

**MILLS POND PARK
CONCESSION SERVICES**



RFP # 545-11383

APRIL 2, 2014



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BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: [Signature] 4/1/14
(signature) (date)

Name (printed) Dennis J. Manieri Title: President

Company: (Legal Registration) Professional Concessions Inc.

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/).

Address: 800 NE 8 St.

City Fort Lauderdale State: FL Zip 33304

Telephone No. 954-566-8557 FAX No. 954-566-0966 Email: manierid@bellsouth.net

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A

Payment Terms (section 1.04): N/A Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE NO WBE NO

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES X NO

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS. If this section does not apply to your bid, simply mark N/A in the section below.

Variations: N/A

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

Tab 4
Preliminary Scope of Services

PCI completely understands the services needed at Mills Pond Park. We have operated concessions for softball league and tournament play at Mills Pond for thirteen years. We know the service and quality that everyone expects, and we provide it with a friendly, courteous staff. Our customers want fresh food and drinks at reasonable prices. They expect us to be open when they arrive and stay open until they leave. Our special events team has set up satellite locations numerous times for major tournaments including the Hurricane Showdown and NAGAA World Series.

In addition to establishing an excellent working relationship with City of Fort Lauderdale staff at Mills Pond Park, we have also established great relations with the various tournament directors who organize and promote weekend tournaments. This tournament revenue consists of a large percentage of our gross sales per year. It is important for them to have quality concessions available for the teams they host considering many of them are from out of town.

Our catering division has provided service to the Park for various luncheons, team picnics, and special events. SFAAA, one of the Parks best clients, looks to PCI for all of their catering needs as well as team and tournament sponsorship. From Turf Rodeo, Pridefest and the VW Car Show, PCI has serviced them all and has a long list of happy clients!



Tab 5

Statement of Qualifications

Professional Concessions Inc., (PCI) is pleased to submit this proposal for food and beverage concessions at Mills Pond Park.

PCI is a Fort Lauderdale based company in our twenty-eighth year of operating food, beverage, and merchandising accounts primarily in Broward, Palm Beach, and Dade Counties. Our business experience has now taken us to Orlando, St. Augustine, and Ponte Vedra. Our special events experience ranges nationwide. PCI is uniquely qualified for this task for the following reasons:

- 1) PCI has a long history of excellent service to the City of Fort Lauderdale at Mills Pond Park and other City facilities. We have been the concessionaire at Mills Pond Park for the past thirteen years and have enjoyed a wonderful relationship with Park management, staff, tournament directors, umpires, and our mutual customers. Our current contracts with the City include Mills Pond Park, War Memorial Auditorium, Emergency Services Catering, and Special Event Concessions. Over the past twenty-eight years our agreements with the City have also included Fort Lauderdale Stadium, Lockhart Stadium and the Hall of Fame Aquatic Complex. We are a City of Fort Lauderdale based company that utilizes local employees and suppliers. Our record of performance for the City speaks for itself. Our performance bond for the amount of \$25,000 has been in effect since 1985. PCI, on its' own initiative and expense, has made capital improvements as well as significant equipment investments to enhance concessions areas of City owned facilities. We look forward to the opportunity to provide more new ideas, equipment, and improvements to the facilities at Mills Pond Park.
- 2) PCI is a Fort Lauderdale firm with one of our officers assigned to directly supervise each account. Dennis Manieri, C.E.O. of Professional Concessions Inc and a thirty five-year resident of the City of Fort Lauderdale will have direct responsibility for this account. Park management will be able to communicate with him directly to provide the best service to their patrons. Mr. Manieri has an extensive background in concessions operations, is



readily available, and will be responsible for coordinating the PCI team for serving Mills Pond Park events. The combined experience of the PCI principals and staff gives a quality of management unsurpassed by any organization. No corporate shuffles of managers and key personnel found with larger companies. No long chains of command in decision-making. We don't have to call "Corporate" and wait several days for decisions to be made – We make the decisions! Our principals have combined experience in food and beverage concessions totaling over fifty years and our staff are composed of several key concessions veterans.

- 3) PCI has the ability, equipment, staff, and expertise needed to provide service to the Park in all three major categories needed; **Concessions, Catering, and Special Events**. Our Concessions ability speaks for itself – a long list of satisfied clients, many of whom we have been serving for over fifteen years consecutively. Our catering staff has performed many events for City facility grand openings, luncheons, and meetings. Our Special Events division has been called in to duty for national softball tournaments, car shows, concerts, water ski tournaments and various other special events at the Park. Smaller companies CAN'T do it, National companies TRY to do it, but PCI actually **MAKES IT HAPPEN!**
- 4) PCI has a reputation for service. In our twenty-eight years of operation, we have dramatically improved the concessions quality and revenues at numerous South Florida accounts. In addition to War Memorial Auditorium and Mills Pond Park, we have several accounts at familiar venues from Homestead to St Augustine. Our special events team is also active in everything from Indy Car to Super Bowls and Boat Shows.

PCI is an owner-operated firm able to provide friendly, personal service, increased revenues, and worry free concession for its clients. PCI takes great pride in providing friendly, efficient, high quality service to customers at all of our accounts. This commitment has earned the company an excellent reputation in the industry in a relatively short time. It is this reputation that PCI feels is our number one asset. In order to continue growing, PCI realizes this commitment to service is essential. That puts the goals of the company squarely in line with the goals of the City of Fort Lauderdale, to provide the best possible concessions services and atmosphere to the patrons of Mills Pond Park.



Flexibility is another trait, which has helped in the renewal of PCI contracts at several venues. At each account, PCI officers and managers keep in close contact with facilities management. This communication allows PCI to tailor our service at each account to meet any special needs that may arise. Having managed virtually all types of events, PCI has the expertise to handle any concession task.

Given PCI's history of great service to the City of Fort Lauderdale and our excellent working relationship, we look forward to being able renew our agreement to serve the City at Mills Pond Park for an extended period. PCI can provide the on-site management and equipment, coupled with a vast amount of experience that will truly enhance the concessions operations at the park and provide the consistency that has given us our success during the past twenty-five years. Regardless of the event, PCI will provide a clean, well-stocked operation, and a courteous staff. PCI has always considered Mills Pond Park as "Our Home Base" and look forward to continuing a long and profitable relationship in the future.



CORPORATE OFFICERS RESUMES

NAME: Dennis J. Manieri

DATE OF BIRTH: October 7, 1950

EDUCATION: Diploma, Goversville H.S., Gloversville, New York
B.A. Mathematics, University of Miami, 1973
M.A. Mathematics, University of Miami, 1975

RESIDENCE: 2213 NE 16th Court, Ft. Lauderdale 33305

EMPLOYMENT: Professional Concessions Inc. – President & C.E.O., 1985 to present.
Specializing in special events, food, beverage, novelties management, and training programs. Direct responsibility for PCI's War Memorial Auditorium, Mark Light Stadium, Mills Pond Park, Lockhart Stadium, Bergeron Rodeo Arena, Pompano Beach Amphitheatre, Mizner Park Amphitheatre, and numerous special event accounts.

Broward College – Professor of Mathematics, 1977 to 2012.
Central Campus, 3501 SW David Rd., Ft. Lauderdale. Also Chairman of College Food Services Committees, Faculty Selection Committees, and Department Head Selection Committees.

