

TOWN OF BLACK MOUNTAIN BOARD OF ALDERMEN
REQUEST FOR BOARD ACTION
Meeting Date: May 9, 2011

SUBJECT: Review of Proposals and Selection of Vendor for Providing Food & Beverage Service at the Black Mountain Golf Course

AGENDA INFORMATION

Agenda Location: Unfinished Business
Item Number: 7-A
Department: Administration
Contact: Marcy Onieal, Town Manager
Presenter: Marcy Onieal, Town Manager

BRIEF SUMMARY: At their regular meeting on April 11, 2011, the Board of Aldermen unanimously approved a request for proposal (RFP) soliciting a lessee for the Golf Clubhouse to provide food and beverage service, once the facility is renovated. The RFP was issued for bid on April 12, 2011 with a deadline for return of May 2, 2011. The Town ran display ads over two consecutive weeks in the Black Mountain News to advertise the opportunity to bid, and sent the RFP directly to every restaurant, pub, caterer and related business in the Black Mountain Swannanoa area, for which email addresses could be obtained. Five vendors attended one of several pre-bid meetings held on site, but only one vendor submitted a completed proposal by the deadline.

The Welcome Table has submitted the only qualified proposal (see attached for details). In summary, the Welcome Table proposes initially to provide a short-order menu from 7 am until course closing, eventually expanding to full service/3-meals per day, and offering catering, vending, and mobile cart service. Due to the need for the lessee to provide additional equipment and furnishings, the Welcome Table has requested that lease payments be waived for at least the first year of operation, although they will pay full utilities. They are seeking a 3-5 year lease; are willing to provide golf course members discounted beverages, and will expand upon previous short order menus by adding deep-fry capability and a wider range of offerings in the grill/sandwich/soup/salad categories.

MOTIONS FOR CONSIDERATION: *To approve in concept the proposal submitted by The Welcome Table as presented [or as amended], and to authorize the town manager and town attorney to negotiate the specific terms of contract for execution and enter into the agreement on the Town's behalf at the earliest possible date.*

FUNDING SOURCE: N/A

ATTACHMENTS: Copy of Welcome Table proposal
List of Vendors solicited

MANAGER'S COMMENTS AND RECOMMENDATIONS: Adopt as recommended in motion.