

FULL-SERVICE RESTAURANT, BAR & CATERER

<p>Opportunity</p>	<p>The Charlotte County Airport Authority (Authority) will be seeking proposals for Restaurant Services at the new General Aviation Center (GAC). The site is located off Challenger Boulevard and Runway 9-27; and is a 1.5-mile drive from the commercial passenger terminal.</p>
<p>Estimated Timing</p>	<p>The Authority will make the Request for Proposals (RFP) available once the GAC construction schedule is outlined. During the following month, the Authority will host a non-mandatory, pre-submittal meeting on airport property. The proposals will be due four to five weeks after the RFP is advertised. Proposals will be reviewed by a selection committee and scored, and then discussed and selected at the following month's Authority Board Meeting.</p>
<p>Overview</p>	<p>The Authority is seeking potential Restaurateurs interested in funding, designing, developing, constructing, operating and maintaining a restaurant, bar and catering service (Restaurant Services) at Punta Gorda Airport (PGD) for a term of ten (10) years with two five (5) year options. Approximately 2,500 square feet of space is available for Restaurant Services in the Airport's new General Aviation Center that will be located on the north end of airport property off Challenger Boulevard.</p> <p><u>PGD will provide the following complimentary marketing to selected Restaurateur:</u></p> <ul style="list-style-type: none"> • www.FlyPGD.com website listing, graphics, photos and features • Facebook, Twitter and YouTube photos, news, videos and features • PGD E-Newsletter with 1,200+ distribution • News releases and media relations support • Discounted advertising at the commercial passenger terminal • Directional signage incorporated into existing structures where appropriate • Space for Restaurateur's branding on new exterior GAC signage structures • Other cooperative marketing & co-branded paid advertising opportunities
<p>Background</p>	<p>PGD is off I-75 on Florida's southwest coast between Sarasota and Ft. Myers and operates as a full-service commercial air transportation facility. The Authority owns 1,800 acres that is also home to approximately 400 general aviation aircraft and helicopters, charter services, dozens of aviation and non-aviation tenants, organizations and flight schools.</p> <p>The Authority is building a new 13,000 square-foot General Aviation Center ("GAC") that will be located on the north end of airport property off Challenger Boulevard. In addition to the dining area, the GAC will house an inviting lobby, 10-person conference room, flight catering staging area, nine leased offices/flight schools, two event rooms, and the Authority's Fixed Base Operator ("FBO") staff which provides fueling, tie-down and ground-handling services for private aircraft.</p>



PRELIMINARY INFORMATIONAL SUMMARY
Draft as of 5/31/19, additional details forthcoming in full RFP

	<ul style="list-style-type: none"> • Site is located just east of the City of Punta Gorda, adjacent to exits 161 and 164 off I-75, as well as US 41 via Airport Road. • While the GAC site is not walkable from the commercial passenger terminal, it will have ample free short-term auto parking for the public, commercial passengers, GA passengers and pilots. • PGD's service area encompasses a 60-minute market area, which includes Sarasota, Punta Gorda, Ft. Myers and Naples. There are over 1.3 million residents within a 60-minute drive of PGD. • PGD serves as a low-cost gateway to southwest Florida's scenic gulf coast, averaging 20 to 30 Allegiant flights each day. • PGD's commercial passenger count for 2018 totaled 1,577,164. This is a 22% increase in passenger traffic for 2018 compared with 1,293,337 total passengers in 2017. • PGD serves a diverse group of users, including airlines, commuter and charter services, corporate aviation, light aircraft training, and a wide variety of other business-oriented and private general aviation activities. • PGD is actively involved in economic development opportunities to attract new businesses and increase the amount of high paying jobs on site. • PGD had a total of 84,113 operations (takeoffs and landings) in FY2018, including: <ul style="list-style-type: none"> ○ Air Carrier - 10,530 ○ Air Taxi - 1,680 ○ GA Local - 35,760 ○ GA Itinerant - 35,711 ○ Military - 432 • In FY2018 the Authority leased 21 sites to non-aviation tenants, 40 sites to aviation-related tenants, and 230 T-hangars. • PGD operates as an Enterprise Fund within the Authority's budget, is self-supporting and uses no local taxes. • Funding to meet the Authority's annual operating budget is generated by parking revenue, fuel fees, concession revenues, rental charges for buildings, land, and other user fees. • PGD's annual regional economic impact reached \$1.275 billion according to FDOT in 2018.
<p>Goals</p>	<ul style="list-style-type: none"> • Create an open and inviting restaurant space that will be welcoming to a large customer base including local residents, nearby/onsite employees, businesses, general aviation pilots, corporate and private charters, tourists and passengers traveling commercially. • Develop well-designed, high-quality, modern, attractive and durable new facilities for an estimated 13-person bar, 42-person dining area and limited adjacent outdoor seating. • Develop innovative restaurant designs, signage, and creative decorations/themes to compliment the outstanding views of the airport's runways and general aviation ramp. • Offer restaurant, bar and catering menu options with broad appeal to potential customers. • Provide a high level of customer service with competitive pricing, specials and offerings.
<p>Food & Beverage Services</p>	<p>Restaurateur shall, at a minimum, provide:</p> <ul style="list-style-type: none"> • Menu offerings that cover the full spectrum of meals (breakfast, lunch, dinner), and portion-appropriate menu items for children. • Full alcoholic beverage service including cocktails, beer and wine. • Provide catering services for pre-arranged breakfast, lunch and dinner parties in adjacent event rooms as requested with reasonable notice between the hours of 7 a.m. and 9 p.m. • Provide "to go" orders that can be picked up by customers upon request.