Miami Dolphins Concessions – Merchandising Manager, Orange Bowl Stadium, 1981-1986, Lockhart Stadium, 1981-1983. Responsible for all aspects of novelties management, including ordering, product design, mail order, wholesale and stadium concessions.

Harry M. Stevens, Inc. – Concessions Supervisor and Night Auditor, Gulfstream Park and Hialeah Race Track, 1981-1986, Assistant Stadium Concessions Manager and Beer Manager, 1979-1980, Orange Bowl Stadium. Responsible for coordinating first year of beer sales at stadium. Churchill Downs, Louisville, KY



c/o War Memorial Auditorium
800 N.E. 8th Street, Ft Lauderdale, Florida 33304
954-566-8557 • Fax 954-566-0966

1985-1986, Novelties Manager, Kentucky Derby. Responsible for coordinating all grandstand novelty sales.

All Star Sports Concessions, Inc. – Vice President, 1985 to Present. Specializing in special events, food, beverage and novelties management.

University of Miami Athletic Department – Novelties Manager, 1985 to 2005, Orange Bowl Stadium. Responsible for coordinating novelty sales at all University of Miami home football games.

University Rathskeller, Inc. – University of Miami, Director, 1975 – 1977. Responsible for managing large on-campus student/faculty private club facility.

Canteen Corporation – Ft. Lauderdale Stadium, Lockhart Stadium, War Memorial Auditorium, Pirate's World Amusement Park. Assistant Manager for food and beverage concessions, 1971 – 1974.



P.J. Wear
1618 NW 10th Avenue
Fort Lauderdale, FL 33311
954-648-2101
wearpj@aol.com

EXPERIENCE

Professional Concessions, Inc., Fort Lauderdale, FL 2000 to Current
General Manager

- Supervise the day to day operations of the southern division of PCI at Lockhart Stadium, Davie Rodeo Arena, Pompano Amphitheatre, Mizner Park Amphitheatre.
- Design and execute all catering operations.
- Assist and execute various special events.

National Concession Company, Lockhart Stadium, Fort Lauderdale, FL 1998-2000
General Manager

- General Manager of all food and beverage services at the home of the Miami Fusion Soccer Team.

Rush Street, 2nd Street, Fort Lauderdale, FL 1997
Consultant

- Helped create and open the Rush Street Night Club in Fort Lauderdale, FL. I purchased the equipment, created the menus and setup the kitchen and bar, and hired the staff, then served as general manager for the first four months.

Hog Heaven Sports Bar, Islamorada and Fort Lauderdale, FL 1996-1998
General Manager

- Relocated from New York to assist in expanding the concept of Hog Heaven from Islamorada.

Consultant, Poughkeepsie, NY and Fort Lauderdale, FL 1992-1997

- Traveled internationally as a consultant to the hospitality industry. Troubleshooter and trainer in systems of food and beverage control.

Let's Dance Night Club, Poughkeepsie, NY 1986-1992

- General Manager of a 6000 square foot night club located in downtown Poughkeepsie, NY

P.J. Entertainments, Quincy, IL 1980-1986

- Began as manager and eventually leased the food and beverage facilities at the Quincy Motor Inn, consisting of a 400 seat ballroom, 2 smaller banquet rooms, coffee shop, full service restaurant and a night club.

Ground Round, Poughkeepsie, NY 1978-1980

- Floor manager and bookkeeper of a 300 seat restaurant ad bar.

Steak and Brew, various locations in the northeast 1973-1978

- Started out of college as a Management Trainee and progressed to General Manager.
-

EDUCATION

SUNY at New Paltz	1973-1974
Classes in Fine Arts and Education.	
Dutchess Community College	1971-1973
Associates Degree in Humanities	

CORPORATE OFFICERS RESUMES

NAME: Bruce E. Beck

DATE OF BIRTH: December 10, 1953

EDUCATION: Diploma, 1972, Sleepy Hollow High School, Tarrytown, New York
BBA, Finance, University of Miami, Coral Gables, Florida 1976

RESIDENCE: 17230 Gulf Pine Circle, Wellington, FL 33414

EMPLOYMENT: Professional Concessions Inc. – 1986 to present. Vice President and Chief Financial Officer. Primary responsibilities include financial operations, new accounts, and account management. Direct responsibility for PCI's South Florida Fairgrounds, Central Florida Fairgrounds, Palm Beach Polo, Equestrian Center, International Polo, FIU Athletics, FAU Athletics, Mizner Park Amphitheatre, St Augustine Amphitheatre, Ponte Vedra Concert Hall, and Fillmore Theater accounts.

Miami Dolphins, LTD – Director of Concessions, 1981 – 1986. Orange Bowl Stadium and Lockhart Stadium. First became involved in stadium concessions during college, later promoted to concessions manager and responsible for all aspects of food, beverage and novelty sales at Orange Bowl. Coordinated concession sales with annual revenues in excess of six million dollars. Broke all existing per capita, gross and net revenue records.



c/o War Memorial Auditorium
800 N.E. 8th Street, Ft Lauderdale, Florida 33304
954-566-8557 • Fax 954-566-0966

Tab 7

Years of Experience

This is to verify that Professional Concessions Inc., federal ID # 59-2691892 has been in business, operation concessions accounts, and officially listed with the internal revenue service since July 25, 1986. Prior to this time, PCI's corporate officers, Bruce Beck and Dennis Manieri held various management positions with concessions/food service companies including Miami Dolphins Concessions/Orange Bowl Stadium, Harry M. Stevens, Canteen Corporation, and University Rathskeller Inc.

Department of the Treasury
Internal Revenue Service

07080397

Date of This Notice

07-25-86

If you inquire about your
account, please refer to
this number or attach a
copy of this notice.

Employer Identification Number

59-2691892

PROFESSIONAL CONCESSIONS INC
3028 SW 63RD AVE
MIAMI FL 33155



Tab 8
List of Clients & References

LOCKHART STADIUM – 5501 NW 12 Ave., Ft. Lauderdale, FL 33309.

Lockhart was the home of the Ft. Lauderdale Strikers of the North American Soccer League during PCI's tenure from 1982-1989. PCI held the food and beverage rights through a contract with the City of Ft. Lauderdale until the Stadium was sold in 1989 to the Broward County School Board. We continued our services for the school board until 1990 when PCI returned as the official concessionaire for the Miami Fusion, School Board, and City events. We are now the concessionaire at Lockhart for the Fort Lauderdale Strikers and their parent company Traffic Sports Inc. The stadium is also the site for, international soccer matches, band & cheerleading competitions, high school sports, Miami Dolphins and Miami Hurricane scrimmages, and a variety of other events. Contact: Mr. Tim Robbie, Stadium Manager, (954) 606-0418

BERGERON RODEO ARENA – 6591 SW 45 St. Davie, FL 33314 Capacity 7,500.

