

Proposal for Concessionaire at Senior Center
R.F.P. # P-829

Wilcox Inc
1341 E. Horsetooth Rd.
Fort Collins CO 80525
(970)282-1787

Exhibit A

**CITY OF FORT COLLINS
QUALIFICATION STATEMENT FORM
CONCESSIONAIRE - SENIOR CENTER**

P- 829

FINANCIAL

On a separate sheet, please provide information on your financial ability to operate this concession.

EXPERIENCE

On a separate sheet, provide concession operating experience for yourself and your staff.

PRODUCTS

On a separate sheet, list the products you intend to serve along with proposed prices.

OTHER

Have you ever held or do you currently hold any financial interest, direct or indirect, in any retail liquor establishment, distillery, importing or wholesale liquor license? YES NO
If "YES", explain such interest on a separate sheet.

Attach copies of any written agreement or details of any oral agreement, by which any person (including a corporation) will share in the profit or gross proceeds of this concession, and any agreement relating to the concession which is contingent or conditional, in any way, upon volume, profit, sales, giving of advice or consultation:

Do you plan to be an active participant in the management and operation of the concession:
 YES NO

If "NO", on a separate sheet, explain your intended management arrangement.

REFERENCES

List references for entities which you have provided similar services within the last two years.

Exhibit B

CITY OF FORT COLLINS
PROPOSAL FORM
CONCESSIONAIRE - SENIOR CENTER
PROPOSAL P- 829

Proposal Opening: (our clock)

The proposer, Wilcox-Inc, (~~an individual~~) (~~a partnership~~) (a corporation) hereby enters its proposal for the Alcoholic Beverage Concession for the Senior Center per the Request for the for Proposal.

Concession Fee Proposal:

Signature: <u>K. L.</u>	Title: <u>President</u>
Company Name: <u>Wilcox-Inc</u>	Date: <u>3/29/02</u>
Street: <u>1341 E. Holselooth Rd.</u>	Phone #: <u>970-282-1787</u>
City: <u>Fort Collins CO. 80525</u>	Fax #: <u>970-282-1797</u>
State/Zip: <u>Colorado 80525</u>	Email: <u>WilcoxInc@yahoo.com</u>

Kevin Wilcox:

- 15 years experience in restaurants and related food service
- 7 years Owner/Operator of the "Caddyshack" restaurant at Collindale Golf Course.
- 1.5 years Owner/Builder Bogart's Coffee Shop; Fort Collins CO.
- Initial manager (6 months) for the Senior Center Bar Concessionaire; reason for leaving was due to winning the bid for concessionaire at Collindale Golf Course.
- 2 years bar manager/ front of house manager Nates's Steak and Seafood.
- 1 year management internship at Winter Park Resort.
- B.S. Commercial Recreation and Tourism; 1994 Colorado State University.

Experiences include hiring, training, purchasing, cash-control, tax-preparation and bookkeeping, daily operations, serving, tending bar, line cook, grill cook, maintenance, marketing, design and build.

Jon Osell:

- 2 years Special events Caddyshack.
- 2 years Bar-back / Bouncer Zydeco's.
- B.A. Economics May 2002 C.S.U.

Staff:

We intend to employ experienced people, drawing from our large resource pool of current qualified employees. We will continue to have high qualifications and expectations of all new hires. We intend not only to be the owners, but also the primary employees of all operations. As for prior experience we will continue to put a high value on retaining the great employees we attract and train.

Financial Information

Kevin Wilcox / Wilcox Inc.

I would like to express my financial capability to you by sharing the following:

- I have three business checking accounts which have a combined average ledger balance of about 12,000.
- I have a sale pending on Bogart's CoffeHouse for April 15, 2002 in the amount of \$45,000. Free and clear is about 32,000.
- I have seven years of history with the following vendors:
 - American Eagle Distributing
 - Pepsi Bottling Group
 - Coors Distributing
 - Centennial Distributing
 - Kunkler Wholesale Foods
 - Nobel Sysco Foods
 - Masek Distributing
 - Linq Telecom.
 - Colorado State University
 - Fort Lewis College
 - University of California at San Diego
- I have had and currently continue to hold the contracted concessionaire position at Collindale Golf Course, where the City of Fort Collins is the Landlord per se.
- Personally own income property in Loveland (positive cash flow of 600/month.)
- Recent personal credit score November 2001, 710.
- I have and wish to continue paying bills and vendors by check not credit. Cashflow has always been the reason for success and I will continue to be as responsible as in the past by only using credit when necessary but paying off debts quickly and earnestly.

