



City of Newport
REQUEST FOR CITY COUNCIL ACTION

To: Mayor Xay R. Khamsyvovravong & Members of the City Council
From: Laura L. Sitrin, Interim City Manager *Laura L. Sitrin*
Date: April 8, 2024
Subject: Award of Contract - RFP # 24-049 - Mobile Food and Beverage Service Provider at Easton's Beach
Staff Presentation: William R. Riccio, Jr., PE, Public Services Director

RECOMMENDATION:

The Department of Public Services recommends approval of a one-year agreement, including three (3) additional one (1) year option years, with 1899, LLC. of Newport, RI, to provide mobile food and beverage concessions at Easton's Beach.

BACKGROUND AND FINDINGS:

The City received three proposals in response to the request for proposals to provide mobile food and beverage services at Easton's Beach. The proposals were independently evaluated by four members of the City's Recreation and Beach Division and Beach Commission: Scores were tabulated in accordance with the requirements outlined in the RFP.

The recommended proposal comes from 1899, LLC of Newport, RI; it offers a diverse mobile food and beverage service campaign for Easton's Beach, including a 26 ½ foot catering kitchen, a fleet of five food trucks, a commissary kitchen within 1.5 miles of Easton's Beach and a chilled catering van. 1899, LLC has served many public and private events of all types and sizes, and since 2023, it served a total of 729 stops for the mobile food trucks and catering kitchen, including a ten-day Newport Stopover of the Ocean Race held at Fort Adams State Park. 1899, LLC has a sincere desire to work with other local food truck vendors to augment the food offerings that are not on the 1899 menus, including the Roger's High School NACTAC program's newly acquired food truck.

Under the terms of its proposal, 1899, LLC of Newport, RI proposes a flat fee of \$72,000.00 for the 2024 term, plus ten percent of the taxable gross sales of all products at Easton's Beach in excess of \$750,000.00. 1899, LLC of Newport, RI, will operate 9AM to 7PM daily from May 15 – September 30, inclusive. A four-person team, led by Ashley Lemire, will be dedicated solely to the day-to-day operations, staffing, provisioning and placement of the mobile food truck fleet.

PREVIOUS LEGISLATIVE ACTION:

N/A

FISCAL IMPACT:

Currently Budgeted (Account _____) Requires additional appropriation No Fiscal Impact

This agreement will add \$72,000 in revenue to the Easton's Beach Revenue Account for FY2025.

SUPPORTING DOCUMENTS:

Resolution
Bid Tabulation
Scoring Matrix, Fee Offer, Overall (Rubric) Summary
Corporate Information

CITY OF NEWPORT

**RESOLUTION
OF THE
COUNCIL**

No. _____

WHEREAS: the Director of Public Services requested sealed proposals to provide Mobile Food and Beverage Service Provider at Easton's Beach, RFP# 24-049; with proposals received on March 20, 2024; and

WHEREAS: award has been recommended to 1899, LLC of Newport, RI, and meeting all specifications included in RFP# 24-049, dated 20 March 2024, for a mobile food and beverage service provider at Easton's Beach, for a period of one year, and three additional one-year option years at the discretion of the City, including an annual payment to the City of \$72,000 and ten percent (10%) of the taxable gross sales of all products at Easton's Beach in excess of \$750,000. NOW THEREFORE BE IT

RESOLVED: the bid proposal of 1899, LLC of Newport, RI, is accepted, and the Mayor is authorized to sign said agreement, subject to favorable review by the City Solicitor.

IN COUNCIL

READ AND PASSED

Laura C. Swistak
City Clerk

City of Newport

RFP # 24-049

Mobile Food and Beverage Services at Easton's Beach

RFP Tabulation

1899, LLC 222 Bellevue Ave, Newport, RI

Food Fleet, Knoxville, TN.

Newport Chowder Co. Newport, RI

1899	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Average Total	Comments
History of Company	4	5	5	4	4.5	
Concept, Menu and Prices	25	25	25	20	23.75	
Proposed Dates & Hours of Operation	15	15	15	15	15	
Staffing Plan	12	15	15	9	12.75	
Routine Cleaning/P.M schedule	6	6	6	6	6	
Relevant Experience	9	15	15	12	12.75	
Community Involvement	5	5	5	5	5	
Marketing & Social Media	5	4	4	5	4.5	
Measure/Evaluate Customer Satisfaction	3	3	3	5	3.5	
	84	93	93	81	87.75	

Food Fleet	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Average Total
History of Company	4	5	4	4	4.25
Concept, Menu and Prices	15	25	25	4	17.25
Proposed Dates & Hours of Operation	12	12	12	9	11.25
Staffing Plan	9	12	9	9	9.75
Routine Cleaning/P.M schedule	6	6	6	6	6
Relevant Experience	9	3	12	9	8.25
Community Involvement	3	4	3	3	3.25
Marketing & Social Media	3	4	3	4	3.5
Measure/Evaluate Customer Satisfaction	3	5	3	3	3.5
	64	76	77	51	67

Newport Chowder Company	Reviewer 1	Reviewer 2	Reviewer 3	Reviewer 4	Average Total
History of Company	0	0	0	0	0
Concept, Menu and Prices	0	0	0	0	0
Proposed Dates & Hours of Operation	0	0	0	0	0
Staffing Plan	0	0	0	0	0
Routine Cleaning/P.M schedule	0	0	0	0	0
Relevant Experience	0	0	0	0	0
Community Involvement	0	0	0	0	0
Marketing & Social Media	0	0	0	0	0
Measure/Evaluate Customer Satisfaction	0	0	0	0	0
	0	0	0	0	0

Fee Offers	1899	Food Fleet	Newport Chowder Company
Flat Fee	\$72,000	\$0	\$0
Percentage Based	0%	5% of Net Sales	0%
Adjusted Payment Scales	10% of the Taxable Gross Sales above \$750,000	\$101-\$300k net.): 0.5%; \$301k-\$500k: 1%; \$501k-\$1M: 1.5%; \$1M+: 2%	none

Scenario 1: \$750,000 Gross Revenue	Flat Fee	Percentage Based	Adjusted Payment Scales	Total	Points Awarded
1899	\$72,000	\$0	\$0	\$72,000	25
Food Fleet*	\$0	\$37,500	\$11,250	\$48,750	16.925
Newport Chowder Company	\$0	\$0	\$0	\$0	0

Scenario 2: \$1.5 M Gross Revenue	Flat Fee	Percentage Based	Adjusted Payment Scales	Total	Points Awarded
1899	\$72,000	\$0	\$75,000	\$147,000	25
Food Fleet*	\$0	\$75,000	\$30,000	\$105,000	17.85
Newport Chowder Company	\$0	\$0	\$0	\$0	0

* Food Fleet proposal is based off net sales, not gross sales - we factored in gross sales to compare to 1899 proposal. There Total/Points Awarded figures should be lower.

Proposal Sheet # 24-049

List the Officers of your Corporation or Principals of your LLC

1899, LLC

Complete Company Name

Nicholas S. Schorsch
Name

Manager
Title/Officer/Position

John T. Boxer
Name

Authorized Signatory
Title/Officer/Position

Name

Title/Officer/Position

Name

Title/Officer/Position

Name

Title/Officer/Position

Name

Title/Officer/Position

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Title/Officer/Position

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Title/Officer/Position

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Title/Officer/Position