PCI is currently in its tenth year as the concessionaire for the Town of Davie at this South Florida landmark. PCI took over from a large national concessionaire who showed absolutely no interest in the operation of the venue or its customers. Town officials looked to PCI to provide the type of service the patrons deserve and PCI delivered! With capital improvements, new menus, a cleaner operation, and the PCI commitment to service, the Rodeo Arena concessions took on a whole new look. Town officials are so happy, they have extended PCI's contract again in 2013. Five Star Rodeo, Orange Blossom Festival, wrestling, dog shows, arts & craft shows, local rodeo, concerts.... The list goes on and on! If you are ever considering hiring a large national concessionaire for your "smaller" sized venue, you should first contact: Matt Modzlnsky, Special Projects Director, Town of Davie (954) 797-1163

SOUTH FLORIDA FAIRGROUNDS & EXPO CENTER - 9067 Southern Blvd., West Palm Beach, FL 33411. This is PCI's largest account. PCI is fully responsible for concessions and catering at this massive South Florida venue. The South Florida Fairgrounds is home to over 150 events per year including the 17-day South Florida Fair and the Barrett-Jackson collector car extravaganza. Gun shows, craft shows, concerts, Canes Fest, Red Cross disaster relief ...every type of event imaginable ...PCI does it and does it well. Anyone in South Florida Fair administration will tell you! Contact: Mr. Rick Vymlatil (561)-644-0785



c/o War Memorial Auditorium
800 N.E. 8th Street, Ft Lauderdale, Florida 33304
954-566-8557 • Fax 954-566-0966

CENTRAL FLORIDA FAIRGROUNDS - 4603 W. Colonial Drive, Orlando, FL 32808. This is PCI's newest account. PCI is fully responsible for all concessions at this popular and busy Central Florida venue. The Central Florida Fairgrounds is home to over 125 events per year including the 14-day Central Florida Fair and the Vans Warped Tour concert tour. Gun shows, weekly flea markets, craft shows, dog shows, concerts, and many other events ...PCI was called on to replace a small local vendor. We look forward to a long relationship with our friends at the CFF. Contact: Mr. Shawn Krauel (407)-295-3247

POMPAÑO BEACH AMPHITHEATER AND FESTIVAL GROUNDS – 1801 NE 6TH St., Pompano Beach, FL. PCI is in our eighteenth year of food and beverage concessions including full liquor bars at this popular venue hosting concerts, festivals, comedy and a variety of entertainment through the City of Pompano Beach. Our contract was recently renewed in June 2011. PCI and our special events team provide concessions services to Amphitheater crowds ranging from 1,000 to 18,000. Contact: City of Pompano Beach (954) 786-4185.

MIZNER CENTRE FOR THE ARTS/MIZNER PARK AMPHITHEATRE – 590 Plaza Real, Boca Raton, FL Capacity 5,000. PCI is in its eleventh year of full service operations at this new multi million-dollar facility located on the north end of Boca Raton's exclusive Mizner Park. PCI in conjunction with the City of Boca Raton does the near impossible task of providing full food service, waitress service, full liquor bars, and catering in a facility with no permanent concession stands. Several thousands of dollars were spent by PCI in equipping this venue for food service. The Amphitheatre plays host to many headliner acts. Our catering division is also active in catering galas, symphonies, and other special events for Centre for the Arts management.. Contact: Ms. Chrissy Biagotti, City of Boca Raton (561) 901-3886.

BAYFRONT PARK AMPHITHEATER – 300 Biscayne Blvd, Miami FL. Capacity 12,000. PCI is currently in our fifth year of operating full concessions at this newly renovated amphitheater on Biscayne Bay in downtown Miami. The venue hosts a wide variety of concerts, festivals and special events. Contact: Joe Nieman – Live Nation Worldwide (561) 795-8883.

FILLMORE THEATER – 1700 Washington Ave., Miami Beach, Florida Capacity 2,500. PCI is currently in our fourth year of operating food and beverage concessions for Live Nation at this busy Miami Beach landmark venue. Over 100 shows of all types keep us busy year round. PCI replaces another large national concessionaire again! Contact: Mr. Brandon Berry, General Manager for Live Nation (305) 938-2500.



ST. AUGUSTINE AMPHITHEATRE – 1340 A1A South, St Augustine, FL. Capacity 4,000. This is one of PCI's newest accounts. This busy new facility hosts concerts, movie nights, festivals, civic and cultural events. St John's County management decided to go with the pros after several small local food service providers couldn't provide the quality and service they were looking for. The RFP review committee scored PCI with 98 out of a possible 100 points! PCI invested thousands of dollars in capital improvements, a 11-PA liquor license, equipment and signs to give the County the first class operation it deserves. Our first year 2008 was a huge success and we've been there ever since!. We look forward to a long relationship with our friends in St Augustine. Contact: Mr. Ryan Murphy, Amphitheatre Manager (904) 209-3751

SUNSET COVE AMPHITHEATER – 12551 Glades Road, Boca Raton, FL33498, Capacity 6,000+. PCI is currently in our fourth year of operating food and beverage concessions for several promoters at this popular and busy new Amphitheater located in South County Regional Park. We have served crowds of 6,000+ for acts including the Zack Brown Band and Sublime/Slightly Stoopid. No permanent concessions....PCI builds it all, operates it, and tears it down every show! Contact: Palm Beach County Parks and Recreation: (954) 290-4403.

PONTE VEDRA CONCERT HALL – 1050 A1A North, Ponte Vedra Beach, FL 32082. Capacity 1,000. PCI's newest and northernmost Florida account. Saint Johns county was so pleased with PCI at the St Augustine Amphitheater, they awarded us the contract for this new multi-million dollar renovated concert hall. PCI made thousands of dollars in capital improvements including a full liquor license. Over 50 shows of all types keep us busy year round. Contact: Mr. Ryan Murphy, Concert Hall Manager (904) 209-3751

AEG LIVE – SOUTHEAST DIVISION – Australian Avenue, West Palm Beach, FL. PCI provides concert and special event concessions for most of AEG's South Florida events held at the Mizner Park Amphitheater, Pompano Beach Amphitheater, Sunset Cove Amphitheater, and the new Arts Park Amphitheater in Hollywood, FL. We've had a great working relationship with the AEG managers for several years. Contact: Mr. George Perley or Mr. John Valentino (561) 681-5612

MARK LIGHT STADIUM – 5800 San Amaro Dr., Coral Gables, FL 33416. Capacity 8,000.

Mark Light is the home of the five-time National Champion University of Miami Hurricane Baseball Team. "The Light" is always busy with UM regular season play, regional and super regional tournaments as well as summer and winter baseball camps. PCI won a three year contract in 1986, replacing a national food service company. Lines were long, and the university felt that service and quality were poor. PCI completed the three-year contract and University administrators and loyal fans were so happy they



awarded PCI four consecutive four-year contracts, which started in 1989. We are currently starting our 29th season as the official concessionaire for Hurricane Baseball. The Hurricanes are consistently among college baseballs attendance leaders. Contact: Mr. Ira Stanley, Director of Facilities (305) 284-2923 or Jim Morris, Head Baseball Coach, 305-284-4171.

UNIVERSITY OF MIAMI ATHLETICS – Hecht Athletic Complex, Coral Gables, FL 33416.

PCI also serves as food and beverage concessionaire for track and soccer events at UM's Cobb Stadium on campus and Woman's basketball concessionaire at the Knight Sports Complex also on the main campus. Contact: Mr. Ira Stanley, Director of Facilities (305) 284-2923.