Product Information

Bottle Beer

Domestic	3.00
Premium/Import/Micro	3.25
Non-Alcoholic	2.50

Keg Beer

Domestic:	
Full Barrel	165.00
Half Barrel	85.00 (1.00 / 12oz)
Microbrew:	
Full Barrel	190.00
Half Barrel	100.00

Wine

Glass	3.50
Bottle (1.5l)	28.00
Box Wine	negotiable (fair)
Special requests	market price

Champagne

Per Bottle (5-6 glasses)	
House (mid-quality)	12.00
Economy	8.00
Premium	negotiable (fair)
Champagne Punch	20.00/gal (\$1.25 / 8oz. glass)

Liquor

Well	3.00
Call	3.75
Premium	4.25

Non-Alcoholic

Soda	1.00
Juice	1.50
Fruit Punch	12.00/gal (75 cents / 8oz. glass)

Service

We intend for our service and presentation to be our focal point of operations. In most cases drinks taste the same no matter where you drink them... a Budweiser is a Budweiser. But what we can control is how it is served and by what attitude and pleasantries are exchanged. Our service is what has set us apart at both Collindale and Bogart's from peoples other available choices. We will have intelligent, well dressed, well groomed and pleasant employees. We intend to bring that charm and appropriateness to this concessionaire. We are only as strong as our weakest employee, and are judged by our customers that same way. Our experience is special events, we are there for them, not the other way around.

Uniform

Our standard uniform will be black slacks (not jeans of any kind), white long sleeve dress shirt, tie or nice vest provided by us to the employee. Shoes will be appropriate. We will have high standards on presentation of hair, no earrings for men and jewelry kept to a minimum. We will be open to changes on uniform for theme parties or casual events as prescribed to us via our guests.

References

Kevin L. Wilcox

JERRY P. BROWN
DIRECTOR OF GOLF DIVISION
CITY OF FORT COLLINS RECREATION
215 N. MASON STREET, 3RD FLOOR
FORT COLLINS, CO 80522-0580
(970) 221-6350

JOHN SLACK
WW REYNOLDS PROPERTY
1600 SPECHT POINT DR.
FORT COLLINS, CO 80525
(970) 482-4800

DOUG DeMECURIO
OWNER OF RESTROCK INTERNATIONAL
NATE'S STEAK AND SEAFOOD
3600 SOUTH COLLEGE AVE.
FORT COLLINS, CO 80525
(970) 223-9200

JON OSELL

DOUG EVANS
SUPERINTENDENT COLLINDALE GOLF COURSE
3800 SOUTH LEMAY AVENUE
FORT COLLINS CO 80525
(970) 221-6292

DAVID and ANNE EVERITT
EVERITT COMPANIES
3030 SOUTH COLLEGE AVE.
FORT COLLINS, CO 80525
(970) 490-5915

Concessionaire Fee Information

We would like to propose the following:

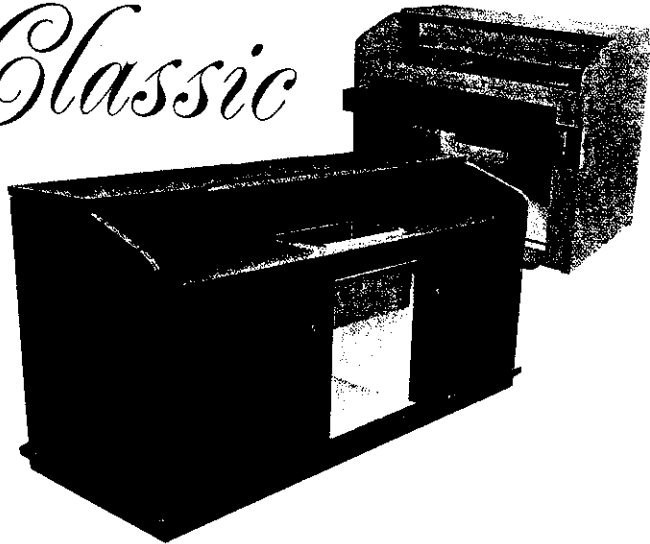
We would like to see a better presentation for liquor and beer sales and therefore have begun to look at manufactured bars for this specific use. We believe that a bar that is easy to roll for one person, one with a nice cover could be easily stored or moved when not in use. When in use it would help identify the bar area while being more organized, less cluttered, more efficient than the current use of (2) 6 foot tables. Because of the multiple types and looks of bars we would like to encourage a joint effort to select the specific bar to use. Using an "In-Kind contribution" to offset the concession fee; we would offer \$1,100.00 credit per year of active contract toward the payment of such cart. Once the credit is consumed we would pay remaining fee of \$1,100.00 per year by check at beginning of year. We would purchase the cart at the beginning of the contract and would turn it over to the city. The details of how to do this transaction with the city can be worked out. The spirit of the idea is to get a better presentation with a Bar rather than tables and to provide a high quality piece of equipment that will last for many years.

