

Fermina Salinas
Parks Concession Operations

Amendment Number 1 to Contract #CON-COG-CON-19-011

RFP 19-10 Park Concessions Operations

THIS AMENDMENT is by and between the City of Galveston, a municipality incorporated under the laws of the State of Texas, Galveston Texas, and Fermina Salinas, a company, located at 6010 Avenue Q ½, Galveston, TX, 77551. Except as set forth in this Amendment, the Agreement is unaffected and shall continue in full force and effect in accordance with its terms.

WHEREAS, the City and Fermina Salinas, entered into an Agreement, Contract# CON-COG-CON-19-011, effective March 5, 2019 for services related to park concession operations in RFP# 19-10 Park Concessions Operations

WHEREAS, the City and Fermina Salinas agree to make the following amendment a part of the Agreement.

9. **COMPENSATION**: Company shall compensate the City of Galveston at a rate of six thousand five hundred dollars (\$6,500.00) per annum for the length of the agreement. The schedule of payments shall be: eight (8) payments of \$812.50 due February 28, March 28, April 28, May 28, June 28, July 28, August 28, and September 28.

Company shall compensate the City of Galveston at an additional rate of one thousand dollars (\$1,000.00) per annum for the length of the agreement, in exchange for Company's performance of the operations listed in Exhibit B. The schedule of payments shall be: five (5) payments of \$200.00 due March 28, April 28, May 28, June 28, and July 28.

Parties shall attempt to resolve any payment disputes within thirty (30) days after the invoice date.

Attached is Exhibit B: West Isle Concession (Buccaneer Concession Facility) Operations

City Of Galveston

Request for Proposal

Proposal Reference Number: 19-10

Project Title: Park Concessions Operations

**Proposal Closing Date: 10:00 AM (CST),
Wednesday, January 23, 2019**

COPY

City Of Galveston

Proposal Reference Number: 19-10

**Project Title: Park Concessions Operations-
West Isle Concession Stand**

2.USAGE FEE PROPOSAL

3. REFERENCES

Reference #1

Name: Jeff R. Temple

Title: Professor & Psychologist at UTMB Health

Phone: 409-747-8560

Email: jetemple@utmb.edu

Reference #2

Name: Adan Gonzalez

Title: Galveston ISD Police Officer

Phone: 409-939-1206

Email: agg2984@yahoo.com

Reference #3

Name: Gary Key

Title: Teacher/Coach at Galveston ISD

Phone: 409-457-4306

Email: gkey@gisd.org

Reference #4

Name: Kevin Johnson

Title: Manager

Phone: 409-750-0614

4.QUALIFICATIONS

4. Qualifications

Highlights of Qualifications:

- Prior concessions experience including broad knowledge of food and beverage items and deep knowledge of various types of equipment and set up styles used in concessions.
- In-depth knowledge of cash handling procedures, customer service principles, and cash register.
- Ability to resolving problems in a timely manner and by developing alternative solutions.
- Excellent mathematical skills.
- Strong communication and organizational skills.
- Good interpersonal and problem solving skills.
- Ability to count currency and inventory with accuracy.
- Inventory control: Assess inventory and assist in preparing product orders as necessary.
- Ability to communicate with employees, co-workers, volunteers, management staff and guests in a clear, business-like and respectful manner which focuses on generating a positive, enthusiastic and cooperative work environment.
- Ability to speak, read and write in English.
- Ability to work well in a team-oriented, fast-paced, event-driven environment.
- Possess or acquire valid food handling certificate if required by state and federal regulations.
- Ability to work in a confined space with other persons.

Professional Experience:

Concession Supervisor at Island Little League

March 2005 to July 2017

Galveston, TX

Business Summary: Proposer, Fermina Salinas, and family who have over 10 years of experience in the concession/food service industry will operate the concession stand.

Vision Statement: Our vision is to ensure that we take excellent care of our customers by giving them the best experience when they come to our concession stands as we have in the past.

Training/Certifications: Proposer has Food Handler's Program Certificate that expires on 2/20/2020.

5.METHODOLOGY/ APPROACH

5. Methodology/Approach

Concession operations are a key component to the overall character of the park. The proposer agrees to satisfy the following conditions as a part of the concession operations:

Personnel:

- The proposer will be responsible for hiring the necessary personnel to conduct the daily operation of the concession stands.
- There will be a minimum of two people per concession stand.
- The operator will comply with all federal, state, and local laws related to minimum wage, social security, nondiscrimination, ADA, unemployed compensation, and workers' compensation.
- Personnel will be responsible for the cleaning and general upkeep of the concession stand on each operating day.
- Proposer will encourage personnel to take a Food Handler's Course as soon as possible.
- Personnel should do the following:
 - maintain safe working conditions and sanitary work areas
 - maintain accurate cash handling procedures at all times
 - provide great customer service
 - interact with customers and clients in a pleasant and professional manner

Operating Hours:

Hours of operation will vary and be subject to regularly scheduled park hours, special event schedules, tournament schedules and weather conditions. Full vending services will be provided while the parks are open and/or hosting events. Vending hours may vary between two and twelve operating hours per day/event.

**6.PRODUCT LISTS
AND PROPOSED
PRICING SCHEDULE**

6. Product Lists and Proposed Pricing Schedule

Proposed Menu:

Food:

- Nachos with Cheese \$3.00
- Nachos with Chili and Cheese \$4.00
- Corn Dogs \$2.00
- Hot Dogs \$2.00
- Hot Dogs with Chili and Cheese \$3.00
- Frito Pie \$3.00
- Hot Cheetos with Cheese \$2.00
- Pizza Slice \$2.00

Snacks:

- Pickles \$1.00
- Sunflower Seeds \$1.00
- Popcorn Bag \$2.00
- Peanuts \$2.00
- Chips \$1.00
- Lunchables \$2.00
- Bag of Assorted Cookies \$1.00
- Bag of Goldfish \$1.00
- ICEE Pops \$1.00

Drinks:

- Assorted Can Soda \$1.00
- Assorted Bottled Soda \$2.00
- Small Gatorade \$1.00
- Large Gatorade \$2.00
- Water \$1.00
- Small Snow Cone \$1.00
- Large Snow Cone \$2.00

Candy:

- Assorted Chocolate Candy \$1.00
- Skittles \$1.00
- Air Head Extremes \$1.00
- Airheads \$.25 each
- Gum \$.10 each

*For Crockett Park Baseball Complex and West Isle Concession Stand




CITY OF GALVESTON – RFP # 19-10
REQUEST FOR INFORMATION # 1
Parks Concessions Maintenance

Date: 3/14/2019
To: Fermina Salinas
Subject: RFI No. 1
West Isle Concession Stand

The City of Galveston would like to extend the opportunity to place a Bid on West Isle Concession Stand. If selected, West Isle concession may be added to your current Contract with the City of Galveston, CON - COG-CON-19-011 - Fermina Salinas - Park Concession Operations. If you are interested in this opportunity, please submit a sealed bid, including RFI No. 1 documentation, to the Purchasing Division.

Thank you for your assistance. Please provide the response in person to the Purchasing Division located at 823 Rosenberg, Room 306, Galveston TX, 77550, no later than 12:00p.m., March 22, 2019. Response to the RFI must include this form with a signature from the signer of the original solicitation document, Appendix A.


Authorized Signature


Date

2. Usage Fee Proposal: how much will you pay to the city of Galveston for usage of facilities?

- Under Option 2, I propose \$1,000.00 annually at West Isle Concession Stand.