

Subject: Authorization to Release a Request for Proposal (RFP) for a Food Service Concession at the Betteravia Government Center; ORES Folio #003605; Fifth Supervisorial District
Agenda Date: August 18, 2009
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Background:

Subsequent to a Request for Proposals process in 1991-1992, the County Board of Supervisors approved a LEASE AND CONCESSION AGREEMENT on March 9, 1992, granting Elizabeth Ruiz and Virginia Castellanos as general partners, dba Cornerstone Deli & Vending, the right to construct, operate and maintain a food service business at the newly constructed Santa Barbara County Betteravia Government Center in Santa Maria. The term of the agreement was for twelve (12) years commencing on the date of execution and terminating March 31 2004, and included two (2) renewal options of 3-years each. In addition to rent, the partners were responsible for payment of utilities and other expenses directly related to the operation and maintenance of the business.

The employee lounge/cafeteria was included in the original plans for the Betteravia Government Center as an improvement after construction. The partners obtained architectural plans and necessary permits for construction of the improvements. They purchased and installed all of the equipment necessary for operation of the business. After operating the business for almost four 4 years, the partners sold the business to Mr. Bong Kim, upon receiving approval for an assignment of the lease from the County Board of Supervisors on January 9, 1996.

The RFP process, as outlined on the attached flow chart, will give County staff sufficient time to : 1) solicit and advertise for proposals, 2) review, evaluate and rank proposals by a team of county personnel representing various fields of expertise in finance, business management, concessions on county property, construction/maintenance and real estate matters, 3) verify the information provided in the proposals, 4) select and interview the top rated qualified proposers, and 5) generate a Concession Agreement with the selected proposer, which Concession Agreement will be brought to the County Board of Supervisors for approval.

Fiscal and Facilities Impacts:

The existing concession has been generating \$8,400.00 annually in concession fee revenues since 1992.

Special Instructions: After Board action, please forward a Minute Order to Connie Smith, Office of Real Estate Services.

Attachments:

Request For Proposal
Flow Chart-Concession Bid Process

***Authored by:** Connie Smith, Office of Real Estate Services