Other Information

Wilcox-Inc. presently holds a 3.2% on/off premise liquor license for 1341 E. Horsetooth Rd. Fort Collins Colorado 80525. The manager listed is Kevin L. Wilcox and the manager we will list on the Senior Center concessionaire is Jon Osell.

Oral agreement exists with Jon Osell to be operations manager and to receive compensation for his work..

Classic



STANDARD CONSTRUCTION:

Base is 1-1/2" thick, dado into side walls with 1-1/2" x 3" support beams on all four sides below the base ...this base is rated at 2,500 lb ...

Bars are dado into side walls. All joints are glued and silicone is used for water tightness.

The inside is laminated in white laminate and meet NSF 35 rule.

The inside floor is lined with aluminum plate to resist wear and ease of cleaning. Steam cleaning or a hose can be used without fear of damage.

All joints are screwed together with 1-5/8" size 6 screws, approximately 750 screws are used, per bar.

Upper bar is dado into side walls with a back and front support beam of 1-1/2" x 3". This prevents sagging no matter how much weight is placed on the bar in the form of drop in unit, ice, bottles, or even people.

Because of this design ... this unit will forever stay dry below.

All pass through is done at back support wall - regulators can be mounted in the cathedral area, to prevent breakage during service life.

All laminate is applied with phenolic resin, (also known as contact cement), inside and out.

STANDARD EQUIPMENT:

- 36" speed rail
- Standard - models BC84 - locking doors front and rear
- 24" speed rail
- Standard - metal lined floors or white laminate
- Standard - caster brakes - rear casters
- 5" Roll Master non-marring casters
- Cherry or Mahogany laminate

OPTIONS:

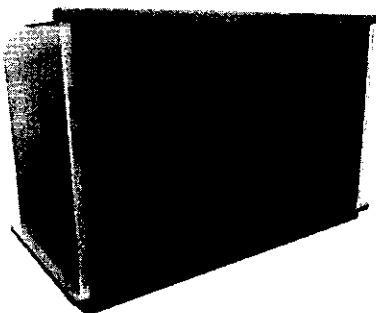
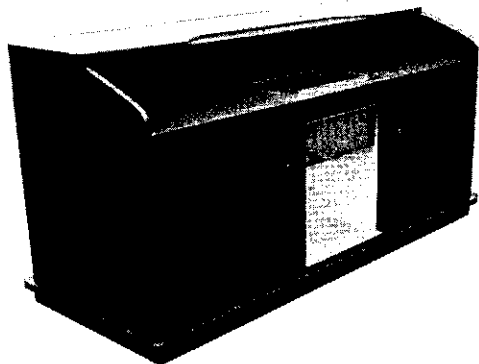
- Vinyl Bar Covers - **\$225.00**
- Special custom laminate colors - **\$100.00 per bar**
- 110 Volt outlets - built-in - **\$150.00**

Part No.	Description	Number Valve Type	Ice Bin Capacity	Weight	Price
STANDARD CONSTRUCTION					
M8248-01	48" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 36" speedrail.	NA	80 lb	Approx. 250 lb	\$1,924.00
M8248-02	48" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 7 product bargun. 36" speedrail.	7 Product Pre-Mix	80 lb	Approx. 250 lb	\$2,098.00
M8260-01	60" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 36" speedrail	NA	80 lb	Approx. 350 lb	\$2,125.00
M8260-02	60" L x 30"W x 46"H Full length corner bumper guards. Drop in with sealed cold-plate. 7 product bargun. 36" speedrail.	7 Product Pre-Mix Bar Valve	80 lb	Approx. 350 lb	\$2,352.00
BEER CONVENTION BAR					
M8284-01	84" L x 34"W x 46"H Base bumper system 3 sided. 7 product drop in with sealed cold-plate. 2 - 24" speedrails	NA	80 lb	Approx. 420 lb	\$2,893.00
M8284-02	84" L x 34"W x 46"H Base bumper system 3 sided 7 product drop in with sealed cold-plate. 2 - 24" speedrails Locking doors.	7 Product Pre-Mix Bar Valve	80 lb	Approx. 420 lb	\$3,064.00
M8284-03	84" L x 34"W x 46"H Base bumper system 3 sided 25 gallon water tank - external fill. Locking filler cap. 8 product bargun - 5 product carb with water & soda. 110 volt outlet - built into service side.	7 Product Post-Mix Bar Valve	80 lb	Approx. 420 lb	\$5,096.00 (Post Mix)