FT. LAUDERDALE INTERNATONAL BOAT SHOW/PALM BEACH BOAT SHOW – 1115 NE 9th Ave., Ft. Lauderdale, FL 33304. PCI has just completed its tenth year as official merchandise concessionaires for the Ft. Lauderdale International Boat Show. PCI also provides food and beverage services for special events managed by Show Management, Inc. including the Ft. Lauderdale International Boat Show, Chili Cookoff, Thunder Road, and a variety of other festivals. We have enjoyed an excellent working relationship for over fifteen years. PCI can always be counted on as a reliable, professional vendor. Contact: Mr. Dane Graziano (954) 764-7642

FLORIDA INTERNATIONAL UNIVERSITY ATHLETICS – University Park Main Campus, Miami, FL

PCI is concessionaire for athletics on FIU's main campus. These facilities include the new FIU Football Stadium, Golden Panther Arena, Baseball, Track, and Soccer. These new facilities with capacity 19,000 are located on the main campus of Florida International University. Our contract provides food and beverage sales at all athletic events. Contact: Mr. Heath Glick, FIU Athletic Department, (305) 348-6711.



Tab 8
Additional Concessions References

Paul Falcone	SFAAA/Hurricane Showdown - League Director (954) 465-8559
Manny Ferrero	ISPS Tournament Director (786) 245-3243
Ray Sozio	Head Umpire – Mills Pond Park (954) 491-5108
AJ Wasson	Live Nation Worldwide – Chief Financial Officer (954) 626-7878
Ben Maoz	Alpine Concessions – Owner/President (954) 494-8610
Andrew Holtsinger	Palm Beach County – Director/Special Facilities (954) 290-4403
Brandon Berry	Fillmore Theater Miami Beach – General Manager (305) 938-2500
Brett Fisher	Stephens Distributing Inc – Anheuser-Busch Distributor Ft. Lauderdale, FL (954) 989-4350
Byran Herman	Blue Moon Graphics – President/Owner (843) 795-5644
Lewis Medansky	Barrett-Jackson – Event Coordinator (480) 370-7099



Connie Nickel	Assistant Athletic Director – Operations University of Miami (305) 284-2651
Shawn Thorimbert	FIU Athletics – Athletic Facilities (305) 348-1764
Eddie Rodger	President, Kicks International – Soccer Promoter (954) 578-5735
Marc Hansen	Pride South Florida – Chairperson (954) 632-3960
Heath Glick	FIU Athletics – Chief of Staff (305) 348-6711
Jesse Stoll	AEG Live Southeast – Event Production Manager, West Palm Beach, FL (561) 681-5627
Ira Stanley	University of Miami Athletics – Director of Facilities (305) 284-2923
Joe Nieman	Live Nation Worldwide – Director of Outdoor Venues - Southeast (561) 795-8883
Jose Gell	City of Miami – Bayfront Park Management Trust (305) 373-8784
John Valentino	AEG Live Southeast – Chief Operating Officer (561) 681-5610
Mark Boudreau	Director – Parks & Recreation / City of Pompano Beach (954) 786-4185



Maurice Barron Coca-Cola South Florida – Special Events Director
(954) 552-9417

Larry Sonin PCI Expos – Kids and Golf Expo Producer
(954) 445-4999

Carrie Swett AEG Live – Concert Production Manager
(561) 681-5616

Chrissy Biagotti Mizner Park Amphitheater – General Manager
Boca Raton, FL (561) 901-3886

Karla Guadamuz-Davis Fight Time Productions – MMA Event Promoter
(786) 543-1177

Chuck Bolt National Marine Manufacturers Association (NMMA) –
Exhibitor Relationship Manager
(954) 444-3737

Dane Graziano Show Management – Fort Lauderdale Intl. Boat Show
Senior Vice President (954) 764-7642

Troy Weekley Weekley Bros Pro Rodeo – President
(954) 325-5682

Wesley Hardin FIU Athletics – Athletic Facilities Director
(786) 423-5735

George Perley AEG Live Southeast – Senior Production Manager
(561) 681-5612

Wayne Powell Concessions Manager – Show Management Inc.
Ft. Lauderdale, FL (954) 764-7642



Tony Hernandez	Athletic Business Controller – University of Miami (305) 284-2650
Michael Roger	Thies Distributing – Miller/Coors Distributors – Special Events (561) 718-7103
Jusniel Fernandez	Gold Coast Distributing – Miami, FL – Special Events Coordinator (305) 591-9800
Pete Moquin	Gold Coast Distributing – Fort Lauderdale – Special Events Coordinator (954) 943-3950
Randy Lavenia	Cash To Go/ ATM Operations – Owner/President (561) 714-5294
Tim Schmand	Bayfront Park Management Trust – Executive Director (305) 358-7550
Jose Solano	City of Miami – Bayfront Park Management Trust – Special Event Director (305) 358-7550
Shawn Krauel	Central Florida Fairgrounds – General Manager (407) 295-2082



Tab 9

City of Fort Lauderdale Contracts/Agreements

MILLS POND PARK – 2201 NW 9th Avenue, Ft Lauderdale, FL 33309.

Mills Pond Park is the site for adult softball leagues, tournaments, soccer competition, water ski tournaments, and various special events. PCI started as concessionaire in 2000, taking over from a concessionaire who had the facility in complete disarray. PCI immediately invested over \$15,000 for improvements, built customer relations and satisfaction, and provided the organization and operation, which has now become a model for other softball facilities nationwide. Our catering and Special Events teams have provided a long list of happy clients with the service they expect and deserve. Contact: Ms. Gladys Penttilla, City of Fort Lauderdale (954) 828-6362

WAR MEMORIAL AUDITORIUM – 800 NE 8TH Street, Ft. Lauderdale, FL 33304.

WMA is the site of a variety of functions, including computer shows, guns shows, wrestling, concerts, trade shows, seminars, boxing and numerous other events. PCI began a two year contract in 1986 and is currently in its twenty-sixth year of operating the concessions at the Auditorium. PCI has made significant improvements to the concessions area, installed a \$70,000 kitchen as part of its capital improvement program, and has continued to provide patrons with reasonably priced items and great service. Contact: Mr. Orlando Castellano (954) 828-5382.

BEVERAGE CONCESSIONS SERVICES & SPECIAL EVENTS - City of Fort Lauderdale Parks and Recreation Department. PCI is in its fourth year of an agreement with the City which includes the Downtown Countdown New Year's Eve Celebration, Great American Beach Party, Light up the Beach, July 4th Celebration, and several other special events coordinated by Parks and Recreation. PCI can always be counted on for beer trailers, portable bars, and plenty of other special events equipment to handle events of any size. Contact: Ms. Debbie Bylica (954)-396-3622 or Tim McGovern (954)-828-4340.

EMERGENCY CATERING SERVICES - Procurement Services, 100 N. Andrews Ave., Fort Lauderdale, FL 33301 PCI has been under contract for the past four years to provide over 4,500 meals per day for Police, Public Works, Utilities, and several other City departments in the event of a major emergency activation. PCI equipped the police station kitchen and has it ready to go as our base of operations if needed. Menus are pre planned and food orders have already been established with our providers to



insure a rapid response if called upon Contact: Ms. Carrie Keohane or Elizabeth Cohen, City of Ft. Lauderdale, (954) 828-5142.

HALL OF FAME AQUATIC COMPLEX - 501 Seabreeze Blvd., Ft. Lauderdale, FL 33316.

PCI managed the snack bar and provided special event food and beverage service for major swim meets for the City of Ft. Lauderdale at this nationally known facility from 1986 through 1993 when the snack bar was eliminated to create a new weight room. PCI is currently active as concessionaire for all major meets including the YMCA, Masters and Caribbean National meets. Contact: Mr. Jeff Stafford, Pool Director, City of Ft. Lauderdale, (954) 828-4580.