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	<ul style="list-style-type: none"> • Restaurant Services seven days a week serving a minimum of two meals daily. • Potential restaurant hours for breakfast, lunch and dinner are from 7 a.m. to 9 p.m. • Restauranteur has the option to extend the hours of its catering services and/or keep the Premises open later or earlier for special events, or as the Restauranteur or Authority reasonably determines. 		
<p>Other Required Services</p>	<ul style="list-style-type: none"> • The Selected Restauranteur will be required to furnish all services, labor, materials, equipment, tools, insurance, bonds, permits, and fees (if any) necessary to make ready the Premises and render the services as set forth in this Request for Proposal. • The Selected Restauranteur shall be required to construct all improvements and install all furnishings, equipment, fixtures, and materials that may be required for its operation. • The Airport will provide infrastructure for Wi-Fi, water, sewage, gas, electrical services and heating/cooling to the restaurant areas. The Restaurant will be metered separately for these services and setup their own utilities service accounts. • The management, maintenance and operation of Restaurant Services within the Premises are the sole responsibility of the Selected Restauranteur. • Restauranteur is expected to make marketing, advertising and promotional expenditures and efforts in addition to complimentary marketing provided by PGD. • Although there is no minimum Capital Investment identified, Respondents are encouraged to make a substantial Capital Investment to reasonably meet the goals of this solicitation. Proposals must provide for fixtures, materials and finishes that are high quality, modern and commercially durable in areas exposed to high traffic and substantial wear and tear. 		
<p>Concession Fee</p>	<p>In lieu of a lease per square foot, the Authority is requesting the Selected Restauranteur pay a Concession Fee in monthly installments. The annual Concession Fee shall be the greater of the Minimum Annual Guarantee ("MAG") or the Percentage Fee, as adjusted, in accordance with the agreed upon terms. Please reference this sample agreement: "TERMINAL FOOD, BEVERAGE, NEWS AND GIFTS CONCESSION AGREEMENT."</p> <p>Each Respondent must propose the percentage of its actual Gross Receipts that it agrees to pay for use of the Premises ("Percentage Fee"). The minimum Percentage Fee that may be proposed by Respondents for this Concession is ten percent (10%).</p>		
<p>Proposal Deliverables</p>	<p>Respondents shall construct their Proposals in two parts. Respondents will be asked to provide six printed copies of each part, and an electronic version of each part, in separate sealed envelopes.</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <p><u>PART 1 – Written Proposal</u></p> <ul style="list-style-type: none"> • Executive summary • Company experience & references • Proposed development and concepts • Financial capability </td> <td style="width: 50%; vertical-align: top;"> <p><u>PART 2 – Percentage Fee Proposal</u></p> <ul style="list-style-type: none"> • Cost/Fee Proposal </td> </tr> </table>	<p><u>PART 1 – Written Proposal</u></p> <ul style="list-style-type: none"> • Executive summary • Company experience & references • Proposed development and concepts • Financial capability 	<p><u>PART 2 – Percentage Fee Proposal</u></p> <ul style="list-style-type: none"> • Cost/Fee Proposal
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