MANN'S MANUFACTURING & CONSULTANTS

PORTABLE BARS

PRICE LIST & SPECIFICATIONS
Effective January 1, 2001



BC48, BC60 EXCLUSIVE BAR

Model	Part No.	Description	Number Valve Type	Ice Bin Capacity	Shipping Weight Incl. shipping crate	Price
BC48IB	M8248-01	48" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 36" speedrail.	NA	60 lb	Approx. 250 lb	\$1,924.00
BC48IBG	M8248-02	48" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 7 product bar gun. 36" speedrail.	7 Product Pre-Mix Bar Valve	60 lb	Approx. 250 lb	\$2,098.00
BC60IB	M8260-01	60" L x 30"W x 46"H Full length corner bumper guards. 7 product drop in with sealed cold-plate. 36" speedrail	NA	60 lb	Approx. 350 lb	\$2,125.00
BC60IBG	M8260-02	60" L x 30"W x 46"H Full length corner bumper guards. Drop in with sealed cold-plate. 7 product bar gun. 36" speedrail.	7 Product Pre-Mix Bar Valve	60 lb	Approx. 350 lb	\$2,352.00

BC84 CONVENTION BAR

BC84IB	M8284-01	84" L x 34"W x 46"H Base bumper system 360 degrees. 7 product drop in with sealed cold-plate. 2 - 24" speedrails	NA	60 lb	Approx. 420 lb	\$2,893.00
BC84IBG	M8284-02	84" L x 34"W x 46"H Base bumper system 360 degrees. 7 product drop in with sealed cold-plate. 2 - 24" speedrails Locking doors.	7 Product Pre-Mix Bar Valve	60 lb	Approx. 420 lb	\$3,064.00
BC84IPM	M8284-03	84" L x 34"W x 46"H Base bumper system 360 degrees. 25 gallon water tank - external fill. Locking filler cap. 8 product bar gun - 5 product carb with water & soda. 110 volt outlet - built into service side.	7 Product Post-Mix Bar Valve	60 lb	Approx. 420 lb	\$5,096.00 (Post Mix)

STANDARD EQUIPMENT: 36" speed rail
Standard - models BC84 - locking doors front and rear 24" speed rail
Standard - metal lined floors
Standard - caster brakes - rear casters • 5" Colson non-marring casters

OPTIONS: Vinyl Bar Covers - \$350.00 • Special custom laminate colors - \$100.00 per bar
110 Volt outlets - built-in

All Standard bars

CHERRY or
MAHOGANY
Laminate

ORDER, PAYMENT & WARRANTY INFORMATION

- We will accept orders in person, by phone, fax or email. The customer will receive a formal Order - at which time the customer is required to confirm the order with any changes, a signature, date and fax return - prior to production.
- When an Order is placed, Mann's requires:
 - a signed company Purchase Order number by fax, or,
 - a 50% deposit to begin production (by mail or our Fed Ex number)
 - balance is due prior to shipping (by mail or our Fed Ex number).
- Mann's welcomes on-site inspections at any time, on your behalf, during manufacturing time.

SHIPPING INFORMATION

- All bars and carts are crated by Mann's prior to shipping, making sure the product arrives in excellent condition.
- We ship with Yellow Freight Lines or Consolidated Freightways - and pass our 45% professional discount along to our customers. Freight charges are due prior to shipping.
- If the customer chooses to use their own shipping company - that information is required when an order is placed.
- We notify our customer same day the shipping company picks up their order from our plant.

39062 S. Barlow Rd. • Canby, OR 97013

(503) 651-3204 • Fax (503) 651-3205

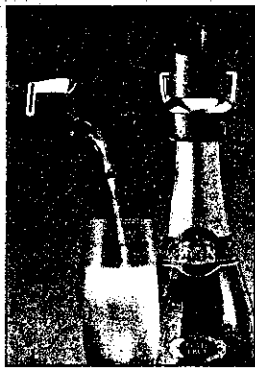
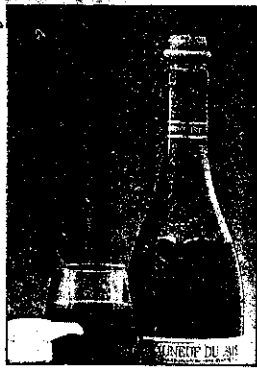
Email: dmann@mannsbars.com

www.mannsbars.com

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products (All Prices FOB Canby, OR)