In addition to the above contracts, PCI also provides catering at numerous City sponsored functions including the Holiday Park Activities Center, Jimmy Evert Tennis Center, and the Beach Community Center. Chas Adams and Susan Riestra are our primary contacts for these events.

Past contracts with the City of Fort Lauderdale also include Fort Lauderdale Stadium and Lockhart Stadium.





STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

DIV OF ALCOHOLIC BEVERAGES & TOBACCO
1940 NORTH MONROE STREET
TALLAHASSEE FL 32399-0783


850.487.1395

PROFESSIONAL CONCESSIONS INC
PROFESSIONAL CONCESSIONS INC
9067 SOUTHERN BOULEVARD
WEST PALM BEACH FL 33411

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

BEV1615566 ISSUED: 02/27/2013
RETAILER OF ALCOHOLIC BEVERAGES
PROFESSIONAL CONCESSIONS INC
PROFESSIONAL CONCESSIONS INC

IS LICENSED under the provisions of Ch 564 FS.
Expiration date: MAR 31, 2014 L1302270004200



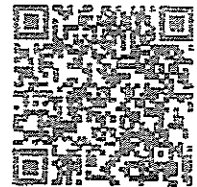
The Department of State is leading the commemoration of Florida's 500th anniversary in 2013. For more information, please go to www.VivaFlorida.org.

DETACH HERE

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIV OF ALCOHOLIC BEVERAGES & TOBACCO

LICENSE NUMBER	SERIES
BEV1615566	2COP

The RETAILER OF ALCOHOLIC BEVERAGES
Named below IS LICENSED
Under the provisions of Chapter 564 FS.
Expiration date: MAR 31, 2014



PROFESSIONAL CONCESSIONS INC
PROFESSIONAL CONCESSIONS INC
2201 NORTHWEST 9TH AVENUE
FORT LAUDERDALE FL 33311



RICK SCOTT
GOVERNOR

ISSUED: 02/27/2013 SEQ# L1302270004200
DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**DIVISION OF HOTELS AND RESTAURANTS
1940 NORTH MONROE STREET
NORTHWOOD CENTRE
TALLAHASSEE FL 32399-1015**

850-487-1395

**PROFESSIONAL CONCESSIONS INC
MILLS POND PARK CONCESSION STA
800 NE 8 ST
FORT LAUDERDALE FL 33304**

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION**

NOS1617296 ISSUED: 10/29/2013

**NON-SEATING FOOD SERVICE (2010)
PROFESSIONAL CONCESSIONS INC
MILLS POND PARK CONCESSION STA**

IS LICENSED under the provisions of Ch.509 FS.
Expiration date DEC 1, 2014 L1310290000642



The Department of State is leading the commemoration of Florida's 500th anniversary in 2013. For more information, please go to www.VivaFlorida.org.

DETACH HERE

**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF HOTELS AND RESTAURANTS**

LICENSE NUMBER	
NOS1617296	NBR. OF SEATS: 0

The NON-SEATING FOOD SERVICE (2010)
Named below IS LICENSED
Under the provisions of Chapter 509 FS.
Expiration date: DEC 1, 2014



NON-TRANSFERABLE

**PROFESSIONAL CONCESSIONS INC
MILLS POND PARK CONCESSION STA
2201 NW 9 AVE
FORT LAUDERDALE FL 33311-3729**



VIVA FLORIDA

**RICK SCOTT
GOVERNOR**

ISSUED: 10/29/2013 SEQ # L1310290000642
DISPLAY AS REQUIRED BY LAW

KEN LAWSON EXHIBIT 2
SECRETARY 14-0596
Page 27 of 49



City of America

CITY OF
FORT LAUDERDALE BUSINESS TAX YEAR 2013-2014

BUSINESS TAX DIVISION
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311
(954)828-5195

Business ID: 592410 Business Name: PROFESSIONAL CONCESSIONS INC
Business Address: 800 SANDY NININGER DR
Tax Category: RESTAURANT TAKE OUT Fee:
DELI, ETC Tax#: 592410

PROFESSIONAL CONCESSIONS INC
DENNIS MANIERI
800 NE 8 ST
FORT LAUDERDALE, FL 33304

DETACH AND POST THIS RECEIPT IN A CONSPICUOUS PLACE

Business ID: 592410
Tax Number: 592410
Business Name: PROFESSIONAL CONCESSIONS INC
Business Address: 800 SANDY NININGER DR
Business Owner: DENNIS MANIERI

- This Receipt is issued for the period commencing October 1st and ending September 30th of the years shown above.
- If you have moved out of the city, please provide a written statement.
- A transfer of business location within the city limits is subject to zoning approval. Please complete a Business Tax Transfer Application and bring it to our office to obtain the necessary approval.

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1) Professional Concessions Inc is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt **and** a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
Business Name

(2) _____ is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt **or** a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.
Business Name


(3) _____ is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
Business Name

(4) _____ requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
Business Name

(5) _____ requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
Business Name

(6) _____ is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.
Business Name

BIDDER'S COMPANY: Professional Concessions Inc.

AUTHORIZED COMPANY PERSON: Dennis J. Manieri  4/1/14
NAME SIGNATURE DATE

Tab 13

CAPITAL IMPROVEMENTS

It should be noted that in the first nine-year period PCI has made capital improvements to the facility in excess of \$57,000. This amount does not include losses PCI has suffered due to *vandalism, burglary, and Hurricane Wilma damage*. Some of the improvements made during the last nine years are listed below:

- Install New Walk-In Cooler
- Install New Draft Beer System
- Replace Canvas Deck Awning
- Repair & Repaint Concession Stand and Concession Building
- Install New Formica on all Counters
- Repair, Resurface and Treat Deck
- Repair Security System
- Reinforce All Doors and Serving Window
- Install Permanent Telephone Line
- Install Lattice Apron Around Deck
- Paint and Restore Wood Benches
- Install Direct TV Satellite System
- Install Exhaust Fan in Concession Stand
- Install Televisions & Satellite Receivers
- Repair/Rebuild Television Boxes
- Install New Lighted Ceiling Fans
- Install All Concession Food Service Equipment
- Install Four Heavy Duty Tables With Umbrellas
- Install a Third Satellite Box and Wiring for Third TV
- Install Three New High Definition Control Boxes
- Install a Permanent Menu Board



PROPOSED 2014 CAPITAL IMPROVEMENTS

PCI PROPOSES ONE OF THE FOLLOWING TWO CAPITAL IMPROVEMENT OPTIONS TO BE MUTUALLY AGREED BY PCI AND CITY OF FORT LAUDERDALE DURING THE FIRST THREE MONTHS AS SPECIFIED IN THE RFP.

