be added following the guidelines put forth in the bid package

Soda

Sports Drink

***Any changes made prior to opening or throughout the course of the season will follow the guidelines stated in The Vendor Bid Package.**



<http://www.tourismvancouver.com/dine/dine-out-vancouver-2012/festival->

<http://calgaryisawesome.com/2011/08/04/yyc-food-trucks/>

<http://www.streetfood.org/>

<http://vancouverstreeteats.ca/>

<http://streetfoodapp.com/>

<http://www.theprovince.com/life/vancouver/6394353/story.html>

<http://www.theglobeandmail.com/report-on-business/small-business/sb-money/cash->

<http://www.getdown.ca/2011/07/04/connie-desousas-top-picks-for-downtown-street-food/>

<http://www.streetfoodyyc.com/>

<http://urbandiner.ca/2011/04/18/vancouver-emerging-street-food-landscape/>

<http://www.cbc.ca/news/canada/ottawa/story/2012/04/05/ottawa-food-trucks-variety->



Kimchi on wheels: food-truck trend gears up in Canada

WENCY LEUNG

From Wednesday's Globe and Mail

Published Tuesday, Jun. 14, 2011 3:33PM EDT

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Just as the craze is beginning to wane in the United States, the food-truck trend is revving up in Canada. Across the country, from Vancouver to Hamilton to Toronto and Ottawa, a small but growing brigade of Canadian chefs are taking their food to the streets, following the path blazed in recent years by American food-truck vendors.

Food Trucks Have Staying Power, Says Technomic

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Food Trucks Off The Wire Study

CHICAGO, IL - A new study by Technomic reveals good news for mobile food vehicles, as 91 percent of consumers polled who are familiar with food trucks say they view the trend as having staying power and not a passing fad. Only 7 percent of consumers who use mobile food vehicles (MFV) say they expect their frequency of visits to food trucks to decrease over the next year.

Food Truck Fever Grips City

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Food Trucks Legislation Maine Off The Wire Portland

PORTLAND, ME - For the last several weeks, curious eyes have watched the impending build-up of the changes to city code that will allow "Food Trucks" to purvey their wares in the city.

An idea fully endorsed by the Creative Portland group, this proposal comes on the heels of national reports that food trucks are trendy, their popularity is increasing nationwide, and Portland better just hop on the wagon or get rolled over it as it crosses the parking lot.