VACUUM WINE SAVER

The Wine Saver works by pumping the air out of open bottles of wine, preventing oxidation from destroying the wine's taste and aroma, and keeping your wine in perfect condition until that last drop. Allows a shelf life of up to 14 days. **In Stock IN, NC, NV.**
 851162 Pump/stopper.....**SALE \$8.90**
 851163 Extra stoppers, pkg./10.....**SALE \$14.90**

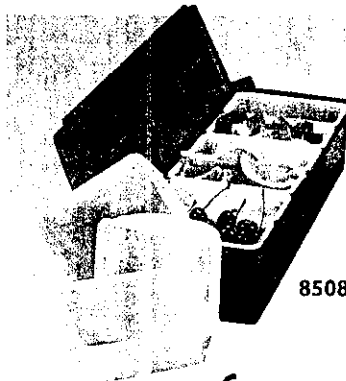
CHAMPAGNE SAVER & POURER

Once again Vacu Vin has set a new standard with its dual-purpose Champagne saver & Pourer. The ultimate answer for keeping the bubbles in the "bubbly"! Simply lock the Champagne Saver on top of an open bottle and keep the champagne fresh and full of bubbles for days! By simply lowering and raising the lever, champagne can be poured without spills and resealed until the bottle is finished. **In Stock IN, NC, NV.**
 851161.....**SALE \$9.90**



3-PIECE COCKTAIL SHAKERS

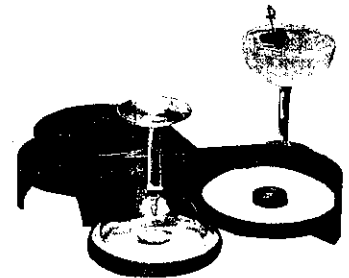
Stainless shakers in 3 sizes, complete with built-in strainer and cup. **In Stock.** **SALE**
 A. 851140 24 Oz.....**\$11.90**
 B. 851139 16 Oz.....**8.90**
 C. 834984 8 Oz.....**8.90**



850813

CONDIMENT DISPENSERS

See-thru lid. Dishwasher safe black base. Handles for carrying. 6 1/4"W x 19 3/8"L x 3 3/4"H. 3 1/2 lbs. **In Stock.**
 850813 Six 1-pt. inserts.....**SALE \$24.50**
 850814 Three 1-qt. inserts.....**SALE \$24.50**



GLASS RIMMERS

Puts a quick, neat rim of salt or sugar on glasses. Durable black plastic. **In Stock.** **SALE**
 850873 2 Tray 6 1/2" rimmer...**\$11.40**
 850872 3 Tray 5 1/2" rimmer.....**11.40**
 850871 Repl. 6 1/2" sponge.....**.75**
 850870 Repl. 5 1/2" sponge.....**.75**



LIQUOR SAVERS

Streamlined measured pourers eliminate waste and boost your profits! Red spout. **In Stock Distribution Center.**

	Single	SALE	Case of 12	SALE
1/8 oz.	850560	\$2.90	850561	\$29.50
1 oz.	850562	2.90	850563	29.50
1 1/4 oz.	850566	2.90	850567	29.50
1 1/2 oz.	850568	2.90	850569	29.50

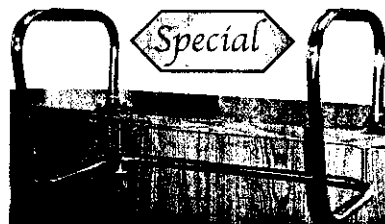
Ships from IL.

Specify oz. size: 1/2, 3/8, 3/4, 7/8, 1, 1 1/8, 1 1/4, 1 1/2, 1 3/4 and 2.

MINIMUM ORDER 1 DOZEN.

6-S-441 Specify spout: Red, Clear or Smoke.....**SALE \$27.00/dz.**

LOOK FOR SAVINGS WHEN YOU BUY BY THE CASE



CLAMP-ON SERVICE STALL

One-piece chrome service stall with two uprights 30" apart and 16" high (not adjustable). Underneath bar has clamps, above bar has suction cups for stability. 11 lbs. **In Stock Distribution Center.**

851032.....**SPECIAL \$88.00**



PREMIUM SHELF LINER

24" Wide ultraliner is softer, thicker and more pliable - liner lays flat and contours to the surface. Improves hygiene, reduces chipping, speeds drying. **In Stock Distribution Center.**

	White	SPECIAL
850796	10 Ft. roll, 4 lbs	\$13.30
850793	40 Ft. roll, 10 lbs	37.00
850794	10 Ft. roll, 4 lbs	\$13.30
850798	40 Ft. roll, 10 lbs	37.00



We sell what you want, we stock what you need!