OPTION 1

Install three lighted outdoor ceiling fans under existing awning.	975.00
Electrical work for ceiling fan installation	1,078.00
Install three new LED flat screen TV sets.	843.00
Provide 2 new 8ft picnic tables to match existing picnic tables.	1,895.00
Provide 2 new hex tables in front of existing deck area	1,620.00
Provide 6 outdoor umbrellas for hex seating tables	1,724.00

OPTION 1 FIRST 3 MONTH TOTAL \$ 8,135.00

OR

OPTION 2

Provide One Q-Star FlashCAM-880SX Digital Vandalism Deterrent System
With wireless Download of Picture Files and Laptop Included

OPTION 2 FIRST 3 MONTH TOTAL \$ 8,384.00

**ADDITIONAL CAPITAL IMPROVEMENT BUDGET FOR
EACH ADDITIONAL YEAR 2015-17 OF AGREEMENT**

3 YEARS @ \$3,000 PER YEAR \$ 9,000.00

APPROXIMATE TOTAL \$ 17,135.00



Tab 13

Proposed Concessions Menu**

Hot Dog (Sabrett 8-1)	\$2.50
Hot Dog (Sabrett 6-1)	\$3.00
Foot Long Hot Dog (Hebrew National)	\$4.00
Hamburger (Quarter Lb. Beef)	\$3.00
Hamburger (Third Lb. Beef)	\$4.00
Grilled Chicken Breast Sandwich	\$4.50
Italian Sausage Sub(Peppers & Onions)	\$6.00
Polish Sausage	\$4.50
Cheese Steak Sub (Peppers & Onions)	\$6.00
Chicken Tender Basket (w/Fries)	\$6.00
Chicken Wing Basket (w/Fries)	\$6.00
Chicken Pita Sandwich	\$6.00
Greek Gyros Sandwich	\$6.00
Red Beans & Rice	\$3.00
Skirt Steak & Rice Platter	\$7.00
Roast Pork & Rice Platter	\$7.00
BBQ Beef or Pork Sandwich	\$6.00
Nachos w/Cheese	\$3.00
Ultimate Nachos	\$4.50
Burrito	\$3.00
Tamale	\$2.50
Empanada (Beef or Chicken)	\$3.00
Fish Sandwich	\$5.00
Sub Sandwiches (Turkey, Tuna, Ham & Cheese, Egg Salad, Chicken Salad, Mixed Cold Cut)	\$5.00
Wrap Sandwiches	\$5.00
Vegetarian Wrap	\$4.00
Garden Salad	\$5.00
Caesar Salad	\$5.00
Specialty Salads (Chicken Caesar, etc)	\$6.00
Taco Salad	\$6.00
French Fries/Onion Rings – small	\$2.00
French Fries/Onion Rings – large	\$3.00



PCI PROFESSIONAL CONCESSIONS, INC.

c/o War Memorial Auditorium
800 N.E. 8th Street, Ft Lauderdale, Florida 33304
954-566-8557 • Fax 954-566-0966

Jumbo Hot Soft Pretzel		\$3.00
Churro – 16 in		\$2.00
Personal Pizza		\$4.00
Pizza Slice		\$3.50
Corn Dog		\$2.50
Fresh Fruit		\$1.00
Yogurt		\$1.00
Breakfast Sandwich		\$3.00
Breakfast Burrito		\$3.00
Donut		\$1.00
Jumbo Muffins		\$2.00
Bagel w/cream cheese		\$2.00
Variety Potato Chips		\$1.00
Peanuts (8 oz)		\$2.50
Assorted Cookies & Snacks		\$1.00
Regular Size Candy		\$1.50
King Size Candy		\$2.00
Slushie		\$2.00
Cotton Candy		\$2.50
Fresh Squeezed Lemonade		\$2.50
Power Smoothies		\$3.50
Starbucks or Barnies Coffee	Sm	\$1.50
	Lg	\$2.00
Hot Chocolate		\$2.00
Herbal Teas		\$1.50
Fountain Soft Drinks	Sm	\$2.00
	Med	\$2.50
	Lg	\$3.00
Bottled Water – 16.9 oz		\$1.50
Bottled Water - 20 oz		\$2.00
Bottled Juices	Sm	\$1.50
	Lg	\$2.50
Gatorade – 20 oz		\$2.50
Frozen Lemonade		\$2.50
Italian Ices		\$3.00
Ice Cream Novelties		\$1.50
Premium Ice Cream		\$3.00



PCI PROFESSIONAL CONCESSIONS, INC.

c/o War Memorial Auditorium
800 N.E. 8th Street, Ft Lauderdale, Florida 33304
954-566-8557 • Fax 954-566-0966

Slushee		\$2.00
Draft Beer	20 oz	\$3.50
	Refill	\$2.50
Import/Premium Beers		\$5.00
Wine		\$5.00
Assorted Wine Coolers		\$5.00

*****All Menu items and prices are open to discussion***

Additional menu items and specialty ethnic menu items also available

Catering Menus are also available



Professional Concessions, Inc.

2

Year To Date 12/31/2014

Assets

Current Assets

Cash Banks	77,644.57
BB & T SAA	41,141.86
BU 1 BANK UNITED	7,859.51
BU 2 MERCHANTS	75,808.16
BU 3 CFF	77,430.99
Certificate of Deposit	15,869.36
Letter Of Credit - CD	26,779.39
Cash Brokerage Account-Schwab	(12,837.91)
Marketable Securities-Schwab	61,014.75
Inventory FIU	1,075.00
Inventory Rodeo	2,012.00
Inventory Lockhardt	1,075.00
Inventory St Augustine	2,750.00
Inventory SouthFlorida Fair	21,933.00
Inventory Fillmore	23,316.00
Inventory - Pompano	34,289.00
Total Current Assets	<u>457,160.68</u>

Property & Equipment

Office Equipment	20,221.66
Equipment-General	349,964.06
Equipment-Polo Club	96,435.27
Equipment-Lockhart Stadium	26,837.62
Equipment Wellington Pool	1,355.74
Equipment - Mills Pond	9,430.00
Equipment - Miami Hurricane	1,656.05
Equipment-Rodeo Arena	24,696.11
EQUIPMENT-WMA	900.00
EQUI - MIZNER	1,818.00
Furniture & Fixtures	7,149.69
Furniture & Fixtures Mizner	1,500.00
Vehicles	167,379.17
Accumulated Depreciation	(625,693.56)
Net Property & Equipment	<u>83,649.81</u>

Deposits & Other Assets

Security Deposits	488.53
LIQUOR LICENSE	105,017.66
Total Deposits & Other Assets	<u>105,506.19</u>

Total Assets

\$ 646,316.68

Liabilities and Equity

Liabilities

Accounts Payable	
Accounts Payable	(290.00)
Total Accounts Payable	<u>(290.00)</u>
Current Liabilities	
TIPS/GRATUITY	16,221.53
Payroll Taxes Payable	(27,646.45)
Sales Tax Payable	18,490.59
Simple Plan Payable	2,616.39
Total Current Liabilities	<u>9,682.06</u>
Total Liabilities	<u>9,392.06</u>

Equity

Capital	
Capital Stock	66.00

Professional Concessions, Inc.

2

Year To Date 12/31/2014

Accumulated Adjustments Acct	872,768.92
Total Capital	<u>872,834.92</u>
Distributions	
Distribution B Beck	267,000.00
Distributions D Manieri	267,000.00
Total Distributions	<u>534,000.00</u>
Current Profit & Loss	290,832.43
Total Equity	<u>629,667.35</u>
Total Liabilities and Equity	<u><u>639,059.41</u></u>

Professional Concessions, Inc.
Income Statement

	Month Ending 03/31/2013	Year To Date 03/31/2013
Revenue		
Sales Food and Beverage	\$ 302,675.23	\$ 926,963.31
Sales Novelties	10,359.88	47,786.66
Sales Sub Contractors	11,884.56	38,749.58
SALES - VENDING	0.00	0.00
SALES OF ALCOHOLIC BEVERAGES	181,296.12	875,550.68
N/G Checks	0.00	0.00
Refunds	0.00	0.00
Total Revenue	<u>506,215.79</u>	<u>1,889,050.23</u>
Cost of Goods Sold		
Beginning Inventory	0.00	0.00
Purchases Food/Beverage	1,820.95	4,500.41
PURCHASES FOOD & BEVERAGES	100,732.40	198,391.12
PURCHASES ALCOHOLIC BEVERAGES	43,613.87	252,974.82
PURCHASES PAPER GOODS	3,264.45	25,875.90
PURCHASE COOKING GAS	3,211.19	7,235.37
Purchasees Ice	2,848.99	9,280.01
Purchases Novelties	0.00	14,666.24
Purchases	0.00	0.00
Purchases - Supplies	0.00	911.98
Equipment Rental	0.00	0.00
Direct Labor	89,405.73	300,611.36
Credit Card Fees	3,456.61	8,563.42
Sub Contractors	0.00	0.00
Commissions	2,194.05	11,296.84
Payroll Taxes	9,155.18	35,976.70
Beverage Tax	0.00	0.00
Ending Inventory	0.00	0.00
Total Cost of Goods Sold	<u>259,703.42</u>	<u>870,284.17</u>
Gross Profit	246,512.37	1,018,766.06
Office Expense		
Accounting & Legal	660.00	1,980.00
Alarm and Security	37.10	111.30
Amortization Expense	0.00	0.00
Advertising & Promotion	0.00	962.80
Vehicle Expense	42.87	212.87
FUEL	1,242.61	12,712.37
RENTAL / LEASING	296.45	670.64
REPAIR	724.51	2,111.42
Bad Debts	0.00	0.00
Bank Charges	73.56	34.37
Casual Labor	0.00	0.00
Consulting	0.00	0.00
Contributions	0.00	0.00
Depreciation	0.00	0.00
Dues & Subscriptions	275.00	635.00
Dump Fees	665.00	2,206.05
Employee Benefits	0.00	0.00
Equipment Rental	57.00	576.40
Freight	0.00	0.00
Insurance	11,059.93	31,980.93
WORERS COMPInsurance	0.00	0.00

Professional Concessions, Inc.
Income Statement

	Month Ending 03/31/2013	Year To Date 03/31/2013
HEALTH INSURANCE	3,280.19	(4,395.20)
Janitorial & Cleaning	0.00	0.00
Licenses & Fees	0.00	10,086.46
Laundry & Dry Cleaning	0.00	0.00
Miscellaneous	0.00	0.00
Medical Expenses	0.00	0.00
Meals & Entertainment	46.09	46.09
Payroll Fees	976.18	3,139.87
Office Supplies & Expenses	554.75	1,278.88
Postage	0.00	33.28
Periodicals	0.00	0.00
Officer Salaries	0.00	0.00
Other Salaries	0.00	0.00
Simple Plan Expense	921.15	2,946.29
Supplies	1,364.68	9,589.61
Rent	175,950.49	675,809.78
Repairs & Maintenance	3,940.42	12,647.26
Seminars & Education	415.43	1,281.28
Small Tools	0.00	0.00
Storage	0.00	0.00
Telephone	1,859.71	4,341.37
Travel	220.38	708.21
Taxes	0.00	0.00
FICA Tax	0.00	0.00
Unemployment Taxes	0.00	0.00
Uniforms	0.00	0.00
Utilities	434.56	639.39
Total Operating Expenses	<u>205,098.06</u>	<u>772,346.72</u>
Other Income		
Gain on Sale of Assets	0.00	0.00
Unallowed Loss (Wash Sale)	0.00	0.00
Interest Income	31.32	31.32
Other Income	8,500.00	8,500.00
Dividends	0.00	0.00
Total Other Income	<u>8,531.32</u>	<u>8,531.32</u>
Other Expense		
Interest Expense	0.00	0.00
Penalties	0.00	0.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>
Net Income	<u>\$ 49,945.63</u>	<u>\$ 254,950.66</u>

Tab 13

POS/Register Control System

PCI understands the importance of strict cash control procedures. We currently use Sharp/Casio programmable cash registers to provide cash and inventory control. We have had great success with these units at several of our other venues. This is an example of an end of shift printout from the register which is reported monthly by day to Parks and Recreation management.

PROFESSIONAL CONCESSIONS
 MILLS POND PARK
 CONCESSION STAND

03/25/2014 10:40PM 01
 000000#6904 CLERK01

Z1
 Z1 0659

GT1 \$00000486498.00
 GT2 \$00000487330.50
 GT3 -00000000832.50
 TR \$00000000000.00

DEPT
 DO1 290Q
 FOOD & BEVERAGE \$639.00
 *DEPT TL 290Q
 \$639.00

DEPT (-) 0Q
 \$0.00

*BTTL TL 0Q
 \$0.00

BTTL (-) 0Q
 \$0.00

* TRANS. *
 NET1 \$639.00

NET \$639.00
 NET2 \$639.00

NO SALE 6Q

TRANS CT 189Q
 NET3 \$639.00

CASH 189Q
 \$639.00
 \$639.00
 ***CID \$639.00
 CA+CH ID \$639.00



we move food...

Tab 13

Mobile & Portable Equipment

Professional Concessions owns approximately 24 different trailers designed for a variety of food and beverage uses. Most are designed for portable concessions and draft beer service. Some serve as catering support for special events and disaster relief food supply. Some are designated specifically for catering. Others are for transporting of special events equipment.

We also have in our inventory a wide variety of portable carts for serving beverages, hot dogs, lemonade, frozen lemonade, pretzels, ice cream, arepas, bar-b-que, roasted nuts, pizza, smoothies, fresh fruit, funnel cakes, popcorn, coffee, and many other items.



Tab 13

Minority Hiring Assurance Statement

Professional Concessions Incorporated hereby affirms that we will comply with the City of Fort Lauderdale's non-discrimination policy, acknowledge any percentage goals established on the project and agree to engage in good faith effort solicitation of approved minority firms to achieve the project goals stated.



Dennis J. Manieri
President – Professional Concessions Inc.

4/1/14

Date



Tab 13

Litigation Information

We are pleased to report that there have been no litigation circumstances for Professional Concessions.



Tab 13

Drug-Free Workplace

Professional Concessions Incorporated hereby affirms that we will comply with the City of Fort Lauderdale's Drug-Free workplace policies in the operation of the Mills Pond Park Concessions.



Dennis J. Manieri
President – Professional Concessions Inc.

4/1/14

Date



Tab 13
Past Accounts/Additional Business Experience

FORT LAUDERDALE STADIUM – 5301 NW 12TH Avenue, Ft. Lauderdale, 33309.

Capacity 8000. PCI provided full service concessions, clubhouse service, and catering for the Baltimore Orioles spring training operations for their first three years in Fort Lauderdale. Once again PCI replaced a large national company with little or no interest in the operation. Oriole and City officials were so pleased, they extended PCI's contract for two additional terms. PCI remained on as the concessionaire for the City of Fort Lauderdale until the stadium was leased to the Baltimore Orioles in 2003. PCI made extensive investments in equipment on its own initiative in order to provide the best possible service to the fans at Ft. Lauderdale Stadium events. City of Ft. Lauderdale, Ms. Debbie Bylica (954) 683-3357.

ORANGE BOWL STADIUM – 1501 NW 3rd Street, Miami, FL 33125 Capacity 80,000

PCI and its corporate officers have held a variety of concessions management positions in the Orange Bowl Stadium for over twenty years. PCI officers began working concessions there in the 1970's. Our officers managed the stadium concessions operations for the Miami Dolphins in the 1980's and once PCI was founded, we continued to hold the contract with the City of Miami for exclusive merchandising rights for the January 1st FedEx Orange Bowl Game and University of Miami games. PCI handled this task every year from 1987 to 1996 and was awarded a five-year contract with an additional five-year option. You name it and we've done it at the Orange Bowl Stadium! Contact: Ms. Ileana Gomez (305) 643-7100.

HOMESTEAD SPORTS COMPLEX – 1601 SE 28 Avenue, Homestead, FL.

Capacity: 8,000. PCI had a contract with the City of Homestead for five years to operate food, beverage and merchandising concessions at this new multi-million dollar baseball facility including practice field and softball areas. The Sports Complex is host every spring to the 70 team Homestead Challenge Baseball Tournament. PCI was selected for the permanent spring training contract with the Cleveland Indians and had been the concessionaire for all major events at the stadium since it's opening in 1990. PCI's tenure ended when the City leased the stadium to a private promotions company in 2001. Contact: City of Homestead Parks and Recreation (305) 247-1801.



HOMESTEAD-MIAMI SPEEDWAY - #1 Speedway Dr., Homestead, FL.

PCI was awarded the contract for all grandstand food and beverage vending when the Speedway opened in 1996 and remained on until the speedway was sold in 2000. We have participated in all major events including the Jiffy Lube 300, Grand Prix of Miami, Super Truck Series, and Winston Cup Series. Sales for Winston Cup were in excess of \$200,000. PCI could always be depended upon to provide the maximum revenue from hawking operations. Contact: Mr. Tuck Axelrod, National Concessions Company, (216) 881-9911.

FLORIDA ATLANTIC UNIVERSITY ATHLETICS – 777 Glades Road, Boca Raton, FL 33431.

PCI is starting its second year as concessionaire for athletics on FAU's main campus in Boca Raton. FAU needed help in upgrading their operation and providing consistent service and quality at all baseball, softball, basketball, soccer, and other athletic events. PCI rose to the occasion with great results over the past year. Our contract was just recently renewed. PCI's special events trailers provide clean efficient service in areas where no permanent concession stands are located. Contact: Ms. Melissa Dawson, Assistant Athletic Director, FAU Athletic Department, (561) 297-2683.

CHICAGOLAND SPEEDWAY - 500 Speedway Blvd., Joliet IL. Capacity 78,000

PCI was awarded the contract for all grandstand food and beverage vending (Hawking) when the Speedway opened in 2000. We still provide and manage the vending staff of over 150 for all events at the speedway including the NASCAR Nextel Series Tropicana 400 in July and the IRL Delphi Indy 300 in September. PCI's Special Events Division takes the "show on the road" a few times per year. NASCAR vending sales are consistently in excess of \$300,000. PCI can always be depended upon to provide the maximum revenue from hawking operations. Contact: Mr. Jerry Lundergan, Lundy's Special Events, (859) 255-0717.

CENTRIX FINANCIAL GRAND PRIX OF DENVER – 1444 Wazee St. Denver, CO. Capacity 46,000

PCI completed its first year of hawking operations at this popular Western Champ car event in August 2005. Our dedicated crew of traveling hawkers combined with the local Denver staff provided plenty of service for the thirsty crowd. We look forward to a long and profitable relationship for many years to come. Contact: Mr. Morgan Boyles, event operations director, (720) 873-5026.



WALT DISNEY WORLD SPEEDWAY – 1 World Drive, Orlando, FL Capacity 32,000

The Disney Magic Kingdom transformed this tri-oval into a major happening twice a year. Located adjacent to the entrance of the Magic Kingdom Theme Park, the NASCAR truck series race and the IRL Indy car race provided an extra-added attraction for those central Florida race fans. PCI provided all hawkers for the races held from 1996-1999. PCI rose to the occasion with the tough task of keeping both the fans and Disney management happy! Sales were great but the January weather wasn't. Disney officials stopped racing at the close of the 1999 season. Contact: Walt Disney World Speedway, Orlando, FL.

GRAND PRIX OF MIAMI – 1 Biscayne Blvd. Miami, FL. Capacity 41,723

PCI provided all grandstand hawking for this popular downtown street race for Miami Motorsports Inc. Five different hawking locations provided service for the fans. This race was held from the mid 1980's until the new Homestead Miami speedway opened in 1996. Our staff of South Florida hawkers swarmed the grandstands with beer, soft drinks, hot dogs, popcorn & peanuts. Contact: Miami Motorsports, Miami, FL.

GRAND PRIX AMERICAS – Downtown Miami, FL .Capacity 35,000

The CHAMP car series returned to the streets of Miami in September of 2003 and 2004. PCI provided all grandstand hawking for the event weekends. 2003 provided a special challenge as our hawkers had to carry and pour Presidente beer glass bottles for the crowd! Not one complaint the entire weekend! 2004 was much easier as the plastic bottles made hawking a dream. We look forward to the race returning in the future. Contact: Mr. Tom Lundergan TLC Concessions (859) 255-0717.

VILLAGE OF WELLINGTON AQUATIC COMPLEX - 12165 Forest Hill Blvd., Wellington, FL 33414.

PCI operates the concession stand at this busy municipal center during the summer months. Village officials turned to PCI to provide a consistent, clean, and well-staffed concession for their patrons. Contact: Mr. Jim Barnes, Parks and Recreation Director, Village of Wellington (561) 791-4005.



INTERNATIONAL POLO CLUB OF PALM BEACH – 3665 120TH Ave South, Wellington, FL 33414.

Capacity: 5,500. PCI operates a completely mobile food service operation, which takes concessions trailers to seven different fields at this new facility. We supply food and beverage for the remote fields as well as operating a main concession stand for the Polo matches every Sunday in the International Polo Stadium. Contact: Mr. Michael Brown, General Manager (561) 204-5687.

FOUR FIELDS SOFTBALL COMPLEX – 1801 NE 8th St. Pompano Bch., FL.

PCI is operated the concessions for the City of Pompano Beach for four years at the popular softball complex in the heart of Pompano Beach. Four Fields complex is the site for regular softball league and special tournament play. In a joint effort with the City of Pompano Beach, we completely renovated a dilapidated concession area, acquired a beer and wine license, expanded the menu, provided consistent service and food quality and proceeded to build business and revenues for the City of Pompano Beach. Contact: Nick Likourgou, Pompano Beach Parks and Recreation, (954) 786-4191.

In addition to the above-mentioned accounts, PCI is active in the special events business in Florida and other states. We have participated in concessions for the NCAA regional basketball tournament, USA Olympic Baseball trials, Coconut Grove Arts Festival, Sunfest, Pride Festivals, Orange Bowl Parade, Junior Orange Bowl Parade, Miami Beach Boat Show, Walt Disney World Speedway, Harley-Davidson Sturgiss, South Dakota rally, and many other major events.

